

10TH ANNUAL EDITION

Billboard

1969-70

INTERNATIONAL
MUSIC-RECORD-TAPE

BUYER'S
GUIDE

INTERNATIONAL SURVEY
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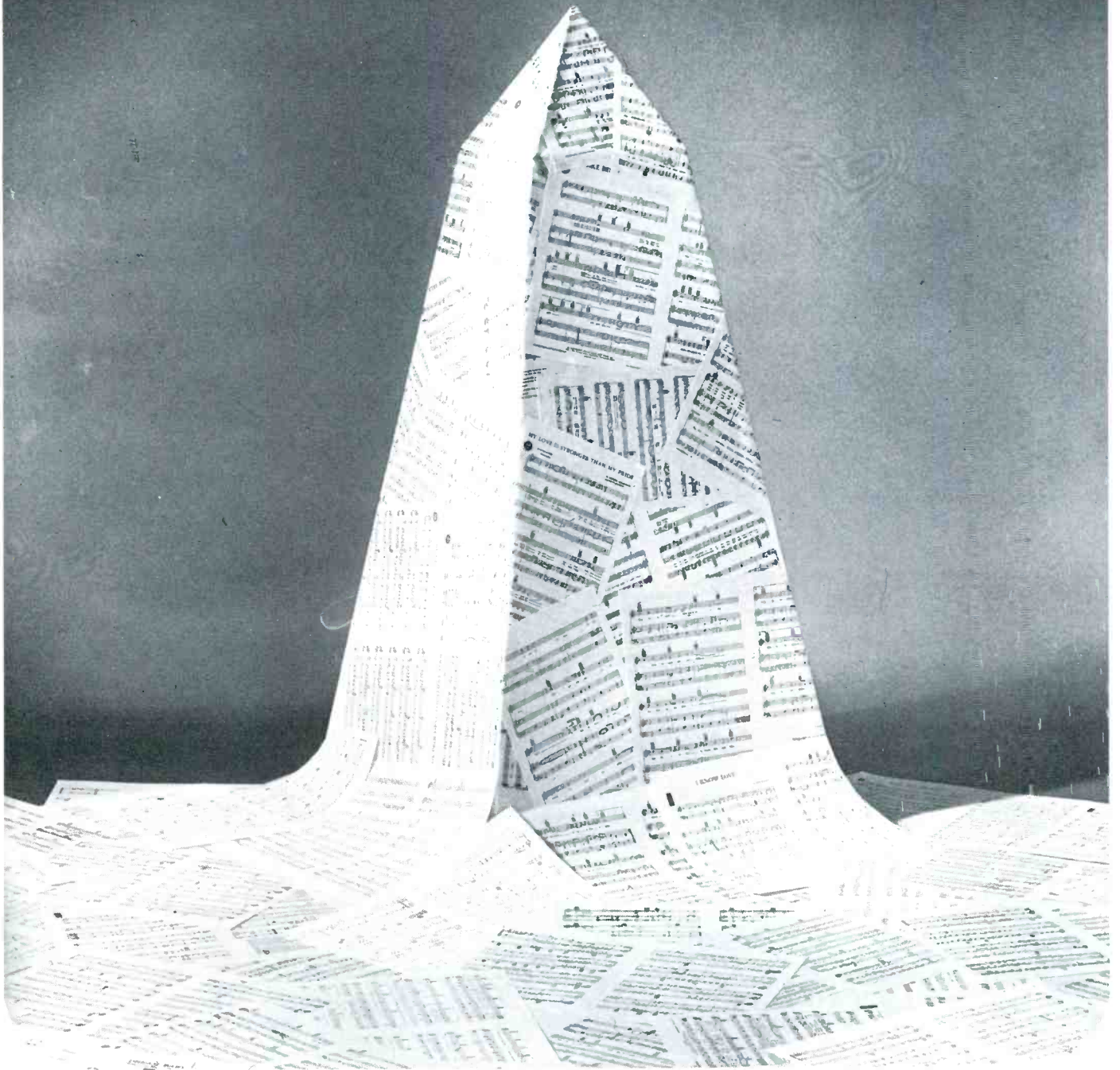
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Billboard

INTERNATIONAL 1969-70 MUSIC-RECORD-TAPE BUYER'S GUIDE

10TH ANNUAL EDITION

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U.S. Record Survey

The Sales Surge Continues

If 1967 was the very first year that the U.S. record industry broke the billion-dollar barrier, then the trend continued healthily throughout 1968. It was still a case of up, up and away, with 1968's retail sales figures hitting an all-time high of \$1,124,000,000, which represents a percentage increase of 6.9.

But 1968 saw a drop in the number of records released in both the single and the album field. A 9.6 percent drop was recorded with 6,540 singles being released on the market. Albums totaled a release figure of 4,057—a decline of 6.3 percent.

On the distribution level rack jobbing continued

its previous success story. There was an increase in 1968 over 1967 of 13.4 percent to \$525,000,000. Racks in 1968 accounted for 46.7 percent share of the market, which includes sales to jukebox operators, clubs and mail operations.

Of album sales the percentage of stereo product naturally continued to surge. In 1968, of the total LP sales, 95.0 percent dollars were recorded against 5 percent monaural dollars, 94.2 stereo units against 5.8 percent monaural units. Some 94.4 percent popular stereo units were pressed during the year which was even more than the classical figure of 91.1 percent.

NOTE: All figures in the U.S. Record Survey from 1950 on have been updated, based on data from Billboard's RMR, R.I.A.A., Excise Tax payments through 1964, and various other record industry sources, and represent a composite of all sources.

RECORDS RELEASED—1955 THROUGH 1968

SINGLES

Singles	Year	Annual % Change
4,542	1955	—
4,451	1956	-2%
4,649	1957	+4%
4,576	1958	-2%
5,812	1959	+27%
5,797	1960	-0.3%
6,036	1961	+4%
6,700	1962	+11%
6,543	1963	-2%
6,503	1964	-0.6%
7,116	1965	+9%
7,086	1966	-0.4%
7,231	1967	+2.0%
6,540	1968	-9.6%

LP's

LP's	Year	Annual % Change
1,615	1955	—
2,500	1956	+55%
3,000	1957	+20%
3,471	1958	+16%
3,480	1959	+0.3%
3,112	1960	-11%
2,939	1961	-6%
3,655	1962	+25%
3,686	1963	+1%
3,543	1964	-4%
3,548	1965	+0.1%
3,752	1966	+5.8%
4,328	1967	+15.4%
4,057	1968	-6.3%

TOTAL DOLLAR SALES—by Type of Outlet

(reported in millions of dollars at list price)

Type of Outlet	1966	1967	1968	1968 Change vs. 1967	1968 Share of Market
NON-RACKS	\$303	\$ 306	\$ 312	+ 2.0%	27.8%
RACKS	393	463	525	+13.4%	46.7%
JUKEBOXES	52	53	56	+ 5.7%	5.0%
CLUBS AND MAIL ORDER ..	212	229	231	+ 0.9%	20.5%
TOTAL INDUSTRY	\$959	\$1,051	\$1,124	+ 6.9%	100.0%

TOTAL UNIT SALES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1966	1967	1968	1968 Change vs. 1967	1968 Share of Market
NON-RACKS	107	102	96	- 5.9%	25.3%
RACKS	155	171	177	+ 3.5%	46.7%
JUKEBOXES	54	57	57	same	15.1%
CLUBS AND MAIL ORDER ..	47	49	49	same	12.9%
TOTAL INDUSTRY	363	379	379	same	100.0%

UNIT SALES OF LP's—by Type of Outlet

(reported in millions of units)

Type of Outlet	1966	1967	1968	1968 Change vs. 1967	1968 Share of Market
NON-RACKS	56	56	54	- 3.6%	27.6%
RACKS	77	87	93	+ 6.9%	47.4%
CLUBS AND MAIL ORDER ..	47	49	49	same	25.0%
TOTAL INDUSTRY	180	192	196	+ 2.1%	100.0%

UNIT SALES OF SINGLES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1966	1967	1968	1968 Change vs. 1967	1968 Share of Market
NON-RACKS	51	46	42	- 8.7%	23.0%
RACKS	78	84	84	same	45.9%
JUKEBOXES	54	57	57	same	31.1%
TOTAL INDUSTRY	183	187	183	- 2.1%	100.0%

DOLLAR SALES—by Type of Record

(reported in millions of dollars at list price)

Type of Record	1966	1967	1969	1968 Change vs. 1967	1968 Share of Market
LP's	\$783	\$ 874	\$ 949	+ 8.6%	84.4%
SINGLES	176	177	175	- 1.1%	15.6%
TOTAL INDUSTRY	\$959	\$1,051	\$1,124	+ 6.9%	100.0%

UNIT SALES—by Type of Record

Type of Record	Total Industry			Non-Racks			Racks		
	1966	1967	1968	1966	1967	1968	1966	1967	1968
LP's	49.6%	50.7%	51.7%	52.3%	54.9%	56.3%	49.7%	50.8%	52.5%
SINGLES	50.4%	49.3%	48.3%	47.7%	45.1%	43.7%	50.3%	49.2%	47.5%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

HISTORICAL NOTES:

1877—Edison first reproduced sound using tinfoil 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 Association 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.

1964—Year noted for Beatles invasion followed by approximately three dozen other British artists. LP sales registered greatest gain. August 1964 one of the best months ever for singles sales. Good Christmas season plus good third quarter edged industry over previous year by approximately 5%.

1965—U.S. Excise Tax on records rescinded.

1966—Breakthrough of tape CARtridge, with the nation's three major automobile manufacturers promoting tape units in new cars.

1967—Manufacturers raise monaural prices to stereo level as major step in creation of all-stereo industry.

1968—The introduction of the Pocketaid single and the attempt to achieve standardization on the 3 $\frac{3}{8}$ -inch record.

1969—Conglomerate became a much used word as there was a trend towards bigness on all levels of the music business. Rack jobbers, record companies, music publishers, tape firms—all were involved in the merger game.

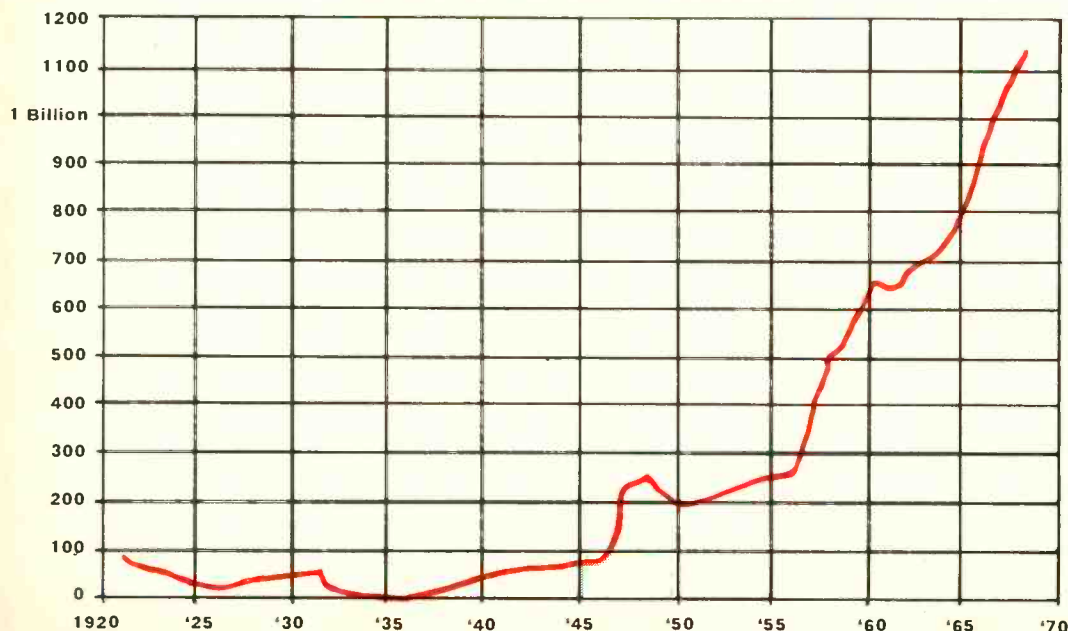
U.S. RECORD SALES 1921-1968

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

YEAR	OF DOLLARS SALES IN MILLIONS	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%
1939	44	+69.2%
1940	48	+ 9.1%
1941	51	+ 6.3%
1942	55	+ 7.8%
1943	66	+ 20%
1944	66	
1945	109	+65.2%
1946	218	+100%
1947	224	+ 2.8%
1948	189	-15.6%
1949	173	- 8.5%
1950	189	+ 9.2%
1951	199	+ 5.3%
1952	214	+ 7.5%
1953	219	+ 2.3%
1954	213	- 2.7%
1955	277	+30.0%
1956	377	+36.1%
1957	460	+22.0%
1958	511	+11.1%
1959	603	+18.0%
1960	600	- 0.5%
1961	640	+ 6.7%
1962	687	+ 7.3%
1963	698	+ 1.6%
1964	758	+ 8.6%
1965	862	+13.7%
1966	959	+11.3%
1967	1051	+ 9.6%
1968	1124	+ 6.9%

(Dollars)

U. S. RECORD SALES 1921-1968



**STEREO VS.
MONAURAL
PERCENTAGE OF
LP SALES
1961-1968**

Sales Through Non-Racked
Retail Outlets Only

(All Figures Are Percentages)

		1961	1962	1963	1964	1965	1966	1967	1968
TOTAL LP SALES	Stereo Dollars	29.7	30.6	34.1	35.7	39.4	44.7	59.0	95.0
	Mono Dollars	70.3	69.4	65.9	64.3	60.6	55.3	41.0	5.0
	Stereo Units	25.6	25.7	28.8	30.1	33.3	38.6	54.1	94.2
	Mono Units	74.4	74.3	71.2	69.9	66.7	61.4	45.9	5.8
POPULAR LP SALES	Stereo Dollars	28.9	29.3	32.7	34.1	37.4	43.5	58.1	95.2
	Mono Dollars	71.1	70.7	67.3	65.9	62.6	56.5	41.9	4.8
	Stereo Units	24.8	24.7	27.8	28.9	32.0	37.4	53.2	94.4
	Mono Units	75.2	75.3	72.2	71.1	68.0	62.6	46.8	5.6
CLASSICAL LP SALES	Stereo Dollars	37.6	40.4	44.0	47.8	55.8	57.0	70.1	92.4
	Mono Dollars	62.4	59.6	56.0	52.2	44.2	43.0	29.9	7.6
	Stereo Units	35.4	35.7	40.1	43.5	49.4	55.4	68.6	91.1
	Mono Units	64.6	64.3	59.9	56.5	50.6	44.6	31.4	8.9

HOME ENTERTAINMENT UNITS IN USE

(In Millions of Units)

YEAR	AUTO RADIOS	HOME RADIOS	TOTAL RADIOS	TELEVISION RECEIVERS		PHONOGRAPHS
				MONOCHROME	COLOR	
1950	18	81	99	10.6		16.8
1951	21	84	105	15.8		18.0
1952	23	87	110	21.2		19.5
1953	25	88	113	27.3		20.8
1954	27	89	116	31.8		22.4
1955	29	91	120	37.4		24.0
1956	32	93	125	42.8		25.6
1957	35	95	130	46.7		27.1
1958	37	97	134	49.6		29.9
1959	39	107	146	52.1		32.0
1960	40	116	156	56.9*	.2	34.0
1961	41	127	168	59.5*	.4	35.7
1962	43	140	183	61.9*	.8	37.0
1963	45	151	196	64.0*	1.6	39.0
1964	47	161	208	65.8*	3.0	42.0
1965	55	172	227	66.4*	5.0	45.0
1966	64	188	262	61.1*	9.7	48.0
1967	73	195	268	65.5*	14.6*	51.0
1968	74	216	290	64.5	20.1	53.8

SOURCE: Radio Advertising Bureau, Inc., of the Census, and EIA Marketing Services Department.
*These figures have been revised from last edition.

	MIDYEAR	RADIO STATIONS			MIDYEAR	RADIO STATIONS			TOTAL
		AM	FM	FM-STEREO**		AM	FM	FM-STEREO**	
OPERATING COMMERCIAL RADIO STATIONS IN THE U.S. (1950-1968)	1950	2,114	691		1959	3,377	622		3,999
	1951	2,281	649		1960	3,483	741		4,224
	1952	2,355	629		1961	3,602	889	57	4,491
	1953	2,458	580		1962	3,745	1,012	181	4,757
	1954	2,583	553		1963	3,860	1,120	203	4,980
	1955	2,732	540		1964	3,976	1,181	308	5,157
	1956	2,896	530		1965*	4,049	1,446	390	5,495
	1957	3,079	530		1966*	4,117	1,631	502	5,748
	1958	3,253	548		1967*	4,180	1,804	567	5,984
					1968	4,236	1,944	624	6,180

* All figures are midyear, with the exception of 1965 and 1966, which are year-end, and 1967 which is as of February 28, 1968.
**FM-Stereo totals are included in the FM totals.
Source: Federal Communications Commission and Electronics Industries Association.

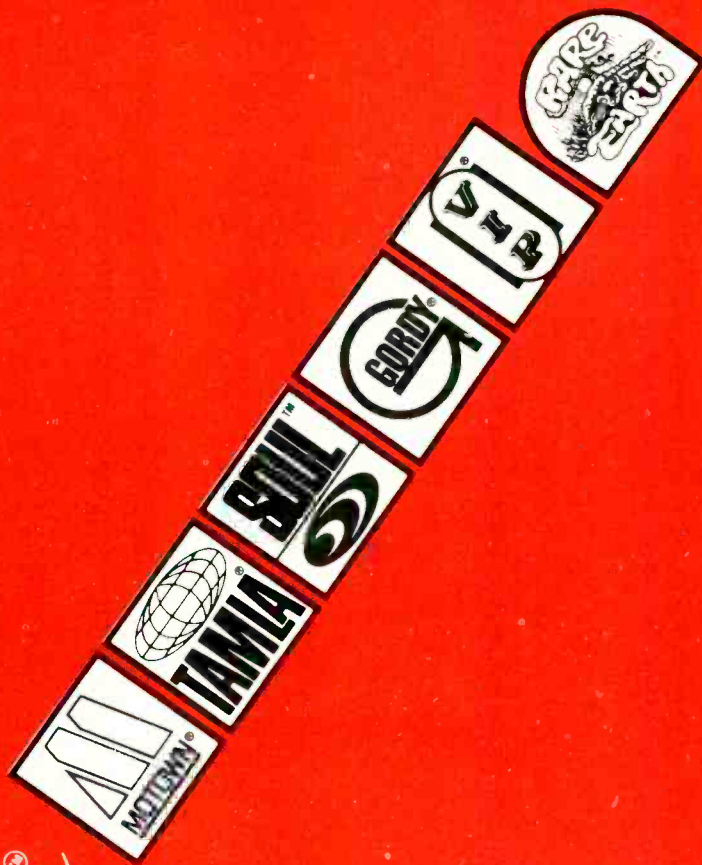
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- A, 6290 Sunset Blvd., Suite 616, Hollywood, Calif. 90028. Tel: (213) HO 9-5591. Pres.: George Jay; Pub. & Adv.: Unique Features, Sunset-Vine, Tower, Hollywood, Calif.
- A A Recs. Inc., 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-3350. Pres.: A. I. Masler; Exec. VPs: S. Raiken, B. Pearlman; Sales & Mktg.: S. Raiken, A&R: H. Scott; Account Exec.: E. Diresta; Int'l Dir.: R. Lew. Labels: Dorado, Golden, Golden Wonderland. Cassette: Golden, Golden-Wonderland licensed to Ampex. (SEE ADVERTISEMENT)
- A B C Recs., 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; VP ABC Div.: Howard Stark; A&R Dir.: Bill Szymczyk; Promo Dir.: Mickey Wallach, Moe Preskell; VP Int'l Div.: Dave Berger, Pub. & Public Info. Dir.: Ken Kendall. Branches: Beverly Hills, Calif., 449 S. Beverly Dr. Tel: (213) CR 8-1130. VP ABC Div.: Irwin Garr—Nashville, Tenn., 804 16 Ave. S. Zip: 37203. Tel: (615) 256-5694. A&R Dir.: Paul Cohen. Labels: (owned) ABC, Impulse, Dunhill, Buluu, Command, Probe, Grand Award, Westminster, Music Guild, Whitehall; (distributed) Simon Says, Tangerine, 20th Century-Fox, Movietone, Riverside, Equinox, Warlock. Cartridge 8-tr.: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill licensed to Ampex & GRT; Westminster, Music Guild, Whitehall licensed to GRT; Riverside licensed to Ampex. Cartridge 4-tr.: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill licensed to Ampex, GRT & Muntz; Westminster, Music Guild, Whitehall, Riverside licensed to Muntz. Cassette: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill, Westminster, Music Guild, Whitehall, 20th Century-Fox, Movietone licensed to Ampex & GRT; Riverside licensed to Ampex. PlayTape: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill, Westminster, Music Guild, Whitehall. Open reel: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill licensed to Ampex & GRT; Westminster, Music Guild, Whitehall, 20th Century-Fox, Movietone, Riverside licensed to Ampex. Int'l reps.: Argentina (Prodisa), Australia (EMI), Belgium (Anvers Radio), Bolivia (Discolandia-Dueri), Brazil (Fermata), Canada (Polydor), Central America (Sonido in Nicaragua), Denmark (EMI), France (Pathe-Marconi), Germany (Electrola), Greece (Greek Phonograph Rec. House), India (Gramophone), Israel (Hed Arzi), Italy (EMI), Jamaica (Paradise), Japan (King), Hong Kong (EMI), Lebanon (Societe Libanaise du Disque), Mexico (Gamma), Netherlands (Bovema), New Zealand (HMV), Norway (EMI), Peru (Virrey), Philippines (Mareco), Singapore (EMI), South Africa (Teal), Spain (Hispavox), Sweden (EMI), Switzerland (EMI), UK (EMI), Venezuela (Palacio de la Musica).
- A G P (see Bell).
- A L A Ents. Inc., 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) EL 5-5633. VP & Gen. Mgr.: John M. Ashley. Labels: Alacor, Harvest Time, Perri.
- A L P (See Alan Lorber Prod'ns).
- A & M, 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 461-9931. Cable: ALPER-MOSS. Owners: Jerry Moss, Herb Alpert; A&M Ents. VP & Gen Mgr.: Gil Friesen; A&M Recs. Gen. Mgr.: Bob Fead; A&R Dir.: Alan Stanton; Pub.: Paul Cooper; A&M Recs. Adv.: Jack Schnyder; Adv. Agency: Adams, Dana & Silverstein, 8560 Sunset Blvd., Los Angeles, Calif. 90069; Promo. Mgr.: Jerry Sharell; Tape Sales Mgr.: Bob Elliott; Int'l Dir.: Dave Hubert; Publ'g: Chuck Kaye. Branch: New York, N.Y., 1855 Broadway. Zip: 10023. Tel: (212) 581-0144. East Coast Dir.: Bill Mulhern. Int'l branch: England. Cartridge 4-tr., 8-tr., cassette & open reel self-mfd. Int'l reps.: Argentina (EMI), Australia (Festival), Austria (Polyphon), Belgium (Polydor), Bolivia (Discolandia), Brazil (EMI), Canada (Quality), Chile (EMI), Colombia (Codiscos), Denmark (Nordisk Polyphon), Ecuador (IFESA), El Salvador (DICESA), Finland (Finnlevy), France (Polydor), Germany (Polydor), Greece (Helladisc), India (Gramophone), Israel (Israelctra), Italy (CGD), Jamaica (Federal), Japan (King), Kenya (Associated Sounds), Lebanon (Melody), Mexico (RCA), Netherlands (Polydor), New Zealand (Festival), Nigeria (Philips West Africa), Norway (Nor-Disc), Peru (IEMPSA), Philippines (Dyna), Portugal (Radio Triunfo), South Africa (Teal), Spain (Hispavox), Sweden (Karussell), Switzerland, (Siemens), Trinidad (West Indies Telecommunications & Electronics), Turkey (Ticaret), Venezuela (Palacio de la Musica), Yugoslavia (Record Prod'n of Radio Television). (SEE ADVERTISEMENT)
- A M G, 16401 W. Eight Mile Rd., Detroit, Mich. 48235. Tel: (313) 272-6320. Pres.: Arnold Geller.
- A M I (see Asteroid).
- A O K Rec. Co., PO Box 6406, Odessa, Tex. 79760. Tel: (915) 362-1512. Partners: Tommy Allsup, W. G. Maxwell.
- A P I (see Associated Prod'ns Int'l).
- A R A (see Audio Recorders of Arizona).
- A R I (see Academic Rec'g Institute).
- A R I A (see Bilbo).
- A R P A (see Bilbo).
- A R V (see Falcon).
- A/S (see Alshire Int'l).
- A S A (see Met Richmond).
- A T T (see Fairlyland).
- Abbey, 160 Passaic Ave., Kearny, N.J. Tel: (201) 988-8181; NYC Tel: (212) 944-5148. Gen. Mgr.: Henry S. Rosenberg. Label: Connoisseur.
- Abel (see Laurie).
- Abet (see Nashboro).
- Able Inds. Inc., 1010 W. 26, Eugene, Ore. 97405. Tel: (503) 345-6834. Gen. Mgr.: Gary E. Seibert. Labels: (owned) Alkon; (distributed) Klondike. Abnak Music Ents., 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) RI 2-6111. Pres.: John Abdnor Sr.; Sec'y: B. Dunigan. Labels: Abnak, Britania, Jetstar, Startime. Cartridge 4-tr. & 8-tr.: Abnak licensed to GRT. Abundant Sounds (see Fred Miles Presents listed under "F").
- Academic Rec'g Institute (ARI), 4727 Oakshire, No. 1 Houston, Tex. 77027. Tel: (713) 621-5266. Pres.: Mack G. Reed. Label: ARI. Cartridge 2-tr. self-mfd.
- Accent Recs., 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Seely; VP: Buddy Merrill; Pub. & Promo.: David Garvin. (Distributed by GNP Crescendo). Int'l reps: Australia (Festival), Canada (Compo), France (Vogue), Germany (Vogue), Italy (CGD), Philippines (Cosdel).
- Achillean (see Lotta).
- Acid (see Tyner).
- Acta (see Paramount, Calif.).
- Action (see Best-Way).
- Action!, PO Box 9035, Fort Worth, Tex. 76107. Owner: Marvin Moore; Prod'r: Lew Gillis.
- Action City Rec. Co., 715 S. 54 St., Philadelphia, Pa. 19143. Tel: (215) 472-2741/9807. Pres.: Hezekiah Cooper Jr.; VP: Harold Cooper.
- Adco Rec. Co., 7527 Juler Ave., Cincinnati, Ohio 45243. Tel: (513) 561-7818. Pres.: Jack Adkins; Sales & Promo.: J. R. Daily. Labels: Adco, Adkins, Cincy.
- Adell Int'l Inc., Novi Rd. & Hwy. 696, Novi, Mich. 48050. Tel: (313) 349-6300. Pres.: Robert Adell; A&R: Fred J. Illius; Sales Mgr.: David S. Salah. Label: Adell. Cartridge 8-tr. self-mfd.
- Adelphi Recs., 516 E. Indian Spring Dr., Silver Spring, Md. 20901. Tel: (301) 585-0417. Pres. & Gen. Mgr.: Gene Rosenthal.
- Adkins (see Adco).
- Adria (see Puchito).
- Advance, 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) HO 3-2151. Owner: Tim Gayle. Labels: Advance, Pepper Tree, Sharpshooter.
- Aeolian-Skinner Organ Co. Inc., Pacella Park Dr., Randolph, Mass. 02368. Tel: (617) 961-2705. Project head: John Kellner. Label: Aeolian-Skinner. Open reel licensed to Ampex.
- Aero Space Recs., 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-5473. Gen. Mgr.: Leo Anthony.
- Aetna (see Shreve-Nash).
- Agate (see Anzac).
- Agency Recs., 20 N. Wacker Dr., Chicago, Ill. 60606. Tel: (312) CE 6-3632. Owner: John G. Garamoni.
- Agua (see Trend Int'l).
- Air, PO Box 833, Riverside Sta., Miami, Fla. 33135. Pres.: Jack A. Curry.
- Airtown, PO Box 973, 723 N. 10 St., Richmond, Ind. 47374. Tel: (317) 966-6135. Owner: Tommy Wills; Sales Mgr.: John Rettig; Mgr.: Ken Lane. Labels: Airtown, Gregory, Terry, 3T. Akron (see Anzac).
- Al-Teen Rec'g Co. Inc., 8208 S. Stony Island Ave., Chicago, Ill. 60617. Tel: (312) 721-7300. Pres. & Gen. Mgr.: W. A. Meeks; Exec. VP: Alfred Boldand; A&R Dir.: Drake McGillberry; A&R: Dennis Bradley; VP Pub. & Adv.: Murry Sagan; Nat'l Promo. Dir.: Howard Pittman. Labels: Al-Teen, DC, Fahrenheit, Mee, Winner.
- Alabam (see McKinnon).
- Alacor (see ALA).
- Alameda (see Anzac).
- Rene Albee Prod'ns, 12 Warren St., Norwalk, Conn. 06851. Pres.: Rene E. Jolef; A&R, Sales, Mktg. & Int'l: Rene Albee; Pub., Adv. & Promo.: Jacqueline Vanmert. Labels: Albee Stereo, Astoria, Imavox.
- Albee Stereo (see Rene Albee).
- AlCee Ents. Int'l, PO Box 163, Wallington, N.J. 07055. Tel: (201) 778-6554. Pres.: Alfred G. Curven; VP: Francis A. Neff. Labels: AlCee, Cherylaine. Int'l reps.: Canada (Rebel), Netherlands (Bospel Music), UK (Falcon).
- Aldex Recs., PO Box 71, Denton, Tex. 76201. Tel: (817) 497-2406. Pres.: Al Dexter; VP: Frankie Myers. Branch: New York, N.Y., 230 Park Ave. Zip: 10017. Tel: (212) 686-8030. Cable: DELGOR. Att'y-Counsel: Andrew D. Weinberger.
- Alector Recs. Ltd., 367 W. 34 St., New York, N.Y. 10001. Tel: (212) LO 3-2831. Pres.: Ted Starke. Cartridge 8-tr. self-mfd.
- Alegre (see Roulette).
- Alfa (see Rio Grande).
- Alkon (see Able).
- All Church (see Triode).
- All Nations (see 49th State Hawaii).
- All Platinum Recs., 106 W. Palisades Ave., Englewood, N.J. 07631. Tel: (201) 569-5170. Pres.: Sylvia Robinson; VP: Harry Finfer; Mgr.: Joe Robinson. Labels: All Platinum, Stang, Turbo.
- Allan Recs. (div. of The Big Four), PO Box 202, Ludlow, Ky. 41016. Mng. Dir.: Jerry Duane Allan; Exec. Sec'y: Pauline Schwartz. Branch: Indianapolis, Ind., PO Box 940. Zip: 46206.
- Allandale Prod'ns, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & A&R: Style Wooten. Labels: Allandale, Pleasure Time, Sounds of Memphis.
- Allegro (see Pickwick Int'l).
- Allen Rec. Co., PO Drawer F, Vidalia, Ga. 30474. Tel: (912) 537-3311/4468. Pres.: Ossie L. Allen. Labels: Allen, HFA Int'l.
- Alley, PO Box 32, 213 E. Monroe, Jonesboro, Ark. 72401. Pres.: Joe Lee. Labels: Alley, Jon-Ark.
- Alma, 18108 Parthenia St., Northridge, Calif. 91324. Tel: (213) DI 5-2400. Pres.: Hugh H. Edwards. Labels: (owned) Alma; (distributed) Paul Carson.
- Alma, N.Y. (see Met Richmond).
- Almanac, PO Box 7532, Houston, Tex. 77007. Sales Dir.: J. D. Horn; Talent Dir.: Mack McCormick.
- Aloha (see Anzac).
- Alon (see Seven B).
- Alpha (see Don-El).
- Alshire Int'l (Budget Sound Inc.), 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel: (213) 849-4671. Cable: BUDSOUND. Pres., Pop A&R, Pub., Adv. & Int'l: Al Sherman; Gen. Mgr., Sales, Mktg. & Promo.: Ricardo Ceja; Classical A&R: Jack Dorsey. Labels: (owned) A/S, Alshire, Aria Senza Voce, Audio-Spectrum, Peter Rabbit, Somerset, Stereo-Fidelity; (distributed) Azteca. Cartridge 4 tr., 8 tr., cassette & open reel: Audio-Spectrum (includes Alshire, Somerset, Stereo-Fidelity) licensed to Ampex. Int'l reps.: Argentina (Sicamericana), Australia (Astor), Canada (Arc Sound), Chile (Goluboff), France (Vogue), Germany (Miller), Italy (Bell-disc), Japan (Nippon Columbia), Mexico (Orfeon-Videovox), Puerto Rico (Cecil Steen), South Africa (Gallo), Spain (Sonoplay), UK (Pye), Venezuela (La Buena Musica).
- Alston (see Atlantic, Atco Div.).
- Das Alte Werke (see London Imports).
- Alvera, PO Box 9304, Tulsa, Okla. 74107. Tel: (918) 747-4910. Pres. & Gen. Mgr.: Al Clouser; VP: Vera Clouser; A&R: Henry Clouser; Sales: Walter Clark; Pub., Adv. & Promo.: Vera Longan. Labels: Alvera, Target.

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continued

Alwin Recs., c/o Chapman Dist'g Co., 2645 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 385-3636. Owner: Al Chapman.

Am Can (see Canadian American).

Amadeo (see Apon).

Amaret (see American Association of Recorded Talent). (SEE ADVERTISEMENT)

Ambassador Rec. Corp., 742 E. 61 St., Los Angeles, Calif. 90001. Tel: (213) 231-2144. Owner: Abe Diamond.

Ambassador Rec. Corp., 145 Komorn St., Newark, N.J. 07105. Tel: (201) MA 3-4214. Pres.: Martin Kasen; A&R Dir.: Dolph Traymon; Sales Mgr.: Herb Dorfman.

Branch: Los Angeles, Calif., 742 E. 61 St. Zip: 90001. Tel: (213) 231-2144. Contact: Fred Levi.

Labels: Ambassador, Compose, Current, Diplomat, Look & Listen, Mountain Dew, Peter Pan, Power, Rocking Horse, Scripture, Sunshine, Tifton.

Cartridge 8-tr.: Power, Tifton, Mountain Dew, Ambassador—self-mfd.

Cassette: Power, Tifton, Mountain Dew, Ambassador, Peter Pan, HRS (tape only)—self-mfd. (SEE ADVERTISEMENT)

Discos America (see Rivera Radio).

American Artists Recs., 216 Applewood Ln., Virginia Beach, Va. 23452. Tel: (703) 340-4582. Pres.: Heath Webb.

American Association of Recorded Talent Inc., 1717 N. Highland Ave., Hollywood, Calif. 90028. Tel: (213) 466-3361. Pres., Sales & Mktg. Mgr.: Kenneth S. Myers; Pub.: Joyce Bauer; Nat'l Sales Promo. Mgr.: Rick Larence; Admin. Mgr.: Jeanne Bennett.

Label: Amaret. (SEE ADVERTISEMENT)

The American Gramophone Label, 10513 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel: (213) 474-3565. Pres.: Randy Sparks; Co-ord.: Mitzi Trumbo.

Labels: The American Gramophone Label, The Country Music Label.

American-Hawaiian (see Hawaiian-American).

American Metropolitan Entcs., 135 W. 50 St., New York, N.Y. 10019. Tel: (212) PL 7-7178, CO 5-5767. Pres.: Edward Kassner.

Home office: Canada.

Labels: President (distributed by Laurie); Seville (distributed by London).

American Themes & Tapes Inc. (see Fairyland).

Americana Rec'g, PO Drawer L, 707-709 W. California Ave., Ruston, La. 71270. Tel: (318) 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.; Promo.: Ken Sells.

Ames Entcs. Int'l, 1147 W. Holt, Pomona, Calif. 91766. Tel: (714) 622-6713. Dir.: David W. Ames; A&R Dir.: Peter Jacobs; Nat'l Sales Mgr.: Bill Winton; PR Dir.: Dave Daniels.

Branch: Portland, Ore., 4241 N.E. Beech. Zip: 97213. Tel: (503) 281-5132. Mgr.: Paul E. Schindler; Ass't Mgr.: Thomas Kervin.

Labels: Inland, Interstate, Orange Pekoe, pdp, POP.

Amex (see Met Richmond).

Amherst, 153 Walton Dr., Buffalo, N.Y. 14226. Tel: (716) 839-1482. Pres.: John H. Warfel.

Amos Recs., 6565 Sunset Blvd., Suite 120, Los Angeles, Calif. 90028. Tel: (213) 462-6894. Pres.: James A. Bowen; VP: Tom Thacker; Gen. Mgr.: Bruce Hinton; Prod'r: Mike Post; A&R Co-ord.: Richard Burns.

Branch: New York, N.Y., 1501 Broadway, 30th fl. Tel: (212) 563-6440. Gen. Counsel: Marty Mache.

Int'l rep.: UK (Decca).

Amphion (see Nugget).

Amphora Music, 1727 Division St., Davenport, Iowa 52804. Tel: (319) 322-7674. Pres., Sales & Mktg.: Frank L. Engel; A&R: Freddie Joy.

Labels: Amphora, Decora.

Amsterdam (see Flying Dutchman).

Amy (see Bell).

Amcath (see Motivestor).

Andes (see Trend Int'l).

Andrew Jackson (see listing under "J").

Andy Jackson (see Andrew Jackson listed under "J").

Angel (see Capitol).

Angelicum (see Apon).

Angelfone (see Robbins).

Ann (see Golden/Ebb-Tide 11).

Ansonia Recs. Inc., 992 Columbus Ave., New York, N.Y. 10025. Tel: (212) UN 5-2121. Pres.: Ralph Perez.

Cartridge 8-tr. self-mfd. (SEE ADVERTISEMENT)

Ante (see Take 4).

Anthem (see Texas Sound).

Anthology Rec. & Tape Corp., 32 Oxford St., Lynn, Mass. 09102. Tel: (617) 593-3920. Pres., Sales & Mktg.: Nick Sentas; VP: E. Ricciardelli.

Branch: New York, N.Y., 135 W. 41 St. Zip: 10036. Tel: (212) LW 4-9671. Gen. Mgr.: George Curtiss.

Open reel self-mfd.

Antigua Prod'ns, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 757-2750. Pres., Sales & Mktg.: Sam Goldner; Exec. VP & A&R: Johnny Brantley.

Labels: Gold Bee, Mark X, Music World.

Antilano (see Met Richmond).

Anton, 6710 40 Ave. S., Seattle, Wash. 98118. Tel: (206) PA 5-2454. Owner: Rose Satterly.

Anvick (see Lynn's).

Anzac, PO Box 38669, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Mng. Dir.: A. Hyde-Smith; US Rep.: Gordon Burdge.

Home office: Australia.

Labels: Anzac, Agate, Akron, Alameda, Aloha, Arizona, Arriba, Asia, Azusa.

Apo, Ky. (see BiBo).

Apco Recs. Inc. (div. of Jones Entcs. Inc.), 1902 Gregg Rd., Bellevue, Neb. 68005. Tel: (402) 733-5211. Pres.: Robert L. Jones; VP: Michael A. Jones.

Branch: Chicago, Ill., PO Box 4396. Zip: 60680.

Labels: Apco, Buffy, Caltex, Chicago, Gates, Jody, Mike, Ralston, Tag.

Apollo Entcs. Inc., 1915 N. Quince St., Olympia, Wash. 98501. Tel: (206) 352-9097. Pres.: Allen P. Giles; VP: T. R. Murcy.

Labels: Excursion, Sound Preservers.

Apon Rec. Co. Inc., PO Box 3087, Long Island City, N.Y. 11103. Tel: (212) 988-0450. Pres.: Andrej Poncic; Sales Mgr.: Don Zemann.

Labels: Apon, Amadeo, Angelicum, Christophorus, Discapon, Harmonia Mundi, Supraphon.

Cartridge 8-tr.: Amadeo, Harmonia Mundi—imported.

Applause, Neb. (see CBC).

Appaluse Prod'ns Inc., 85 Longview Rd., Port Washington, N.Y. 11050. Tel: (516) 883-7460.

Label: Spoleto Festival.

Apple (see Capitol).

Apl-2, c/o L. Miller, Rt. 2, Box 46, Barlow Rd., Clinton, Tenn. 37716. Tel: (615) 457-2431. Owner & Prod'r: Lou Miller; Sales & Promo.: D. Farmer.

Aqua (see Sure).

Aquaries Recs. Inc. (sub. of Transcontinental Entertainment Co.), 9110 Sunset Blvd., Suite 130, Los Angeles, Calif. 90069. Tel: (213) 274-5872. (Distributed by Forward).

Aquarius, Ill. (see Zodiac).

Aquarius, Wis. (see Cuca).

Arbe, 3768 Webb Ln., Tucson, Ariz. 85716. Tel: (602) 793-8830. Pres.: Rex Bingham.

Branch: Clear, Alaska, Box 103. Zip: 99704.

Arbor (see Forte).

Arc (see Sound City, Iowa).

Arcade Music Co., 2733 Kensington Ave., Philadelphia, Pa. Tel: (215) NE 4-8487. Pres.: Jack Howard.

Label: Arcade.

Archive (see Polydor & International Music Consultants).

Archive of Folk & Jazz Music (see Everest).

Archive of Gospel Music (see Everest).

Archive of Piano Music (see Everest).

Archives Limited Editions (see Collectors Guild).

Arco (see Stereophonics).

Arctic (see Jamie/Guyden).

Ardent, 1457 National, Memphis, Tenn. 38122. Tel: (901) 324-5368. Mgr.: John Fry.

Argee Entcs. Inc., PO Box 633, North Miami, Fla. 33161. Pres.: Ronald G. Deeb; VP: Sandra E. Deeb.

Label: Argee.

Argo (see London Imports).

Argon (see Cosa/Argon).

Arhoolie Recs. Inc., PO Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: Chris Strachwitz.

Labels: Arhoolie, Blues Classics, Changes, Old Timey, Raglan.

Cartridge 4-tr.: Arhoolie licensed to Muntz.

Int'l reps.: Canada (Campus), Europe (Intermedia in Netherlands).

Aria Senza Voce (see Alshire Int'l).

Aries (see Zodiac).

Aris Prod'ns, Box 248, Northridge, Calif. 91324. Tel: (213) 349-4394. Pres., Sales & Mktg.: Richard Friedl; Pub. Dir.: Cheryl Friedl.

Labels: Aris, Island, Mara, Realm.

Arizona (see Anzac).

ArLee (see Southern Sounds).

Arrawak (see Garrawak).

Arriba (see Anzac).

Arrow (see St. Clair).

Art, PO Box 8935, 251 S.W. 21 Terr., Fort Lauderdale, Fla. 33310. Tel: (305) 584-1904, 581-4383. Cable: ARTRECORDS. Pres. & A&R: Harold E. Doane; VP: Vivian Doane; Mktg. Mgr.: George Bates; Promo. Mgr.: David Dunn.

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Art Sound (see The Smith Studio).

Artia (see Connoisseur).

Artist (see JCD).

Artist Direct Recs., Blue Mounds, Wis. 53517. Tel: (608) 924-4959. Pres.: Gunnar Johansen.

Labels: Artist Direct, Gunnar Johansen.

Artist of Fame (see Musicode).

Artistic (see Asteroid).

Artists Life, PO Box 634, 1211 E. Mayfair Ave., Orange, Calif. 92669. Tel: (714) 538-4484. Pres.: Howard L. Reynolds.

Labels: (owned) Artists Life, Jamboree; (distributed) Balkan Int'l, Bowery, Nebraska, Pleasant, Polkaland, Rave.

Arvee (see Everest).

Arwin (see Equinox).

Arzee, 1739 N. Third St., Philadelphia, Pa. 19122. Tel: (215) NE 4-2566. Owner: Rex Zario; Gen. Mgr.: Betty Schmidt.

Asch (see Pioneer).

Ashford Entcs., 6097 Whitewood St., Detroit, Mich. 48210. Tel: (313) 894-3231. Pres.: Jack Ashford; VP & A&R Dir.: Lorraine Chandler; Pub. & Adv.: W. D. McAllister, McAllister & Assocs.

Labels: Ashford, Sepia, Super Sonic Sound.

Int'l rep.: France (Disques Homere).

Ashley Rec. Co., PO Box 6294, Zip: 37212; 1705 Church St., Nashville, Tenn. 37203. Tel: (615) 256-1169. Pres.: Leon Ashley; Sec'y-Treas.: Margie Singleton.

Asia (see Anzac).

Associated Inds. Inc., 2150 Hamilton Ave., Cleveland, Ohio 44114. Tel: (216) 696-3773. Pres.: Ronald W. Schafer; VP & Int'l: Theresa Zapolska, 23 Merian Ln., Jericho, L.I., N.Y. 11753; Gen. Mgr., Sales & Mktg.: Robert W. Schachner.

Branch: Pittsburgh, Pa., 256 Fifth Ave. Zip: 15222. Tel: (412) 471-3484. Sales Mgr.: Kenny Biggs.

Labels: Dyno, Gateway, Hunch, Leo, Power-Pak, Scatty, RIM (Recorded Int'l Music).

Cartridge 8-tr. & cassette: Dyno, Gateway, RIM—self-mfd.

Associated Prod'ns Int'l, 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121. Owner: Brian Ross.

Branch: Los Angeles, Calif., 2991 Ingledeale Terr. Zip: 90039. Tel: (213) 662-3656. Pres.: Maurie Bercov.

Labels: APJ, Country Store.

Asteroid Prod'ns Inc., 6671 Sunset Blvd., Suite 1574, Hollywood, Calif. 90028. Tel: (213) 466-8575. VP, A&R, Sales & Mktg.: Jay Paul Kane; VP New Prod. & A&R: Emil Cadkin; Sales Mgr.: Sol Gordon, VP Pub. & Int'l: Dana Grae; Adv. Agency: George Burt Assoc.

Labels: AMI, Artistic, Asteroid, Ballon, Glory, OK, Pal, Polyphonic, Starlike, UJO Int'l.

Astoria (see Rene Albee).

Astro, N.Y. (see Parnaso).

Astro, Pa. (see Paramount).

Atco (see Atlantic).

Athena, PO Box 68, Brentwood, Tenn. 37027. Tel: (615) 832-9638. Pres.: W. D. Kilpatrick; VP: Rick Powell. (Distributed by Stereo Dimension).

Atlanna (see McKinnon).

Atlantic Rec'g Corp., 1841 Broadway, New York, N.Y. 10023. Tel: (212) 757-6306. Cable: ATCOMUSIC. Pres.: Ahmet Ertegun; Exec. VP: Jerry Wexler; VP: Nesuhi Ertegun; VP Eng'g: Tom Dowd; A&R Prod'rs: Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Arif Mardin; VP Sales & Promo. Co-ord.: Bob Kornheiser; VP & Mktg. Dir.: Len Sachs; VP, Adv. & Pub. Dir.: Bob Rolontz; Tape Dir.: Kristin White; Int'l: Pat Mulligan.

Branch: Los Angeles, Calif., 6516 Sunset Blvd. Zip: 90028. Tel: (213) 461-2817. Promo. Mgr.: Johnny Musso.

Labels: (owned) Atlantic, Atco, Cotillion; (distributed) Atlantic Div.: Dade, Dial, Rosemart, Tracked; Atco Div.: Alston, Carla, Karen, Pompeii, SGC, Vortex; Cotillion Div.: Bashie, Dakar, Foggy Love, Moira, Shama.

Cartridge 8-tr.: Atlantic, Atco, Cotillion—self-mfd. & licensed to Ampex & GRT; Vortex licensed to Ampex; SGC licensed to GRT.

Cartridge 4-tr. & cassette: Atlantic, Atco, Cotillion. Vortex licensed to Ampex; SGC licensed to GRT.

Open reel: Atlantic, Atco, Cotillion, Vortex licensed to Ampex & GRT.

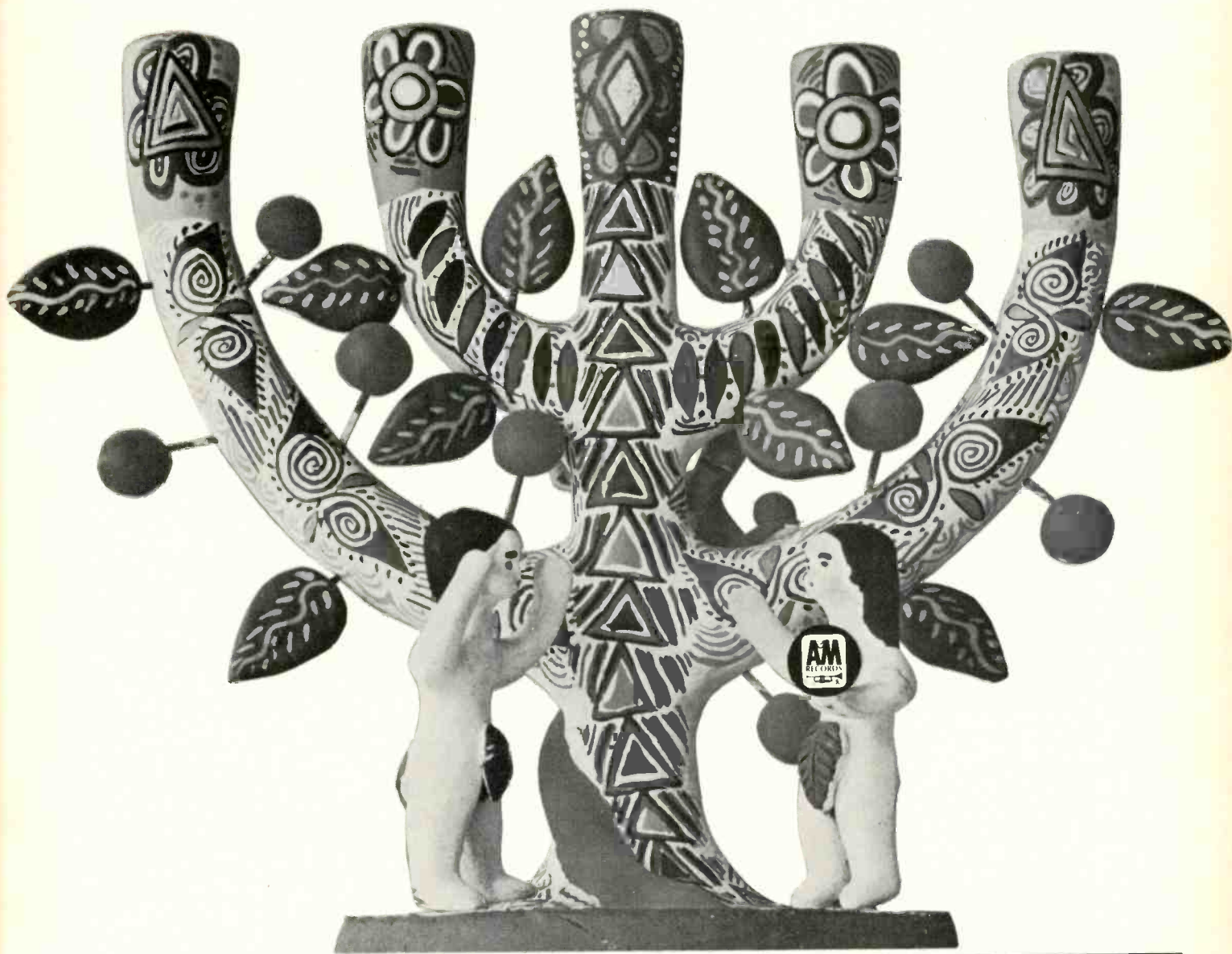
Int'l reps.: Argentina (Phonogram), Australia (Festival), Austria (Ariola), Barbados (West Indies), Belgium (Barclay), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Czechoslovakia (Artia), Denmark (Metronome), France (Barclay), Germany (Metronome), Greece (Helladic), Hong Kong (Cosdel), Israel (Gal Ron), Italy (Ri Fi), Jamaica (Dynamic Sounds), Japan (Nippon Grammophon), Mexico (Universales), Netherlands (Polydor), Norway (Nordisc), Peru (Virrey), Philippines (Mareco), Portugal (Radio Triunfo), Singapore (Cosdel), South Africa (Teal), Spain (Hispavox), Sweden (Metronome), Switzerland (Barclay), Turkey (Melodi), UK (Polydor), Venezuela (Siemens). (SEE ADVERTISEMENT)

Atlas (see Robbins).

Atom (see Royce).

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...IN THE BEGINNING...THERE WAS ALPERT



...AND NOW

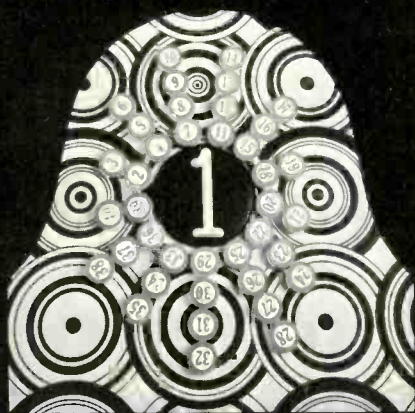
Herb Alpert & The Tijuana Brass / Nat Adderley / Burt Bacharach / Julius Wechter & The Baja Marimba Band / George Benson / John Braden / The Checkmates, Ltd. / Joe Cocker / Nick De Caro / Paul Desmond / Dillard & Clark / The Flying Burrito Bros. / Antonio Carlos Jobim / J. J. Johnson & Kai Winding / Pete Jolly / Quincy Jones / Claudine Longet / Herbie Mann / Sergio Mendes & Brasil '66 / Lee Michaels / Liza Minnelli / Wes Montgomery / The Move / Phil Ochs / Procol Harum / Jimmie Rodgers / Ruby & The Romantics / The Sandpipers / Evie Sands / Sea Train / Shango / Tamba 6 / Thumper/Joanne Vent/We Five/Robin Wilson/The Paul Winter Consort/Walter Wanderley/Steve Young

continued

- Atwell Recs., PO Box 42, Lafayette, Tenn. 37083. Tel: (615) 666-2400. Owner: Loryn Atwell.
 Audicon (see Laurie).
 Audio Arts, 2552 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 386-6094. Pres.: Madelon Baker.
 Labels: Audio Arts, Audio Blues, Audio Forty, Audio Gospel, Whirlybird.
 Audio Bible Studies (see Kingsway).
 Audio Blues (see Audio Arts).
 Audio Book Co., 4220 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 731-8880. Pres.: J. L. D. Morrison; VP & Gen. Mgr.: Earl M. Rush; VP Eng'g: C. C. McDonald.
 Cassette & open reel self-mfd.
 Audio Fidelity Recs. Inc., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 7-7111. Cable: AUDIOFIDEL. Pres.: Herman D. Gimbel; VP: Carl Shaw; VP Mktg.: Harold Drayson; VP Sales: Morton Hillman; VP Int'l: Carl Greenberg; Promo: Diane Terman.
 Labels: (owned) Audio Fidelity, Audio Masterworks, Audio Rarities, First Component Series, Karate, Mr. G, Parallax; (distributed) Chart, GMC.
 Cartridge 8-tr.: Audio Fidelity licensed to ITCC.
 Cartridge 4-tr.: Audio Fidelity licensed to ITCC & Muntz.
 Cassette: Audio Fidelity licensed to Mercury.
 Open reel: Audio Fidelity licensed to Ampex.
 Int'l reps.: Aden (Bhicajee Cowasjee), Argentina (Microfon), Australia (Electronic Inds.), Belgium (Anvers Radio), Canada (Phonodisc), Costa Rica (INDICA), Denmark (Tono), Hong Kong (Jardine, Matheson), Italy (CGD), Japan (Nippon Columbia), Mexico (Agujas y Discos), South Africa (Gallo), Thailand (Ching Thai), UK (Transatlantic).
 Audio Forty (see Audio Arts).
 Audio Gospel (see Audio Arts).
 Audio Guild (see Record Guild of America).
 Audio Instruction Institute, 325 W. 93 St., New York, N.Y. 10025. Tel: (212) 865-7880. Pres.: Maximilian Mendell.
 Audio Masterworks (see Audio Fidelity).
 Audio Precision (see Jazzology).
 Audio Rarities (see Audio Fidelity).
 Audio Rec'rs of Arizona (ARA), 3830 N. Seventh St., Phoenix Ariz. 85014. Tel: (602) 277-4723. Pres.: Floyd M. Ramsey; A&R: Floyd Ramsey, Tim Ramsey, Ritchie Hart.
 Label: Ramco.
 Audio-Spectrum (see Alshire Int'l).
 Audiofax, 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-5585. Pres. & Gen. Mgr.: Bill Connor; VP & A&R: Scotty Moore.
 Labels: Button, Circus, Format, Patio, Sir.
 Audiophile (see Happy Jazz).
 Aurora Int'l Rec. Corp., 25 W. 56 St., New York, N.Y. 10019. Tel: (212) JU 2-8810. Cable: SCHROMUS. Pres.: Aaron Schroeder; VP: Mrs. Abby Schroeder.
 Branch: Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. A&R: David Mook.
 Label: Aurora.
 Int'l reps.: Australia (Festival), UK (CBS).
 Auto-Cybernetics Recs., 1011 Timor St., Orlando, Fla. 32804. Tel: (305) 647-3611. Dir.: Amelia Eiben.
 Avant (see Crystal).
 Avant Garde Recs. Inc., 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-1343. Pres. & Sales Mgr.: Frank Siegfried; A&R Dir.: Clay Pitts.
 Int'l branch: England.
 Avco Embassy Recs. Corp. (div of Avco Embassy Pictures), (temporary address) 1619 Broadway, (new address) 1301 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 956-5500. Cable: EMBAPIC. VPs: Hugo Peretti, Luigi Creatore; Gen. Mgr.: Bud Katzell.
 Branch: Los Angeles, Calif., 1901 Ave. of the Stars. Zip: 90067. Tel: (213) 879-9600.
 Cartridge 4-tr., 8-tr., cassette & open reel: licensed to Ampex.
 Avenue South (see Jarpel).
 Avoca Rec. Co., PO Box 913, Westbury, N.Y. 11590. Tel: (516) 433-2910. Owner: Francis X. Cashin.
 Int'l reps.: Canada (Century), Eire (Dolphin).
 Award (see United States).
 Axis (see Vegas Bros.).
 Azteca Inc., 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel: (213) 849-4671. (Distributed by Alshire Int'l).
 Labels: Azteca, Paloma.
 Azusa (see Anzac).
- B**
- B-Atlas Recs., 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 372-9336, 373-0202. Pres. & A&R Dir.: Vincent Vallis; Pub. & Promo. Dir.: Haydee De Trindade; Adv. Dir.: Nick Anderson. Labels: B-Atlas, Jody.
 B B C, PO Box 9747, Atlanta, Ga. 30319. Tel: (404) 261-8889, 233-6703. Owners: Bill Lowery, Paul Cochran, Buddy Buie.
 B B M (see Met Richmond).
 B C A Rec. Inc. (div. of Broadcasting Corp. of America), 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 462-5950. Pres.: Gordon Burdge. Labels: BCA, Castle (Canada), Chateau Disques (France), Signal (Singapore), Sovereign (Sweden).
 B C S Recs., 1519 Washington Ave., Miami Beach, Fla. 33139. Tel: (305) 538-4388. Pres.: Bernie C. Sager.
 B & F Rec. Co. Inc., 11705 Buckeye Rd., Cleveland, Ohio 44120. Tel: (216) 561-5524. Pres.: Frank Szappanos.
 Int'l rep.: Canada (Canadian Music Sales).
 B & G Music Co., 664 Schuykill Ave., Reading, Pa. 19601. Tel: (215) 777-9614. Pres.: Grover A. Barbour.
 Branch: Texas City, Tex., 7422 Meadow Lark Ln. Tel: (713) WE 5-3728. Gen. Mgr.: Lloyd Reynaud.
 Labels: Bee, Sundance.
 B-Jet (see Pearce).
 B & K Recs., 595 Madison Ave., New York, N.Y. 10022. Tel: (212) 421-8415. Pres.: Ben Barton; Sec'y-Treas.: Ken Greengrass.
 B R C (see Met Richmond).
 B-Rod (see Music Mountain).
 B T Puppy Recs., 2 Penn Plaza, New York, N.Y. 10001. Tel: (212) 947-5656.
 Cartridge 4-tr., 8-tr., cassette & open reel self mfd.
 B-W Music Inc., PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Pres. & Gen. Mgr.: Quentin W. Welty; Sec'y-Treas.: Gloria J. Welty; A&R Dir.: Chet Good.
 Labels: B-W, Welburn.
 Bacchanalian, PO Box 3201, Oak Ridge, Tenn. 37830. Tel: (615) 483-0701. Pres.: Kif Haaland.
 Bach Guild (see Vanguard).
 Charles Bachman Music Prod'ns, PO Box 621, Wichita, Kan. 67201. Tel: (316) PA 2-5073. Pres.: Charles Bachman.
 Label: Personality.
 Backbeat (see Peacock).
 Backstage (see McKinnon).
 Bacone Recs., 2600 N. Corlies St., Philadelphia, Pa. 19132. Tel: (215) BA 5-0661. Pres., Sales, Mktg., Pub., Adv. & Promo.: Liz Bacone; VP: Robert Bacone; A&R: Theodore Benn.
 Jon Badaeux Prod'ns, PO Box 2166, Hollywood, Calif. 90028. Opns. Dir.: George Clements; A&R: Jon Badaeux.
 Labels: Bado, Solid Track, Teletrack.
 Bado (see Jon Badaeux).
 Bakersfield Music Ents. Inc., 1223 N. Chester Ave., Bakersfield, Calif. 93308. Tel: (805) 399-1674. Pres.: Norman Hamlet; VP: Mack Wilson.
 Label: Gospel Key.
 Balboa Rec. Co., 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine.
 Cassette & open reel licensed to American Tape Dupl'rs Inc. (Tape-Mates).
 Balkan Int'l (see Balkan Music & Artists Life).
 Balkan Music Co., 6917 W. Cermak Rd., Berwyn, Ill. 60402. Tel: (312) GU 4-6436. Owner: Slavco A. V. Hlad.
 Branch: Beaver Falls, Pa., RD 2, Zip: 15010. Tel: (412) 843-0918. Mgr.: John Krileich.
 Labels: (owned) Balkan Int'l; (distributed) Artists Life, Czech, Greyko, Heritage, Jamboree.
 Ballad, 3903 Olive St., St. Louis, Mo. 63108. Tel: (314) FR 1-4449. Pres.: O. D. Washington; A&R: O. Saine; Sales & Mktg.: Bernard Latisca; Pub. & Promo.: JoAnn Foggie.
 Labels: Ballad, Sainimo.
 Int'l reps.: Canada (Robert J. Stone), world-wide exclusive of US & Canada (EMI).
 Ballon (see Asteroid).
 Band Box, 5136 W. 41 Ave., Denver, Colo. 80212. Tel: (303) 455-4118. Pres.: Ricky Morosan.
 Labels: Band Box, Keyboard, Rustique, Spicy, Valerie.
 Int'l reps.: Australia (Festival), Israel (Hataklit), Italy (Durium), Japan (Cosdel), New Zealand (Allied), South Africa (Trutone), Sweden (Joker).
 Bandbox Recs., PO Box 2384, Hollywood, Calif. 90028. Tel: (213) 462-3311. Cable: BANDCO. VP: David Knox.
 Bandit Recs., PO Box 6681, Asheville, N.C. 28806. Tel: (704) 253-1955. Pres.: H. D. Smith; Advisor: Willie Hobbs; Promo.: C. Vaughn Leslie.
 Bang Recs., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 581-3740. Pres. & A&R: Ilene Berns; Sales, Mktg. & Tape: Harriet Poblner.
 Labels: Bang, Shout.
 Cartridge 8-tr.: Bang licensed to Ampex & GRT; Shout licensed to Ampex.
 Cartridge 4-tr.: Bang, Shout licensed to Ampex & GRT.
 Cassette: Bang licensed to Ampex & GRT; Shout licensed to Ampex.
 Open reel: Bang licensed to Ampex & GRT.
 Int'l reps.: Argentina (Microfon), Brazil (Top Tape), Canada (Allied), France (Barclay), Germany (Metronome in Sweden), Greece (General Publ'g), Italy (Ricordi), Mexico (Gamma), Philippines (Mareco), Scandinavia (Metronome in Sweden), Spain (Hispavox), UK (Decca).
 Banner, Mich. (see Singcord).
 Banner, 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 265-7760. Pres.: Manny Wells.
 Banshee (see Jo-Park).
 Banyan Tree (see Jad).
 Bar-Bare (see Lynn's).
 Barbie (see National, Tenn.).
 E. Barclay Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 757-5557. Cable: FRENCHDISC. Pres.: Jean Fernandez.
 Home office: France.
 Barcola (see Trend Int'l).
 Barenreiter UNESCO Collection (see International Rec. Inds.).
 Barnaby (see CBS, Epic Div.).
 Baronet (see Premier Albums).
 Baroneza (see Met Richmond).
 Barry (see Deb-Mor).
 Bart Recs., 6000 Biscayne Blvd., Miami, Fla. 33138. Tel: (305) 758-3692. Pres.: Nick Bartell; VP: Ed Wanisko.
 Bartok Recs., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-2896. Owner: Peter Bartok.
 Int'l rep.: Switzerland (EMIA).
 Base, 1930 Woodside Rd., Augusta, Ga. 30906. Tel: (404) 798-4341. Mgr.: Carlin V. Robinson.
 Bashie (see Atlantic, Cotillion Div.).
 Bat (see Dawn Prod'ns).
 Batey (see Southeastern).
 Bay Sound (see Caravelle).
 Bay Tone (see LaVal).
 Beacon, 518 W. 50 St., New York, N.Y. 10019. Tel: (212) 245-7658. Owner: Joe Davis.
 Labels: Beacon, Davis.
 Beam (see Paramount).
 Beat (see High Fidelity).
 Beatrix, 6290 Sunset Blvd., Suite 616, Hollywood, Calif. 90028. Tel: (213) 469-5838. Pres.: Ben Oakland.
 Beckingham (see Epstein).
 Bedford Recs., 872 Fulton St., Brooklyn, N.Y. 11238. Tel: (212) 783-6620. Pres.: Raymond Patterson.
 Bee (see B&G).
 Bee-Jay Prod'ns, Box T, Winter Park, Fla. Tel: (305) 293-1781. Pres.: Eric T. Schabacker; VP: Bill Vermillion.
 Labels: Hype, Tener.
 Tommy Bee Ents. Inc., PO Box 8207, 410 San Mateo N.E., Suite 4, Albuquerque, N.M. 87108. Tel: (505) 256-9193. Pres.: Tommy Bee; VP: Benjamin K. Horton; A&R: Tommy Bee, Don Clyne; Adv.: Jay Lucas; Promo.: Southwest Rec. Promo. Serv.; Tape Div. Mgr.: Charles Emmons; Sales Mgr.: Frank Viramontes.
 Labels: Souled Out, Soul Roll, TBP Int'l.
 Open reel self-mfd.
 Beech (see Martin Gary).
 Bel-Aire Recs., 1740 W. 47 St., Chicago, Ill. 60609. Tel: (312) 847-0658. Pres.: Edward Blazdnczyk.
 Labels: Bel-Aire, Versa.
 Belholly, 28459 Groveland St., Roseville, Mich. 48066. Tel: (313) PR 6-1455. Pres., A&R & Promo.: William Henry Bryan; Pub.: Mrs. Eleanor Adkins; Adv.: William Cozad.
 Labels: Belholly, Kingdom, Yorkshire.
 Bell Recs. Inc., 1776 Broadway, New York, N.Y. 10019. Tel: (212) 757-6081. Pres.: Larry Uital; VP Sales: Irv Biegel; Promo. Mgrs.: David Carrico, Gordon Bossin, Oscar Fields; Tape Prod'n Mgr.: Beverly Weinstein; Int'l: Gordon Bossin.
 Branch: Hollywood, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 461-3366. Gen. Mgr.: Stan 8ly.
 Labels: (owned) Amy, Mala, Bell; (distributed) AGP, Bell Country, DC Sound, DJM, Direction, Elf, Flashback, Goldwax, New Voice, Pacemaker, Page One, Philly Groove, Sphere Sound, Timmy.
 Cartridge 4-tr. & 8-tr.: Amy, Mala, Bell, AGP, Direction, Goldwax, New Voice, Page One, Philly Groove licensed to Ampex, GRT, ITCC, NAL & Muntz.
 Cassette: Same as above with exception of Muntz.
 Open reel: Same as above with exception of Muntz & NAL.
 Int'l reps.: Canada (Quality), France (Pathe Marconi), Germany (CBS), Italy (Ricordi), UK (EMI). (SEE ADVERTISEMENT)
 Bell Country (see Bell).
 Bella, Conn. (see Di Bella).
 Bella, Md. (see The Record Factory).
 Bellaire, 5008 Bissonnet, Bellaire, Tex. 77401. Tel: (713) MO 7-5701. Owner: Donald Janicek; A&R: D. Howard.
 Labels: Bellaire, Betty, Bonanza, Fun-E, Gadget, Heidi.
 Belle (see La Louisianne).
 Bellvox (see Vox).
 Belmont (see Fink-Pinewood).
 Belton (see Satch).
 Berlitz Publ'ns Inc., 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-7985. Sales Dir.: G. Kaufmann.
 Label: Berlitz.
 Cartridge 8-tr. self mfd. & distributed thru Decca.
 Cassette self-mfd. & distributed thru Atlas Rand.
 Bernal (see Tanner 'N' Texas).
 Bert & I (see Columbus).
 Best-Way Rec. Co. (sub. of Ultra-Sound Co. Inc.), 6725 Sunset Blvd., Suite 316, Hollywood, Calif. 90028. Tel: (213) 467-1422. Pres.: L. R. Herbst Jr.
 Labels: Action, Best-Way, Cola, Herbst, Ultra-Sound.
 Bethlehem (see Starday-King).
 Betty (see Bellaire).
 Beulah (see McKinnon).
 Bi-Ru (see Bill Rucker).
 Bible Voice Inc., 6442 Coldwater Canyon, North Hollywood, Calif. 91606. Tel: (213) 985-5600. Pres.: George Otis II; VP & Gen. Mgr.: David J. Keklikian; Sec'y-Treas.: Milton Martin; Adv. & Promo. Dir.: Jerry Jensen.
 Int'l branch: New Zealand.
 Cartridge 8-tr., cassette & open reel self-mfd.
 Int'l reps.: Australia (Sacred Prod'ns), Canada (Stereodyne, tape only).
 Biblesound (see Jay-Cher).

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BELL'S



TOP 40



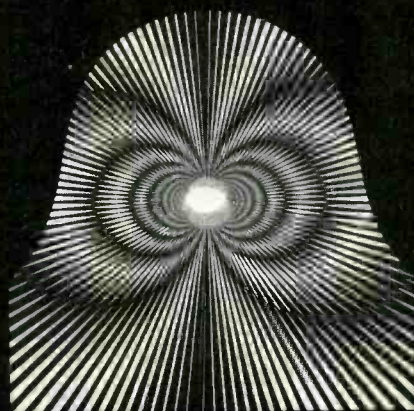
RHYTHM & BLUES



COUNTRY & WESTERN



SOUNDTRACKS



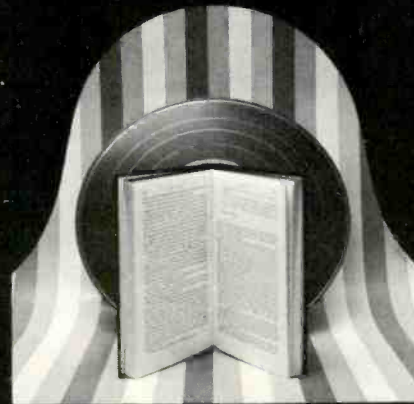
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continued

Bibletone (see Jay-Cher).
 Big Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 478-5590.
 Big A (see Little Darlin').
 Big Beat (see Lynn's).
 Big Bunny Recs., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 581-1444. Pres.: Bunny Jones; VP & Gen. Mgr.: Chris Jones.
 Labels: Big Bunny, Master.
 Big Country (see McKinnon).
 Big D (see Diamond Jim).
 Big Deal Recs. Inc., Box 60-A, Rt. 1, Cheneyville, La. 71325.
 Big 5 (see Southern Sounds).
 Big Memphis Sound (see Style).
 Big 1 (see Southern Sounds).
 Big Scott, 1819 E. 31 Ave., Denver, Colo. 80205. Tel: (303) 222-8062. Pres.: James C. Scott Sr.; VP A&R: Louis M. Dean; VP Sales & Mktg.: S. Johnson; VP Pub.: Jim Scott; Gen. Mgr.: James James.
 Labels: Big Scott, Denver.
 Big Three (see Hawk).
 BilBo, PO Box 294, Leitchfield, Ky. 42754. Tel: (502) 259-4442. Pres.: Bill Springer.
 Labels: ARIA, ARPA, Apco, BilBo.
 Billtime (see Roosevelt Lee listed under "R").
 Biograph, 1601 E. 21 St., Brooklyn, N.Y. 11210. Tel: (212) 252-0252, 757-3638. Pres.: Arnold S. Caplin.
 Bird songs & other natural sounds (see Cornell Lab. of Ornithology).
 Biscayne, 711 W. 60 St., Chicago, Ill. 60621. Tel: (312) 874-4729. Pres. & Pub.: William C. Tyson.
 Labels: Biscayne, Southtown, Ty-Do.
 Bismark, PO Box 313, 214 W. Hickory St., Denton, Tex. 76202. Tel: (817) 387-5335. Pres.: George C. Rickrich; VP, Sales & Mktg.: Thomas P. Sims; VP, Promo. & Adv.: Charles Hatchett.
 Branch: Dallas, Tex., 1411 Round Table. Zip: 75247. Tel: (214) 637-1920.
 Labels: Bismark, Heavy, Purple Sage.
 Bitoa (see The Smith Studio).
 Black & Blue (see Now, N.J.).
 Blackbird, Ill. (see Lako).
 Blackbird Rec. Co., 3325 Mayda, Mesquite, Tex. 75149. Tel: (214) BR 9-2973. Pres.: Bob Massey.
 Blackgold, Pa. (see McKinnon).
 Blackgold-Philwood Recs., 605 Chelsea Ave., Memphis, Tenn. 38107. Tel: (901) 523-1190. Owners: Judd Woods, Tom Phillips.
 Labels: Blackgold, Philwood.
 Int'l reps.: Sweden (Record Imports, Zoom-Imports).
 Blooper (see Kermit Schafer).
 Blu-J (see Blue Ribbon, Ill.).
 Blue Recs. Inc., 37 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 9-8730. Pres.: Robert Colby; Exec. VP: Ettore Straffa.
 Labels: Blue, Juno.
 Blue Angel, 4914 Wellsworth Ave., Louisville, Ky. 40216. Tel: (502) 447-0670. Pres.: Wesley Daugherty; Mgr.: Patricia Daugherty; Sales Mgr.: Violet Daugherty; Adv.: Darrel Daugherty.
 Blue Hen (see Three Star).
 Blue Hill (see Kanawha).
 Blue Horizon, 146 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-0911. Chm.: Mike Vernon; Mng. Dir.: Seymour Stein; Dirs.: Richard Gottfeller, Sandy Robertson; Promo. Dir.: Robert Ragona; Pub. Dir.: Barton Friedman. (Distributed by CBS, Epic Div.)
 Int'l branches: England, Netherlands.
 Int'l rep.: World-wide (CBS). (SEE ADVERTISEMENT)
 Blue Note (see Liberty/UA).
 Blue Orpheus (see Lovett).
 Blue Ribbon, PO Drawer 30, Staunton, Ill. 62088. Tel: (618) NE 5-2510. Pres.: Chaw Mank.
 Labels: Blu-J, Blue Ribbon.
 Blue River Music Inc., 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 463-7661. Pres.: Harry Bluestone; VP: Leora Bluestone.
 Labels: Blue River, Musi-Que.
 Blue Rock (see Mercury).
 Blue Seal (see PKC).
 Blue Star Recs., 323 W. 14 St., Houston, Tex. 77008. Tel: (713) UN 2-7077. Owner: N. F. Merrbach.
 Labels: Blue Star, Bogan, E-Z, Lore, Mustang, Rockin' (A), Swinging Square.
 Blue Thumb Recs. Inc., 427 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 278-4065. Pres.: Bob Krasnow; VP & Gen. Mgr.: Don Graham; Nat'l Sales Mgr.: Jack Nelson. (Distributed by GRT).
 Cartridge 4-tr., 8-tr., cassette & open reel licensed to GRT.
 Bluebonnet (see Jim Hall).
 The Bluebook (see Sue).
 Bluegrassive (see McKinnon).
 Blues Classics (see Arhoolie).
 Bluestime (see Flying Dutchman).
 Bluestown (see Wild).
 Bluesway (see ABC).
 Bo-Bo (see Lynn's).
 Bocar (see Met Richmond).
 Boddie Rec' Studio, 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Thomas R. Boddie; VP: Louise Boddie; A&R: Robert Lee.
 Labels: Bounty, Luau, Plaid, Royal, Soul Kitchen, Bogan (see Blue Star).

Bomar (see National).
 Bomba Roja (see Record Guild of America).
 Bonanza (see Bellaire).
 Boney (see Jim Hall).
 Bonfire (see Jay Jay).
 Bonnie (see Jim Hall).
 Boo, Calif. (see Fantasy/Galaxy).
 Boo, Md. (see Rebel).
 Boogaloo (see Music Ent.).
 Book (see Ron).
 Book-Records Assocs., 157 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-6585. Dir. & Prod'r: Ben Arrigo.
 Label: Book Records.
 Books & Periodicals Inc., 641 Lexington Ave., New York, N.Y. 10022. Tel: (212) 935-4200. Pres.: Fred C. Breismeister.
 Label: Voices of History.
 Boone Recs. Inc., 119 Two Mile Pike, Goodlettsville, Tenn. 37072. Tel: (615) B59-1310. Gen. Mgr.: Hal Smith.
 Cartridge 8-tr. licensed to GRT.
 Int'l rep.: Canada (Spartan).
 Bora Bora (see Pacific Islands).
 Bornard Music Box Rec. Co., 139 Fourth Ave., Pelham, N.Y. 10803. Tel: (914) PE 8-1506. Pres., Pub., Adv. & Promo.: R. C. Bornard; Sec'y: M. Swazey.
 Boss City Recs., 69 Ward Pl., Hartford, Conn. 06106. Tel: (203) 278-0782. Exec. Prod'r: Jerry Boss.
 Labels: Boss City, Soul Tracks.
 Bosstown (see Marvel).
 Bounty, N.Y. (see Elektra).
 Bountyn, Ohio (see Boddie).
 Bowery, PO Box 713, Del Mar, Calif. Tel: (714) 755-2156. Owner: Oliver H. Williamson. (Distributed by Artists Life).
 Bowie (see Tyner).
 Box (see Glenn).
 Boyd Recs., 2609 N.W. 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Owner: Bobby Boyd.
 Labels: Boyd, Saguaro.
 Brandin (see Champ).
 Bravo (see Viva).
 Brazos (see Sabre).
 Bright Orange (see Kenf-Modern).
 Bright Star Recs., 3234 W. Roosevelt, Chicago, Ill. 60624. Tel: (312) 826-2490. Pres.: W. J. Barney.
 Britam Recs., 245 Fifth Ave., New York, N.Y. 10016. Tel: (212) 679-2336. Pres.: Irwin Breslauer.
 Britania (see Abnak).
 Brite-Star Promos., PO Box 56, Downtown, 14881 Overlook Dr., Newbury, Ohio 44065. Tel: (216) 564-2211. Mgr.: Tex Clark; Pub. Dir.: Judy Parker; Promo. Mgr.: Joey Sasso; Int'l & Tape Sales Mgr.: Jack Greene.
 Branches: Holland, Mich., 124 Clover. Mgr.: Bill Laakson—New York, N.Y., 525 Lexington Ave., Suite 427. Tel: (212) PL 3-4951. Promo: Joey Sasso—Nashville, Tenn., 209 Stahlman Bldg. Tel: (615) 244-4064.
 Labels: Brite-Star, Bryte, Elgin, Roy.
 Cartridge 8-tr.: Bryte—self-mfd.
 Britestar, PO Box 825, Bloomington, Ind. 47401. Pres.: Red Wiseman; Gen. Mgr. & A&R: Ray Guyce.
 Int'l rep. & UK (Greenbuck Dist.).
 Broadcast (see Tornado, N.C.).
 Broadcast Corp. of America (see BCA).
 Broadside (see Pioneer).
 Frank Brock Prod'ns, 928 N. York, Muskogee, Okla. 74401. Tel: (918) 682-7500. Pres.: Frank Brock; A&R: Darrel Magee.
 Labels: FBP, Muskogee, Tokalon.
 Bronco (see Falcon).
 Bronjo (see Met Richmond).
 Bronze (see Lynn's).
 Brother Recs., 1654 N. Ivar, Hollywood, Calif. 90028. Tel: (213) 461-3661.
 Bru-Cla (see Genuine).
 Bruno Hi-Fi Recs., PO Box 365, Wilton, Conn. 06897. Tel: (203) BR47-2311. Pres.: Bruno G. Ronty.
 Labels: Bruno Hi-Fi, Colosseum.
 Brunswick (see Decca).
 Bryte (see Brite-Star).
 Buddha/Kama Sutra Recs. Inc. (div. of Viewlex Inc.), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900, 765-3320. Pres.: Arthur Ripp, Philip Steinberg; Exec. VP: Arthur Kass; VP & Gen. Mgr.: Neil Bogart; Nat'l Promo. Dir.: Marty Thau; R&B Promo Dir.: Cecil Holmes; LP Sales & Promo. Dir.: Joe Fields; LP Nat'l Promo. Mgr.: Lenny Evanoff; Opns. Mgr.: Ron Weisner; Admin. Ass't: Richard Robinson; Ass't Sales Mgr.: Jean Montgomery; Int'l Dir.: Phil Steinberg.
 Branches: Hollywood, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 462-3231. Opns. Mgr.: Abe Glaser; Promo. Mgr.: Cynthia Badie—Atlanta, Ga., PO Box 3205. Zip: 31702. Opns. Mgr.: Johnny Lloyd—Pittsburgh, Pa., Gateway Towers, Suite 50, Gateway Ctr. Zip: 15222. Tel: (412) 471-4508. Opns. Mgr.: Jack Hakim; Promo. Mgr.: Chuck Basoline.
 Labels: (owned) Buddha, Cobblestone, Kama Sutra (distributed by MGM); (distributed) Curtom, Harbour, Hot Wax, Pavilion, Royal American, Super K, T-Neck, Thomas.
 Cartridge 8-tr.: Buddha, Cobblestone, Curtom licensed to ITCC; Kama Sutra licensed to Ampex.
 Cartridge 4-tr.: Buddha, Cobblestone, Curtom, Kama Sutra licensed to ITCC.
 Cassette: Buddha, Cobblestone, Curtom licensed to ITCC; Kama Sutra licensed to Ampex.
 PlayTape: Buddha, Cobblestone, Curtom, Kama Sutra.

Open reel: Buddha, Curtom licensed to ITCC; Kama Sutra licensed to Ampex.
 Int'l reps.: Buddha, Kama Sutra: Argentina (Phonogram), Australia (Phonogram), Austria (Polyphon), Benelux (Barclay, Buddha; Polydor, Kama-Sutra), Brazil (Companhia Brasileira de Discos), Canada (Quality), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk), Finland (Finnlevy, Buddha; Fintone, Kama Sutra), France (Barclay, Buddha; Polydor, Kama Sutra), Germany (DGG), Greece (Helladisc), Israel (Unatex), Italy (Ricordi), Jamaica (Federal), Japan (Nippon Columbia, Buddha), Mexico (Universals), New Zealand (Philips), Norway (Nor-Disc), Peru (Virrey), Philippines (Mareco), Portugal (Philips), Singapore (Phonogram Far East), South Africa (Gallo, Buddha, Trutone, Kama Sutra), Spain (Fonogram), Sweden (Karusell), Switzerland (Siemens), UK (Polydor), Uruguay (Clave), Venezuela (Siemens).
 Buddy, 500 Locust St., Marshall, Tex. 75670. Tel: (214) WE 5-2582. Pres., Sales & Mktg.: A. T. Young; VP A&R: Bobby Young; VP & Pub.: Buddy Young.
 Buena Vista (see Disneyland). (SEE ADVERTISEMENT)
 Buff, Delevan, N.Y. 14042. Tel: (716) 492-2623. Pres.: Art Dedrick.
 Buffy (see Apco, Neb.).
 Bullet (see Fourth Cliff).
 Buluu (see Dunhill & ABC).
 Burchten (see Style).
 Burdette (see Tower & Jerden).
 Burland (see Cab).
 Burt (see Magic City).
 Burundi (see Worthy).
 Button (see Audiofax).
 Byron Recs., PO Box 261, 108 Summit Oaks, San Marcos, Tex. 78666. Tel: (512) 392-5910. Pres.: Byron E. Barber; Exec. Prod'r: Rich Boehm.

C

C A V U (see Gun).
 C B C Ents., 4106 Commercial Ave., Omaha, Neb. 68110. Tel: (402) 455-6404. Pres.: Charles N. Canuso; Sales, Mktg. & Adv.: Thomas C. Marfisi; Pub. & Promo.: Jean M. Vipond.
 Label: Applause.
 C B G, PO Box 666, Montebello, Calif. 90640. Tel: (213) 728-7553. Pres.: Charles B. Gallegos.
 C B S Recs., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Cable: COLRECORD. Pres.: Clive J. Davis; Admin. VP: Walter L. Dean; VP Mktg.: Wornall F. Farr; VP Opns.: Albert B. Earl.
 Columbia Div. (Columbia, CBS, Odyssey, Harmony): VP A&R: Jack Gold; A&R Dir.: Jimmy Wisner; Masterworks A&R Dir.: John T. McClure; C&W A&R Prod'r: Billy Sherrill; VP Sales & Dist'n: Donald England; Mdsq. Dir.: Bruce Lundvall; Nat'l Promo. Dir.: Ron Alexenberg; Press & Public Info.: Robert S. Altshuler; Audio Prods. & Accessories Dir.: Milton Selkowitz.
 Epic Div. (Epic, Date, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon): Custom Sales & Dist'n Dir.: Maurice L. Hoffman; Nat'l Sales Dir.: Eugene B. Settler; A&R Dir.: Lawrence Cohn; A&R Prod'r: Sandy Linzer, Ken Cooper; Nat'l Promo. Dir.: Richard Totoiano; Mdsq. & Custom Label Promo. Dir.: Richard Blackburn; Admin. Mgr.: Michael McCormack; Press & Public Info. Mgr.: Jan Hodenfield.
 Tape Div.: Special Prods. Sales Dir.: George Novak; Sales Mgr.: Mel A. Price.
 Branches: See Rec. Dist. section: Los Angeles, San Francisco, Calif.; Hartford, Conn.; Miami Fla.; Atlanta, Ga.; Chicago, Ill.; New Orleans, La.; Silver Spring, Md.; Boston, Mass.; Detroit, Mich.; Minneapolis, Minn.; St. Louis, Mo.; Elmhurst, N.Y.; Cincinnati, Cleveland, Ohio; Philadelphia, Pa.; Dallas, Tex.
 Labels: (owned) CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Crossroads; (distributed) Ode, Immediate, Barnaby, Blue Horizon.
 Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh—self-mfd.
 Int'l reps.: Argentina (CBS), Australia (Australian Recs.), Austria (CBS), Belgium (CBS), Bolivia (Discolandia Dueri), Brazil (CBS), Canada (Columbia), Central America (INDICA in Costa Rica), Chile (Philips), Colombia (CBS), Czechoslovakia (Artia), Denmark (Nordisk Polyphon), Dominican Republic (Empress la Guarachita), Ecuador (Emporio Musical), Finland (Finnlevy), France (CBS), Germany (CBS), Greece (Music-Box), Hong Kong (Colonial Trading), Israel (CBS), Italy (CBS), Japan (CBS/Sony), Jamaica (Record Specialists), Malaysia (Hup Hup in Malaya), Mexico (CBS), Netherlands (CBS), New Zealand (Philips), Norway (Norsk Phonogram), Peru (Sono-Radio), Philippines (Mareco), Portugal (Radio Triunfo), Singapore (Hup Hup), South Africa (Gramophone), Spain (Discophon), Sweden (Philips-Sonora), Switzerland (CBS), UK (CBS), Uruguay (Sondor), Venezuela (La Discoteca). (SEE ADVERTISEMENT)
 C C C (see Infal).
 C-De-Ads Servs., Box 174, 140 E. Main, Valley City, N.D. 58072. Tel: (701) 845-0613. Owner: John Stanger.
 Label: Christ in Song.
 C E I (see Courier-Empire).

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“The Shape Of Things To Come”



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KENNY MYERS
President

continued

C G C Recs. (div. of The Crewe Group of Cos.), 1841 Broadway, New York, N.Y. 10023. Tel: (212) CI 5-3535. Pres. The Crewe Group of Cos.: Robert S. Crewe; Exec. VP The Crewe Group of Cos.: Rocco Sacromone; VP & Gen. Mgr. Crewe Recs.: Vito Samela; Sales & Promo. Dir.: Tom Rogan.
Labels: (owned) Crewe, New Voice; (distributed) Challenge.
Cartridge 4-tr. & 8-tr.: New Voice licensed to GRT & ITCC.
Open reel: New Voice licensed to GRT.

C I M Recs., 1891 Bonanza, Walnut Creek, Calif. 94596. Tel: (415) 933-9820. Owner: Clarence Iverson; Mgr.: Genevieve Doherty.

C J Recs., 4827 S. Prairie Ave., Chicago, Ill. 60615. Tel: (312) AT 5-1616. Pres.: Carl Jones.
Labels: CJ, Colt, Firma.

C L B Ents., 1515 Hurd Rd., Monroe, Mich. 48161. Tel: (313) 242-7942. Pres.: Tom Conner.
Label: CLB.

C M S Recs. Inc., 14 Warren St., New York, N.Y. 10007. Tel: (212) WD 4-3380. Pres.: Irving Tepper; Sec'y-Treas.: Leon Golovner.

C n W (see National, Tenn.).

C O R I (see Continental Rec's Inc.).

C P R (see Lou-Neita).

C-R-Co. (see Jay-Cher).

C R I (see Composers Rec's Inc.).

C r 3 (see Creative Artists).

Cab, 975 Prospect Ave., Bronx, N.Y. 10459. Tel: (212) KI 2-4646/4793. Mgr.: Camille E. Hodge.
Labels: Burland, Cab, Camille.

Cactus Recs., 1894 Linton Rd., Lexington, Ky. 40505. Tel: (606) 299-2346. Pres.: Nolan Puckett.
Labels: Cactus, Stripe.

Cactus, Neb. (see Jim Hall).

Cadet, Ill.: (see Chess).

Cadet, PO Box 36, Burnett, Wis. Tel: (414) 689-2215. Pres.: Don Peachey.

Cadet/Concept (see Chess).

Cadillac Rec. Co., 5966 Lakeview, Detroit, Mich. 48213. Tel: (313) 824-3432. Mgr.: Graham Prince.

Caedmon Recs. Inc., 505 Eighth Ave., New York, N.Y. 10018. Tel: (212) 594-3122. Pres. & A&R: Marianne Mantell; Int'l Pres. & A&R: Barbara Holdridge; Sales Dir.: Bob O'Brien.
Labels: Caedmon, Shakespeare Rec'g Society, Theatre Rec'g Society.
Cartridge 8-tr. & cassette: Caedmon (includes Shakespeare Rec'g Society, Theatre Rec'g Society) licensed to Ampex.
Open reel: Caedmon (includes Shakespeare Rec'g Society, Theatre Rec'g Society)—2 tr. self-mfd.; 4-tr. licensed to Ampex.
PlayTape: Caedmon.

Cafe (see Garrawak).

Caldwell (see Jamie/Guyden).

Calendar (see RCA).

Calico (see Laurie).

California, Fresno (see California Artists).

California, Los Angeles (see Contemporary Recs. Inc.).

California Artists Corp., PO Box 3374, Fresno, Calif. 93706. Tel: (209) 266-9570. Pres.: Ray Camacho; Promo. & Dist'n: Leo Gonzales; Sec'y-Treas.: Martina Calles.
Branch: El Paso, Tex., 520 Ben Swain Dr. Zip: 79915. Tel: (916) PR 2-4950. VP: Bob Reyes; Promo. & Dist'n: Louie Arevalo.
Labels: California Artists Corp., California, RCP (Ray Camacho Presents).

Call Me (see Malynn).

Calla Recs. Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 586-2330. Pres.: Nate McCalla; Pub. & Adv.: Howard Weisman; Promo.: Danny Fortunato, Phil Colbert, John Matthews; Tape: Norman Kurtz; Int'l: Kurtz & Hyman, 65 W. 55 St., New York, N.Y. 10019.
Labels: (owned) Calla, Moonshot; (distributed) Lo Lo, Salem.
Int'l reps.: Austria (Ariola in Germany), Brazil (Rozenblit), British West Indies (Jamaica), Canada (Allied), Eire (Major Minor in UK), France (Vogue), Germany (Ariola), Italy (Saint Martin), Netherlands (CNR), Portugal (Compania Fonografica in Spain), Scandinavia (Morks in Denmark), Spain (Compania Fonografica), UK (Major Minor).

Calten (see Style).

Caltex (see Apco, Neb.).

Ray Camacho Presents (see California Artists).

Camaro, PO Box 11522, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & A&R: Style Wooten.
Labels: Camaro, Montego, Torino.

Cambridge Recs. Inc., 473 Washington St., Wellesley, Mass. 02181. Tel: (617) 235-3557. Pres.: Charles P. Fisher; Promo. Rep.: Larry Sockell.

Camden (see RCA).

Cameo-Parkway (see MGM).

Camille (see Cab).

Campei (see Parnaso).

Campus (see Kaydan).

Canaan (see Word).

Canadian American Recs. Ltd., PO Box 1755, Grand Forks, N.D. 58201. Pres.: Leonard Zimmer; A&R Prod'r: Joey Welz.
Int'l branch: Canada.
Labels: Canadian American, Am Can.

Canaltown, 239 E. Main, Palmyra, N.Y. 14522. Tel: (315) 597-5003. Owner, Pub. & Pop A&R: Gerald L. Griffin; C&W A&R: Allen White; Sales & Mktg.: Connie Griffin.
Labels: Canaltown, Unicycle.

Canary, PO Box 1336. Zip: 94064; 1021 Woodside Rd., Redwood City, Calif. 94061. Tel: (415) EM 9-0728. Owner, Gen. Mgr. & Promo.: Earl Miles; Adv.: Muriel Less; A&R: Jim Hall, E. Miles; Sales, Mktg. & Int'l: E. Miles, M. Less.
Branch: San Francisco, Calif., 142 Ninth Ave. Zip: 94118. Tel: (415) 386-8100.
Int'l reps.: South Africa (Teal), UK (Emerald).

Canary, N.C. (see Elvirtrve).

Candide (see Vox).

Cantagallo Int'l, c/o Zissu, Marcus & Stein, 292 Madison Ave., New York, N.Y. 10017. Tel: (212) MU 3-0966. Pres.: Dr. K. H. Busse; Int'l Mgr.: Leif Kraul.

Cantemos Recs., PO Box 246, Taos, N.M. 87571. Owner: Jeannette Vincent.

Cantophone Institute, 140 W. 55 St., New York, N.Y. 10019. Tel: (212) CI 5-1586. Dir.: George Kaufmann.
Label: Cantophone: Great Masters School of Voice.

Canyon Recs., 6050 N. Third St., Phoenix, Ariz. 85012. Tel: (602) 266-4823. Co-owner: Raymond Boley; Co-owner & Mgr.: Mary E. Boley.

Canyon Recs. Inc., 1242 N. Highland Ave., Hollywood, Calif. 90038. Tel: (213) 469-8317. Pres.: Wally Roker; VP: Renny Roker; Gen. Mgr.: Dee Ervin; Music Co-ord.: Monk Higgins; Pub.: Huey Harris.

Cap-Latino (see Tower & Capitol).

Capa, PO Box 5777, Saraland, Ala. 36571. Pres.: James A. Whiting.

CapCity, La Salle Bldg., Suite 707, 1028 Connecticut Ave. N.W., Washington, D.C. 20036. Tel: (202) 296-5585. Pres.: Foster Johnson Jr. (Distributed by Scepter).
Labels: CapCity, Part III.

Capitol Recs. Inc., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Cable: CAPRECORDS. Pres. Capitol Recs.: Sal Iannucci; Pres. Capitol Inds.: Stan Gortokov; VP & Gen. Mgr. Capitol Recs. Dist'g Corp.: Robert Yorke; VP Pop A&R: Karl Engemann; VP Classical A&R: Robert Myers; Mktg. Mgr.: Charles Phipps; Mdsq. Dir.: Bob Klein; Tape Sales Mgr.: Roger Brown; VP Int'l: Brown Meggs.
Branch: New York, N.Y., 1290 Ave. of the Americas. Zip: 10019. Tel: (212) PL 7-7470. Press & Info. Mgr.: Christie Barter.
Int'l branches: Canada, Mexico.
Labels: (owned) Capitol, Angel, Melodiya/Angel, Seraphim, Tower, Cap-Latino; (distributed) Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.
Cartridge 8-tr.: Capitol, Angel, Apple, Melodiya/Angel—self-mfd.
Cartridge 4-tr.: Capitol, Angel, Apple licensed to Muntz.
Cassette & open reel: same as 8-tr.
PlayTape: Capitol, Apple.
Int'l reps.: Argentina (EMI), Australia (EMI), Austria (Columbia), Belgium (Gramophone), Bolivia (Discolandia Dueri), Brazil (EMI), Chile (EMI), Colombia (Codiscos), Denmark (EMI), Finland (EMI), France (LIME, Pathe-Marconi), Germany (Electrola), Greece (Columbia), Hong Kong (EMI), India (Gramophone), Ireland (EMI), Israel (Palestine Orient), Italy (EMI), Japan (Toshiba), Lebanon (EMI), Netherlands (Bovema), New Zealand (HMV), Nicaragua (Sonido Industrial), Nigeria (EMI), Norway (Iversen), Pakistan (Gramophone), Peru (EMI), Philippines (Mareco), Portugal (Valentim de Carvalho), Singapore (EMI), South Africa (EMI), Spain (Gramofono-Odeon), Sweden (EMI), Switzerland (EMI), Turkey (Gramofon Limitet Sirketi), UK (EMI), Uruguay (Ricardo y Rodolfo Gioscia), Venezuela (Siemens).
Note: The classical material released in USA on the Angel label is released abroad on the following EMI labels: France (Voix de Son Maitre, Pathe-Marconi), Germany (Electrola), Italy (Voce del Padrone), UK (British Columbia, HMV, Parlophone).

Capitol Recs. Int'l (see Capitol).

Capri, 4057 S. Prairie Ave., Chicago, Ill. 60653. Tel: (312) 624-3716. Pres.: Howard Scott.
Labels: Capri, Shi-Lush.

Caprice, 1619 Broadway, Suite 615, New York, N.Y. 10019. Tel: (212) CI 5-1249. Contacts: Frank Stanton, Andy Badale.

Capricorn (see Rhythms Prod'ns).

Captain (see Golden State).

Carapan Prod'ns, 4615 Petit Ave., Encino, Calif. 91316. Tel: (213) 363-9547. Pres.: Stanley Z. Daniels.
Label: Carapan.

Caravelle Ltd., 400 York Rd., Baltimore, Md. 21204. Tel: (301) 828-7844. Pres.: Milton A. Dagger Jr.
Label: Bay Sound.

Cardinal (see Vanguard).

Carib (see Island Music).

Carillon Recs., 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) MU 2-5844. Pres.: Jack W. Meyerson.
Carl (see Jake's Music Shop).

Carla (see Atlantic, Atco Div.).

Carnival Recs. Corp., 24 Branford Pl., Newark, N.J. 07102. Tel: (201) 623-3328. Pres. & Tape Mgr.: Joseph J. Evans; Sales & Mktg.: Louise E. Fleming.
Labels: Carnival, Chadwick.
Cartridge 4-tr., 8-tr., cassette & open reel: Carnival licensed to Livingston Audio Prods.

Carole (see Sidewalk & GNP Crescendo).

Carolina (see Elvirtrve).

Carriage Recs., 2702 Fairfield Ave., Fort Wayne,

Ind. 46807. Tel: (219) 456-1903. Gen. Mgr.: R. A. Steinke; Sales Mgr.: Alan Honour.
Paul Carson (see Alma, Calif.).
Carvier (see Met Richmond).

Casa Grande Recs., PO Box 113, 6 Carter Pl., Woburn, Mass. 01801. Tel: (617) 933-1474. Cable: CASA-GR. Owner & Gen. Mgr.: Frank P. Pappalardo; A&R, Promo. & Tape: Frank Paul; PR: Jeanne McCarthy; Sales & Mktg.: Rita Daniels; Pub. & Adv.: Joseph J. Pappalardo.
Labels: Casa Grande, Don-Mar, Shawmut.

Casa Prod'ns, 119 Somerset St., Trenton, N.J. 08638. Tel: (609) TU 3-2931. Partners: Jerry Billups, Frank Bendinelli, Keith Bowers.
Labels: Chance, Jerry, San-Trop.

Casark (see Georden).

Cascade Sound (see Super Cities).

Cass (see Double U).

Castle (Canada) (see BCA).

Cathay, PO Box 9281, South Charleston, W. Va. 25309. Pres. & Gen. Mgr.: Kathay Whitney.

Cathedral (see Smoke, N.J.).
Caution (see Ken Keene).

Cave (see Pearce).

Ceiling & Visibility Unlimited (see Gun).

Celeen (see Carl D. Potnick).

Celest, 855 Majestic Ave., Norfolk, Va. 23504. Tel: (703) 627-4037. Owner, Sales & Mktg.: Ralph B. Brickers Jr.; Pop A&R: Ralph Marteen; Classical A&R: Phillip Butts; Pub.: Pedro Brickers; Adv.: Tomas T. Brickers.

Celestial, PO Box 1563, Hollywood, Calif. 90028. Tel: (213) 876-2403. Pres., Pub. & Promo.: Arthur H. Benson; VP: Tommy Cooper; Pop A&R: Jimmie Haskell; Classical A&R: John F. Kraus.
Int'l reps.: Belgium (Artone), Canada (Allied), Finland (Marvin-Musiikki), Netherlands (Artone), Norway (Manu), Sweden (Svenska Manu).

Centaur, 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) 328-4649. Pres.: Martha B. Pitoni; Gen. Mgr. & A&R Prod'r: Ven Pitoni; Sales, Mktg., Pub. & Promo. Mgr.: Marv Steffey; Adv.: Dennis Majzak.
Labels: Centaur, Jingles, Sea-King, Twinkie.
Int'l rep.: New Zealand (Peak).

Center City (see McKinnon).

Century Recs., 2 Portland St., Holyoke, Mass. 01040. Tel: (413) 533-3302. Pres.: Earl A. Fortin.

Century Recs., N.Y. (see Mark Educational Rec'gs).

Century City Recs. (div. of Century City Music), 1801 Ave. of the Stars, Los Angeles, Calif. 90067. Tel: (213) 553-3037. Pres.: Norman Skolnik; A&R: Jerry Dumas; Prod'n Co-ord.: Ricki Corey.

Century 21 (see Trend Int'l).

Cetra Opera Series (see Everest).

Chadwick (see Carnival).

Chale Rec. Co. Inc., 812 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-8978. Pres.: Bobby Bobo; VP: Chuck Howard.

Challenge, 9220 Sunset Blvd., Suite 312, Los Angeles, Calif. 90069. Tel: (213) 273-6860. Pres., A&R & Int'l: Joe E. Johnson; VP: Dave Burgess.
Labels: Challenge, LJ.
Int'l reps.: Australia (EMI), Belgium (Decca), Canada (Compo), Denmark (Nordisk Polyphon), France (Societe Francaise du Son), Germany (Teldec), Italy (Decca), Jamaica (Island), Japan (King), Malaysia (Decca Orient), Mexico (Tizoc), Netherlands (Decca), New Zealand (HMV), Philippines (Federal), South Africa (Gallo), Sweden (Telefunken), Switzerland (Musikvertrieb), Yugoslavia (Jugoton).

Champ Recs., 5113 Fifth Ave., Los Angeles, Calif. 90043. Tel: (213) 295-6071. Contact: Ann Lacoste.
Labels: Brandin, Champ.
Chance (see Casa Prod'ns).

Chancellor Recs. Inc., 116 Central Park South, New York, N.Y. 10019. Tel: (212) CI 6-3811. Mgr.: Stanley Polley.
Changes (see Arhoolie).

Channel Prod'ns, 6018 Henderson St., Chicago, Ill. 60634. Tel: (312) 283-0318. Pres.: R. N. Anderson.
Label: Channel.

Chanson, 410 N. First St., Pulaski, Tenn. 38478. Tel: (615) 363-1780. Pres. & A&R: James Brown.
Labels: Chanson, JBP, Tee Vee.

Chantain (see Lemon).

Chante Recs., 10 W. Camden Ave., Moorestown, N.J. 08057. Tel: (609) BE 5-9699. Pres.: Louis Alfiere; A&R: Charles Pinto.

Chaparral (see Laddie's).

Chapter 1 (see London).

Char-Mac Ltd., 508 E. Fourth St., Charlotte, N.C. 28202. Tel: (704) 332-4165. Pres. & A&R: William O. McSwain; VP & A&R: Van D. Coble; R&B A&R: Don Albert Thompson; VP Pub., Adv. & Promo.: Charlotte M. McSwain.
Label: Roga.

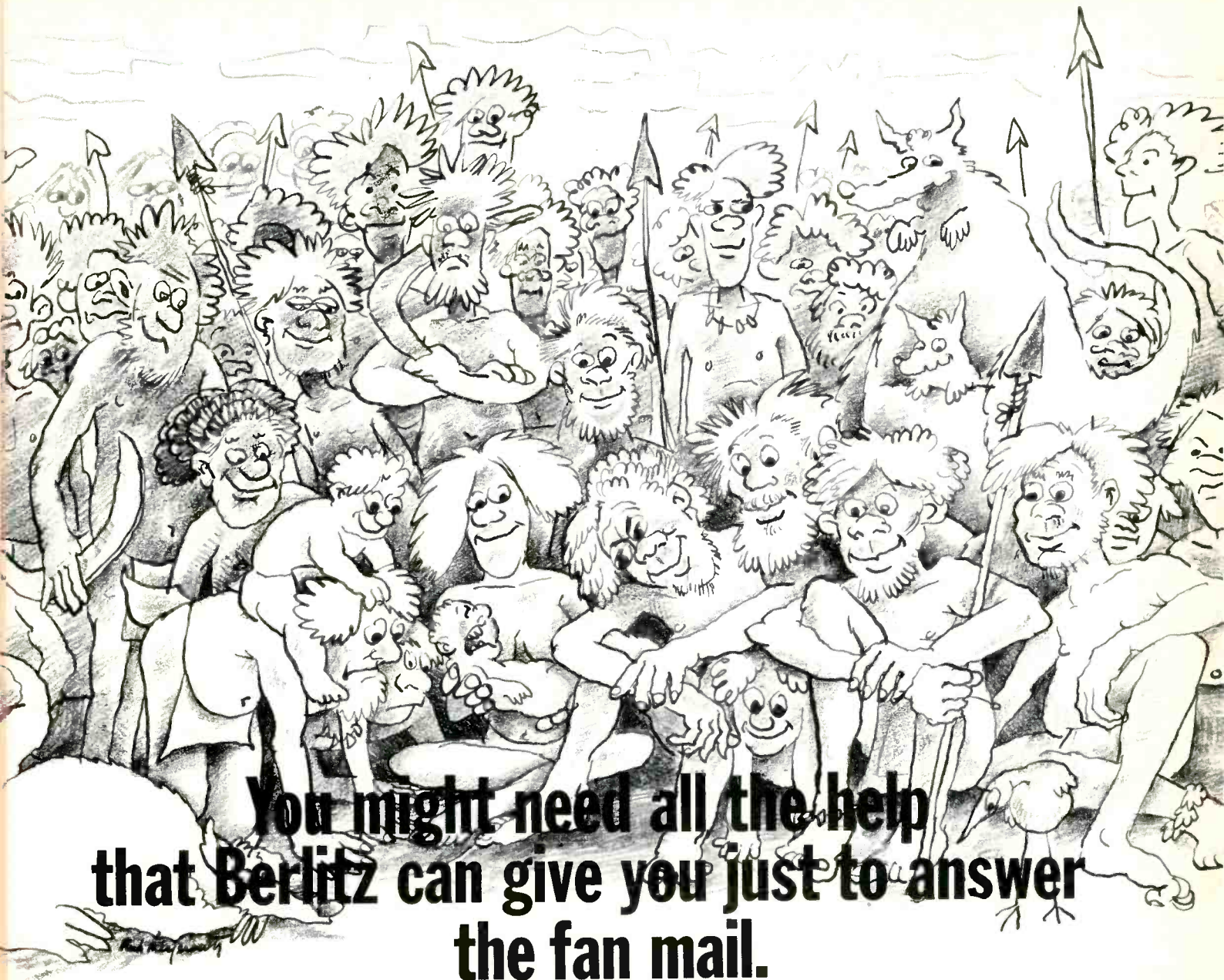
The Chariots (see Gospel Prod'ns).

Charles (see Genuine).

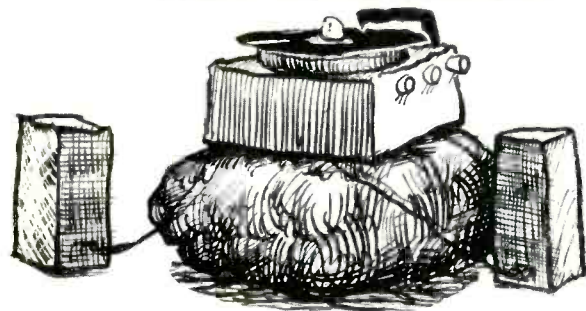
Charm (see Singcord).

Chart Recs. Inc., 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-7708. Pres.: B. L. Williamson; A&R: Slim Williamson, Joe Gibson, Cliff Williamson; Int'l Rep.: Carl Greenburg; Sales & Promo.: Joe Gibson, Lynn Phillips.
Labels: Chart (distributed by Audio Fidelity), Musictown.
Cartridge 8-tr.: Chart licensed to RCA.

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Chartmaker Recs., 6263 Leland Way, Hollywood, Calif. 90028. Tel: (213) 463-2347. Pres.: Bob Ross.

Chase (see Rainbow, Pa.).

Chateau Disques (see BCA).
Chaithaohoehe, 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-5021. Pres.: Ruth Conte.

Chavez Prod'ns, 1200 Ohio Ave., Modesto, Calif. 95351. Tel: (209) 529-4972. Pres.: Tony Chavez; PR: Jack E. George.

Label: Chavez.

Checker (see Chess).

Checkmate (see Elektra).

Chelsea Rec. Corp. of America, 289 Third Ave., New York, N.Y. 10010. Tel: (212) OR 9-5089. Pre.: Frank Allen; VP Sales & Mktg.: Michael O. fimo.

Chelten (see Rainbow, Pa.).

Cherokeeland (see Jay-Cher).

Cherylaine (see AlCece).

Chess Prod'g Corp. (div. of GRT Corp.), 320 E. 21 St. Chicago, Ill. 60616. Tel: (312) 225-8802. Cable: CHESREC. Pres.: Leonard Chess; Exec. VP: Phillip Chess; A&R Dir.: Marshall Chess; Gen. Sales Mgr.: Richard Salvador; Mdsq. & Mktg. Mgr.: Dick LaPalm; Pub. Dir.: Loren Coleman; Pop Promo. Dir.: Dave Chackler; R&B Promo. Dir.: Chester Simmons; Creative Dir.: Bob Paige; Adv. Agency: Hurvis, Binzer & Churchill. Labels: (owned) Chess, Checker, Cadet, Cadet/Concept; (distributed) Neptune. Cartridge 4-tr., 8-tr., cassette & open reel: Chess, Checker, Cadet, Cadet/Concept licensed to GRT. PlayTape: Chess, Checker, Cadet, Cadet/Concept. Int'l reps.: Argentina (Microfon), Australia (Australian Rec.), Belgium (Artone), Canada (Phonodisc), Denmark (I. S. Dansk), Finland (Scandia-Musiikki), France (Barclay), Germany (Deutsche Vogue), Greece (Georgios Orphanidis), Hong Kong (Cosdel), Italy (Durium), Jamaica (West Indies Recs.), Japan (Cosdel), Mexico (Gamma), Netherlands (Artone), Philippines (MICO), Singapore (Cosdel), South Africa (Teal), Spain (Hispafox), Sweden (Sonet), UK (Pye).

Chesterfield, 607 S. Hill St., Los Angeles, Calif. 90015. Tel: (213) MA 8-7062. Pres.: Virginia Richmond. Labels: Chesterfield, Vegas. Chestnut (see Don-EI). Chevell (see Sound Track). Chi Ro (see Sound, Mich.). Chicago (see Apco, Neb.). Chick, 4239 Lee Ave., St. Louis, Mo. 63115. Tel: (314) JE 1-1323, EV 9-1712. Pres.: Chick Finney. Chico (see Rio Grande). Chicory (see Claridge). Chief Recs., 1697 Broadway, New York, N.Y. 10019. Tel: (212) 765-3193. Pres.: Ellis T. McNeill. Child Guidance Recs. (see Tioga). Childcraft (see Mercury). Children's Rec. Guild (see The Franson Corp.). Chime Rec. Co., 223 Jerusalem Ave., Hempstead, L.I., N.Y. 11550. Tel: (516) IV 6-4767. Pres.: Vaughn Wheeler. Chivalry Prod'ns, 1800 Beacon, Saginaw, Mich. 48602. Tel: (517) 799-6165. Pres.: J. S. Leach. Label: Chivalry.

Christ in Song (see C-De-Ads).

Christian Faith (see Sing).

Christian Folk (see Sing).

Christophorus (see Apnon).

Chroma, 7-11 E. Genesee St., Auburn, N.Y. 13021. Tel: (315) 253-5380. Owners: Frank Mucedola, Fred G. Mammoliti.

Chuckie, 612 Dalies Ave., Belen, N.M. 87002. Tel: (505) 864-7178, mobile Tel: 765-7626. Pres., A&R, Pub., Adv. & Promo.: Richie Johnson; VP: S. Licht.

Chytowns (see JermA).

Cincy (see Adco).

Cinema Recs., 3204 Broadway, Houston, Tex 77017. Tel: (713) 644-3894. Pres.: Walter M. Andrus.

Circle (see Jazzology).

Circo (see Stereophonics).

Circus (see Audiofax).

Citadelle (see Art).

Claridge Music Group, 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) 469-8149. Pres.: Frank C. Slay Jr.; Gen. Mgr.: J. C. Phillips; Nat'l Promo.: Dennis Ganim. Labels: Chicory, Claridae, Southern Sound, XYZ. Int'l rep.: Worldwide (Polydor).

Clark (see Nugget).

Class (see Trend Int'l).

Classic Editions (see Music Minus One).

Clements Ents., 728 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-6679. Pres.: Zeke Clements. Branch: Lansing, Ill., 3656 Madison St. Zip: 60438. Label: Gold Standard.

George Clements Prod'ns, 781 W. 21 St., San Bernardino, Calif. 92405. Tel: (714) 883-9209. Owner: George E. Clements. Labels: Dynasty, E. Lane.

Click (see Rem).

Climax Rec. Corp., 31 Fieldstone Dr., Livingston, N.J. 07039. Tel: (201) 992-4540. Pres. & Classical A&R: Joanne Wheatley; Chm., Sec'y & Pop A&R: Hal Kanner; Sales & Mktg.: Phil Farrell; Pub. & Promo.: Gurtman & Brown.

Branch: New York, N.Y., 200 W. 57 St. Zip: 10019. Tel: (212) CI 7-3994.

Clique Recs., c/o ABH Prod'ns, PO Box 127, Florien, La. 71429. Tel: (318) 586-3865. Owner & Gen. Mgr.: K. W. Hopkins.

Clock Recs., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-1457. Pres.: Wally Moody.

Crown, 156 W. 44 St., Suite 203, New York, N.Y. 10036. Tel: (212) CI 5-9397. Pres.: C. A. Pruitt; A&R: Neal Tate; Sales, Mktg. & Promo.: Sam Pruitt; Pub. & Adv.: Barbara Scher. Int'l rep.: Canada (Quality).

Crown, Tex. (see Epstein).

Coach (see High Fidelity).

Cobblestone (see Buddha/Kama Sutra).

Cobert (see Tower).

Cobra (see Epstein).

Coda (see Spanish Music Center).

Cola (see Best-Way).

Colbert (see Tide).

Coltoms Recs. Inc., 711 Fifth Ave., New York, N.Y. 10022. Tel: (212) PL 1-4400. VPs: Emil La Viola; Business Affairs Dir.: Irwin Z. Robinson. (Distributed by RCA).

Branch: Hollywood, Calif., 7033 Sunset Blvd. Tel: (213) 469-8371. Exploitation Dir.: Danny Davis; VP: Lester Sil. Cartridge 8-tr. & open reel licensed to RCA.

Coliseo (see Met Richmond).

Colson (see London).

Collector Recs., Sunset-Vine Tower, Suite 616, Hollywood, Calif. 90028. Tel: (213) 469-5591.

Collectors Guild Inc., 507 Fifth Ave., New York, N.Y. 10017. Tel: (212) 697-5895. Pres.: H. Stambler. Labels: Collectors Guild, Archives Limited Editions, Gryphon, Quote.

College, 94 State St., Northampton, Mass. 01060. Tel: (413) 584-4431. Pres.: Raymond J. Perry. Collegian (see Northmoor).

Colonial Recs., 170 E. El Repetto Dr., Monterey Park, Calif. 91754. Tel: (213) 283-2221. Owner: Manuel S. Acuna. Int'l rep.: Mexico (Musart).

Colonial, Mass. (see Columbus).

Colonial, N.Y. (see Met Richmond).

Colonial Recs. Inc., 503 W. Franklin St., Chapel Hill, N.C. 27514. Tel: (919) 967-7040. Pres.: Orville B. Campbell. Colorful (see Robbins).

Colosseum (see Bruno Hi-Fi).

Colt (see CJ).

Columbia (see CBS).

Discos (Columbia (see Miami)).

Columbina (see Met Richmond).

Columbus Recs., 30 Nashua St., Woburn, Mass. 01801. Tel: (617) 935-4700. Pres.: Robert D. Liverston; A&R: William L. Walsh. Labels: Columbus, Colonial, Bert & I, Gold Star, Melanie, Minute Man, Standard. Cartridge 8-tr.: Colonial, Standard—self-mfd.

Combo (see Goldmont).

Comedie Francaise (see Everest).

Comet (see Goldmont).

Command Recs. (div. of ABC Recs.), 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. VP & Gen. Mgr.: J. R. Carlton; A&R Prod'ns: John Turner, Dick Weissman; Nat'l Sales Mgr.: Charles Trepel; Assoc. Sales: Gene Goodman; Nat'l Promo.: Barry Seidel; Special Sales: Bernie Woods; Promo. & Pub.: Dick Gersh Assoc.; Adv.: The Music Agency. Labels: Command, Grand Award, Probe. Tape: see ABC.

Int'l reps.: Argentina (Prodisa), Australia (EMI), Belgium (Anvers Radio), Canada (Polydor), Costa Rica (INDICA), Dominican Republic (Dominicana de Discos), France (Pathe-Marconi), Israel (Hed Arzi), Italy (EMI), Japan (King, Mr. Jack Shinohara), Mexico (Gamma, Stereo Jet), Philippines (Mareco), South Africa (Teal), Spain (Hispafox), UK (EMI), Venezuela (Palacio de la Musica).

Command/Probe (see Command & ABC).

Como Recs., 1619 Broadway, Rm. 410A, New York, N.Y. 10019. Tel: (212) JU 1-0055. Contact: Mike Cassone.

Compose, Mich. (see Double U Sound).

Compose, N.J. (see Ambassador, N.J.).

Composers Rec'gs Inc. 170 W. 74 St., New York, N.Y. 10023. Tel: (212) TR 3-1250. Pres.: Otto Luening; Exec. VP: Carter Harman. Label: CRI.

Concept (see Heart Warming).

Concert, PO Box 531, 3318 Platt Ave., Lynwood, Calif. 90262. Tel: (213) 639-1341. Owner: William G. Johnson. Int'l branches: Australia, England.

Concert Classics Rec. Co., 120 Schenck Ave., Great Neck, L.I., N.Y. 11021. Tel: (516) HU 2-7810. Concert-Disc (see Everest).

Concertapes (see Everest).

Congaree (see Cool Air).

Congress (see Kapp).

Conn, 1619 Broadway, New York, N.Y. 10019. Tel: (212) CI 7-7626. Pres.: Walter Cohen. Labels: Conn, Conrose.

Connoisseur (sub. of Abbey Rec. Mfg. Co.), 160 Passaic Ave., Kearny, N.J. 07032. Tel: (201) 998-8181; NYC Tel: (212) 944-5148. Gen. Mgr.: Henry S. Rosenberg. Labels: Artia, Gloryland, MK, Panda, Parliament, Recital Hall, Urania. Open reel: Artia, Parliament licensed to Ampex. Int'l rep: Canada (Trans World).

Connoisseur Society Inc., 470 West End Ave., New York, N.Y. 10024. Tel: (212) 873-6769. Pres.: E. Alan Silver.

Int'l reps.: Australia (Discurio), France (Philips), Italy (Dal Bon Lorenzo), Japan (Philips), Spain (Fonogram), UK (Philips).

Conquest (see Repeat).

Conrose (see Conn).

Console (see Supreme).

Contemporary Recs. Inc., 8481 Melrose Pl., Los Angeles, Calif. 90069. Tel: (213) OL 3-1560. Pres.: Lester Koenig. Labels: California, Contemporary, Good Time Jazz, Society for Forgotten Music, Star, Stereo. Cartridge 4-tr., 8-tr., cassette & open reel: Contemporary, Good Time Jazz licensed to Ampex.

Contemporary Composers Guild, Box 3462, La Mesa, Calif. 92041. Tel: (714) 465-5248. Pres.: David Manston; VP: Matthew Alden. Contessa (see Kent-Modern).

Continental Rec'gs Inc., 12 Irving St., Framingham, Mass. 01701. Tel: (617) 879-2430. Pres.: L. Daniel Flynn; VP, Sales & Mktg.: John F. Flynn; Pub.: Joseph Connolly; Adv.: Douglas Ashworth; Promo.: Walter C. Verney. Labels: (owned) CORI; (distributed) Totaltone.

Conversaphone Institute, 225 W. 34 St., New York, N.Y. 10001. Tel: (212) 695-5386. Pres.: Alfred Z. Owen. Cassette self-mfd.

Cook Labs. Inc., 351 Courtland Ave., Stamford, Conn. 06906. Tel: (203) 348-578. Pres.: Emory G. Cook; Sales Mgr.: John R. Moriarty. Label: Cook.

Cookin' Recs., 19 Walnut St., West Roxbury, Mass. 02132. Tel: (617) 327-1234. Pres.: Jack Sager.

Cool Air Prod'ns, 3005 Arch St., Little Rock, Ark. 72206. Tel: (501) FR 2-3897. Pres.: Mrs. Steward; VP: James Steward. Labels: Lebby, Congaree, Lerks, Lakeview, Wertz, Oldfield.

Co-operative Rec. & Music Publ'rs, 819 Chapel St., New Haven, Conn. 06510. Tel: (203) 624-1700. Owners: Rudolph Pasqualoni, Merle Shaw.

Copper State Rec'g Co. Inc., 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Pres.: Forster S. Cayce; VP: Brooke L. Furr. Copra (see Pacific Islands).

Copyright (see Music Ent.). Coral (see Decca).

Corby Ents. Inc., 146 W. Live Oak, Arcadia, Calif. 91006. Tel: (213) 446-0363. Pres. & A&R: Steve Wallner; VP: Dennis Hardesty; Sales & Mktg.: Clayton Blehm. Labels: Corby, WCMF.

Cornell Lab. of Ornithology, 159 Sapsucker Woods Rd., Ithaca, N.Y. 14850. Tel: (607) 275-5056. Dir.: O. S. Pettingill Jr. Label: Bird songs & other natural sounds.

Cornerstone (see Supreme).

Cornuto (see Protone).

Corona (see Rangel).

Coronado, 434 49 St., Oakland, Calif. 94609. Tel: (415) 652-5308. Pres.: Norman Hauge. Coronet (see Premier Albums).

R. D. Cortina Co. (sub. of Cortina Institute for Language Study), 136 W. 52 St., New York, N.Y. 10019. Tel: (212) 582-3845. Pres.: Robert E. Livesey.

Int'l branches: Japan (Cortina Academy), Mexico (Instituto Linguistico Cortina). Labels: Cortina, Cortina Language Recs. Int'l rep.: UK (EMI).

Cortina Language Recs. (see R. D. Cortina). Cosa (see Cosa/Argon).

Cosa/Argon Recs. Inc., 1697 Broadway, Suite 1109, New York, N.Y. 10019. Tel: (212) 581-4490. Pres.: Clyde Otis; VP: Aubrey Seaman. Labels: Argon, Cosa.

Cotillion (see Atlantic).

Cotique Rec. Corp., 477 Park Ave., East Hartford, Conn. 06108. Tel: (203) 289-4349. Pres. & A&R: George Goldner; VP, Sales & Promo.: Ed Dinallo; Int'l: Norman Kurtz, 65 W. 55 St., New York, N.Y. 10019. Cartridge 8-tr. licensed to Ethnic Tapes.

Counterpoint (see Everest).

Country Beat (see Metrobeat).

Country Caravan (see Mutt).

Country Empire (see Courier-Empire).

Country Gems (see Ralph's Radio).

Country Jubilee (see Ralph's Radio).

The Country Music Label (see The American Gramophone Label).

Country Music Nashville Recs., PO Box 701, Nashville, Tenn. 37202. Tel: (615) 297-4967. Owner: R. Murray Nash.

Country/Politan Recs., PO Box 403, Dunellen, N.J. 08812. Tel: (201) 968-5892. Pres.: Bob May. Labels: Country/Politan, Meira/Politan.

Country Star (see Process).

Country Store (see Associated Prod'ns Int'l).

Country Time (see Ralph's Radio).

Country, 307 E. 37 St., New York, N.Y. 10016. Tel: (212) MU 6-2659. Pres.: David Freeman; A&R: Charles Faurot. Courier (see Courier-Empire).

Courier-Empire Rec'g Ents., 414 Croghan St., Fremont, Ohio 43420. Tel: (419) 332-4775. Pres. & A&R: Robert T. Brown. Labels: Courier, CEI, Country Empire, Folk Empire, Gospel Empire, Midwest Jazz, Now, Piper.

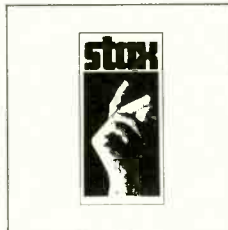
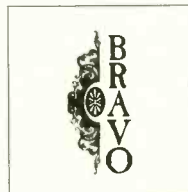
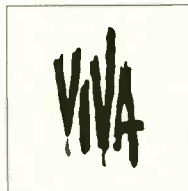
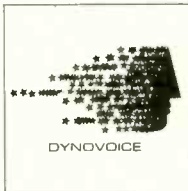
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What's in a name....

{ par-a-mount (par'a-mount'), *adj.*, ranking higher than any other, as in power or importance; chief; supreme. }

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Court-n (see Laddie's).
Cowboy (see Discotape).
Cowntown, Avery, Tex. 75555. Owner: J. W. Stephenson.
Cracked (see Town & Country).
Crazy Horse (see Capitol).
Creative Artists Rec'g, 6 Van Ness Rd., Binghamton, N.Y. 13905. Tel: (607) 797-3909. Opns. Mgr.: Johnathan K. Solak.
Labels: Creative Artists, Cr3.
Creative Rec. Serv., 989 S. Madison Ave., Pasadena, Calif. 91106. Tel: (213) 793-6697. Pres.: Mary L. Herzstam.
Labels: Literary, Merri.
Creative Sound, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 271-4843. Pres.: Robert C. Cotterell; Adv. Dir.: Paul Webb.
Labels: (owned) Creative Sound, Song Power; (distributed) Mark.
Credo (see Pathways of Sound).
Creed (see Nashboro).
Cremora Recs. Inc., 10 S. LaSalle St., Chicago, Ill. 60603. Tel: (312) 263-5581. Pres.: M. Kravitz, Crescendo, Calif. (see GNP Crescendo).



Crescendo Recs., 3725 Crescent St., Long Island City, N.Y. 11101. Tel: (212) RA 9-2390. Pres.: Guido Sgambellone; A&R Dir.: Louis Cerruti; Sales & Mktg. Mgr.: William Neal.
Crescent (see Nashboro).
Crestview Rec. Dist'g Inc., 8560 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 655-8191. Pres.: Robert Drumm; Gen. Mgr., Sales & Mktg., Tape Prod. Mgr. & Int'l Mgr.: Randall Wood; A&R: Jack Millman; Nat'l Promo.: Sandie Wood.
Int'l branch: England.
Labels: (owned) Crestview; (distributed) Crestview Special, Mira, Mirwood, Onacrest, Surrey Int'l.
Cartridge 4-tr., 8-tr. & cassette licensed to Ampex.
Crestview Special (see Crestview).
Crewe (see CGC).
Crocket (see Pickwick Int'l).
Criterion Recs., 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-2296. Pres.: Michael H. Goldsen; Sec'y-Treas.: E. A. Hillery.
Labels: Criterion, Palm, Prince, Reo Tahiti, Tahiti, Tiare Tahiti.
Cartridge 8-tr.: Reo Tahiti licensed to GRT.
Critique Recs. Corp., 15 Center St., Suite 800, Bath, Me. 04530. Tel: (207) 443-3437. Pres.: Carl Strube; VP: Eugene Rittall; Promo. Mgr.: Rick Bronson; A&R: Conrad Noddin.
Crossfire Recs., PO Box 118, Elsinore, Calif. 92330. Tel: (714) 674-2412. Pres.: William J. Rogers; Music Dir.: Lloyd F. Mays; Admin'r: Cletus B. Zumbach.
Labels: Crossfire, Crosswinds.
Crossfire, Tex. (see Oakridge).
Crossroads (see CBS, Epic Div.).
Crosswinds (see Crossfire, Calif.).
Crown (see Kent-Modern).
Crown V (see Singcord).
Croydon, 49 Croydon Rd., Framingham, Mass. 01701. Tel: (617) 872-0450. A&R: Gene Kilham.
Crystal Rec. Co., PO Box 65661, Los Angeles, Calif. 90065. Tel: (213) 225-3820. Pres. & A&R: Peter Christ; VP: Lyndal Christ; Sales Mgr.: George Fowler.
Labels: (owned) Crystal; (distributed) Avant, WIM.
Cub (see MGM).
Cuca Rec. Corp., 123 Water St., Sauk City, Wis. 53583. Tel: (608) 643-3304. Pres.: Jim Kirchslein; A&R: Bruce Beale; Sales & Mktg.: Gloria Bohannon; Tape Sales Mgr.: Bill Atwell; Adv.: Cindy Sprecher.
Labels: Aquarius, Cuca, Earth, Lucky Leprechaun, Matador, Night Owl, Polka Dot, Sara, Shamrock, Sound Century, Sounds of Wisconsin, Top Gun.
Cassette: Cuca, Night Owl, Polka Dot, Sara, Shamrock, Sound Century, Sounds of Wisconsin, Top Gun—self-mfd.
Cuda (see Martin Gary).
Cupid (see Sound, Mich.).
Current (see Ambassador, N.J.).
Curtom Recs., 8541 S. Stony Island Ave., Chicago, Ill. 60617. Tel: (312) 731-5400. Pres.: Eddie Thomas; VP: Curtis Mayfield. (Distributed by Buddah/Kama Sutra).
Custom, Calif. (see Kent-Modern).
Custom, PO Box 231, Tyler, Tex. 75701. Tel: (214) 597-2961. Contact: Curtis Kirk.
Labels: Custom, Flash, Love.
Custom Fidelity Co. Inc., 222 E. Glenarm St., Pasadena, Calif. 91106. Tel: (213) 441-1114. Pres.: David W. Berkus; VP: R. G. Meyer; Sec'y-Treas.: G. J. Kastner; Adv.: Chuck Brittenham.

Labels: Custom Fidelity, Melmark.
Cutty Wren Recs. (sub. of International Arts & Sciences Press), 901 N. Broadway, White Plains, N.Y. 10603. Tel: (914) 761-0700.
Cyclone (see Thunder).
Cypress Garden (see McKinnon).
Czech Recs. Inc., PO Box 7124, 24 & "M" Sts., Omaha, Neb. 68107. Tel: (402) 558-9300. Pres.: Joseph J. Cerveney. (Distributed by Balkan.)

D

D C, District of Columbia, (see Gama).
D C, Ill. (see Al-Teen).
D C Rec'g Co., Creekville, Ky. 40929.
D C Sound (see Bell).
D G G (see Polydor & International Music Consultants).
D G P Rec'gs, 612 E. Liberty St., Norfolk, Va. 25323. Tel: (703) 545-9694. Owner: George Perkins.
D H W (see Varmint).
D J Recs., 1777 Vine St., Suite 207, Hollywood, Calif. 90028. Tel: (213) 462-1802. Gen. Mgr.: Bill Daly; Sales Mgr.: Nick Therry.
D J M (see Bell).
D J Star Rec'g Serv. Inc., 100-102 Texas Ave., El Paso, Tex. 79946. Tel: (915) 533-7508. Bd. Chm.: Dora P. Gillman; Pres., Sales, Mktg. & Promo.: Joseph Gillman.
D L V (see Falcon).
D M A (see Dick Marx & Assocs.).
D M C (see Dani).
Dade (see Atlantic).
Dakar (see Atlantic, Cotillion Div.).
Dakota, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Pres.: J. H. Cord.
Home office: Sioux Falls, S.D.
Dana Recs. Inc. (div. of VME Prods.), 54 E. Colorado Blvd., Pasadena, Calif. 91101. Tel: (213) 681-6297. Pres.: Dargin McWhorter; VPs: Allen H. Chevers, Sam Russell McWhorter.
Danbar Recs., 756 Seventh Ave., New York, N.Y. 10019. Tel: (212) 581-0791. Pres.: Sal Salvador; Treas.: William B. Deluca; Promo.: Mel Rich.
Dance Along Recs., 111 W. 57 St., New York, N.Y. 10019. Tel: (212) LT 1-9053.
Danco (see Elvitru).
Dani Recs. (div. of Danielle Music Corp.), 5417 Fleet Ave., Cleveland, Ohio 44105. Tel: (216) 441-3392. Pres.: Danielle Catalano; VP, Gen. Mgr., Sales & Tape: Donald B. Catalano; Pop Music Dir.: Samuel Magee; Classical Music Dir.: Phil Rizzo; Pub., Adv. & Promo. Dir.: Virginia Ferris.
Labels: Dani, DMC.
Danny (see Met Richmond).
Danrite, 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) 827-5023. Mgr. and Prod'r: C. D. Wright. (Distributed by Golden/Ebb-Tide II.)
Daran Recs. Inc., 4148 South King Dr., Chicago, Ill. 60653. Tel: (312) 624-8060. Pres.: James Shelton Jr.; Music Dir.: Terrell Jones; Sales & Mktg.: James Wesley; Promo.: Hardy B. Ruffin.
Labels: Daran, Ja-Wes, O'Retta.
Int'l rep.: UK (Beacon Sound).
D'Arcy Recs. (div. of Broadcasting Servs. Inc.), 417 W. 21 St., Norfolk, Va. 23517. Tel: (703) 622-2111. Pres.: Warren M. Miller; Prod'n Dir.: Wayne N. Butler.
Labels: Nottingham Disc, Sounds Int'l, Top Cat.
Dardo (see Puchito).
Dare Recs., PO Box 2055, Bell Gardens, Calif. 90201. Tel: (213) 773-3546. Pres.: Darvin D. Schlepitz; VP: Wanda Schlepitz.
Darris Ent's., 5825 S. Morris Blvd., Tucson, Ariz. 85706. Tel: (602) AX 4-1860. Owner: Al Darris; Mgr. & Promo.: F. Darris.
Label: Entelechy.
Das Alte Werke (see London Imports).
Dasca Recs., 16 Ridgewood Ave., Keene, N.H. 03431. Tel: (603) 352-7131. Pres.: David S. Calef.
Date (see CBS, Epic Div.).
Davey Rec. Co., PO Box 37, Cressona, Pa. 17929. Tel: (717) 385-4053. Owner: David J. Kandrat.
David (see Soul Boulevard).
Davis (see Beacon).
Davon Music Corp., Box 1228, Hollywood, Calif. 90028. Tel: (213) 463-1890. Cable: DAVONMUS. Pres.: David Hubert.
Label: Horizon.
Dawn, N.Y. (see Steady).
Dawn Prod'ns, Box 522, Salisbury, Md. 21801. Pres., Nat'l Sales & Promo.: Joey Welz; Exec. Prod'r & Regional Promo. Dir.: Ray Vernon.
Labels: (owned) Bat, LeFevre, Red Wing; (distributed) Monumental, Little 'D'.
Dayco Recs., 2109 Third St. N.E., Washington, D.C. 20002. Tel: (202) 832-4564. Pres.: Eddie J. Daye.
De-Lite Recs., 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-4500. Pres.: Fred Fatio; Exec. Prod'r & Pub.: Ted Eddy; A&R: Danny Lamego; Promo.: Herb Rosen.
Dearborn (see MSK).
Deb-Mor Sales Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 7-2436. Pres.: Hy Weiss; VP: Sam Weiss.
Labels: Barry, Lotus, Old Town.
Cartridge 4-tr. & 8-tr.: Barry—self-mfd. & licensed to ITCC.
Cassette: Barry—self-mfd.
Debbie (see Montel).
Debra Rec. Co., 80 Elmhurst Blvd., Scranton, Pa. 18505. Tel: (717) 347-8429. Mgr.: Dick Plotkin.
Debut, La. (see Golden/Ebb Tide II).

Debut Recs., 7501 Buist Ave., Philadelphia, Pa. 19153. Tel: (215) SA 9-2111/3872. Pres.: Joseph J. Paolino.
Decatur Recs., 2716 Decatur Ave., Bronx, N.Y. 10458. Tel: (212) LU 4-2149. Pres., Sales & Mktg.: Steven Mason; VP A&R: Bob Kumm.
Labels: Decatur, Mason.
Decca (div. of MCA), 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Cable DECCORD. Pres.: Milton R. Rackmill; Exec. VP: W. P. Gallagher; Exec. VP Brunswick Recs.: Nat Tarnopol; VP: J. Loetz; A&R Admin'r: J. Weidemann; A&R Dir.: I. Horowitz; VP Sales & Mktg.: T. Martell; Pub. Dir.: L. Salidor; Adv. Dir.: W. Levy; Promo. Dir.: F. Mancini; Tape Dir.: C. Brennan; VP Int'l: R. L. Broderick.
Labels: Decca, Brunswick, Coral, Vocalion, Cartridge 4-tr., 8-tr., cassette & open reel: Decca, Brunswick, Coral—self-mfd.
Int'l reps: see MCA Recs. Int'l.
Decora (see Amphora).
DeDe (see Dore).
Dee, 7703 Rugby St., Philadelphia Pa. 19150. Tel: (215) HA 4-0424. Cable: DEEPRODS. Pres.: Dick De Marco; VP: Marty Dipolito.
Labels: Dee, Quaker City, Rugby.
Dee-Bee Rec'g Serv., S. Camp St. Extension, Windsor, Pa. 17366. Tel: (717) 244-5411. Owner: Stan Deppen Jr.
Labels: Dee-Bee, Delphia, Eventide, Susannah. Deenart (see Music Plus).

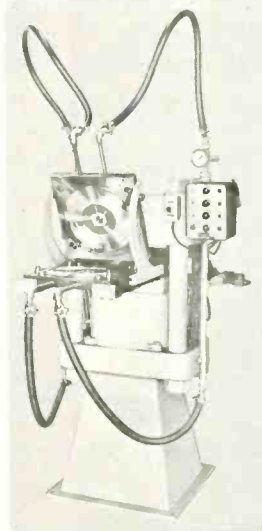


Dees (see Ron Wilson).
Deesu Recs. (div. of Sansu Ent's.), 1211 St. Philip St., New Orleans, La. 70116. Tel: (504) 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint.
Branch: New York, N.Y., c/o Paul Marshall, 130 W. 57 St. Zip: 10019. Tel: (212) JU 2-1122. Contact: Monte Morris.
Labels: Deesu, Sansu.
Del Bruce Inc., PO Box 51902, 1874 Mirabeau Dr., New Orleans, La. 70122. Tel: (504) 288-1231. Pres.: R. Joseph Broussard; Exec. VP: Arlington S. Broussard; VP Mktg.: Alvin P. Broussard; Promo. Dir.: Stanley Broussard; Exec. Eng.: Albert R. Dellande; A&R Dir.: George Davis.
Labels: (owned) Del-Bruce, J&S, Mel-El, Mollie; (distributed) Ludukay, Mode, Pa Key, Sapphire.
Delco (see Heads Up).
Della (see Lynn's).
Dellwood, 160 S. Leswing Ave., Saddle Brook, N.J. 07662. Tel: (201) 342-0026, 843-3239. Pres.: Woodrow C. Gardella; VP: M. Gardella; A&R: R. Cotharin; A&R, Sales & Mktg.: Robert Gardella; Pub, Adv. & Promo.: Anthony T. Gardella.
Delmark Recs., 7 W. Grand Ave., Chicago, Ill. 60610. Tel: (312) 222-1467. Pres.: Robert G. Koester.
Cartridge 8-tr. licensed to GRT.
Cartridge 4-tr. licensed to GRT & Muntz.
Cassette & open reel licensed to GRT.
Int'l reps: Canada (H&H), France (Disc Young), Japan (Shinsei), Netherlands (Iramac), UK (Tal-Ent).
Del Norte (see Falcon).
Delphia (see Dee-Bee).
Delta Int'l, 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres., Sales & Adv.: John R. Gayer.
Cartridge 8-tr. & cassette self-mfd. by Consolidated Tape Cartridges.
Deltron Recs. Inc., 352 Tuscola, Bay City, Mich. 48706. Tel: (517) 892-5501. Pres.: Willard E. Kehoe.
DeLuxe (see Starday-King).
Del-Val Recs., 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: Joe Stevenson.
Labels: Del-Val, Pentagon.
De Marco, 3004 Beachwood Dr., Los Angeles, Calif. 90028. Owner: Antonio De Marco.
Demo (see Music Plus).
Denise Recs., 102 N. Third St., Wilmington, N.C. 28401. Tel: (919) 763-0238, 675-0119. Pres.: Victor A. Horne.
Denver (see Big Scott).
Deram (see London).
Derby Town, 154 Spring St., Charlestown, Ind. 47111. Tel: (812) 256-5238. Pres.: Kenneth Sowder; VP: Robert Jones; Sec'y-Treas.: Beulah Sowder.
Label: Derby Town, Janet, Sowder.
Desert Gospel Recs., 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Ray Watts.
Design (see Pickwick Int'l).
Designer Rec. Prod'ns Co., PO Box 11286, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & A&R: Style Wooten.
Desiree (see Mutt).

continued on page 28

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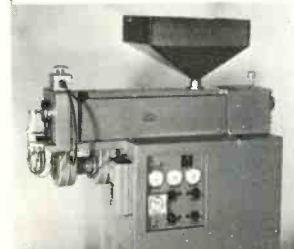
Presses are available as:

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All models produce 7", 10" and 12" monaural or stereo records.

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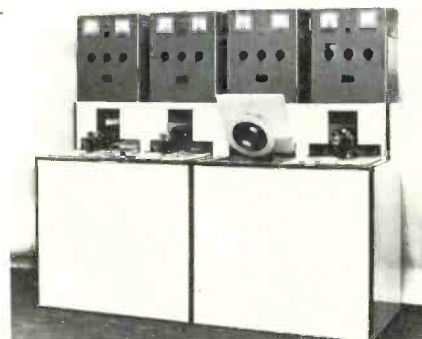
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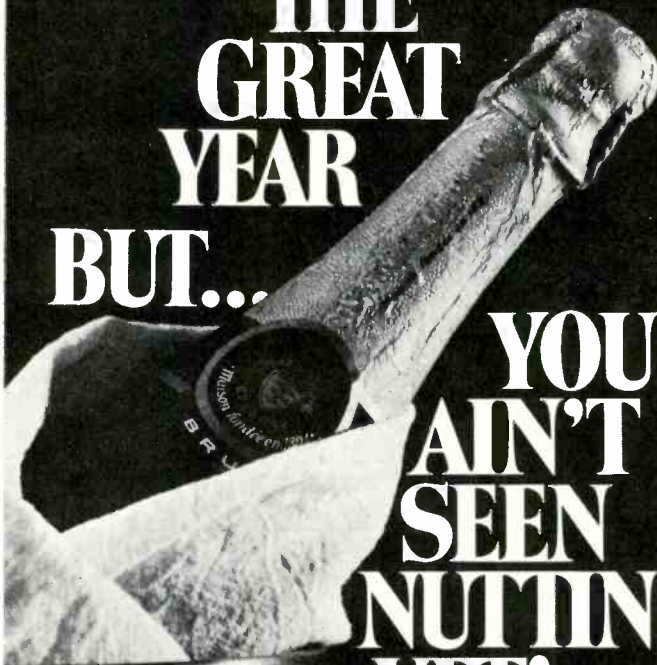
- Destiny, PO Box 2094, Sheffield Lake, Ohio 44054. Tel: (216) AT 8-6397. Owner: Robert W. Sellers.
- Desto, Loch Rd., Franklin Lakes, N.J. 07417. Tel: (201) 891-1540; NYC Tel: (212) 582-5560. Pres.: Catherine M. Blackburn; VP: Rob E. Grenell; A&R: Horace W. Grenell.
- Destry Rec. Prod'ns, 225 Federal Square Bldg., Grand Rapids, Mich. 49502. Tel: (616) 459-3067. Partners: Dennis L. Cuson, Ted Maters.
- Detroit Sound Rec. Co., 12730 E. Warren, Detroit, Mich. 48215. Tel: (313) 823-2233. Pres.: E. A. Steiner Jr.; VP: E. A. Steiner III; Sec'y-Treas.: Nelly Longergon.
- Deutsche Grammophon Gesellschaft (see Polydor & International Music Consultants).
- De Ville Recs., 8428 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 656-8760. Pres.: Erma N. Cabot; VP: L. Thomas Wilde; A&R: Charles W. Cabot.
- Deville Recs., 420 20 St., West Point, Va. 23181. Tel: (703) 843-3136. Pres.: Dean Greer.
- Dial (see Atlantic).
- Diamond Recs. Inc. (div. of Edwin H. Morris & Co. Inc.), 31 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-5656. Pres. & Int'l: Joe Kolsky; Sales Mgr.: Bill Darnel. Cartridge 8-tr. licensed to GRT & RCA. Cartridge 4-tr. licensed to Muntz.
- Diamond Jim Rec'g, 12318 Dexter Blvd., Detroit, Mich. 48206. Tel: (313) 883-7688. Pres.: Diamond Jim Riley. Branch: Los Angeles, Calif., 4040 Nicolet. Zip: 90008. Mgr.: Pedro Mancha. Labels: Diamond Jim, Riley's, Big D.
- Dianne, 3423 Broadview, Montgomery, Ala. 36110. Tel: (215) 262-8610. Pres.: Mitchell G. Bush.
- Di Bella Prod'ns, 28 King St., Old Saybrook, Conn. 06475. Tel: (203) 388-3007. Owner & Prod'r: John Di Bella. Labels: Bella, Di Bella, Hitsville, Spectrum. Int'l rep.: Germany (Karl L. Schneider).
- Dice (see Music Mart).
- Dick-Hike (see Kiderian).
- Dickerman Music Prod'ns Inc., 2 Crawford Ln., New Hartford, N.Y. 13413. Tel: (315) 797-0746. Pres.: Kenneth S. Hurd.
- Dictation Disc Co., 240 Madison Ave., New York, N.Y. 10016. Tel: (212) 683-9028. Pres.: John Visaggi; Mktg. Dir.: Alan Sarfaty. Labels: Dictation Disc, Educational, Shorthand.
- Dionn (see Jamie/Guyden).
- Diplomat (see Ambassador, N.J.).
- Direction (see Bell).
- Directional Sound (see Premier Albums).
- Disca/Tech (see Jaygee Rec'g Serv.).
- Discapon (see Apon).
- Disco Grande (see Tanner 'N' Texas).
- Discobol, 30 W. 60 St., New York, N.Y. 10023. Tel: (212) 582-5705. Mng. Dir.: G. de La Chapelle.
- Discomoda (see Panart Int'l).
- Discos America (see Rivera Radio).
- Discos Columbia (see Miami).
- Discos Corona (see Kent-Modern).
- Discos Fuentes (see Miami).
- Discos Premier (see Fermata Int'l Melodies).
- Discos RGE (see Fermata Int'l Melodies).
- Discotape Int'l, PO Box 38669, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Sales & Promo. Rep.: Gordon Burdge. Home Office: Zurich, Switzerland. Labels: Discotape, Cowboy, Mexico, Omaha, Omega, Orange, Orbis, Orovox, Ozark, Round-Up, Ultima, Watts, Western.
- Discovery (see Albert Marx).
- Discuba (see Musical Recs.).
- Disneyland Recs., 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Pres.: James A. Johnson; A&R: Tutti Cambrata; Nat'l Sales Mgr.: Jerry Weiner; Nat'l Promo. Mgr.: Sandy Strohbach; Int'l Mgr.: Phil Sammeth. Branches: North Miami, Fla., 1950 N.E. 151 St. Zip: 33162. Tel: (305) 949-3434—New York, N.Y., 477 Madison Ave. Zip: 10022. Tel: (212) 759-3880. Int'l branches: Canada, England, France, Germany, Italy. Labels: Disneyland, Buena Vista. Cartridge 8-tr.: Buena Vista licensed to ITCC & RCA; Disneyland—self-mfd. Cartridge 4-tr.: Buena Vista licensed to ITCC. Cassette: Disneyland—self-mfd. Open reel: Buena Vista licensed to Ampex. Int'l reps.: Argentina (Phonogram), Australia (EMI), Brazil (RCA), Canada (Capitol), Central America (DICESA in El Salvador), Chile (Corp. de Radio), Colombia (Orbe), Denmark (EMI), Finland (EMI-Suomen), Germany (Electrola), Greece (General Publ'g), Israel (Hataklit), Italy (Carosello), Japan (Nippon Columbia), Mexico (RCA), Netherlands (Dovema), New Zealand (EMI), Norway (Carl M. Iversen), Peru (Virrey), Philippines (Dyna Prods.), Puerto Rico (Kelvinator Sales), South Africa (Gallo), Spain (Hispanvox), Sweden (EMI), Venezuela (Venevox), Yugoslavia (Radio-Television Belgrade). (SEE ADVERTISE-MENT)
- Distinct Recs., 231 Myrtle Ave., Irvington, N.J. 07111. Tel: (201) 399-0119. Pres. & A&R: Vic Kaply; VP, Sales & Mktg.: Helen Kaply; Pub. & Promo.: Jerry Glitniak; Adv.: Dennis Sedaille.
- Di Venus, 1122 Rhinelander Ave., Bronx, N.Y. 10461. Tel: (212) TY 2-8290. Pres.: Richard DeFelice; VP Pop A&R: Tony Sansone; VP Classical A&R: Bob Calilli; Sales Mgr.: Carl D'Amato; Pub. & Promo. Mgr.: Howie Cohen; Adv. Dir.: Tony Calandra; VP Int'l: Alfredo Volpe; Sec'y: Joseph Dio Guardi. Branch: New Rochelle, N.Y., PO Box 1231. Zip: 10802. Labels: Di Venus, Domino. Dixieland Jubilee (see GNP Crescendo). Do-Ray (see Stereophonics). Documentary Rec'gs, PO Box 24605, Los Angeles, Calif. 90024. Tel: (213) 477-0403. Pres.: George V. Casey. Dome Recs. Inc., 30 Newton Ave., Woodbury, N.J. 08096. Tel: (609) 848-2444. Pres.: Ralph Johnson; Sales & Mktg.: M. D. Johnson; Promo. Mgr.: J. Smallwood. Labels: Dome, Fleet, Pearl, Wedge. Domino, Bronx, N.Y. (see Di Venus). Domino Recs., PO Box 108, Hartsdale, N.Y. 10530. Tel: (914) 949-1135. Mgr.: Joe Bollon. Don-El Prod'ns, 2020 Ridge Ave., Philadelphia, Pa. 19121. Tel: (215) PO 5-4889. Pres.: P. Donald White; Exec. Dir.: Bernie Chianco. Labels: Don-El, Alpha, Chestnut. Don-Lar (see Upchurch). Don-Mar (see Casa Grande). Dooto Rec. Dist., 13440 S. Central Ave., Los Angeles, Calif. 90059. Tel: (213) 774-0743. Pres.: Dootsie Williams; Sales Mgr.: Youra Johnson. Cartridge 4-tr., 8-tr. & cassette self-mfd. Dorado (see AA). Dore Recs. Inc., 1608 Argyle, Hollywood, Calif. 90028. Tel: (213) 462-6608. Owner: Lew Bedell; Promo.: George Jay Assocs. Labels: (owned) Dore; (distributed) DeDe, MOL. Dorset (see Mira). Dot (see Paramount, Calif.). Dottie Ofie (see Saturn). Double F Ents., 1042 S. Cochran Ave., Los Angeles, Calif. 90019. Tel: (213) 939-5929, 938-0711. Pres.: Richard Froeber; VP: Helen Farries. Label: Double F. Double Shot Recs., 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3471. Pres. & A&R: Joseph Hooven; VP, A&R & Int'l: Hal Winn; VP Sales, Mktg., Pub., Adv. & Promo.: Irwin Zucker. Labels: Double Shot, Whiz. Cartridge 4-tr., 8-tr. & cassette self-mfd. Open reel licensed to Greentree. Int'l reps.: Australia (Festival), Austria (Liberty in Germany), Belgium (Palette), Canada (Compo), Denmark (EMI), Finland (EMI in Denmark), France (AZ), Germany (Liberty), Italy (Bell-disc), Jamaica (Federal), Japan (Liberty), Mexico (Gamma), Norway (EMI in Denmark), Philippines (Dyna Prods.), South Africa (Teal), Spain (Hispanvox), Sweden (EMI in Denmark), Switzerland (Liberty in Germany). Double U Sound Rec'g, PO Box 4557, 3973 18 St., Ecorse, Mich. 48229. Tel: (313) 381-9216. Pres., Religious A&R, Pub. & Adv.: Felton W. Williams Jr.; VP, Pop A&R, Sales, Mktg. & Promo.: Leon C. Dent. Labels: Cass, Compose, Revival, Solid Rock. Doubletalk Recs., PO Box 396, Nashville, Tenn. 37202. Tel: (615) 244-3704. Pres.: Charlie Lamb. Douglas Rec'g Corp., 145 W. 55 St., Penthouse D, New York, N.Y. 10019. Tel: (212) 581-2212. Pres.: Alan Douglas. (Distributed by Laurie). Dove Recs. (div. of Landers-Roberts), 321 S. Beverly Dr., Beverly Hills, Calif. 90212. Dover Publ'ns Inc., 180 Varick St., New York, N.Y. 10014. Tel: (212) 255-3755. Pres.: Hayward Cirker; Prod'r: Mel Schwartz; Pub. Dir.: Michael Bergman. Labels: Dover, The Spoken Word. Downeast (see MBA). Downey Rec. Prod'ns, 13117 Lakewood Blvd., Downey, Calif. 90242. Tel: (213) ME 4-2928. Pres.: W. J. Wenzel. Droll Yankees Inc., PO Box 2447, Providence, R.I. 02906. Tel: (401) 245-8705. Pres.: Peter Kilham. Drum (see Steady). Drum Boy (see Jay Jay). Drummond Ents. Inc., 13380 Capital Ave., Oak Park, Detroit, Mich. 48237. Tel: (313) 548-3171. Pres.: Harry Levin; Sales Mgr.: Al Truax; Promo. Dir.: Leo Cheslak. Duane, Calif. (see Hush). Duane, N.J. (see Edmar). Duane Music (ASCAP), 565 Fifth Ave., New York, N.Y. 10017. Tel: (212) OX 7-8070. Pres.: William E. Taylor. Dub-U (see Page). Dubayewe-eff (see Motivestor). Duke Recs. Inc., 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225. Cable: PEADUKE. Pres.: Don D. Robey; A&R: Robert Evans, Harold Bennett, Henry Boozier. Sales reps.: Birmingham, Ala., Clinton Moon, 408 Lacey Rd.—Detroit, Mich., Dave Clark & Dubose Stevens, 16523 Ward St., Zip: 48235—Columbus, Ohio, William Bubbles Holloway, 168 Parkwood, Zip: 43203. Tel: (614) 258-8096—Philadelphia, Pa., Ira Tucker, 1726 N. Sydenham, Zip: 19121. Tel: (215) 765-6388. Labels: Duke, Sureshot. Cartridge 8-tr. licensed to GRT. Cartridge 4-tr. licensed to GRT & Muntz. Cassette & open reel licensed to GRT. Affiliate: Peacock. Int'l reps.: Canada (London), France (Vogue), Jamaica (Record Specialists), UK (Action). (SEE ADVERTISEMENTS)
- Dunhill Recs. Inc. (div. of ABC Recs.), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) CR 8-1130. Gen. Mgr.: Jay Lasker; A&R Dir.: Steve Barri; A&R: Joel Jilly; Sales Mgr.: Marvin Helfer; Promo. Mgr.: Barry Gross; Tape Mgr.: Dennis Laventhal; Int'l Dir.: Muriel Gaynor. Labels: (owned) Dunhill, Buluu; (distributed) Warlock. Int'l reps.: Argentina (EMI), Australia (EMI), Austria (Columbia), Belgium (Gramophone), Bolivia (Discolandia Dueri), Brazil (EMI), Canada (RCA), Chile (EMI), Colombia (Codiscos), Denmark (EMI), Ecuador (IFESA), Finland (EMI), France (Pathe-Marconi), Germany (Electrola), Greece (Columbia), Hong Kong (Jardine, Matheson), India (Gramophone), Italy (EMI), Jamaica (West Indies), Japan (Toshiba), Kenya (EMI), Lebanon (EMI), Mexico (Capitol), Netherlands (Bovema), New Zealand (HMV), Nicaragua (Sonido), Nigeria (EMI), Norway (EMI), Pakistan (Gramophone), Peru (IEMPASA), Philippines (Dyna Prods.), Portugal (Valentim de Carvalho), Singapore (EMI), South Africa (EMI), Spain (Odeon), Sweden (EMI), Switzerland (EMI), Turkey (Gramofon Limitet Sirketi), UK (EMI), Uruguay (Palacio de la Musica), Yugoslavia (Jugoton). Dunwich Prod'ns Ltd., 25 E. Chestnut, Chicago, Ill. 60611. Tel: (312) 664-3632. Pres.: Bill Traut; VP: Jim Golden; Treas.: Bob Monaco; Music Dir.: Eddie Higgins. Label: Dunwich. Duo, Fla. (see The Smith Studio). Duo Recs., c/o Summit Distis, Inc., 7447 N. Linder Ave., Skokie, Ill. 60076. Tel: (312) 677-1624. Contact: Jack White. Duplex Recs., 2505 S. Central Ave., Los Angeles, Calif. 90011. Tel: (213) 746-1949. Owner: J. H. Liggins; Mgr.: Lillie Liggins; Promo.: Jerry Hooks. Branch: Dallas, Tex., 3409 Roseland Ave. Zip: 75204. Tel: (214) TA 3-4062. Mgr. & Promo.: Jimmy Liggins. Dyer-Bennet, PO Box 235, Woodside, L.I., N.Y. 11377. Contact: Harvey Cort. Dynamic, Pa. (see St. Clair). Dynamic, Tex. (see Epstein). Dynamite (see Jim Hall). Dynamo (see Musicor). Dynasty (see George Clements). Dyno (see Associated Inds.).

E

- E (see George Clements).
- E L J Rec. Co., 1344 Waldron, St. Louis, Mo. 63130. Tel: (314) VO 3-3605. Pres.: Edwin L. Johnson; Sales, Mktg. & Pub.: C. Primm; PR Dir.: Ora Loving. Cartridge 4-tr. self-mfd. E M S, PO Box 86, Becket, Mass. 01223. Tel: (413) 623-8718. Pres.: Emanuel Levenson. E S P-Disk' Ltd., 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 265-0470. Pres. & Int'l: Bernard Mindlin; Sec'y & A&R Dir.: Bernard Stollman; Sales Mgr. & Pub. Dir.: Eugene Frank; Promo.: Joe Petralia Inc.; Technical Dir.: Onno Scholtze. Cartridge 8-tr. & 4-tr. licensed to GRT. Cassette licensed to Philips (Europe) & GRT. Int'l reps.: Canada (Gamma), Europe (Philips), Japan (Victor). E-Z (see Blue Star). Eady (see Golden/Ebb-Tide 11). Eagle, Nev. (see Trend Int'l). Eagle Recs., 1697 Broadway, New York, N.Y. 10019. Tel: (212) 765-3193. Pres.: Ellis T. McNeill. Early Bird (see Fantasy/Galaxy). Earth Recs. (div. of Peanut Butter Publ'g Inc.), 322 W. 48 St., New York, N.Y. 10036. Tel: (212) 765-6370. Pres. & Prod'r: Hal Berkman; VPs: Joe Levine, Artie Resnik; Prod'r: Bo Gentry, Joe Levine, Artie Resnik, Jim Calvert, Norman Marzano. Labels: (owned) Earth, Harbour (distributed by Buddah); (distributed) Life. Earth, Wis. (see Luca). Earth Quake (see Thunder). East Wind Rec'g Co., 4210 N. Longview St., Suite 4, Phoenix, Ariz. 85014. Tel: (602) 266-2254. Owners & Prod'rs: Scott Fresener, Jack Bortz, Dan Bortz. Label: Kamei. Ebb-Tide 11 (see Golden/Ebb-Tide 11). Ebenezer's Gospel (see Golden/Ebb-Tide 11). Ebony, 2420 River Ave., Mishawaka, Ind. 46544. Tel: (219) 259-3215. Owner: Juanita Henson. Ecco (see Lynn's). Echoic Recs., 9706 Cameron St., Detroit, Mich. 48211. Tel: (313) TW 3-3657. Pres. & Gen. Mgr.: Gabriel Leigh. Labels: Echoic, X-Tone. Eco (see Musical Recs.). Economy (see Met Richmond). Eddissa (see Met Richmond). Edit (see Tide).

continued on page 30

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Branch: Bermuda, Eddy DeMello, Harrington Hundreds.
Labels: Edmar, N.Y. Skyline, Jeff, Duane, Thruway.
 Educational (see Dictation Disc).
 Educo Recs., PO Box 3006, Ventura, Calif. 93003. Tel: (805) 648-4381. Owners: Eric & Pauline Squire.
 Edward M. Miller & Assocs., 518 McKay Tower, Grand Rapids, Mich. 49502. Tel: (616) GL 4-4483. Pres.: Edward M. Miller; VP: V. B. McCarthy.
Label: Edward M. Miller.
 Eform Recs., 188 W. Randolph St., Chicago, Ill. 60601. Tel: (312) DE 2-3136. Gen. Mgr.: Dan Smyth.
 Elbejay Ent's. Inc., PO Box 8905, Nashville, Tenn. 37211. Tel: (615) 297-3767. Pres.: H. Raymond Ligon; Sec'y-Treas.: Sewall B. Jackson.
Branch: 1120 E. Delmas. Zip: 37216. Tel: (615) 228-8511.
Label: Elbejay.
 El Capitan (see Sabre).
 Elektra Corp., 1855 Broadway, New York, N.Y. 10023. Tel: (212) JU 2-7711. Pres.: Jac Holzman; VPs: W. S. Harvey, Larry Harris; A&R: Jac Holzman, David Anderle; Sales: Mel Posner; Promo: Larry Ray; Int'l: Larry Harris, Sue Roberts.
Branch: Los Angeles, Calif., 962 N. La Cienega Blvd. Zip: 90069. Tel: (213) 655-8280.
Int'l branch: England.
Labels: Elektra, Nonesuch, Bounty, Checkmate.
Cartridge 8-tr.: Elektra-self-mfd.; Nonesuch licensed to Ampex.
Cartridge 4-tr.: Elektra licensed to Ampex & Muntz; Nonesuch licensed to Muntz.
Cassette: Elektra, Nonesuch licensed to Ampex.
PlayTape: Elektra.
Open reel: Elektra, Nonesuch licensed to Ampex.
Int'l reps.: Austria (Metronome), Australia (Astor), Belgium (Vogue), Canada (Allied), France (Vogue), Germany (Metronome), Israel (Unitex), Italy (Vedette), Japan (Cosdel), Netherlands (Negram), New Zealand (La Gloria), Philippines (Cosdel), Scandinavia (Metronome), South Africa (Trutone), UK (Polydor).
 Elf, 720 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-4482. VPs: Robert L. Russell, J. E. Cason. (Distributed by Bell).
 Elgin (see Brite-Star).
 Elray Recs., 1117 N. Main, Fremont, Neb. 68025. Tel: (402) 721-4728. Pres.: Ray Keeler.
 Elvitru Rec'g Co. Inc., 306 S. 16 St., Wilmington, N.C. 28401. Tel: (919) 763-1007/8116. Pres.: John Lewis Jones; A&R Prod'r: James L. Wheeler; VP & A&R Dir.: Norma L. Owen; Gen. Mgr. & Promo.: Harry Ingers; VP: Kay G. Ecker; Promo.: Janice C. Helms; VP, Nat'l & Int'l Rep.: LaRain Mattocks.
Labels: Elvitru, Canary, Carolina, Danco, Me'Hijah, Myil, Poney, Satellite.
Cartridge 4-tr. & 8-tr.: Elvitru, Me'Hijah, Satellite, Carolina-self-mfd.
Cassette: Elvitru, Satellite, Carolina-self-mfd.
 Emarcy (see Mercury).
 Ember Recs. Int'l Inc., c/o Louis Zinman, 135 E. 44 St., New York, N.Y. 10017. Tel: (212) 986-5414.
Home office: England.
Labels: Ember, Famous Artists.
Cartridge 8-tr. & cassette: Ember, Famous Artists-self-mfd.
Int'l reps.: Argentina (Odeon), Australia (W&G), Belgium (Supreme), Bolivia (Discolandia Dueri), Brazil (Euipe), Chile (Odeon), Colombia (Codiscos), Ecuador (Fonog), France (Philips), Germany (Ember/Ariola), Greece (EMI), Hong Kong (Cosdel), India (EMI), Israel (Orient), Italy (Vedette), Japan (Toshiba), Lebanon (SLD), Mexico (Capitol, Tizoc), Netherlands (Phonogram, Boverna), New Zealand (HMV), Nicaragua (Sonida), Nigeria (EMI), Pakistan (EMI), Portugal (Tecla), Singapore (E. S. Issac), South Africa (EMI), Spain (RCA), Sweden (EMI), Turkey (EMI, Savyan), Yugoslavia (Jugoton).
 Emerage (see McKinnon).
 Emerald, Calif. (see Philes).
 Emerald Rec'g Co., 3434 Broadway, Fort Wayne, Ind. 46807. Tel: (219) 744-5607. Owner: Cliff Ostermeyer.
 Emrrold (see Roosevelt Lee listed under "R").
 Encanto (see Met Richmond).
 Encore (see Silver Falcon).
 Endeavor Recs. (div. of Hardie W. Daniel Co.), 30064 Annapolis Circle, Inkster, Mich. 48141. Tel: (313) 721-6134. Pres.: Hardie W. Daniel; VP: R. A. Carrier.
Branch: Detroit, Mich., 2043 Clements St. Zip: 48238. Tel: (313) 865-9582. Prod. Mgr.: Clark Daniel.
Labels: Endeavor (distributed by Super Cities Rec. Serv.), Heart&Soul, Panorama, Progressive Soul, Souland, Triumph, Westland.
 Enrica (see Rae-Cox).
 Enrichment Materials/Teaching Materials, 246 Fifth Ave., New York, N.Y. 10001. Tel: (212) GR 5-2738. Pres.: Martha Huddleston.
 Entelechy (see Darris).
 Enterprise (see Stax).

Epic (see CBS).
 Epstein Ent's., PO Box 28123, 222 First Federal Bldg., San Antonio, Tex. 78228. Tel: (512) 223-1818. Owner, A&R & Promo.: Abe Epstein; A&R & Studio Eng.: Oscar Lawson; Sales Rep.: John P. Dominguez.
Labels: (owned) Cobra, Dynamic, Jox, Metro-dome, Soulsville USA, Suzuki, Vallado; (distributed) Beckingham, Clown, Jester, Optimum, Triangulo.
 Equator Recs., PO Box 1885, Zip: 35201; Rt. 10, PO Box 1648A, Birmingham, Ala. 35211. Tel: (205) 788-1824. Pres.: Roosevelt Harvey.
 Equinox Recs., c/o CBS Studio Ctr., 4024 Radford St., Studio City, Calif. 91604. Tel: (213) 877-2761. Pres.: Terry Melcher; Exec. VP: Don Genson; VP Pub.: Billy James.
Labels: Equinox (distributed by ABC), Arwin.
 Era Recs. Ltd., 6464 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-2161/1464. Pres.: Herb Newman.
 Eric, 925 Arch St., Philadelphia, Pa. 19107. Tel: (215) 925-7101. Pres.: Bill Buster.
Labels: Eric, Terrific.
 Erwin, 2674 Steele St., Memphis, Tenn. 38127. Tel: (901) 357-2933. Pres.: Marshall E. Ellis.
 Esoteric (see Everest).
 Estonian Music Fund, Estonian House, 243 E. 34 St., New York, N.Y. 10016. Tel: (212) MU 4-0336. Pres.: Endel Kalam; VP: Mrs. Jutta Kurman.
 Eterna (see Lyrichord).
 Euphonic Sound Rec'gs, PO Box 476, Ventura, Calif. 93001. Pres.: Paul E. Affeldt.
 Eurotone Int'l Ltd., 130 W. 42 St., New York, N.Y. 10036. Tel: (212) 594-9670. Pres.: George Curtiss.
Int'l branch: Austria, Symphony Tone Prod'ns.
Cartridge 8-tr. self-mfd. & licensed to Specialty Sounds.
Cartridge 4-tr. licensed to Stereo Tape & Tucker Prod'ns.
Cassette self-mfd. & licensed to Specialty Sounds & Stereo Tape.
Open reel licensed to Tucker Prod'ns.
 Event Recs. Inc., 201 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Julie Rif-kind; Sec'y-Treas.: Roy Rifkind.
Labels: Event, Spring.
 Eventide, PO Box 51, Windsor, Pa. 17366. Tel: (717) 244-5411. Owner: Wayne Thomas. (Distributed by Dee-Bee).
 Everest Rec. Group, 10920 Wilshire Blvd., Los Angeles, Calif. 90024. Tel: (213) 272-4391. Pres. & Int'l: Bernard C. Solomon; Pop A&R: Lee Palmer; Classical A&R: Jim Cornfield; Sales & Mktg.: Joe Behar.
Labels: Archive of Folk & Jazz Music, Archive of Gospel Music, Archive of Piano Music, Arvee, Cetra Opera Series, La Comedie Francaise, Concert-Disc, Concertapes, Counterpoint, Esoteric, Hi Fi, HiFi/Life, Period, Renaissance, Scala, Stradivari, Summit, Tradition.
Cartridge 8-tr.: Everest, Archive of Gospel Music, Archive of Folk & Jazz Music, HiFi/Life, Tradition licensed to GRT.
Cartridge 4-tr.: Everest, Archive of Folk & Jazz Music, Tradition licensed to GRT & Muntz; HiFi/Life licensed to Muntz.
Cassette: Everest, Archive of Gospel Music, Tradition licensed to GRT; HiFi/Life licensed to GRT & Mercury.
PlayTape: Everest.
Int'l reps: Argentina (Microphon, Trova), Australia (Astor, W&G), Canada (Almada, Sparton), Denmark (I. S. Dansk), France (Barclay, Societe Francaise du Son, Vogue), Germany (Deutsche Grammophon, Deutsche Vogue), Greece (Greek Phonograph House), Hong Kong (Cosdel), Israel (Hafaklit, Israel Rec.), Italy (Ariston, CGD, Saar, Vedette), Japan (Cosdel, Nippon Grammophon), Mexico (Cisne, Gamma, Tizoc), Netherlands (Philips), Philippines (Cosdel), Singapore (Issac), South Africa (Gallos), Spain (Belter, Discophon, Vergara), Sweden (Harbor), UK (Associated Rec'gs, Ember, London, Oriole, Transatlantic), Venezuela (Discos).
 Everyman (see Vanguard).
 Evolution (see Stereo Dimension).
 Excello (see Nashboro).
 Excursion (see Apollo).
 Experiences Anonyms (see Lyrichord).
 Explorer (see Met Richmond).

F

F B P (see Frank Brock Prod'ns).
 F E L Church Publ'ns, 1543 W. Olympic Blvd., Los Angeles, Calif. 90015. Tel: (213) 386-4383. Pres.: D. Fitzpatrick.
Branch: Chicago, Ill., 1307 S. Wabash. Zip: 60605. Tel: (312) 922-9314.
Labels: FEL, Flair.
 F G S (see Ranger).
 F S R (see Fidelity Sound Rec'gs).
 Fahrenheit (see Al-Teen).
 FairOnes Inc., PO Box 661, Mill Valley, Calif. 94941. Tel: (415) 346-8056. A&R Dir.: Ron T. Faircloth.
 Fairyland Recs. Corp., 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 247-3187. Pres., PR & Int'l: Jack Benanty; A&R: Charles Benanty, Murray Rumsey; Sales & Mktg.: Ira Rubenstein; Adv. & Promo.: Charles Benanty.
Labels: Fairyland, American Themes & Tapes Inc. (ATT), Head Start, International Themes & Teleplays (ITT).

Faith (see Garrawak).
 Falcon Rec. Co., 821 N. 23 St., McAllen, Tex. 78501. Tel: (512) MU 6-5851/5271. Pres. & Gen. Mgr.: A. Ramirez; VP & A&R: R. Ramirez; Sales Mgr.: Quitman Henley; Promo. Mgr.: J. M. Ramirez; Int'l Mgr.: Miguel Portugal Ch.; Business Mgr.: J. Codina Jr.
Labels: Falcon, ARV, Bronco, DLV, Del Norte.
Cartridge 4-tr. & 8-tr.: Falcon, ARV licensed to GRT.
 Fame Recs., PO Box 2527, 603 E. Avalon Ave., Muscle Shoals, Ala. 35660. Tel: (205) 381-0801. Pres.: Rick Hall. (Distributed by Capitol).
 Family (see Request).
 Famo (see Island Music).
 Famous Artists (see Ember).
 Fantastic (see Met Richmond).
 Fantastik (see WG).
 Fantasy/Galaxy Recs., 1281 30 St., Oakland, Calif. 94608. Tel: (415) 451-1515. Pres.: Saul Zaentz; Pop A&R Dir.: Ed Bogas; R&B A&R: Ray Shanklin; Sales Mgr.: Shelley Haims; Pub. Dir.: Gregg Caine; Nat'l Promo. Dir.: Dubose Stephens.
Labels: Fantasy, Galaxy, Boo, Early Bird, Soul Clock.
Cartridge 4-tr., 8-tr., cassette & open reel: Fantasy, Galaxy-self-mfd. & licensed to Ampex.
 Faro, 544 N. Western Ave., Los Angeles, Calif. 90004. Tel: (213) 469-4174. Owner: Edward L. Davis.
Labels: (owned) Faro, Linda, Rampart; (distributed) Valhalla, Gordo.
Cartridge 4-tr., 8-tr., cassette & open reel: Rampart-licensed to Pacific Tape.
Int'l rep.: Canada (London-Rampart only).
 Fascination (see Georden).
 Fat Prod'ns (div. of Fred-Ourso Assocs. Inc.), 100 Spain St., Baton Rouge, La. 70802. Tel: (504) 344-0514. Gen. Mgr. & Prod'r: John Fred; Prod'r: Lynn Orurso.
Label: Fat.
 Fay (see Lasalle).
 Faygees (see Motivestor).
 Feasible (see Piece).
 Federal, N.Y. (see Steady).
 Federal, Tenn. (see Starday-King).
 Fedora (see Toppa).
 Fee Bee Music Co., 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727. Mgr.: Joseph M. Averbach.
Label: Fee Bee.
 Felco (see Jemaka).
 Fenix (see Met Richmond).
 Fermata Int'l Melodies Inc., 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-7473. Mgr.: D. Frankiel.
Labels: Producoes Fermata, Discos Premier, Discos RGE, Som/Maior. (All Brazilian).
Cartridge 4-tr. imported & licensed to Muntz.
 Festival Rec. Corp., 242 W. 76 St., New York, N.Y. 10023. Tel: (212) CI 6-3594. Pres.: Herbert C. Abramson.
 Fidelity, Calif. (see Specialty).
 Fidelity, La. (see Ron).
 Fidelity Sound Rec'gs, 23 Don Ct., Redwood City, Calif. Tel: (415) EM 6-3173. Dir.: Reginald McGovern.
Labels: FSR (Fidelity Sound Rec'gs), Five Star.
Int'l reps.: Australia (W&G), New Zealand (Viking).
 Fiesta Rec. Co. Inc., 1619 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-7670. Pres.: Jose Morand; Sales Mgr.: Morton Gilbert.
Labels: Fiesta, Grecophon.
Cartridge 8-tr.: Fiesta-self-mfd.
Int'l reps.: Australia (Carinia), Canada (Caravan, Trans World), France (Cie. Phonographique Francaise), Germany (DGG), Greece (Helladic, Minos Matsas Son), South Africa (Gallos). (SEE ADVERTISEMENT).
 Filtro (see Met Richmond).
 Fine, 1196 Calkins Rd., Rochester, N.Y. 14623. Tel: (716) 334-9290/3229.
Labels: Fine, In, Tone.
 Finer Arts, 60 S. Glencoe, Denver, Colo. 80222. Tel: (303) 355-4535. Owner: Morey Bernstein; A&R: Allan & Richard Bernstein; Sales & Promo.: Allan Bernstein.
Labels: Finer Arts, Transworld.
 Fink (see Fink-Pinewood).
 Fink-Pinewood Recs. Inc., PO Box 995, Zip: 23501; 2732 Beachmont Ave., Norfolk, Va. 23504. Tel: (703) 627-0957. Pres. & Adv.: Bill Johnson; VP-Treas.: V. C. Sharp; Music Dir.: Earl Long; Prod'n Mgr.: Walter Hale; PR: Nathaniel Scates; Promo.: Arthur Carter.
Labels: Fink, Pinewood, Belmont, Limewood.
 Firma (see CJ).
 First Component Series (see Audio Fidelity).
 502 (see Soul Boulevard).
 Five Star (see Fidelity Sound).
 Flair (see FEL).
 Flambeaux (see Jim-Joy).
 Flash (see Custom).
 Flashback (see Bell).
 Flat & Sharp (see Jay-Cher).
 Fleet (see Dmg).
 Fleetwood Rec'g Co. Inc., 321 Revere St., Revere, Mass. 02151. Tel: (617) 284-0750. Pres.: Vincent P. Giarusso; Treas.: Raymond G. Samora.
Labels: Fleetwood, Medea, Sports.
Cartridge 8-tr.: Fleetwood-self-mfd.

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- Folk Empire (see Courier-Empire).
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- Folkraft Publ'g Corp., 1159 Broad St., Newark, N.J. 07114. Tel: (201) 622-0024. Pres.: Jerry Shifrin; Mgr.: William Brooks. Labels: Folkraft, Janus.
- Folkstar (see Goldband).
- Folkstyle (see Trend Int'l).
- Folkways (see Folkways/Scholastic).
- Folkways/Scholastic Recs., 50 W. 44 St., New York, N.Y. 10036. Tel: (212) 867-7700. Sales & Prod'n Mgr.: Bob Mack; Int'l Mng. Dir.: Ernest Schwehr; Int'l Sales Mgr.: Carl Sandberg. Labels: Folkways, Folkways/Scholastic, Scholastic.
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- Folly (see Doug Swickard).
- Fona Recs., 174 Trout Valley Rd., Carey, Ill. 60013. Tel: (312) 329-0700.
- Fontana (see Mercury & International Music Consultants).
- Ford Recs., 756 Seventh Ave., New York, N.Y. 10019. Tel: (212) 581-5516. Pres.: Sherman Ford Jr.
- Forge (see Wax).
- Format Recs. (div. of Talent Coordinating Group Inc.), 3611 Navy Blvd., Pensacola, Fla. 32507. Tel: (904) 456-2533. Pres.: C. B. Fowler.
- Format, Tenn. (see Audiofax).
- Fort Couch (see St. Clair).
- Forte Recs., 840 Kalamazoo S.E., Grand Rapids, Mich. 49507. Tel: (616) 452-2990. Pres.: Charles Bowbeer. Labels: Arbor, Forte.
- Fortress, 2900 Queen Ln., Philadelphia, Pa. 19129. Tel: (215) VI 8-6800. Cable: BOPULCA. Dir.: Roger B. Sifford.
- Fortune Recs., 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) TE 3-5383. Owners: Jack & Devora Brown; Sales, Mktg. & Promo.: Jack Brown; A&R: Devora Brown. Branch: Glen Rock, N.J., 99 Cornwall Rd. Zip: 07452. Tel: (201) 445-7090. Sales Rep.: Mike Siegel. Labels: Fortune, Hi-Q, Strate-8. Int'l rep.: Sweden (Zoom).
- Forward Recs. Corp. (sub. of Transcontinental Investing Corp.), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-5387. Labels: (owned) Forward; (distributed) Aquaries, Together.
- Four Corners of the World (see Käpp).
- Four Points (see Spanish World).
- Fourth Cliff Int'l Ltd., 204 Grove St., Norwell, Mass. 02061. Tel: (617) 659-7272. Pres. & Adv.: John E. McDonald; Exec. VPs: Richard J. Weisberg, Joseph J. Casey; A&R: Richard J. Weisberg; Sales & Mktg.: Joseph J. Casey. Labels: Bullet, Joshua James, Stereo 45, Valley Swamp.
- 49th State Hawaii Rec. Co., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: George K. Ching. Branch: Honolulu, Hawaii, 1218 Kaumali St. Zip: 96817. Tel: (808) 814-847. Labels: 49th State Hawaii, All Nations, Keane, Steno-Disc. Cartridge 4-tr. & 8-tr.: 49th State Hawaii—self-mfd. Open reel: Steno-Disc—self-mfd.
- Fox (see Kent-Modern).
- Frame (see Music Inds.).
- Fran Recs., 808 Beverly Rd., Brooklyn, N.Y. 11218. Tel: (212) 438-2002. Pres.: Isaac Hager. Labels: (owned) Fran; (distributed) Neginah, Rone.
- Frankie Rec. Co., Luray, Va. 22835. Tel: (703) 743-6715. Pres.: Owen F. Silvius; VP: Earl Rothgeb; Adv. Dir.: Peter Bochan. Branch: Springfield, Va., PO Box 1. Zip: 22151. Franee (see Hi Ho).
- The Francon Corp., 100 Ave. of the Americas, New York, N.Y. 10013. Tel: (212) WA 5-1200. Pres.: Herman R. Singerman. Labels: Children's Rec. Guild, Living Language Courses, Young People's Recs.
- Franz Schubert Music, 425 W. Broadway, Fort Worth, Tex. 76104. Tel: (817) ED 2-5995. Owner & A&R: Franz Schubert. Labels: Franz Schubert, Unidap.
- Fred Miles Presents, 4024 W. Cambridge St., Philadelphia, Pa. 19104. Tel: (215) EV 2-4444. Owner: Fred Miles. Labels: Abundant Sounds, Fred Miles Presents. Fredlo, 2224 E. 12 St., Davenport, Iowa 52803. Tel: (319) 326-2841. Pres.: Fred R. Mauck. Freeway, Calif. (see Gateway, Calif.). Freeway Recs., 130 S. Fourth St., Las Vegas, Nev. 89101. Owner: Tom Willett. Fuentes (see Miami). Fuljac (see Sundi). Fun (see Music Inds.). Fun-E (see Bellaire).
- Funky Recs., 17 Robin St., Rochester, N.Y. 14613. Tel: (716) 266-6289. Pres.: Boyd McCoy Jr.; Musical Dir.: James A. Williams.
- Funtown Prod'n's, 1650 Broadway, No. 701, New York, N.Y. 10019. Tel: (212) 586-9875. Pres.: Jesse Principato; VP: Jim Peterson; Admin'r: Patrick Adams. Label: Funtown.
- Fuzzwart, 675 Navahoe Ave., Detroit, Mich. 48215. Tel: (313) VA 1-5793. Pres.: Franz Booth.

G

- G H B (see Jazzology).
- G I A Recs. (Gregorian Institute of America), 2115 W. 63 St., Chicago, Ill. 60636. Tel: (312) 436-6700. Pres.: Edward J. Harris.
- G M C (see Audio Fidelity & Go Go).
- G M S-Disc (see Playette).
- G N P Crescendo Recs., 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-1108. Cable: CRESREC. Pres. & Int'l: Gene Norman; A&R: Billy Strange; Sales: Robin Combs; Promo. Dir.: Jan Basham. Labels: (owned) Crescendo, Dixieland Jubilee, GNP Crescendo; (distributed) Accent; Carole. Cartridge 8-tr.: GNP Crescendo, Accent licensed to GRT, ITCC, NAL & RCA. Cartridge 4-tr.: GNP Crescendo licensed to GRT, ITCC & Muntz; Accent licensed to ITCC & Muntz. Cassette: GNP Crescendo, Accent licensed to GRT. Open reel: GNP Crescendo licensed to GRT. Int'l reps.: Argentina (Fermata), Australia (Festival), Benelux (Vogue), Brazil (Fermata), Canada (Compo), France (Vogue), Germany (Vogue), Italy (Vogue), Japan (King), Mexico (Tizoc), Peru (Distribuidora Peruana), Philippines (Mareco), Portugal (Tecla), Scandinavia (Sonet), South Africa (Teal), Spain (Pa-Lo-Bal), Switzerland (Vogue), UK (London), Venezuela (Palacio de la Musica).



- G P C Ents. Inc., PO Box 31246, Dallas, Tex. 75231. Tel: (214) 361-7139. Owners: Bud Buschardt, Bob Cardenas; Prod'r: Jim Rowley. Label: GPC.
- G P I (see Gospel Prod'n's Inc.).
- G R C (see Greater Rec'g Co.).
- G R T Corp., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Mktg. Dir.: Chris Coburn; Mktg. Mgr.: Tom Bonetti; Sales Mgr.: Herb Hershfield. Labels: (owned) GRT, Chess, Checker, Cadet, Cadet/Concept; (distributed) Blue Thumb, RSVP. Cartridge 4-tr., 8-tr., cassette & open reel: GRT, Chess, Checker, Cadet, Cadet/Concept—self-mfd. (SEE ADVERTISEMENT)
- G S M (see Great Sound of Memphis).
- G V R (see Greater Rec'g Co.).
- G W M (see Neil).
- G W P (see Gerard W. Purcell).
- Gadget (see Bellaire).
- Gail (see Kiderian).
- Galaxy (see Fantasy/Galaxy).
- Gallery Recs., 609 Fifth Ave., New York, N.Y. 10017. Tel: (212) PL 2-4300. Pres.: Jacques R. Chabrier; A&R: John Cacavas; Promo. Mgr.: Larry Gallagher.
- Gama, 930 F St. N.W., Suite 615, Washington, D.C. 20004. Tel: (202) 347-3944. Pres. & A&R Prod'r: Lillian N. Claiborne; Sales, Mktg. & Adv.: J. Burston, H. Betha. Labels: Gama, Loop, DC.
- Gamble Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 757-2750. Pres.: Sam Goldner; Treas.: Ben Krass. Labels: Gamble, Huff Puff. Cartridge 8-tr.: Gamble licensed to GRT, ITCC, Livingston Audio Prods., NAL & RCA. Cartridge 4-tr.: Gamble licensed to GRT, ITCC & Livingston Audio Prods. Cassette: Gamble licensed to GRT, Livingston Audio Prods. & NAL.
- Open reel: Gamble licensed to GRT, ITCC, Livingston Audio Prods. & NAL. (SEE ADVERTISEMENT)
- Ganim Recs., 6362 Hollywood Blvd., Suite 302, Hollywood, Calif. 90028. Tel: (213) 469-8149. Pres.: Dennis Ganim; Gen. Mgr.: J. C. Phillips.
- Garden, 116 Princeton Rd., Linden, N.J. 07036. Tel: (201) 486-6496. Pres.: Smokey Warren.
- Garland Recs., 565 Rose St., Salem, Ore. 97301. Tel: (503) 326-2841. Pres.: Gary Nieland.
- Garrawak Music—Cash Prod'n's, 1674 Broadway, New York, N.Y. 10019. Tel: (212) 265-9692. Pres.: Garfield Ricketts; Pop A&R Dir.: Ray Jones; Sales Mgr.: William Parker. Labels: Arrawak, Cafe, Faith. Int'l reps.: France (Disques Young), Germany (Hans Wewerka), Philippines (Playtext), Spain (Discos Sesion), Sweden (Cupol). Garric (see Varmint).
- Martin Gary Prod'n's, 3901 Tunlaw Rd. N.W., Suite 702, Washington, D.C. 20007. Tel: (202) 338-7854. Pres. & A&R: Martin Gary; Sales & Mktg.: Robert Gary. Branch: Richmond, Va., Groove Recs., 807 Westham Pkwy. Zip: 23229. Tel: (703) 282-1629. Labels: Beech, Cuda, Groove, Satori.
- Gates (see Apco, Neb.).
- Gateway PO Box 192, Grass Valley, Calif. 95945. Pres.: E. E. Carlton; Sales & Mktg. Mgr.: T. Burl Carlton. Labels: Gateway, Freeway.
- Gateway, Ohio (see Associated Inds.).
- Gayten Recs. Inc., 6725 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-8147. Pres.: Paul L. Gayten; A&R Dir.: Jack Scott; Pub., Adv. & Promo. Dir.: Jeanie Blevins. Label: Pzazz. Cartridge 8-tr. licensed to GRT.
- Gem (see Marvel).
- General (see Paramount).
- General American Recs., 7203 Marshall Rd., Uper Darby, Pa. 19082. Tel: (215) FL 2-2793. Contact: Al Kelly; Pop A&R: Harry Finfer. Labels: General American, Jor Dan, Kabe, Lantam.
- General Guard (see Kayden).
- General Lee's Confederate Recs. (see Three Star).
- Genie (see Trend Rec'g & Dist'g).
- Genuine, 1697 Broadway, Suite 203, New York, N.Y. 10019. Tel: (212) 245-3580. Pres.: Lula Avery. Labels: Genuine, Bru-Clia, Charles, Unity.
- Georden Rec. Prod'n's, 1201 Arkansas Ave., Apt. 3, Pittsburgh, Pa. 15216. Tel: (412) 563-1109. Pres.: George W. Annesley; VP: Dennis A. Sites; Talent Co-ord.: Anthony A. Candore. Branch: Frank, Pa. Zip: 15134. Tel: (412) 751-8921. Labels: (owned) Casark, Kitten, Point, Recap, South Shore; (distributed) Fascination, Green Dolphin, Jere, Whitemount.
- Getit (see Zerott).
- Ghost, 1905 Pesos Pl., Kalamazoo, Mich. 49001. Tel: (616) 382-2178. Pres.: Ron Jobe. Branch: Coloma, Mich., RR 1, Box 182. Zip: 49038.
- Giant, c/o Summit Dists. Inc., 7447 N. Linder Ave., Skokie, Ill. 60076. Tel: (312) 677-1624. Contact: Jack White.
- Giantstar (see Jemel).
- Gigantic Recs. Inc., 113 Garfield Ave., Evansville, Ind. 47710. Tel: (812) 425-8195. Owner: H. G. Hatt.
- Gigi (see St. Clair).
- Gilbert (see Southern City).
- Gina (see Paramount).
- Ginger (see Kiderian).
- Giriv (see Motivestor).
- Glad-Hamp Recs. Inc., 165 W. 46 St., New York, N.Y. 10036. Tel: (212) PL 7-8486. Gen. Mgr.: Bill Titone; Promo. Dir.: Leo Moore; PR: Harold Rand & Co. Cartridge 4-tr. & 8-tr. licensed to ITCC.
- Glenn, 1659 Sweetbrier St., Palmdale, Calif. 93550. Tel: (805) 947-4563. Pres. & Gen. Mgr.: Glen MacArthur. Labels: Glenn, Box, UPI. Int'l reps.: Austria, Benelux, France, Scandinavia, UK (Karl I. Schneider in Germany).
- Global Recs., PO Box 207, Manistique, Mich. 49854. Tel: (906) 341-2654. Pres.: R. B. Christensen. Glory (see Asteroid).
- Gloriland (see Connoisseur).
- G'net (see Ron Wilson).
- Go Go Music Corp., 19 Southland Dr., Glen Cove, L.I., N.Y. 11542. Tel: (516) OR 6-8150. Pres.: Gene L. Moretti. Label: GMC (distributed by Audio Fidelity).
- Go-T (see Super Cities).
- Goal (see Laurie).
- Gold Bee (see Antigua).
- Gold-Key (see Silver Falcon).
- Gold Standard (see Clements Ents.).
- Gold Star (see Columbus).
- Goldband Rec. Co., PO Box 1485, 313 Church St., Lake Charles, La. 70601. Tel: (318) 439-8839. Pres.: Eddie Shuler. Labels: Goldband, Folkstar, Luffcin, TEK, Tic Toc. Cartridge: 4-tr. & 8-tr. self-mfd. (SEE ADVERTISEMENT)
- Golden Crest Recs. Inc., 220 Broadway, Huntington Sta., L.I., N.Y. 11746. Pres.: Clark F. Galehouse; VP: Mack Wolfson.

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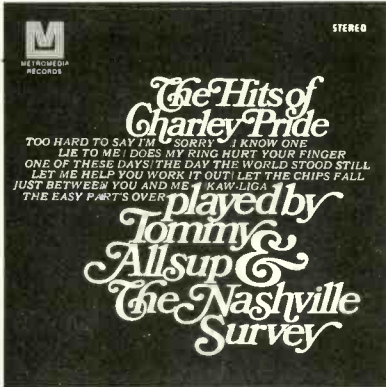
Album: MD 1001; 8-Track Tape: 890-1001



Album: MD 1002; 8-Track Tape: 890-1002



Album: MD 1003; 8-Track Tape: 890-1003



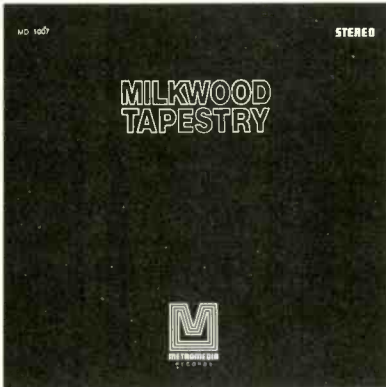
Album: MD 1004; 8-Track Tape: 890-1004



Album: MD 1005; 8-Track Tape: 890-1005



Album: MD 1006; 8-Track Tape: 890-1006



Album: MD 1007; 8-Track Tape: 890-1007




Album: MD 1009; 8-Track Tape: 890-1009



Album: MD 1008; 8-Track Tape: 890-1008



Album: MD 1010; 8-Track Tape: 890-1010
Cassette: 590-1010


**METROMEDIA
 RECORDS'
 TOP
 TEN**


METROMEDIA RECORDS, 1700 BROADWAY, NEW YORK, N.Y. 10019

continued

Golden Cross (see Gusman).
 Golden/Ebb-Tide 11 Rec. Cos., PO Box 2544, Baton Rouge, La. 70821. Tel: (504) 664-3739. Pres., Adv. & Tape: Ebb K. Harrison Sr.; Music Dir.: Gerry Barry; A&R, Sales & Mktg.: Jimmy Angel; Pub.: Jack Griswold.
Branches: Bronx, N.Y., 2790 Randall Ave. Zip: 10465. Mgr.: Lerry Lama-Hickory, N.C., 121 Fourth St. Zip: 28601. Prod'r & Mgr.: Gene Crowley-Dallas, Tex., 124 N. Peak St. Zip: 75226. VP, Prod'r & Mgr.: Charles Wright.
Labels: Golden Recs. of La., Ebb-Tide 11, Ann, Danrite, Debut, Eady, Ebenezer's Gospel, Soul-Rock, Tamas, V-Tone.
 Golden Recs. of La. (see Golden/Ebb-Tide 11).
 Golden Shield (see Rite).
 Golden State Rec's Inc., 665 Harrison St., San Francisco, Calif. 94170. Tel: (415) 781-6306. Pres. & A&R: Leo de Gar Kulka; Exec. VP, Sales & Mktg.: Herbert P. Haas.
Int'l branch: Germany.
Labels: Golden State, Captain.
 Golden Triangle Music, PO Box 1506, Orange, Tex. 77630. Tel: (713) RE 5-2172. Pres.: W. L. Thompson; VP: Jay R. Tomlin.
Branch: Scottsdale, Ariz., 343 E. Fillmore St. Zip: 85257.
Labels: Kay Bar Dane, Jay-Jean, Star-Way.
 Golden Voice, 700 W. Main St., South Pekin, Ill. 61564. Tel: (309) 348-3112. Pres.: Jerry Milam.
 Golden Wonderland (see AA).
 Goldmont, 726 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-3725. Pres.: J. William McInturff; Mgr.: Betty McInturff; Sec'y-Treas.: Frank X. Finke.
Labels: Goldmont, Combo, Comet, Hayloft.
 Goldust Recs. Co., Box 998, Mesilla Park, N.M. 88047. Tel: (505) 524-1889. Gen. Mgr.: Emmitt H. Brooks; Sales Mgr.: Nolan L. Chandler; Pub. & Promo. Dir.: Betty Fisers.
 Goldwax (see Bell).
 Golgotha (see Andrew Jackson listed under "J").
 Good n' Country (see Spindletop).
 Good News Rec. Prod'ns, PO Box 11286, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & A&R: Style Wooten; Gospel A&R: Rev. R. L. LaVeaux.
Labels: Good News, Majesty.
 Good Time Jazz (see Contemporary Recs. Inc.).
 Gordo (see Faro).
 Gordon Street (see McKinnon).
 Gordy (see Motown).
 Gospel, Fla. (see Sundi).
 Gospel, N.J. (see Savoy).
 Gospel Corner (see Proverb/Gospel Corner).
 Gospel Empire (see Courier-Empire).
 Gospel Gems, Ga. (see Ralph's Radio).
 Gospel Gems, N.C. (see Taylor Made Sound).
 Gospel Jubilee (see Ralph's Radio).
 Gospel Key (see Bakersfield).
 Gospel Prod'ns Inc., PO Box 11181, Charlotte, N.C. 28209. Tel: (704) 525-2385. Gen. Mgr.: Ben McCoy.
Labels: GPI, Gospel Prod'ns, The Chariots.
 Gospel Time, Ga. (see Ralph's Radio).
 Gospel Time, Tenn. (see Spar).
 Grand Award (see Command & ABC).
 Grand Prix (see Pickwick Int'l).
 Grand Staff Recs., PO Box 343, Pacoima, Calif. 91331. Tel: (213) 896-4411. Owner & Mgr.: Harry J. Jenkins.
Branch: Brockton, Mass., 462 Summer St. Zip: 02402. Tel: (617) 587-7531. Contact: Roger F. Jenkins.
Cartridge 4-tr. & open reel self-mfd.
Int'l rep.: UK (Global Recs.).
 Granite (see Surf).
 Gray-Ant (see The Record Factory).
 Great Sound of Memphis Prod'ns, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Mgr. & Country A&R: Style Wooten; R&B A&R: Jackie Muth; R&R A&R: Charles Bowen; Gospel A&R: Buddy Childers.
Labels: Great Sounds of Memphis, GSM.
 Greater Rec'g Co. Inc., 164 Manhattan Ave., Brooklyn, N.Y. 11206 Tel: (212) EV 7-0880. Pres.: Sam Yackow; VP: Marion Yackow; Sec'y-Treas.: Alan Yackow.
Labels: GRC, GVR.
 Grecophon (see Fiesta).
 Green (see Jim Hall).
 Green Dolphin (see Georden).
 Gregar (see Mercury).
 Gregorian Institute of America (see GIA).
 Gregory (see Airtown).
 Gremlin (see Sock It, N.Y.).
 Greta (see Midnight Sound).
 Greyko Rec'g Co., 4300 Butler St., Pittsburgh, Pa. 15201. Tel: (412) 683-4342. Owner & Mgr.: John I. Gregurich; Int'l A&R: Violet J. Rupparch. (Distributed by Balkan Music).
Int'l rep.: Yugoslavia (Slovenska Izseljenska Matica).
 Groove (see Martin Gary).
 Groovey Grooves (see Hamilton).
 Gross (see Jay-Gee).
 Gryphon (see Collectors Guild).
 Guild Publ'ns of Calif. Inc., 3929 Fredonia Dr., Hollywood, Calif. 90028. Tel: (213) 469-3358. Pres. & Treas.: Alexander Laszlo; VP: Dr. Emmy Schiller; Gen. Mgr.: Sandor Totis; A&R: George Trummer.
Label: Guild.
 Guilford (see National, Tenn.).

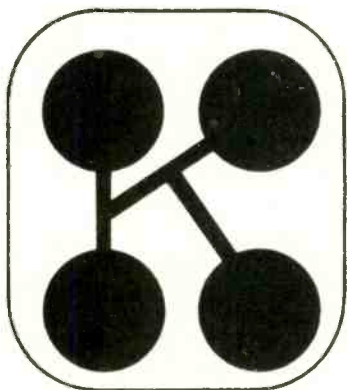
Guitar World (see Music Minus One).
 Gulfstream Recs., 5614 Taylor St., Hollywood, Fla. 33021. Tel: (305) YU 3-6082. Pres.: Vincent Fiorino.
 Gun Recs. Inc., 1 Smith Ln., Shrewsbury, Mass. 01545. Tel: (617) 757-7194. Pres.: Kenneth W. Carlson.
Labels: Gun, CAVU (Ceiling & Visibility Unlimited), Satyagraha.
 Gunnar Johansen (see Artist Direct).
 Gusman Recs., PO Box 9202, Savannah, Ga. 31402. Tel: (912) 236-7438. Mgr.: W. A. Jones.
Labels: Gusman, Golden Cross, Pitch.
 Guyden (see Jamie/Guyden).
 Gypsy, 2218 Algonquin, Detroit, Mich. 48215. Tel: (313) 822-5960. Pres.: T. Hogan, R. Carr.
Labels: Gypsy, Hide-Out.

H

H F A Int'l (see Allen).
 H R S Soul Rec. Co. (div. of Herbert R. Spigner Ents.), 3363 Wilson Ave., Bronx, N.Y. 10469. Tel: (212) KI 7-0349, 654-4308.
Labels: HRS Soul, Hobo, Soul Inspiration, Spigner, TCB.
 H U M C O (see Horrtor Universal Music Co.).
 Ha-Ha (see Worthy).
 Hal n' Jean (see Southern City).
 Halifax, 4135 W. Armitage, Chicago, Ill. 60639. Tel: (312) CA 7-3722. Owner: Hal Faktor.
 Jim Hall Prod'ns, 706 S. First St., Norfolk, Neb. 68701. Tel: (402) 371-1064. Pres.: Jim Hall.
Labels: Bluebonnet, Boney, Bonnie, Cactus, Dynamite, Green, Texas.
 Halo (see Halo/Klub).
 Halo/Klub, 10 Michael Dr., Greenville, S.C. 29610. Tel: (803) 269-3961. Pres.: Bob Edwards.
Labels: Halo, Klub.
 Hamilton Prod'ns, 2200 Benjamin Franklin Pkwy., Philadelphia, Pa. 19130. Tel: (215) LO 3-4679. Owner: William J. Hamilton; Promo.: Desiree Ramsey.
Label: Groovey Grooves.
 Hand (see Tower).
 Hanf Dance, 1825 Sylvania Ave., Toledo, Ohio 43613. Tel: (419) 475-1616. Mgr.: Jim Thomson.
 Hanna-Barbera Prod'ns, 3400 Cahuenga Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1371. Contact: Paul De Korfe.
Label: Hanna-Barbera.
 Happy Jazz Recs., PO Box 66, Zip: 78206; Broadway & Third St., San Antonio, Tex. 78205. Tel: (512) CA 5-5001. Pres. A&R, Adv. & Promo.: Jim Cullum Jr.; VP Sales, Mktg. & Int'l: Jim Cullum Sr.; Pub.: Clifton McNeel.
Labels: Audiophile, Happy Jazz.
Int'l rep.: Canada (Morris).
 Happy Tiger Recs., 1801 Ave. of the Stars, Suite 801, Los Angeles, Calif. 90067. Tel: (213) 553-2744. Pres.: Robert S. Reiter; VP: Don Peake; PR: Fred Stuart Assocs.
 Happy Time (see Pickwick Int'l).
 Haral, S.E. Corner 30 & Thompson Sts., Philadelphia, Pa. 19121. Tel: (215) PO 5-4300. Pres.: Albert Melnick; Sales Mgr.: Si Paul; Promo. Dir.: Carl Helm.
 Harbour (see Earth & Buddah/Kama Sutra).
 Harlequin Recs., PO Box 20201, San Diego, Calif. 92120. Tel: (714) HO 9-6352. Pres.: Richard William.
 Harmonia Mundi (see Apon).
 Harmony (see CBS, Columbia Div.).
 Harmony Music (see Scandinavian Music).
 Harthorn Prod'ns, 5408 Gainer Rd., Philadelphia, Pa. 19131. Tel: (215) GR 3-6482. Partners: John Stiles, Luther Randolph, Weldon MacDougal.
Label: Harthorn.
 Harvest (see Capitol).
 Harvest Time (see ALA).
 Harvester Recs., 116 31 Ave. N., Nashville, Tenn. 37203. Tel: (615) 297-6776. Pres.: G. Sullivan.
Labels: Harvester, NMC.
 Hat (see Spirit).
 Hawaiian-American Recs., 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143.
Labels: Hawaiian-American, American-Hawaiian, Kailua, Oahu, Okolehao, Pacific-American.
 Hawk, PO Box 133, 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 331-7700. Pres. & A&R: Robert Lee.
Labels: Big Three, Hawk, Jerhart, Vick.
 Haydn Society, PO Box 321, East Hartford, Conn. 06108. Gen. Mgr.: Billy Gilbert.
 Hayloft (see Goldmont).
 Head Start (see Fairyland).
 Headliner Stars (see Robbins).
 Heads Up Prod'ns, 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin; A&R: Jimmy Johnson; Promo.: Dee Marais.
Labels: Delco, Murco, Peermont.
 Heart Warming Recs., 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; VPs: Bob Benson, John T. Benson III; A&R: Bob MacKenzie; Nat'l Sales Dir.: Joe Light.
Labels: Heart Warming, Concept, HymnTime, Impact. (SEE ADVERTISEMENT)
Cartridge 8-tr.: Heart Warming, Impact, Reverence (tape only)—self-mfd.
 Heart&Soul (see Endeavor).
 Heavy (see Bismark).
 Heidi (see Bellaire).

Heigh-Ho, 340 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-5387/5944. Owners: Hy & Mary Lou Fenster.
 Heliodor (see Polydor).
 Heller (see Touche Publ'g).
 Hello-World (see Magic City).
 Henry (see Touche Publ'g).
 Herbst (see Best-Way).
 Heritage, Ill. (see Balkan).
 Heritage, N.Y. (see MGM).
 Hi (see London).
 Hi Ho Prod'ns, PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2979. Cable: ROCNONHI. Pres.: Frank Howard Jr.; Exec. VP, A&R, Mktg & Int'l: R. C. Hillsman.
Branch: Atlanta, Ga., 410 Glen Iris Dr. N.E. Zip: 30308. Tel: (404) JA 3-3515. VP & A&R Dir.: N. J. Hillsman; VP & Exec. Dir.: Milt Howard.
Labels: Hi Ho, Franne, Ronchi, Superbe.
 Hi-Oldies (see Mallynn).
 Hi-Q (see Fortune).
 Hiback Recs., 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) 464-5725. Pres.: Gerry Hibbs; Exec. VP: Mike Hogan.
 Hickory Recs. Inc., 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8558. Cable: ACUFF-ROSE. Pres.: Wesley H. Rose; Gen. Mgr.: Robert A. McCluskey; A&R: Wesley Rose, Don Gant, John Erdelyan; Tape Sales Mgr.: Lester F. Rose; Nat'l Promo. Mgr.: Gene Kennedy.
Labels: Hickory, TRX.
Cartridge 4-tr. & 8-tr.: Hickory, TRX licensed to GRT, ITCC & Muntz.
Cassette: Hickory, TRX licensed to Mercury, GRT & ITCC.
Open reel: Hickory, TRX licensed to ITCC, GRT & Muntz.
Int'l reps.: Australia (Australian Rec.), Canada (Quality), Denmark (Moerks), Italy (CGD), Netherlands (Artone), New Zealand (Australian Rec. in Australia), Philippines (Mareco), Scandinavia (Triola), South Africa (Teal), Austria, Germany, Switzerland, UK (London in US).
 Hide-Out (see Gypsy).
 Hideaway (see Taylor Made Sound).
 HiFi (see Everest).
 HiFi/Life (see Everest).
 High Fidelity Rec'g Inc., 1059 Porter, Wichita, Kan. 67208. Tel: (316) 262-6456. Pres.: Raymond O. Creely; A&R, Adv., Promo. & Int'l Mgr.: Don Clyne; Sales & Mktg. Mgr.: Arnold Thiebaud; Pub. Mgr.: Chuck Pyle; Tape Div. Mgr.: Jim Stratton.
Labels: Beat, Coach, Kanwic.
Cartridge 4-tr., cassette & open reel: Kanwic—self-mfd.
PlayTape: Kanwic.
Int'l rep.: Canada (Quality).
 High-Up (see Jake's Music Shop).
 Highland (see Mallynn).
 Hilco Music Ents., 8307 Bronwood Rd., Richmond, Va. 23229. Tel: (703) 270-3810. Partners: Nick Collieran, Tom Hill.
Label: Soulo.
 Hillside (see JCD).
 Hilltop, N.Y. (see Pickwick Int'l).
 Hilltop, Ohio (see Roosevelt Lee listed under "R").
 Hines (see Lynn's).
 Hip (see Stax).
 Hip-Pocket (see Philco-Ford Hip-Pocket).
 Historical, PO Box 4204, Bergen Sta., Jersey City, N.J. 07304. NYC Tel: (212) 252-0252. Pres.: Arnold S. Caplin.
 Hit Recs. Inc., 1743 Portsmouth Rd., Clearwater, Fla. 33516. Tel: (813) 531-6960.
 Hit Kingdom (see McKinnon).
 Hitbound Recs., 225 Merrymount Dr., Warwick, R.I. 02888. Tel: (401) 463-8472. Pres.: Paul Moverman; Exec. VP: Gary Gardner; A&R Mgr.: Kurt Gardner; VP Sales: Lee Schwartz; PR Dir.: Stu Blazer; Tape Div. Mgr.: Charles Silverman.
Branch: Cincinnati, Ohio, 3501 Section Rd. Zip: 45237. Tel: (513) 351-4442. Sales Dir. & Regional Mgr.: Lee Schwartz.
Labels: Hitbound, Planet.
 Hitmaker Rec'g, 100 N. Fourth St., Easton, Pa. 18042. Pres. & Chief Eng.: Steve Steins.
 Hitsburgh (see Southern City).
 Hitsville (see Di Bella).
 Ho-Ty (see Tyner).
 Hob (see Scepter).
 Hobo (see HRS Soul).
 Hodge (see Paramount).
 Hogfat Recs., 7785 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 874-1534. Pres.: Michael Deasy; VPs: Larry Knechtel, Dean O. Torrence.
Branch: Reno, Nev., Hogfat of Nev., 347 Roberts St. Zip: 89502. Tel: (702) 786-1994. VP: Layton B. Huber.
 Holiday, 1233 N. Sweetzer Ave., Los Angeles, Calif. 90069. Tel: (213) 657-7131. Pres.: Dennis J. Torchia; VP: C. A. Van Zile; A&R & Promo.: Denny Diante; Sales, Mktg. & Promo.: Ron Rose; Pub.: Mrs. Halina Torchia; Adv.: Eva Terney.
 Holiday Inn, 3796 Lamar, Memphis, Tenn. 38118. Tel: (901) 363-5606, 527-2614. Pres.: Sam C. Phillips; Gen. Mgr.: B. B. Cunningham Sr.; Regional Sales & Promo. Dir.: Oris Mays.
 Holt, Rinehart & Winston Inc., 383 Madison Ave., New York, N.Y. 10017. Tel: (212) MU 8-9100.
 Holy Cross (see McKinnon).
 Homespun (see Page).

continued on page 36



KIRSHNER ENTERTAINMENT CORPORATION
655 MADISON AVENUE / NEW YORK, N. Y. 10021 / Tel: (212) 832-8200

continued

Honey, 502 W. Roosevelt, Phoenix, Ariz. 85003. Tel: (602) 252-2496. Pres.: Honey Hillman; A&R: Jack Miller.

Honey-B, 77 Lafayette Ave., Brooklyn, N.Y. 11217. Tel: (212) 522-6522. Pres.: I. W. DeLemus; VP: Willie Barnes; Business Mgr.: Robert Eveys; Music Dir.: Joe Williams.

Honor Brigade (see Pro Sound & Shelby Singleton).

Horizon (see Davon).

Horn of Plenty (see Texas Sound).

Horror Universal Music Co., 313 El Tejon Ave., Oildale, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horrort.

Label: HUMCO.

Hot Wax (see Buddha/Kama Sutra).

Hourglass Recs. (div. of ITCC), 1700 Broadway, New York, N.Y. 10019. Tel: (212) 757-3800. Gen. Mgr.: Dick Corby; Nat'l Promo.: John Bennings.

House of Menorah Inc., 52 E. Broadway, New York, N.Y. 10022. Tel: (212) WA 5-7573. Gen. Mgr.: Sol Tischler; Sales Rep.: Sol Rosenberg.

Label: Menorah.

How Big (see Shiptown).

Huff Puff (see Gamble).

Hula Recs. Inc., PO Box 2135, Honolulu, Hawaii 96805. Tel: (808) 531-6118. Pres. & Gen. Mgr.: Don McDiarmid Jr.; VP: Peter Dillingham; Sec'y-Treas.: R. Alex Anderson.

Labels: Hula, Surfside.

Cartridge 8-tr. & open reel self-mfd.

Hunch (see Associated Inds.).

Hungaroton (see Qualiton).

Hurricane, PO Box 3547, 1927 San Mateo N.E., Albuquerque, N.M. 87110. Tel: (505) 265-4039. Pres.: Al Hurricane; VP: Tiny Morrie.

Hurricane, N.C. (see Tornado).

Hurricane, Pa. (see Thunder).

Hush Recs., 382 Clarence Ave., Sunnyvale, Calif. 94086. Tel: (408) 739-6133. Pres.: Garrie E. Thompson.

Branch: Albany, Calif., PO Box 6174. Zip: 94706.

Labels: Duane, Hush.

Int'l rep.: UK (Sparta).

Hymetime (see Heart Warming).

Hype (see Bee-Jay).

I G L (see Iowa Great Lakes).

I L S (see Cortina Institute for Language Study).

I N R I (see Lotta).

I R C (see International Rec'g Co.).

I S L, 20 E. 46 St., New York, N.Y. 10017. Tel: (212) YU 6-0820. Cable: INSERVLIM. Mgr.: Jeannette Beaudoin.

Home office: Bermuda, Bermuda Rec. Co.

I T T (see Fairlyland).

I V R (see Inter-Varsity Recs.).

Ibo Recs. Inc., 40-10 Hampton St., Elmhurst, N.Y. 11373. Tel: (212) 899-5909. Pres.: Joe Anson; Treas.: Paulette Anson.

Ideal (see Rio Grande).

Ignite Rec'g Studio Inc., 308 W. Sixth St., Austin, Tex. 78701. Tel: (512) 478-1730. Pres.: Bruce H. Hooper; VP: C. F. Rowsey.

Label: Ignite.

Illinois Prod'g Corp. (see Kiderian).

Imavox (see Rene Albee).

Immediate (see CBS, Epic Div.).

Impact (see Heart Warming).

Impacto Recs., PO Box 969, McAllen, Tex. 78501. Pres.: Carlos Guzman; Gen. Mgr.: Ed Gomez.

Imperial (see Liberty/UA).

Impex (see Tioga).

Impulse (see ABC).

In, N.H. (see Marvel).

In, N.Y. (see Fine).

Indian Head (see Super Cities).

Indian House, PO Box 472, Taos, N.M. 87571. Tel: (505) 758-4446. Mgr.: Tony Isaacs.

Industry Recs., 8310 Grandview Dr., Hollywood, Calif. 90046. Owner: Ray Sanders.

Infal Recs. Inc., 2144 Champa St., Denver, Colo. 80202. Tel: (303) 892-7141. Pres.: Victor M. Hernandez; VP: Joyce Hernandez.

Labels: Infal, CCC.

Inferno, La. (see Jim Joy).

Inferno, Mich. (see Motown).

Infinite (see Pantomime).

Inland (see Ames).

Inside Recs. Inc., 7703 Rugby St., Philadelphia, Pa. 19150. Tel: (215) HA 4-0424. Pres.: Martin Dipolito; VP & Nat'l Promo. Dir.: Richard De Marco.

Instant (see Seven B).

Instant Learning Series (see Pickwick Int'l).

Institute for Language Study (see Cortina).

Inter-Varsity Recs., 130 N. Wells, Chicago, Ill. 60606. Tel: (312) 971-2223. Dir.: James F. Nyquist; Promo. Dir.: Herbert Criley.

Label: IVR.

International Artists Prod'g Corp., PO Box 14130, 5628 Brock, Houston, Tex. 77021. Tel: (713) 926-1795. Pres.: B. J. Dillard.

Label: International Artists.

Cartridge 8-tr. self-mfd.

International Music Consultants (liaison office for Deutsche Grammophon GmbH, DGG & Philips Phonographic Inds., PPI), 125 Park Ave., New York, N.Y. 10017. Tel: (212) 682-2740. Mgr.: Claus R. Petermann, Pub.: Jules I. Kurz.

Labels: Archive, Deutsche Grammophon, Fon-tana, Philips, Polydor. (See Polydor & Mercury.)

International Rec. Inds., 135 W. 41 St., New York, N.Y. 10036. Tel: (212) LW 4-9671. Pres.: Eugenio Ricciardelli; VP Repertoire: George Cur-fiss; VP Sales: Nicholas Sentas.

Branch: Lynn, Mass., 32 Oxford St. Zip: 01901. Tel: (617) 593-3920.

Label: Barenreiter UNESCO Collection.

International Rec'g Co. (IRC), 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Vern Ruvalds; A&R Dir.: Don Carone; Sales, Mktg. & Int'l: Len March; Chm., Pub., Adv. & Promo.: Jerome Man.

Labels: IRC, International, Royal Blue.

Cassette & open reel: IRC—self-mfd.

International Themes & Teleplays (see Fairlyland).

Interstate (see Ames).

Invictus, Calif. (see Capitol).

Invictus Recs. Inc., 1228 Main St., Branford, Conn. 06405. Tel: (203) 488-2221. Partners: Ralph DeLucia, Carl DeRosa.

Iowa Great Lakes Rec'g Co. Inc., 906 Ninth St., Milford, Iowa 51351. Tel: (712) 338-4482. Pres.: Cliff Plagman; VP: Roger Blunt.

Labels: IGL, Sonic.

Island (see Aris).

Island Artists (see Island Music).

Island Music Dist. Ltd., PO Box 748, Miami Springs, Fla. 33166. Tel: (305) 666-3874. Sales Mgr.: Ron Christopher.

Home office: Bahamas.

Labels: (owned) Carib, Island Artists; (distrib-uted) Famo, Tropical, Westindy.

Cartridge 8-tr.: Carib, Island Artists—self-mfd.

Ivory's, 4415 Dunn St., Houston, Tex. 77020. Mgr.: Ivory Lee Semiens.

J

J B Recs., PO Box 7221, Mobile, Ala. 36607. Tel: (205) 342-1177. Pres.: John N. Blackburn; VP: Mrs. Sara Ann Smith.

J B P (see Chanson).

J C D Recs., 2520 Jonesboro Rd., Atlanta, Ga. 30315. Tel: (404) 622-8445. Pres.: Little Jimmy Demp-sey.

Branch: Atlanta, Ga., 1314 Ellsworth Industrial Dr., N.W. Zip: 30318. Tel: (404) 351-5425. VP: Tena Dempsey.

Labels: JCD, Artist, Hillside.

J & G (see Puchito).

J & S (see Del Bruce).

J V Recs., PO Box 128, Worcester, Pa. 19490. Tel: (215) 272-1703. Pres.: Jesse James; VP: Vin-cent Piazza.

J W J Ents., 217 Lincoln St., Allegan, Mich. 49010. Tel: (616) 673-4675. Pres.: Richard B. Johnson; VP: Douglas Wright; VP A&R: Jerry Johnson; Sales Mgr.: Tom English; PR Mgr.: Jon Ed-wards.

Label: J W J.

Ja-Wes (see Daran).

Jacklyn Recs., 6831 S. Paxton, Chicago, Ill. 60649. Tel: (312) 324-5594. Contact: J. Haygood.

Andrew Jackson Rec. Shops Inc., Box 3912, Dallas, Tex. 75208. Tel: (214) 339-2520. Bd. Chm.: Homer E. Crabbe; Pres.: Andrew Jackson; VP A&R: Bob Scott; VP Sales & Mktg.: Harry Blanton; Pub.: Clint James; Adv.: Ted Downing; Promo.: Ray Goff.

Labels: Andrew Jackson, Andy Jackson, Gol-gotha.

Jad Rec. Co. Inc., 225 W. 57 St., New York, N.Y. 10019. Tel: (212) 586-0111. Pres.: Danny D. Sims Jr.; Gen. Mgr.: Gerry Cousins; Nat'l Sales Rep.: Phil Willen; Exec. Counsel: Truman K. Gibson.

Associated labels: Banyan Tree, Pres.: Mickey Stevenson—Turntable, Pres.: Lloyd Price.

Cartridge 8-tr. & open reel licensed to Ampex & ITCC.

Int'l reps.: Australia (Festival), Canada (RCA), France (Maxi), Italy (Ricordi), Mexico (Tizoc), South Africa (Gallo), Sweden (Polar), UK (Ma-jor Minor, Saga).

Jag (see Jake's Music Shop).

Jairo Recs., PO Box 3932, Glendale, Calif. 91201. Tel: (213) 246-9445. Pres. & Gen. Mgr.: Jairo Velasquez.

Jake's Recs., PO Box 428, Lynwood, Calif. 90262; 10003 San Juan Ave., South Gate, Calif. 90280. Tel: (213) 567-0891. Pres.: Jacob Dorn.

Jake's Music Shop, 744 N. Main St., Opelousas, La. 70570. Tel: (318) 942-7092. Owner: Jake Graf-fagnino.

Labels: Carl, High-Up, Jag.

Jalap Recs., PO Box 1911, Columbus, Ga. 31902. Tel: (404) 689-1760. Owner & Mgr.: James L. Phillips.

Jamaka, 3621 Heath Ln., Mesquite, Tex. 75149. Tel: (214) BR 9-5858. Owners: Jimmy Fields, George McCoy.

Labels: Jamaka, Felco, Kick.

Jamboree (see Artists Life & Balkan).

Phoebé James Creative Rhythm, PO Box 286, Ver-dugo City, Calif. 91046. Tel: (213) 248-5472. Owner: Phoebé James.

Jamie (see Jamie/Guyden).

Jamie/Guyden Dist'g Corp., 919 N. Broad St., Phila-delphia, Pa. 19123. Tel: (215) CE 2-8383. Pres.: Harold Lipsius; Sales & Admin.: Paul Fien; Promo. Mgr.: Larry Cohen.

Labels: Arctic, Caldwell, Dionn, Guyden, Jamie, Landa, MSL, Phil-L.A. of Soul, Sundi, Tear Drop.

Cartridge 4-tr. & 8-tr.: Jamie, Phil-L.A. of Soul

licensed to GRT & ITCC; Arctic licensed to GRT; Tear Drop licensed to ITCC.

Cassette & open reel: Jamie, Phil-L.A. of Soul licensed to GRT. (SEE ADVERTISEMENT)

Janalyn (see Musicode).

Janef (see Derby Town).

Jansco Recs. Inc., 635 E. Angeleno, Burbank, Calif. 91501. Tel: (213) 842-0800. Pres., Sales & Mktg.: Jan Scobey; VP Pub., Adv. & Promo.: Eugene Paleno.

Branch: Chicago, Ill., 5914 N.E. Circle. Zip: 60631. Tel: (312) 763-1614. Contact: Kathleen Castile.

Janson, 559 Beach 130 St., Rockaway Park, N.Y. 11694. Tel: (212) NE 4-2577. Pres.: Jan Bart.

Janus (see Folkraft).

Jardin (see Met Richmond).

Jarpe Assoc. Inc., 812 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-3938. Pres. & Treas.: Thomas E. Arp; VP: Barbara J. Lindsay; Promo.: Chuck Chellman.

Label: Avenue South.

Jay-Cher Ents. (div. of Cherokee Album Corp.), PO Box 175, Fairmount, Ga. 30319. Tel: (404) 337-2508. Pres. & A&R: John Carter; Gen. Mgr., Sales & Mktg.: Al Hedges.

Branch: Newport, Tenn., PO Box 27. Zip: 37821. Contacts: Danny Waltchack, Steve Philipps.

Labels: (owned) Jay-Cher, Biblesound, Bibletone, C-R-Co, Jayla, Payle, Regency; (distributed) CherokeeLand, Flat & Sharp.

Jay-Gee Rec. Co. Inc. (sub. of Jubilee Inds.), 1790 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-8570. Pres.: Stephen Blaine; VP, Pop A&R & Promo.: Mickey Eichner; VP, R&B A&R & Promo.: Tommy Smalls; VP, Pub.: Ben Blaine; Nat'l Promo.: Steven Wax; Tape Div. Mgr.: Irwin Lisabeth.

Branch: Hollywood, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 461-2893. A&R & Opns. Mgr.: Bobby Applegate; A&R: Fred Smith.

Labels: (owned) Josie, Jubilee, Jubilee Gospel, Port. Rainy Day, Raw; (distributed) Gross, Mo-hawk.

Cartridge 8-tr. & cassette: Gross, Jubilee, Ju-bilee Gospel—self-mfd. (SEE ADVERTISEMENT)

Jay Rec. Co., PO Box 4155, Normandy Branch, Miami Beach, Fla. 33141. Tel: (305) 865-9057. Pres.: Walter Jay.

Labels: Jay Jay, Bonfire, Drum Boy, Polka Tone.

Cartridge 8-tr. & cassette self-mfd.

Jay-Jean (see Golden Triangle).

Jaygee Rec'g Serv., Box 384, Wooster, Ohio 44691. Pres. & Owner: Judson G. Rosebush.

Label: Disca/Tech.

Jayla (see Jay-Cher).

Jaysina Ents., 143 W. 51 St., New York, N.Y. 10019. Tel: (212) 582-2630. Music Dir.: Morty Wax.

Labels: Legend, RX.

Jaystar (see Jemel).

Jazz (see Ron).

Jazzology Recs., PO Box 748, Columbia, S.C. 29202. Tel: (803) AL 2-2177. Owner: George H. Buck Jr.

Labels: Jazzology, GHB, Audio Precision, Circle, Southland.

Int'l reps.: Australia (Peter Mann), Canada (H&H Dist.), UK (John G. Featherstone).

Jeff, Ga. (see Lou-Neita).

Jeff, N.J. (see Edmar).

Jemel Music Corp., Rt. 6, Box 328, Mahopac, N.Y. 10541. Tel: (914) 628-6688. Pres.: Raymond Meltzer.

Labels: (owned) Giantstar, Take One; (distrib-uted) Jaystar, My.

Cartridge 4-tr., 8-tr., cassette & open reel: Giantstar, Take One—self-mfd.

Jerden Music Inc., PO Box 9170, 971 Thomas St., Seattle, Wash. 98109. Tel: (206) MA 2-0470. Pres. & Gen. Mgr.: Jerry Dennon.

Labels: Jerden, Burdette (distributed by Tower), Panorama, Piccadilly.

Cartridge 4-tr., 8-tr. & cassette: Jerden li-censed to GRT.

PlayTape.

Jeree (see Gordon).

Jerhart (see Hawk).

Jerma, 1410 E. 72 St., Chicago, Ill. 60619. Tel: (312) 752-2755. Pres.: U. S. Warren.

Labels: Chytowns, Jerma.

Jerry (see Casa Prod'ns).

Jessup (see Super Cities).

Jester (see Epstein).

Jer (see Bill Rucker).

Jef Set Recs., 40 E. 58 St., Suite 6E, New York, N.Y. 10022. Tel: (212) 759-2797. Pres.: Dimitri Villard; VP A&R: Christopher Cerf.

Jetstar (see Abnak).

Jewel Recs. Inc., 728 Texas St., Shreveport, La. 71101. Tel: (318) 422-0195/7182. Pres., Pub. & Adv.: Stanley J. Lewis; Exec. VP: F. R. Lewis; C&W A&R & Promo. Mgr.: Don Logan; R&B A&R & Ass't Promo. Mgr.: Gene Nixon; Gen. Mgr., Sales, Mktg. & Int'l: John Wessler.

Labels: (owned) Jewel, Paula, Ronn; (distrib-uted) Whit.

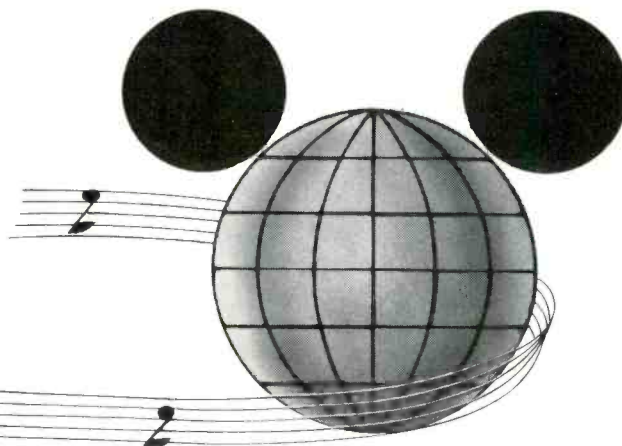
Cartridge 8-tr.: Paula, Ronn licensed to GRT.

Cartridge 4-tr., cassette & open reel: Paula li-censed to GRT.

Int'l reps.: Aden (Pye in UK), Argentina (Gra-vaecos Electricas in Brazil), Australia (Festival), Belgium (Show), Bolivia (Gravacoos Electricas in Brazil), Brazil (Gravacoos Electricas), Canada (Phenodisc), Chile (Gravacoos Electricas in Bra-zil), Colombia (Gravacoos Electricas in Brazil),

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Nippon Columbia Co. Ltd.

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continued

Cyprus (Pye in UK), Denmark (Moerks), Eire (Pye in UK), Finland (Moerks in Denmark), Japan (King), Kenya (Pye in UK), Luxembourg (Show in Belgium), Malaysia (Festival in Australia), Netherlands (Show in Belgium), New Zealand (Festival in Australia), Nigeria (Pye in UK), Norway (Moerks in Denmark), Peru (Gravacoes Eletricas in Brazil), Philippines (Festival in Australia), Singapore (Festival in Australia), South Africa (Pye in UK), Sweden (Moerks in Denmark), UK (Pye), Uruguay (Gravacoes Eletricas in Brazil), Venezuela (Gravacoes Eletricas in Brazil).

Jex Recs., PO Box 562, Pahokee, Fla. 33476. Tel: (305) 924-5853. VP: Jim Usher.

Jim-Joy Recs., 7129 Foch Rd., New Orleans, La. 70126. Tel: (504) 242-8962. Pres.: James A. Migliaccio; VP: Joyce Harris.

Labels: Flambeaux, Inferno, Jim-Joy.

Jin & Swallow Rec. Co., PO Box 506, 434 E. Main, Ville Platte, La. 70586. Tel: (318) 363-2184. Mgr.: Ray Lafleur.

Labels: Jin, Swallow.

Cartridge 8-tr.: Swallow—self-mfd.

Jingles (see Centaur).

Jo-Park, 100 Park Pl., Newport, N.J. 07102. Tel: (201) MA 2-8453. Pres.: Joseph Schulman.

Labels: Bansee, Jo-Park, Yussels.

Jody, Neb. (see Apco).

Jody, N.Y. (see B-Atlas).

Jody, Pa. (see Vantage).

Joed (see Paramount).

Gunnar Johansen (see Artist Direct).

Johnny Reb (see McKinnon).

Johnson Rec. Co., 1619 Broadway, New York, N.Y. 10019. Tel: (212) 757-2695. Gen. Mgr. & Sales: Gil Miller; A&R Dir.: Norman Seldin; Promo. Dir.: Jim McCarthy.

Labels: Johnson, Jolie, Selsom, Virginia.

Joker (see Lifetime).

Jolar (see John J. Sullivan).

Jolie (see Johnson).

Jolly (see Soul Boulevard).

Jolt (see Silver Falcon).

Jon-Ark (see Alley).

Jon-Da-Lau (see Ode Fest).

Jonetta (see Lotta).

Jor Dan (see General American).

Joshua James (see Fourth Cliff Int'l).

Josie (see Jay-Gee).

Jox (see Epstein).

Joya, 605 W. Lullwood Ave., San Antonio, Tex. 78212. Tel: (512) 732-7925. Owner: Santos Hernandez.

Joyous Melodies (see Praise).

Jubilee (see Jay-Gee). (SEE ADVERTISEMENT)

Jubilee Gospel (see Jay-Gee).

Jules-Tone (see St. Clair).

Julet Recs., 1338 E. 48 St., Los Angeles, Calif. 90011. Tel: (213) 231-9708. Pres.: Herman C. Allen.

Julian, Box 2437, Wanatchee, Wash. 98801. Tel: (509) 662-8395. Pres.: Don Bernier.

Junior (see Kae Williams).

Juno (see Blue).

K

K-Ark Recs., 728 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-1995. Owner: John Capps.

K D (see Ken-Del).

K E F (see Capitol).

K K C (see Donny Stokes).

K M, 64 E. Van Buren St., Chicago, Ill. 60605. Tel: (312) WE 9-7188. Gen. Mgr.: Ruth Kling.

Labels: KM, Klime.

K W K (see Ken Keene).

Kabe (see General American).

Kailua (see Hawaiian-American).

Kaiser (see Kae Williams).

Kaleidoscope Music, PO Box 5325, Hamden, Conn. 06514. Tel: (203) 777-0282. Pres. & Gen. Mgr.: David L. Speer.

Branch: Seattle, Wash., 4748 47 Ave. S.W. Zip: 98116. Mgr.: John W. Wood.

Kama Sutra (see Buddah/Kama Sutra & MGM).

Kamel (see East Wind).

Kammy (see Rollo-Marsh-Kammy).

Kanawha Recs., PO Box 7791, Jacksonville, Fla. 32210. Mgr.: K. Davidson; Sales Mgr.: S. L. Davidson; Assoc.: Tom Cooper.

Labels: Kanawha, Blue Hill, Folk Promos.

Kangaroo, 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435. Owners: Les & Toni Kangas.

Labels: Kangaroo, Koo-Koo.

Kanwic (see High Fidelity).

Otto Kapell Co., Box 399, Paris, Tenn. 38242. Tel: (901) 642-5852/4951. Contact: Mrs. Marjorie Jackson.

Label: Kapell.

Kapp Recs. (div. of Universal City Recs.), 136 E. 57 St., New York, N.Y. 10022. Tel: (212) PL 9-8500. Cable: KAPPRECORD. VP & Gen. Mgr.: Sydney N. Goldberg; A&R: Hy Grill, Pete Garris; Sales Mgr.: Lou Sebok; Prod'n Dir.: Milton Sincoff; Nat'l Promo. Mgr.: Herb Gordon.

Labels: (owned) Kapp, Congress, Four Corners of the World; (distributed) Palette.

Cartridge 8-tr.: Kapp, Four Corners of the World licensed to Ampex, GRT, ITCC & NAL.

Cartridge 4-tr.: Kapp licensed to Ampex, GRT &

ITCC; Four Corners of the World licensed to GRT & ITCC.

Cassette: Kapp, Four Corners of the World licensed to Ampex.

Open reel: Kapp licensed to Ampex & ITCC; Four Corners of the World licensed to Ampex.

Int'l reps.: See MCA Recs. Int'l.

Karate (see Audio Fidelity).

Karen (see Atlantic, Atco Div.).

Karma Inc., 610 Stemmons Tower West, Dallas, Tex. 75207. Tel: (214) 638-1889. Pres.: Nancy Coplin; A&R Exec. Prod'r, Sec'y-Treas., Adv. & Promo.: Sam Coplin; VP Sales & Mktg.: Gerald Coplin.

Kasin (see Met Richmond).

Kathy (see Wine).

Kay Bar Dane (see Golden Triangle).

Kaycee-Soul (see Kaytown).

Kaydan Recs., 12240 Ventura Blvd., Studio City, Calif. 91604. Tel: (213) PO 2-0966. Pres.: Stacy Keach.

Labels: Campus, Kaydan, Travelanguage Series.

Kayden, 267 Haddon Ave., Collingswood, N.J. 08108. Tel: (609) 858-1633, 854-7050, 667-1278. Pres.: Kathy Dennis; VP Sales & Promo.: Peter Paull.

Labels: Kayden, General Guard, Merben.

Int'l reps.: Canada (Quality), all others (EMI).

Kaymar Recs., 3529 Flannery Ln., Baltimore, Md. 21207. Tel: (301) 944-4823. Pres.: Tony Smetgus.

Kaytown Sound Prod'ns, PO Box 1208, 1401 N. Eighth St., Kansas City, Kan. 66117. Tel: (913) 342-3999. A&R & Prod'n Mgr.: L. M. Brown.

Labels: Kaytown, Kaycee-Soul, Soulaire, Soulsearch.

Keane (see 49th State Hawaii).

Keene (see Ken Keene).

Ken Keene & Assocs. Inc., PO Box 1339, St. Louis, Mo. 63188. Tel: (314) 436-4281. Pres.: Ken Keene; VP: Narvel Felts; Exec. Music Co-ord.: J. M. Spelazza; Pub. & Promo. Dir.: Phil Love.

Labels: (owned) KWK, Keene, Keeta, Rock Revival; (distributed) Caution, Nar-Ken, Speedy.

Keepsake (see Sound, Mich.).

Keeta (see Ken Keene).

Kelitt-Aurora Rec. Corp., 241 W. 78 St., New York, N.Y. 10011. Tel: (212) 989-7200. Contact: Ellen C. Connolly.

Kelton Recs., c/o Summit Dists. Inc., 7447 N. Linder Ave., Skokie, Ill. 60076. Tel: (213) 677-1624. Contact: Jack White.

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Wilmington, Del. 19804. Tel: (302) 654-8246. Pres.: H. Edwin Kennedy; VP Sales, Mktg. & Promo.: Marjorie Kennedy.

Label: KD.

Kent (see Kent-Modern).

Kent-Modern Recs., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 752-2481. Pres.: Saul Bihari; VP & Sales Mgr.: Robert J. Demain.

Branch: New York, N.Y., Crown East, 6 W. Broadway. Zip: 10007. Tel: (212) DI 9-3900. Sales Mgr.: Robert K. Herrington.

Int'l rep.: Worldwide (Paradiso in Connecticut).

Labels: Bright Orange, Contessa, Crown, Custom, Discos Corona, Fax, Kent, Modern, Mother Goose, Robin Hood, United.

Cartridge 4-tr., 8-tr., cassette & open reel: Bright Orange, Cartucho Moda, Fax, Flair 30.

Kent, Modern, 12 Original Artists Oldies—self-mfd. by Modern Tape Corp.

Cartridge 8-tr. & cassette: Mother Goose—self-mfd. by Modern Tape Corp.

Kenwood (see Roulette).

Kenya (see Worthy).

Kerr Recs. Inc. (div. of Gib Kerr Ents. Inc.), 15831 Simonds Rd., Granada Hills, Calif. 91344. Tel: (213) 274-6635. Pres.: Gib Kerr; A&R Dir.: Ed Bant; PR Dir.: Judy Carbonneau.

Labels: Kerr, Spotlight.

Int'l reps.: Australia (EMI), Canada (RCA).

Key Recs., 8422 W. Fourth St., Los Angeles, Calif. 90048. Tel: (213) 651-2940. Owner: Vick Knight Sr.

Key, Ill. (see Varmint).

Keyboard (see Band Box).

Keynote (see Take 4).

Kick (see Jamaka).

Kid Cuz'n, PO Box 722, Radio City Sta., New York, N.Y. 10019. Tel: (212) CI 5-7793; Sales Mgr.: Nat Courtney; A&R Prod'r: Johnny Adworth.

Kiderian Recs. Corp., 4926 W. Gunnison St., Chicago, Ill. 60630. Tel: (312) 545-0861. Pres. & Promo.: Raymond G. Peck; VP & Adv.: Ginger Wadipian; A&R: George Peck.

Labels: Kiderian, Dick-Hike, Gail, Ginger, Illinois Prod'g Corp., S. T. Lewis.

Cartridge 4-tr., 8-tr. & cassette self-mfd.

Kilgore, PO Box 641, Leesville, La. 71446. Tel: (318) 239-3215. Pres.: John Kilgore.

King (see Starday-King).

King Bluegrass Recs., 228 W. Second St., Maysville, Ky. 41056. Owner: R. Trout.

Labels: King Bluegrass, Melanie.

King Leo (see MGM).

King Walk, 1815 Foucher St., New Orleans, La. 70115. Tel: (504) 891-7382. Pres.: Earl K. Johnson; VP: Elijah Walker.

Kingdom (see Belholly).

Kingsway Prod'ns, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) CR 5-4191. Pres.: Earle Williams; Mktg. Dir.: Clyde Shreve.

Labels: Audio Bible Studies, Kingsway.

Cassette self-mfd.

Kismet Recs. Co., 227 E. 14 St., New York, N.Y. 10003. Tel: (212) GR 7-2891. Pres.: A. D. Kornienko.

Int'l reps.: Australia (Carinia), Canada (Bouthillier Musique), France (OSI).

Kitten (see Georden).

Klime (see KM).

Klondike (see Able).

Klub (see Halo/Klub).

Knight (see Thunder).

Knight Education Inc., 2406 W. Seventh St., Los Angeles, Calif. 90057. Tel: (213) 385-2293. Pres.: Mario J. Piraino.

Labels: Knight Education, Learn While You Sleep, Mind Power, Orion, Study.

Ko Ko (see Stax).

Kona (see Trend Int'l).

Kondas Recs., 1405 Allen Ave., Ashtabula, Ohio 44004. Tel: (216) 964-7862. Pres.: Gus Kondas; Sec'y-Treas.: Robert Kondas.

Koo-Koo (see Kangaroo).

Kool Kat (see MSK).

Krishna (see Tyner).

Kristal (see Southeastern).

Kubaney (see Southeastern).

L

L H J, 9000 Sunset Blvd., Suite 1010, Los Angeles, Calif. 90069. Tel: (213) 278-4960. Pres.: Lee Hazlewood.

L I M S, 1005 Walton Ave., New York, N.Y. 10452. Tel: (212) 992-6850. Pres.: Mrs. Florence A. Schulte; Gen. Mgr.: Barney Schulte.

L I R S Recs. (div. of Long Island Rec'g), 72 Orange St., Brooklyn, N.Y. 11201. Tel: (212) 875-6193. Owner: Ernest W. Ucko.

L J (see Challenge).

L L P (see Leonard Lewis Prod'ns).

L S P (see Montgometry).

La Comedie Francaise (see Everest).

Ladd (see White Rock).

Laddies Rec'g Ents., 1105 E. St. Charles Rd., Lombard, Ill. 60148. Tel: (312) 629-6990. Pres.: Laddie Oleson; VP: Jerry Wooters; A&R Prod'r & Mgr.: O'Brien Fisher; Ass't Prod'r: Johnny Willis.

Labels: Chaparral, Court-n.

Laff Recs., 2683 S. La Cienega Blvd., Los Angeles, Calif. 90034. Tel: (213) 836-0930. Pres.: Al Altmark; Sales Mgr.: Lou Drozen.

Cartridge 4-tr. & 8-tr. self-mfd.

Laitini Recs., 955 S. Magnolia Ave., Los Angeles, Calif. 90006. Tel: (213) 386-4973. Pres.: Marvin Liblick; VP: Maurice Liblick.

Labels: Laitini, Mastersound.

Lakco Rec. Co., 607 W. Deming, Chicago, Ill. 60614. Tel: (312) GR 2-8649. Owner: Leon A. Kelert; Sales & Mktg.: Lynne Ludy.

Label: Blackbird.

Int'l reps.: Canada (H&H Dist'g), Netherlands (Golden Age).

Lakeview (see Cool Air).

La Louisianne, 2823 Johnston St., Lafayette, La. 70501. Tel: (318) CE 4-4118. Pres.: Carol J. Rachou; A&R: Eddy Raven; Promo.: Harold Albarado.

Labels: La Louisianne, Belle, Tamm.

Cartridge 8-tr.: La Louisianne—self-mfd.

Landa (see Jamie/Guyden).

Landra (see Lynn's).

Lane (see George Clements).

Lanes End Recs., 1352 N. Harper Ave., Los Angeles, Calif. 90046. Tel: (213) 654-0966. Pres. & A&R Dir.: David A. Pelletier; Mng. Dir. & A&R: Stephen Buckley; Gen. Mgr. & A&R: Robert Mosquetto.

Lano, 67 Sylvan Rd., Port Chester, N.Y. 10573. Tel: (914) WE 9-6055. Pres.: R. F. Catalano.

Lanor, PO Box 233, 583 N. Louis St., Church Point, La. Tel: (318) 684-2176. Pres.: Lee Lavergne.

Lantam (see General American).

Larray, 8906 First Ave., Silver Spring, Md. 20910. Tel: (301) JU 5-9696. Pres.: Larry Sealfon; VP: Ray Scott; A&R: Tom Guernsey.

Larric Recs., 70-13 Caldwell Ave., Maspeth, N.Y. 11378. Tel: (212) 898-5671. Pres. & Promo.: Larry M. Palatta; VP & A&R: Rocco Riccardi; Pub.: Rose Palatta.

Labels: Larric, Universe, Volcano.

La Salle Rec'g Co., 8959 S. Oglesby, Chicago, Ill. 60617. Tel: (312) 375-4276. Pres., A&R & Int'l: Armond Jump Jackson; VP Sales & Mktg.: Oscar Jackson.

Labels: La Salle, Fay.

Laurie Recs. Inc., 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 582-2975. Pres. & Int'l: Robert M. Schwartz; Exec. VP, Gen. Mgr., Sales, Mktg. & Tape: Doug Morris; VP A&R: Gene Schwartz; VP Commercial Music: Eliot Greenberg; Pop A&R: Dave Mullaney, John Abbott; Adv.: Max Bodden Assocs.; Nat'l Promo. Dir.: Dick Vanderbil.

Labels: (owned) Laurie, Abel, Audicon, Calico, Goal, Providence, Rust; (distributed) Douglas, Legrand, President.

Cartridge 4-tr., 8-tr., cassette & open reel: Laurie, Abel, Audicon, Calico, Douglas, Goal, Providence, Rust licensed to ITCC.

Int'l reps.: Australia (Festival), Canada (Quality), Denmark (Nordisk Polyphon), El Salvador (Cadisa Caceres), Finland (Fazers), France (Vogue), Germany (Ariola-Eurodisc), Italy (Ri Fi), Japan (King), Mexico (Gamma).

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LaVal Recs., 226 N. Burdick St., Kalamazoo, Mich. 49006. Tel: (616) 342-5328/1936. Pres.: Vic La Val; Promo. Mgr.: Hector Taylor.
Labels: Bay Tone, La Val, Vic.

Lavette, c/o Linden Prod'ns, 929 Larrabee, Suite 12, Los Angeles, Calif. 90069. Tel: (213) 766-3851. Pres.: Lindy Blaskey; Nat'l Promo. Dir.: Joe Corazzi.

Law U Recs., 6365 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 7-5005. Gen. Mgr.: Don Rico.

Learn While You Sleep (see Knight Education).

Lebam, 2661 Clyde Ave., Los Angeles, Calif. 90016. Tel: (213) 935-7139. Gen. Mgr.: F. J. Wedlaw.
Lebby (see Cool Air).

Leda (see Met Richmond).

Roosevelt Lee (see listing under 'R').

LeFevre (see Dawn Prod'ns).

Legend (see Jaysina).

Legrand (see Laurie).

Tom Lehrer (see Warner Bros.-Seven Arts, Reprise Div.).

L'Elegant, 110 W. 47 St., Suite 600, New York, N.Y. 10036. Tel: (212) JU 6-0909.

Le Mans, PO Box 262, Bound Brook, N.J. 08805. Pres.: James B. Kemper.

Lemon Recs., 5012 First Ave. N., Birmingham, Ala. 35212. Tel: (205) 595-0757. Pres.: Robert L. Grove Jr.; VP: Laurence F. Bryan Jr.; A&R: Robert Grove, Laurence Bryan.
Labels: Lemon, Chantain, Unity.

Leno (see Lynn's).

Leo (see Associated Inds.).

Leo the Lion (see MGM).

Leonard Lewis Prod'ns Inc., 345 W. 58 St., New York, N.Y. 10019. Tel: (212) 581-4877. Pres.: Lenny Lewis.
Label: LLP.

Cartridge 8-tr., cassette & open reel licensed to NAL.

Lerks (see Cool Air).

Lesley Recs., PO Box 904, Zip: 40201; 3007-C Dixie Hwy., Louisville, Ky. 40216. Tel: (502) 775-6030. Pres.: F. I. Brodie.

Lexington Prod'ns Inc., Pleasantville, N.Y. 10570. Tel: (914) 769-6332. Cable: EDVIS. Pres.: S. P. Puner; Exec. VP: Oliver Sabin; Opns. Mgr.: Louis C. Lariaia.
Label: Lexington.

Liberty/UA Inc., 6920 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 461-9141. Cable: LIB-ERTYUA.. Pres.: Alvin S. Bennett; VP, A&R & Promo.: Bob Skaff; VP: Lee Mendell; VP Finance; Hal Linick; VP & House Counsel: Sy Zucker; VP Mfg.: Irv Kessler; VP & Ass't to Pres.: Ron Blodsoe; Creative Dir., Adv. & Mdsq.: Richard Hendler; Pub.: Marty Hoffman, Richard Oliver (West Coast); Artist Relations: Richard Oliver, George Greenberg (East Coast); Premium Sales Dir.: Dick Blase; Int'l Sales Dir.: Jerry Thomas; Pres. Liberty/UA Dist. Corp.: Mike Elliott; Planning & Admin. Dir.: Allen LaVinger.

Blue Note Div. (Blue Note, Solid State): 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) 245-6000. Gen. Mgrs.: Mel Fuhrman, Frank Wolff; A&R Dir.: Frank Wolff; A&R: Duke Pearson; Sales Mgr.: Erv Wagley; Promo.: Duke Du Bois.

Imperial Recs.: Gen. Mgr.: Bud Dain; Sales Mgr.: Eli Bird; Promo.: Bill Roberts; A&R Admin.: Dave Pell; A&R: Scotty Turner.

Liberty Recs.: Gen. Mgr.: Bud Dain; Sales Mgr.: Jack Bratel; Promo.: Ed Kaminski; A&R Admin.: Dave Pell; A&R: Wayne Bennett, Ted Glasser, Tommy Oliver, Joe Saraceno.

Sunset Div. (Sunset, Talespinner): Gen. Mgr.: Danny Alvino; Sales Mgr.: Howard Alperin; A&R: Lee Young.

United Artists Div. (Minit, United Artists, UA Int'l, UA Latino): 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) 245-6000. Gen. Mgr.: Mike Lipton; Sales Mgr.: Dave Greenman; Rack Sales Co-ord.: Sonny Kirshen; Promo.: Ed Levine; UA Int'l: Ron Eyre; A&R Admin.: Henry Jerome; A&R: George Butler, Leroy Holmes, Bob Montgomery.

World Pacific Div. (Soul City, World Pacific, World Pacific Jazz): Gen. Mgr. & A&R: Dick Bock; Sales Mgr.: Macey Lipman; Promo.: Ben Scotti.

Liberty/UA Stereo-Tape: Gen. Mgr.: Earl Horwitz; Sales Mgr.: Charles Bratnober; Prod. Mgr.: John Ierardi.

Int'l branches: England (Liberty/UA Recs. Ltd.), France (Liberty/UA), Germany (Liberty Recs.).
Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinner, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz)—self-mfd.

Open reel: Above labels licensed to Greentree. Int'l reps.: Argentina (EMI), Australia (Festival), Austria (Ariola), Belgium (Gramophone, Artone), Brazil (RCA, Som), Canada (London, Compo), Chile (Philips), Colombia (Codiscos, Fuentes),

Denmark (EMI), Ecuador (IFESA), El Salvador (DICESA), Finland (EMI), France (Pathe-Marconi), Greece (Music Box), Guatemala (DIDECA), Hong Kong (Colonial Trading), India (Gramophone), Israel (CBS), Italy (Beldisc, Cemed Carosello), Japan (Toshiba King), Lebanon (EMI), Le Filis de Georges Haddad, Mexico (Musart), Netherlands (Bovema), New Zealand (Festival), Norway (EMI), Peru (Virrey), Philippines (Dyna Prods., Home Inds. Development), Portugal (Radio Triunfo), Singapore (Chiang Huat, Diamond), South Africa (Teal, Trutone), Spain (Hispanavox), Sweden (EMI), Switzerland (EMI), Thailand (Sugree), Uruguay (Sondor), Venezuela (Buena Musica, Palacio de la Musica). (SEE ADVERTISEMENT)

Library Editions (see Request).

Licorice (see Page).

Life (see Earth).

Lifetime, 133 North St., Rochester, N.Y. 14604. Tel: (716) 454-1269.
Labels: Joker, Lifetime, Lyndell.

Lightnin Rec. Co., 6311 Gulf Freeway, Houston, Tex. 77023. Pres.: E. L. Cole; A&R: Lightnin Hopkins; Promo.: Marshall Beck.
Labels: Lightnin, Magna.

Lightning (see Thunder).

Limelight (see Mercury).

Limewood (see Fink-Pinewood).

Linco Rec'g Corp., 1214 1/2 E. Market St., Greensboro, N.C. 27401. Tel: (919) 275-1245. Pres. & A&R: Walter Grady; Gen. Mgr. & Promo.: Alfred H. Hinson.

Linda (see Faro).

Lindberg Corp., 8501 W. Higgins Rd., Chicago, Ill. 60631. Tel: (312) 693-2021. Pres.: Sven Lindberg; A&R: Aase Thomsen; Mktg. Dir.: Bjorg Larsen.
Label: Lindberg.

Cartridge 4-tr., 8-tr., cassette & open reel: Lindberg, DanskTape, NorskTape, SvenskTape—imported & self-mfd.

Linguatepe (see Northmoor).

LinJo, 5821 Normont Way, El Paso, Tex. 79912. Tel: (915) 584-4047. Pres.: Lindy Cash; A&R, Sales & Mktg.: Joey Cash; Pub.: Steve Rosenfeld.
Branch: Englewood, N.J., 260 Speer Ave. Zip: 07631. Tel: (201) 567-2323. VP: Joan Granger.

Liquid Stereo (see Ridon).

Lisa Recs., PO Box 18123, Houston, Tex. 77023. Pres.: D. Earl Sheffield; VP: Peter Cusimano; Pop A&R: Paul Butts; R&B A&R: Johnny Bundrick, Mike Barton; Sales & Promo.: James Miles.
Listen & Learn (see Tioga).

Listening Library Inc., 1 Park Ave., Old Greenwich, Conn. 06870. Tel: (203) 637-3616. Pres. & Gen. Mgr.: A. Ditlow.

Literary (see Creative Rec. Serv.).

Little Cowboy (see Little Darlin').

Little 'D' (see Dawn Prod'ns).

Little Darlin' Corp., 3402 Belmont Blvd., Suite B, Nashville, Tenn. 37212. Tel: (615) 291-9131. Pres. & Music Dir.: Aubrey Mayhew; Admin. Dir.: C. King.
Labels: Big A, Little Darlin', Little Cowboy, Sweet Lucy.

Cartridge 4-tr., 8-tr. & open reel: Little Darlin' licensed to ITCC.

PlayTape: Little Darlin'.

Live Recs., PO Box 663, Waxahachie, Tex. 75165. Tel: (214) WE 7-2248. Owners: L. W. Dollar, Wayland Woodall.

Living Language Courses (see The Francon Corp.).

Living Legend, 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 4-0225. Pres.: Kim Fowley.

Living Rec. Library (see The Smith Studio).

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; Sales Mgr.: Tom Hofbauer; Mktg. Dir.: Ray Rand.
Label: Livingston.

Cartridge 4-tr., 8-tr. & open reel: Livingston—self-mfd. (Also licensee for Avant Garde, Carnival, Gamble, Peters Int'l, Prestige, Savoy, Sound Int., Spanish World)

Llama (see White Rock).

Lo-Lace (see Viscojon).

Lo Lo (see Calla).

Loadstone/Open Rec. & Music Co., 163 Orizaba Ave., San Francisco, Calif. 94132. Tel: (415) 334-2247. Pres.: Walter C. Stone; Sales: M. W. Moeller; Pub.: B. M. Stone; Adv. & Promo.: L. King.
Labels: Loadstone, Open.

Lodestar, 11225 Ewing Circle, Minneapolis, Minn. 55431. Tel: (612) 888-2011. Owner: C. B. Brown.

L'Oiseau Lyre (see London Imports).

London Recs. Inc., 539 W. 25 St., New York, N.Y. 10001. Tel: (212) OR 5-6060. Pres.: D. H. Toller-Bond; Admin.: Martin J. Wargo; Pop A&R: Walt Maguire; Classical A&R: Terry McEwen; Sales: Herb Goldfarb; Int'l: Mimi Trepel.
Labels: London, Chapter 1, Coliseum, Deram, Hi, Parrot, phase 4, Press, Richmond, Seville, Sife, Stereo Treasury, Telefunken (pop), Tribe.

Cartridge 4-tr., 8-tr. & cassette: London, Deram, Hi, Parrot, phase 4, Press licensed to Ampex.
Open reel: London, Coliseum, Deram, Hi, Parrot, phase 4, Press, Richmond licensed to Ampex.
Int'l reps.: Canada (London), World-wide exclusive of Canada (Decca in UK).

London Imports, 539 W. 25 St., New York, N.Y. 10001. Tel: (212) OR 5-6060. Gen. Mgr.: Leo H. Hofberg. (See London).

Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).

Look (see Starday-King).

Look & Listen (see Ambassador, N.J.).

Loop (see Gama).

Alan Lorber Prod'ns, 15 W. 72 St., New York, N.Y. 10023. Tel: (212) 799-1005. Pres.: Alan Lorber.
Label: ALP.

Lore (see Blue Star).

Lotta Music Ent's., 930 F St. N.W., Suite 615, Washington, D.C. 20004. Tel: (202) DI 7-3944. Pres.: Charles H. Barner Jr.
Labels: Achillean, Jonetta, INRI, TBN, Zaraks.

Lotus (see Deb-Mor).

Lou-Neita Rec. Co. Inc., PO Box 87269, 3815 S. Main St., College Park, Ga. 30337. Tel: (404) 766-3641. Pres.: James F. Brannon Jr.; VP: Waneita Haley; Mng. Dir.: Martin C. Haley; A&R Prod'r: Jeff Brannon; PR Mgr.: William O. Hudson; Promo. Mgr.: Andrew J. Delosky Jr.; Tape: Tom Watson.
Labels: Lou-Neita, CPR, Jeff.

Love, N.Y. (see Sylvania).

Love, Tex. (see Custom).

Lovett Recs. Inc., 1800 Peachtree Cir. Bldg., 230 Peachtree St. N.W., Atlanta, Ga. 30303. Tel: (404) 525-5757. Pres., Sales & Mktg.: W. E. Lovett Jr.; VP & A&R: Tim McCabe; Pub. & Promo.: duBois & Assocs.; Adv.: Lough & Assocs.
Labels: (owned) Lovett, Blue Orpheus; (distributed) Nobel.

Loyal Recs., Tyertown, Miss. 39667. Tel: (601) 876-5209. Pres.: Walter Bailes; VP: Off Travis.

Luau (see Boddie).

Lucky Leprechaun (see Cuca).

Lucky Sounds (see Ron).

Ludukay, 2719 St. Peter St., New Orleans, La. 70119. Tel: (504) 482-6645. Pres.: Herbert J. Meyers; VP: Edgar L. Chase Jr.; Sec'y: Lou Welsh Jr. (Distributed by Del Bruce Inc.).

Luffcin (see Goldband).

Lummtone, PO Box 11121, Los Angeles, Calif. 90011. Tel: (213) RE 4-4459. Pres.: Lummie J. Fowler.

Lutone, 14 E St. S. W., Ardmore, Okla. 73401. Tel: (405) CA 3-1400. Owner: Luton Stinson; Mgr.: Lindy Rozzell.

Lyndell (see Lifetime).

Lynnette (see Lynn's).

Lynn's Prod'ns, 551 Muscadine St., Greenville, Miss. 38701. Tel: (601) 332-8665, 335-4594. Chm.: Reginald Hines; Pres.: Henry R. Hines; VP: Terri Lynn Hines; Ass't VP: Bessie Mae Williams; Gen. Mgr.: Vicki Williams; Gen. Sales Mgr.: Jeanette Albert; Tape Mar.: Velma Williams.
Labels: Anvick, Bar-Bare, Big Beat, Bo-Bo, Bronze, Della, Ecco, Hines, Landra, Leno, Lynn's, Lynnette, Odex, Reginald, Terrell, Yolanda.

Cartridge 8-tr.: Reginald—self-mfd.

Lyrichord, 141 Perry St., New York, N.Y. 10014. Tel: (212) WA 9-8234. Pres.: Peter Fritsch.
Labels: Eterna, Experiences Anonymes, Lyrichord.

Lyricon (see Trend Int'l).

M

M B (see MBA).

M B A Music Inc., 8 E. 48 St., New York, N.Y. 10017. Tel: (212) 688-2847. VP & A&R: Richard Simon; Pub. & Promo. Dir.: Joyce Joffe.
Labels: MB, Downeast.

M C A Recs. Int'l (div. of MCA), 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. VP: Richard L. Broderick; Mktg. Dir.: Frank Swenson; Pub. & Promo. Mgr.: Joel Hochdorf; Mktg. Mgr.: (Latin America): Don Johnson; Admin. Mgr.: Betty Reinman.
Labels: Brunswick, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni.
Int'l reps.: Germany, UK (MCA).

M F R (see Met Richmond).

M G M Recs., 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 262-3131. Cable: METRECORD. Pres.: Ronald S. Kass; Business Affairs Dir.: Thomas F. White; Admin. Ass't to Pres.: Albert A. Lewis; Pop A&R: Pete Spargo, Jim Vienneau; Jazz/R&B A&R: Johnny Pate; Mktg. Dir.: Lenny Scheer; MGM Album Sales Mgr.: Sol Greenberg; Verve Album Sales Mgr.: Art Danish; Singles Sales Mgr.: Phil Picone; Pub. Dir.: Sol Handwerker; Adv. Dir.: Saul Saget; Promo. Dir.: Mike Becce; Underground Promo.: Jerry Dubin; Tape Opns Dir.: Jerry Geller; Int'l Sales Dir.: Eric Steinmetz.
Branches: Los Angeles, Calif., Metro Rec. Dists., 2053 Venice Blvd. Zip: 90006. Tel: (213) 733-2114. Mgr.: Mel Price—Chicago, Ill., Metro Rec. Dists., 1112 S. Wabash Ave. Zip: 60605. Tel: (312) 341-0660. Mgr.: Irv Rothblatt—New York, N.Y., Metro Rec. Dists., 247 W. 52 St. Zip: 10019. Tel: (212) CO 5-1872. Mgr.: Dave Seidman.
Int'l branch: England.
Labels: (owned) MGM, Verve, Verve/Forecast, Venture, King Leo, Leo the Lion, Cub, Music Factory; (distributed) Cameo-Parkway, Heritage, Kama Sutra, Way-Out.

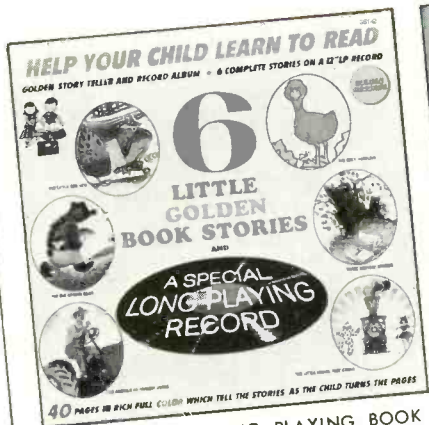
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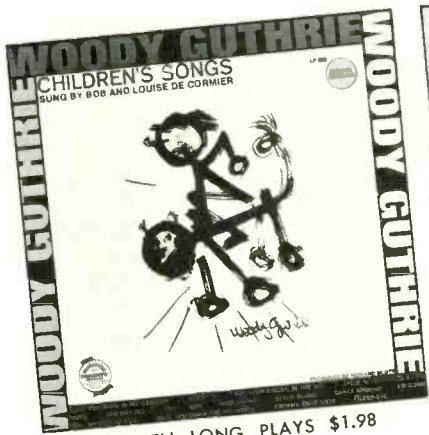
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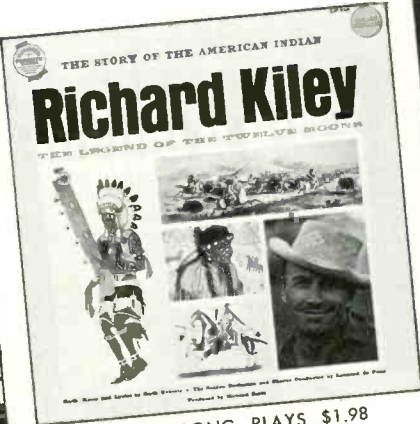
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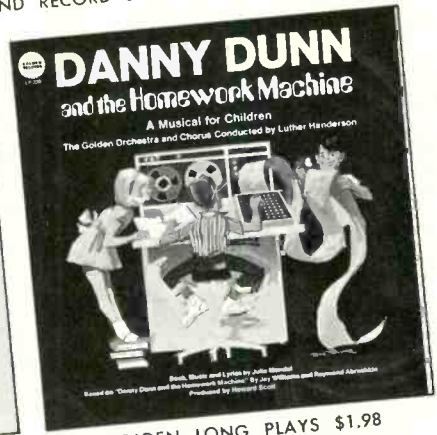
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 Cartridge 4-tr.: MGM, Kama Sutra, Verve, Verve/Forecast licensed to ITCC.
 Cassette: MGM, Heritage, Kama Sutra, Verve, Verve/Forecast licensed to Ampex.
 PlayTape: MGM, Kama Sutra, Verve, Verve/Forecast.
 Open reel: Same as 8-tr.
 Int'l reps.: Argentina (Phonogram), Australia (Phonogram), Austria (Polyphon), Belgium (Polydor), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Finland (Finnlevy), France (Polydor), Germany (Deutsche Grammophon), Greece (Helladic), Hong Kong (Colonial Trading), Israel (Litratone), Italy (Ricordi), Jamaica (Federal), Japan (Nippon Grammophon), Mexico (Discos Universales), Netherlands (Polydor), New Zealand (Philips), Norway (Nor-Disc), Peru (Virrey), Philippines (Mareco), Singapore (Phonogram Far East), South Africa (Trutone), Spain (Fonogram), Sweden (Karusell), Switzerland (Polydor), Venezuela (Siemens). (SEE ADVERTISEMENT)

M I C (see Music Inds.).
 M K (see Connoisseur).
 M & L (see Nico).
 M M O (see Music Minus One).
 M M P (see Music Mountain Prodn's).
 M O D, 18751 Ventura Blvd., Tarzana, Calif. 91356. Tel: (213) 345-3805. Pres.: Ronald Wasserman; Gen. Mgr.: Phyllis Schwartz; Exec. VP: Hal Dickinson.
 M O L, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 469-5838. Owner: George Jay. (Distributed by Dore).
 M R (see Maseda).
 M & R (see Met Richmond).
 M-S (see MSK).
 M S K Prodn's Inc., 8880 Hubbel Ave., Detroit, Mich. 48228. Tel: (313) 272-1484. Pres.: Chet Kajeski; Exec. VP: Gerald Snyder.
 Labels: Dearborn, M-S, Kool Kat.
 M S L (see Jamie/Guyden).
 M T A Prodn's Ltd., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-8650. Pres.: Bob Thompson; Sales Mgr.: Howard L. Silvers; Prod'n Mgr.: Judy Voigt.
 Labels: MTA.
 Cartridge 4-tr., 8-tr., cassette & open reel licensed to GRT.
 Int'l reps.: Australia (Astor), Canada (Sparton), Italy (Ricordi), Mexico (Tizoc), UK (CBS).
 M T R (Music Town Rec'g), 7 S. Main St., West Hartford, Conn. 06106. Tel: (203) 236-4439.
 M T W Recs. (div. of MTW Prodn's), 7025 13 Ave. N.W., Seattle, Wash. 98107. Tel: (206) SU 3-6204. Pres. & Gen. Mgr.: Michael T. Wing.
 M & W (see Style).
 Mace (see Scepter).
 Mac Gregor Recs., 729 S. Western Ave., Los Angeles, Calif. 90005. Tel: (213) 384-4191.
 Mad (see Joseph Sugarman).
 Madre Rec. Co., PO Box 132, Cambridge, Mass. 02139. Tel: (617) 491-0131. Pres.: Helen M. Bragner; VP: Edwin R. Bragner.
 Maestro, 5235 Cleveland, Skokie, Ill. 60076. Tel: (312) OR 3-8632. Owner: Larry Taylor.
 Magenda Recs., 2746 Deindorfer St., Saginaw, Mich. 48602. Tel: (517) 792-3420.
 Magic City Recs., 8912 Grand River Ave., Detroit, Mich. 48204. Tel: (313) 896-6060. Pres., Sales & Mktg.: Ernest Burt; A&R Dir.: Steve Smith; Pub., Adv. & Promo. Dir.: Clinton E. Moon.
 Labels: Magic City, Burt, Hello-World, Mello, Sock-It.
 Magna (see Lightnin').
 Magnum (see Trident).
 Mainstream Recs. Inc., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 247-0655. Pres. & A&R: Bob Shad; Sales: Chet Woods; Promo.: Maury Apatow.
 Labels: Mainstream, Time.
 Cartridge 4-tr., 8-tr., cassette, & open reel: Mainstream licensed to Ampex.
 PlayTape: Mainstream.
 Int'l reps.: Belgium, Canada, Denmark, Germany (London in US), Japan (Nippon Columbia), South Africa, Sweden, Switzerland, UK (London in US).
 Majesty (see Good News).
 Major (see Thomas J. Valentino).
 Majorette (see Thomas J. Valentino).
 Mala (see Bell).
 Malynn Ent's., 2580 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 385-9163.
 Labels: (owned) Malynn, Hi-Oldies, Highland; (distributed) Call Me, Money.
 Cartridge 8-tr. & cassette: Hi-Oldies, Highland—self-mfd.
 Mama Recs., 13817 Benwood Rd., Cleveland, Ohio. Tel: (216) 751-4259. Pres.: Isaac Perry; VP & A&R: Ike Perry; Pub.: Alfred Perry; Adv.: Eddie Banks.
 Map (see Music Inds.).
 Mar-Kay Rec. Co., 2945 Madison Ave., Granite City, Ill. 62040. Tel: (618) TR 7-3416. Pres.: Mary Joyce; VP: Ron Allen.
 Mara (see Aris).
 Mardi Gras (see Roulette).
 Margate (see Tioga).
 Margie (see McKinnon).

Maria Recs., PO Box 3770, Grand Central Sta., New York, N.Y. 10017. Tel: (212) SE 3-0125. Contact: John Clark.
 Marjón, 930 Woodview Pl., Sharon, Pa. 16146. Tel: (412) 347-4726. Owner, Sales & Mktg.: J. T. Krizancic; Pub. & Adv.: Martha Krizancic.
 Mark (see Creative Sound).
 Mark Educational Rec's Inc., 4249 Cameron Dr., Williamsville, N.Y. 14221. Tel: (716) 634-5149. Pres.: Vincent S. Morette; VP A&R: Jack Renner; VP Adv.: George Whittier.
 Branch: Clarence Center, N.Y., 6010 Goodrich Rd. Zip: 14032. Tel: (716) 741-3100.
 Labels: (owned) Mark Educational Rec's; (distributed) Century.
 Mark X (see Antigua).
 Marlo Rec. Co., Pedler Hill Rd., Monroe, N.Y. 10950. Tel: (914) 783-6459. Owner & Mgr.: Marlo Ketchum; A&R, Pub., Adv., Promo. & Int'l: Floyd Ketchum.
 Marsh (see Rollo-Marsh-Kammy).
 Marteen, 3116 Drexel St., Shreveport, La. 71108. Tel: (318) 635-8871. Owners: DeWitt C. & Maylon D. Humphries.
 Marullo Prodn's Inc., 1121 Market St., Galveston, Tex. 77550. Tel: (713) SO 2-4590. Pres.: A. W. Marullo; VP: A. W. Marullo Jr.; A&R: David Yeamens; Sales, Mktg., Pub., Adv. & Promo.: Tom Griggs.
 Branch: Houston, Tex., 7450 Belfort St. Tel: (713) MI 9-0351.
 Labels: Ro-Tab, Tab.
 Marvel, 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749. Cable: W&G. Mng. Dir. & Int'l: James N. Parks; Exec. Dir.: Ron Gillespie; A&R Control Dir.: George Taylor; Pop A&R Dir.: Jack Varney; Country A&R Dir.: Dougel Trineer; Sales Mgr.: Sam Goldner.
 Home office: Australia (W&G).
 Branch: New York, N.Y., 1650 Broadway. Zip: 10019. Tel: (212) 757-2750.
 Int'l branch: Canada.
 Labels: Marvel, Marveltone, Melbourne, Boss-town, Gem, In, Rodeo Int'l.
 Cartridge 4-tr., 8-tr. & cassette: Marvel licensed to Pickwick; Melbourne licensed to ITCC; Rodeo Int'l licensed to Ampex.
 Open reel: Melbourne licensed to ITCC.
 Marveltone (see Marvel).
 Albert Marx Prodn's, 71-017 Fairway Dr., Cathedral City, Calif. 92234. Tel: (714) 328-2624, 325-2701. Pres.: Albert L. Marx.
 Labels: Discovery, Trend.
 Dick Marx & Assocs. Inc., 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 664-1300. Pres.: Dick Marx; Gen. Mgr.: Dick Jahm; A&R Prod'r: Steve Sperry; Sales, Pub. & Nat'l Promo. Dir.: Paul Gallis.
 Label: DMA.
 Marycords, Powers Lake, N.D. 58773. Tel: (701) 464-2383. Pres.: Rev. Frederic J. Nelson.
 Maseda Recs., 442 E. 149 St., Bronx, N.Y. 10455. Tel: (212) MO 9-3500. Owners: Angel Maseda, Raul Quintana.
 Label: Maseda (MR).
 Mason (see Decatur).
 Master (see Big Bunny).
 Mastersound (see Laitini).
 Matador (see Cuca).
 Maxwell-56, 33 Highland Ln., Wheeling, W. Va. 26003. Tel: (304) 233-1723. Pres.: Don Teachout.
 Mayhams Collegiate Recs., PO Box 46, Morningside Sta., 135 Hamilton Pl., Suite 6B, New York, N.Y. 10026. Tel: (212) 368-7275. Pres. & Gen. Mgr.: N. B. Mayhams Sr.; VP & Ass't Mgr.: Shirley A. Mayhams; Ass't VP & Mgr.: N. Smalls Mayhams Jr.; Pub., Adv. & Promo.: Little Shirley Mayhams.
 Labels: Mayhams Collegiate, Sorority Frat.
 Jim McCoy Ent's., PO Box 574, Winchester, Va. 22601. Tel: (703) 662-3520. Pres.: Jim McCoy.
 Labels: Real McCoy, Shenandoah, Winchester.
 McDowell, 828 S. Lawrence St., Montgomery, Ala. 36104. Tel: (205) 264-2155.
 Labels: McDowell, Rainstar.
 McKinnon Recs. Co., 411 Gordon St., Reading, Pa. 19601. Tel: (215) 374-6580. Cable: MCKIN-REC. Pres.: Leonard McKinnon.
 Labels: Beulah, Center City, Gordon Street, Hit Kingdom, Holy Cross, Margie, McKinnon, Reading, Slide; Sub-labels: Alabam, Atlanna, Backstage, Big Country, Blackgold, Bluegrassie, Cypress Garden, Emarage, Johnny Reb, Ohiophone, Orange Grove, PideMount, Super Soul Shonograms, Surface, Topsiside, Tridelta, Virginian.
 Cartridge, 4-tr., 8-tr., cassette & open reel: McKinnon—self-mfd.
 Int'l reps. for Center City, Gordon Street, Hit Kingdom, Margie, Reading, Slide: Australia (Tempo Rec. Sales), Belgium (Frankie Music House), Denmark (Dansk), France (Musidisc—Hit Kingdom, Margie, Slide only), Germany (Hitsville-Spectrum), Italy (Celloaraf-Simp), Netherlands (Dutch Rec. Co.), New Zealand (Maverick), Spain (Penelope), Sweden (Dollars Recs.), UK (Deep Soul—Hit Kingdom, Slide only).
 Int'l reps. for Blackgold, Ohiophone, Super Soul Shonograms: Argentina (Microfon), Australia (W&G), Austria (Polyvohon), Bahamas (Bahama Recs.), Belgium (Artone), Bermuda (Bermuda Recs.), Brazil (Rozenblit), Canada (Allied), Chile (Goluboff), Colombia (Fuentès), Denmark (Scandia), Eire (Grammophone), Finland (Fintone), France (Pathe-Marconi), Ger-

many (Deutsche Grammophon), Greece (Music-Box), Hong Kong (Colonial Trading), Israel (Hed Arzi), Italy (Voce del Padrone), Japan (King), Malaysia (Hup Hup), Mexico (Universales), Netherlands (Artone), New Zealand (HMV), Norway (Arne Bendiksen), Philippines (Mareco), Singapore (Cosdel), South Africa (Galio), Spain (Hispavox), Sweden (Skandia), Switzerland (Finstertwald & Cantacuzene), UK (Deep Soul Recs.).
 Medea (see Fleetwood).
 Media (see Music Inds.).
 Mee (see Al-Teen).
 Me'Hajah (see Elvirue).
 Mel-El (see Del Bruce).
 Mel-Par (see Mel-Tone).
 Mel-Tone Recs., 2228 Millburn Ave., Maplewood, N.J. 07040. Tel: (201) 763-6866. Cable: MTCCO. Pres.: M. Parker; A&R: E. Lucas; Sales & Promo. Dir.: B. Rytko.
 Labels: Mel-Par, Mel-Tone.
 Melanie, Ky. (see King Bluegrass).
 Melanie, Mass. (see Columbus).
 Melark, Heber Springs, Ark. 72543. Tel: (501) 668-3219. Pres.: Melvin Endsley.
 Melbourne (see Marvel).
 Mello (see Magic City).
 Melmark (see Custom Fidelity).
 Melodia (see Polish Rec. Center).
 Melodiya/Angel (see Capitol).
 Melody Recs., 1912 St. Clair St., Hamilton, Ohio 45012. Tel: (513) 895-0607. Pres.: William M. Jones; Country A&R: Ray Tarter; VP Sales: Julian Hoke; Sales & Promo. Mgr.: Osburn Thorpe.
 Labels: Melody, Sunrise.
 Melron Recs., 5007 F St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres. & Promo. Dir.: Leonard Stark; Pop A&R Dir.: Richard Bassett; Gospel A&R Dir.: Rev. Robert Marshall.
 Menorah (see House of Menorah).
 Merben (see Kayden).
 Mercury Rec. Corp., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) 332-5788. Cable: MERREC. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; Pub. Dir.: Ron Oberman; Adv. & Art Dir.: Desmond Strobel; Pre-rec'd Tape Prod. Mgr.: Harry Kelly; Foreign Office Dir.: Lou Reizner, 7 Albert Gate Ct., 124 Knightsbridge, London S.W.1.
 Mercury Div. (Mercury, Emarcy, Wing, Pulsar, Gregar, Virtue, Peachtree): Classical Prod. Mgr.: Joe Bott; Prod. Mgr.: John Sipple; Promos.: Tom Parent.
 Philips Div.: Classical Prod. Mgr.: Joe Bott; Prod. Mgr.: Lou Simon; Nat'l Promo. Dir.: John Doumanian.
 Smash/Fontana Div. (Smash, Fontana, Wayside (distributed by Smash); Prod. Mgr.: Sheldon Tirk; Nat'l Promo. Dir.: Bob Scherl.
 Limelight Div.: Prod. Mgr.: Lou Simon; Nat'l Promo. Dir.: John Doumanian.
 Blue Rock Div.: 110 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-7300. Nat'l Promo. Dir.: Boo Frazier.
 Branches: Los Angeles, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937—San Francisco, Calif., 1340 Mission St. Zip: 94103. Tel: (415) 431-6844. Admin. Dir.: Robert H. Sarenpa—New York, N.Y., 110 W. 57 St. Zip: 10019. Tel: (212) 245-7300. Eastern Region Rec'd Prod. Dir.: Bob Reno—Nashville, Tenn., 817 16 Ave. S. Zip: 37202. Tel: (615) 242-1607. A&R Dir.: Jerry Kennedy.
 Int'l branch: England.
 Labels: (owned) Mercury, Philips, Smash, Fontana, Limelight, Blue Rock, Emarcy, Wing (including Playcraft, Childcraft); (distributed) Pulsar, Gregar, Virtue, Peachtree, Wayside.
 Cartridge 8-tr.: Mercury, Philips, Smash, Fontana, Limelight—self-mfd.
 Cartridge 4-tr.: Mercury, Philips, Smash, Fontana, Limelight, Wing licensed to Muntz.
 Cassette: same as 8-tr.
 Open reel: Mercury, Philips, Smash, Fontana, Limelight, Wing licensed to Ampex.
 Int'l reps.: Argentina (Phonogram), Australia (Phonogram), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Denmark (Nordisk, Polyphon), Ecuador (Philips), all labels; IFESA, Mercury, Wing, Emarcy only), Finland (Finnlevy), France (Philips), Germany (Phonogram), Greece (Helladic), Guatemala (DIDECA), Israel (Hed Arzi, Mercury, Smash, Wing only), Italy (Phonogram), Jamaica (Record Specialists), Japan (Victor, Philips), Lebanon (Philips), Mexico (Discos Universales), Netherlands (Philips, Phonogram), New Zealand (Philips), Nigeria (Philips), Norway (Norsk Phonogram), Peru (Virrey), Philippines (Home Inds. Development), Portugal (Philips), Singapore (Phonogram Far East), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), Turkey (Grunberg), UK (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies Recs.).
 Mercury Wing (see Mercury).
 Merlene, 2310 N. Mockingbird Ln., Abilene, Tex. 79603. Tel: (915) 672-7158. Pres.: Melvin Mazy.
 Merri (see Creative Rec. Serv.).
 Merritt, 550 Radnor Rd., Oakland, Calif. 94606. Tel: (415) 451-7787. Pres. & A&R: Tom Gericke; Pub. Dir.: Ben Fong-Torres.

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A Heritage of Hits

■ Sunny * Bobby Hebb ■ Apples Peaches
Pumkin Pie * Jay And The Techniques ■ 98'6 * Keith ■
Sunday Will Never Be The Same * Spanky And Our Gang ■
■ I Dig You Baby * Jerry Butler ■
Lazy Day * Spanky And Our Gang ■ Keep The Ball
Rollin' * Jay And The Techniques ■ May I * Bill Deal And
The Rhondels ■ Mr. Dream Merchant * Jerry Butler ■ And
Suddenly * Cherry People ■ Baby Make Your
Own Sweet Music * Jay And The Techniques ■ I've Been
Hurt * Bill Deal And The Rhondels ■
■ Who Do You Love * The Sapphires ■ Good Night My
Love * The Duprees ■ The 81 * Candy And
The Kisses ■ I'm Gonna Make You
Love Me * Supremes/Temptations * Dee Dee Warwick ■
■ Abergavenny * Shannon ■ What Kind
Of Fool Do You Think I Am * Bill Deal And The Rhondels ■

Jerry Ross Productions, Inc.

1855 Broadway, New York, New York



Hal Charm, National Sales Manager * Art Ross, National Promotion Director
Rick Abramson, Management Control

continued

- Mersey (see Process).
- Met Richmond Latin Rec. Sales, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Pres.: David Last; Sec'y-Treas.: Beatrice Last; Adv. Dir.: Jay Chernow.
- Labels: ASA, Alma, Amex, Antilano, BBM, BRC, Baroneza, Bocar, Bronjo, Carvier, Coliseo, Colonial, Columbia, Danny, Economy, Edidisa, Encanto, Explorer, Fantastico, Fenix, Filtro, Iberia, Jardin, Kasin, Leda, MFR, M&R, Mona, Norca, Odessa, Pergasso, Ponce, Progreso, Prominent, Prospect, Que Rio, Quicka, Reli, Revancha, Rumba, Rumba, Seeco, Serenata, Skipper, Somar, Sono Mex, Sunset, Tropical.
- Cartridge 8-tr.: Concert Tapes, M&R, Seeco—self-mfd.
- Cartridge 4-tr.: M&R—self-mfd. (SEE ADVERTISEMENT)
- Metra/Politan (see Country/Politan).
- Metrobeat Prod'ns Inc., PO Box 755, Minneapolis, Minn. 55440. Tel: (612) 788-1256. Pres.: Michael Jann; VP & A&R Dir.: Tony Andreason; Promo. Dir.: David Anthony Wachter.
- Labels: Country Beat, Metrobeat, Peak, West Wind.
- Metrodome (see Epstein).
- Metromedia Recs., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 245-4800. Pres.: Leonard S. Levy; Exec. Prod'r: Manny Kellern; Nat'l Sales Mgr.: Pete Vescovo; Pub. & Artist Affairs Mgr.: Barbara Christensen; Nat'l Promo. Mgr.: Freddie Love; Admin. Dir.: Joe Gowan.
- Branches: Hollywood, Calif., 6515 Sunset Blvd., Suite 201-A. Zip: 90028. Tel: (213) 462-3243. Sales & Promo. Mgr.: Julio Aiello; Prod'r: Ron Kramer—Nashville Tenn., 1513 Hawkins St. Zip: 37203. Tel: (615) 244-0131. Prod'r: Tommy Allsup.
- Cartridge 4-tr. 8-tr., cassette & open reel licensed to GRT.
- Int'l repts.: Australia (Festival), Canada (Phonodisc), Japan (Nippon Columbia), Philippines (Mareco), South Africa (Teal), UK (Pye).
- Metronome (rep. of European Metronome), 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 582-2934. Cable: ORIONCORP. Mgr.: Mrs. Brigitta Peschko.
- Int'l firms represented: Metronome (Denmark, Germany, Sweden).
- Mexico (see Discotape Int'l).
- Miami Recs. Dist'g Corp., 2819 N.W. Seventh Ave., Miami, Fla. 33127. Tel: (305) 635-7925. Pres.: Carlos Diaz-Granados; VP: Carlos Diaz-Granados Jr.; PR: Eugenio Garrote.
- Labels: Discos Columbia, Discos Fuentes, Miami.
- Cartridge 8-tr.: Discos Fuentes—self-mfd.
- Michelle (see Montel).
- Mickey Recs., 26 Mountain Ave., Dover, N.J. 07801. Tel: (201) 361-2084. Pres.: Michael F. Mafushin. Mickey Ricky (see RMS).
- Mid-South (see Style).
- Midnite Sound Studios, RR 1, W. Ross Ln., Danville, Ill. 61832. Tel: (217) 443-3321. Pres. & Int'l: Arlyn Miller; VP: Russ Boen; A&R Dir.: Arlie Neaville; Sales Mgr.: Alice Miller; Adv. Dir.: Betty Neaville; Promo. Dir.: Esther Boen.
- Label: Greta.
- Midwest Jazz (see Courier-Empire).
- Mighty Recs., 150 West End Ave., Apt. 6-D, New York, N.Y. 10023. Gen. Mgr.: Phillip Ross Zinn. Mike (see Apco, Neb.).
- Milburn Music Ent's., PO Box 362, Pasadena, Tex. 77501. Tel: (713) GR 3-2935. Owner: C. L. Milburn Jr.
- Branch: Midland, Tex., PO Box 141. Zip: 79701. Tel: (915) MU 2-0509.
- Labels: Sea Ell, Souled Out of Texas.
- Fred Miles Presents (see listing under "E").
- Milestone Recs., Inc., 119 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-5590. VP & Gen. Mgr.: Orrin Keepnews.
- Cartridge 8-tr., cassette & open reel licensed to NAL.
- Edward M. Miller (see listing under "E").
- Millie (see Pike).
- Minaret (see Shelby Singleton).
- Mind Power (see Knight Education).
- Minit (see Liberty/UA, United Artists Div.).
- Minute Man (see Columbus).
- Mio Int'l Recs. Inc., 185 West End Ave., New York, N.Y. 10023. Tel: (212) 362-9812. Pres.: Marty Wilson; VP: Pete Terrace.
- Mir-A-Don, 5333 Astor Pl. S.E., Washington, D.C. 20019. Tel: (202) 583-2862. Cable: MIRREC. Pres.: Donald Waldon.
- Mira Recs., 9028 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 655-8191. Cable: MIRAREC. Pres. & Gen. Mgr.: Randall Wood. (Distributed by Crestview).
- Labels: Mira, Mirwood, Dorsët, Surrey Int'l.
- Cartridge 4-tr. & 8-tr.: Mira, Mirwood licensed to ITCC.
- Int'l repts.: Austria (Decca), Canada (Spartan), France (Decca), Germany (Decca), Italy (Ricordi), Switzerland (Decca), UK (Decca), world-wide exclusive of the preceding (Philips released under the Fontana label).
- Mirakel Recs., c/o R. Greene, Bell Ave., Boalsburg, Pa. 16827. Tel: (814) 466-6602. Mgr.: R. Greene.
- Miro (see Monitor).
- Mirrosonic Recs. Ltd., 502 E. 84 St., New York, N.Y. 10028. Tel: (212) RE 7-2592. Pres.: Kenneth L. Mapes.
- Mirwood (see Mira & Crestview).
- Mr. G (see Audio Fidelity).
- Misty (see Sabre).
- Mobile Rec. Co., PO Box 4902, Chicago, Ill. 60680. Tel: (312) 267-7147. Pres.: James H. Manning Jr.
- Mobile Fidelity Prod'ns Inc., 10439 Willowbrae Ave., Chatsworth, Calif. 91311. Tel: (213) 882-2870. Pres. & Exec. Prod'r: Brad S. Miller; Promo. Dir.: Dick Forster; Sales Mgr.: J. M. Fish.
- Label: Mobile Fidelity.
- Cartridge 4-tr., 8-tr. cassette & open reel licensed to GRT.
- Mode (see Del Bruce).
- Modern (see Kent-Modern).
- Modiner (see Ultra).
- Mohawk (div. of Spice Prod'ns Inc.), 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-6191 (Distributed by Jay-Gee).
- Mohawk Recs., Box 235, Rt. 1, Laurens, S.C. 29360. Tel: (803) 682-2684. Contact: Sherwood Burton; Sales, Mktg., Adv. & Int'l: B&B Promos.
- Labels: Mohawk, Tee-Pee.
- Moirra (see Atlantic, Cotillion Div.).
- Mollie (see Del Bruce).
- Mona (see Met Richmond).
- Money, 1065 E. Vernon Ave., Los Angeles, Calif. 90011. Tel: (213) 231-4223. Mgr.: Mrs. Ruth Dolphin. (Distributed by Malynn Ent's.).
- Money Rec. Co., 6232 Lynridge Ave., Columbus, Ga. 31904. Tel: (404) 323-0515. Pres.: Curley Money; VP: Preston Money.
- Monitor Rec'g's Inc., 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) YU 9-2323. Cable: MONRECOIN. Pres. & A&R: Michael Stillman; VP: Rose N. Rubin.
- Labels: Miro, Monitor.
- Cartridge 8-tr. licensed to Ampex & NAL.
- Cartridge 4-tr. licensed to Ampex & Muntz.
- Cassette & open reel: same as 8-tr.
- Int'l repts.: Australia (Carinia), Austria (Columbia), Belgium (Schott Freres), Canada (Almada), Germany (Electrola), Italy (CGD), Netherlands (Munnikendam Groothandel), UK (H.R. Taylor).
- Monmouth-Evergreen Recs., 1697 Broadway, New York, N.Y. 10019. Tel: (212) 757-5105. Pres.: Bill Borden; Sales Mgr.: Patrick A. Sabatino.
- Cartridge 8-tr., cassette & open reel: licensed to NAL.
- Montego (see Camaro).
- Montel, PO Box 2306, Baton Rouge, La. 70821. Tel: (504) 344-0514. Pres.: Sam Montel; VP: Mickey Montel; A&R Dir.: Lynn Ourso.
- Labels: Debbie, Michelle, Montel, Stephanie.
- Montgomery Rec. Corp., 11411 Columbia Pike, Silver Spring, Md. 20904. Tel: (301) 593-8606. Cable: LENSPROD. Pres.: Leonard Schwab; A&R Dir.: Steve Spencer; Pub. & Adv. Dir.: Ron Shane; VP Int'l: Paul Robertson, 4 Bertha Pl., Leeds, England.
- Labels: Montgomery, LSP.
- Montilla (see Spanish World).
- Monument Rec. Corp., 530 W. Main St., Hendersonville, Tenn. 37075. Tel: (615) 824-6565. Pres. & A&R: Fred L. Foster; VP: Jack Kirby; VP Sales & Mktg.: Steve Ponce; Pub. & Adv.: Mark Clark Bates, Cumberland Co.; VP Pop. Promo.: Mike Shepherd; C&W Promo. Dir.: Tex Davis; Sound Stage 7 R&B Promo. Dir.: Allen Orange.
- Branch: Hollywood, Calif. (Int'l Div.), 9000 Sunset Blvd., Suite 606. Zip: 90069. Tel: (213) CR 3-8855. Cable: MONUWORLD. VP, Int'l Dir. & Mgr.: Robert B. Weiss.
- Labels: (owned) Monument, Rising Sons, Sound Stage 7; (distributed) Tambourine.
- Cartridge 8-tr.: Monument, Rising Sons, Sound Stage 7 licensed to GRT.
- Cartridge 4-tr.: Monument, Rising Sons, Sound Stage 7 licensed to GRT & Muntz.
- Cassette: Monument, Rising Sons, Sound Stage 7 licensed to GRT.
- Open reel: Monument licensed to GRT.
- Int'l repts.: Aden (Bhicajee Cowasjee), Argentina (Prodisa), Australia (Festival), Austria (Musica), Belgium (Barclay), Bermuda (Bermuda), Canada (London), Denmark (Hede Nielsen), Dominican Republic (Distribuidora Dominicana de Discos), Finland (Sahkolikkeiden), France (Barclay), Germany (Teldec), Greece (Columbia), Hong Kong (Jardine, Matheson), India (Gramophone), Israel (Gal-Ron), Italy (Ri Fi), Jamaica (Federal), Japan (Teichku), Lebanon (SLD), Luxembourg (Barclay in Belgium), Malaysia (Cosdel), Mexico (Orbi-Vox), Monaco (Barclay in France), Netherlands (Bovema), New Zealand (Festival), Norway (A/S Disco), Philippines (Mareco), Portugal (Movieplay), Puerto Rico (Distribuidora Nacional de Discos), Singapore (Cosdel), South Africa (Teal), Spain (Movieplay), Sweden (Electra), Switzerland (Musikvertrieb), Thailand (Black & White), Turkey (Gramofon), UK (Decca), Uruguay (Tonodisc). (SEE ADVERTISEMENT)
- Monumental (see Dawn Prod'ns).
- Moonglow Recs., 23007 Ventura Blvd., Rm. 3, Woodland Hills, Calif. 91364. Tel: (213) 346-3232. Pres.: Ray Maxwell.
- Moonshot (see Calla).
- Mortonia Recs., 254 New York Ave., Brooklyn, N.Y. 11216. Tel: (212) PR 8-1421. Owner: Harrison Smith.
- Labels: Mortonia, Star Dust.
- Mothbump (see Wahr).
- Mother Goose (see Kent-Modern).
- Mothers Recs., 1239 N. Highland Ave., Hollywood, Calif. 90028. Tel: (213) 466-6129. Owner: H.B. Barnum; Business Mgr.: James R. Alfrey.
- Motivator Org., PO Box 1036, South Shore, Alameda, Calif. 94501. Tel: (415) 533-7117. Pres., Sales & Mktg.: W. F. Schmeltzer Jr.; A&R Prod'n Head: G. Boas; Pub. & Promo.: L. Ward. Labels: Anacath, dubayee-eff, Faygees, Giriv, Nalasta, Soul Salad.
- Motown Rec. Corp., 2457 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 965-9250. Cable: MOR-ECO. Pres.: Berry Gordy Jr.; VP, Sales & Int'l: Barney Ales; Ass't to VP: Thomas Noonan; Mktg. & Adv. Dir.: Philip R. Jones; Album Sales Dir.: Mel Da Kroob; Singles Sales Dir.: Al Klein; Promo. Dir.: Gordon Prince.
- Branches: Los Angeles, Calif., 6290 Sunset Blvd., Suite 804. Tel: (213) 462-6814. Contact: Shelly Berger—New York, N.Y., 1B E. 48 St. Zip: 10017. Tel: (212) 759-6677. VP: Mike Roshkind—Dallas, Tex., 9517 Fieldcrest Ct. Tel: (214) DI 8-8210. Contact: Al Klein.
- Labels: (owned) Motown, Tamla, Gordy, Soul, VIP; (distributed) Inferno.
- Cartridge 8-tr.: Motown, Gordy, Soul, Tamla—self-mfd.
- Cartridge 4-tr.: Motown, Gordy, Soul, Tamla licensed to Muntz.
- Cassette: Motown, Gordy, Soul, Tamla—self-mfd.
- Open reel: Motown, Gordy, Soul, Tamla licensed to Ampex.
- PlayTape: Motown, Gordy, Soul, Tamla.
- Int'l repts.: Argentina (RCA), Australia (EMI), Belgium (Artone), Brazil (Rozenblit), Canada (Phonodisc), Chile (Corp. de Radio), Denmark (EMI), France (Pathe-Marconi), Germany (CBS), Italy (RCA), Japan (Cosdel), Mexico (Capitol), Netherlands (Artone), Norway (Carl M. Iversen), Philippines (Mico), Portugal (Commercio e Industria), Sweden (EMI), Spain (RCA), Turkey (Melodi), UK (EMI), Venezuela (Palacio de la Musica), West Indies (West Indies), Yugoslavia (Prodikcija Gramofonskih Ploca). (SEE ADVERTISEMENT)
- Mountain Dew (see Ambassador, N.J.).
- Mounted Recs. Inc., 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) JU 2-4572. Pres., A&R, Sales, Mktg. & Adv.: J. Billy Ver Planck; Pub. & Promo.: Harriett Wassen.
- Movieplay (see Movieplay).
- Movierecord, 437 Madison Ave., New York, N.Y. 10022. Tel: (212) PL 1-6233. Cable: MOVICENTRO. Exec. VP: Jamie Ibram; Gen. Mgr.: Manuel Sancho Labarta; A&R & Int'l: Carlos Guibert von Rein; Pub., Adv. & Promo.: Elizabeth B. Draper.
- Home office: Spain (Movieplay).
- Label: Movieplay.
- Moviefone (see 20th Century-Fox & ABC).
- Movin, PO Box 26126, Dallas, Tex. 75226. Tel: (214) HA 1-9082. Pres.: Fats Washington.
- Labels: Movin, Ride.
- Murbo Recs. Inc., 136 W. 52 St., New York, N.Y. 10019. Tel: (212) CI 7-5500. Pres.: Mrs. B. Bourne.
- Murco (see Heads Up).
- Murmil Assocs. Inc., 8 E. 63 St., New York, N.Y. 10021. Tel: (212) 838-1417.
- Label: Murmil.
- Frank Murray Songs, 134 W. 70 St., New York, N.Y. 10023. Owner: Frank Murray.
- Musart (see Musical Recs.).
- Musi-Que (see Blue River).
- Music City, 1866 Alcatraz Ave., Berkeley, Calif. 94703. Tel: (415) OL 8-5344. Pres.: Ray Dobard.
- Music Disc, 3420 Main St., Skokie, Ill. 60076. Tel: (312) 673-3730. Pres., Sales, Mktg., Pub., Adv., Promo. & Tape: Peter Fabri; VP: Morris Ziflin.
- Music Ent's. Inc., 3809 Main, Suite 8, Houston, Tex. 77002. Tel: (713) 524-3105. Pres.: Huey P. Meaux; Sec'y: Marilyn von Steiger.
- Labels: Boogaloo, Copyright, Pablo, Pacemaker.
- Music Factory (see MGM).
- Music Guild (see Westminster & ABC).
- Music Inds., 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-5586. Pres. & Gen. Mgr.: Bill Connor; VP & A&R: Scotty Moore III.
- Labels: Frame, Fun, MIC, Map, Media, Racer.
- Music Library Rec'g's (Estate of Earl Walker), Rt. 1, Box 545, Lakeport, Calif. 95453. Tel: (707) 263-6029. Executor: E.E. Bloch.
- The Music Mart, 575 Cherokee Rd., Smyrna, Ga. 30080. Tel: (404) 436-1552. Owner: Don Howard; Gen. Mgr.: Wayne Stowers; Sales, Mktg., Pub., Adv. & Promo.: Phil Sanders.
- Labels: Music Mart, Dice.
- Music Masters (see Vox).
- Music Minus One, 43 W. 61 St., New York, N.Y. 10023. Tel: (212) CI 5-4861. Pres.: Irving Kratka; Gen. Mgr.: James Gardner.
- Labels: Classic Editions, Guitar World, Music Minus One (MMO), Rockland.
- Int'l repts.: Australia (Ricordi), Austria (Columbia), Belgium (Schott Freres), Canada (Canadian Music Sales), Denmark (Musikhuset), Finland (Pohjoismainen Shko-Oskeyhtio), France (Maison du Disque), Germany (Electrola), Italy (Ricordi), Madagascar (De Comermond), Netherlands (Laurens De Koekkoek), New Zealand (Contemporary Music Supplies), Norway (Norsk Gramofon), Portugal (Valentim De Carvalho), Puerto Rico (Ponce de Leon), Spain (Prodisc), Sweden (Cupol), Switzerland (Alfred Sacher), UK (Bill Lewington).

Music Mountain Prod'ns, Lebanon Junction, Ky. 40150. Tel: (502) 833-2260. Owner: W.A. Masden.
Labels: MMP, B-Rod, Music Mountain.
 Music of Polynesia, Ala Moana Bldg., Suite 1505, Honolulu, Hawaii 96814.
 Music Plus, 129 St. Paul St., Brookline, Mass. 02146. Tel: (617) 566-3834. Pres. & Treas.: Deena Cohen; VP & Prod'n Exec.: Arthur Libman.
 Music Town Rec'g (see MTR).
 Music World (see Antigua).
 Musical Comedy Guild (see Trend Int'l).
 Musical Heritage Society Inc., 1991 Broadway, New York, N.Y. 10023. Tel: (212) TR 3-6130. Pres.: Dr. Michael Naida.
 Musical Recs. Co., PO Box 75, Zip: 33011; 780 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638. Pres.: Eliseo C. Valdes.
Branches: Los Angeles, Calif., 2958 W. Pico Blvd. Zip: 90006. Tel: (213) 737-0937—New York, N.Y., 502 W. 51 St. Zip: 10019. Tel: (212) 581-3235—San Antonio, Tex., 8339 San Pedro Ave., Airport Ind'l Park, Bldg. 5. Zip: 78216. Tel: (512) 342-2621.
Int'l branch: Puerto Rico.
Labels: (owned) Discuba; (distributed) Musart, Musidisc, Nilser, Rex, Peerless, Eco.
Cartridge 4-tr., 8-tr. & cassette: Discuba, Musart, Musidisc, Nilser, Peerless—self-mfd.
 Musicland USA, 9 Fawnridge Ct., St. Louis, Mo. 63141. Tel: (314) WY 1-0383. Pres.: Mel Friedman.
 Musicode Recs., 104 E. Fox, Caldwell, Tex. 77836. Tel: (713) 567-4539. Pres. & A&R Dir.: Bennie Hess; A&R: D. L. Collins; Sales & Mktg.: Bob Sloan; Pub. Adv. & Promo.: D. C. Lee.
Branch: Houston, Tex., 13722 Monarch. Zip: 77047. Tel: (713) ID 3-3361. Gen. Mgr.: Bob Sloan.
Labels: Artist of Fame, Janalyn, Musicode, Space, Tap.
 Musicor Recs. (div of Talmadge Prod'ns), 240 W. 55 St., New York, N.Y. 10019. Tel: (212) LT 1-4680. Cable: ARTALMADGE. Pres.: Arthur Talmadge; VP & Comptroller: Mel Lewinter; VP, Sales & Mktg.: Chris Spinoso; Promo. Dir.: Dick Colanzi; Int'l Dir. & Tape Div. Mgr.: Irwin Rawitz.
Labels: Musicor, Dynamo.
Cartridge 4-tr. & 8-tr.: Musicor licensed to ITCC; Dynamo licensed to GRT.
Cassette: Musicor, Dynamo licensed to GRT.
Open reel: Musicor licensed to GRT & ITCC; Dynamo licensed to GRT.
Int'l reps.: UK (EMI), Venezuela (Palacio de la

Musica), world-wide exclusive of the preceding (CBS).
 Musictown (see Chart).
 Musidisc (see Musical Recs.).
 Muskogee (see Frank Brock).
 Mustang (see Blue Star).
 Mutt Rec. Prod'ns, 27316 Michigan Ave., Inkster, Mich. 48181. Tel: (313) LO 5-5001. Pres.: Nate J. V. Dore; 'Co-ord.: Bill Webb; A&R: Aaron Neil.
Labels: Mutt, Desiree, Pennie, Country Caravan.
 Mutual Recs., 1800 N. Highland Ave., Hollywood, Calif. 90028. Pub. & Promo.: George Jay.
 Mutual, Pa. (see Paramount).
 Muza (see Polish Rec. Center).
 My (see Jemel).
 Myil (see Elvitru).
 Mystic Recs. Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-1457. Pres.: Doug Moody.

N

N A L (see North American Leisure).
 N M C (see Harvester).
 N. Y. Skyline (see Edmar).
 Nada Recs., RFD 1, Box 44, Lutesville, Md. 63762. Tel: (314) 238-2578. Owner: Nellie A. Allen; Promo: Tink Smith.
 Nalasta (see Motivator).
 Nar-Ken (see Ken Keene).
 Nasco (see Nashboro).
 Nashboro Rec. Co., 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. Pres.: John R. Funk; Exec. VP: B. S. Howell Jr.
Labels: Abet, Creed, Crescent, Excello, Nashboro, Nasco, Sound City Rec. Co.
Cartridge 8-tr.: Nashboro, Excello licensed to GRT (SEE ADVERTISEMENT)
 Nashville (see Starday-King).
 Nation (see Salem).
 National Rec. Co. Ltd., 2527 St. Paul St., Baltimore, Md. 21218. Tel: (301) 727-6420. Pres.: Oscar Buchman; VP: Mary Buchman; Sec'y-Treas.: Barbara Brager; Sales, Mktg., Pub., Adv. & Promo.: Bucky Buchman.
 National Rec. Sales, 160 Broadway, New York, N.Y. 10038. Tel: (212) BA 7-9793. Owner & Mgr.: Reginald M. Jervis; Sales & Promo.: Bobbie Jervis.
Labels: Ren Bob, Renny.
 National, 209 Stahlman Bldg., Nashville, Tenn. 37201. Tel: (615) 244-4064. Contact: Tex Clark.
Labels: Barbie, Bomar, C'n W, Guilford, R'n B, Spirit.
 Natru (see Viscojon).
 Natural Sound (see Wayside).

Neale Music, PO Box 3294, San Bernardino, Calif. 92404. Owner: Neale Wrightman.
 Nebraska (see Artists Life).
 Neginah (see Fran).
 Neil Recs., 525 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) 692-4508. Gen. Mgr.: Neil A. Kjos Jr.
Labels: Neil, GWM.
 Neptune (see Chess).
 Nessa Recs., PO Box 1417, Bloomington, Ind. 47401. Tel: (812) 336-2281. Owner: Charles T. Nessa; Sales & Mktg.: Ann Nessa.
Int'l reps.: Belgium (Walter de Block), Canada (H&H Dist'g).
 Nett Recs., 1003 Thomas Ave., Monroe, La. Tel: (318) 387-6433. Pres.: Mrs. Bill Nettles.
 Nevada (see Trend Int'l).
 Nevada-Nippon (see Trend Int'l).
 New Castle Recs. Inc., 5 Proctor Blvd., Utica, N.Y. 13501. Tel: (315) 724-0556. Owner: Justin Julian.
 New England Rec. Co., 12606 Carlsbad, Houston, Tex. 77045. Mgr. & A&R: Daniel Andrade.
 New Horizon (see Owl, Ga.).
 New Voice (see CGC).
 New World (see Sullivan).
 Newton Rec. Co., 1650 Broadway, Rm. 1205, New York, N.Y. 10019. Tel: (212) CI 6-3126. Contact: Evan Georgeoff.
 Nico Recs., 6725 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3825. Pres.: Nick Vanoff; VP: Boris Vanoff; PR: Henri Bollinger; Promo. Dir.: Sam E. Ganyan.
Branch: 1735 Vine St. Zip: 90028. Tel: (213) 466-9542.
Labels: Nico, M&L.
 Night Owl (see Cucca).
 Nilser (see Musical Recs.).
 Nina Rec. Co. Inc., 614 Eighth Ave., New York, N.Y. 10018. Tel: (212) OX 5-7696. Pres.: George Valavanis; Mgr.: Nick Tseperis.
Int'l branch: Greece.
Labels: Nina, Olympic.
Cartridge 8-tr.: Nina—self-mfd.
 Nobel (see Lovette).
 Nonesuch (see Elektra).
 Norca (see Met Richmond).
 Norco (see Rio Grande).
 Norman, 1815 Locust St., St. Louis, Mo. 63103. Tel: (314) 621-7171. Pres.: Norman Wienstroer.
 North American Rec'g, 5525 King Arthur Ct., Westmont, Ill. 60559. Tel: (312) 969-8484. Pres. & A&R: George A. Tasker Jr.; VP & Treas.: Helen M. Tasker; Sales Mgr.: George A. Tasker III.

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U.S. Record Manufacturers

North American Leisure Corp., 1776 Broadway, New York, N.Y. 10019. Tel: (212) 265-3340. Pres.: Larry Finley; VP: Lawrence Mirken; Music Dir.: Jack Francis; Sales Mgr.: Irv Schwartz; Pub.: Ted Troob; Int'l: Jack Lewis.

Label: NAL. Cartridge 8-tr., cassette & open reel self-mfd. North State Musical Prod'ns Inc., 605 E. Ash St., Goldsboro, N.C. 27530. Tel: (919) 734-1081. Pres.: Claude Whitfield; Sec'y-Treas.: John I. Whitfield.

Northland Sound Studios, 531 Third St., Wausau, Wis. 54401. Tel: (715) 845-4275. Gen. Mgr.: D. E. Wright.

Labels: Northland, Wisconsin. Northmoor Rec'g, 1229 East Pkwy. S., Memphis, Tenn. 38114. Tel: (901) 274-0565. Pres., Pub. & Adv.: Dean Moore Sr.; VP & A&R: Libby Moore; VP Tape: Dean Moore Jr.

Labels: (owned) Northmoor, Linguatape; (distributed) Collegian. Note Recs., PO Box 1223, 1906 South St., Suite 102, Nashville, Tenn. 37202. Contact: Mrs. Carla Scarborough.

Nottingham Disc (see D'Arcy). Now, Calif. (see Original Sound). Now Recs. Inc., 130 N. Broadway, Camden, N.J. 08102. Tel: (609) 589-1456. Pres.: R. R. Wisneski.

Labels: Now, Black & Blue. Now, Ohio (see Courier-Empire). Nu-Tone Recs., PO Box 5702, 1240-C Heidt St., Columbia, S.C. 29205. Tel: (803) 252-0138. Contacts: Bennie Brown Jr., Richard Barnett.

Nugget, PO Box 400, Tinnin Rd., Goodlettsville, Tenn. 37072. Tel: (615) 859-5268. Pres.: Fred Carter Jr.

Labels: Amphion, Clark, Nugget. Nui Loa (see Trend Int'l).

O H B Recs., PO Box 34, Woodmere, L.I., N.Y. 11598. Tel: (516) 295-2358. Owner & Mgr.: Walt Sterling.

O K (see Asteroid). O M, 7507 Sunset Blvd., Suite 1, Hollywood, Calif. 90046. Tel: (213) 876-2100. Pres.: Mark Roberts.

O R Recs. Inc., 3112 N. Broad St., Philadelphia, Pa. 19132. Tel: (215) BA 8-5100. Pres.: Lenney Caldwell.

O-T-O (see One Thousand and One). Oahu (see Hawaiian-American). Oakridge, 2001 Elton Rd., Fort Worth, Tex. 76117. Tel: (817) TE 8-6608. Owner & A&R: Homer Lee Sewell; Sec'y: Eloise A. Sewell.

Labels: Crossfire, Oakridge. Oasis (see Request). Oceana (see Pacific Islands). Ode (see CBS, Epic Div.).

Ode Fest Recs., 2110 Hildarose Dr., Silver Spring, Md. 20902. Tel: (301) 589-2068. Pres.: John D. Lauterbach.

Labels: Ode Fest, Jon-Da-Lau, Sound Core. Odessa (see Met Richmond). Odex (see Lynn's). Odyssey (see CBS, Columbia Div.).

Ohio Recs., PO Box 655, Hudson, Ohio 44236. Tel: (216) 653-8295. Pres.: Ethel P. Delaney; Country A&R: Russell T. Delaney.

Ohioneph (see McKinnon). Ohn-J Rec. Co., 2521 N. Travis, Sherman, Tex. 75090. Tel: (214) 893-6772. Owner: John Sands.

O'Isseau Lyre (see London Imports). Okeh (see CBS, Epic Div.). Okolehao (see Hawaiian-American).

Old Sound (see Record Rendezvous). Old Timey (see Arhoolie). Old Town (see Deb-Mor). Oldfield (see Cool Air).

Olympic (see Nina). Omaha (see Discotape Int'l). Omega (see Discotape Int'l). Onacrest (see Crestview).

One Thousand and One (O-T-O), 210 E. Main, Robstown, Tex. 78380. Tel: (512) 387-1615. Owner: C.H. Forsman.

1-2-3 (see Capitol). Onyx (see Trident). Open (see Loadstone/Open). Optimum (see Epstein).

Opus One, 212 Lafayette St., New York, N.Y. 10012. Tel: (212) 226-6028. Owner: Max Schubel.

Orange (see Discotape Int'l). Orange Grove (see McKinnon). Orange Pekoe (see Ames). Orbis (see Discotape Int'l).

Orbit, PO Box 45417, Houston, Tex. 77045. Pres.: Ray McGinnis; VP: Harry Husser.

O'Retta (see Daran). Original Sound, 7120 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) HO 6-6255. Pres. & Int'l: Art Laboe.

Branch: Palisades Park, N.J., 354 E. Homestead Ave., Zip: 07650. Tel: (201) 941-2323. Rep.: Charlie Peters. Labels: Original Sound, Now, Starla. Cartridge 4-tr., 8-tr. & cassette: Original Sound self-mfd. Int'l reps.: Australia (Festival), France (Vogue), Italy (Durium), Netherlands (Negram), Spain (Hispanovox).

Orion (see Knight Education). Orovox (see Discotape Int'l). Orpheum Prod'ns Inc., 235 W. 46 St., New York, N.Y. 10036. Tel: (212) 765-1330. Pres.: Jesse Seltzer.

Overtone Recs., 216 Stratford St., Syracuse, N.Y. 13210. Tel: (315) 475-5644. Owner: Richard C. Burns.

Owl Recs. (div. of Thorne Films Inc.), 1229 University Ave., Boulder, Colo. 80302. Tel: (303) 443-4480. Pres.: Dr. Oakleigh Thorne II; VP: Sherman Peale; Mktg. Dir.: Robert Ellis; Mktg. Ass'ts: Mary Kay Opicka, Pat Conway; Opns. Mgr.: Beverly Barday; Opns. Ass't: Candi Grosswiler.

Owl Recs., 3759 Main St., Atlanta, Ga. 30337. Tel: (404) 762-8778. Pres.: Randy Little; VP: John W. Duncan Jr.; Ass't VP: W.C. Golden. Labels: Owl, New Horizon.

Oxford (see Tioga). Ozark (see Discotape Int'l).

P

P A Ents. Inc., PO Box 3857, Merchandise Mart, Chicago, Ill. 60654. Tel: (312) 375-4847. Pres.: A.A. Pappas. Labels: PA, Premiere.

p d p (see Ames). P I (see Peters Int'l). P I P (see Pickwick Int'l).

P K C Prod'ns Inc., 3240A N. Bartlett Ave., Milwaukee, Wis. 53211. Tel: (414) 332-5771. Pres.: Paul Carlson; VP: Phillip Klingler; A&R Dir.: Kyra Lazar; Sales & Mktg. Dir.: Michael Kabb. Labels: PKC, Blue Seal.

P O P (see Ames). Pa Key (see Del Bruce). Pablo (see Music Ents.). Pacemaker, N.Y. (see Bell).

Pacemaker, Tex. (see Music Ents.). Pacific Recs., PO Box 26306, 5925 W. Florida Ave., Denver, Colo. 80226. Tel: (303) 922-3286. Owner: Anne Elaine Wainright.

Pacific-American (see Hawaiian-American). Pacific Islands Recs. Group, PO Box 38669, Hollywood, Calif. 90038. Tel: (213) 462-5950. Mgr.: L. Tavera.

Labels: Bora Bora, Copra, Oceana, Pacific Islands, Rarotonga, Samoa, Savaii, South Sea, Suva.

Page Rec'g Co., 345 Second St., Conemaugh, Pa. 15909. Tel: (814) 539-8117/9834. Owner: Al Page; West Coast Promo.: Ernie Page, 3769 Promontory, San Diego, Calif. 92109.

Labels: Page, Dub-U, Homespun, Licorice. Page One (see Bill). Pai (see Asteroid).

Palette, 250 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-3087. Pres.: F.R. Faecq; VP: R. Kluger. (Distributed by Kapp). Home office: Belgium.

Palm (see Criterion). Palmer Recs., 13401 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 491-6000. Pres.: John Kaplan; A&R Dir.: Joey Welz.

Paloma, Calif. (see Azteca). Paloma, Pa. (see St. Clair). Palomino Recs. (div. of Hollywood Continental Films), 1532 N. Cahuenga, Hollywood, Calif. 90028. Tel: (213) 465-2424. Pres.: Michael Parkhurst.

Panart Int'l Inc., 477 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-1391. Cable: PANARTREC. Pres.: J.R. Sabat; Gen. Mgr.: Gato Sabat.

Int'l branch: Venezuela. Labels: (owned) Panart; (distributed) Discomoda. Int'l reps.: Columbia (Fuentes), Dominican Republic (Julio Tonos), Peru (Sica Peruana).

Panda (see Connoisseur). Panorama, Mich. (see Endeavor). Panorama, Wash. (see Jerden).

Panther, N.Y. (see Take 4). Panther, N.C. (see Southern Sounds). Pantomime, 6720 Broad St., Philadelphia, Pa. 19126. Tel: (215) 924-0224. Pres.: Michael Adler; Album Co-ord.: Joseph Brodsky; Sales Mgr.: Alan S. Cylinder; Pub.: Ronald Toll.

Branch: Atlantic City, N.J., 1004 Pacific Ave. Zip: 08401. Dir.: Bob Schilling. Labels: Pantomime, Splatter, Infinite.

Paragon Prod'ns, 1265 Broadway, New York, N.Y. 10001. Labels: Paragon, Record Makers, Ronnie.

Parallax (see Audio Fidelity). Paramount Recs. (div. of Paramount Pictures Corp.), 1507 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-3141. Pres.: Arnold D. Burk; VP: A&R: Jay S. Lowy; VP, Sales & Dist.: Ken D. Revercomb; VP, Adv. & Mdsq.: Jack L. Levy; VP, Promo. & Artists Relations: John Rosica; A&R: Tom Mack, Gerry Granahan, Billy Vaughn, Milt Rogers; Ray Ruff; Nat'l Sales Mgr.: Richard O. Bowman; Press & Info. Dir.: Norman Winter; Int'l Mgr.: Judy Hicks; Adv. & Mdsq. Programs Dir.: Stu Langer; C&W Promo.: Dottie Vance.

Branches: See Rec. Dist. section: Paramount Rec. Dist.s.—Los Angeles, San Francisco, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; New Orleans, La.; Boston, Mass.; New York, N.Y.; Haverford, Pa.; Dallas, Tex.

Labels: Dot, Acta, Paramount, Steed. Cartridge 8-tr.: Paramount Stereo Tape—self-mfd.

Cartridge 4-tr.: Dot, Acta, Paramount, Steed licensed to Muntz. Cassette: Paramount Stereo Tape—self-mfd. PlayTape: Dot, Acta, Paramount, Steed.

Open reel: Dot, Acta, Paramount, Steed licensed to Ampex.

Int'l reps.: Argentina (Sicamericana), Australia (Festival), Belgium (Artone), Brazil (RGE), Canada (Quality), Central America (INDICA in Costa Rica), Columbia (CBS), Denmark (EMI), Finland (EMI), France (Pathe-Marconi), Germany (Electrola), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Italy (Ricordi), Israel (Eastronics), Japan (Cosdel), Lebanon (EMI), Luxembourg (Artone in Belgium), Mexico (RCA), Netherlands (Negram-Delta), New Zealand (Festival), Nigeria (EMI), Norway (EMI), Pakistan (Gramophone in India), Philippines (Mico), Portugal (Radio Triunfo), Singapore (Cosdel), South Africa (Tru-tone), Sweden (EMI), Switzerland (Emiag), Spain (Hispanovox), UK (EMI), Uruguay (Sicamericana in Argentina), West Indies (Record Specialists in Jamaica). (SEE ADVERTISEMENT)

Paramount, 1314-24 S. Howard St., Philadelphia, Pa. 19147. Tel: (215) 336-7001. Cable: MRM. Pres., Adv., Promo. & Int'l: Samuel D. Hodge; Pop A&R Mgr.: Don Nichols; VP Classical A&R: Lou Decina; Sales & Mktg. Mgr.: A. Spatola; Pub.: Guy R. Hodge.

Branch: Hollywood, Calif., 6201 Santa Monica Blvd. Zip: 90038. Tel: (213) 466-1101. Sales Mgr.: Al Levine.

Labels: Astro, Beam, General, Gina, Hodge, Joed, Mutual, Paramount, Wassel.

Paris Tower (see Sundt). Park Grand (see Pretty Girl). Parliament (see Connoisseur).

Parnaso, 275 S. Second St., Brooklyn, N.Y. 11211. Tel: (212) 387-1200/5139. Pres.: Roger Lopez. (Distributed by Met Richmond).

Labels: Astro, Campe, Parnaso, Skipper. Int'l reps.: Argentina (Odeon), Mexico (Parnaso), Puerto Rico (Allied Whse.), Venezuela (Favedica).

Parr-X Corp., 1618 N. Broad St., Philadelphia, Pa. 19121. Tel: (215) PO 3-2825, PO 9-9479. Pres.: Frank Virtue; A&R Dir.: John Stiles; A&R: Mary Ann Virtue; Sales & Mktg.: Charlie Fach. Label: Virtue (distributed by Mercury).

Parrot (see London). Part III (see CapCity).

Parthenon Recs., 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.

Pat (see Smoke). Pathways of Sound Inc., 102 Mount Auburn St., Cambridge, Mass. 02138. Tel: (617) EL 4-6190. Pres.: Joe Berk.

Labels: Credo, Pathways of Sound. Patio (see Audiofax). Paul Carson (see Alma, Calif.).

Paula (see Jewel). Pavilion (see Buddha/Kama Sutra). Payle (see Jay-Cher).

Peace (see Texas Sound). Peachtree (see Mercury). Peacock Recs. Inc., 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225. Cable: PEADUKE.

Labels: Backbeat, Peacock, Song Bird. Cartridge 8-tr.: Peacock, Backbeat licensed to GRT.

Cartridge 4-tr.: Peacock licensed to Muntz; Backbeat licensed to GRT. Cassette: Backbeat licensed to GRT. Affiliate: Duke. (SEE ADVERTISEMENT)

Peak (see Metrobeat). Pearce Rec. Corp., 16400 E. Truman Rd., Independence, Mo. 64050. Tel: (816) 254-9100. Gen. Mgr.: John Pearson; Dist'n Mgr.: John Moudy; Pub.: Charles Lewis; Promo. Dir.: Joseph Good.

Labels: (owned) Pearce, Rock, Cave; (distributed) B-Jet.

Pearl (see Dome). Pee Gee (see Pretty Girl). Peerless (see Musical Recs.). Peermont (see Heads Up).

Pelican Recs., 7172 Hawthorne Ave., No. 102, Los Angeles, Calif. 90046. Tel: (213) 874-7177. Pres.: Al Stoffel Jr.

Penguin, 575-B Harding Rd., Zanesville, Ohio 43701. Tel: (614) 452-4663. Pres.: Benjamin Gilliotte; VP A&R: Terry Mace.

Pennant (see Rem). Pennie (see Mufft). Pentagon, Pa. (see Del-Val).

Pentagon Rec'g Co., 2919 S. Wentworth Ave., Milwaukee, Wis. 53207. Tel: (414) 481-0257. Pres.: Clyde F. Lewin.

Pepper (see Pepper-Tanner). Pepper-Tanner Inc., 2076 Union Ave., Memphis, Tenn. 38104. Tel: (901) 274-6674. Pres.: William B. Tanner; Gen. Mgr. & A&R: Marty Lacker; Pub.: Tim Riley.

Branches: Beverly Hills, Calif., 9171 Wilshire Blvd. Zip: 90210. Tel: (213) 278-5833. Gen. Mgr.: Barrett Mayer—New York, N.Y., 155 E. 50 St. Zip: 10022. Tel: (212) 754-1297. Mar.: Arnold Fetbrod—Dallas, Tex., 2545 N. Fitzhugh, Zip: 75204. Tel: (214) 827-5401. VP: Larry Mahoburac.

Label: Pepper (distributed by Scepter). Pepper Tree (see Advance). Pergasso (see Met Richmond). Period (see Everest). Periscope Prod'ns, 24 Francis Dr., Suite 4, Randolph, Mass. 02368. Tel: (617) 963-7370. Cable: PERI REC. Pres., Pub., Promo & Int'l: Edward M.

Hurvitz; A&R: Ed Michaels; Sales, Mktg. & Adv.: Linda S. Berman.
Labels: Periscope, Streke.
 Perri (see ALA).
 Personality (see Charles Bachman).
 Pete Recs., 8451 Melrose Ave., Los Angeles, Calif. 90069. Tel: (213) 653-4231. Pres.: Chris Petersen Jr.; VP & Gen. Mgr.: Robert D. Kirstein.
 Peter Pan (see Ambassador, N.J.).
 Peter Rabbit (see Alshire Int'l).
 Peters Int'l Inc., 600 Eighth Ave., New York, N.Y. 10018. Tel: (212) 524-4020. Cable: PETOURS. Pres.: Chris Peters; Gen. Mgr.: James C. Bantros; A&R Mgr.: Robert H. Reid; Sales Mgr.: Irving Cherne.
Label: Pl.
Cartridge 8-tr. & cassette self-mfd. (SEE ADVERTISEMENT)
 Pharoah Recs., PO Box 969, McAllen, Tex. 78501. Tel: (512) MU 6-0791. Pres.: James Nicholls. phase 4 (see London).
 Phi-Dan (see Philles).
 Phil-L.A. of Soul (see Jamie/Guyden).
 Philco-Ford Hip-Pocket Rec. Co., "C" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-6000. Business Mgr.: Vince Novak.
 Philips (see Mercury & International Music Consultants).
 Philles Recs., 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8661. Pres.: Phil Spector; VP: Gloria DiMino.
Labels: Emerald, Phi-Dan, Philles.
Int'l distributor: London Recs. in US.
 Philly Groove (see Bell).
 Philwood (see Black Gold).
 Phoebe James Creative Rhythm (see listing under "J").
 Phoenix Rec'gs, PO Box 643, Hollywood, Calif. 90028. Tel: (213) NO 3-3477. Owner & Prod'r: Anne Upton.
 Phoenix, N.Y. (see Sire).
 Piccadilly (see Jerden).
 Pickwick Int'l Inc., 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. Cable: PICKSACOR. Chm.: Cy Leslie; Exec. VP: Ira L. Moss; VP A&R: Joe Abend; VP Sales & Mktg.: Ralph Berson; Int'l: Fred Baron.
Branches: Hollywood, Calif., 949 N. Orange Dr. Zip: 90038. Tel: (213) 654-4430. VP: Dave Brown—Atlanta, Ga., 1290 Collier Rd. N.W. Zip: 30318. Tel: (404) 355-6063. Mgr.: Al Bean—New York, N.Y., 8-16 43 Ave., Long Island City, Zip: 11101. Tel: (212) 361-8811.
Int'l branch: Canada.
Labels: Allegro, Cricket, Design, Grand Prix, Happy Time, Hilltop, Instant Learning Series, PIP, Pickwick/33, Showcase.

Cartridge 4-tr., 8-tr. & cassette: Hilltop, Pickwick—self-mfd.
Int'l rep.: UK (London).
 Pickwick/33 (see Pickwick Int'l).
 Pidemount (see McKinnon).
 Piece Rec. Prod'ns, 11511 Gravelly Lake Dr., Tacoma, Wash. 98499. Tel: (206) 588-5171. Pres.: Doug Hewitt.
Labels: Piece, Feasible.
 Pieces of Eight Rec. Co., 3263 Oakdell Rd., Studio City, Calif. 91604. Pres.: Rebecca Adler; Pub.: Linda Hughes.
 Pike Recs., 3806 Pasadena St., Bakersfield, Calif. 93306. Tel: (805) 871-3278. Pres.: Leon Hart.
Labels: Millie, Pike, Windsor.
 Pinewood (see Fink-Pinewood).
 Pinnacle, 5358 S. Wells St., Chicago, Ill. 60609. Tel: (312) WA 4-2974. Pres.: Franz Jackson.
 Pioneer Rec. Sales Inc., 701 Seventh Ave., New York, N.Y. 10036. Tel: (212) JU 6-7260. Pres.: Moses Asch; Sales: Wynn Adams.
Labels: Asch, Broadside, RBF.
 Piper (see Courier-Empire).
 Pitch (see Gusman).
 Pius X School of Liturgical Music, Manhattanville College, Purchase, N.Y. 10577. Tel: (914) WH 6-9600. Music Dir.: Mother Morgan.
 Plaid (see Boddie).
 Planet (see Hitbound).
 Plantation (see Shelby Singleton).
 Platinum (div. of The Music Factory), 567 N.W. 27 St., Miami, Fla. 33127. Tel: (305) 635-9411. Pres.: & A&R: Bob Archibald; VP: Dorothy Peshkin. (SEE ADVERTISEMENT)
 Plato Recs. Inc., Box 291, 1269 Pike St., Milton, W. Va. 25541. Tel: (304) 743-3311. Pres.: Robert Ullom; VP: Patrick Wisman.
 Playcraft (see Mercury).
 Playette Corp., 585 Ninth Ave., New York, N.Y. 10036. Tel: (212) BR 9-5379. Pres.: Sidney A. Evans.
Labels: GMS-Disc, Playette.
Open reel 2-tr.: GMS—self-mfd.
 Playhouse Recs., 60 Fremont Pl., Los Angeles, Calif. 90005. Tel: (213) WE 4-1863, WE 5-4654. Owners: Jim Copp, Ed Brown.
 Pleasant Peasant (see Artists Life).
 Pleasure Time (see Allandale).
 Pliant (see Vantage).
 Point (see Georden).
 Polish Rec. Center of America, 3055 Milwaukee Ave., Chicago, Ill. 60618. Tel: (312) 772-4044.
Labels: (owned) Melodia; (imported & distributed) Muza, Pronit, Veriton.
 Polka Dot (see Cuca).
 Polka Tone (see Jay Jay).
 Polka Towne, 23 Marian Ln., Jericho, L.I., N.Y.

11753. Tel: (516) 822-3198. Contact: T. Kalinowski.
 Polkaland (see Artists Life).
 Polly Recs. Inc., 4542 Live Oak, Mesquite, Tex. 75149. Tel: (214) BR 9-0635. Pres.: J. A. Balthrop.
 Polly Bee Recs., 1022 Howard St., Bridgeport, Ohio 43912. Tel: (614) 635-9940. Pres.: Bonnie Baldwin.
 Pollyvox, 369 15 St., Norwood, N.J. 07648. Gen. Mgr.: John Vrolyk; Assoc.: John S. Lind.
 Polydor Inc., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 245-0600. Pres. & Pop A&R: Jerry Schoenbaum; Classical A&R & Tape: James J. Frey; Sales & Mktg.: Andrew Miele; Classics Sales & Mktg.: Sidney Love; Pub.: Lloyd Gelassen; Promo: Noel Love; Int'l: Claus Petermann. (Also see International Music Consultants.)
Labels: Polydor, Archive, Deutsche Grammophon Gesellschaft (DGG), Heliodor.
Cartridge 8-tr.: Archive, Deutsche Grammophon, Polydor—self-mfd.
Cartridge 4-tr.: Archive, Deutsche Grammophon, Polydor licensed to Ampex.
Cassette: Same as 8-tr.
Open reel: Same as 4-tr.
 Polyphonic (see Asteroid).
 Polyvox (see Vox).
 Pompeii Music, PO Box 7328, Dallas, Tex. 75209. Tel: (214) 521-7911. Bd. Chm.: Pat Morgan; Vice Bd. Chm. & Promo.: Scott Hudson; A&R Dir.: Darrell Glenn; Sales & Mktg.: Artie Glenn; Pub.: Beverly Lide; Adv.: Sonja Kenrick; Tape: Don Jacoby.
Labels: Pompeii (distributed by Atlantic, Atco Div.), Vesuvius.
 Ponce (see Met Richmond).
 Poney (see Elvitruel).
 Poppy Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) JU 6-3000. Pres.: Kevin Eggers. (Distributed by RCA).
 Popry Recs., 1808 West End Bldg., Nashville, Tenn. 37203. Tel: (615) 242-0531. Owner: Jay Rainwater.
 Port (see Jay-Gee).
 Carl D. Potnick/Performing Arts Ents., Suite 806, 3 Penn Center Plaza, Philadelphia, Pa. 19102. Tel: (215) 561-0551. Pres.: Carl D. Potnick.
Label: Celeen.
 Power (see Ambassador, N.J.).
 Power-Pak (see Associated Inds.).

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Prancer (see Roulette). Premier (see Premier Albums). Premier Albums Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-5253. Pres.: Philip Landwehr; VP & Sec'y-Treas.: Michael Javits; VP Opns.: George Kurtz. Int'l branch: Canada. Labels: Premier, Baronet, Coronet, Directional Sound, Spin-O-Rama, Twinkle. Cartridge 8-tr. & cassette: Ultimate Sound, Name Artists Series, ST8 Series—self-mfd.

Discos Premiere (see Fermata Int'l Melodies). Premire (see PA). President (see American Metropolitan & Laurie). Press (see London). Presta, 29 E. Monterey Way, Phoenix, Ariz. 85012. Tel: (602) 264-9364. Pres. & A&R: Gary Taylor; Promo. Mgr.: Johnny Salisbury. Labels: Presta, Sound Gems.

Prestige Recs., 203 S. Washington Ave., Bergenfield, N.J. 07621. Tel: (201) 384-6900. Pres., Sales & Mktg.: Robert S. Weinstock; Pub., Promo. & Tape: Bob Porter; VP Creative Activities: Don Schlitten. Cartridge 8-tr. licensed to Livingston Audio Prods.

Int'l reps.: Algeria (Pathe-Marconi), Austria (MPS), Belgium (MPS), France (Pathe-Marconi), Germany (MPS), Guyana (Pathe-Marconi), Hong Kong (Cosdel), Indonesia (Cosdel), Italy (MPS), Japan (Cosdel), Kenya (Gallo), Luxembourg (MPS), Malaya (Cosdel), Monaco (Pathe-Marconi), Netherlands (Artone), Nigeria (Pathe-Marconi), Philippines (Cosdel), Singapore (Cosdel), South Africa (Gallo), South Korea (Cosdel), South Vietnam (Cosdel), Switzerland (Pathe-Marconi), Thailand (Cosdel), Tunisia (Pathe-Marconi).

Presto-Hit, 140 Beach St., Fort Walton Beach, Fla. 32548. Tel: (904) 442-4519. Cable: PRESTOREC. Pres.: Preston Hicks. Branch: Pensacola, Fla., Preston Ents. Prods., 3895 Winona Dr. Zip: 32504.

Pretty Girl Corp., 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres.: Mrs. Bobbie Davis; A&R: Style Wooten. Labels: Pretty Girl, Park Grand, Pee Gee.

Preview, 604 Alta Dr., Beverly Hills, Calif. 90210. Tel: (213) 275-6768. Pres.: Joseph Moshay. Prime (see Style). Prince (see Criterion). Prism (see Taylor Made Sound). Pro (see Tide).

Pro-Arte (see Spanish Music Center). Pro Musica Recs., 900 Lake Shore Dr., Chicago, Ill. 60611. Tel: (312) 944-3897. Prod'r: Nina M. Minchin; Sales: N. Minchin. Pro Sound Prods Inc., 720 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-0091/9964. Pres.: Johnny Scoggins; VP: Billy Graves. Labels: Honor Brigade (distributed by Shelby Singleton).

Probe (see Command & ABC). Process Rec. Co., 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr. & A&R: Norman Kelly. Labels: Process, Country Star, Mersey. Cartridge 4-tr. & open reel self-mfd.

Produceos Fermata (see Fermata Int'l Melodies). Progressive Soul (see Endeavor). Progresso (see Met Richmond). Project 3 (see The Total Sound). Prominent (see Met Richmond). Pronit (see Polish Rec. Center). Prospect (see Met Richmond).

Protone Recs. & Tapes, 6114 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6058. Partner & Pop A&R: James Welton; Partner & Classical A&R: Jane Courtland; Pub. & Promo.: Irwin Zucker (independent); Adv. Mgr.: Victoria Ellen. Labels: Protone, Cornuto, Recotape. Open reel: Protone, Recotape—self-mfd.

Proverb/Gospel Corner, 5328 S. Central Ave., Los Angeles, Calif. 90011. Tel: (213) AD 1-9261. Pres.: S. C. Henderson; A&R: Duke Henderson; Pub. Mgr.: Nick Henderson; Adv. Mgr.: A. L. Brown; Promo. Mgr.: Dot Henderson. Labels: Proverb, Gospel Corner. Providence (see Laurie).

Psychephonic (see Record Rendezvous). Public Recs., 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-9205. Bd. Chm.: Joe Koistra; Pres.: Jim Pettinotti; Gen. Mgr.: Mitchell Tableporter. Cartridge 4-tr., 8-tr., cassette & open reel licensed to Ampex.

Public, Ill. (see Salem). Puchito Recs. Mfg. Co. Inc., 757 W. 83 St., Hialeah, Fla. 33014. Tel: (305) 822-5241. Cable: ERSCOA. Pres. & A&R: Jesus Goris; VP: G. Pucci Stornio. Labels: Puchito, Adria, Dardo, J&G. Pulsar (see Mercury).

P T Puppy (see listing under "B"). Gerard W. Purcell Assocs. Ltd., 150 E. 52 St., New York, N.Y. 10022. Tel: (212) PL 3-7600. Cable: PURCELLAS. Pres.: Gerard W. Purcell; VP & A&R: Paul Robinson; Sales, Mktg. & Promo.: Gene Armond. Branches: Hollywood, Calif., 6269 Selma Ave. Zip: 90028. Tel: (213) HO 6-4439. Contact: Vince Carbone—Nashville, Tenn., 806 17 Ave. S. Zip: 37203. Tel: (615) 244-2006. Contact: Elaine Loftus. Labels: (owned) GWP; (distributed) Tribute. Purple Sage (see Bismark). Pzazz (see Gayten).

Quaker City (see Dee). Qualiton Recs. Ltd., 39-38 58 St., Woodside, N.Y. 11377. Tel: (212) TW 7-1820. Pres.: Otto Quittner. Labels: Qualiton, Hungaroton. Quality (see Thomas J. Valentino). Que Rio (see Met Richmond). Queen Vee (see Spivey). Quicka (see Met Richmond). Quote (see Collectors Guild).

R B F (see Pioneer). R C A Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 584-3000. VP & Gen. Mgr.: Norman Racusin; VP Rec. Opns.: Harry Jenkins; VP & Exec. Pop A&R Prod'r: Ernie Altschuler; A&R Mgr. Red Seal Div.: Roger Hall; VP Mktg.: Irwin Tarr; Pub. Affairs Mgr.: Herb Helman; Adv. Mgr.: George Parkhill; VP Music Publ'g & Talent Servs.: Joseph D'Imperio; VP Int'l: Dario Soria; Int'l Mktg. Mgr.: Jim Bailey; VP Tape Div. & Sales Mgr.: J. Y. Burgess; Rec'd Tape Mds. Mgr.: E. Welker; Tape Rec'd Prod. Mgr.: Elliot Horne. Branches: Hollywood, Calif., 6363 Sunset Blvd. Tel: (213) 461-9171. Pop A&R Mgr.: Neely Plumb—Nashville, Tenn., 800 17 St. Zip: 37206. Tel: (615) 255-5781. Pop A&R Mgr.: Chet Atkins. Labels: (owned) RCA, Camden, Victrola; (distributed) Calendar, Colgems, Poppy. Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems—self-mfd.; also licensee for Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale. Cassette: RCA—self-mfd. Open reel: RCA, Camden, Calendar, Colgems—self-mfd.

Int'l reps.: Argentina (RCA), Australia (RCA), Austria (Musica), Belgium (Inelco), Bolivia (Prodiscos), Brazil (RCA), Canada (RCA), Central America (DICESA in El Salvador), Chile (RCA), Colombia (Sonolux), Denmark (Hede Nielsen), Finland (Discophon), France (AREA), Germany (Teldec), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Israel (Electronics), Italy (RCA), Jamaica (Federal), Japan (Victor), Mexico (RCA), Netherlands (Inelco), New Zealand (Radio Corp. of New Zealand), Norway (Nera), Peru (Fabricantes Technicos), Philippines (Filipinas), Portugal (Telectra), Puerto Rico (Kelvinator Sales), Singapore (Cosdel), South Africa (Teal), Spain (RCA), Sweden (Electra), Switzerland (Musikvertrieb), Trinidad (Internacional Rec'g), Turkey (Melodi), UK (RCA), Uruguay (APSA), Venezuela (Antor).

R C A Camden (see RCA). R C A Victrola (see RCA). R C M (see Rivera Radio). R C P (see California Artists).

R D Truettone, 1835 Mound St., Springfield, Ohio 45505. Tel: (513) 325-1778. Owner: Richard D. Durrant.

R F T Music Prods (div. of Hyannis Publ'g Co.), 622 Rt. 3A, Cohasset, Mass. 02025. Tel: (617) 383-9494. Pres.: Richard F. Tinory; VP: Richard F. Tinory Jr.; A&R Prod'r: Rik Tinory; Pub. & Art Dir.: Claire L. Babcock. Label: RFT.

R G E (see Fermata Int'l Melodies). R I M (see Associated Inds.). R M C (see Rangel). R M P (see Radio Music Prods.). R M S, 4327 S. Sacramento, Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R. M. Semerak. Labels: RMS, Mickey Ricky. Int'l reps.: Canada (RCA), Japan (Toshiba).

R 'n B (see National, Tenn.). R P I Recs., 3316 Line Ave., Shreveport, La. 71104. Tel: (318) 861-0569. Pres.: Jim Wilhite; Exec. VP: Don Griffin; VP: Frank Page; Sec'y: Jerry Strickland.

R & R Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-3638. Pres.: Rena Romano; Gen. Mgr.: Richard Babeuf. Labels: (owned) R&R; (distributed) Ribas, Sandbag.

R R C (see Recordland). R S V P Recs. Inc., 1650 Broadway, Rm. 1106, New York, N.Y. 10019. Tel: (212) JU 6-6707. (Distributed by GRT).

R X (see Jaysina). Ra-Sel, 1050 N. 46 St., Philadelphia, Pa. 19131. Tel: (215) 877-0169. Pres.: R. F. Selden. Racer (see Music Inds.). Radio (see Sound, Mich.).

Radio Music Prod'ns, 600 Ridgewood Ave., Brooklyn, N.Y. 11208. Tel: (212) MI 7-9745. Owner: S. Benjak. Label: RMP.

Radnor Recs., 301 City Line Ave., Bala Cynwyd, Pa. 19004. Tel: (215) MO 7-4667. Pres.: Anthony A. Martino; VP, Sales, Mktg. & Promo.: Douglas B. King; VP A&R: Russell Faith; Adv.: David M. Shapiro.

Rae-Ann, 6640 Gardenia Ave., Long Beach, Calif. 90805. Tel: (213) GA 2-4890. Owners: Ray & Sarah Ann Warner. Rae-Cox Recs., 1674 Broadway, Suite 908, New York, N.Y. 10019. Tel: (212) 586-9406. Pres.: Theodore McRae; A&R: William Gray. Labels: Rae-Cox, Enrica.

Raglan (see Arhoolie). Rain (see Thunder). Rainbow, 5659 Heiskell St., Philadelphia, Pa. 19144. Tel: (215) GE 8-7605. Pres.: Phil Terry; A&R: Marty Lynn; Sales & Promo.: Joe Konowol. Labels: Rainbow, Chase, Chelten.

Rainbow Rec. Corp., Baker Hotel, Suite 249, 200 E. Hubbard St., Mineral Wells, Tex. 76067. Tel: (817) 325-7173. Pres. & Treas.: Howard William Denhofer; VP: Anna Denhofer; Sec'y: Edward Denhofer. Branch: Closter, N.J., PO Box 294. Zip: 07624.

Raincoat Recs., 1216 Cole Ave., Hollywood, Calif. 90038. Tel: (213) HO 5-9646. Owner: Ellen Marly. Rainstar (see Jay-Gee). Rainy Day (see McDowell).

Ralbar Prod'ns, 915 Queen St., Pottstown, Pa. 19464. Tel: (215) 323-3336. Pres. & Exec. Prod'r: A. Alan Boffo; Gen. Mgr.: Evadna Brosius; Mktg. Mgr.: F. Bellweather. Label: Ralbar.

Affiliated firm: Vantage Recs. Rally (see Ralph's Radio). Ralph's (see Ralph's Radio). Ralph's Radio Music, PO Box 127, Demorest, Ga. 30535. Tel: (404) 723-3884. Owner: Ralph M. Raper; Sales & Mktg.: Bernice Raper; Pub.: Franklin M. Raper. Labels: Ralph's, Country Gems, Country Jubilee, Country Time, Gospel Gems, Gospel Jubilee, Gospel Time, Rally, Sunlite, Zip Code. Cartridge 8-tr.: Country Jubilee, Gospel Jubilee, Rally, Sunlite—self-mfd.

Ralston (see Apco, Neb.). Rama Rama Recs., 8733 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 652-7290. Pres.: Hy Mizrahi; Gen. Mgr.: Sales & Mktg.: Chris Saner; A&R: Joel Bonner; Pub.: Dick Gersh, Gene Schwam; Promo.: Bob Hamilton. Labels: Rama Rama, Remember. Cartridge 4-tr., 8-tr., cassette & open reel: Rama Rama, Remember licensed to GRT.

Int'l rep.: World-wide (Philips in Netherlands). Ramco (see Audio Rec's of Arizona). Rampart (see Faro). Random (see Sylvania).

Rane/Supreme/Detroit, 677 Newbury St., Springfield, Mass. 01104. Tel: (413) RE 4-3376. Owner: Mark Lee Woods; A&R: Gil George. Rangel Music Co. Inc., 809 Fredericksburg Rd., San Antonio, Tex. 78201. Tel: (512) 735-6111. Pres. & Int'l: Manuel Rangel Sr.; VP: Manuel Rangel Jr.; Sec'y-Treas.: Isabel H. Rangel. Labels: Corona, Rival, RMC.

Ranger Recs., 5445 Hillier Dr., Clio, Mich. 48420. Tel: (313) 686-0189. Contact: Forrest Green. Labels: Ranger, FGS.

Ranwood Recs. Inc. (sub. of Ranwood Int'l Inc.), 9034 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-7222. Pres. & A&R Dir.: Randolph C. Wood; Exec. VP: Mrs. Christine Hamilton; VP & Gen. Mgr.: Larry Welk. Cartridge 4-tr., 8-tr. & cassette licensed to GRT. Open reel licensed to Greentree.

Int'l reps.: Australia (Festival), Austria (London in USA), Brazil (Fermata), Canada (Quality), Germany (London in USA), Hong Kong (Cosdel), Italy (Ricordi), Japan (Cosdel), Netherlands (Iramac), New Zealand (Festival in Australia), Philippines (Mareco), Scandinavia (Moerks in Denmark), Singapore (Cosdel), South Africa (Truettone), South America (Fermata in Brazil), Switzerland (London in USA), UK (London in USA), West Indies (Lee Ents.).

Rarotonga (see Pacific Islands). Rave (see Artists Life). Raven Recs., 5930 Vista Ave., Sacramento, Calif. 95824. Tel: (916) 422-5838. Pres., Sales, Mktg., Pub., Adv. & Promo.: William B. Moore; Country & Pop A&R Mgr.: Dennis Phillips. Raw (see Jay-Gee).

Ray Camacho Presents (see California Artists). Razorback of Arkansas, 4917 W. 28 St., Little Rock, Ark. 72204. Tel: (501) MO 4-5163. Pres.: Bobby Crafford.

Re-Car Recs., 7359 Washington Ave., Edina, Minn. 55435. Tel: (612) TA 4-6484. Pres.: Russ Holland. Reading (see McKinnon).

Real McCoy (see Jim McCoy). Realm (see Aris). Rebel, PO Box 246, Mount Rainier, Md. 20822; 5408 20 Ave., Hyattsville, Md. 20782. Tel: (301) 927-0010. Pres.: C. R. Freeland. Int'l branch: Canada. Labels: Rebel, Boo, Zap. Int'l rep.: Japan (King).

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Recap (see Goerden).
 Recital Recs., 4640 E. Lewis Ave., Phoenix, Ariz. 85008. Tel: (602) 941-5635. Owner: L. John Twiford.
 Recital Hall (see Connoisseurs).
 Reco-Flex (see Vantage).
 The Record Factory, PO Box 6, Accokeek, Md. 20607. Pres. & A&R: Ray Vernon; VP & A&R: Bobby Howard; Assoc. Prod'r: Joey Weiz. Labels: Bella, Gray-Ant, Vermillion.
 Record Guild of America, 15 Bond St., Great Neck, L.I., N.Y. 11021. Tel: (516) 482-0900. Pres.: David Schichman. Labels: Audio Guild, Bomba Roja, Simon Says (distributed by ABC).
 Record Makers (see Paragon).
 Record Rendezvous, 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) LO 7-9424. Gen. Mgr. & A&R Prod'r: Edward R. Marcus; Sales & Mktg.: Francine E. Morgan; Pub. Dir.: Barbara Craig; Adv. & Promo. Dir.: R. Richard; Tape Mgr.: Lawrence Shaw. Labels: Rendezvous, Old Sound, Psychephonic, Rockin' Richie.
 Recorded Int'l Music (see Associated Inds.).
 Recorded Treasures Inc. (The Welte Legacy of Piano Treasures), PO Box 1278, North Hollywood, Calif. 91604. Tel: (213) 763-3173. Pres.: Walter S. Heebner. Open reel licensed to Ampex.
 Recordland Rec. Corp., PO Box 176, Monsey, N.Y. 10952. Tel: (914) 352-7516. Pres.: Wilbert Simkovitz; Exec. VP: Edward Kaplan; Gen. Mgr.: Sy Kaplan. Label: RRC.
 Recotape (see Protone).
 Red Flame Recs., PO Box 563, Kirksville, Mo. 63501. Tel: (816) 665-4017. Pres. & Gen. Mgr.: Dick Lawrence. Labels: Red Flame, Sherwood Forest, Show Me.
 Red Fox (see Skyway).
 Red Onion Recs., 1100 Brown St., Dayton, Ohio 45409. Tel: (513) 222-1411. Pres.: Gene Mayl.
 Red Wing (see Dawn Prod'ns).
 Redondo (see Trend Int'l).
 Redwood (see Town & Country).
 Red (see John J. Sullivan).
 Reena, 5642 Beck Ave., North Hollywood, Calif. 91601. Tel: (213) 877-7004. Pres.: E. E. Horton; Promo.: Rue Barclay; 7436 Genesta Ave., Van Nuys, Calif. 91406.
 Regalia Rec. Corp., PO Box 3, Brooklyn, N.Y. 11229.
 Regard Recs., 232 N. Broadway, Shawnee, Okla. 74801. Tel: (405) 275-0039. Pres.: Tommy Nelson.
 Regency (see Jay-Cher).
 Regent (see Savoy).
 Reginald (see Lynn's).
 Regio (see Southeastern).
 Register (see Ron).
 Release Recs., PO Box 234, St. Louis, Mo. 63166. Tel: (314) 837-7108. Dir.: B. J. Bax.
 Reli (see Met Richmond).
 Rello Recs., 202 Hirst Ave., East Lansdowne, Pa. 19050. Tel: (215) MA 6-4442. Pres.: Steven Todarello.
 Rem, 3805 Whites Creek Pike, Nashville, Tenn. 37207. Tel: (615) 227-4494. Pres., Sales, Mktg. & Promo.: Bob Mooney. Labels: Rem, Click, Pennant, Trophy.
 Remember (see Rama Rama).
 Ren Rob (see National Rec. Sales).
 Renaissance (see Everest).
 Rendezvous (see Record Rendezvous).
 Renny (see National Rec. Sales).
 Reo Tahiti (see Criterion).
 Reon Recs., 932 N.W. 22 St., Moore, Okla. 73060. Tel: (405) 794-7633. Pres., A&R & Adv.: Dude Rawson; Exec. VP, Sales & Mktg.: B. F. Reece; VP Pub. & Promo.: Verlena Whitley.
 Repeat (div. of Barcus-Berry Inc.), 5782 E. Second St., Long Beach, Calif. 90803. Tel: (213) 439-7785. Pres.: L. M. Barcus; Exec. VP: John Berry; VP Sales: B. Steidley. Labels: Repeat, Conquest.
 Reprise (see Warner Bros.-Seven Arts).
 Reprize (see Three Star).
 Request Recs., 66 Mechanic St., New Rochelle, N.Y. 10801. Tel: (914) NE 3-6055/9. Pres.: H. J. Lengsfelder; Gen. Mgr.: Ruth B. Gamba. Labels: Request, Family, Library Editions, Oasis. Cartridge 8-tr., cassette & open reel: Request licensed to GRT. (SEE ADVERTISEMENT)
 Respond Recs. Inc., 407 California Ave., Suite 7, Palo Alto, Calif. Tel: (408) 734-2731. Pres.: Ronald L. Akin; VP: Mike Moran; Sec'y-Treas.: Jack Chapple.
 Rev Recs., 12055 Burbank Blvd., North Hollywood, Calif. 91607. Tel: (213) PO 6-9164. Owner: John Phillips.
 Revancha (see Met Richmond).
 Revert (see Soul Boulevard).
 Revival (see Double U Sound).
 Revolution (see Tyner).
 Revue (see Uni).
 Rex (see Musical Recs.).
 Rexford Recs., 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 2-6088. Pres.: Donald Kahn. Cartridge 4-tr. licensed to Muntz.
 Rhumba (see Met Richmond).

Rhythms Prod'ns, PO Box 34485, Los Angeles, Calif. 90034. Tel: (213) 836-4678. Pres.: R. S. White. Labels: Rhythms Prod'ns, Capricorn, Tom Thumb, Video-text.
 Riba (see R&R).
 Rice, 1531 Demonbreun St., Nashville, Tenn. 37203. Tel: (615) 242-2461. Dir.: Jimmy Key.
 Richie, PO Box 961, Wilmington, Del. 19899. Pres.: Vince Rago.
 Richmond (see London).
 Ride (see Movin').
 Ridon Prod'ns Ltd., 5124 N.E. 34 Ave., Portland, Ore. 97211. Tel: (503) 287-1539. Pres.: Richard Keefer. Labels: Ridon, Liquid Stereo.
 Riley's (see Diamond Jim).
 Rio Grande Music Co., PO Box 861, San Benito, Tex. 78586. Tel: (512) EX 9-1471. Pres., Sales, Mktg., Pub. & Adv.: Paco Betancourt; VP, A&R & Promo. Mgr.: John F. Phillips. Labels: Alfa, Chico, Ideal, Norco. Cartridge 4-tr. & 8-tr.: Chico, Ideal—self-mfd. Int'l rep.: Venezuela (Favedica).
 Ripcord, 4009 E. 18 St., Vancouver, Wash. 98661. Tel: (206) 695-2112. Pres.: Bob Gibson; Mgr.: Rick Keefer.
 Rising Sons (see Monument).
 Rita Recs., 46 Heywood St., Worcester, Mass. 01604. Tel: (617) 754-7346. Pres.: Paul Lauzon.
 Rite Rec. Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres.: Carl J. Burkhardt. Label: Golden Shield.
 Rival (see Rangel).
 Rivera Radio Prod'ns, 1908 Mission St., San Francisco, Calif. 94103. Tel: (415) 621-4607. VP, Mgr. & PR: M. Castillo Rivera. Labels: Discos America, RCM. Cartridge 4-tr., 8-tr., cassette & open reel: Melodias America—self-mfd.
 Riverboat Ent's., 145 Columbia St., Cambridge, Mass. 02139. Tel: (617) 868-9788. Owner: Ralph Dopmeyer; Mgr.: David D. Wilson; Ass't Mgr.: Sandra C. Mandeville. Label: Riverboat.
 Riverside (see ABC).
 Riviera Recs., 365 Northland Blvd., Cincinnati, Ohio 45240. Tel: (513) 771-8191. Bd. Chm.: Dave Baney; Pres.: John Baney.
 Rivoli (see Tikva).
 Ro-Tab (see Marullo).
 Roadrunner, c/o Heath Prod'ns, 1122 Thatcher Blvd., Safford, Ariz. 85546. Tel: (602) 428-1313. Owner: C. H. Haralson.
 Roar (see VV).
 Robbins, PO Box 411, San Fernando, Calif. 91341. Tel: (213) 346-3333. Pres.: Virginia Scott; Nat'l Rep., Adv. & Promo.: Mark Raymer; A&R & Int'l: Sherree Scott; Pub.: Glen Scott. Branches: Mehama, Ore., PO Box 928. Zip: 97384.—Canoga Park, Calif., PO Box 373. Zip: 91305. Labels: (owned) Robbins, Headliner Stars, Sherree Heart; (distributed) Angeltone, Atlas, Colorful.
 Roben, PO Box 215, Gallatin, Tenn. 37066. Pres.: Benny Williams; VP: Robert Garrett.
 Robin Hood (see Kent-Modern).
 Rock (see Pearce).
 Rock n' Jazz Rec. Co., 2315 W. Huron, Chicago, Ill. 60612. Tel: (312) 772-8500. Pres.: Herb Mertes.
 Rock Revival (see Ken Keene).
 Rockin', 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Pres.: Willie H. Roccoquere; Promo.: Willie Smith; A&R Dir.: Bob Starr. Labels: Rockin', Rockmore.
 Rockin' (A) (see Blue Star).
 Rockin' Richie (see Record Rendezvous).
 Rocking Horse (see Ambassador, N.J.).
 Rockland (see Music Minus One).
 Rockmore (see Rockin').
 Rocnhi (see Hi Ho).
 Rodeo Int'l (see Marvel).
 RoFran Ent's., 5 Rainbow Ct., Urbana, Ill. 61801. Tel: (217) 367-9076. Pres.: Roger E. Francisco; Prod'n Mgr.: Howard A. Smith; A&R Dir.: James Cuomo.
 Roga (see Char-Mac).
 Rolando Recs., 1692 Madison, Memphis, Tenn. 38104. Tel: (901) 278-0850. Mgr.: Roland Janes.
 Rollo-Marsh-Kammy Recs., 9341 Olympic Blvd., Beverly Hills, Calif. 90212. Tel: (213) 271-6345. Pres.: Al Kavelin; VP: Bobby Lile; A&R Dir.: Frank Kavelin.
 Roman Ent's., 903 Penn St., Reading, Pa. 19601. Tel: (215) 374-4929. Prop.: Carlo Roman. Label: Roman.
 RoMur Rec. Co., 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) SH 7-4721. Pres.: Rosco Murphy.
 Ron Recs., PO Box 14602, Baton Rouge, La. 70802. Tel: (504) 344-6388, 342-8066, 343-2963; mobile Tel: YJ-80629. Owner & Pub.: Ron Shaab; A&R: Joe Shaab; Sales & Mktg.: Marty Shaab; Adv., Promo. & Tape: M. C. Rance. Labels: Ron, Book, Fidelity, Jazz, Lucky Sounds, Register, Smoke, Sole. Cartridge 8-tr. & cassette: Ron, Book, Fidelity, Jazz, Lucky Sounds, Register—self-mfd.
 Rondo Recs., 9912 Taylorville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Contact: Ray Allen.
 Rone (see Fran).
 Ronik Rekords, 5814 Leslie Dr., Flint, Mich. 48504. Tel: (313) 789-2559. Pres.: Johnny Nogaj.
 Ronn (see Jewel).
 Ronnie (see Paragon).
 Roosevelt Lee Prod'ns, 1653 Jonathan Ave., Cincinnati, Ohio 45207. Tel: (513) 751-0820. Pres.: Roosevelt Lee. Labels: Roosevelt Lee, Emrrold, Biltme, Hillytop.
 Roper Recs. Inc., 43-48 St., Long Island City, N.Y. 11104. Tel: (212) HA 6-1190. VP & Gen. Mgr.: Franc Peri. Cartridge 8-tr., cassette & open reel self-mfd. (SEE ADVERTISEMENT)
 Rosemart (see Atlantic).
 Roulette Recs. Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) PL 7-9880. Pres.: Morris Levy. Int'l branch: England. Labels: Alegre, Kenwood, Mardi Gras, Prancer, Roulette, Swinger, Tico. Cartridge 8-tr.: Roulette, Alegre, Tico, Cesta, Cotique, Fania—self-mfd. by Ethnic Tapes Inc.; Roulette licensed to GRT; Alegre, Tico licensed to ITCC. Cartridge 4-tr.: Roulette, Tico licensed to GRT & ITCC; Alegre licensed to ITCC. Cassette: Roulette licensed to GRT; Alegre, Tico licensed to GRT. Open reel: Roulette licensed to GRT. Int'l reps.: Argentina (Sicamericana), Belgium (Vogue), Canada (Allied), Colombia (Fuentes), Denmark (Sonet), Ecuador (IFESA), El Salvador (DICESA), Finland (Scandia-Musikkki), France (Vogue), Germany (Deutsche Vogue), Greece (Helladisc), Hong Kong (Moutrie), Italy (Saar), Japan (Philips), Lebanon (Philips), Mexico (Tico), Netherlands (Vogue), Panama (Istmenos), Peru (Distribuidora Peruana), Singapore (Philips), South Africa (Trutone), Spain (Fabrica de Discos), Sweden (Sonet), Switzerland (Finsterwald & Cantacuzene), Venezuela (Palacio de la Musica).
 Round-Up (see Discotape Int'l).
 Roy (see Brite-Star).
 Royal, 397 S. Walter Ave., Newbury Park, Calif. 91320. Tel: (805) 498-8105. Owner & Adv.: Bill Doane; A&R Prod'r: Lee Harper; Sales & Mktg.: Pete Thorngren; Pub.: Ozzie Smith. Royal, Ohio (see Boddie).
 Royal American (see Buddha/Kama Sutra).
 Royal Blue (see International Rec'g Co.).
 Royce Recs., 206 E. Main, Robinson, Ill. 62454. Tel: (618) 544-7222. Mgr.: Keith Dorough. Labels: Royce, Atom.
 Ru-Jac Recs., 427 Lauren St., Baltimore, Md. 21217. Tel: (301) 523-2450. Owner: Rufus Mitchell; A&R: Paul Johns; Sales, Mktg., Pub., Adv. & Promo.: Jack Bennett, James Winters.
 Bill Rucker Ent's., 4923 University Ave., Indianapolis, Ind. 46201. Tel: (317) 359-0462. Pres., A&R, Pub. & Promo.: Bill Rucker; VP Pub. & Promo.: R. J. Fisher. Labels: (owned) Bi-Ru, Rufish; (distributed) Jet, Rufish (see Bill Rucker).
 Rugby (see Dee).
 Rumba (see Met Richmond).
 Rural Ent's., 3550 Lyons Rd., Rt. 1, Caledonia, Ohio 43314. Tel: (419) 845-2278. Mgr.: Charlie M. Honaker. Label: Rural.
 Rural Rhythm Recs., Box A, Arcadia, Calif. 91006. Tel: (213) 446-1624. Owner: Uncle Jim O'Neal; A&R Dirs.: Lee Suttton, Clarence Jackson; Sales: Mac Wiseman.
 Russ Paula Recs., 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) WI 5-3312. Owners: Russ & Paula Thompson.
 Russell Recs. Inc., PO Box 3318, 1403 Callens Rd., Ventura, Calif. 93003. Tel: (805) 642-3555. Pres.: Ted Russell; VP: Gaylan M. Million; Sec'y-Treas.: Doris Russell.
 Rust (see Laurie).
 Rustique (see Band Box).

S

S C R S (see Super Cities Rec. Serv.).
 S C S (see Spectrum, Calif.).
 S G C (see Atlantic, Atco Div.).
 S L R (see Sound Lab. of Jacksonville).
 S M C (see Spanish Music Center).
 S M E Prod'ns, 141-26 Rockaway Blvd., Jamaica, N.Y. 11436. Tel: (212) 529-9806, 322-7024. Pres.: William Evans; Prod'n Mgr.: Frank English; Pub. & Promo.: Ernest Juniaus. Labels: SME, Selma, Soul Sound, Sun Ray.
 S M S (see Steel).
 S R (see Syntonic Research).
 S S Int'l (see Shelby Singleton).
 S. T. Lewis (see Kiderian).
 Sable Recs., 2224 Belvedere Dr., Jackson, Miss. 39204. Tel: (601) 354-3062. Pres. & A&R: Johnny Angle; Sales & Promo. Dir.: James Farris.
 Sabre Prod'ns Inc., 755 Steves Ave., San Antonio, Tex. 78210. Tel: (512) 532-3121. Pres.: John B. Henderson; VP, Treas., Sales & Mktg.: E. J. Henke; VP A&R: Marvin Montgomery; VP & Office Mgr.: John E. Blakey; VP & Talent Mgr.: Don Jones. Labels: Sabre, Brazos, El Capitan, Misty, Satin, TFM-Party.
 Sacred (see Word).
 Saddle (see Super Cities).
 Sage, 6520 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres.: W. O. Fleener. Labels: Sage, Sand.
 Saguardo (see Boyd).

St. Clair Prod'ns, 485 Fort Couch Rd., Pittsburgh, Pa. 15241. Tel: (412) 835-4220, 892-2288. Owner: Julius Kruspir. Labels: St. Clair, Arrow, Dynamic, Fort Couch, Gigi, Jules-Tone, Paloma.

Saintmo (see Ballad).

Salem Rec. Co., 7401 S. Halsted, Chicago, Ill. 60621. Tel: (312) 651-5870. Pres.: Seabon Foster. Labels: Nation, Public, Salem (distributed by Calla).

Salmar Ent's., 1155 S. 11 St., Beaumont, Tex. 77701. Tel: (713) TE 8-3364. Owner: Sai Serio. Label: Salmar.

Samoa (see Pacific Islands).

Samter, 512 Lafayette St., Gretna, La. 70053. Tel: (504) 361-9168. Pres.: Samuel C. Territo.

San-Trop (see Casa Prod'ns).

Sand (see Sage).

Sandbag (see R&R).

Sandy-V (see Wesley).

Sanfrisco Rec. Co. Inc., 1674 Broadway, Suite 309, New York, N.Y. 10019. Tel: (212) JU 2-5799. Pres.: Santa Friscia.

Sansu (see Deesu).

Santa Cruz Recs., 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Nick Cutrules.

Sapphire (see Del Bruce).

Sara (see Luca).

Sashay Recs., 1825 Sylvania Ave., Toledo, Ohio 43613. Tel: (419) 475-8059. Mgr.: James Thomson.

Satch Rec'g Co., 9147 S. Michigan Ave., Chicago, Ill. 60619. Tel: (312) 785-6035. Pres.: Mrs. Johnnie M. Finch; VP: Merrill R. Finch; VP Promo.: John B. Finch. Labels: Satch, Belton.

Satelife (see Elvitruel).

Satin (see Sabre).

Satori (see Martin Gary).

Saturn, 2707 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-0616. Owner: Jack Douglas; Mgr.: Jack Frost. Labels: Saturn, Dottie Ofie.

Satyagraha (see Gun).

Savaii (see Pacific Islands).

Savoy Recs., 56 Ferry St., Newark, N.J. 07105. Tel: (201) MA 3-7470. Cable: SAVREG. Pres.: Herman Lubinsky; A&R & Sales: Fred Mendelsohn. Labels: Savoy, Gospel, Regent, Sharp, World Wide. Cartridge 4-tr., 8-tr., cassette & open reel: Savoy, Gospel, Regent, World Wide licensed to Livingston Audio Prods.

Scala (see Everest).

Scandinavian Music Co., 2631 Seminary Ave., Oakland, Calif. 94605. Tel: (415) 569-6281. Owner: John Lindberg. Label: Harmony Music.

Scene Prod'ns, PO Box 1243, Beckley, W. Va. 25801. Tel: (304) 252-4836. Prod'r: Richard L. Petry. Label: Scene.

Sceneville Musical Rec. Co., 85-55 76 St., Queens, N.Y. 11421. Tel: (212) MI 2-3281. Pres.: A. Kleinfeldt; VP & Sales Mgr.: Bob Knudsen; A&R Dir.: Jim Knudsen. Label: Sceneville. Int'l reps.: Belgium, France, Germany, Netherlands (British European Rec. Corp. in Belgium), Philippines (Mareco).

Scepter Recs., 254 W. 54 St., New York, N.Y. 10019. Tel: (212) CI 5-2170. Cable: SCEP-TERMUS. Pres.: Florence Greenberg; VPs: Marvin Schlachter, Sam Goff; A&R: Stanley Greenberg; Hob Div.: Johnny Bowden; Pub. & Adv.: Murray Ross; Nat'l Promo. Dir.: Steve Tyrell; Nat'l Promo. Co-ord.: Ed Kushins; R&B Promo.: Chris Jonz; Int'l: Joe Zerga. Labels: Scepter, CapCity, Hob, Mace, Pepper, Toddlin' Town, Wand. Cartridge 4-tr., 8-tr., cassette & open reel: Scepter, Wand, Hob licensed to Ampex, GRT & ITCC. Int'l reps.: Argentina (Trova), Australia (Festival), Belgium (Vogue in France), Brazil (Rozenblit), Canada (Compo), Denmark (Tono), Finland (Cupol in Sweden), France (Vogue), Germany (Teldec), Italy (CGD), Jamaica (Federal), Japan (Teichiku), Mexico (Orfeon Videovox), Netherlands (Decca), Norway (Cupol in Sweden), Philippines (Mareco), Portugal (Vadeca), South Africa (Gallo), Spain (Discophon), Sweden (Cupol), UK (Pye), Venezuela (Musitron). (SEE ADVERTISEMENT)

Kermit Schafer Prod'ns, 905 Fairway Dr., Miami Beach, Fla. 33141. Tel: (305) 865-3781. Pres.: Kermit Schafer; Pub. & Promo. Dir.: Vicki Speaks. Label: Bloopers.

Scholastic (see Folkways/Scholastic).

Franz Schubert Music (see listing under "F").

Scolaron, Box 441, Northridge, Calif. 91324. Tel: (213) 886-0707. Pres.: David M. Seiden.

Scooby (see Stereophonics).

Scope Recs. Inc., 170 W. 73 St., New York, N.Y. 10023. Tel: (212) 873-5666. Pres.: Robert Gardiner.

Score Recs., 4005 W. Washington, Chicago, Ill. 60624. Tel: (312) 638-6851.

Scotte Recs., 4834 Bissell Ave., Richmond, Calif. 94805. Tel: (415) 233-7487. Owner: W. S. Newcomb.

Scotty (see Associated Inds.).

Scratch, c/o Earl Barton Music, 1121 S. Glenstone Ave., Springfield, Mo. 65804. Tel: (417) UN 2-4422. Pres.: Si Siman.

Scripture (see Ambassador, N.J.).

Sea Eil (see Milburn).

Sea-King (see Centaur).

Seagull Recs., PO Box 4096, Warrington, Fla. 32507. Tel: (904) 455-2263. Owner: Larry L. Stevens; VP: Donald Haugen; A&R: Larry L. Stevens, Rabe Perkins; Sales Mgr.: Ronnie Smith; Pub. Mgr.: Lois Elliott; Adv. Mgr.: Gale Cooley; Promo. Mgr.: Rebe Gosdin. Int'l branch: Sweden. Labels: Seagull, Seagull Int'l.

Seagull Int'l (see Seagull).

Seascope, 323 W. Johnson Rd., La Porte, Ind. 46350. Tel: (219) 362-2683. Pres.: Russ Sanders.

Seeco (see Met Richmond).

Selma, N.Y. (see SME).

Selma Recs. Inc. (div. of Shoremen Ent's.), 132 Beck Rd., Avon Lake, Ohio 44012. Tel: (216) 933-8075. Exec.: R. W. Huger.

Selsom (see Johnson).

Semaphore (see Vantage).

Senate Recs., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 582-6175. Pres.: Wes Farrell. Cartridge 8-tr. licensed to Ampex & GRT. Cartridge 4-tr. & open reel licensed to Ampex.

Senator, PO Box 861, Bakersfield, Calif. Tel: (805) 327-1000. Pres.: Jack McFadden; VP: P. E. McFadden; Sales & Mktg. Mgr.: Joe McFadden.

Sepia (see Ashford).

Seraphim (see Capitol).

Serenata (see Met Richmond).

Serenus Rec. Editions, 414 E. 75 St., New York, N.Y. 10021. Tel: (212) 628-4440. Artistic Dir.: Paul Kapp.

Sets in Order, 462 N. Robertson Blvd., Los Angeles, Calif. 90048. Tel: (213) 652-7434. Pres.: Bob Osgood; Sales Mgr.: Marvin Franzen. Int'l reps.: Canada (Canadian Music Sales, Square & Round Dance Supply).

Seven B Prod'g, 715 Camp St., New Orleans, La. 70130. Tel: (504) 522-1060. Owner & Mgr.: Joe Banashak.

Labels: Seven B, Alon, Instant, Tunekel.

Seville (see American Metropolitan & London).

Shadow Recs., 790 N. E. 45 St., Fort Lauderdale, Fla. 33308. Cable: BROWARD. Tel: (305) 564-5008. Pres.: Jerry Musgrove.

Shakespeare Rec'g Society (see Caedmon).

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Shamley (see Uni).
Shamrock (see Cuca).
Share Recs., 341 N. Woodland St., Englewood, N.J.
Tel: (201) 567-8353. Owners: Joseph Cobb,
Van McCoy.
Sharon (see Vokes).
Sharp (see Savoy).
Sharpshooter (see Advance).
Shawmut (see Casa Grande).
Shenandoah (see Jim McCoy).
Sherrae Heart (see Robbins).
Sherri (see Taylor Made Sound).
Sherwood Forest (see Red Flame).
Shi-Lush (see Capri).
Shiptown Recs., 726 Church St., Norfolk, Va.
23510. Tel: (703) 627-0895. Pres.: Noah Biggs;
VP: Ida Randall.
Branch: 800 E. Brambleton Ave. Zip: 23504.
Labels: How Big, Shiptown.
Sho-Boat Recs., c/o Top Talent Inc., 1121 S.
Glenstone Ave., Springfield, Mo. 65804. Tel:
(417) UN 2-4422. VP: Si Siman.
Shoestring, 3551 Bittersweet Rd., Richmond, Va.
23235. Tel: (703) 272-4404. Pres.: Steve
Richardson.
Shorthand (see Dictation Disc).
Shout (see Bang).
Show Biz (see Silver Falcon).
Show Me (see Red Flame).
Showcase (see Pickwick Int'l).
Showtown (see Tower).
Shreve-Nash Ents., PO Box 105, Zip: 71102; 754
Dalzell St., Shreveport, La. 71104. Tel: (318)
422-7376. Gen. Mgr.: Dick Martin.
Label: Aetna.
Shy-Ann (see Take 4).
Sidewalk Prod'ns Inc., 9000 Sunset Blvd., Suite
1000, Los Angeles, Calif. 90069. Tel: (213)
278-4295. Pres.: Mike Curb; VP: Harley Hatch-
er; A&R Prod'rs: Michael Lloyd, Jerry Styner.
Labels: Carole (distributed by GNP Crescendo),
Sidewalk (distributed by Tower).
Sierra Recs., 1680 N. Vine St., Hollywood, Calif.
90028. Tel: (213) 469-5105. Owner: Kenneth
M. Sawyer.
Labels: Sierra, Timberline.
Signal (see BCA).
Silver Burdett Co. (div. of General Learning Corp.).
James St. & Blackberry Ln., Morristown, N.J.
07960. Tel: (201) 538-0400. Cable: SILDET.
Bd. Chm.: Francis Keppel; Pres.: John D.
Backe; Adv. Dir.: Francis W. Goessling; Int'l:
Erroll D. Michener (Educational only).
Silver Cross (see Wild).
Silver Falcon Rec. Group, 1475 W. Adams Blvd.,
Los Angeles, Calif. 90007. Tel: (213) 731-1244.
Pres. & Gen. Mgr.: William B. Lewis; Exec. VP:
Bill Browning; Mktg. Dir.: Clarence Johnson;
Adv. & Promo.: Promotion Unlimited; Int'l Dir.:
Dennis Hall.
Branches: **Gardena, Calif.**, PO Box 1422. Zip:
90249. VP: Dennis Hall—Baltimore, Md., 4720
Pimlico Rd. Zip: 21215. Tel: (301) 542-0962.
VP: M. S. Lewis.
Labels: Silver Falcon, Encore, Gold-Key, Jolt,
Show Biz, Soul-A-Rama.
Silver Fox (see Shelby Singleton).
Silver Seal, 654 1/2 N. Sweetzer, Los Angeles,
Calif. 90048. Tel: (213) 653-0047. Owner: Jay
Hamilton.
Silver Seal Recs. Inc., 8406 Hall Rd., Riviera
Beach, Md. 21122. Tel: (301) 255-4155. Pres.:
Nello McQuigg.
Simon Says (see Record Guild of America & ABC).
Sing Rec'g Co. Inc., 1516 Hawkins St., Nashville,
Tenn. 37203. Tel: (615) 244-6116. Pres.: Joel
E. Gentry; VP Sales: Norman Smiddy.
Branch: **Atlanta, Ga.**, 1919 Gaslight Tower.
Zip: 30303. Tel: (404) 522-4166. VP: J. Alva
Barnes.
Labels: Skylite, Sing, Christian Faith, Chris-
tian Folk, Stateswood, Temple.
Cartridge 8-tr. & cassette: Skylite, Sing, Chris-
tian Faith—self-mfd.
Singcord Corp., Station C, Grand Rapids, Mich.
49506. Tel: (616) 456-5406. Pres.: Bernie
Zondervan.
Branch: **Nashville, Tenn.**, RCA Bldg., Suite
206, 806 17 Ave. S. Zip: 37203. Tel: (615)
244-0872. VP & Gen. Mgr.: Jack Day.
Labels: Banner, Charm, Crown V, Superior,
Teen, Tot, Victory.
The Shelby Singleton Corp., 3106 Belmont Blvd.,
Nashville, Tenn. 37212. Tel: (615) 291-2003.
Cable: SHELREC. Pres. & A&R: Shelby Singleton
Jr.; Exec. VP: Noble J. Bell; Sales Admin.
Dir.: James D. Mullinax; Press Info. & Adv.
Dir.: Herb Schucher; VP R&B Promo.: Henry
O'Neal; VP Int'l Promo.: Buddy Blake; Tape
Admin'r & Int'l Dir.: Maggie Cavender.
Labels: (owned) SSS Int'l, Plantation, Silver Fox,
Sumpter; (distributed) Minaret, Honor Brigade.
Cartridge 8-tr.: Plantation licensed to Ampex,
GRT, ITCC & NAL; SSS Int'l licensed to Ampex,
ITCC & NAL.
Cartridge 4-tr.: Plantation licensed to Ampex,
ITCC & Muntz; SSS Int'l licensed to Ampex,
ITCC & Muntz.
Cassette: Plantation licensed to Ampex, GRT
& NAL; SSS Int'l licensed to Ampex & NAL.
Open reel: Plantation licensed to Ampex, GRT,
ITCC & NAL; SSS Int'l licensed to Ampex &
NAL. (SEE ADVERTISEMENT)

Sir (see Audiofax).
Sire, 146 W. 54 St., New York, N.Y. 10019. Tel:
(212) 247-0911. Chm.: Richard Gottferrer; Mng.
Dir.: Seymour Stein; Promo. Dir.: Robert Ra-
gona; Pub. Dir.: Barton Friedman; Prod'n Dir.:
David Budin; Art Dir.: Jack Ellis; Admin. Ass't:
Helen Glatt.
Labels: Sire (distributed by London), Phoenix.
Int'l rep.: World-wide exclusive of Italy (Decca
in UK).
Skamp (see Sock It, N.Y.).
Skipper (see Met Richmond & Parnaso).
Skokie, 5230 W. Howard St., Skokie, Ill. 60076.
Tel: (312) OR 5-4285. Pres.: Edward E. Mravik.
Skye Rec'g Co. Ltd., 40 W. 55 St., New York, N.Y.
10019. Tel: (212) 581-0488. Pres.: Norman
Schwartz.
Cartridge 8-tr. licensed to Ampex, ITCC & NAL.
Cartridge 4-tr. licensed to Ampex & ITCC.
Cassette licensed to Ampex & NAL.
Open reel: Same as 8-tr.
Skyhigh (see Soul Boulevard).
Skylite (see Sing).
Skyway, PO Box 133, Hollywood, Calif. 90028.
Owner: Everett L. Whenham.
Labels: Red Fox, Skyway.
Slide (see McKinnon).
Smart Set (see Trend Int'l).
Smash (see Mercury).
The Smith Studio Inc., 259 S.W. 21 Terr., Fort
Lauderdale, Fla. 33312. Tel: (305) 581-7300.
Pres.: Fletcher Smith; VP: Janet Smith.
Labels: Art Sound, Bitoa, Duo, Living Rec. Li-
brary Stereodiddies.
Cartridge 8-tr.: Stereodiddies, Carbooks, Duo,
Living Rec. Library—self-mfd.
Cartridge 4-tr.: Stereodiddies, Duo, Living Rec.
Library—self-mfd.
Cassette: Same as 8-tr.
Open reel: Same as 4-tr.
Smoke, La. (see Ron).
Smoke Recs., 116 Market St., Newark, N.J. 07102.
Tel: (201) 621-2014. Pres.: George Blackwell
Jr.
Labels: Smoke, Vision, Pat, Cathedral.
Snow (see Thunder).
Societe Francaise du Son (see London Imports).
Society for Forgotten Music (see Contemporary
Recs. Inc.).
Sock & Soul, 1920 Chestnut St., Suite 904, Phila-
delphia, Pa. 19103. Tel: (215) LO 4-1055. Pres.:
Nat Segall; VP: Howard Michaels.
Sock-It, Mich. (see Magic City).
Sock It Recs., 2110 Bath Ave., Brooklyn, N.Y.
11214. Tel: (212) HI 9-6956. Pres.: John
Castle; VP: Marion Castle; A&R, Pub., Adv.
& Promo.: Phil Castle.
Labels: Gremlin, Skamp, Sock It.
Socko (see The Total Sound).
Solar, 818 Sixth St., Union Beach, N.J. 07735. Tel:
(201) 264-1962. Owner: John J. Bilottti.
Labels: Solar, Zip.
Sole (see Ron).
Solid Rock (see Double U Sound).
Solid Soul (see Soulin').
Solid Sound, 30 Lark Dr., Woodbury, L.I., N.Y.
11797. Tel: (516) 931-2460. Pres.: Joe Docko
Sr.; VP: Joe Docko Jr.
Solid State (see Liberty/UA, Blue Note Div.).
Solid Track (see Jon Badaeux).
Som/Major (see Fermata Int'l Melodies).
Soma, 7600 Wayzata Blvd., Minneapolis, Minn.
55426. Tel: (612) 544-4201. Pres.: Amos Heil-
icher; VP: Daniel Heilicher; A&R & Promo.: Ira
Heilicher; Sales & Mktg.: Anne Allan.
Somar (see Met Richmond).
Somerset (see Alshire Int'l).
Song Bird (see Peacock).
Song Power (see Creative Sound).
Songee, c/o Summit Dists. Inc., 7447 N. Linder Ave.,
Skokie, Ill. 60076. Tel: (312) 677-1624. Con-
tact: Jack White.
Songs and Sounds of Nature, 19164 Pennington Dr.,
Detroit, Mich. 48221. Tel: (313) UN 2-7765.
Owners: Edwin G. & Ann Boyes.
Label: Wild Bird Songs.
Songs by Sommers Recs., PO Box 322, Silver Spring,
Md. 20907. Tel: (301) WH 6-9039. Contact:
Henry J. Sommers.
Songs of Faith (see Spar).
Sonic (see Iowa Great Lakes).
Sono Mex (see Met Richmond).
Sonobeat Recs., PO Box 4038, Zip: 78751; 5315
Western Hills Dr., Austin, Tex. 78731. Tel: (512)
454-2269. Pres.: Bill Josey; VP & A&R Dir.:
Rim Kelley.
Sorority Frat (see Mayhams Collegiate).
Soul (see Motown).
Soul-A-Rama (see Silver Falcon).
Soul Boulevard Ents., 403 Trinity Hills Ln., Louis-
ville, Ky. 40207. Tel: (502) 895-1063. Pres.:
Stuart Paine; VP: Lee Eddie; Prod. Mgr.: David
King; Adv. & Pub. Mgr.: Nat Hyman; Sales &
Mktg.: Fred Baker; Artist Development: Tom
Paine.
Labels: Soul Boulevard, David, 502, Jolly, Re-
vert, Skyhigh.
Soul City Prod'ns, 8923 Sunset Blvd., Los Angeles,
Calif. 90069. Tel: (213) 657-8380. Pres.:
Johnny Rivers.
Label: Soul City (distributed by Liberty/UA,
World Pacific Div.).
Soul Clock (see Fantasy/Galaxy).
Soul Inspiration (see HRS Soul).
Soul Kitchen (see Boddie).
Soul-Mate (see Take 4).

Soul-Rock (see Golden/Ebb-Tide 11).
 Soul Roll (see Tommy Bee).
 Soul Salad (see Motivator).
 Soul Sound, La. (see Soulin').
 Soul Sound, N.Y. (see SME).
 Soul Town (see Sundi).
 Soul Tracks (see Boss City).
 Soulaire (see Kaytown Sound).
 Souland (see Endeavor).
 Souled Out (see Tommy Bee).
 Souled Out of Texas (see Milburn).
 Soulin' Rec. Co., 1812 Constantinople, New Orleans, La. 70115. Tel: (504) 899-8083. Pres.: Isaac Bolden; VP: Paul Rubenstein; A&R Dir.: Jerry Bolden; Sales Dir.: George Pierce; Pub. & Adv.: Gladys Madison; Promo. Dir.: Marty Lewis. Branch: 2804 S. Claiborne Ave. Zip: 70115. Tel: (504) 899-3364. Labels: (owned) Soulin'; (distributed) Soul Sound, Solid Soul.
 Soulo (see Hilco).
 Sousearch (see Kaytown Sound).
 Soulstar (see Stardust).
 Soulsville USA (see Epstein).
 Soultex Ent's. Inc., 2617 Forest Ave., Dallas, Tex. 75215. Tel: (214) 374-7413. Bd. Chm.: Roger Boykin. Branch: 2415 Cedar Crest. Zip: 75203.
 Soultrain, 10075 C Windstream Dr., Columbia, Md. 21043. Tel: (301) 737-7840. Mgr.: Richard G. Klotzman.
 Sound Recs., 56880 North Ave., New Haven, Mich. 48048. Tel: (313) 749-5182. Pres., Sales, Mktg., Pub. & Adv.: Lawrence H. Lick; VP & Classical A&R: Daniel T. Lick; Promo. & Int'l: Yolanda Owens. Labels: (owned) Sound, Trash, Universal Sound, Walker; (distributed) Chi Ro, Cupid, Keepsake, Radio, Startown, Velgo. Int'l rep.: Canada (Sparton).
 Sound Recs., 240 W. Wells St., Milwaukee, Wis. 53203. Tel: (414) 276-6422. Pres.: Stuart L. Glassman.
 Sound Century (see Cuca).
 Sound City Recs., 1214 Roosevelt, Ames, Iowa 50010. Tel: (515) 232-2991. Pres.: Steve Monroe. Labels: Sound City, Arc.
 Sound City Rec. Co., 210 Gordon St., Jackson, Tenn. 38301. Tel: (901) 427-7301. Pres.: James L. Exum. (Distributed by Nashboro.)
 Sound Core (see Ode Fest).
 Sound Gems (see Presta).
 Sound Lab. of Jacksonville Inc., 1104 S. Edgewood Ave., Jacksonville, Fla. 32205. Tel: (904) 388-7572. Label: SLR.
 Sound of Money (see Vantage).

Sound of Nashville (see Sound Track).
 Sound Preservers (see Apollo).
 Sound Stage 7 (see Monument).
 Sound-Tex (see Texas Sound).
 Sound Track Ent's. Inc., PO Box 12276, Fort Worth, Tex. 76116. Tel: (817) 737-4744, 732-1684. Pres.: Bill Temple; Exec. VP: Helen Temple; A&R: Hank Stanley, Jon Cunningham; VP Sales, Mktg. & Pub.: T. J. Thomas; Adv. & Promo. Mgr.: Harry Otfmann. Labels: (owned) Chevell, Sound Track; (distributed) Sound of Nashville.
 Sounds Int'l (see D'Arcy).
 Sounds of Memphis (see Allandale).
 Sounds of Wisconsin (see Cuca).
 South Sea (see Pacific Islands).
 South Shore (see Georden).
 Southeastern Recs. Mfg. Corp., 170 W. 29 St., Hialeah, Fla. 33012. Tel: (305) 888-7411/2365. Pres.: Matthew San Martin; VP: Rose San Martin; Gen. Mgr. & Int'l: Arturo Avendano; Sales & Mktg. Mgr.: Frank Garcia. Int'l branch: Puerto Rico. Labels: Batey, Kristal, Kubaney, Regio. Cartridge 8-tr. & cassette: Kubaney—self-mfd.
 Southern City Recs., 157 Ford Ave., Gallatin, Tenn. 37066. Tel: (615) 452-1479/3900. Pres.: Harold Gilbert; VP: Bobby Brinkly; Gen. Mgr.: Marcus Scott; Sales & Mktg.: Jan West; Field Promo. Mgr.: James Brinkly. Branch: Detroit, Mich., 18890 Keystone. Zip: 48234. Tel: (313) TW 3-3901. Labels: Southern City, Gilbert, Hal n' Jean, Hitsuhrgh.
 Southern Sound (see Claridge).
 Southern Sounds, 918 Third Ave. N.W., Hickory, N.C. 28601. Tel: (704) 327-9346. Pres., A&R & Promo.: Joe Beaver; VP & Gen. Mgr.: O. L. Atwood. Labels: ArLee, Big 1, Big 5, Panther, Steal.
 Southland (see Jazzology).
 Southtown (see Biscayne).
 Souvenir (see Art).
 Sovereign (see BCA).
 Souder (see Derby Town).
 Spa Recs., 404 Broadway, Saratoga Springs, N.Y. 12866. Tel: (518) 584-2222. Pres.: Norman M. Fox.
 Space, 2037 Alvarado Dr. N.E., Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres.: Ann Medley.
 Space, Tex. (see Musicode).
 Spanish Music Center Inc., Belvedere Hotel, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) 582-4280. Pres.: Gabriel Oller; A&R, Adv. & Promo.: Andres Montero; Sales, Mktg. & Pub.: Warren Hernandez. Labels: Coda, Pro-Arte, SMC.

Spanish World Recs. Inc., 151 W. 14 St., New York, N.Y. 10011. Tel: (212) 989-3177. Pres.: Marcos Garcia; VP: Alfred Garcia; VP Sales: O. Bru. Branch: Chicago, Ill., 2515 W. Division St. Zip: 60622. Tel: (312) 486-1176. Contact: Blas Rodriguez. Labels: 4 Points, Montilla. Cartridge 4-tr., 8-tr., cassette & open reel: Montilla licensed to Livingston Audio Prods. Int'l reps.: Argentina (RCA), Colombia (Ajoer), Costa Rica (INDICA), Dominican Republic (Salon Mozart), Mexico (CBS), Peru (MAG), Puerto Rico (Ultra), South Africa (Trutone), Uruguay (RCA), Venezuela (Venevox).
 Spar Recs. Corp., 110 21 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-1636. Owners: Bill Beasley, Alan Bubis. Labels: Spar, Gospel Time, Songs of Faith. Cartridge 8-tr.: Spar, Songs of Faith—self-mfd.
 Speciality Recs. Inc., 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Gen. & Tape Mgr.: Mike Akopoff; Prod. Development: Barret Hansen; Int'l Mgr.: Art Rupe. Int'l branch: England. Labels: Speciality, Fidelity. Cartridge 8-tr.: & cassette: Speciality—self-mfd.
 Spectrum, PO Box 373, San Carlos, Calif. 94070. Tel: (415) 593-9554. Pres.: Dr. Paul L. Weaver. Labels: Spectrum, SCS.
 Spectrum, Conn. (see Di Bella).
 Spectrum, N.C. (see Taylor Made Sound).
 Speechphone, c/o Harper & Row Pub'rs, College Dept., 49 E. 33 St., New York, N.Y. 10016. Tel: (212) 889-7500. Cable: HARPSAM. Contact: Marion E. Clark.
 Speedy (see Ken Keene).
 Sphere Sound (see Bell).
 Spicy (see Band Box).
 Spigner (see HRS Soul).
 Spin-O-Rama (see Premier Albums).
 Spin-Out (see Wesley).
 Spindletop, 1812 Proctor St., Port Arthur, Tex. 77640. Tel: (713) YU 2-7121. Owner: Floyd J. Badeaux. Labels: Spindletop, Good n' Country.
 Spinit, 1901 Peyton Ave., Burbank, Calif. 91504. Tel: (213) 849-5235/3600, 466-8181. Contact: Nick Therry. Labels: Spinit, Hat.
 Spinnin Square (see Wooten).
 Spiral Rec. Corp., 875 Fifth Ave., New York, N.Y. 10021. Tel: (212) RE 7-3304. VP: Sol Abrams. Branch: Palisade, N.J., 780 Palisade Ave. Zip: 07024. Tel: (201) 945-1000.
 Spire (see World Library of Sacred Music).
 Spirit (see National).

continued on page 54

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Spivey, 65 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) UL 7-7003. Pres.: Victoria Spivey.
Labels: Queen Vee, Spivey.

Splatter (see Pantomime).

Split Sound Recs., PO Box 4704, Tucson, Ariz. 85717. Tel: (602) 795-5515. Pres.: Dan Gates.

Spoke, 656 W. Hatfield, Tucson, Ariz. 85706. Owner: I. L. Davis; A&R: C. J. Davis.

Spoken Arts Inc., 59 Locust Ave., New Rochelle, N.Y. 10801. Tel: (914) NE 6-5482. Pres.: Dr. Arthur L. Klein; VP: Dr. Luce A. Klein; VP A&R, Pub., Adv. & Promo.: Paul Kresh; Nat'l Sales Mgr.: Peter Redgrove; Educational Dir.: Natalie Slohm.

Cassette & open reel: self-mfd.

Spoken Word (see Dover).

Spoleto Festival (see Applause).

Spontaneous Recs., 2 Edison Ave., Cherry Hill, N.J. 08034. Tel: (609) 365-1010. Pres.: George H. Gross.

Sports (see Fleetwood).

Spring (see Event).

Stacks (see Wasp).

Stadium Recs., PO Box 9411, North Hollywood, Calif. 91609. Tel: (213) 763-3436, 335-9379. Pres.: A. J. Minto.

Staff Recs., PO Box 1096, Birmingham, Ala. 35201. Tel: (205) 836-3550. Pres.: James L. Hollifield.

Stag Recs., B986 Birwood, Detroit, Mich. 48204. Tel: (313) 935-2547. Pres.: Arthur J. Fleming; VP: Cyril L. Clarke; Gen. Mgr.: John S. Pryor; Sales & Mktg.: Patricia A. Fleming. Branch: Chicago, Ill., 7918 S. Rhodes Ave. Zip: 60619. Tel: (312) 846-2587.

Stallion, PO Box 3352, Baton Rouge, La. 70821. Pres.: Gustave Rosemann III.

Standard (see Columbus).

Stang (see All Platinum).

Star, Calif. (see Contemporary Recs. Inc.).

Star, 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) 682-5844. Pres.: Tsipora Miron; VP & Prod'n Dir.: Steve Moore; VP & Int'l Mgr.: Thelma Moore; Pub.: Jon Arthur; Promo.: Marie M. Gadreau.

Star Dust (see Mortonia).

Star Trek Recs. (div. of Multico Corp.), PO Box 3780, 204 N. Clay St., Louis, Mo. 63122. Tel: (314) YO 6-6900. Dir.: William Baker.

Star-Way (see Golden Triangle).

Starburst, 7 Charles Ln., New York, N.Y. 10014. Tel: (212) CH 2-1479. Pres.: Michael F. J. Lynch; VP Eng'g: Thomas J. Lyle; A&R: Peter Sabatino.

Starday (see Starday-King).

Starday-King Recs. Inc., PO Box 8188, Nashville, Tenn. 37207. Tel: (615) 228-2575. Pres.: Hal Neely; Don Pierce; VP Mktg.: Col. Jim Wilson. Branches: Cincinnati, Ohio, 1540 Brewster Ave. Zip: 45207. Tel: (513) 751-6222. VP Mgt.: Johnnie Miller; Treas.: Robert Harris—New York, N.Y., 211 W. 53 St., Studio 2B. Zip: 10019. Tel: (212) 765-5238. VP A&R: Henry Glover.

Labels: Bethlehem, DeLuxe, Federal, King, Look, Nashville, Starday.

Cartridge 4-tr., 8-tr. & cassette: Bethlehem, King, Nashville licensed to GRT; Starday licensed to ITCC.

Open reel: Bethlehem, Federal, King, Nashville licensed to GRT.

Int'l reps.: Canada (Columbia), France (Polydor), Germany (Deutsche Grammophon), Italy (Durium), New Zealand (Philips), South Africa (Gallo), UK (Polydor).

Stardisc, 10337 E. Beach St., Bellflower, Calif. 90706. Tel: (213) 866-4146. Owner: Mearl Ellison.

Stardust, 3324 N. E. 145 St., Portland, Ore. 97230. Tel: (503) 255-4556. Owner: Michael Rask. Labels: Stardust, Soustar.

Starla (see Original Sound).

Starlike (see Asteroid).

Startime (see Abnak).

Startown (see Sound, Mich.).

Stateswood (see Sing).

Stax Rec. Co. (div. of Paramount Pictures Corp.), 926 E. McLemore, Memphis, Tenn. 38106. Tel: (901) 774-1600. Pres.: Jim Stewart; Exec. VP: Al Bell; A&R Dirs.: Al Jackson Jr., Allen Jones; Exec. Prod'r: Steve Cropper; Mktg. Dir.: Herb Kolesky; Sales Dir.: Ewell Roussell; Pub. Dir.: Deanie Parker; PR: Richard Gersh Assoc.; Promo.: Bernard Roberson, Bill Brauder; Int'l Dir.: Mignon Harley.

Branch: New York, N.Y., 1650 Broadway. Zip: 10036. Tel: (212) 581-5524. Promo. Dir.: Otis Pollard.

Labels: (owned) Stax, Volt, Hip, Enterprise; (distributed) Ko, Ko, Weis.

Cartridge 8-tr.: Stax, Volt, Hip, Enterprise—self-mfd.

Cartridge 4-tr.: Stax, Volt, Hip, Enterprise licensed to Ampex.

Cassette: Same as 8-tr.

Open reel: Same as 4-tr.

Steady Recs., 846 Seventh Ave., New York, N.Y. 10019. Tel: (212) 581-6911. Mng. Dir.: Sales & Mktg.: Art Trefferson; VP: Ernest Martinelli; Dir.: Ken Khourie; Prod'n Dir.: Luther Dixon; Promo.: David Burnstein, Mike Kelly; Int'l: Joe Zarger, 254 W. 54 St. Zip: 10019.

Labels: (owned) Steady; (distributed) Dawn, Drum, Federal.

Steal (see Southern Sounds).

Steel (see Paramount, Calif.).

Steel Recs., 214 W. Wood St., Youngstown, Ohio 44502. Tel: (216) 744-4419. Pres.: William R. Ellis.

Labels: Steel, SMS.

Steno-Disc Rec. Co., 4416 Beverly Blvd., Los Angeles, Calif. 90004. Tel: (213) 665-5558. Owner: George K. Ching.

Open reel self-mfd.

Stephanie (see Montel).

Stepping Stone (see Trend Rec'g & Dist'g).

Stereo (see Contemporary Recs. Inc.).

Stereo Dimension Recs., 118 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-6855. Pres.: Loren Becker; A&R Dir.: Robert Byrne; Sales Mgr.: Nick Albarano; Prod'n Mgr.: Blair Weille.

Labels: (owned) Evolution; (distributed) Athena.

Cartridge 8-tr.: Athena, Evolution licensed to Ampex & NAL.

Cartridge 4-tr.: Athena, Evolution licensed to Ampex.

Cassette & open reel: Same as 8-tr.

Int'l reps.: Argentina (Surco), Australia (Festival), Belgium (Anvers Radio), Canada (London), Mexico (Gamma), Philippines (Mareco), South Africa (Record Prod'rs & Mfrs.), Spain (Hispa-vox), Venezuela (Palacio de la Musica).

Stereo-Fidelity (see Alshire Int'l).

Stereo 45 (see Fourth Cliff Int'l).

Stereo Treasury (see London).

Stereodivities (see The Smith Studio).

Stereophonics Corp., 403 Rivet St., New Bedford, Mass. 02744. Tel: (617) 999-6489. Pres.: Carl German; VP, Pub., Adv. & Promo.: Peter Bonfils; A&R Circo Recs.: Bobby Hackett; VP Artists Mgmt.: Jerry Di Muro.

Labels: Arco, Circo, Do-Ray, Scooby.

Stinson Recs., PO Box 3415, Granada Hills, Calif. 91344. Tel: (213) 735-6731. Pres.: Jack M. Kall.

Cartridge 4-tr., 8-tr. & cassette self-mfd.

Int'l reps.: Canada (Musimart), France (Pan Musique Livres).

Stokes (see Donny Stokes).

Donny Stokes Prod'ns, 542 W. 142 St., Suite 5, New York, N.Y. 10031. Tel: (212) 2-9320. Pres. & A&R Dir.: Donny Stokes.

Labels: KKC, Stokes.

Stoned (see Tyner).

Stoneway, 2817 Laura Koppe, Houston, Tex. 77016. Tel: (713) OX 7-7912. Owner: A. Stone.

Stop Recs. Inc., 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-8388. Owner: Drake, Tommy Hill; Sales Mgr.: Neal. Promo.: Don Jackson.

Cartridge 4-tr. & 8-tr. licensed to ITCC.

Stoy Recs., 140 E. 56 St., New York, N.Y. 10022. Tel: (212) PL 1-1182. Pres.: Norman Dolph.

Stradivari (see Everest).

Strate-8 (see Fortune).

Streke (see Periscope).

Stripe (see Cactus).

Study (see Knight Education).

Style Rec. Prod'ns, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. VP & A&R: Style Wooten; Country A&R: Stan Neill, Leon Starr; R&B A&R: Jackie Muth; Gospel A&R: Glenn Tice, Buddy Childers; Spiritual A&R: Rev. R. L. LaVeaux; R&R A&R: Dennis Smith.

Labels: Style, Big Memphis Sound, Burchten, Calten, Mid-South, M&W, Prime, Ten-Tex, Tri-State, Zonia.

Stylesway (see Wooten).

Sue Recs. Ltd., 265 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-9290. Pres., A&R, Sales & Mktg.: Juggy Murray; VP: Orville Greene.

Labels: Sue, The Blue Book, Symbol.

Joseph Sugarman & Assocs., 6150 N. Kenmore Rd., Chicago, Ill. 60626. Tel: (312) 262-5300. Pres.: Joseph Sugarman; A&R: Greg O'Beirne.

Label: Mad.

John J. Sullivan Theatrical Agency, 80 Boylston St., Boston, Mass. 02116. Tel: (617) 426-6617. Owner: John J. Sullivan; Promo. Mgr.: Reed A. Sullivan.

Labels: Jolar, Reed.

Sultan Ents. Inc., 245 E. 30 St., New York, N.Y. 10016. Tel: (212) JU 2-6730. Pres.: Frank Cariola.

Labels: Sultan, New World.

SummerTime (see Doug Swickard).

Summit (see Everest).

Summit Sound Systems Co., 38 Atlantic Ave., Ocean Grove, N.J. 07756. Tel: (201) 775-4952. Pres.: William Jelley. (Distributed by Word Inc.)

Label: Summit.

Cartridge 8-tr. & open reel self-mfd.

Sumpter (see Shelby Singleton).

Sun Ray (see SME).

Sunburst (div. of Attarack Corp.), 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8016. Gen. Mgr.: Ray Harris; A&R Dir.: Ed Cobb.

Sundance (see B&G).

Sundi Recs. Inc., 2223 S. Dale Mabry Hwy., Tampa, Fla. 33609. Tel: (813) 253-5397. Pres., Sales & Mktg.: Gilbert A. Cabot; A&R: Mike Apsey, Ron Resler; Pub.: Mickey Owens; Adv.: J. Erwin Russell; Promo.: Christine Holter.

Labels: Sundi (distributed by Jamie/Guyden), Fuljac, Gospel, Paris Tower, Soul Town.

Sundown Recs., 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-3573. Pres.: Jimmy O'Neill.

Sunglow (see Tanner 'N' Texas).
 Sunlite (see Ralph's Radio).
 Sunrise (see Melody).
 Sunset, Calif. (see Liberty/UA).
 Sunset, N.Y. (see Met Richmond).
 Sunshine (see Ambassador, N.J.).
 Super, 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 276-1017. Cable: MAJORMAN. Pres.: Irving Mills; Gen. Mgr.: Paul Mills.
 Super Cities Rec. Serv., 11344 Woodmont, Detroit, Mich. 48227. Tel: (313) 273-5828. VP & Gen. Mgr.: Eugene Satterfield; Chief Exec., A&R Sales: Allen Wayne.
 Branch: Gallipolis, Ohio, PO Box 517. Zip: 45631. Tel: (614) 446-4240. A&R & Promo. Dir.: Stan Lane.
 Labels: (owned) Go-T, Indian Head, SCRS, Saddle; (distributed) Cascade Sound, Endeavor, Jessup.
 Super K (see Buddah/Kama Sutra).
 Super Majestic (see Vox).
 Super Sonic Sound (see Ashford).
 Super Soul Shonograms (see McKinnon).
 Superbe (see Hi Ho).
 Superior (see Singcord).
 Supraphon (see Apon).
 Supreme Recs., Box 352, Zip: 91209; 306 S. Brand Blvd., Glendale, Calif. 91204. Tel: (213) 245-3646. Pres.: Paul Mickelson.
 Labels: Supreme, Console, Cornerstone.
 Cartridge 4-tr. & cassette: Supreme, Cornerstone—self-mfd.
 Int'l reps.: Australia, New Zealand (Supreme South East Asia), Canada (Master), Sweden (Hemmels Herald), UK (Pilgrim, Pye).
 Sure Music & Rec. Co. Inc., PO Box 94, Broomall, Pa. 19008. Tel: (215) EL 6-2996. Pres.: Leonard Rosen.
 Labels: (owned) Sure; (distributed) Aqua, Tone-Craft.
 Cartridge 8-tr. & cassette self-mfd.
 Sureshot (see Duke).
 Surf Rec'g Prod'ns, 544 Rhode Island Ave., Bricktown, N.J. 08723. Tel: (201) 899-5588. Owner, Sales Mgr. & Country A&R: Thomas Boyles; Teen A&R: Ethel Hulse; Promo. Mgr.: Betty Boyles.
 Labels: Surf, Granite.
 Surface (see McKinnon).
 Surfside (see Hula).
 Surrey Int'l (see Mira & Crestview).
 Susannah (see Dee-Bee).
 Suva (see Pacific Islands).
 Suzuki (see Epstein).
 Swallow (see Jin).
 Sweet Lucy (see Little Darlin').

Doug Swickard Prod'ns, PO Box 1034, Sumter, S.C. 29150. Tel: (803) 775-1812. Pres. & Gen. Mgr.: Doug Swickard; A&R Dir.: Randy Flowers; Pub. Mgr.: Jerry Geddings; Promo. Mgr.: Rick Baker.
 Branch: Crawfordsville, Ind., 603 Sherwood Dr. Zip: 47933. Tel: (317) 362-6747.
 Labels: Folly, SummerTime.
 Swinger (see Roulette).
 Swinging Square (see Blue Star).
 Sword (see Word).
 Sword & Shield, PO Box 211, 308 N. Oak, Arlington, Tex. 76010. Tel: (817) 274-2337. Owner: Calvin Willis.
 Sylvania Music Corp. of America Inc., 825 Madison Ave., New York, N.Y. 10021. Tel: (212) 734-4000. Pres.: Alan Hartwell.
 Labels: Sylvania, Love, Symca, Random.
 Symbol (see Sue).
 Symca (see Sylvania).
 Syntonic Research Inc., 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) PL 7-6454, AL 4-9558. Pres.: I. S. Tybel.
 Branch: 166 Second Ave. Zip: 10003.
 Label: SR.
 Syse Recs., c/o Sy Shaffer Ents., 221 E. 50 St., New York, N.Y. 10022. Tel: (212) PL 5-7160. Pres.: Sy Shaffer.

Tally Recs., PO Box 842, Bakersfield, Calif. 93302. Tel: (805) 327-1406. Pres.: Charles Fuzzy Owen.
 Taloa (see Trend Int'l).
 Talun Rec. Co., PO Box 1025, Indianapolis, Ind. 46206. Tel: (317) 786-5111, 784-7733. Owners: C. W. Cliff Fleetwood, J. K. Graybill, R. R. Briney.
 Label: Talun Stereo.
 Tamas (see Golden/Ebb-Tide 11).
 Tamborine (see Monument).
 Tamla (see Motown).
 Tamm (see La Louisianne).
 Tangerine Rec. Corp., 2107 W. Washington Blvd., Los Angeles, Calif. 90018. Tel: (213) 732-0171. Pres.: Ray Charles; Sec'y-Treas.: Joseph E. Adams. (Distributed by ABC).
 Tanner 'N' Texas, 1422 W. Poplar, San Antonio, Tex. 78207. Tel: (512) PE 2-8072/6484, PE 4-6665. Pres.: Bob Tanner.
 Labels: Bernal, Disco Grande, Sunglow.
 Cartridge 4-tr. & 8-tr. self-mfd.
 Tantara Recs., PO Box 22131, 1614 S. Post Oak Rd., Suite 200, Houston, Tex. 77027. Tel: (713) NA 2-7676. Pres.: Stephen Ames.
 Tap (see Musicode).
 Target (see Alvera).
 Tarx (see Triode).
 Taurus, Ill. (see Zodiac).
 Taurus, 285 E. 49 St., Brooklyn, N.Y. 11203. Tel: (212) PR 8-5150. Pres.: Mike Serby.
 Taver (see Wooten).
 Tawas, 526 W. Russell Ave., Flint, Mich. 48505. Tel: (313) 789-1306. Pres.: Harry F. Chestler; VP: Thomas Chestler; Sec'y: Arthur Pabst.
 Taylor Made Sound Inc., 17-19 N. Market, Asheville, N.C. 28801. Tel: (704) 254-9430. Pres., A&R, Promo. & Int'l: Chuck Taylor; VP, Sales, Mktg. & Tape: Joe Hall; Pub.: Jerry McNabb; Nat'l Promo.: Jack Fine Promos., New York, N.Y.
 Labels: Taylor Made, Gospel Gems, Hideaway, Prism, Sherri, Spectrum, Terri.
 Open reel: Taylor Made, Terri, Sherri—self-mfd.
 Tear Drop (see Jamie/Guyden).
 Tecate (see Trend Int'l).
 Tee-Pee (see Mohawk, S.C.).
 Tee Vee (see Chanson).
 Teen (see Singcord).
 Tel Avideo (see Trend Int'l).
 Telefonken—pop (see London), classical (see London Imports).
 Telehit Rec'g Society, 18560 Norwood, Detroit, Mich. 48234. Tel: (313) FO 6-6185, TW 1-7534. Gen. Mgr.: Roger Bass.
 Telemark, 1438 Springvale Ave., McLean, Va. 22101. Tel: (703) 356-4602. Owners: Dick & Sheila Mason.

T

T B N (see Lotta).
 T B P Int'l (see Tommy Bee).
 T C B (see HRS Soul).
 T E K (see Goldband).
 T F M Party (see Sabre).
 T-Neck (see Buddah/Kama Sutra).
 T N T (see Tru-Glo-Town).
 T R X (see Hickory).
 T S M, PO Box 551, 108 S. Bell, Hamilton, Tex. 76531. Tel: (817) 386-5918. Owner & Mgr.: C. Joe Treadway.
 T & T, 3729 Virginia Rd., Los Angeles, Calif. 90016. Tel: (213) AX 5-1101. Pres.: J. A. Toliver.
 Tab (see Marullo).
 Tag (see Apco, Neb.).
 Tahiti (see Criterion).
 Take 4 Prod'ns, 118-28 201 Pl., St. Albans, N.Y. 11412. Tel: (212) 276-4097. Pres.: Andrew Pope; VP: Ted Hunt.
 Labels: Ante, Keynote, Panther, Shy-Ann, Soul-Mate.
 Take One (see Jemel).
 Takoma, PO Box 5403, Santa Monica, Calif. 90405. Tel: (213) 395-0232. Mgr.: John Fahey.
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 Tera Shirma Prod'ns Inc., 15341 Livernois, Detroit, Mich. 48238. Tel: (313) 861-5650. Pres.: Ralph R. Terrana.
 Terra (see Trend Int'l).
 Terrell (see Lynn's).
 Terri (see Taylor Made Sound).
 Terrific (see Eric).
 Terry (see Airtown).
 Tetragrammaton Recs. (div. of Campbell, Silver Corp.), 359 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 278-7680. Bd. Chm.: Roy Silver; Pres.: Arthur Mogull; VPs: Marvin Deane, Ed Barsky; Liaison Dir.: Michel L. Michel.
 Branch: New York, N.Y., 65 E. 55 St. Zip: 10022. Tel: (212) 758-3110. Contact: Arnold Maxin.
 Int'l branch: England.
 Cartridge 8-tr. licensed to Ampex, GRT, ITCC & NAL.
 Cartridge 4-tr. licensed to Ampex, GRT & ITCC.
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 PlayTape.
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 Texas, Calif. (see Trend Int'l).
 Texas, Neb. (see Jim Hall).
 The Texas Plainsmen, PO Box 4831, Midland, Tex. 79701. Tel: (915) OX 4-3756. Owner: James A. O'Neill.
 Texas Sound Studios, 506 W. Hildebrand Ave., San Antonio, Tex. 78212. Tel: (512) PE 3-1721.

Mgr., Sales, Mktg. & Adv.: Jeff Smith; A&R & Pub.: Jack Bond.
 Labels: Anthem, Horn of Plenty, Peace, Sound-Tex.
 Thacker Recs., PO Box 1118, La Follette, Tenn. 37766. Tel: (615) 562-8888. Owner: Will Thacker Jr.; Mgr.: Elmer Cole.
 Theatre Rec'g Society (see Caedmon).
 Thomas (see Buddah/Kama Sutra).
 Thoroughbred, PO Drawer 2176, Zip: 78767; 910 Post Oak St., Austin, Tex. 78704. Tel: (512) 444-5497. Owner: Rex T. Sherry.
 Three For One, 3531 Baronne St., New Orleans, La. 70115. Tel: (504) 891-7382. Pres. & Sales Admin.: Earl Johnson; VP: Thomas Moore Jr.; Foreign Admin.: Jay Katz.
 3 H's Recs., 1103 Neff Ave. S., West Covina, Calif. 91790. Tel: (213) 966-2535. Pres.: Henry Oakes; VP: Loretta Oakes.
 Int'l reps.: Australia (J. Albert), Italy (Sidet), Japan (Mrs. G.T. Folster), Mexico (Acetatos Profesionales), Philippines (Playtext), UK (Cyril Shane).
 Three Sons, 930 Western Saving Fund Bldg., Philadelphia, Pa. 19107. Tel: (215) PE 5-8292. Pres.: Lewis Di Leo.
 Three Star, Rt. 40, PO Box 172, Elkton, Md. 21921. Tel: (301) 737-8948. Pres., C&W A&R & Pub.: Lee Stevenson; R&R A&R, Pub. & Adv.: Eddie G. Stevenson; Sales Dir.: William Rylander; Promo. Mgr.: Frederick Dawson.
 Labels: Three Star, Blue Hen, General Lee's Confederate Recs., Reprize.
 3 T (see Airtown).
 Throne Rec. Co., PO Box 7724, Independence, Mo. 64053. Tel: (816) 833-2545. Pres.: H. L. Throne; Gen. Mgr.: Elmo Linn; Promo.: Jimmy Dallas Agency.
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 Thunder Rec. Co., PO Box 271, Jenkintown, Pa. 19046. Tel: (215) OS 2-5929. Pres.: Stan Peahota; A&R: Stan Knight, John Sokolis; Sales & Mktg.: Stan & Gerinimo Knight; Pub.: M. K. Ryan, John Sokolis; Adv.: Kathy Ryan; Int'l: Stan Knight, Stan Peahota.
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 Thunderbolt Recs. (div. of Gold Star Rec'g Co.), 802 1/2 Bowden St., Savannah, Ga. 31401. Tel: (912) 234-9092. VP: Leavon Shuman.
 Tiare Tahiti (see Criterion).
 Tic Toc (see Goldband).
 Tico (see Roulette).

Tide Recs. Inc., 2146 Westview St., Los Angeles, Calif. 90016. Tel: (213) RE 3-1127. Pres., Sales & Mktg.: Ruth E. Strachborneo; Exec. VP: Chester W. Strachborneo; VP: Rena Right; A&R: Rick Christie, Robert Bergeron.
 Labels: Tide, Colbert, Edit, Pro.
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 Tifton (see Ambassador, N.J.).
 Tiki Recs., PO Box 762, Okeechobee, Fla. 33472. Owner & Mgr.: Buck Killelte.
 Branch: Raleigh, N.C., PO Box 506. Zip: 27602.
 Tiki, PO Box 22, Zip: 23501; 311 E. Little Creek Rd., Norfolk, Va. 23505. Tel: (703) 587-8920. Pres. & A&R: Larry P. Maccubbin.
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 Tokyo (see Trend Int'l).
 Tom Lehrer (see Warner Bros.-Seven Arts, Reprise Div.).
 Tom Thumb (see Rhythms Prod'ns).
 Tone (see Fine).
 Tone-Craft (see Sure).
 Tone Int'l (div. of Tone Dists.), 495 S.E. 10 Ct., Hialeah, Fla. 33011. Tel: (305) 888-1685. Gen. Mgrs.: Eddie Llopis, Thomas Fundora.
 Label: Tone Latino.
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 Tradewinds, 636 Queen St., Honolulu, Hawaii. 96813. Tel: (808) 501-223.
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 Train, 1201 Plymouth Ave., Nashville, Tenn. 37216. Tel: (615) CA 7-6233. Mgr.: Carl E. Thomas.
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 Trend Int'l (sub. of Trend Int'l Inds., Tokyo, Japan), 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Exec. VP: Col. George S. Whitman; Nat'l Sales & Promo.: Joe Toshiro.
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 Cassette: Tel Avideo—self-mfd.
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 Cartridge 8-tr.: Stepping Stone, Trend—self-mfd.
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 Trepur Recs., Rt. 3, Roanoke Rd., La Grange, Ga. 30240. Tel: (404) 882-2391. Owner: Rupert McClendon.

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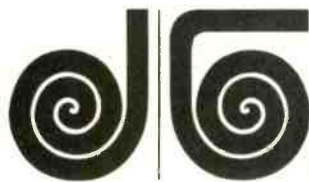
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U

- U A Int'l (see Liberty/UA, United Artists Div.).
- U A Latino (see Liberty/UA, United Artists Div.).
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United (see Kent-Modern).

United Artists (see Liberty/UA).

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Valhalla (see Faro).

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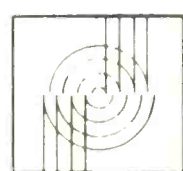
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Varbee Recs., 2724 Penn Ave., Pittsburgh, Pa. 15222. Tel: (412) AT 1-9898. Pres.: Glenn E. Campbell.

Variety Recs., 2 Wendy Rd., Wappingers Falls, N.Y. 12590. Owner, Sales, Mktg., Pub., Adv., Promo. & Int'l: Stephen Janis; Pop A&R: Joe Nash; Classical A&R: Jerry Macell.

Varmint, 161 Fourth Ave., Moline, Ill. 61265. Tel: (309) 764-0286. Pres.: Robert Schoemaker; VP: Tom Banks; Gen. Mgr.: V. P. Brown.

Labels: Varmint, DHW, Garric, Key.

Vault Rec'g Corp., 2525 W. Ninth St., Los Angeles, Calif. 90006. Tel: (213) 386-1821. Pres.: Jack Lewerke.

Cartridge 4-tr., 8-tr. & cassette self-mfd. & licensed to Ampex & GRT.

Open reel self-mfd. & licensed to Ampex.

Veevo Rec. Co., 54 W. 74 St., Suite 402, New York, N.Y. 10023. Tel: (212) EN 2-2259. Pres.: Fredric Vonn.

Vegas (see Chesterfield).

Vegas Bros. Prod'ns, 5957 Carlton Wav. Hollywood, Calif. 90028. Tel: (213) HO 3-9571. Contact: Pat Vegas.

Label: Axis.

Velgo (see Sound, Mich.).

Velvet Recs. Inc., 124 W. 29 St., Hialeah, Fla. 33010. Tel: (305) 888-1377. Cable: DISVELVET. Pres.: Roberto Page; Gen. Mgr.: Antonio Moreno.

Int'l branch: Puerto Rico.

Cartridge 8-tr. & cassette self-mfd.

Int'l rep.: Venezuela (Distribuidora Nacional de Discos).

Venture (see MGM).

Venus Rec'g Co. of America, PO Box 1388, Beverly Hills, Calif. 90213. Tel: (213) 275-6801. Cable: VENUSAMK. Pres., Sales, Pub. & Int'l: Dr. W. E. Spector; Classical A&R Dir.: Miliza Korjus.

Label: Venus.

Venus, III. (see VV).

Veriton (see Polish Rec. Center).

Vermillion (see The Record Factory).

Versa (see Bel-Aire).

Verve (see MGM).

Verve/Forecast (see MGM).

Vesuvius (see Pompeii).

Vibrant, Rt. 1, Cosby, Tenn. 37722. Tel: (615) 623-8084. Pres.: Hal R. McGaha.

Vic (see LaVal).

Vick (see Hawk).

Victory (see Singcord).

Victrola (see RCA).

Video-text (see Rhythms Prod'ns).

Vinney Recs. Inc., PO Box 388, Hamonton, N.J. 08037. Tel: (609) 561-8613. Pres.: Vincent Franzeo Jr.

Virginia (see Johnson).

Virginian (see McKinnon).

Virtue (see Parr-X & Mercury).

Virtuoso, c/o Harris/Teller Inc., 56 W. 103 St., Chicago, Ill. 60628. Tel: (312) PU 5-0700.

Viscojan Rec. Co., 1375 Ridgeley Dr., Los Angeles, Calif. 90019. Tel: (213) 935-9667. Pres. & Int'l: J. W. Spriggs; Gen. Mgr. & A&R Dir.: Art Reynolds; Music Dir.: Lennie Baxter; Sales & Mktg. Dir.: John T. Dudley; Pub.: A. Johnson, E. Johnson; Adv. & Promo. Dir.: Madison Cole.

Branch: St. Louis, Mo., 3504 N. Grand Blvd. Zip: 63107. Tel: (314) 421-6406. Mgr.: Ralph D. Williams; A&R: Ralph R. Williams.

Labels: Lo-Lace, Natru, Viscojan.

Int'l reps.: France (AZ), Philippines (Playtex).

Vision (see Smoke, N.J.).

Vista (see Disneyland). (SEE ADVERTISEMENT)

Viva Recs., 6922 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1641. Pres.: Snuff Garrett; Exec. VP: Ed Silvers; VP: Mel Bly.

Labels: Viva, Bravo.

Cartridge 4-tr., 8-tr., cassette & open reel licensed to Ampex & NAL.

Int'l reps.: Australia (Festival), Brazil (Equipe), Canada (London), France (Young), Philippines (Mico), Portugal (Hisvapox), Spain (Hisvapox).

Vivace Recs., PO Box 1037, Jackson, Miss. 39205. Tel: (601) 982-4964. Pres.: Julian O. Russell; VP: Fred Mitchell; Prod'n: Phil Seymour, Jack Truett.

Vocab, 3071 S. Broad St., Chicago, Ill. 60608. Tel: (312) CL 4-8047. Pres.: Anthony J. Batko.

Cassette & open reel self-mfd.

Vocalion (see Decca).

Voices of History (see Books & Periodicals).

Vokes Rec. Co., Box 12, New Kensington, Pa. 15068. Tel: (412) 828-6864. Pres. & Mgr.: Howard Vokes.

Labels: (owned) Vokes, Sharon; (distributed) Wasp.

Volcano, PO Box 830, Los Angeles, Calif. 90028. Pres.: Theo Allen.

Volcano, N.Y. (see Larric).

Volt (see Stax).

Vortex (see Atlantic, Atco Div.).

Vox Box (see Vox).

Vox Prod'ns Inc., 211 E. 43 St., New York, N.Y. 10017. Tel: (212) 867-9360. Cable: VOX-PRODUCT. Telex: COMLEW 420 445. Pres. & Classical A&R: Dr. George H. de Mendelssohn-Bartholdy; Sec'y-Treas., Sales & Mktg.: Tom Di Vita; Promo.: Burt Naidoff; Int'l: Miss Gudrun Gienger.

Int'l branch: France.

Labels: Vox, Bellvox, Polyvox, Vox Box, Turnabout, Vox Twins, Music Masters, Super Majestic, Candide.

Int'l reps.: Argentina (Surco), Colombia (Electra), Denmark (Fona Radio), Italy (Ri Fi), Mexico (Peerless), Spain (Belter, Vergara), UK (Decca).

Vox Twins (see Vox).

Vulcan Rec. Co., 4007 Vailwood Dr., Nashville, Tenn. 37215. Tel: (615) 292-1842. Pres. & A&R Prod'r: H. Strzelecki.

Branch: Los Angeles, Calif., 9255 Sunset Blvd. Zip: 90069. Tel: (213) 278-5199. VP: Ray Lawrence.

W

W C M P (see Corby).

W G Recs., PO Box 732, 66 Elmwood Ave., Holyoke, Mass. 01040. Tel: (413) 536-1793. Pres. & A&R Dir.: Walter J. Gonet Jr.; Mktg. & Adv. Dir.: Ronald Pudlo; Promo. Dir.: Eugene Guzik.

Labels: (owned) WG; (distributed) Fantastik.

W I M (see Crystal).

W R C (see Wooten).

Wahoo Recs., Forest City, Iowa 50436. Tel: (515) 582-2992. Pres.: Arlo Johnson; VP: Monte Johnson.

Wahr Recs. Inc., 10 Ramsey Pl., Albany, N.Y. 12208. Tel: (518) 438-6587. Pres.: David G. Rittner; Exec. VP: Michael Armstrong; A&R: Michael Olesko; Adv. & Promo.: Michael Stanko; Sales Mgr.: Stephen L. Colfer.

Labels: Mothbump, Wahr.

Walker (see Sound, Mich.).

Wand (see Scepter).

Warlock (see Dunhill & ABC).

Warner Bros.-Seven Arts Recs. Inc., 4000 Warner Blvd., Burbank, Calif. 91503. Tel: (213) 469-1251. Cable: WANEAR. Pres.: J. K. Maitland; A&R: Andy Wickham, Richard Perry, Len Waronker, Jimmy Hilliard; Mdsq.: Joel M. Friedman; Sales Mgr.: Dick Sherman; Int'l: Phil Rose.

Warner Bros. Div.: Gen. Mgr.: Joe Smith.

Reprise Div (Reprise, Tom Lehrer): Gen. Mgr.: Mo Ostin.

Branch: New York, N.Y., 488 Madison Ave. Zip: 10022. Tel: (212) PL 9-4422. Opns. Dir.: Paul Tannen.

Int'l branches: Canada, England.

Labels: Warner Bros.-Seven Arts, Reprise, Tom Lehrer.

Cartridge 8-tr.: Warner Bros.-Seven Arts, Reprise—self-mfd.

Cartridge 4-tr.: Warner Bros.-Seven Arts, Reprise licensed to Muntz.

Cassette: Warner Bros.-Seven Arts, Reprise licensed to Ampex.

PlayTape: Warner Bros.-Seven Arts, Reprise.

Open reel: Warner Bros.-Seven Arts, Reprise licensed to Greentree.

Int'l reps.: Aden (Bhicajee Cowasjee), Argentina (Sicamericana), Australia (Australian Rec.), Austria (Musica), Belgium (Vogue), Brazil (Companhia Brasileira de Discos), Chile (Phillips), Colombia (CBS), Costa Rica (INDICA), Denmark (Hede Nielsen), Ecuador (IFESA), Finland (Sahkolikkeiden), France (Vogue), Germany (Teldec), Greece (General Publ'g), Hong Kong (Cosdel), Israel (Gal-Ron), Italy (CGD), Japan (Cosdel, Reprise; Toshiba, Warner Bros.-Seven Arts), Lebanon (Georges Haddad), Luxembourg (Vogue in Belgium), Mexico (Gamma), Netherlands (Negram, Philips), New Zealand (HMV), Norway (Arne Bendiksen), Peru (IEMPSA), Philippines (Mareco), Portugal (M. Arnaldo Trindade), Puerto Rico (Juan Martinez Vela), Singapore (Cosdel), South Africa (Teal), Spain (Hisvapox), Sweden (Telefunken), Switzerland (Musikvertrieb), Turkey (Melodi), Uruguay (Sicamericana in Argentina), Venezuela (Favedica), West Indies (Dynamic Sounds, West Indies Recs.).

Warren Recs., PO Box 6414, New Orleans, La. 70114. Tel: (504) 368-1641. Pres.: C. A. Warren.

Wasp Recs. Inc., PO Box 7171, Tacoma, Wash. 98407. Tel: (206) SK 2-8583, VE 9-4717. Pres.: Ron Biberthaler; VP: Bill Wiley; Sales: Jack Rogers; Promo.: Roy Young.

Labels: Wasp (distributed by Vokes), Stacka.

Int'l rep: Australia (Hadley).

Wassel (see Paramount).

Watts (see Discotape Int'l).

Wax, PO Box 891, San Francisco, Calif. 94101. Tel: (415) 562-3276. Pres.: Shelley Feinberg; A&R: Fred Merky; VP: Dale Roe; Promo.: Tim Gayle, 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) 463-2151.

Labels: Wax, Forge.

Way-Out Ents., 1966 E. 55 St., Cleveland, Ohio 44103. Tel: (216) EX 1-0436. VP: Bill Branch. Label: Way-Out (distributed by MGM).

Wayside Recs. Inc., 63 Main St., Maynard, Mass. 01754. Tel: (617) 897-7359. Promo.: Little Richie Johnson Agency, Belen, N.M.

Labels: Wayside (distributed by Mercury, Smash Div.), Natural Sound.

Webb Rec. Co., 1234 Luther St., Emporia, Kan. 66801. Tel: (316) 342-7405. Pres.: J. Thomas Webb.

Wedge (see Dome).

Weis (see Stax).

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THE BEST IN THE WEST

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MONARCH

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A DIVISION OF JUBILEE INDUSTRIES

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Area Code 213—732-6185

Budget Record Labels

Where parent company name differs from that of the label, the company name follows in parentheses. For complete listing, see Record Manufacturers Section

A S A (Met Richmond).
Adkins (Adco).
Adria (Puchito).
Al-Teen.
Allegro (Pickwick Int'l).
Alma, N.Y. (Met Richmond).
Alshire Int'l.
Amex (Met Richmond).
Anfilano (Met Richmond).
Aria Senza Voce (Alshire Int'l).
Artistic (Asteroid).
Astro, N.Y. (Parnaso).
Audio Fidelity, FCS 50000 Series.
Audio Guild (Record Guild of America).
Audio-Spectrum (Alshire Int'l).
Azteca.
B B M (Met Richmond).
B R C (Met Richmond).
Banner, Mich. (Singcord).
Baroneza (Met Richmond).
Big 5 (Southern Sounds).
Bocar (Met Richmond).
Broadcast (Tornado, N.C.).
Bronco (Falcon).
Bronjo (Met Richmond).
C P R (Lou-Neita).
Caltex (Apco, Neb.).
Camden (RCA).
Canyon, Calif.
Cardinal (Vanguard).
Carvier (Met Richmond).
Cetra Opera Series (Everest).
Chance (Casa Prod'ns).
Checkmate (Elektra).
Chytowns (JermA).
Cincy (Adco).
Clark (Nugget).
Colbert (Tide).
Coliseo (Met Richmond).
Colonial, N.Y. (Met Richmond).
Columbina (Met Richmond).
Concept (Heart Warming).
Congaree (Cool Air).
Contessa (Kent-Modern).
Cornerstone, 100, C-300, C-305 Series (Supreme).
Coronet (Premier Albums).
Country Caravan (Mutt).
Country Time (Ralph's Radio).
Crestview Special (Crestview).
Crossroads (CBS, Epic Div.).
Crosswinds (Crossfire, Calif.).
Crown (Kent-Modern).
Custom (Kent-Modern).
D C, Ill. (Al-Teen).
D L V (Falcon).
D M C (Dani).
Danny Met Richmond).
Dardo (Puchito).
Dawn, N.Y. (Steady).
Design (Pickwick Int'l).
Diplomat (Ambassador, N.J.).
Discos Corona (Kent-Modern).
Don-Mar (Casa Grande).
Dover, 5000-7000 Series.

Eco (Musical Recs.).
Economy (Met Richmond).
Eddissa (Met Richmond).
Emarcy (Mercury).
Encanto (Met Richmond).
Encore (Silver Falcon).
Everyman (Vanguard).
Explorer (Met Richmond).
Fahrenheit (Al-Teen).
Family (Request).
Fay (La Salla).
Fenix (Met Richmond).
Fillro (Met Richmond).
Fink (Fink-Pinewood).
Fleetwood, 4000 Series.
Fuljac (Sundi).
Gates (Apco, Neb.).
Gem (Marvel).
Gospel, Fla. (Sundi).
Gospel Gems (Taylor Made).
Gospel Time, Ga. (Ralph's Radio).
Grand Award (Command & ABC).
Grand Prix (Pickwick Int'l).
Gray-Ant (The Record Factory).
Harmony (CBS, Columbia Div.).
Harmony Music (Scandinavian Music).
Heliador (Polydor).
Henry (Touche, Publ'g).
Hilltop, N.Y. (Pickwick Int'l).
Hurricane, N.C. (Tornado).
Iberia (Met Richmond).
Island Artists (Island Music).
Jardin (Met Richmond).
Jay-Jean (Golden Triangle).
Jaystar (Jemel).
JermA.
Jim-Joy.
Jody, Pa. (Vantage).
Jolt (Silver Falcon).
Kasin (Met Richmond).
Kay Bar Dane (Golden Triangle).
Kristal (Southeastern).
Ladd (White Rock).
Laitini.
Lakeview (Cool Air).
Larric.
Lebby (Cool Air).
Leda (Met Richmond).
Lefevre (Dawn Prod'ns).
Lerks (Cool Air).
M F R (Met Richmond).
M M O, 600 Series (Music Minus One).
Mace (Scepter).
Marveltone (Marvel).
Master (Big Bunny).
Mastersound (Laitini).
Mee (Al-Teen).
Mercury Wing (Mercury).
Miro (Monitor).
Mohawk, S.C.
Mona (Met Richmond).
Monitor Collectors Series (Monitor).
Movietone (20th Century-Fox & ABC).
Music Disc.
Music Guild (Westminster & ABC).
Music Minus One, 600 Series.
Musical Heritage Society.
Nashville (Starday-King).
Nonesuch (Elektra).

Norca (Met Richmond).
O K (Asteroid).
Odessa (Met Richmond).
Odyssey (CBS, Columbia Div.).
Old Sound (Record Rendezvous).
Oldfield (Cool Air).
Onacrest (Crestview).
Paloma, Calif. (Azteca).
Paris Tower (Sundi).
Parliament (Connoisseur).
Pentagon (Del-Val).
Pergasso (Met Richmond).
Pickwick/33 (Pickwick Int'l).
Polyphonic (Asteroid).
Ponce (Met Richmond).
Premier (Premier Albums).
Progresso (Met Richmond).
Prominent (Met Richmond).
Prospect (Met Richmond).
Puchito.
Que Rio (Met Richmond).
Quicka (Met Richmond).
R C A Camden (RCA).
R C A Victrola (RCA).
Ralston (Apco, Neb.).
Real McCoy (Jim McCoy).
Red Wing (Dawn Prod'ns).
Regio (Southeastern).
Reli (Met Richmond).
Revancha (Met Richmond).
Rex (Musical Recs.).
Rhumba (Met Richmond).
Richmond (London).
Roga (Char-Mac).
Rumba (Met Richmond).
S C R C (Super Cities Rec. Serv.).
Seraphim (Capitol).
Serenata (Met Richmond).
Shawmut (Casa Grande).
Skipper (Met Richmond & Parnaso).
Smoke, La. (Ron).
Somar (Met Richmond).
Somerset (Alshire Int'l).
Sono Mex (Met Richmond).
Soul Town (Sundi).
Spin-O-Rama (Premier Albums).
Spin-Out (Wesley).
Spoken Word (Dover).
Stateswood (Sing).
Stereo-Fidelity (Alshire Int'l).
Stereo Treasury (London).
Sunset, Calif. (Liberty/UA).
Sunset, N.Y. (Met Richmond).
Surrey Int'l (Mira & Crestview).
Sword (Word).
Tropical, N.Y. (Met Richmond).
Turnabout (Vox).
United (Kent-Modern).
Unity, S.C.
Urania (Connoisseur).
Vanguard Everyman (Vanguard).
Victrola (RCA).
Vocalion (Decca).
Wertz (Cool Air).
Whitehall (Westminster & ABC).
Wing (Mercury).
Winner (Al-Teen).
Zap (Rebel).
Zapple (Capitol).

Children's Record Labels

Where parent company name differs from that of the label, the company name follows in parentheses. For complete listing, see Record Manufacturers Section.

Audio Book.
Bomba Roja (Record Guild of America).
Buffy (Apco, Neb.).
Child Guidance Recs. (Tioga).
Childcraft (Mercury).
Children's Rec. Guild (The Franson Corp.).
Conversaphone Institute.
Cricket (Pickwick Int'l).
Disneyland.
E-Z (Blue Star).
Era.
Fairyland.
Folkraft.

Folkways (Folkways/Scholastic).
Giantstar (Jemel).
Golden (AA).
Golden Wonderland (AA).
Hanna-Barbera.
Happy Time (Pickwick Int'l).
Head Start (Fairlyland).
Heidi (Bellaire).
Imavox (Rene Albee).
Janalyn (Musiccode).
Key, Calif.
King Leo (MGM).
Leo the Lion (MGM).
Listen & Learn (Tioga).
Look & Listen (Ambassador, N.J.).
Mother Goose (Kent-Modern).
Music Masters (Vox).
Panda (Connoisseur).
Pathways of Sound.

Peter Pan (Ambassador, N.J.).
Peter Rabbit (Alshire Int'l).
Playcraft (Mercury).
Playhouse.
Rhythms Prod'ns.
Robin Hood (Kent-Modern).
Rocking Horse (Ambassador, N.J.).
Russell.
Satch.
Scholastic (Folkways/Scholastic).
Simon Says (ABC & Record Guild of America).
Spoken Arts.
Starlike (Asteroid).
Sunshine (Ambassador, N.J.).
Tee-Pee (Mohawk, S.C.).
Tom Thumb (Rhythms Prod'ns).
Tot (Singcord).
Twinkle (Premium Albums).
Young People's Recs. (The Franson Corp.).

Independent Record Production Companies

A

- A B Q Prod'n's Inc., 3143 Industrial Rd., Las Vegas, Nev. 89102. Tel: (702) 735-7131. Pres.: Brent Maher; VP: Tommy Amato; Sec'y-Treas.: Quitman Dennis.
Label credits: Direction, Liberty, White Whale.
- A L A Prod'n's (div. of ALA Ent's, Inc.), 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) EL 5-5633. Exec. Prod'r: John M. Ashley.
Label credit: Smash.
- Acuff-Rose, 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8591. Contacts: Wesley Rose, Bob McClusky.
Label credits: Bell, Metromedia, Tetragamma-ton, Warner Bros.-Seven Arts.
- Adrian Assocs. Inc., 6660 Biscayne Blvd., Miami, Fla. 33138. Tel: (305) 757-1626. Pres. & Int'l: Michael Adrian; VP: Arnold Adrian; Sales & Mktg.: Curt Witt.
Label credits: Alcazar, Frago, Guarany, Hispavox, Hit Parade, Island, Marvella, Montilla of P.R., Panart, Rico-Vox, Salvation Army, Shawnee Press, Verne.
- Aelica, 331 Newbury St., Boston, Mass. 02115. Tel: (617) 266-3610. Gen. Mgr.: R. Brentson Smith.
Label credits: DGG, Kapp, Stone (Canada).
- Alcee Ent's Int'l, PO Box 163, Wallingford, N.J. 07055. Tel: (201) 778-6554. Pres.: Alfred G. Curven; VP: Francis A. Neff.
Label credits: Ad, Artic, Cherylaine, Infinity.
- Allen Prod'n's, PO Drawer F, Vidalia, Ga. 30474. Tel: (912) 537-3311/4468. Pres.: Ossie L. Allen.
Label credits: Allen, HFA Int'l, Philips, RCA (Canada), Scepter.
- Ray Allen, 9912 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466.
Label credits: Mercury, Monument, Philips, Smash, TRX.
- Alouette Prod'n's Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 246-7134. Pres.: Kelli G. Ross; VP: Art Wayne.
Label credits: Audio Fidelity, Fontana, Kapp, Mercury, Philips, Roulette, Smash.
- American Rec'g Studios Inc., 827 Thomas St., Memphis, Tenn. 38107. Tel: (901) 526-0409. Pres.: Don Crews; VP: Chips Moman; Sec'y-Treas.: Tommy Cogbill; Promo: Marty Lacker.
Label credits: Amy, Mala, Bell, Atlantic, MGM, Mercury, Scepter, Uni.
- Ames Prod'n's, PO Box 22131, 1614 S. Post Oak Rd., Suite 200, Houston, Tex. 77027. Tel: (713) NA 2-7676. Contacts: Richard C. & Stephen C. Ames.
Label credits: ABC, Hickory, Music Factory, Scepter, Wand.
- Amos Prod'n's, 6565 Sunset Blvd., Suite 120, Los Angeles, Calif. 90028. Tel: (213) 462-6894. Pres.: James A. Bowen; VP: Tom Thacker; Prod'r: Mike Post; A&R Co-ord.: Richard Burns; Gen. Mgr.: Bruce Hinton.
Branch: New York, N.Y., 1501 Broadway, 30th Floor. Zip: 10036. Tel: (212) 563-6440. Gen. Counsel: Marty Machet.
Label credits: ABC, Atlantic, Kapp, MGM, Mercury, Reprise, Uni, Warner Bros.-Seven Arts.
- Aquaries Recs. Inc. (sub. of Transcontinental Entertainment Corp.), 9110 Sunset Blvd., Suite 130, Los Angeles, Calif. 90069. Tel: (213) 274-5872.
- Argon Prod'n's, 1697 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-4490. Pres.: Clyde Otis.
Label credits: ABC, Calla, Capitol, Jubilee, Kapp, MGM, RCA.
- Aris Prod'n's, Box 248, Northridge, Calif. 91324. Tel: (213) 349-4394. Pres., Sales & Mktg.: Richard Friedl; Pub. Dir.: Cheryl Friedl.
Label credit: Dot.
- Asteroid Prod'n's Inc., 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-8575. VP, A&R, Sales & Mktg.: Jay Paul Kane; VP & A&R: Emil Cadkin; Sales Mgr.: Sol Gordon; Pub.: Dana Grae.
Label credits: Capitol, Certron, Highland, Muntz.
- Athens of the South Prod'n's, 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.
Label credits: Decca, Dot, Kapp, Mercury, Parthenon.
- Attarak-Heller Corp. (sub. of Transcontinental Entertainment Corp.), 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-3060.
Label credits: A&M, Bell, Dot, Liberty, Tower.
- Marc J. Aubort, 333 Ave. of the Americas, New York, N.Y. 10014. Tel: (212) 243-2754.
Label credits: Dover, Nonesuch, Vox, Westminster. (SEE ADVERTISEMENT)
- Audio Village, 101 Oak St., San Francisco, Calif. 94102. Tel: (415) 626-6098. Owner & A&R:

- James Seagrave; Mgr.: M. E. Wolf; PR: Linda Seagrave.
Label credits: ABC, Apt, Atlantic, Colpix, Laurie, RCA, 20th Century-Fox.
- Audiovision Rec'g Studio, 1214 Roosevelt Ave., Ames, Iowa 50010. Tel: (515) 232-2991. Pres.: Steve Monroe.
Label credit: Sound City.
- Auspex Recs., 3777 Pastel Pl., Studio City, Calif. 91604. Tel: (213) 877-1078. Pres.: Jules Chaikin; Exec. Sec'y: Andrea Hurwitz.
Label credits: ABC, Columbia, Flying Dutchman.
- Austin-Flemming Prod'n's, 2429 Cheremoya, No. 8, Los Angeles, Calif. 90028. Tel: (213) 467-1573. Pres.: David Austin; Prod'r: James Flemming.
Label credits: CBS, Imperial, Vault.
- George Avakian, 285 Central Park West, New York, N.Y. 10024. Tel: (212) MU 4-0831.
Label credits: Atlantic, Columbia, Epic, MGM, RCA.
- Avenger Prod'n's, 202 Conover St., Brooklyn, N.Y. 11231. Tel: (212) 522-0525. Exec. & A&R Dir.: Joey Napoleon; Sales & Mktg.: Tom Morrissey; Pub.: H.J. Boyle; Adv.: Jimmy Tragas; Promo: Ralph De Palma.
Label credit: Verve.
- B C Ent's, PO Box 26391, Memphis, Tenn. 38106. Tel: (901) 947-1385. Pres.: B. Catron Jr.; VP: Earl Catron; Sec'y-Treas.: Claudette Catron.
Label credits: ABC, Cameo-Parkway, Chess, Checker, Columbia, Cortland, Dot, Milyon, One-Derful, Sue, Tip Top.
- B & K Rec'g Corp., 595 Madison Ave., New York, N.Y. 10022. Tel: (212) 421-8415. Pres.: Ben Barton; Sec'y-Treas.: Ken Greengrass.
Label credits: Decca, Tetragrammaton.
- B S M Prod'n's, 141 Nixon Ave., Staten Island, N.Y. 10304. Tel: (212) PL 8-1264. Pres.: Herbert S. Gart.
Label credits: Atlantic, Polydor, RCA, Tetragrammaton, Vanguard, Verve.
- B-T Prod'n's, 2227 Fifth Ave., Seattle, Wash. 98121. Tel: (206) MA 3-2030. Contacts: Bill Frederick, Tex Hughes.
Label credits: Dunhill, Epic, Era, Hanna Barbera, Herald, King, Mercury, Redbird, Topaz, Vault.
- B-W Music Inc., PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Pres. & Gen. Mgr.: Quentin W. Welty; Sec'y-Treas.: Gloria J. Welty; A&R: Chet Good.
Label credits: Decca, Landmark, Nashville, Spartan (Canada), Starday, United Artists.
- Bandit Recs., PO Box 6681, Asheville, N.C. 28806. Tel: (704) 253-1955. Pres.: H. D. Smith.
Label credits: Mercury, Silver Fox.
- Bo Barber Prod'n's, PO Box 261, San Marcos, Tex. 78666. Tel: (512) 392-5910. Exec. & A&R Dir.: Bo Barber; Prod'n Exec.: Rich Boehm; Prod'r: Steve Thomas, Mike Ferguson, Dave McCall.
Label credits: Abnak, Byron.
- E. Barclay Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 757-5557. Cable: FBRENCHDISC. Pres.: Jean Fernandez.
Label credits: Atlantic, CBS, Calla, Decca, Everest, Fiesta, London, Mainstream, Monument, United Artists, Vanguard.
- Jeff Barry Ent's Inc., 300 E. 74 St., New York, N.Y. 10023. Tel: (212) CI 5-0036. Pres.: Jeff Barry; Pub., Adv. & Promo: Joe Calcagno.
Branch: Rockville Centre, N.Y., 106 Southard Ave. Tel: (212) B95-6813.
Label credits: Calendar, Bang, Steed.
- Tommy Bee Prod'n's, PO Box 8207, 410 San Mateo N.E., Suite 4, Albuquerque, N.M. 87108. Tel: (505) 256-9193. Pres.: Tommy Bee; VP: Benjamin K. Horton.
Label credits: Bizarre, Dot, Kanwic, Soul Roll, Souled Out, TBP Int'l.
- Bee-Jay Prod'n's, Box T, Winter Park, Fla. 32789. Tel: (305) 293-1781. Pres.: Eric T. Schabacker.
Label credits: Atlantic, Hype, Tener, Polydor.
- Bellaire Recs., 5008 Bissonnet, Bellaire, Tex. 77401. Tel: (713) MO 7-5701. Owner: Don Janicek.
Label credits: Starday, United Artists.
- Bill Bellman, 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796.
Label credits: Colpix, Liberty, Melody House, Original Sound, Rock.
- Noah Biggs, 726 Church St., Zip: 23510; 800 E. Brambleton Ave., Norfolk, Va. 23504. Tel: (703) 627-0895. Pres.: Noah Biggs; VP: Ida Randall.
Label credit: Jubilee.
- Bird Prod'n's, 3800 N. Lake Shore Dr., Chicago, Ill. 60613. Tel: (312) 281-5814. Contact: Robin McBride
Label credits: ESP, Epic, Folkways, RCA.

- Blue Recs. Inc., 37 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 9-8730. Pres.: Robert Colby; Exec. VP: Ettore Stratta.
Label credits: Atco, CBS, RCA.
- Bluejac Prod'n's, 15 E. 48 St., New York, N.Y. 10017. Tel: (212) PL 9-3860. Contact: Fred Ahlert.
Label credits: A&M, Scepter.
- Kirby Boudreaux Prod'n's, PO Box 3093, Lafayette, La. 70501. Tel: (318) 234-4067. Owner: Kirby A. Boudreaux.
Label credits: Jin, Lanor, N-Joy.
- Boutwell Prod'n's, 1929 Cahaba Rd., English Village, Ala. 35223. Tel: (205) 871-3315. Pres.: Ed Boutwell; A&R: Don Mosley.
Label credits: Atlantic, Capitol, Mercury, Roulette, SSS Int'l, United Artists.
- Bobby Boyd, 2609 N.W. 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462.
Label credits: Boyd, Columbia, RCA, Reprise.
- Henry Boye Prod'n's, 1619 Broadway, Rm 503, New York, N.Y. 10019. Tel: (212) PL 7-2695. Gen. Mgr.: Henry Boye.
Label credits: Audio Fidelity, Calla, Chancellor, Conn, Laurie, 20th-Century-Fox.
- Bright Tunes Prod'n's, 2 Pennsylvania Plaza, New York, N.Y. 10001. Tel: (212) 947-5656. Gen. Counsel: Seymour Barash.
Label credits: Laurie, Warner Bros.-Seven Arts.
- James Brown Prod'n's, 410 N. First St., Pulaski, Tenn. 38478. Tel: (615) 363-1780/3309. Pres. & A&R: James Brown; VP: Johnny Bridgeforth; Music Dir.: Howard Collins; Promo.: Anne Brown.
Label credits: Chess, Duke, Sound Stage 7.
- Buie-Cochran Prod'n's, PO Box 9747, Atlanta, Ga. 30319. Tel: (404) 261-8889. Prod'r: Buddy Buie, Paul Cochran.
Label credits: ABC, Ascot, BBC, Capitol, Columbia, Imperial, MGM.
- Gordon Burdge, PO Box 38669, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143.
- Patrick H. Bushaw/Steven G. Sholy, PO Box 101, Grand Forks, N.D. 58201. Tel: (701) 772-5602.
Label credit: Franklin.

B

C

- C T M P (see Jeff Chase).
- Gil Cabot Ent's Inc., 2223 S. Dale Mabry Hwy., Tampa, Fla. 33609. Tel: (813) 253-5397. Pres., Sales & Mktg.: Gilbert A. Cabot; A&R: Mike Apsey, Ron Resler; Pub.: Mickey Owens; Adv.: J. Erwin Russell; Promo.: Christine Holter.
Label credits: Decca, MCA, Scepter.
- Cameron/Canuso Prod'n's, 4106 Commercial Ave., Omaha, Neb. 68110. Tel: (402) 455-6404. Pres. & A&R: Scott A. Cameron; VP & A&R: Charles N. Canuso; Sales, Mktg. & Adv.: Thomas C. Marfisi; Pub. & Promo: Jean M. Vipond.
Label credits: Bear, MMC.
- Canyon Recs. Inc., 1242 N. Highland Ave., Hollywood, Calif. 90038. Tel: (213) 469-8317. Pres.: Wally Roker; VP: Renny Roker; Gen. Mgr.: Dee Ervin; Music Co-ord.: Monk Higgins; Pub.: Huey Harris.
Label credits: ABC, Blue Note, Dunhill, Imperial, Liberty, Minit, Tangerine, United Artists, World Pacific Jazz.
- Charlie Capri Prod'n's, 702 Westwood Dr., Milton, Fla. 32570. Tel: (904) 994-5026. Owner & Mgr.: Charles Capri.
Label credit: Laurie.
- Frank Carliola, 245 E. 30 St., New York, N.Y. 10016. Tel: (212) JU 2-6730.
Label credits: Atlantic, Columbia, Date, Decca, Dot, Laurie, London, RCA, Scepter, Sultan, United Artists.
- Carousel Prod'n's, 241 E. Ohio St., Suite 312, Indianapolis, Ind. 46204. Tel: (317) 639-1361. Pres.: William L. Overman.
Branches: Louisville, Ky., 7425 Ralston Ave. Zip: 40258. Tel: (502) 935-2765. Gen. Mgr.: Rich Yates—New York, N.Y., 1650 Broadway, Suite 311. Zip: 10019. Tel: (212) 581-1890. Prof. Mgr.: Emanuel Pine.
Label credits: ABC, Atco, Columbia, Dunwich, Mercury, Roulette, USA.
- Centaur Prod'n's, 1 Skyline Dr., Burbank, Calif. 91501. Tel: (213) 842-5338.
Owner: Douglas Lyon.
Label credits: Dot, Horizon, Mercury, Vee Jay.
- Centaur Prod'n's Int'l, 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) 328-4649. Prod'r: Ven Pityoni.
Label credits: Centaur, Peak, Sea King, Warner Bros.-Seven Arts.

- George Chandler Prod'ns Inc., 4303 55 St., Woodside, N.Y. 11377. Tel: (212) 426-0090. Pres. & Exec. Prod'r: George G. Chandler. Label credit: Decca.
- Channel Prod'ns, 6018 Henderson St., Chicago, Ill. 60634. Tel: (312) 283-0318. Pres.: R. N. Anderson.
- Char-Mac Ltd. Prod'ns, 508 E. Fourth St., Charlotte, N.C. 28202. Tel: (704) 332-4165. Pres.: William O. McSwain; VP: Van D. Coble; A&R: William O. McSwain, Van D. Coble, Don Albert Thompson; VP Pub., Adv. & Promo.: Charlotte M. McSwain. Label credits: 1-2-3, Roga.
- Charlou Prod'ns, 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 247-3187. Pres. & Pub.: Jack Benanty; A&R: Charles Benanty, Murray Rumsey; Sales: Ira Rubenstein. Label credits: Columbia, Fairyland, NMC, Wonderland.
- Jeff Chase/CTMP, 515 Madison Ave., Suite 2207, New York, N.Y. 10022. Tel: (212) 691-4080. Affiliate: Highly Selasi Prod'ns. Label credits: Atlantic, Date, MGM.
- Chicory Music Inc., 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) 469-8149. Pres.: Frank C. Slay Jr.; Gen. Mgr.: J. C. Phillips; Nat'l Promo Dir.: Dennis Ganim. Label credits: Capitol, Dot, Liberty, London, Mercury, RCA, Shamley, Uni.
- Chisa Prod'ns Inc., 9155 Sunset Blvd., Suite 4, Los Angeles, Calif. 90069. Tel: (213) 272-0719. Contact: Stewart Levine. Label credit: Universal City.
- Chris Prod'ns, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 581-1444. Pres.: Bunny Jones; VP & Gen. Mgr.: C. Jones. Label credits: Blue Rock, Buddah, Cobblestone, Phillips.
- L. E. Cicchetti, 382 E. Fordham Rd., Bronx, N.Y. 10458. Tel: (212) LU 4-0980. Label credits: Capitol, Dot, Felsted, Gee, Kapp, London, MGM, Mercury, Philips, Scepter.
- Civil Wahr Prod'ns Inc., 10 Ramsey Pl., Albany, N.Y. 12208. Tel: (518) 438-6587. Pres.: Michael T. Olesko; VP: David G. Rittner. Branches: Hollywood, Calif., 9229 Sunset Blvd., Suite 402. Zip: 90069. Tel: (213) 278-5298. Contact: Vincent R. DeMattia.—Boston, Mass., 24 Anderson St. Zip: 02114. Tel: (617) 523-5588. Contact: William Cioffi. Label credits: Laurie, Motbump, Roulette, Wahr.
- Lillian N. Claiborne, 930 F St. N.W., Suite 615, Washington, D.C. 20004. Tel: (202) 347-3944. Label credit: Dynam.
- Claridge (see Chicory).
- Clock Prod'ns Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-1457. Pres.: Wally Moody. Label credits: Decca, MGM.
- Commercial Rec'rs, 149 Natoma St., San Francisco, Calif. 94105. Tel: (415) DO 2-0286. Contact: Lloyd Pratt Jr. Label credits: Capitol, Columbia, Elektra, Mercury, United Artists.
- Concept (div. of Johnny Rabbitt Ent.), 2938 Lawton Pl., La Clede Town, St. Louis, Mo. 63103. Tel: (314) 531-4391. Contact: Ron Elz. Label credits: Cadet, Liberty.
- The Concert House Inc., 162 W. 56 St., New York, N.Y. 10019. Tel: (212) 246-2302. Cable: MUSICLEW. Pres.: Peter Paul; Gen. Mgr.: Lewis Futterman; Dir.: Billy Meshel. Label credits: Blue Note, Bluesway, Chess, Columbia, Command/Probe, Congress, Kapp, MCA, Philips.
- Continental Rec'gs Inc., 12 Irving St., Framingham, Mass. 01701. Tel: (617) 879-2430. Pres.: L. Daniel Flynn; VP, Sales & Mktg.: John F. Flynn; Pub.: Joseph Connolly; Adv.: Douglas Ashworth; Promo: Walter C. Verney. Label credit: Epic.
- Continental Total Media Project Inc. (see Jeff Chase).
- Cool Air Prod'ns Inc., 1517-B W. Double Branch Rd., West Columbia, S.C. 29169. Tel: (803) SW 4-8488. Pres.: Jimmie Steward; VP: John Williams Jr.; Gen. Mgr.: Benjamin Williams Jr.; A&R: Paul E. Coleman, William D. Frazier, Alonzo Inabinett, Jim Steward, Joseph Thomas Jr., John Williams Jr. Label credits: Action City, Bacone, Congaree, Gamble, Hawk, Jerrel, Lakeview, Leiby, Lerks, Oldfield, Scepter, Unity, Wand, Wertz.
- Sam Coplin, 610 Stemmons Tower West, Dallas, Tex. 75207. Tel: (214) 638-1889. Label credits: Cotillion, Mercury, Scepter, Uni, Wand.
- Coral Rock Prod'ns Inc., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 582-6175. Pres.: Wes Farrell; Promo Dir.: Bob Harrington. Label credits: Bell, Buddah, Colgems, MGM, Warner Bros.-Seven Arts.
- Corby Ent. Inc., 146 W. Live Oak, Arcadia, Calif. 91006. Tel: (213) 446-0363. Pres. & A&R: Steve Waltner; VP: Dennis Hardesty; Sales & Mktg.: Clayton Blehm. Label credits: Faro, GNP Crescendo, Moonglow, Original Sound, Roulette, World Pacific.
- Don Costa Prod'ns Inc., 751 N. Fairfax Ave., Los Angeles, Calif. 90046. Tel: (213) 653-1351. Label credits: Bell, Columbia, MGM, Mercury, Philips, RCA, Reprise.
- Tom Couch-George Soule Prod'ns, 3023 W. Northside Dr., Jackson, Miss. 39213. Tel: (601) 982-4522. Pres.: Tom Couch; VP: George Soule; Mgr.: Mitch Malouf.
- Label credits: ABC, Ace, Bang, Capitol, Crazy Horse, Malaco, Rise, Shout, Spin.
- Courier-Empire Rec'g Ents., 414 Croghan St., Fremont, Ohio 43420. Tel: (419) 332-4775. Pres. & A&R: Robert T. Brown. Label credits: Big D, Jessup, Spartan.
- Cowsill Prod'ns Inc., 9255 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-3754. Pres.: William J. Cowsill; VP & Gen. Mgr.: David W. Ray; A&R: Bob Cowsill; Pub.: Bob Abrams; Promo: Richard Korn. Label credits: Atlantic, MGM.
- Creative Artists, 6 Van Ness Rd., Binghamton, N.Y. 13905. Tel: (607) 797-3909. Contact: Johnathan K. Solak. Label credits: DDG Disk, Shag.
- Creative Prod'ns (see Links).
- Critique Rec. Prod'ns Inc., 15 Center St., Bath, Me. 04530. Tel: (207) 443-3437. Pres.: Carl Strube; Prod. Mgr.: Eugene Rittall. Label credits: CDS, Clipper, Critique, Jamie, Smash.
- Custom Prod'ns, PO Box 231, Tyler, Tex. 75701. Tel: (214) 597-2961. Contact: Curtis Kirk. Label credits: Custom, Flash, International Artist, Jamie, Sims.

D

- Daedalus Prod'ns Inc., 180 Madison Ave., New York, N.Y. 10016. Tel: (212) MU 6-6617. Pres.: David Kapralik; VP & Gen. Mgr.: Barbar Baccus; Pub. Dir.: June Reinisch; Nat'l Promo Dir.: Steve Topley. Label credits: Columbia, Date, Epic, Kapp.
- Dan Dalton Prod'ns, 6532 Sunset Blvd., Suite D, Hollywood, Calif. 90028. Tel: (213) HO 1-3531. Label credits: Acta, Capitol, Columbia, Dot, RCA, Ranwood, Warner Bros.-Seven Arts, White Whale.
- Hardie W. Daniel Prod'ns, 30064 Annapolis Circle, Inkster, Mich. 48141. Tel: (313) 721-6134. Pres.: Hardie W. Daniel; VP: R. A. Carrier. Label credits: Dina, Endeavor, Heart&Soul, Panorama, Progressive Soul, Souland, Triumph, Westland.
- Davon Music Corp., PO Box 1228, Hollywood, Calif. 90028. Tel: (213) 463-1890. Cable: DAVONMUS. Pres.: David Hubert. Label credits: CBS/Epic, Everest, Hispavox, Joker, Pickwick, Polydor.
- Dawn Prod'ns, PO Box 522, Salisbury, Md. 21801. Pres., Nat'l Sales & Promo.: Joey Welz; Exec. Prod'r & Regional Promo. Dir.: Ray Vernon. Label credits: Audio Fidelity, Canadian American, Dome, Fraternity, Gametime, Leedle, Mr. G, Monumental, Palmer, Swan, Teardrop, Wedge.
- Daylight Prod'ns Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-9690. VP: Neil J. Anderson; Gen. Prof. Mgr.: Tony Orlando. Branches: Hollywood, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 466-1626. Prof. Mgr.: Richard Klinger.—Nashville, Tenn., 812 17 Ave. S. Zip: 37203. Tel: (615) 244-1225. Prof. Mgr.: Jack Grady. Label credits: Atlantic, Bell, Capitol, Epic, Harbour, Rainy Day.
- Dee Prod'ns, 7703 Rugby St., Philadelphia, Pa. 19150. Tel: (215) HA 4-0424. Pres.: Dick De Marco; VP: Marty Dipolitto. Label credits: Action, Dee, Imperial, Inside, Melmar, 20th Century-Fox.
- Delmarti Recs., Wippoorwill Ln., Nashville, Ind. 47448. Tel: (317) 988-2000. Pres.: Don D. Sheets. Label credits: Laurie, Norman.
- "Little" Jimmy Dempsey Prod'ns, 2520 Jonesboro Rd., Atlanta, Ga. 30315. Tel: (404) 622-8445. Pres.: Jimmy Dempsey; VP: Tena Dempsey. Label credits: ABC, Capitol, Dot, Sing, Skylite, Starday, Tower.
- Detroit Sound Rec., 12730 E. Warren, Detroit, Mich. 48215. Tel: (313) 823-2233. Pres.: E. A. Steiner Jr. Label credit: A&M.
- AI Dexter Prod'ns, PO Box 71, Denton, Tex. 76201. Tel: (817) 497-2406. Label credits: Capitol, Columbia, Dot, Pickwick, Hilltop.
- Di Bella Prod'ns, 28 King St., Old Saybrook, Conn. 06475. Tel: (203) 388-3007. Owner & Prod'r: John Di Bella. Label credits: Bella, Cameo-Parkway, Capitol, Contrast, Di Bella, Spectrum.
- A. Di Martino Prod'ns Inc., 15357 Valerio St., Van Nuys, Calif. 91406. Tel: (213) 462-6613. Pres.: Andy Di Martino; VP: Kent Morrill; Sec'y: John Gummo. Affiliate: Etiquette Prod'ns, Tel: (213) 786-2389. Label credits: ABC, Arwin, Bell, Dunhill, Liberty, Mercury, RCA, Ranwood, Uni.
- Don-El Prod'ns, 2020 Ridge Ave., Philadelphia, Pa. 19121. Tel: (215) 765-4889. Pres.: P. Donald White; Exec. Dir.: Bernie Chianco; Prof. Mgr.: Vern Godown. Label credit: Decca.
- Doppler Entis Inc., 3720 Oakcliff Rd. N.E., Atlanta, Ga. 30040. Tel: (404) 451-4333. Pres. & A&R: J. T. Wells; Exec. VP, Pub. & Adv.: Stan Reich; Promo: Byron Warner. Label credits: Atlantic, Columbia, Kapp.
- Double-Jon Prod'ns, 1750 16 St. N.W., No. 704, Washington, D.C. 20009. Tel: (202) 387-7434. Gen. Mgr.: Anna V. Andrews. Branch: St. Cloud, Minn. Zip: 56301.

Label credit: Sunderland.

- Downey Rec. Prod'ns, 13117 Lakewood Blvd., Downey, Calif. 90242. Tel: (213) ME 4-2928. Pres., Sales & Mktg.: Jack U. Wenzel; VP: William J. Wenzel. Label credits: Dot, Downey, Revue, Uni.
- Drummer Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-5689. Pres.: Larry Brown. Label credits: GNP Crescendo, Sidewalk, Soundtracks.
- Dunwich Prod'ns Ltd., 25 E. Chestnut, Chicago, Ill. 60611. Tel: (312) 664-3632. Pres.: Bill Traut; VP: Jim Golden; Music Dir.: Eddie Higgins. Label credits: Acta, Amaret, Amy, Atco, Atlantic, Bell, Columbia, Date, Dot, Fontana, Mercury, Ranwood, Philips, SGC, Smash, Tower, USA.

E

- Emko Talent Assocs. Corp., 475 Fifth Ave., Suite 511, New York, N.Y. 10017. Tel: (212) MU 3-3421. Exec. VP & Gen. Mgr.: Edward M. Kaplan; VP, Promo. & Pub.: Florence Listowsky. Label credits: Jay Gee, Jubilee, London, M-S, RCA, Warner Bros.-Seven Arts.
- Epstein Ents., PO Box 28123, Zip: 78228; 222 First Federal Bldg., San Antonio, Tex. 78205. Tel: (512) 223-1818. Owner: Abe Epstein; A&R: Abe Epstein, Oscar Lawson; Sales Rep: John P. Dominguez. Label credits: ABC, Atlantic, Backbeat, Cameo-Parkway, CBS (Belgium), Cap-Latino, Columbia, Peerless (Mexico), Red Bird, Tower.
- Equinox Recs., c/o CBS Studio Center, 4024 Radford, Studio City, Calif. 91604. Tel: (213) 877-2761. Pres.: Terry Melcher; Exec. VP: Don Genson; VP Pub. & Adv.: Billy James. Label credits: ABC, Dunhill, Epic.
- Etc. Ltd., PO Box 5422, Nashville, Tenn. 37206. Tel: (615) 226-0042. Pres.: King Zbornik; VPs: G. V. Rickard, Charles C. Hull. Label credits: Bell, Look, Nasco, Starday, King, TRX.
- Etiquette Prod'ns (see A. Di Martino Prod'ns Inc.).

F

- Fame Prod'ns Inc., 603 E. Avalon Ave., Muscle Shoals, Ala. 35660. Tel: (205) 381-0801. Pres.: Rick Hall. Label credits: Atlantic, Bell, Capitol, RCA, Star.
- Faro Prod'ns, 7203 Marshall Rd., Upper Darby, Pa. 19082. Tel: (215) FL 2-2793. Contact: Al Kelly. Label credits: Hickory, King.
- Faro Recs., 544 N. Western Ave., Los Angeles, Calif. 90004. Tel: (213) 469-4174. Owner: Edward L. Davis. Label credits: Dot, Era, Reprise, Scepter, Tower, Warner Bros.-Seven Arts.
- Fat Prod'ns (div. of Fred-Durso Assocs. Inc.), 100 Spain St., Baton Rouge, La. 70802. Tel: (504) 344-0514. Gen. Mgr. & Prod'r: John Fred; Prod'r: Lynn Orsuo. Label credits: Clyn, Jewel, Montel, Paula, Uni.
- Fee Bee Music Co., 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727. Mgr.: Joseph M. Averbach. Label credits: Dot, Roulette, United Artists.
- Felicia Music, 1780 Broadway, New York, N.Y. 10019. Tel: (212) 581-3420. Contact: Leonard Hodes. Label credits: Capitol, EMI (London).
- Hy Fenster Prod'ns, 340 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-5387. Label credits: Gold, Heigh-Ho.
- Fireplace Prod'ns, 1619 Broadway, New York, N.Y. 10019. Tel: (212) 246-8817. Contact: Bob Feldman. Label credits: Columbia, Liberty, MGM, Mercury, Metrodama, United Artists.
- Flying Dutchman Prod'ns Ltd., 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1653. Cable: FLYINDUTCH. Pres.: Robert Thiele; A&R Dirs.: Bob Thiele, Jib Kemper; Pub.: Ren Grevatt; Adv.: Jeanne Greenwald. Label credits: ABC, Beverly Hills, Bluesway, Coral, Decca, Impulse, Metro Media, Tetragrammaton.
- Fortune, 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) TE 3-5383. Owners: Jack & Devora Brown; Sales, Mktg. & Promo.: Jack Brown. Branch: Glen Rock, N.J., 99 Cornwall Rd. Tel: (201) 445-7090. Sales Rep.: Mike Siegel. Label credits: Epic, Fortune, Hi-Q, Strate-8, United Artists.
- Larry Fotine, 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Label credits: Balboa, Coral.
- Friar Tuck Prod'ns (div. of Red Flame Recs.), PO Box 563, Kirksville, Mo. 63501. Tel: (816) 665-4017. Pres. & Gen. Mgr.: Dick Lowrance. Label credits: Ad, Cavern, Pearce, Red Flame, Sherwood Forest, Show Me.
- Charles Fuller Prod'ns Inc., 2722 S. MacDill Ave., Tampa, Fla. 33609. Tel: (813) 839-5471. Label credits: Date, Decca, Laurie, Sundi.
- Funtown Prd'ns, 1650 Broadway, Rm. 701, New York, N.Y. 10019. Tel: (212) 586-9875. Pres.: Jesse Principato; VP: Jim Peterson; Admin.: Patrick Adams. Label credits: Funtown, Gamble, Kapp, Roulette, Sterling.

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G

G P C Ents. Inc., PO Box 31246, Dallas, Tex. 75231. Tel: (214) 361-7139. Owners: Bud Buschardt, Bob Cardenas; Prod'r: Jim Rowley. Label credits: Hip, White Whale.

Snuff Garrett Prod'ns, 6922 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1641. Pres.: Snuff Garrett; Exec. VP: Ed Silvers; VP: Mel Bly. Label credits: Dot, Epic, Jubilee, Liberty, Mercury, Philips, Scepter.

Tim Gayle, 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) 463-2151. Label credits: Advance, Coast, Coral, Decca (USA), Decca (UK), Dot, Kem, London, Mayflower, Pacific, Jazz, Quality, W&G.

Arnold Geller Prod'ns, 16401 W. Eight Mile Rd., Detroit, Mich. 48235. Tel: (313) 272-6320. Branch: Lansing, Mich., 2316 E. Michigan Ave. Zip: 48912. Tel: (517) 372-7000. Label credits: MGM, Palmer.

Genius Inc., 1841 Broadway, New York, N.Y. 10023. Tel: (212) Cl 5-3535. Pres.: Robert S. Crewe; Exec. VP: Rocco Sacromone; A&R Dir.: Michael Gentile; Nat'l Promo. Dir.: Tom Rogan; Pub. & Adv.: Dick Gersh Assocs. Label credits: Atlantic, Crewe, Decca, Gamble, Heritage, Jubilee, Liberty, Mercury, New Voice.

Gernhard Ents., 6727 First Ave. S., Suite 105, St. Petersburg, Fla. 33707. Tel: (813) 345-9189. Pres.: Phil Gernhard. Branch: Houston, Tex., 3707 Franklin Rd. Zip: 77003. Label credits: A&M, Decca, Laurie, 20th Century-Fox.

Darnell Glover Prod'ns, 3616 S. Indiana Ave., Chicago, Ill. 60653. Tel: (312) VI 2-8418. Pres.: Darnell Glover; VP: Lonnie Hampton. Label credit: Southtown.

Golden Bough Prod'ns Ltd., 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) 765-2342. Bd. Chm.: Bill Phillips; Pres.: Ben Rosner; VP: Scott Muni; VP & A&R: Anne Phillips. Label credits: A&M, Capitol, London, Mona-Lee, RCA.

Golden State Rec's Inc., 665 Harrison St., San Francisco, Calif. 94170. Tel: (415) 781-6306. Pres. & A&R Dir.: Leo de Gar Kulkka; Exec. VP, Sales & Mktg.: Herbert P. Haas. Label credits: Acta, Capitol, Dot, Epic, Liberty, MTA, Tower, Uni, Warner Bros.-Seven Arts.

Grand Prix Prod'ns (sub. of Transcontinental Entertainment Corp.), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2652. Pres.: Jerry Styner. Label credits: Columbia, Tower.

Great Atlantic & Pacific Prod'n Co. Inc., 33 W. 60 St., New York, N.Y. 10023. Tel: (212) Cl 6-0325. Gen. Mgr.: Herbert Wise; Exec. Prod'r: John Boylan. Label credits: Capitol, Decca, Warner Bros.-Seven Arts.

Green Grass Prod'ns (see Attarack-Heller Corp.).

Green/Stone Prod'ns, 7715 W. Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 876-1360. Contacts: Charlie Green, Brian Stone. Label credits: Atlantic, Bell, Decca, Imperial, Kapp, Liberty, Mercury, Scepter.

Gregg Yale Inc., 9255 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8573. Pres.: Leonard Stogel; A&R: Bill Cowsill; Sales, Mktg. & Adv.: Grant Gibbs; Pub.: Freeman, Gordon & Best; N.Y. Promo.: Herb Rosen; Chicago Promo.: Earl Glicken; Nashville Promo.: Bobby Halladay; Boston Promo.: Steve Sandler; Philadelphia Promo.: Kal Rudman; Los Angeles Promo.: Tony Richland. Label credits: A&M, Columbia, MGM, Roulette, Warner Bros.-Seven Arts.

Bobby Gregory Recs., 816 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-4119. Label credits: Banff, Melbourne, Rodeo W

Guardian Prod'ns Inc., 201 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Roy Rifkind. Label credits: Kapp, Musicor, Uni.

James William Guercio Ents. Inc. (sub. of Transcontinental Entertainment Corp.), 7781 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 876-1230. Affiliated firm: Poseidon Prod'ns Inc. Label credits: Columbia, Dot.

Guild Publ'ns of California Inc., 3929 Fredonia Dr., Hollywood, Calif. 90028. Tel: (213) 469-3358. Pres. & Treas.: Alexander Laszlo; VP: Dr. Emmy Schiller; Gen. Mgr.: Sandor Totis; A&R: George Trummeter. Label credits: Capitol, Lyricord, MGM.

Gulf Pacific Inds., 8961 Sunset Blvd., Suite F, Los Angeles, Calif. 90069. Tel: (213) 274-8651. Pres.: Walt Andrus; VP Prod'n: Don Allfeld; VP Business Affairs & Co-ord.: Mickey Shapiro; Admin'r: Ann Appelquist. Branch: Houston, Tex. 3204 Broadway. Tel: (713) 644-7971. Label credits: Atco, Atlantic, Hourglass, ITCC, Liberty, Uni, White Whale.

H B Prod'ns, 1239 N. Highland Ave., Hollywood, Calif. 90028. Tel: (213) 466-6129. Owner: H. B. Barnum; Business Mgr.: James R. Alfrey. Label credits: Capitol, Columbia, Mothers, Motown, RCA.

William G. Hall, 802 18 Ave. S., Nashville, Tenn. 37202. Tel: (615) 242-5685. Prod'r: William G. Hall; Promo. Mgr.: Bob Webster. Label credits: Blue Thumb, Capitol, Hall-Way, Imperial, Kapp, Liberty, MGM, Mercury, Philips, RCA, Smash, Starday, 20th Century-Fox, United Artists.

Jay Hamilton Prod'ns, 6543 1/2 Sweetzer Ave., Los Angeles, Calif. 90048. Tel: (213) 653-0047. Label credits: ABC, Jorden, Silver Seal.

Bob Harris Inc., 1040 Leavenworth, Suite 113, San Francisco, Calif. 94109. Tel: (415) 771-9379. Pres. & Gen. Mgr.: Bob Harris; VP & Prod'n Dir.: W. Dick Stambaugh; VP & A&R: Gary Schaffer. Label credits: Living Legend, Marlin, St. Koff, Thames, 3-P.

Hawk, PO Box 133, 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 331-7700. Pres. & A&R: Robert Lee. Label credits: ABC, Blue Rock, Chess, Limelight, Mercury, One-derful.

Heather Prod'ns Inc., 110 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-7300. Pres.: Paul Leka; A&R Prod'rs: Gary DeCarlo, Joe Messina, Dale Frashuer; Sales & Promo. Dir.: Richard James; Pub. Dir.: Lee Pontillo. Label credits: Blue Rock, Decca, Fontana, Heritage, Laurie, Mercury, Philips, Roulette, Smash.

Herbacide Prod'ns (div. of H. Goldberg Ents.), 96 Eaton St., Providence, R.I. 02908. Tel: (401) 421-3520, 723-3530. Pres.: Harris E. M. Goldberg. Branch: Fairfax, Calif., 95 Wood Ln. Zip: 94930. Tel: (415) 453-1210. Label credit: Smash.

High Fidelity Rec'g Inc., 1059 Porter, Wichita, Kan. 67203. Tel: (316) 262-6456. Pres.: Raymond O. Creely; A&R, Adv., Promo. & Int'l: Don Clyne; Sales & Mktg.: Arnold Thiebaud; Pub.: Chuck Pyle. Label credit: Scepter.

Highly Selasi Prod'ns (see Jeff Chase/CTMP).

Hilco Music Ents., 8307 Bronwood Rd., Richmond, Va. 23229. Tel: (703) 270-3810. Partners: Nick Coleran, Tom Hill. Label credit: Date.

Edward Hinton, 109 Park Blvd., Sheffield, Ala. 35660. Tel: (205) 381-2060. Label credits: Atco, Atlantic, Bell, Capitol, Diamond.

Hogfat Prod'ns, 7785 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 874-1534. Pres.: Michael Deasy; VPs: Larry Knechtel, Dean O. Torrence. Branch: Reno, Nev., Hogfat of Nev., 347 Roberts St. Zip: 89502. Tel: (702) 786-1994. VP: Layton B. Huber. Label credits: ABC, Hogfat, Vault.

Hoover-Winn Independent Prod'ns, 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3471. Pres.: Joseph Hooven; VP & A&R: Hal Winn. Label credits: Dot, Double Shot, Liberty, MGM, Mercury, United Artists, Warner Bros.-Seven Arts.

J. D. Horn, PO Box 7532, Houston, Tex. 77007. Label credits: Almanac, Big "D", Prestige.

Hot Shot Prod'ns, 265 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-9290. Pres. & Sales: Juggy Murray; PR: Orville Greene; Promo.: Samuel Stephens; VP: Jake Rowe. Label credit: United Artists.

House of Odin Prod'ns, 545 Fifth Ave., Suite 1205, New York, N.Y. 10036. Tel: (212) 765-3931. Contacts: Kenny Laguna, Paul Naumung. Label credits: Capitol, Hourglass, Life, Mercury, Nap City, United Artists.

Hush Rec'g Co., 382 Clarence Ave., Sunnyvale, Calif. 94086. Tel: (408) RE 9-6133. Pres.: Garrie Thompson. Label credits: Bell, Kent.

Janis Ian Prod'ns Inc., c/o Powell, 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 757-7450. Pres.: Janis Ian; VP: Amigo Gomez; Ass't VP: Peter Cunningham; A&R Mgr.: Victor Fink; A&R: Eric Fink; Pub. & Promo.: Sound Images Inc.; Gen. Promo. Mgr.: Ken Schaeffer; VP Int'l: Jean Powell. Label credits: MGM, Mercury, Reprise.

I

Infinite Sound Prod'ns, c/o Steven Duboff, 425 E. 63 St., New York, N.Y. 10021. Tel: (212) 832-6994. Label credits: ABC, Bell, Capitol, Jubilee.

International Rec'g Co. (IRC), 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Vern Ruvalds; A&R Dir.: Don Carone; Sales, Mktg. & Int'l: Len March. Chm., Pub., Adv. & Promo.: Jerome Man. Label credits: MGM, Mercury, Philips.

Interrobang Prod'ns Inc., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 757-7160. Cable: TABAKURN. Telex: 224128. Pres.: Gene Pistilli; VPs: Terry Cashman, T. P. West; Sec'y: Philip S. Kurnit. Label credits: Capitol, Columbia, Event, Uni.

Iowa Great Lakes Rec'g Co. Inc., 906 Ninth St., Milford, Iowa 51351. Tel: (712) 338-4482. Pres.: Cliff Plagman; VP: Roger Blunt. Label credits: Mercury, Smash, Soma.

J

J R Ents. Inc., PO Box 6128, Nashville, Tenn. 37212. Tel: (615) 291-5597. Pres.: John Richbourg. Label credit: Sound Stage 7.

Jesse James Prod'ns Inc., PO Box 128, Worcester, Pa. 19490. Tel: (215) 272-1703. Label credits: Blue Rock, Phil-L.A. of Soul, Mercury.

Japalana Prod'ns, 10 Swirl Ln., Levittown, L. I., N.Y. 11756. NYC Tel: (212) Cl 5-7640. Pres.: Jerry Samuels; VP: Paul Friedberger. Label credits: A&M, Mercury, RCA, Reprise, Warner Bros.-Seven Arts.

Jata Ents. Inc., 1619 Broadway, New York, N.Y. 10019. Tel: (212) 583-1530. Pres.: Jay Black; Gen. Mgr.: Victor G. Catala; A&R: Sandy Yaguda; Adv.: Martin Kupersmith; Promo.: Kenny Vance. Label credit: United Artists.

Jaygee Rec'g Serv., PO Box 384, Wooster, Ohio 44691. Tel: (216) 264-5122. Pres.: Judson Rosebush. Label credits: B-W, Disca/Tech, Pla Mee.

Jaysina Ents., 143 W. 51 St., New York, N.Y. 10019. Tel: (212) JU 2-2630. Prod'rs: Morty Jay, Sandy Sina; Treas.: Warren Martin. Label credits: Capitol, 20th Century-Fox.

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JU 2-2630 & PL 2-4090

Jerden Music, 971 Thomas St., Seattle, Wash. 98109. Tel: (206) MA 2-0470. Pres. & Gen. Mgr.: Jerry Dennon. Label credits: Burdett, Capitol, Dot, Epic, Era, Four Corners of the World, Jerden, Parrot, W. Scepter, Towers, Uni, Uptown, Wand, Warner Bros.-Seven Arts.

Little Richie Johnson Advertising Agency, 612 Dalies Ave., Belen, N.M. 87002. Tel: (505) 864-7185; mobile Tel: 765-7626. Pres., A&R, Pub., Adv. & Promo.: Richie Johnson; VP: S. Licht. Label credits: Chuckie, Natural Sound, Spur, Wayside.

William Sandy Johnson Music Co., 8140 S. Morgan, Chicago, Ill. 60620. Tel: (312) 846-0276. Label credits: Arnell, Blue Rock, Smash.

Joni Agency Inc., 1122 Bardstown Rd., Louisville, Ky. 40204. Tel: (502) 587-0909. Pres.: Gene Snyder; VP Pub. & Promo.: Earl Shelp. Label credits: Amy, Mala, Bell, Dore, Dot, Rising Sons.

K

Kaleidoscope Music, PO Box 5325, Hamden, Conn. 06514. Tel: (203) 777-0282. Pres. & Gen. Mgr.: David L. Speer. Branch: Seattle, Wash., 4748 47 Ave. S. W. Zip: 98116. Mgr.: John W. Wood. Label credits: Camelot, Epic, Jerden, Kaleidoscope, Revue.

Kama Sutra, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900. Pres.: Phil Steinberg, Arthur Ripp. Label credits: Buddah, Columbia, Decca, Kama Sutra, MGM, Mercury, Roulette.

Karma Inc. (see Sam Coplin).

Katastrophe Prod'ns, c/o Roger Atkins, 97-07 Horace Harding Expwy., Corona, N.Y. 11368. Tel: (212) 271-2788. Pres. & A&R: Roger Atkins; Sec'y-Treas.: Sydney Atkins. Label credits: Cameo-Parkway, Date, Epic, MGM.

Kavel Prod'ns Inc., Old Hillsboro Rd., Franklin, Tenn. 37064. Tel: (615) 794-7739. Pres.: Tony Moon. Label credits: Bell, Capitol, Challenge, Co & Ce, Decca, Epic, London, RCA.

Ken Keene & Assocs. Inc., PO Box 1339, St. Louis, Mo. 63188. Tel: (314) 436-4281. Pres.: Ken Keene; VP: Narvel Felts; Exec. Music Co-ord.: J. M. Spellazza; Pub. & Promo. Dir.: Phil Love. Label credits: Celebrity, Circle, Dome, Fleet, Keeta, Speedy, Wedge.

Jim Kemper Prod'ns, 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 581-7777. Label credits: ABC, Bang, Boy Wonder, Decca, Jet, Laurie, Le Mans, Mercury, Roaring.

Anita Kerr Ents., 14106 Ventura Blvd., Suite 103, Sherman Oaks, Calif. 91403. Tel: (213) 783-5933. Label credits: ABC, Decca, Dot, RCA, Ranwood, Warner Bros.-Seven Arts.

George Kerr Prod'ns, 1697 Broadway, Rm. 902, New York, N.Y. 10019. Tel: (212) 586-5730. Label credits: ABC, Buddah, DeLuxe, GWP, Loma, Warner Bros.-Seven Arts.

M

Kiderian Recs. & Prod'n Co., 4926 W. Gunnison St., Chicago, Ill. 60680. Tel: (312) 545-0861/7742. Pres.: Raymond G. Peck; VP: Ginger Wadpian; A&R: George Peck; Sales Mgr.: Tom Petrelli. Label credits: Dick-Hike, Fontana, Gail, Ginger, IRC, Kapp, Kiderian, Mercury, S.T. Lewis, Smash, Spectra Sound, USA.

Koppelman-Rubin Assocs., 1745 Fifth Ave., New York, N.Y. 10022. Tel: (212) 765-2682. VP & Gen. Mgr.: John Gross; A&R Dir.: Gary Klein. Branches: Hollywood, Calif., 7033 Sunset Blvd. Zip: 90046. Tel: (213) 466-4571. Admin. Dir.: Bruce Wendell—Philadelphia, Pa., 1000 Snyder Ave. Zip: 19148. Tel: (215) DE 6-1210. Nat'l Promo Dir.: Johnny Bond. Label credits: Capitol, Decca, MGM, Warner Bros.—Seven Arts, White Whale.

L

L H I Prod'ns, 9000 Sunset Blvd., Suite 1010, Los Angeles, Calif. 90069. Tel: (213) 278-4960. Pres.: Lee Hazlewood. Label credits: Warner Bros.—Seven Arts.

L M I Recs. Inc., 5750 Melrose Ave., Hollywood, Calif. 90038. Tel: (213) 463-2352. Pres.: Lee Magid. Branch: New York, N.Y., 350 Fifth Ave. Zip: 10001. Tel: (212) 947-7674. Label credits: ABC, A&M, Bluesway, Warner Bros.—Seven Arts.

Lasalle Recs., 8959 S. Oglesby, Chicago, Ill. 60617. Tel: (312) 375-4276. Pres., Sales & Mktg.: Oscar A. Jackson; VP, Gen. Mgr. & Promo.: Armond Jump Jackson; Pub.: Robert Wainwright; Adv.: Larry Wainwright. Label credit: Esquire.

Don Law Prod'ns, 2016 Terrace Pla., Suite 510, Nashville, Tenn. 37203. Tel: (615) 255-7771. Label credits: Columbia, Epic, Monument.

Roosevelt Lee Prod'ns, 1653 Jonathan Ave., Cincinnati, Ohio 45207. Tel: (513) 751-0820. Label credits: Chess, Emrroid, Hilltop, Roosevelt Lee.

Leiber-Stoller Prod'ns, 1619 Broadway, New York, N.Y. 10019. Tel: (212) 582-0828. Contacts: Jerry Leiber, Mike Stoller. Label credits: Atlantic, Bell, MGM, United Artists.

Leonard Prod'ns Inc., PO Box 222, Gainesville, Tex. 76240. Tel: (817) 465-4076. Pres.: Joe M. Leonard Jr. Label credits: Dot, Imperial, London, MGM.

LeShea Prod'ns, PO Box 19007, 115 Calhoun St., Cincinnati, Ohio 45219. Tel: (513) 221-2626. Pres.: Michael S. Stone; VP: Lee C. Hazen. Label credits: Carellen, Kapp, Lee, Lee-C, Nasco, Queen-B, Zebb.

Leonard Lewis Prod'ns Inc., 345 W. 58 St., New York, N.Y. 10019. Tel: (212) 581-4877. Label credits: LLP, Musicor.

Mike Lewis-Stuart Wiener Ent's. Ltd., 1619 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-4753. Pres.: Mike Lewis; VP: Stuart Wiener; Promo. Dir.: Charles R. Douglas. Label credits: ABC, Bang, Brunswick, Cameo, Decca, Jubilee, Mercury.

Lightnin' Rec'g Co., 6311 Gulf Freeway, Houston, Tex. 77023. Pres.: E. L. Cole; Dir.: Lightnin Hopkins; Promo. Dir.: Marshall Beck. Label credits: Fire, Guest Star, Prestige, Vee Jay.

Linden Prod'ns, 929 Larrabee, Suite 12, Los Angeles, Calif. 90069. Tel: (213) 766-3851. Pres. & Prod'r: Lindy Blaskey; Nat'l Sales Mgr.: Jim Franchini; Nat'l Promo Dir.: Joe Corazzi. Label credits: Challenge, Columbia, LaVette, Liberty, RCA.

Links Inc., 261 W. 54 St., New York, N.Y. 10019. Tel: (212) EL 5-0826. Contact: Lincoln Chase. Label credits: Bell, Metromedia.

Lissauer Music Cos. Inc., 157 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 5-2828. Cable: LIS-SONG. Pres.: Robert Lissauer; Ass't to Pres.: Geoffrey R. Lissauer; Prod'rs: Robert & Geoffrey Lissauer; PR Dir.: Carroll Owen. Label credits: Brunswick, Columbia, Decca, Dot, Kapp.

Louis LoFredo Assocs., 132 Riviera Dr., Kings Park, N.Y. 11754. Tel: (516) 724-9360. Pres. & Promo.: Louis LoFredo; VP: Robert Gallo. Label credits: Chess, Jubilee, Monument.

Long Island Rec'g., 72 Orange St., Brooklyn, N.Y. 11201. Tel: (212) 875-6193. Owner: Ernest W. Ucko. Label credits: EMS, LIRS.

Loom Prod'ns, 200 W. 57 St., Rm. 1304, New York, N.Y. 10019. Tel: (212) JU 6-6553. Contact: Fred Helleman. Label credit: Warner Bros.—Seven Arts.

Alan Lorber Prod'ns, 15 W. 72 St., New York, N.Y. 10023. Tel: (212) 799-1005. Label credits: Atlantic, Bell, MGM, Mercury.

Ludukay, 2719 St. Peter St., New Orleans, La. 70119. Tel: (504) 482-6645. Pres.: Herbert J. Meyers; VP: Edgar L. Chase Jr.; Sec'y: Lou Welsh Jr. Label credit: Peacock.

Lycoming Music Corp., 150 W. 55 St., New York, N.Y. 10019. Tel: (212) PL 7-2551. Pres.: Richard Wolfe. Label credits: MGM, RCA.

M B A Music Inc., 8 E. 48 St., New York, N.Y. 10017. Tel: (212) 688-2847. VP: Richard Simon; Pub. & Promo. Dir.: Joyce Joffee. Label credits: Columbia, MGM, Musicor.

Robert Mack Prod'ns, c/o William Morris Agency, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 586-5100. Label credits: Atco, Capitol, Columbia, Decca, Jubilee, Kapp, Musicor.

John Madara Ent's. Ltd., 250 S. Broad St., Philadelphia, Pa. 19102. Tel: (215) LO 7-9424. Pres. & Pop A&R: John Madara; Admin'r: Harry Chipetz; R&B A&R: Len Barry. Label credits: ABC, Amy, Atco, Atlantic, Bell, Buddah, Capitol, Kapp, MGM, RCA, Scepter, UAR.

Madison Hali Prod'ns, 677 Newbury St., Springfield, Mass. 01104. Tel: (413) RE 4-3376. Cable: MADHAL. Pres.: Mark Lee Woods; VP: Bernie Baum. Label credits: London, Rane, Supreme.

Malick Prod'ns, 541 Fulmer Ave., Akron, Ohio 44312. Tel: 794-1304. Pres. & Prod'r: Ernie Malick; Pub. Dir.: Roger DeLisle; Adv. Dir.: Larry Yoho. Label credits: Cameo-Parkway, Chess, Dupree, Eastwood-Westwood.

Mar-Kay Rec. Co., 2945 Madison, Granite City, Ill. 62040. Tel: (618) 877-3416. Pres.: Mary Joyce; VP: Ron Allen; A&R: Robert Howerton. Label credits: Barcelona Brass, Dash, J-Wax, Rockin' J-L's, Sounds of Soul.

Edward R. Marcus Prod'ns, 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) LO 7-9424. Label credits: Pantomime, Time Square.

Maria Recs., PO Box 3770, Grand Central Sta., New York, N.Y. 10017. Tel: (212) SE 3-0125. Contact: John Clark. Label credit: Louis.

Mark Educational Rec'gs Inc., 4249 Cameron Dr., Williamsville, N.Y. 14221. Tel: (716) 634-5149. Pres.: Vincent S. Morette; VP A&R: Jack Renner; VP Adv.: George Whittier. Label credit: Century.

Marshmallow Prod'ns, 15 Center St., Bath, Me. 04530. Tel: (207) 443-3437. Mgr.: Shirley Dillon. Label credit: Critique.

Marullo Prod'ns Inc., 1121 Market St., Galveston, Tex. 77550. Tel: (713) SO 2-4590. Pres.: A. W. Marullo Sr.; VP: A. W. Marullo Jr.; A&R: David Yeamens; Sales & Mktg.: Tom Griggs. Branch: Houston, Tex., 7450 Belfort St. Tel: (713) MI 9-0351. Label credits: ABC, Atco, Duke, Hickory, International Artists, London, Mercury, Monument, Sound Stage 7.

Marvel, 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749. Cable: W&G. Mng. Dir.: James N. Parks; Exec. Dir.: Ron Gillespie; A&R Control Dir.: George Taylor; Pop A&R Dir.: Jack Varney; C&W A&R Dir.: Dougal Trainer. Branch: New York, N.Y., 1650 Broadway. Zip: 10019. Tel: (212) 757-2750. Sales Mgr.: Sam Goldner. Label credits: Ambassador, Capitol, London, Pickwick, RCA, 20th Century-Fox.

Albert Marx Prod'ns, 71017 Fairway Dr., Cathedral City, Calif. 92234. Tel: (714) 328-2624. Partners: Albert L. Marx, Harriet Marx. Label credits: ABC, Atlantic, Cadet, Columbia, Command, Milestone, World Pacific.

Dick Marx Prod'n Group Inc., 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 664-1300. Pres.: Dick Marx; Gen. Mgr.: Dick Jahn; Prod'r: Steve Sperry; Sales Mgr., Pub. & Nat'l Promo. Dir.: Paul Gallis. Label credits: DMA, Roulette.

Marzano-Calvert Prod'ns Inc., 322 W. 48 St., New York, N.Y. 10036. Tel: (212) 765-6370. Pres.: Jim Calvert; Sec'y-Treas.: Norman Marzano; Gen. Mgr.: Doc Riemer. Label credits: Amy, Bell, Buddah, Earth, Forward, Harbour, Mala, Scepter.

Matrix Rec'g Co., 3138 Fillmore St., San Francisco, Calif. 94123. Tel: (415) 567-0118. Pres. & Prod'r: Peter Abram. Label credits: Columbia, Dunhill.

Aubrey Mayhew, 3402 Belmont Blvd., Nashville, Tenn. 37215. Tel: (615) 291-9131. Label credits: Atlantic, Capitol, Charlie Parker; Hilltop, ITCC, Laurie, Little Darlin', MGM, Pickwick, Spar.

Mack McCormick & Assocs., PO Box 13383, Houston, Tex. 77019. Label credits: Almanac, Candid, Prestige, Reprise.

Bob McRee & Staff Prod'ns, PO Box 12351, 1620 Kent Ave., Jackson, Miss. 39211. Tel: (601) 362-9482, 352-4923. Pres.: Bob McRee; VP: Ed Thomas; Sec'y: Clifton Thomas. Label credits: ABC, Atlantic, Bang, Bell, Capitol, MGM, SSS Int'l, Tower.

McRon Prod'ns, 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) 682-5844, 298-4747. Pres.: Tsipora Miron; VP & Int'l Mgr.: Thelma Moore; VP & Prod'n Dir.: Steve Moore; Pub.: Jon Arthur; Promo.: Marie M. Gadreau. Label credits: Apex-Compo (Canada), EMI (UK), Fermata (Argentina), Som/Maior (Brazil), Star.

Memnon Prod'ns (Sub. of Memnon Amusement Co.), PO Box 84, Glen Cove, L.I., N.Y. 11542. Tel: (516) 676-6753. Pres.: Chris Purzycki; Gen. Mgr.: Cazimir V. Swier. Label credits: Murbo, R&R, Scepter. (SEE ADVERTISEMENT)

Con Merten Prod'ns (see Robb Prod'ns).

Midnite Sound Studios, RR 1, W. Ross Ln., Danville, Ill. 61832. Tel: (217) 443-3321. Pres.: Arlyn Miller; Sales Mgr.: Alice Miller. Branches: Champaign, Ill., 18 Blue Spruce. Zip: 61820. Tel: (217) 359-2493. A&R Dir.: Arlie Neaville; Adv. Dir.: Betty Neaville.—Georgetown, Ill., 313 E. 11 St. Zip: 61846. Tel: (217) 662-6818. VP: Russ Boen; Promo. Dir.: Esther Boen. Label credits: Blue Orchid, Tell Int'l.

Miller-Martin Prod'ns, 120 E. 36 St., New York, N.Y. 10016. Tel: (212) MU 9-0668. Pres.: Trade Martin; VP: Ed Miller. Label credits: ABC, Atlantic, Jubilee, RCA, Red Bird, Tool, Vanguard.

Millrose-Bernstein Prod'ns, c/o Robert Casper, 1780 Broadway, New York, N.Y. 10019. Tel: (212) 765-5038. Contacts: Victor Millrose, Alan Bernstein. Label credits: Capitol, Mercury, Philips.

Mr. Bones Prod'ns, 8833 Sunset Blvd., Suite 410, Los Angeles, Calif. 90069. Tel: (213) 657-8330. Pres.: Bones Howe; Prod'n Co-ord.: Ann McClelland. Label credits: A&M, Bell, Columbia, Colgems, Dunhill, Soul City, Warner Bros.—Seven Arts, White Whale, World Pacific.

Mobile Fidelity Prod'ns Inc., 10439 Willowbrae Ave., Chatsworth, Calif. 91311. Tel: (213) 882-2870. Pres. & Exec. Prod'r: Brad S. Miller; Promo. Dir.: Dick Forster. Label credits: Mobile Fidelity, Philips.

Mona-Lee Recs., c/o Alpha Dist., 20 West End Ave., New York, N.Y. 10023. Tel: (212) CI 5-7933. Contact: Mrs. Lee Apostoleris. Label credits: A&M, Bell, Ebb, Jewel, Kama Sutra.

Montgomery Rec. Corp., 11411 Columbia Pike, Silver Spring, Md. 20904. Tel: (301) 593-8606. Cable: LENSPROD. Pres.: Leonard Schwab; A&R Dir.: Steve Spencer; Pub. & Adv. Dir.: Ron Shane; VP Int'l: Paul Robertson, 4 Bertha Pl., Leeds, England. Label credits: LSP, Montgomery, Moonglow.

Dan Moore Prod'ns Inc. (sub. of Transcontinental Entertainment Corp.), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2652. Label credits: Columbia, Dot, Forward, Liberty.

Mother Dog Prod'ns, 110 Belle Meade Blvd., Nashville, Tenn. 37205. Tel: (615) 292-4772. Contact: Mike Weesner. Label credits: Bell, Capitol, Malibu, Nugget, RCA.

Mounted Recs. Inc., 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) JU 2-4572. Pres., A&R & Sales: J. Billy Ver Planck; Pub. & Promo.: Harriett Wassen. Label credits: ABC, Command.

Moustache Inc., 115 Calhoun St., Cincinnati, Ohio 45219. Tel: (513) 221-2626. Pres.: Stanley B. Hertzman. Label credit: Nasco.

Music City Prod'ns, Box 244, 24 Center St., Massena, N.Y. 13662. Tel: (315) 764-0500. Owner: Thomas R. Dishaw. Label credit: London (Canada).

Music Ent's. Inc., 3809 Main St., Suite 8, Houston, Tex. 77002. Tel: (713) 524-3105. Pres.: Huey P. Meaux. Label credits: Atco, Atlantic, Jay-Gee, MGM, Mercury, SSS Int'l, Scepter, Tower, Tribe, Wand.

The Music Factory Inc., 567 N.W. 27 St., Miami, Fla. 33127. Tel: (305) 635-9411. Pres. & A&R: Bob Archibald; Musical Dir.: Eddie Jacobs; Talent Co-ord.: Dorothy Perkins.

Mystic Recs. Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-1457. Pres.: Doug Moody. Label credits: Atlantic, Philips, Sidewalk.

N

Natural Soul, 4530 Market St., Oakland, Calif. 94608. Tel: (415) 658-4393. Pres.: Jesse Mason Jr.; Exec. VP: A. Marx; VP: Z. Mason; A&R: Lyndell Coleman, Sonny Mason; Sales & Mktg.: E. McNeil; Pub.: R. Powell; Adv.: F. Legardy; Promo.: V. Legardy. Label credits: TCF, Uni, Venture.

Natural Sound Studio, 63 Main St., Maynard, Mass. 01754. Tel: (617) 897-7359/4704. Pres.: Lou Casella; Sales: Joe Jorden. Label credits: Big Yellow, Magic Carpet, Natural Sound, Oracle.

New Beat Recs. Ltd., 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1540. Pres.: Mark Alan; VP & A&R: Alan Slater; Sec'y-Treas.: Robert Slater; Prod'r: Mike Appel. Label credits: Atco, Cameo-Parkway, Date, Epic, Fairmont, Kapp, Koppelman & Rubin, MGM.

New Rhythm Prod'ns Inc., 385 Grand St., Suite 1101, New York, N.Y. 10002. Tel: (212) 336-5190, 445-2245. VP & Musical Dir.: Norman Bergen; Creative Dir.: Bryan Forbes. Label credit: Brunswick.

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- Non Stop Prod'ns, PO Box 3403, Hollywood, Calif. 90028. Tel: (213) 245-3962. Contacts: Lloyd I. Walker, Douglas Lyon.
Label credits: Dot, Liberty, Ranwood.
- North American Rec'g, 5525 King Arthur Ct., Westmont, Ill. 60559. Tel: (312) 969-8484. Pres. & A&R: George A. Tasker Jr.; VP & Treas.: Helen M. Tasker; Sales Mgr.: George A. Tasker III.
Label credits: Capitol, Mercury, RCA, Universal, Vita.
- North State Music, PO Box 762, Okeechobee, Fla. 33472. Owner & Mgr.: Buck Killeite.
Branch: Raleigh, N.C., PO Box 506. Zip: 27602.
Label credits: ABC, Fraternity, 1-2-3.
- Notable Prod'ns (div. of Cy Coleman Ent's.), 161 W. 54 St., New York, N.Y. 10019. Tel: (212) PL 7-9547. Pres.: Cy Coleman; Gen. Mgr.: Eric Colodre.
Label credits: MGM, Notable.
- O'Brian-West Ent's., 821 N. 23 St., McAllen, Tex. 78501. Tel: (512) 686-5271. Owners: Danny O'Brian, Jay West.
Label credits: ARV Int'l, Atco.
- Kenny O'Dell Prod'ns, 4222 Fredda, No. 4, Las Vegas, Nev. 89109. Tel: (702) 736-1801.
Label credits: Mira, Mirco, Vegas, White Whale.
- Milton T. Okun Inc., 142 E. 34 St., New York, N.Y. 10016. Tel: (212) 683-5953.
Label credits: Decca, Polydor, RCA, Warner Bros.-Seven Arts.
- Herb Ostrow, 11 S. Boston Ave., Atlantic City, N.J. 08401. Tel: (609) 345-6664.
Label credits: Canal, Capitol, Columbia, Decca, Encore, Impex, Listen & Learn, MGM, Margate, Oxford, Pioneer (Japan), RCA, Sparton (Canada), Stone (Canada), Tioga.
- P P X Ent's., 245 W. 55 St., New York, N.Y. 10019. Tel: (212) CI 7-6010. Pres.: Ed Chalpin.
Label credits: Atlantic, Bovema, CBS, Capitol, Decca, EMI, London, Mercury, El Palacio de la Musica, Philips, Quality, RCA, Ri Fi.
- Stuart Paine Prod'ns, 403 Trinity Hills Ln., Louisville, Ky. 40207. Tel: (502) 895-1063. Pres., A&R & Prod'n Mgr.: Stuart Paine; VP: Lee Eddie.
Label credits: Capitol, David, Dial, 502, Joni, Soul Boulevard.
- Fred Parker Prod'ns Co., 1697 Broadway, New York, N.Y. 10019. Tel: (212) EL 5-0826.
Label credits: Amy, Bell, Columbia, MGM, RCA.
- Past, Present & Future Prod'ns Inc., 25 W. 56 St., New York, N.Y. 10019. Tel: (212) JU 2-8810. Pres.: Aaron Schroeder; VP: Abby Schroeder.
Branch: Los Angeles, Calif. 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. Pop A&R: David Mooks.
Label credits: Aurora Int'l, Columbia, Decca.
- Pearce Rec. Corp., 16400 E. Truman Rd., Independence, Mo. 64050. Tel: (816) 254-9100. Gen. Mgr.: John Pearson; Dist'n Mgr.: John Moudy; Pub.: Charles Lewis; Promo. Dir.: Joseph Good.
Label credits: B-Jet, Squeakie.
- Periscope Prod'ns, 24 Francis Dr., Suite 4, Randolph, Mass. 02368. Tel: (617) 963-7370. Pres., Pub., Promo. & Int'l: Edward M. Hurvitz; A&R: Ed Michaels; Sales, Mktg. & Adv.: Linda S. Berman.
Label credits: Courier, Double H, Monmouth, Revolution, Oxford.
- Perkins Rec'g Prod'ns, PO Box 824, 407 Alamance St., Gibsonville, N.C. 27249. Pres. & Gen. Mgr.: David Lee Perkins; A&R Dir.: A.R. Perkins; Sales Mgr.: Stephen Lee.
Label credits: Azalea, Canary, Doney, Melodeon, Stark.
- Norman Petty Agency Inc., PO Box 926, 1321 W. Seventh St., Clovis, N.M. 88101. Tel: (505) 763-7565/6931.
Label credits: Atco, Atlantic, Capitol (Canada), Decca, Quality (Canada), Stereo Dimension.
- Pine Tree Prod'ns, 1680 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 469-5105. Owner: Kenneth M. Sawyer.
Label credits: Carapan, Gamma, Liberty, Sierra, Timberline, Trident, Warrior.
- Pingatore Entertainment Inds., 4010 Concord Pike, Wilmington, Del. 19803. Tel: (302) 478-2200. Pres. & A&R Dir.: Frank T. Pingatore; VP & Treas.: Sal Caracciolo; Sales & Mktg. Dir.: Frank Guida; VP Pub.: Donald E. Martin; Adv. Dir.: Richard Bianco; Promo. Dir.: Ed Procter.
Label credits: ABC, Capitol, Epic, Hunt, Mercury, Philips.
- Pint Size Prod'ns Inc. (sub of Transcontinental Entertainment Corp.), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2652. Pres.: George Tobin.
- Poika Towne, 23 Marian Ln., Jericho, L.I., N.Y. 11753. Tel: (516) 822-3198. Contact: T. Kallinowski.
Label credits: Dyno, RIM.
- Poseidon Prod'ns Inc. (see James William Guercio Ent's. Inc.).
- Power House Prod'ns, c/o Steven Burn, 55 Liberty St., New York, N.Y. 10005. Tel: (212) BE 3-0317. Contacts: Joey Day, Alan Dischel.
Label credits: Columbia, Date, Jubilee, Kapp, MGM, RCA.
- Presto-Hit, 140 Beach St., Fort Walton Beach, Fla. 32548. Tel: (904) 242-4519. Cable: PRESTO REC. Pres.: Preston Hicks.
Branch: Pensacola, Fla., Preston Ent's. Prod'ns, 3895 Winona Dr. Zip: 32504.
Label credits: Click, Mark III, Minaret.
- Preston Ent's. Prod'ns (see Presto-Hit).
- Pro Sound Prod'ns Inc., 720 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-0091/9964. Prod'ns: Johnny Scoggins, Dean Mathis, Gary Walker.
Label credits: Atlantic, Dial, Honor Brigade, MGM.
- Protone Recs. & Tapes, 6114 Santa Monica Blvd., Los Angeles, Calif. 90038. Tel: (213) 462-6058. Partners & A&R: James Welton, Jane Courtland; Sales & Mktg.: Victoria Bond.
Label credit: Nippon Columbia (Japan).
- Gerard W. Purcell Assocs. Ltd., 150 E. 52 St., New York, N.Y. 10022. Tel: (212) 753-7600. Cable: PURCELLAS. Pres.: G. W. Purcell VP & A&R: Paul Robinson; Sales, Mktg. & Promo.: Gene Armond.
Branches: Hollywood, Calif., 6269 Selma Ave. Zip: 90028. Tel: (213) HO 6-4439. Contact: Vince Carbone.-Nashville, Tenn., 806 17 Ave. S. Zip: 37203. Tel: (615) 244-2006. Contact: Elaine Loftus.
Label credits: Kapp, Warner Bros.-Seven Arts.
- Quinvy Music, PO Box 215, 1307 Broadway, Sheffield, Ala. 35660. Tel: (205) 381-1830. Pres.: Quinon R. Ivy; VP: William O. Jenkins.
Label credit: Atlantic.
- R K B Assocs., PO Box 6434, Detroit, Mich. 48234. Tel: (313) FO 6-6185, TW 1-7534. Dir.: Roger K. Bass.
Label credits: Epic, Solid Hitbound, Stax.
- R M S Prod'ns Inc., 4327 S. Sacramento Ave., Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R.M. Semerak.
Label credits: Mercury, Philips, Sonic, Toshiba (Japan), USA.
- Radio Yesteryear, Box H, Croton-On-Hudson, N.Y. 10520. Tel: (914) 737-0274. Pres.: J. David Goldin.
Label credit: Viva.
- Jay Rainwater Prod'ns, 1808 West End Bldg., Nashville, Tenn. 37203. Tel: (615) 242-0531.
Label credits: Capitol, Columbia, Decca, Epic, Everest, Hickory, Poppy, Starday.
- The Record Factory, PO Box 6, Accokeek, Md. 20607. Pres. & A&R: Ray Vernon; VP & A&R: Bobby Howard; Assoc. Prod'r.: Joey Weiz.
Label credits: Amy, Audio Fidelity, Cameo, Diamond, Epic, Liberty, Mala, Mr. G.
- Rencor Prod'ns Inc., 3 Country Squire Dr., Cromwell, Conn. 06416. Tel: (203) 346-7987. Pres.: Stephen S. McCormick; VP: Joey Reynolds.
Label credits: Bell, Buddah, Kama Sutra, Kapp, Mercury, United Artists.
- Ridon Prod'ns Ltd., 5124 N.E. 34 Ave., Portland, Ridge Prod'ns, 525 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) 692-4508. Gen. Mgr.: Neil A. Kjos Jr.
Ore. 97211. Tel: (503) 287-1539. Pres.: Richard Keefer.
Label credits: Burdette, Jamie, Jerden, Laurie, Liquid Stereo, Mantra, Parrot, Ridon, Ripcord, Rust, Vanco.
- Rio Grande Music, PO Box 861, San Benito, Tex. 78586. Tel: (512) EX 9-1471. Owner, Sales, Mktg. & Adv.: Paco Betancourt; VP, A&R & Promo. Mgr.: John F. Phillips.
Label credits: Escorpion, Espada, Garza, Jilguero, Josie, Lorenzo, Majek, Marsol, Nuevo, Oro, Palma.
- Risi Ent's., 3163 Poplar Dr., Lynwood, Calif. 90262. Tel: (213) 631-7591. Pres.: Nick Risi.
Label credits: Challenge, Crusader, Downey, Forward.
- Robb Prod'ns, 622 N. Water St., Milwaukee, Wis. 53216. Tel: (414) 273-6240, 445-3844. Prod'ns: Con Merten, Dee Robb; Pub.: Maureen Payne; Adv.: Joe Arnett; Promo: Con Merten, Joe Arnett, Richard Hackston.
Affiliate firm: Con Merten Prod'ns.
Label credits: Atlantic, Destination, Mercury, USA.
- The Robin Corp., 124 Dudley St., Boston, Mass. 02119. Tel: (617) HI 5-5600. Bd. Chm.: Robin Hemingway; Exec. VP: Herman Hemingway.
Int'l branch: France.
Label credits: Philips (France), Polydor (France), Mira.
- Jimmie Rogers Ent's., 1316-18 Dauphin Island Pkwy., Mobile, Ala. 36605. Tel: (205) 473-6000. Owner: Jimmie O. Rogers.
Label credits: Philips, RCA, Smash, Sun.
- Larry Rogers, 1518 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 275-2285.
Label credits: Chart, Columbia, Scepter, Wand.
- Ron Ray Assocs., 438 W. 37 St., New York, N.Y. 10018. Tel: (212) 736-2477. Pres.: Ron Radom.
Label credit: Philips.
- Brian Ross Prod'ns, 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121/3656. Cable: BRI-ROSS. Bd. Chm., Sales, Mktg. & Promo.: Brian Ross; Pres.: Maurie Bercov; VP A&R: Carol Ross; Classical A&R: Sylvia Bell.
Label credits: A&M, Bell, Capitol, Columbia, London, Original Sound, Pace, Uni, Warner Bros.-Seven Arts.
- Royal-Castle Prod'ns, PO Box 487, Somerville, N.J. 08876. Tel: (201) 469-5235, 722-6300. Prod'n Dir.: Fred Castle; Gen. Counsel: Stephen R. Champi.
Branch: Bridgewater, N.J., 1116 Cambridge. Zip: 08876.
Label credits: London, MGM.
- Russell-Cason Prod'ns, 720 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-4482. VP's: Robert L. Russell, J. E. Cason.
Label credits: Amy, Mala, Bell, Atco, Decca.
- Rustom Prod'ns, 6565 Sunset Blvd., Suite 120, Los Angeles, Calif. 90028. Tel: (213) 462-6894. Pres.: Tom Thacker; VP & Gen. Mgr.: Russell Steagall.
Label credits: ABC, Amos, Decca, Reprise, Warner Bros.-Seven Arts.
- S & R Prod'ns, 2524 S. Fifth St., Philadelphia, Pa. 19148. Tel: (215) 465-8545. Contacts: Tony Roccia, Howard Stein.
Label credit: East Coast.
- Sabre Prod'ns Inc., 755 Steves Ave., San Antonio, Tex. 78210. Tel: (512) 532-3121. Pres.: John B. Henderson; VP A&R: Marvin Montgomery; VP Sales & Mktg.: E. J. Henke; VP Pub.: John E. Blakey; Talent Mgr.: Don Jones.
Label credits: Brazos, Coral, Hacienda, Harlem, Philips, Sabre, Satin, Smash.
- St. Clair Prod'ns, 485 Fort Couch Rd., Pittsburgh, Pa. 15241. Tel: (412) 835-4220, 892-2288. Owner: Julius Jules Kruspir.
Label credits: HB, Roulette.
- St. James Prod'ns, 73 Ellen Sue Dr., Deer Park, N.Y. 11729. Tel: (516) JU 6-4533. Gen. Mgr.: Artie Schiff; Musical Dir.: Rhys O'Brien; Chief Eng.: Edward DiButoro.
Label credits: Laurie, MGM.
- Sanders & Williams Prod'ns, 6110 N. Seventh St., Phoenix, Ariz. 85014. Tel: (602) 274-6314, 939-6373. Owners: Ray Sanders, Billy Williams.
Label credits: Buddy, Capitol, Concept, Dot, Industry, Jamboree, Logan, Stadium.
- Sata Fortas Attractions Ltd., 320 W. 46 St., New York, N.Y. 10036. Tel: (212) 581-3970. Pres. & Prod'r: David Lucas; Gen. Mgr. & Prod'r: George Grant.
Label credits: A&M, Atlantic, Epic, Kama Sutra.
- Kermit Schafer Prod'ns, 905 Fairway Dr., Miami Beach, Fla. 33141. Tel: (305) 865-3781. Pres.: Kermit Schafer; Pub. & Promo. Dir.: Vicki Speaks.
Label credits: Atlantic, Jubilee, Kapp, King.
- Scion Music Inc., 261 Chelsea Bldg., Memphis, Tenn. 38107. Tel: (901) 526-7486. Pres.: Mrs. Seymour Rosenberg.
Label credits: Duke, Enterprise, Hi, Hip, Peacock.
- Larry Sealton Prod'ns, 9897 Telegraph Rd., Lanham, Md. 20801. Tel: (301) 794-7048. Pres.: Larry Sealton; A&R: Tom Guernsey.
Label credits: Coral, Curtom, Larray, Monument, United Artists.
- Sear Electronic Music Prod'ns Inc., 118 W. 57 St., New York, N.Y. 10019. Tel: (212) 684-0333. Cable: SEARJOS. Pres.: Walter Sear.
Label credits: Capitol, Command.
- Sherman & Kahan Assocs., 1650 Broadway, Rm. 1100, New York, N.Y. 10019. Tel: (212) 765-1954. Contacts: Garry Sherman, Stanley Kahan.
Label credits: Bell, Columbia, London, MGM.
- Shur Prod'ns, 103 Cross Country Plaza, Columbus, Ga. 31906. Tel: (404) 322-8361. Owners: John F. Shur, Tom Daly.
Branch: Nashville, Tenn., 815 16 Ave. S. Zip: 37203.
Label credits: Challenge, Laurie, Lynne, Shur.
- Sidewalk Prod'ns Inc. (sub. of Transcontinental Entertainment Corp.), 9000 Sunset Blvd., Suite 1000, Los Angeles, Calif. 90069. Tel: (213) 278-4295. Pres.: Mike Curb; VP: Harley Hatcher; Prod'ns: Michael Lloyd, Jerry Styner.
Label credits: Carole, Sidewalk.
- Sims Prod'ns, 744 E. 79 St., Chicago, Ill. 60621. Tel: (312) 651-8219. Pres.: Gerald Sims.
Label credits: Atlantic, Capitol, Chess, Columbia, Dakar, Gerim, Mercury, Revue.
- Solar R. Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-3504. Pres.: Doug Moody.
Label credits: Bizarre, Straight.
- Sound/City Prod'ns, 3316 Line Ave., Shreveport, La. 71104. Tel: (318) 861-0569. Contacts: Don Griffin, Jerry Strickland.
Label credits: RPI, Stop.
- Sound Track Ent's. Inc., PO Box 12276, Fort Worth, Tex. 76116. Tel: (817) 737-4744, 732-1684. Pres.: Bill Temple; Exec. VP: Helen Temple; A&R: Hank Stanley, Jon Cunningham; Sales, Mktg. & Pub.: T. J. Thomas; Promo. & Adv. Mgr.: Harry Ottmann.
Label credits: Chevell, Columbia, Epic, Mercury, Sound Track.

continued

Hal Southern Prod'ns, PO Box 4234, Panorama City, Calif. 91402. Tel: (213) 786-6957.
Label credits: Ivory, Sage, Sand, Tower.

Sovereign, 1619 Broadway, New York, N.Y. 10019. Tel: (212) Cl 7-2904. Pres.: R. Fisher.
Label credits: EMI (Italy), Glad-Hamp, Hansa (Germany), London, 20th Century-Fox, Vogue (France).

Randy Sparks Assocs. Inc., 10513 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel: (213) 474-3565. Pres.: Randy Sparks; Co-ord: Mitzi Trumbo.
Label credits: Columbia, Disneyland, Pete, RCA.

Phil Spector, 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8661.
Label credit: A&M.

Spice Prod'ns Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-6191. Pres.: Irving Spice; VP: Max Ellen.
Label credits: A&M, Atlantic, Audio-Fidelity, Kama Sutra, Laurie, Mercury, Metromedia, Mohawk, RCA.

Star Fire Prod'n, 1815 Foucher St., New Orleans, La. 70115. Tel: (504) 891-7382. Pres.: Earl King; VP: Thomas Moore Jr.
Label credits: ABC, Ace, Frisco, Imperial, King, Walk, Three-For-One, Watch.

Star Talent Prod'ns (div. of Star Talent Ent's. Inc.), PO Box 6222, Elmwood Park Sta., Omaha, Neb. 68106. Tel: (402) 397-1988. Pres.: Jim Isaacson.
Label credits: Independence, MMC.

Stereophonics Corp., 403 Rivet St., New Bedford, Mass. 02744. Tel: (617) 999-6489. Pres.: Carl German; VP, Pub., Adv. & Promo.: Peter Bonfils.
Label credits: Decca, Liberty, Monitor, RCA.

Bernard Stollman, 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 255-4800.
Label credit: A&M.

Stoy Recs., 140 E. 56 St., New York, N.Y. 10022. Tel: (212) PL 1-1182. Pres.: Norman Dolph.
Label credit: Columbia.

Style Prod'ns, PO Box 284, Vienna, Ohio 44473. Tel: (216) 856-2905. Mgr.: Russ Hull.
Label credits: Dome, Fireside, Musicenter, Process.

Sunbar Prod'ns Inc., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-5380. Pres.: Gerald E. Teifer; Admin. Mgr.: Harold P. Fine; A&R: Eddie V. Deane.
Label credits: Chess, Roulette.

Sure Music & Rec. Co. Inc., PO Box 94, Broomall, Pa. 19008. Tel: (215) EL 6-2996. Pres.: Leonard Rosen.
Label credits: ABC, Chess, Mercury.

Doug Swickard Prod'ns, PO Box 1034, Sumter, S.C. 29150. Tel: (803) 775-1812. Pres. & Gen. Mgr.: Doug Swickard; A&R Dir.: Randy Flowers; Pub. Mgr.: Jerry Geddings; Promo. Mgr.: Rick Baker.
Label credits: Folly, Gretell, SummerTime.

Syse Rec. Co., 221 E. 50 St., New York, N.Y. 10022. Tel: (212) 755-7160. Pres.: Sy Shaffer; Treas.: Ruth Shaffer; A&R: Ellis M. Agee.
Label credits: ABC, Syse, Westminster.

Tan-Lan Ent's., PO Box 517, Gallipolis, Ohio 45631. Tel: (614) 446-4240. Pres.: Stan Lane; A&R Dir.: Howard Perkins.
Label credits: Buckeye, Go-T, Indian Head, Rem, Saddle.

T

Taylor Made Sound Inc., 17-19 N. Market, Asheville, N.C. 28801. Tel: (704) 252-8569. Pres., A&R, Promo, & Int'l: Chuck Taylor; VP, Sales & Mktg.: Joe Hall; Pub. & Adv.: Jerry McNabb; Nat'l Promo.: Jack Fine Promos., New York, N.Y.
Label credits: Kama Sutra, Mainstream, Roulette.

Tema Ent's., 10104 Plymouth, Garfield Heights, Ohio 44125. Tel: (216) 587-2643. Pres.: James M. Testa.
Label credits: ABC, Buddah, Decca, Dot, Laurie, Liberty, London, Mercury.

10th Street Prod'ns, 53 E. 10 St., New York, N.Y. 10003. Tel: (212) 982-7750. Pres.: Michael Weiss; VP & Prod'r: Daniel Weiss.
Label credit: Vanguard/Apostolic.

Richard Paul Thomas, 347 E. Lincoln Ave., Milwaukee, Wis. 53207. Tel: (414) 482-3340.
Label credits: Blue Hour, Lily, Tee Pee.

Rik Tinory Prod'ns, 622 Rt. 3A, Cohasset, Mass. 02025. Tel: (617) 383-9494. Contact: Rik Tinory.
Label credits: Amy, Educational Recs. of America, Flames of Araby, Polydor (Canada), Sequel, Truart, United Artists.

Together Recs. (sub of Transcontinental Entertainment Corp.), 1610 Butler, Los Angeles, Calif. 90025. Tel: (213) 477-7046. Pres.: Gary Usher.

Top Talent Prod'ns, c/o Earl Barton Music, 1121 S. Glenstone Ave., Springfield, Mo. 65804. Tel: (417) UN 2-4422. Pres.: Si Siman.
Label credits: Bell, Scratch, Sho-Boat.

Tou-Sea Rec. Prod'ns, 1211 St. Philip St., New Orleans, La. 70116. Tel: (504) 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint.

Label credits: Amy Mala, Bell, Atlantic, Big Top, Deesu, Josie, Kent, SSS Int'l, Sansu, Smash, White Cliff.

Town & Country, 533 S. Main, Burbank, Calif. 91506. Tel: (213) 843-4840. Pres. & A&R: C.E. Lenderman; Promo. Mgr.: John Scudder.
Label credits: Cracked, Lanart, Redwood, United Artists.

Trident Prod'ns, Columbus Tower, 916 Kearny St., San Francisco, Calif. 94133. Tel: (415) EX 2-8250. Pres.: Frank Werber; Pub.: Grover Sales.
Label credits: A&M, Capitol, Decca, Tetragrammaton, Verve.

Trod Nessel Prod'ns Inc., 10 George St., Wallingford, Conn. 06492. Tel: (203) 265-0010, 269-4465. Pres.: Thomas J. Cavalier; VP: Edward Read; Sec'y: Andrew Carlton.
Label credits: Atco, Atlantic, Buddah, Cadet, Concept, Kama Sutra, Kayden, Laurie.

C. Trumbo Prod'ns, 6565 Sunset Blvd., Suite 315, Los Angeles, Calif. 90028. Tel: (213) 466-4106. Owner: Cliff Trumbo; Gen. Mgr.: Brodrick Crawford; Prod'r: Dolly Trumbo; Pub., Adv. & Promo Mgr.: Lance Holien.
Label credits: Dot, Liberty, Mercury.

U

U P G (United Prod'rs Group), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-3090. Promo.: Morty Wax Promos.
Label credit: United Artists.

Ulsyra Prod'n, 241 1/2 E. 84 St., New York, N.Y. 10028. Tel: (212) 879-1960. Pres.: Raoul Ronson.
Label credits: ABC, Audio Fidelity, Columbia, Decca, Epic, Karate, Laurie, MGM, Westminster.

Universal Recs. Inc., Sheraton-Lincoln Hotel, Houston, Tex. 77002. Tel: (713) CA 5-0859. Pres.: M. Brock.
Label credit: Scepter.

V

V M E Prod'ns Inc., 54 E. Colorado Blvd., Pasadena, Calif., 91101. Tel: (213) 681-6297. Pres.: Dargin McWhorter; VPs: Allen H. Chevers, Sam Russell McWhorter.
Label credits: Imperial, Tangerine.

V M P Prod'ns, 341 N. Woodland St., Englewood, N.J. 07631. Tel: (201) 567-8353. Owner: Van McCoy.
Label credits: Buddah, Columbia, Epic, Mercury.

Van Pok Rec'g Corp., 101 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-0030. Pres. & A&R: Paul Vance; VP & A&R: Lee Pockriss.
Label credits: Capitol, Columbia, Decca, Kapp, MGM, Mercury, RCA, Roulette, Scepter, United Artists.

Vegas Brothers Prod'ns, 5957 Carlton Way, Hollywood, Calif. 90028. Tel: (213) HO 3-9571. Contact: Pat Vegas.
Label credits: AGC, Axis, Brother, Sundown, Take 6.

Virtue-Stiles Prod'ns, 1618 N. Broad St., Philadelphia, Pa. 19121. Tel: (215) PO 9-9479. Owners: Frank Virtue, John Stiles.
Label credits: ABC, All Brothers, Atlantic, Harthorn, Mercury, Merger, Virtue.

Ed Ver Schure Prod'ns, PO Box 503, 1089 S. Washington Ave., Holland, Mich. 49423. Tel: (616) EX 2-8229, EX 6-8369.
Label credits: Liberty, Sidewalk, Tower, White Whale, World Pacific.

W

W G Rec. Prod'ns PO Box 732, 66 Elmwood Ave., Holyoke, Mass. 01040. Tel: (413) 536-1793. Pres. & A&R Dir.: Walter J. Gonet Jr.; Mktg. & Adv. Dir.: Ronald Pudlo; Promo Dir.: Eugene Guzik.
Label credits: Rex, Tifton.

Ron Wheeler Ent's., PO Box 1900, Gary, Ind. 46409. Tel: (219) 887-7009.
Label credit: Calumet.

White Rock, 401 Wintermantle Ave., Scranton, Pa., 18505. Tel: (717) 343-6718. Owner: Phil Ladd; Partner: Bob Baker.
Label credits: Atlantic, Carlton, Llama.

Whiteway Prod'ns, 101 W. 55 St., Suite 1E, New York, N.Y. 10019. Tel: (212) PL 7-4317. Pres.: Eddie White; Nat'l Promo.: Jack Fine Promos.
Label credits: Audio-Fidelity, Butane, Fine, MGM, Mr. G, RCA, RSVP, Rhapsody.

Tim Whitsett Prod'ns, 4403 Manhattan, Jackson, Miss. 39206. Tel: (601) 982-4971.
Label credits: Ace, Imperial, Musicor, Shout, Vivace.

Wild Prod'ns—Pambar Music, 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) 581-4471. Contact: Mike Verona.
Label credits: Atlantic, Mercury, Pop Side, Shout, Verve.

Kae Williams Music, 3214 W. York St., Philadelphia, Pa. 19132. Tel: (215) BA 3-0766, CH 7-9376.
Label credits: Chess, Ember.

Marty Wilson Prod'ns Inc., 185 West End Ave., New York, N.Y. 10023. Tel: (212) EN 2-9812.

Label credits: Capitol, Columbia, Decca, United Artists, Warner Bros.-Seven Arts.

Ron Wilson Music Prod'ns, 1071 S. Cloverdale Ave., Los Angeles, Calif. 90019. Tel: (213) WE 5-8425.
Label credits: Capitol, Columbia, G'net.

Jimmy Wisner Prod'ns, 888 Eighth Ave., No. 17L, New York, N.Y. 10019. Tel: (212) 765-4680.
Label credits: Bell, Columbia, MGM, Mercury, RCA.

Charles Wright Agency, 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) 827-5023. Mgr. & Prod'r: C.D. Wright.
Label credits: Danrite, Golden/Ebb-Tide, Landmark, Starday, Sunray, Todd, 20th Century-Fox.

Steve Wright Prod'ns, PO Box 626, Tyler, Tex. 75701. Tel: (214) 592-0591.
Label credits: Acto, Dot, Jamie, Thunderball.

Gregg Yale (see listing under "G").

Y

Yellow Bee Prod'n Co., 54 King St., New York, N.Y. 10014. Tel: (212) 673-8131. Pres.: J. Nicholas Perls.
Label credit: Epic.

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Independent Record Producers

Where producer name differs from that of the company for which he produces, the company name follows in parentheses. For complete listing, see Independent Record Production Companies Section.

- Peter Abram (Matrix Rec'g Co.),
 Michael Adrian (Adrian Assocs. Inc.),
 Ellis M. Agee (Sysc Rec. Co.),
 Mark Alan (New Beat Recs. Ltd.),
 Ossie L. Allen (Allen Prod'ns),
 Ray Allen,
 Ron Allen (Mar-Kay Rec. Co.),
 Don Altfeld (Gulf Pacific Inds.),
 Tommy Amato (ABQ Prod'ns Inc.),
 Richard C. & Stephen C. Ames (Ames Prod'ns),
 Neil J. Anderson (Daylight Prod'ns Inc.),
 Anna V. Andrews (Double-Jon Prod'ns),
 Walt Andrus (Gulf Pacific Inds.),
 Lee & Mona Apostoleris (Mona-Lee Recs.),
 Mike Appel (New Beat Recs. Ltd.),
 Mike Apsey (Gil Cabot Ent's. Inc.),
 John M. Ashley (ALA Prod'ns),
 Roger Atkins (Katastrophe Prod'ns),
 Marc J. Aubort,
 David Austin (Austin-Fleming Prod'ns),
 George Avakian,
 Joseph M. Averbach (Fee Bee Music Co.),
 Burt Bacharach (Bluejac Prod'ns),
 Bob Baker (White Rock),
 Bo Barber,
 H. B. Barnum (H B Prod'ns),
 Jeff Barry,
 Len Barry (John Madara Ent's Ltd.),
 Ben Barton (B&K Rec'g Corp.),
 Roger K. Bass (RKB Assocs.),
 Bernie Baum (Madison Hali Prod'ns),
 Tommy Bee,
 Sylvia Bell (Brian Ross Prod'ns),
 Bill Bellman,
 Jack & Charles Benanty (Charlou Prod'ns),
 Maurie Bercof (Brian Ross Prod'ns),
 Norman Bergen (New Rhythm Prod'ns Inc.),
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Cliff & Dolly Trumbo (C. Trumbo Prod'ns).
George Trummetter (Guild Pub'ns of Calif. Inc.).
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Gary Usher (Together Recs.).
Paul Vance (Van Pok Rec'g Corp.).
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David Yeamens (Marullo Prod'ns Inc.).
King Zbornik (Etc. Ltd.).

U. S. RECORD MANUFACTURERS

Continued from page 60

Welburn (see B-W).

Wells-DeSott Recs., 3723 San Rafael Ave., Los Angeles, Calif. 90065. Tel: (213) 221-8513. Owner: Edward G. Wells.

Wertz (see Cool Air).

Wesley Recs. & Music, PO Box 10044, Denver, Colo. 80210. Tel: (303) 777-2787. Owner: W. L. Horning.

Labels: Wesley, Sandy-V, Spin-Out.

West Wind (see Metrobeat).

Westbound Recs., 14344 Fenkell Ave., Detroit, Mich. 48227. Tel: (313) 835-3374. Pres.: Armen Boladian.

Western (see Discotape Int'l).

Westindy (see Island Music).

Westland (see Endeavor).

Westminster (div. of ABC Recs.), 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; VP & Gen. Mgr.: Marty Goldstein; Int'l: Dave Berger.

Labels: Music Guild, Westminster, Whitehall. Tape: See ABC.

Int'l reps: Argentina (Prodisa), Australia (EMI), Bolivia (Discolandia Dueri), Brazil (Som), Canada (Polydor), Central America (Sonido in Nicaragua), Colombia (Fuentes), Denmark (EMI), France (Pathe-Marconi), Germany (Electrola), Greece (Greek Phonograph Rec. House), Hong Kong (EMI), India (Gramophone Co.), Israel (Hed Arzi), Italy (Ri Fi), Japan (King), Lebanon Societe Libanaise du Disque, Mexico (Stereo Jet), Netherlands (Bovema), New Zealand (HMV), Norway (EMI), Singapore (EMI), South Africa (Teal), Spain (Hispanvox), Sweden (EMI), Switzerland (Emiag), UK (EMI), Venezuela (Palacio de la Musica).

Whirlwind (see Tornado).

Whirlybird (see Audio Arts).

Whit (see Jewel).

White Rock Recs., 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd; Mgr.: John Popiawski.

Labels: White Rock, Ladd, Llama. Cassette & open reel: Llama, White Rock—self-mfd.

White Whale Recs., 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2266. Pres.: Ted Feigin; VP: Lee Lasseff; Nat'l Promo.: Edward Biscoe.

Cartridge 8-tr. licensed to Ampex, GRT, ITCC, NAL & RCA.

Cartridge 4-tr. licensed to Ampex, GRT, ITCC & Muntz.

Cassette licensed to Ampex, GRT & NAL. Open reel licensed to Ampex, GRT, ITCC & NAL.

Whitehall (see Westminster & ABC).

Whitemount (see Georden).

Whiz (see Double Shot).

Wild Recs., 633 Massachusetts Ave., Boston, Mass. 02118. Tel: (617) 266-1002. Owner: Fred Le Blanc.

Labels: Bluestown, Silver Cross, Wild.

Wild Bird Songs (see Songs & Sounds of Nature).

Kae Williams Music, 3214 W. York St., Philadelphia, Pa. 19132. Tel: (215) BA 3-0766, CH 7-9376. Pres.: Kae Williams.

Labels: Junior, Kaiser.

Ron Wilson Music Prod'ns, 1071 S. Cloverdale Ave., Los Angeles, Calif. 90019. Tel: (213) 935-8425. Pres. & A&R: Ron Wilson.

Labels: G'net, Dees.

Winchester (see Jim McCoy).

Wind (see Thunder).

Windsor, Bakersfield, Calif. (see Pike).

Windsor Recs., 5530 N. Rosemead Blvd., Temple City, Calif. 91780. Tel: (213) 286-1167. Pres.: Edward H. Lowry.

Wine, 1500 Creedmoor Ave., Pittsburgh, Pa. 15226. Tel: (412) 531-7290. Owner: James Grimes. Labels: Kathy, Wine.

Labels: World Library of Sacred Music, Spire, Taver, WRC.

Word Inc., PO Box 1790, Waco, Tex. 76703. Tel: (817) PR 2-7650. Pres.: Jarrell McCracken; VP: A&R Dir. Word Div.: Kurt Kaiser; VP: A&R Dir. Canaan Div.: Marvin Norcross; Sales Mgr.: William Jelley; Sales & Promo Mgr.: Wayne Philpott; Mktg. Dir.: George Baskin.

Labels: (owned) Canaan, Sacred, Word, Word; (distributed) Summit.

Cartridge 8-tr.: Canaan, Sacred, Word, Summit—self-mfd.

Cassette: Canaan, Sacred, Word—self-mfd.

World Library of Sacred Music, 2145 Central Pkwy., Cincinnati, Ohio 45214. Tel: (513) 421-1090. Pres.: Omer E. Westendorf; Sales Mgr.: John H. Gooman.

Labels: World Library of Sacred Music, Spire, Tribute.

World Pacific (see Liberty/UA).

World Pacific Jazz (see Liberty/UA, World Pacific Div.).

World Wide (see Savoy).

Worthy Recs. Co., 1909 Ave. "K", Brooklyn, N.Y. 11230. Tel: (212) 377-4321. Owner: Gil Snapper.

Labels: Worthy, Ha-Ha, Burundi, Kenya.

X

X-Tone (see Echoic).

X-Tra (see Triode).

X Y Z (see Claridge).

Y

Yazoo Recs. Inc., 54 King St., New York, N.Y. 10014. Tel: (212) 673-8131. Pres.: J. Nicholas Perls.

Yoga Int'l, 18 Wade St., Brighton, Mass. 02135. Tel: (617) 782-6631. Pres.: Yogi Khanna; Sales & Mktg.: Robert Joseph.

Home office: India.

Yolanda (see Lynn's).

Yorkshire (see Belholly).

Yorktown Recs., 347 Litchfield Ave., Babylon, L.I., N.Y. 11702. Tel: (516) 661-9842. Pres.: Suzette Miller; Mgr.: William H. Miller.

Young People's Recs. (see The Franson Corp.).

Yucca Recs., 1706 College, Alamogordo, N.M. 88310. Tel: (505) 437-4491. Owner: Calvin Boles.

Yussels (see Jo-Park).

Z

Zap (see Rebel).

Zapple (see Capitol).

Zaraks (see Lotta).

Zen (see Tyner).

Zerott Recs. Inc., 87-85 Sutphin Blvd., Jamaica, N.Y. 11435. Tel: (212) 297-2237. Pres.: Preston Foster; A&R: Ott Pryer.

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Zip (see Solar).

Zip Code (see Ralph's Radio).

Zodiac, c/o Summit Dists. Inc., 7447 N. Linder Ave., Skokie, Ill. 60076. Tel: (312) 677-1624. Contact: Jack White.

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A

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- A E Publ'g (ASCAP), see Ames.
- A L A Ent's., 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) EL 5-5633. VP & Gen. Mgr.: John M. Ashley.
- Affiliates:** Lawrence Brett Music (BMI), Alan Craig (ASCAP), Perri Nina (BMI).
- A M A Music Co. (ASCAP), 1650 Broadway, Rm. 311, New York, N.Y. 10019. Tel: (212) JU 6-4934. Treas.: Allen B. Jacobs.
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- ATM Music (ASCAP), see Itasca.
- Aalborg Music Co. (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Contact: Philip S. Kurnit.
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- Aberbach (BMI), see Hill & Range Songs.
- Abnak Music Ent's. Inc. (BMI), 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) RI 2-6111. Pres.: John Abdnor Sr. (Licensed through Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128.)
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- Int'l reps.:** Japan (Toshiba), Mexico (Campei). Accent Inc. (SESAC), see Singspiration.
- Acclaim Music Inc. (BMI), see Jim Reeves.
- Accumulated Copyrights Inc. (ASCAP), 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-3504. Pres.: Doug Moody.
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- Acorn Music Corp. (BMI), see TRO.
- Acropolis Publ'ns (BMI), 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.
- Act Three Music Inc. (BMI), see MRC.
- Active Music (ASCAP), 3170 S.W. Eighth St., C 315, Miami, Fla. 33135. Owner: Jack A. Curry.
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- Adkins Music (BMI), 7527 Juler Ave., Cincinnati, Ohio 45243. Tel: (513) 561-7818. Cable: AD-CORECS. Pres.: Jack Adkins.
- Admiration Music Inc. (BMI), see Brunswick.
- Advanced Music Corp. (ASCAP), see Warner Bros.—Seven Arts.
- Affiliated (BMI), see Hill & Range Songs.
- African Plum, c/o Berger & Schultz, 10680 W. Pico Blvd., Los Angeles, Calif. 90064.
- Int'l rep.:** World-wide exclusive of USA & Canada (The Rondor Group in USA).
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- After Music (BMI), see Mike Curb.
- Aguila Publ'g Co. (BMI), 2609 N.W. 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Gen. Mgr.: Bobby Boyd.
- Affiliate:** Knob Hill Publ'g Co. (BMI).
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- Fred Ahlert Music Corp. (ASCAP), 15 E. 48 St., New York, N.Y. 10017. Tel: (212) PL 9-3860. Mgr.: Fred Ahlert.
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- Akbestal Music (BMI), 9255 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8573. Pres.: Leonard Stogel.
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- Int'l firms represented:** Alexis (Germany, UK), Radio Edizioni (Italy).
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- Affiliate:** Low Down Music (BMI).
- Jay Alford Music Co. (BMI), 1808 West End Bldg., Nashville, Tenn. 37203. Tel: (615) 242-0531. Owner: Jay Rainwater.
- Alford Music (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
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- Affiliate:** Capri Music Corp. (BMI).
- Algrove Music Co. (ASCAP), see B&G.
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- Ally Music Inc. (BMI), see Tree.
- Almanac Music Inc. (ASCAP), see TRO.
- Almitra Music Co. Inc. (ASCAP), 1697 Broadway, New York, N.Y. 10019. Tel: (212) 265-6914.
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- Affiliates:** Detrick Bros. Music Co. (BMI), Kendor (SESAC).
- Almo Music Corp. (ASCAP), see The Rondor Group.
- Alob Music (BMI), see Trident.
- Aloha, see Burdge.
- Alouette Music Publ'g Co. (BMI), 7506 Romaine St., Los Angeles, Calif. 90046. Tel: (213) 876-2231. Owner: Ilene Landy.
- Alouette Prod'ns Inc., 1650 Broadway, Rm. 1002, New York, N.Y. 10019. Tel: (212) 246-7134. Pres.: Kelli Ross; Gen. Prof. Mgr.: Art Wayne.
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- Alpane Music Co. Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
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- Alpep Music Inc. (ASCAP), see Hut.
- Alpha Film Music (BMI), 501 Madison Ave., New York, N.Y. 10022. Tel: (212) PL 3-3234. Pres.: Louis Nurko; VP: A. Vander Molen.
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- Int'l firms represented:** Bosworth & Co. Ltd. (UK).
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- Altaview Music Co. (BMI), 3815 Main St., College Park, Ga. 30037. Tel: (404) 766-3641. Pres.: James F. Brannon Jr.
- Alvera Publ'g Co. (BMI), PO Box 9304, Tulsa, Okla. 74107. Tel: (918) 747-4910. Pres. & Gen. Mgr.: Al Clauser; Gen. Prof. Mgr.: Vera Clauser.
- Amalthea Ent's. Ltd. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- American Academy of Music Inc. (ASCAP), see Mills.
- American Composers Alliance—ACA (BMI), 170 W. 74 St., New York, N.Y. 10023. Tel: (212) TR 3-1250. Pres.: Hall Overton; Exec. Dir.: Carl Sigmon.
- Affiliate:** Composers Facsimile Edition (BMI).
- American-Hawaiian Music, see Burdge.
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- Home office:** Canada.
- Affiliates:** Edward Arthur Music Publ'g Corp. (BMI), Berkshire Music Inc. (BMI), Broadway Music Corp. (ASCAP), Drury Lane Music Corp. (BMI), Edwards Music Co. Inc. (ASCAP), Glenbrook Music Corp. (ASCAP), Jay Boy Music Corp. (BMI), Edward Kassner Music Co. Inc. (ASCAP), Kingsley Music Corp. (ASCAP), Kryder Music Corp. (BMI), Marian Music Corp. (ASCAP), Myers Music Inc. (ASCAP), Piccadilly Music Corp. (BMI), Pinelawn Music Publ'g Co. Inc. (BMI), Rush Music Corp. (BMI), Saxon Music Corp. (BMI), Peter Schaeffers Music Corp. (BMI), Select Music Inc. (ASCAP), Sid-Lee Music Corp. (BMI), Larry Spier (Canada) Ltd., Syndicate Music Inc. (ASCAP), Tideland Music Publ'g Corp. (BMI), Town & Country Music Inc. (BMI), Tray Music Corp. (ASCAP), David Wilkes Music Corp. (BMI).
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- American Music Award Series—Sigma Alpha Iota (BMI), see C.F. Peters.
- American Music Publ'g Co. (ASCAP), 816 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-4119. Pres.: Bobby Gregory.
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Ampar Music Corp. (BMI), see Pamco.

Ampco Music Inc. (ASCAP), see Pamco.

Amphora Music Corp. (BMI), 1727 Division St., Davenport, Iowa 52804. Pres.: Frank L. Engel.

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Ananga-Ranga Music Corp. (BMI), see Budd.

Anatole Music Inc. (BMI), see Premier.

And Music Co. Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Andalusian Music Co. Inc. (ASCAP), see Alouette Prodn's.

Andover Music Inc. (ASCAP), see TRO.

Andrade Publ'g Co. (BMI), 12606 Carlsbad, Houston, Tex. 77045. Pres.: Daniel Andrade.

Andrew Music Corp. (ASCAP), see Frank.

Anex Music Co. (BMI), 210 Gordon St., Jackson, Tenn. 38301. Tel: (901) 427-7301. Gen. Mgr.: Rayburn Anthony.

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Johnny Angle Publ'g (BMI), 2224 Belvedere Dr., Jackson, Miss. 39204. Tel: (601) 354-3062. Pres.: Johnny Angle.

Anglo-American-Anzac, see Burdge.

Anim (BMI), see A. Schroeder.

Anita Music Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

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Antrim (BMI), 2707 Midway Dr., Santa Rosa, Calif. 95405. Tel: (707) 542-0177. Mgr.: Janice Brainard.

Home office: Canada.

Apex Music Corp. (BMI), 2775 Lantz Ave., San Jose, Calif. 95124. Tel: (408) 252-1580, 377-1237. Pres.: E.F. Moss; VP: V.E. Moss.

Branches: Eau Gallie, Fla., 4290 Sherwood Blvd. Zip: 32935. Gen. Mgr.: H.P. Moss—Williamsville, N.Y., 32 Cranburne Ln. Zip: 14221. Gen. Mgr.: E.R. Moss.

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Apogee Press Inc. (ASCAP), see World Library Publ'ns.

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Apple Music Publ'g Co. Inc. (ASCAP), see ABKCO.

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Arcola Music Inc. (BMI), see Cromia.

Argee Ent's. Inc. (BMI), PO Box 633, North Miami, Fla. 33161. Pres.: Ronald G. Deeb.

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Aries Music Corp. (ASCAP), 509 Madison Ave., Suite 812, New York, N.Y. 10022. Tel: (212) 421-8735. Pres.: Morf Landsberg; VP: P. Fairbanks.

Ariston Music Inc. (BMI), see Morro.

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Arko Music Corp. (ASCAP), see Edwin H. Morris.

Arnold Jay Music (ASCAP), 300 W. 57 St., Suite 6 C, New York, N.Y. 10019. Tel: (212) 765-1941. Pres.: Arnold J. Capitanelli Jr.; Gen. Mgr.: Robert O'Connor; Gen. Prof. Mgr.: Jacqueline Capitanelli.

Arrow Music Press (ASCAP), see Boosy & Hawkes.

Arsak Music (BMI), PO Box 1293, Amarillo, Tex. 79105. Tel: (806) 352-8540. Pres.: Al Rogers.

Art-Audio Publ'g Co. (BMI), 9706 Cameron St., Detroit, Mich. 48211. Tel: (313) TO 8-6939, TW 3-3657. Gen. Mgr.: Gabriel Leigh.

Artal Music (ASCAP), see Catalogue.

Artemis Music (ASCAP), 8721 Sunset Blvd., Suite 201, Los Angeles, Calif. 90069. Tel: (213) 657-2024. Partner: Arnold Mills.

Edward Arthur Music Publ'g Corp. (BMI), see American Metropolitan.

Articulate Music Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Artists (ASCAP), see Daywin.

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Ashland Music Corp. (BMI), see MCA.

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Int'l reps.: UK (Ashley, Fields).

Asset Music Corp. (ASCAP), see Eden.

Associated Music Publ'rs Inc. (BMI), 609 Fifth Ave., New York, N.Y. 10017. Tel: (212) 752-3800. Gen. Mgr.: Benjamin V. Grasso.

Affiliate: Schroeder & Gunther (BMI).

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Avalon Music Publ'g Co. (SESAC), see Stirling.

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Avariš Music Co. (ASCAP), see A. Schroeder.

Avco Embassy Music Publ'g Inc. (ASCAP), (temporary address) 1619 Broadway; (new address) 1301 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 956-5000. Cable: EMBAPIC. VPs: Hugo Peretti, Luigi Creatore.

Branch: Beverly Hills, Calif., 1901 Ave. of the Stars, Zip: 90067. Tel: (213) 879-9600.

Affiliates: Atrium Music Corp. (ASCAP), Avemb Songs Inc. (BMI), Favorite Music Inc. (ASCAP), H&L Music Corp. (BMI), Next Day Music Corp. (ASCAP), United Music Corp. (ASCAP).

Avemb Songs Inc. (BMI), see Avco Embassy.

Aventine Music Publ'g (BMI), see Ames.

Ayee & Bee Music Publ'g Co. (BMI), S.E. corner 30 & Thompson Sts., Philadelphia, Pa. 19104. Tel: (215) PO 5-4300. Pres.: Albert Melnick; Gen. Mgr.: Carl Helm; Gen. Prof. Mgr.: Saul Melnick & Varnel Johnson.

Azevedo Music (BMI), 4515 Carpenter Ave., North Hollywood, Calif. 91607. Tel: (213) 985-0010. Pres.: Alexis K. de Azevedo.

Affiliate: Carpenter Music (BMI).

Azinda Publ'ns (BMI), 230 Peachtree St. N.W., 1800 Peachtree Ctr. Bldg., Atlanta, Ga. 30303. Tel: (404) 525-5757. Pres.: W. E. Lovett Jr.

B

B & B Music Co. (BMI), PO Box 7816, Detroit, Mich. 48207. Tel: (313) 832-3539. Pres.: John F. Frye.

Affiliate: Hob Music Co. (BMI).

Int'l firms represented: Bolero (Italy), Florida (UK), Publumusic (Italy).

B & G Music Co. (BMI), 664 Schuykill Ave., Reading, Pa. 19601. Tel: (215) 777-9614. Pres.: Grover A. Barbour.

Branch: Texas City, Tex., 7422 Meadow Lark Ln. Zip: 77590. Tel: (713) WE 5-3728. Gen. Mgr.: Lloyd Reynaud.

Affiliate: Algrove Music Co. (ASCAP).

B L & H Music Corp. (ASCAP), see H. B. Webman.

B N P Music Publ'g Co. (ASCAP), see Four Star TV.

B R C (BMI), see M.C.A.

B-W Music Inc. (BMI), PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Pres. & Gen. Mgr.: Quentin W. Welty.

Affiliate: WelDee Music Co. (BMI).

Baby Monica Music Inc. (BMI), see Viva.

Bacardi Publ'ns (ASCAP), see Ford.

Bacchanalia Music Co. (BMI), PO Box 3201, Oak Ridge, Tenn. 37830. Tel: (615) 483-0701. Pres.: Kit Haaland.

Bach Music (ASCAP), see Bourne.

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01754. Tel: (617) 897-7359
Pres. Louis Gasella; Paul
Barnell, Gen. Mgr. Licensed
through Meitus Copyright
Mgmt., 10 E. 44 St.,
New York, N.Y.

Back Bay Music (BMI), 63 Main St., Maynard, Mass. 01754. Tel: (617) 897-7359. Pres.: Louis Gasella; Gen. Mgr.: Robert B. Rowley; Gen. Prof. Mgr.: George G. Donald. (Licensed through Meitus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin'r: Lenny Mietus.)

Back Porch Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Back Shelf Publ'g Co. (BMI), PO Box 362, Pasadena, Tex. 77501. Tel: (713) GR 3-2935. Owner: C. L. Milburn.

Bacone & Sons Music (BMI), 2600 N. Corlies St., Philadelphia, Pa. 19132. Tel: (215) BA 5-0661. Pres.: Robert Bacone; VP: Liz Bacone.

Affiliate: Hot Breeze (BMI).

Bag Music Inc. (BMI), see ABKCO.

Bag of Tunes Inc. (BMI), c/o R. M. Shelton, 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) 782-9035. Sec'y: Richard M. Shelton.

Bainbridge Music (BMI), see Jerden.

Bakersfield Music Ent's. (BMI), 1223 N. Chester Ave., Bakersfield, Calif. 93308. Tel: (805) 399-1674. Pres.: Norman Hamlet; VP: Mack Wilson.

Bald Mountain Music Inc. (ASCAP), see New Life.

Bamboo Music Inc. (BMI), 6464 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-2161. Pres.: Herb Newman.

Affiliate: Pattern Music Inc. (ASCAP).

Int'l rep: UK (Saharet Music Ltd.).

Band Box Music Publ'g Co. (BMI), 5136 W. 41 Ave., Denver, Colo. 80212. Tel: (303) 455-4118. Pres.: Vicky Morosan.

Bandbox Music (BMI), PO Box 2384, Hollywood, Calif. 90028. Tel: (213) 462-3311. Prof. Mgr.: Richard Holiday.

Bandito Music Inc. (BMI), see Big Seven.

Banff (BMI), see Jaspur.

Banks Music Co. (BMI), 1920 Chestnut St., Philadelphia, Pa. 19103. Tel: (215) LO 4-1353. Pres.: Nat Segal.

Affiliate: Park Towne Music Co. (BMI).

Barber-Picone Music Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Barbro Music Co. (ASCAP), see Mured.

Barclay Music Corp. (ASCAP), see Shapiro, Bernstein, Barclay, see Burdge.

Barcone Music Co. Inc. (BMI), c/o Copyright Serv. Bureau Ltd. 221 W. 57 St., New York, N.Y. 10019. Tel: JU 2-5030/1188. Agent: Walter Hofer.

Barjon Ent's. (BMI), see A. Schroeder.

Barjona Music Publ'rs (BMI), 77 Lafayette Ave., Brooklyn, N.Y. 11217. Tel: (212) 522-6522. Contact: Ike Wilbur Delemus.

Barmour Music Co. (BMI), see Pickwick Int'l.

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Barnegat Music Corp. (BMI), see Morro.

C. L. Barnhouse Co. (SESAC), 110 B Ave., Oskaloosa, Iowa. Tel: (515) 673-7601. Mgrs.: Charles & Robert Barnhouse.

Barracks 9 Music Inc. (BMI), PO Box 989, Radio City Sta., New York, N.Y. 10019. Tel: (212) 249-0920. Pres.: Rod McBrien; Gen. Mgr.: John Giametta.

Guy Barry Ents. Inc. (ASCAP), 92 Columbia Ave., Cedarhurst, L.I., N.Y. 11516. Tel: (516) 239-8227.

Bartholomew Prod'g & Publ'g Inc. (BMI), 417 NBC Bldg., New Orleans, La. 70112. Tel: (504) 524-5736. Pres.: Dave Bartholomew; Gen. Mgr.: Charles A. Levy Jr.

Earl Barton Music Inc. (BMI), Radio-TV Bldg., Springfield, Mo. Tel: (417) UN 2-4422. Pres. & Gen. Mgr.: Si Siman; Gen. Prof. Mgr.: Wayne Carson. (Licensed through Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.)

Affiliated firm: Table Rock Music Inc. (BMI).

Barton Music Corp. (ASCAP), 116 Central Park South, Suite 3B, New York, N.Y. 10019. Tel: (212) JU 2-2205. Pres.: Henry W. Sanicola; Gen. Prof. Mgr.: Sol Parker.

Branch: Los Angeles, Calif., 9220 Sunset Blvd. Zip: 90069.

Affiliates: Ding Dong Music Corp. (BMI), Maraville Music Corp. (ASCAP), Midwood Music Corp. (BMI), Ritchie Music Co. Inc. (ASCAP), Saga Music Corp. (ASCAP), San Dino Music Corp. (ASCAP), Sands Music Corp. (ASCAP), Sinatra Songs (ASCAP), Stanwood Music Corp. (ASCAP).

Diane Basie Music Corp. (ASCAP), see Big Seven.

Bay City Music, div. of Caravelle (BMI), 400 York Rd., Baltimore, Md. 21204. Tel: (301) 828-7844. Pres.: Milton A. Dugger Jr.

Bayberry Music Inc. (BMI), 150 W. 55 St., Suite 5B, New York, N.Y. 10019. Tel: (212) PL 7-2555. Pres.: Richard Wolfe.

Bayou State (BMI), see Starday.

Bear-Paw Music (BMI), 3927 Annapolis Rd., Baltimore, Md. 21227. Tel: (301) 636-4900.

Beasley & Barker Music Publ'ns (BMI), PO Box 48, Pensacola, Fla. 32502. Tel: (615) 432-6773. Pres.: L. Beasley.

N. S. Beaujolais Music Inc. (ASCAP), see United Artists.

Beauregard Music Co. (BMI), 232 N. Broadway, Shawnee, Okla. 74801. Tel: (405) 275-0039. Pres.: Tommy Nelson.

Beaver Music Publ'g Corp. (ASCAP), see H. B. Webman.

Beckie Publ'g Co. Inc. (BMI), 1350 Commerce Title Bldg., Memphis, Tenn. 38103. Tel: (901) JA 5-1671. VP & Gen. Counsel: Harold C. Streibich.

Bee Cool Publ'g Co. (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) PO 5-0300. Pres.: Gilda Woods.

Affiliate: Jamie Music Publ'g Co. (BMI).

Tommy Bee Music Inc. (BMI), see Stinger.

Beechmont Music Corp. (BMI), see H. B. Webman.

Beechwood Music Corp. (BMI), 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. VP & Gen. Mgr.: Samuel Trout.

Branches: New York, N.Y., 1650 Broadway. Zip: 10019. Tel: (212) 247-1455. Gen. Prof. Mgr.: Eddie Lambert—Nashville, Tenn., 1014 17 Ave. S. Zip: 37212. Tel: (615) 244-2789. Gen. Prof. Mgr.: Buddy Mize.

Affiliates: Airefield Music Corp. (BMI), Bornwin Ents. (BMI), Bradshaw Music (BMI), Capitol Music (ASCAP), Central Songs (BMI), Century Songs Inc. (BMI), Devere Music Corp. (ASCAP), Freeway Music Corp. (BMI), Johnstone-Monteil Inc. (BMI), Opal Music Corp. (BMI), Return Music Corp. (BMI), Snyder Music Corp. (ASCAP), Vanguard Songs (BMI).

BeeKman Music Inc. (ASCAP), see Theodore Presser.

Before Music (BMI), see Mike Curb.

Bell Boy Music (BMI), 4905 Parkside Ave., Philadelphia, Pa. 19131. Tel: (215) KI 5-9959. Pres.: Thom Bell; Gen. Mgr.: L. Randolph Bell; Gen. Prof. Mgr.: Earl Shelton.

Branch: Philadelphia, Pa., 285 S. 52 St. Zip: 19139. Tel: (215) SH 8-1601. Gen. Prof. Mgr.: Earl Shelton.

Bella Godiva (ASCAP), see A. Schroeder.

Beltan Music Inc. (ASCAP), see Vector.

Belwin Inc. (ASCAP), 250 Maple Ave., Rockville Centre, L.I., N.Y. 11571. Tel: (516) 766-6700. Pres.: Martin Winkler.

Ben-Brow Music (BMI), PO Box 5702, 1240-C Heidt St., Columbia, S.C. 29205. Tel: (803) 252-0138. Pres.: Bennie Brown Jr.; Gen. Mgr.: Richard Barnett.

Branch: Orangeburg, S.C., 1831 Russell St. N.E. 4C. Zip: 10013. Tel: (212) 674-6300. Gen. Mgr.: Elasee P. Brown.

Ben-Lee Music (BMI), 119 Somerset St., Trenton, N.J. 08638. Tel: (609) 883-2931. Cable: rASA PROD'NS. Pres.: Jerry Billups; Gen. Mgr.: Frank Billups Jr.; Gen. Prof. Mgr.: Mary-Ann Todd.

Branch: New York, N.Y., 476 Broadway, Suite 4C. Zip: 10013. Tel: (212) 674-6300. Gen. Mgr.: J. D. Jefferson; Gen. Prof. Mgr.: Clair Howard.

Ben-San Music (BMI), 542 W. 142 St., Suite 5, New York, N.Y. Tel: (212) 234-8820. Pres.: Donny Stokes.

Bendig Music Corp. (BMI), see Fermata Int'l Melodies.

Benell Music Corp. (BMI), see Jubilate.

Bengal Tunes Music Co. Inc. (BMI), PO Box 14773, Baton Rouge, La. 70808. Tel: (504) 344-0514. Pres. & Gen. Mgr.: Lynwood R. Ourso Jr.; Gen. Prof. Mgr.: John Fred.

Bengrad Ents. Inc. (BMI), c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Pres.: Ben Tucker; Admin'gr.: Lenny Mietus.

Affiliate: Tucktate Music Co. (ASCAP).

Bennie Benjamin Music Inc. (ASCAP), see Hill & Range Songs.

John T. Benson Publ'g Co. (ASCAP), 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; Gen. Mgr.: Bob Benson.

Affiliate: Heart Warming Music Co. (BMI).

Bentley Music Co. (BMI), Box 1170, 503 W. Franklin St., Chapel Hill, N.C. Tel: (919) 967-7040. Mgr.: Orville B. Campbell.

Berdoo Music (BMI), 781 W. 20 St., San Bernardino, Calif. 92405. Tel: (714) 883-9209. Pres.: George E. Clements.

Beresford Music Inc. (BMI), see Damila.

Bergstrom Music Ltd. (ASCAP), c/o Publishers Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Contact: Philip S. Kurnit.

Berkshire Music Inc. (BMI), see American Metropolitan.

Irving Berlin Music Corp. (ASCAP), 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) CI 7-4200.

Berna Music Co. (BMI), 215 S. La Cienega Blvd., Suite 202, Beverly Hills, Calif. 90012.

Int'l rep.: World-wide exclusive of USA & Canada (The Rondor Group in USA).

Bernettia Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Bernice Music Inc. (BMI), see Prancer.

Dave Bernie Music Co. (ASCAP), see Gordon.

M. Bernstein Music Publ'g Co. (ASCAP), 60 S. Glencoe St., Denver, Colo. 80222. Tel: (303) 355-4535. Owner: Morey Bernstein.

Bertram Music Publ'g Co. (BMI), 6217 S. Knoll Dr., Minneapolis, Minn. 55346.

Int'l rep.: World-wide exclusive of USA & Canada (The Rondor Group in USA).

Besson (ASCAP), see Boosey & Hawkes.

Betalbin Publ'g Corp. (BMI), see ABKCO.

Better Choirs (SESAC), see Singpiration.

Bevalex Music Publ'rs (BMI), 1781 Union St., Brooklyn, N.Y. 11213. Tel: (212) 771-6985. Pres.: Harold Mabern.

Bevill Music Co. (BMI), 8721 Sunset Blvd., Suite 201, Los Angeles, Calif. 90069. Tel: (213) 657-2024. Partner: Arnold Mills.

*Bevis Publ'g Co. (BMI), 3614 Jackson Hwy., Sheffield, Ala. 35660. Tel: (205) 381-2060. Owner: Fred Bevis.

Bexhill Music Corp. (ASCAP), see Butterfield.

Bibo Music Publ'rs Inc. (ASCAP), 2444 Wilshire Blvd., Santa Monica, Calif. 90403. Tel: (213) UF 0-7076. Pres.: Lawrence Welk; VP & Gen. Prof. Mgr.: Paul Weirick.

Branch: New York, N.Y., 1619 Broadway. Zip: 10019. Tel: (212) LT 1-3197. Gen. Prof. Mgr.: Frank Abramson.

Affiliates: Champagne Music Corp. (ASCAP), Vogue Music Inc. (BMI), Harry Von Tiltzer Music Publ'g Co. (ASCAP). (SEE ADVERTISEMENT)

Bico Music (BMI), 28459 Groveland St., Roseville, Mich. 48066. Tel: (313) PR 6-1455. Pres.: William Henry Bryan; Gen. Mgr.: Mrs. Eleanor Adkins; Gen. Prof. Mgr.: William Coad.

Big Billy Music Co. (BMI), 171 Reynolds, Orange, N.J. 07050. Tel: (201) 675-1766. Pres.: W.S. Cook.

Branch: New York, N.Y., 48 W. 48 St., Rm. 705. Zip: 10020.

Big Bopper Music Co. (BMI), see Tracie.

Big Bucks Music (BMI), 8733 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 652-7290. Pres. & Gen. Prof. Mgr.: Hy Mizrahi.

Affiliate: Miz Music (ASCAP).

Big Drum Music (BMI), see T & D.

Big Five Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Big Hawk Music Inc. (BMI), see The Reservation.

Big Seven Music Corp. (BMI), 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 582-4267. Cable: ROULRE. Pres.: Morris Levy; Gen. Prof. Mgr.: Neil Gilligan.

Int'l branches: Australia (Planetary-Nom), Germany (Musikverlag Planetary), Mexico (Planetary-Nom), South Africa (Planetary-Nom), UK (Planetary-Nom).

Affiliates: Bandito Music Inc. (BMI), Diane Basie Music Corp. (ASCAP), Bikini Music Publ'g Corp. (ASCAP), Brantson Music Inc. (BMI), CB Music Inc. (BMI), Cordon Music Corp. (BMI), Country Gentlemen Music Inc. (BMI), Cudda Pane (BMI), Dofno (BMI), Figure Music Inc. (BMI), Frost Music Corp. (BMI), Grollacia Ents. (BMI), Gyvus Music Corp. (ASCAP), Jamf (BMI), Linda's World Music Corp. (BMI), Little Dipper Music Corp. (BMI), Lovable Music Corp. (BMI), John D. MacArthur Music Publ'g Co. (BMI), Me

N-U Music (BMI), Nom Music Inc. (BMI), Patricia Music Publ'g Co. (BMI), Planetary Music Publ'g Corp. (ASCAP), Pure Soul Music Corp. (BMI), Rabbit's Foot Music Corp. (BMI), Sanada Music Corp. (BMI), Sandra Music Corp. (ASCAP), Snapper Music Inc. (BMI), Todo Bien Music Corp. (BMI).

Int'l reps.: Argentina (Fermata), Belgium (Vogue), Brazil (Fermata), Denmark (Sonora), Finland (Sonora), France (Vogue), Italy (Star), Japan (Mrs. G.T. Folster & Assocs.), Luxembourg (Basart), Netherlands (Basart), Norway (Sonora), Portugal (Canciones del Mundo), Spain (Canciones del Mundo), Sweden (Sonora), Venezuela (Palacio de la Musica).

Big Shot Music Inc. (ASCAP), 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3471. Pres.: Joseph Hooven; Gen. Mgr.: Cherie Hoffman.

Affiliates: Circle Seven Music Co. (BMI), HWS Music Co. (ASCAP), Hot Shot (BMI).

The Big 3 (ASCAP), 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 262-3131. Cable: ROB MUSIC, FEISTEL, MILLER MUSIC, VP & Gen. Mgr.: Seymour H. Lesser; Gen. Prof. Mgr.: Wallace Schuster.

Branch: Hollywood, Calif., 1777 N. Vine St. Zip: 90028. Tel: (213) HO 9-5374.

Affiliates: Leo Feist Inc. (ASCAP), Hastings Music Co. (BMI), Miller Music Corp. (ASCAP), Robbins Music Corp. (ASCAP).

Int'l firms represented: Curci (Italy), B. Feldman (UK), Francis, Day & Hunter (UK), Hans Gerig (Germany), Reuter & Reuter (Sweden), Gordon V. Thompson (Canada).

Int'l reps.: Australia (J. Albert), Austria (Weltmusik), Belgium (Francis-Day), France (France-Melodie), Germany (Sidemton), Italy (Curci), Japan (Eastern), Mexico (Grever), Netherlands (Trident), Philippines (Suarez), Scandinavia (Reuter & Reuter), Spain (Canciones del Mundo), Switzerland (Sidem), UK (B. Feldman; Francis, Day & Hunter; Robbins). (SEE ADVERTISEMENT)

Big Wedge Publ'rs (ASCAP), 30 Newton Ave., Woodbury, N.J. 08096. Tel: (609) 848-2444. Pres.: Ralph Johnson; Gen. Mgr.: J. Smallwood.

Bigareff Music Inc. (BMI), see TRO.

Carrie Biggs Music (BMI), 61 W. Third St., Xenia, Ohio 54385. Tel: (513) 372-5427. Gen. Mgr.: Rev. E.R. Biggs; Gen. Prof. Mgr.: Carrie Biggs.

Bigtop Recs. Inc. (BMI), see Hill & Range Songs.

Bikini Music Publ'g Corp. (ASCAP), see Big Seven.

BiDo Music Inc. (BMI), 410 W. 115 St., New York, N.Y. 10025. Tel: (212) 749-4807. Pres.: Bill Downs; Gen. Mgr.: Lou Dulfon; Gen. Prof. Mgr.: John Taylor.

Int'l reps.: Germany (Minerva), UK (Deep Soul).

Birdees Music Corp. (ASCAP), see Famous Music.

Bird's Eye Music Publ'g Co. (BMI), see United Int'l Copyright Reps.

Birthead Music Inc. (BMI), 509 Madison Ave., Suite 812, New York, N.Y. 10022. Tel: (212) 421-4540. Pres.: Phyllis Fairbanks; VP: Chet Gierlach; Mgr.: V. Melville.

Bison Music Publ'g Co. Inc. (BMI), 312 Pennsylvania Ave., Buffalo, N.Y. 14201. Tel: (716) 885-9503. Pres.: Don S. Angelo.

Bizarre Music (BMI), see Third Story.

Black Gold Publ'g Co. Inc. (BMI), PO Box 8033, Hollywood Sta., 605 Chelsea, Memphis, Tenn. 38108. Tel: (901) 523-1190. Pres.: Judd F. Wood.

Blackboard Music Co. (BMI), see Window.

Blackwood Music Inc. (BMI), 1650 Broadway, Suite 201, New York, N.Y. 10019. Tel: (212) LT 1-9690. VP & Gen. Mgr.: Neil Anderson; Gen. Prof. Mgr.: Tony Orlando.

Branches: Hollywood, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 466-1626. Prof. Mgr.: Al Kasha—Nashville, Tenn., 806 17 Ave. S. Zip: 37203. Tel: (615) 244-1225. Prof. Mgr.: Jack Grady.

Affiliate: April Music Inc. (ASCAP). (SEE ADVERTISEMENT)

Jerry Blaine Music Co. (BMI), see Jubilate.

Blazon (BMI), PO Box 35, Nashville, Tenn. 27302. Tel: (615) 244-6679. Owner: Zeke Clements.

Blendingwell Music Inc. (ASCAP), c/o Publ'rs Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Contact: Philip S. Kurnit.

Bleu Disque Music Co. Inc. (ASCAP), 146 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-0911. Pres.: Seymour Stein; VP: Richard Gottehrer; Gen. Prof. Mgr.: Barton Friedman.

Int'l branch: England.

Affiliate: Geordie Music (ASCAP)—with Jean Ritchie.

Int'l reps.: Australia (Castle), Austria (Accord in Germany), Benelux (World in Belgium), Central America (April-Blackwood in USA), Denmark (Imudico), Finland (Scandia), France (Pathe-Marconi), Germany (Accord), Greece (Arion), Hong Kong (Pathe), India (Gramophone), Israel (Subar), Italy (Sugar), Malaysia (Pathe Far East in Hong Kong), New Zealand (Belcas), Norway (Imudico in Denmark), Portugal (Ego Musicale in Spain), Singapore (Pathe Far East in Hong Kong), South Africa (Ardmore & Beechwood), South America (April-Blackwood in USA), Spain (Ego Musicale), Sweden (Odeon), Switzerland (Accord in Germany), UK (Ardmore & Beechwood).

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The Sweetest Thing This Side Of Heaven
Sweet Cream Ladies, Forward March
Step Out Of Your Mind
I Was A Boy (When You Needed A Man)
Hawaii Five-O
Country Girl—City Man
You're All Around Me
Any Way That You Want Me
Try It
Angel Of The Morning
Breakfast In Bed
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- Blockbuster Music Inc. (BMI), see Jamie.
- Ben Bloom Music Corp. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) CI 6-4872. Pres.: Ben Bloom; Treas.: Adriane Bloom.
- Bloor Music Publ'g (BMI), see Lansdowne.
- Blue Angel Publ'g Co. (BMI), 4914 Wellsworth Ave., Louisville, Ky. 40216. Tel: (502) 447-0670. Pres.: Wesley Daugherty; Gen. Mgr.: Patricia Daugherty.
- Blue Book Music (BMI), 403 Chester, Bakersfield, Calif. 93301. Tel: (805) 323-8311. Owner: Buck Owens; Gen. Mgr.: Dorothy Owens. **Affiliate:** Hitway (BMI).
- Blue Chip Music Inc. (BMI), see Very Important.
- Blue Crest Music Inc. (BMI), PO Box 162, Madison, Tenn. 37115. Tel: (615) 865-1445. Pres.: Ray R. Baker.
- Blue Echo Music Inc. (BMI), PO Box 1223, 1906 South St., Suite 102, Nashville, Tenn. 37202. Pres.: Ray Griff; VP: Carla Scarborough.
- Blue Horizon Music Inc. (BMI), see Metric.
- Blue Magic Music Inc. (ASCAP), see Commonwealth United.
- Blue Port (BMI), see Jonvis.
- Blue River Music Inc. (BMI), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 463-7661. Pres.: Harry Bluestone. **Affiliate:** Sheriton Music Publ'g Co. (ASCAP).
- Blue Seas Music Inc. (ASCAP), see Fred Ahlert.
- The Blueboy Music Publ'g Co. Inc. (ASCAP), Box 46, Shamrock Ct., Alda, Neb. 68810. Pres. & Gen. Prof. Mgr.: Bob Petersen. **Branch: Colfax, Ill., 103 E. Cooper St. Zip: 61728. Tel: (309) 723-3979. Gen. Mgr.: Charles W. Nelson.**
- Bob-Cor Music Inc. (BMI), 528 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 527-2546. Pres.: Eddie Mascari; Gen. Mgr.: Erwin Wenzlaff. **Affiliate:** Hinky Dink Music Co. (ASCAP).
- Bobob Music Corp. (ASCAP), see Claridge.
- Bobrich Music Inc. (BMI), see Ashley.
- Bobwhite Music (BMI), see Leeway.
- Bogat Music Corp. (ASCAP), see Bourne.
- Boldex Ent's. Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Bomac Publ'g Co. (BMI), div. of Mississippi Artist Corp., PO Box 10992, Jackson, Miss. 39209. Tel: (601) 362-9482, 352-4923. (Administered by Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer).
- Bonatemp Publ'g Co. (BMI), 2117 Orleans Ave., New Orleans, La. 70116. Tel: (504) 524-7428/9. Pres.: Clinton Scott.
- Bondola Inc. (BMI), see Chappell.
- Bonjour Music Inc. (ASCAP), see Alouette Prod'ns.
- Bonnyview Music Corp. (ASCAP), see Drive-In.
- Boo-ga-loo Music (BMI), c/o Jerry Murray, 5004 West End, Apt. 49, Chicago, Ill. 60644. Tel: (312) 261-3391. Pres.: Jerry J. Murray; Gen. Mgr.: Geno Sledge; Gen. Prof. Mgr.: Thomas Hosia. **Affiliate:** Loveland Music (BMI).
- Boom Music (BMI), 9350 Wilshire Blvd., Suite 303, Beverly Hills, Calif. 90212. Tel: (213) 274-7278. Gen. Mgr.: Paul Revere.
- Boomerang Music Co. (BMI), see S & R.
- Boosey & Co. (ASCAP), see Boosey & Hawkes.
- Boosey & Hawkes Inc. (ASCAP), 30 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-3332. Cable: Sonorous. Gen. Mgr.: W. Stuart Pope. **Home office:** UK. **Int'l branches:** Australia, Canada, France, Germany, South Africa, Sweden. **Boosey & Hawkes Group:** Arrow Music Press, Besson, Boosey & Co. Cavendish, Cos Cob, Editions Gufheil, Editions Koussevitzky, Editions Russe, Enoch & Sons (N.Y.), Hawkes & Sons, J. R. LaFleur, Rudall Carte, Winthrop Rogers (all ASCAP). **Int'l firms represented:** Artia (Czechoslovakia), Barry (Argentina), Carisch (Italy), Editions Beliaeff (France, Germany), Gehrman's (Sweden), IMI-Israel Music Institute (Israel), Kultura Hungary). **Int'l reps:** Argentina (Barry), Austria (Theater-Verlag Eirich), Denmark (Wilhelm Hansen), Holland (Albersen), Italy (Carisch), Japan (Academia Music, Nippon Gakkai), Norway (Norsk Musikforlag), Spain (Vidal Limona y Boceta), Sweden (Carl Gehrman's).
- Bora Bora Music, see TRO-Nashville.
- Border State (BMI), see TRO-Nashville.
- Bornwin Ent's. (BMI), see Beechwood.
- Borscht Music Inc. (BMI), see Very Important.
- Boston Music Co. (ASCAP), 116 Boylston St., Boston, Mass. 02116. Tel: (617) 426-5100. Cable: BOSMU. VP: Warren W. Morris. **Int'l reps:** Australia (Alliens), UK (Chappell).
- Bourne Co. (ASCAP), 136 W. 52 St., New York, N.Y. 10019. Tel: (212) CI 7-5500. Cable: BOURNEMUS. Pres.: Mrs. Mary M. Bourne; Gen. Prof. Mgr.: Bernie Scherer. **Branch: Hollywood, Calif., 6362 Hollywood Blvd. Zip: 90028. Tel: (213) 469-5101. Gen. Mgr.: Jack Perrin.** **Int'l branches:** France (Bourne-France), UK (Bourne Music Ltd.).
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- Bourne-Filmusic Inc. (ASCAP), see Bourne.
- Bradshaw Music (BMI), see Beechwood.
- Brandom Music Co. (ASCAP), 1323 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) WE 9-2090. Mgr.: Bud Brandom. **Affiliate:** Frederick Music Co. (BMI).
- Branston Music Inc. (BMI), see Big Seven.
- Braun Music Inc. (SESAC), see Music Sales.
- Brazmout Music Corp. (ASCAP), see Famous.
- Breed Music (BMI), div. of Dunwich Prod'ns Inc., see Yuggoth.
- Breeze Publ'g (BMI), PO Box 82, Cheyenne, Wyo. 82001. Tel: (307) 638-8733. Contact: Ray Alexander.
- Bregman, Vocco & Conn Inc. (ASCAP), see Twentieth Century.
- Brenda (BMI), see Eden.
- Brenner Music Inc. (BMI), see Hill & Range Songs.
- Brent Music Corp. (BMI), 1700 Broadway, New York, N.Y. 10019. Tel: (212) 247-0655. Pres.: Bob Shad. **Affiliate:** Collins Music Co. (BMI)
- Bresnahan Music (BMI), see Dan Dalton.
- Lawrence Brett Music (BMI), see ALA.
- Brewtown Music (BMI), 3240A N. Bartlett Ave., Milwaukee, Wis. 53211. Tel: (414) 332-5771. Partners: Philip Klingler, Paul Carlson; Promo. & A&R: Kyra Lazar.
- Brian (BMI), PO Box 26391, Memphis, Tenn. 38126. Tel: (901) 947-1385. Pres.: Bob Catron Jr.; Gen. Mgr.: N. Engleberg. **Branch: Chicago, Ill., 8956 S. Wallace Zip: 60620. Tel: (312) VI 6-9450. Gen. Prof. Mgr.: C. Colbert.**
- Bridgeport Music (BMI), 14344 Fenkell Ave., Detroit, Mich. 48227. Tel: (313) 835-3374. Pres.: Armen Boladian.
- Brigantine Music Co. (BMI), 1645 S. Hicks St., Philadelphia, Pa. 19145. Tel: (215) HO 2-7527. Pres.: Marty Dippolito; VP: Dick DeMarco.
- Bright Tunes Music Corp. (BMI), 2 Pennsylvania Plaza, New York, N.Y. 10001. Tel: (212) 947-5656. Gen. Counsel: Seymour Barash; Gen. Prof. Mgr.: David Appel.
- Brittany Music Inc. (BMI), see Hill & Range Songs.
- Bro Sil Music (ASCAP), see Topper.
- Broadman Press (SESAC), 127 Ninth Ave. N., Nashville, Tenn. 37203. Tel: (615) 254-1631. **Affiliate:** Convention Press (SESAC), Sunday School Board of the Southern Baptist Convention (SESAC).
- Broadway Music Corp. (ASCAP), see American Metropolitan.
- Frank Brock Prod'ns Inc. (BMI), 928 N. York, Muskogee, Okla. 74401. Tel: (918) 682-7500. Pres.: Frank Brock.
- Samuel Bronston Music Publ'g Inc. (ASCAP), see TRO.
- Bronwood (BMI), 8307 Bronwood Rd., Richmond, Va. 23229. Tel: (703) 270-3810. Mng. Partner: C. N. Collieran Jr.; Partner: Tom Hill.
- Bronze Music Inc. (SESAC), see Sure-Fire.
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- Brownleaf Music Co. (BMI), PO Box 7221, Mobile, Ala. 36607. Tel: (205) 342-1177. Pres.: John N. Blackburn; VP: Mrs. Sara Ann Smith.
- Brownsboro Music (SESAC), see Falls City.
- Brubon Publ'g Co. (BMI), 632 Holloway, Albany, Ga. 31701. Tel: (912) 439-8575. Pres.: Jesse Boone.
- Bruin Music Co. (BMI), see Ensign.
- Brunswick Music Publ'g Co. (BMI), 2334 S. Holt, Los Angeles, Calif. 90034. Tel: (213) CR 3-0442. Owner: Lee Silver. **Affiliate:** Admiration Music Inc. (BMI).
- Buckeye Music Inc. (ASCAP), see Carlson.
- Buckhorn Music Publ'rs Inc. (BMI), see Moss-Rose.
- Buckingham Music Co. (ASCAP), see Pavanne.
- Budd Music Corp. (ASCAP), 18531 Wells Dr., Tarzana, Calif. 91356. Tel: (213) 987-1055. Pres.: Buddy Kaye. **Affiliates:** Ananga-Ranga Music Corp. (BMI), Greenleaf (ASCAP), Poppy Music Co. (BMI), Raintree Music Inc. (ASCAP). **Int'l firms represented:** Budd, Musicville, Raintree (UK).
- Budget Music (BMI), c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin'r: Lenny Mietus.
- Buffee Music Inc. (BMI), see Alouette Prod'ns.
- Bullet Music (BMI), div. of Fourth Cliff Int'l Ltd., 204 Grove St., Norwell, Mass. 02061. Tel: (617) 659-7272. Pres.: John E. McDonald; Gen. Prof. Mgrs.: John E. McDonald, Joseph Casey, Richard Weisberg.
- Bumar (BMI), see N. A. Busillo.
- Bumarack Music (BMI), see N. A. Busillo.
- Bumper Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Bun-Bud (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 581-1444. Pres.: Bunny Jones; Gen. Mgr.: Chris Jones.
- Burdette Music Co. (BMI), see Jerden.
- Burdge & Co. Ltd. (ASCAP), 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) 466-0143. Pres.: G. Burdge. **Affiliates:** Aloha, American-Hawaiian Music, Anglo-American-Anzac, Barcola, Caravel, Hawaiian-American Music, Kailua Music, Kona Music, Lyrician Society, Musical Comedy & Operetta Guild, Nui Loa, Oahu Music, Kolehau Music, Pacific American Music, Producer's Music Publ'g Co. Inc. (ASCAP), Tecate, Trend.
- Burke & Van Heusen Inc. (ASCAP), 309 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-4417. Pres.: James Van Heusen.
- Burlington Music Corp. (ASCAP), 539 W. 25 St., New York, N.Y. 10001. Tel: (212) 675-6060. Cable: FULLRANGE. Pres.: D. H. Toller-Bond; Gen. Mgr.: Mimi Trepel; Gen. Prof. Mgr.: Bert Siegelson; Ass't Mgr.: Carolyn Kallet. **Affiliate:** Felsted Music Corp. (BMI). **Int'l reps:** Australasia (Palace in Australia), Austria (Burlington in Germany), Benelux (Palace in Netherlands), Canada (Burlington), France & French Union (Palace), Germany (Burlington), Italy (Palace), Orient (Burlington-Palace in Hong Kong), Scandinavia (Palace in Sweden), South Africa (Burlington), UK (Burlington-Palace).
- Burnt Oak Publ'g Co. (BMI), 455 Thompson Blvd., Chicasaw, Ala. Tel: (205) GL 2-4298. Mgr.: John Bozeman.
- Burnt-Rose Music (BMI), see Millrose-Bernstein.
- N. A. Busillo Publ'g Co. (ASCAP), Musket Ln., Rancocas Woods, Mt. Holly, N.J. 08060. Tel: (609) 235-6555. Pres.: Nicholas A. Busillo. **Affiliates:** Bumar (BMI), Bumarack Music (BMI), Chromatic Music Co. (BMI), Clearview Music (ASCAP), Gorman Music (BMI), Judith (ASCAP), Lansdale Music (BMI), Nicholas (ASCAP), St. George Music (ASCAP), Wharton Music Co. (ASCAP).
- Butterfield Music Corp. (BMI), Box 5125, Beverly Hills, Calif. 90210. Tel: (213) 276-1434. Pres.: Norman Gimbel; Gen. Mgr.: Janet Bloom. **Affiliate:** Bexhill Music Corp. (ASCAP).
- By-Nash of Nashville (BMI), PO Box 701, Nashville, Tenn. 37202. Tel: (615) 297-4967. Pres.: R. Murray Nash.
- By-Town Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Bybar Publ'g (BMI), PO Box 261, San Marcos, Tex. 78666. Tel: (512) 392-5910. Pres.: Byron E. Barber.
- Byrdshire (ASCAP), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 874-0044. Partner: Jack Carlton.

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- C A M-USA Inc. (BMI), 370 Lexington Ave., New York, N.Y. 10017. Tel: (212) 679-0234. Cable: CAMUSAINC. Pres.: Leonello Leonelli; Mgr.: Vittorio Benedetto. **Home office:** Italy, CAM. **Int'l branches:** France (SIMEPP), Germany (CO-Music), Japan (Japan-CAM), Switzerland (Campana), UK (CAM-London). **Affiliate:** Detus Music Inc.
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- C E G Music (ASCAP), 133 W. 87 St., New York, N.Y. 10024. Tel: (212) 799-5557. Pres.: Rachel Elkind; Gen. Mgr.: Sue Clark. **Affiliate:** Tempis Music Co. (ASCAP).
- Cactus Music Publ'g Co. (BMI), PO Box 830, Hollywood, Calif. 90028. Owner & Pres.: Theo Allen.
- Cadena Music (ASCAP), 6263 Leland Way, Hollywood, Calif. 90028. Tel: (213) 463-2347. Pres.: Bob Ross; Prof. Mgr.: Smokey Robertis. **Affiliate:** Teresa Music (BMI).
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- Cajun Publ'g Co. Inc. (BMI), PO Box 1130, Shreveport, La. 71102. Tel: (318) 422-8711. Mgr.: Jack Timmons.
- Calbel Music Co. (BMI), 77 Felch Rd., North Natick, Mass. 01760. Tel: (617) 653-3891. Pres.: Carl Bragner.
- Calico (BMI), see Drive-In.
- Callee Music Corp. (ASCAP), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
- Calva Prod'ns (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

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- Branches: New York, N.Y., 1650 Broadway. Zip: 10019. Tel: (212) 247-1455. Gen. Prof. Mgr.: Eddie Lambert-Nashville, Tenn., 1014 17 Ave. S. Zip: 37212. Tel: (615) 244-2789. Gen. Prof. Mgr.: Buddy Mize.
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- Carlton Music Publ'g (SESAC), see Ludwig.
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- Celtex Music Corp. (BMI), 9101 S. Dante, Chicago, Ill. 60619. Tel: (312) BA 1-6562. Pres.: William H. Lasley.
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- Centaur Music Co. (BMI), div. of Celebrities Unlimited Inc., 408 Olive St., St. Louis, Mo. 63102. Tel: (314) 231-2266/3579. Pres.: Irvin Davis; Gen. Prof. Mgr.: Ken Keene.
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- Central States Music (BMI), 1059 Porter, Wichita, Kan. 67203. Tel: (316) 262-6456. Contact: Raymond O. Creely.
- Century City Music, 1801 Ave. of the Stars, Los Angeles, Calif. 90067. Tel: (213) 553-3037. Pres.: Norman Skolnik; Mgr.: Jerry Dumas.
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- Cetra Music Corp. (BMI), 1126 E. 59 St., Chicago, Ill. 60637. Tel: (312) HY 3-9781. Mgr.: Morton A. Kaplan.
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- Chair Music (BMI), 3925 N. Conlon Ave., Covina, Calif. 91722. Owner: Jerry Herzon.
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- Chandler Music Co. Inc. (ASCAP), see Loring.
- Channel Music Co. (ASCAP), 12227 Addison St., North Hollywood, Calif. 91607. Tel: (213) 762-6442, 657-8100. Pres.: Sheb Wooley; Gen. Mgr.: Doug Cooper.
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- Chantry Music Press Inc. (SECAC), Box 1101, Wittenberg Univ., Springfield, Ohio 45501. Tel: (513) 325-9992. Pres.: Dr. F.M. Otto.
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- Charmack Publ'g Co. (BMI), div. of Char-Mac Ltd., 508 E. Fourth St., Charlotte, N.C. 28202. Tel: (704) 332-4165. Pres.: William O. McSwain.
- Chart Music Publ'g House Inc. (SESAC), see Summy-Birchard.
- Chatham Music Corp. (ASCAP), see Twentieth Century.
- Cheap Thrills (ASCAP), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
- Cherie Music (BMI), 3621 Heath Ln., Mesquite, Tex. 75149. Tel: (214) BR 9-5858. Owners: Jimmy Fields, George McCoy.
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- Chime Music Publ'g Co. (BMI), 223 Jerusalem Ave., Hempstead, L.I., N.Y. 11550. Tel: (516) IV 6-4767. Owner: Vaughan Wheeler; Gen. Mgr.: William Wheeler.
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- Chromatic Music Co. (BMI), see N.A. Busillo.
- Chu-Fin Music Inc. (BMI), 103 W. View Ave., Valparaiso, Fla. 32580. Tel: (904) 678-2164. Pres.: Finley B. Duncan.
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- Ciano Publ'g (BMI), PO Box 263, 37 Woodside Ave., Hasbrouck Heights, N.J. 07604. Tel: (201) 288-8948. Pres.: Ron Luciano; Gen. Mgr.: Robert Verrastro; Gen. Prof. Mgr.: Peter Fragale Sr.
- Branch: Cliffside Park, N.J., 690 Anderson Ave. Zip: 07010.
- Cielle Music Co. (BMI), c/o Martin Cohen, 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) HO 3-1151. Pres.: Mike Kollander; Admin'r: Martin Cohen.
- Cintom (ASCAP), 8721 Sunset Blvd., Suite 201, Los Angeles, Calif. 90069. Tel: (213) 657-2024. Partner: Arnold Mills.
- Circle Seven Music Co. (BMI), see Big Shot.
- Cissi Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Citif Music (BMI), 1653 Jonathan Ave., Cincinnati, Ohio 45207. Tel: (513) 751-0820.
- Claiborne Music (BMI), 930 F St. N.W., Washington, D.C. 20004. Tel: (202) 347-3944. Pres. & Owner: Lillian N. Claiborne.
- Affiliates: Den Music (BMI), Verna Music (ASCAP).
- Clamco Music Inc. (ASCAP), PO Box 396, Nashville, Tenn. 37202. Tel: (615) 244-3704. Pres.: Charlie Lamb.
- Affiliates: Joab Music Inc. (SESAC), Marchar Music Inc. (BMI), Sideshow Music (BMI).
- Clara Music Publ'g Corp. (ASCAP), c/o Leventhal, 200 W. 57 St., Suite 1304, New York, N.Y. 10019. Tel: (212) JU 6-6553. Pres.: Harry Belafonte.
- Claridge Music (ASCAP), 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) HO 9-8149. Pres.: Frank Slay.
- Affiliates: Bobob Music Corp. (ASCAP), Cannon Point Music Inc. (BMI), Chicory Music Inc. (BMI), Conley Music Inc. (ASCAP).
- Claro Publ'g Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Clay Music (BMI), 5457 Old Monroe Rd., Charlotte, N.C. 28211. Tel: (704) 536-0424. Pres.: Arthur Smith.
- Clears Music Inc., see Rawbee.
- Clearview Music (ASCAP), see N.A. Busillo.
- Clearwater Music (BMI), 656 W. Hatfield, Tucson, Ariz. 85706. Owner: I. L. Davis.
- Clef Music Corp. (SESAC), 351 W. 52 St., New York, N.Y. 10019. Tel: (212) JU 6-4470. Pres.: W. Kane.
- Affiliates: King Music Publ'g Corp. (SESAC), Lane Publ'g Co. (SESAC).
- Clock (ASCAP), see Accumulated Copyrights.
- Clockus Music Inc. (BMI), see Marmor.
- Cloven Hoof Music Inc. (BMI), 40 E. 58 St., Suite 6E, New York, N.Y. 10022. Tel: (212) 759-2797. Pres.: Dimitri Villard.
- Club Miami Music (BMI), PO Box 793, Richmond, Ind. 47374. Tel: (317) 966-6135. Owner: Tommy Willis.
- Coconut Grove Music Co. (BMI), see Third Story.
- Cog Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- George M. Cohan Music Publ'g Co. Inc. (ASCAP), see Edward B. Marks.
- Cohorts Music (BMI), see Third Story.
- M. M. Cole (BMI), 251 E. Grand, Chicago, Ill. 60611. Tel: (312) 527-2160. Pres.: S. Stern.

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Colgems Music Corp. (ASCAP), see Screen Gems-Columbia.
Collection Litoff (BMI), see C. F. Peters.
Collector's Items Publ'rs Ltd. (BMI), 10075C Windstream Dr., Columbia, Md. 21043. Pres.: Phil Collector; Mgr.: Richard G. Klotzman.
Collie Music (ASCAP), see Mac Heather.
Collins Music Co. (BMI), see Brent.
Franco Colombo Inc. (ASCAP), 16 W. 61 St., New York, N.Y. 10023. Tel: (212) 582-5300. Cable: IDROCI. Pres.: Franco Colombo.
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Columbia Pictures Music Corp. (ASCAP), see Shapiro, Bernstein.
Columbia University Press (see Galaxy).
Column Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Comanchi Music (BMI), div. of California Artists Corp., PO Box 3374, Fresno, Calif. 93766. Tel: (209) 266-9570. Pres.: Ray Camacho; Gen. Prof. Mgr.: Leo Gonzales.
Branch: El Paso, Tex., 520 Ben Swain Dr. Contact: B. R. Reyes.
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Affiliates: Music City Music (ASCAP), Vintage Music (BMI).
Int'l reps.: Argentina (Fermata), Australia (J. Albert & Sons), Austria (Rolf Budde), Belgium (Barclay), Brazil (Fermata), Chile (Fermata), Denmark (Oktav), France (Barclay), Finland (Oktav), Germany (Rolf Budde), Italy (Ricordi), Japan (Nichion), Netherlands (Budde-Basart), New Zealand (J. Albert & Sons), South Africa (South African Music Rights Org.), South African Rec'g Rights Org.), Sweden (Oktav), Switzerland (Rolf Budde), UK (Keith Prowse), Uruguay (Fermata).
Comet Music Corp. (ASCAP), see Dick James.
Commander Publ'ns (ASCAP), 1610 N. Argyle Ave., Hollywood, Calif. 90028. Tel: (213) 469-3528. Owner: Johnny Mercer; Gen. Mgr.: Marshall Robbins. (SEE ADVERTISEMENT)
Commonwealth United Music Inc. (BMI), 745 Fifth Ave., New York, N.Y. 10022. Tel: (212) 758-2900. Contacts: Charles Koppelman, Don Rubin.
Affiliates: Blue Magic Music Inc. (ASCAP), Chardon Music Inc. (BMI), Faithful Virtue Music Co. Inc. (BMI), Goodness & Truth Music Inc. (BMI), TM Music Inc. (BMI), Towne Music Corp. (ASCAP).
Como Music Publ'g (ASCAP), 1619 Broadway, Rm. 410A, New York, N.Y. 10019. Tel: (212) JU 1-0055. Contact: Mike Cassone.
Complex Three Ltd. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Composers Facsimile Edition, 170 W. 74 St., New York, N.Y. 10023. Tel: (212) TR 3-1250. VP: Frank Wigglesworth; Exec. Dir.: Carl Sigmon.
Affiliate: American Composers Alliance (BMI).
Compton Music Corp. (ASCAP), 250 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-3087. Pres.: F. R. Faeca; Gen. Mgr.: R. Kluger.
Home office: Belgium, World Music Co.
Affiliate: Zodiac Music (BMI).
Concertone Songs Inc. (ASCAP), see Leonard Hodes Group.
Concordia (SESAC), div. of Concordia Publ'g House, 3558 S. Jefferson Ave., St. Louis, Mo. 63118. Tel: (314) MO 4-7000. Cable: CONPUBCO. Pres.: Dr. O. A. Dorn.
Conley Music Inc. (ASCAP), see Claridge.

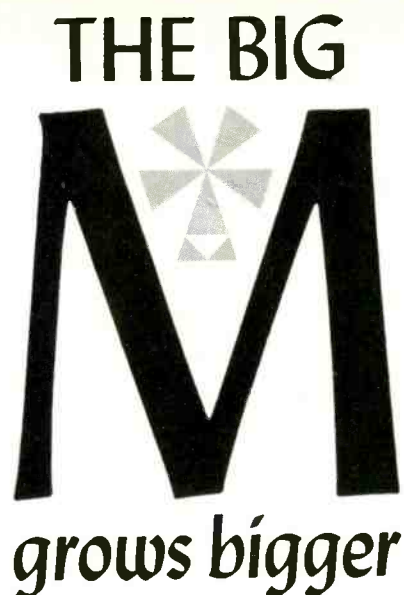
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Reg Connelly Music Inc. (ASCAP), see Hill & Range Songs.
Mike Conner Music Corp. (BMI), see Loring.
Consolidated Music Publ'rs Inc. (ASCAP), see Music Sales.
Consume Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
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Contention Music (SESAC), PO Box 824, Nashville, Tenn. 37202. Tel: (615) 352-7068. Pres. & Gen. Mgr.: Ted Harris.
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Contree Music Co. (ASCAP), see Conn.
Convention Press (SESAC), see Broadman Press.
Cooga Music Corp. (BMI), see Spooner.
Co-operative, 819 Chapels St., New Haven, Conn. Tel: (203) 624-1700. Owners: Rudolph Pasqualoni, Merle Shaw.
Sam Coplin (BMI), 610 Stemmons Tower West, Dallas, Tex. 75207. Tel: (214) 638-1010. Pres.: Sam Coplin; Gen. Mgr.: Gerald R. Coplin.
Copper Penny Music (BMI), 6331 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) HO 9-2911. Pres.: Howard Wolf.
Copa Music, see Pacific Islands.
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Int'l firms represented: Marmalade Music Ltd. (Canada only), Saharet Music Ltd. (USA, Canada, Mexico, Philippines), St. George Music Ltd. (USA, Canada, Mexico, Philippines).
Corcovado Music Corp. (BMI), c/o Helios, 1619 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-0280. Mgr.: Claus Ogerman.
Corda Music Inc. (ASCAP), Box 5126, Las Vegas, Nev. 89111. Tel: (702) 734-6619. Owner: Mike Corda.
Cordial Music Co. (BMI), see Channel.
Cordon Music Corp. (BMI), see Big Seven.
Cornerstone Publ'g Co. (BMI), see Metric.
Corso Prod'ns (BMI), see Eden.
Cos Cob (ASCAP), see Boosey & Hawkes.
Cote d'Azur Music Inc. (BMI), div. of E. Barclay Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 757-5557. Cable: FRENCH-DISC. Pres.: Jean Fernandez.
Affiliate: St. Tropez Music Inc. (ASCAP).
Cotique Music Co., div. of Cotique Rec. Corp. (BMI), 477 Park Ave., East Hartford, Conn. Tel: (203) 289-4349. Pres.: George Goldner; Gen. Mgr.: Ed DiNallo.
Cotillion Music (BMI), 1841 Broadway, New York, N.Y. 10023. Tel: (212) PL 7-6306. Pres.: Ahmet Ertegun; Gen. Mgr.: Johnny Bienenstock.
Affiliate: Walden Music Corp. (ASCAP).
Counterpart Music (BMI), 3744 Applegate Ave., Cincinnati, Ohio 45211. Tel: (513) 661-8810. Pres.: Howard Lovdal.
Affiliate: Hurdy Gurdy (BMI), Second Generation Music Inc. (SESAC).
Counterpoint Publ'g (BMI), see Century City.
Country Gentlemen Music Inc. (BMI), see Big Seven.
Country Lane Music (BMI), PO Box 25, Flint, Mich. 48501. Tel: (313) 234-2173. Gen. Mgr.: James L. Harper.
Country Star Music (ASCAP), see Process.
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Creek Publ'g Co. (BMI), 116 31 Ave. N., Nashville, Tenn. 37203. Tel: (615) 297-6776. Pres.: G. Sullivan.
Crescendo Music Corp., PO Box 395, 8 Bunting Ln., Naperville, Ill. 60540. Tel: (312) 357-0207. Owner: Ed Adams.
Affiliates: Fema Music Publ'ns (ASCAP), Interlochen Press of Nat'l Music Camp (ASCAP).
Crestmoor Music (BMI), 508 Seward Rd., Brentwood, Tenn. 37027. Pres.: Skeeter Davis; Mgr.: Ronny Light.
Affiliate: Skeeter Davis (ASCAP).
Crestview Music Corp. (ASCAP), see Ivan Mogull.
Crew Group, 1841 Broadway, Suite 600, New York, N.Y. 10023. Tel: (212) CI 5-3535. Pres.: Robert S. Crewe.
Affiliates: Genius Music Inc. (ASCAP), Saturday Music Inc. (BMI), Tomorrow's Tunes Inc. (BMI). (SEE ADVERTISEMENT)
Crocket Music Co. Inc. (BMI), see Viva.
Criterion Music Corp. (ASCAP), 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-2296. Pres.: Michael H. Golden.
Branch: New York, N.Y., 150 W. 55 St. Zip: 10019. Tel: (212) CI 5-7236.
Affiliates: Atlantic Music Corp. (BMI), Austin Music Co. (BMI), Michael H. Golden Inc.

(ASCAP), Granite Music Corp. (ASCAP), Peters Music Co. (ASCAP), Tex Ritter Music Publ'ns Corp. (ASCAP), Tyerson Music Co. (ASCAP).
Critique Music Publ'g Co. (BMI), 15 Center St., Suite 800, Bath, Me. 04530. Tel: (207) 443-3437. Pres.: Carl Strube; Gen. Prof. Mgr.: Eugene W. Rittall.
Croma Music Co. (ASCAP), 37 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 9-8730. Pres.: R. Colby.
Affiliates: Arcola Music Inc. (BMI), Carvon Music Inc. (BMI), Jennifer (ASCAP), Jockey (ASCAP), New Town (ASCAP), Sharky Music Inc. (ASCAP).
Cromwell Music Inc. (ASCAP), see TRO.
Cross Keys Publ'g Co. (ASCAP), see Tree.
Crossroads Music Co. (BMI), see National.
Crotona Music (BMI), 1122 Rhineland Ave., Bronx, N.Y. 10461. Tel: (212) 892-8290. Pres. & Gen. Mgr.: Bob Calhill; Gen. Prof. Mgr.: Howie Cohen.
Affiliate: White Mountain Music (ASCAP).
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Cuban Music Corp. (BMI), see Morro.
Cuculu Music Inc. (BMI), Box 232, Madison, Tenn. 37115. Pres.: Dave Bartholomew; Sec'y-Treas.: Herb Shucher.
Cudda Pane (BMI), see Big Seven.
Cumulus Music Co. (ASCAP), Gen. Mgr.: Tess Mandel, see FSB Assocs.
Mike Curb Music Corp. (BMI), div. of Sidewalk Prod'ns, 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 278-4295. Pres.: Mike Curb; Exec. VP: Danny Kessler.
Affiliates: After Music (BMI), Alsy Palsy Music (BMI), Antoninus Music Corp. (ASCAP), Aphrodite Music Corp. (ASCAP), Athena Music Corp. (BMI), Aurelius Music Corp. (BMI), Before Music (BMI), Crown Int'l Music (BMI), Frog Music Corp. (BMI), Grand Prix Music Corp. (BMI), Hurok Music Corp. (ASCAP), Jelly Music Co. (ASCAP), Michael Music (BMI), Mirby Music Corp. (BMI), Mystic Music (BMI), Peanut Butter Music (BMI), Pint Size Music (BMI), Screaming Chicken Music (BMI), Speed Music Corp. (BMI), Talmu Music (BMI), WEC Music (BMI).
Curtis Music Ent's. Inc. (ASCAP), see Milky Way.
Curzerio Music Publ'g (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Czar Publ'g Co. (BMI), 410 N. First St., Pulaski, Tenn. 38478. Tel: (615) 363-1780. Pres.: James Brown.

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D E W (BMI), see Don White.
D-K (BMI), div. of De Carlo-Kresky Ent's., 8560 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-6050. Pres. & Treas.: Joe De Carlo; Exec. VP: Sonny Bono.
Affiliate: Joharv Music (BMI).
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Daddy Sam Music Co. (BMI), see Leigh.
Daedalus Music (BMI), 180 Madison Ave., New York, N.Y. 10016. Tel: (212) MU 6-6617. Pres.: David R. Kapralik; Gen. Mgr.: Barbara Baccus; Gen. Prof. Mgr.: Richard Becker.
Affiliate: Daly City Music (BMI).
Dahar Music Inc. (BMI), see Passkey.
Dakar Prod'ns Inc. (BMI), 2203 Spruce St., Philadelphia, Pa. 19103. Tel: (215) LO 3-6484. Pres.: Carl H. Davis; Gen. Mgr.: Irv Nahan.
Branch: Chicago, Ill., 1449 S. Michigan Ave. Zip: 60605. Tel: (312) 427-0828.
Affiliate: Jalyne Music Inc. (BMI).
Dakotas Music Publ'g Co. (ASCAP), see Slide.
Dalhart Music (BMI), PO Box 475, Madison, Tenn. 37115. Tel: (615) 895-5886. Pres.: Ralph Paul.
Dan Dalton Prod'ns, 6532 Sunset Blvd., Suite D, Hollywood, Calif. 90028. Tel: (213) 461-3531.
Affiliates: Bresnahan Music (BMI), Kittyhawk Music (ASCAP), Preacher Publ'g (BMI).
Daly City Music (BMI), see Daedalus.
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Affiliate: Beresford Music Inc. (BMI).
Dan Mo Publ'g (BMI), 1640 Franklin Ave., Columbus, Ohio 43205. Tel: (614) 252-6828. Pres. & Gen. Prof. Mgr.: Daniel G. Moss; Gen. Mgr.: William R. Moss.
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Charles N. Daniels Inc. (ASCAP), see Hill & Range Songs.
Danrite Music Publ'g Co. (BMI), 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) 827-5023. Owner & Mgr.: Charles D. Wright.
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 Daymer Music Inc. (ASCAP), see United Artists.
 Daywin Music Inc. (BMI), CBS Studio Ctr., 4024 Radford Ave., North Hollywood, Calif. 91604. Pres.: Terry Melcher; VP: Don Genson. **Affiliates:** Artists (ASCAP), Egg Music Publ'rs (BMI), Yolk Music Publ'rs (ASCAP). **Int'l reps:** Daywin & Artists: Australia (Arwin), Denmark (Melcher), Finland (Melcher), France & colonies (California), Iceland (Melcher), Italy (Fast), Japan (Mrs. G.T. Folster), New Zealand (Arwin), Norway (Melcher), South Africa (Arwin), Sweden (Melcher), UK (California, Melcher); Egg & Yolk: UK (Apple).
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 Deejay Music Co. (BMI), 1901 Peyton Ave., Burbank, Calif. 91504. Tel: (213) 849-5235/3600, 466-8181. Contact: Nick Therry. **Affiliate:** Empire Songs (ASCAP).
 Deep Blue Music (BMI), 30 Lark Dr., Woodbury, L.I., N.Y. 11797. Tel: (516) 931-2460. Owners: Joe Docko, Joe Docko Sr.
 Deep Fork Music Inc. (ASCAP), see Cherry Lane.
 Pietro Deiro Publ'ns (SESAC), 133 Seventh Ave. S., New York, N.Y. 10014. Tel: (212) OR 5-5460. Mgr.: Pietro Deiro. **Affiliates:** Mamac Music Co. (BMI), Santee Music Press Inc. (ASCAP).
 Deke Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Delev Music Co. (BMI), 7231 Mansfield Ave., Philadelphia, Pa. 19138. Tel: (215) 927-0978. Pres.: William L. Lucas; Gen. Mgr.: Adele J. Lucas.
 Delgay Int'l Music Publ'rs (BMI), 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.: John R. Gayer.
 Delhi Publ'ns Inc. (SESAC), see Willis.
 Delicato Music (BMI), see Pavanne.
 Delmore Music Co. (ASCAP), PO Box 2324, Menlo Park, Calif. 94025. Tel: (415) 322-2947. Owner: Cy Coben.
 Delsiana Music Publ'g Co. (ASCAP), see Slide.
 Demarest Music Co. (ASCAP), 369 15 St., Norwood, N.J. 07648. Tel: (201) 768-4374. Gen. Mgr.: John Vrolyk.
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 Den Music (BMI), see Claiborne.
 Dena Music Inc. (ASCAP), c/o Julius Lefkowitz & Co., 9171 Wilshire Blvd., Suite 420, Beverly Hills, Calif. 90210. Tel: (213) 275-0111. Contact: Irving Klein.
 Denny Music Inc. (ASCAP), see Cedarwood.
 Desert Palms Publ'g Co. (BMI), see Renda.
 Desilu Music Corp. (ASCAP), see Frank.
 Detail Music Inc. (BMI), see United Artists.
 Detec Music (BMI), 1592 Crossroads of the World, Hollywood, Calif. 90028. Tel: (213) 463-3687. Owner: Darrell Cotton.
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 Detus Music Inc. (ASCAP), see CAM-USA.
 Deutekom Music Co. (BMI), 6567 54 Ave. N., St. Petersburg, Fla. 33709. Tel: (813) 544-1465. Pres.: Paul E. Deutekom.
 Devere Music Corp. (ASCAP), see Beechwood.
 Devon Music Inc. (BMI), see TRO.
 Al Dexter Songs (BMI), Box 71, Denton, Tex. 76201. Tel: (817) 497-2406. Pres.: Al Dexter; Gen. Mgr.: Frankie Myers; Attorney: Andrew D. Weinberger, 230 Park Ave., New York, N.Y. 10017. Tel: (212) 686-8030.
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 Dick/Hike Music (ASCAP), see KRC.
 Jimmy Dickens Music (BMI), see Cedarwood.
 Dickerman Music Prod'ns Inc. (BMI), 2 Crawford Ln., New Hartford, N.Y. 13413. Tel: (315) 797-0746. Pres. & Treas.: Kenneth S. Hurd.
 Dickson Music Publ'g Corp. (ASCAP), 140 E. 56 St., New York, N.Y. 10022. Tel: (212) PL 3-6444. Pres.: Dick Manning.
 Diho Publ'g (BMI), 73 Ellen Sue Dr., Deer Park, N.Y. 11729. Tel: (516) JU 6-4533. Gen. Mgr.: Arrie Schiff. **Branches:** New York, N.Y., 2 Penn Plaza. Zip: 10001. Tel: (212) 594-6574. Gen. Mgr.: Douglas Horn—St. James, N.Y., 699 Jericho Tpk. Zip: 11780. Tel: (516) 724-2828. Gen. Mgr.: Mike Ingram; Gen. Prof. Mgr.: Ed DiButera.
 Dijon Music (BMI), div. of Donna Music Publ'ns, 7165 W. Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) HO 6-3311. Mgr.: Al Simms.
 Dilley Ents. (ASCAP), PO Box 3121, Eugene, Ore. 97403. Tel: (503) 344-2305. Contact: Michael S. Dilley.
 Dim Light Music Co. (BMI), 774 Obispo, No. 3, Long Beach, Calif. 90804. Tel: (213) 434-6246. Owner: James S. Thomas II. **Int'l rep:** CBS Int'l.
 Ding Dong Music Corp. (BMI), see Barton.
 Dino, Desi, & Billy Music Publ'g Co. (BMI), 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) CR 1-8193. Gen. Prof. Mgr.: William R. Howard IV.
 Diogenes Music Co. (ASCAP), 4462 Murietta Ave., No. 10, Sherman Oaks, Calif. 91403. Tel: (213) 466-5275. Owner & Gen. Mgr.: William C. Silva. **Affiliates:** Horn Publ'ns (BMI), Versil Music (ASCAP).
 Dior Music (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
 Discmakers Publ'g Co. (ASCAP), see Sylvania.
 Walt Disney Music Co. (ASCAP), 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Cable: DISNEY. Pres.: James A. Johnson. **Affiliate:** Wonderland Music Co. Inc. (BMI). **Int'l reps:** Argentina (Editorial Musical Korn), Australia (Walt Disney), Brazil (Edicoes Musicais Victor), Canada (Walt Disney), France (Walt Disney), Germany (Walt Disney), Israel (Irsazemer), Italy (Edizioni Curri), Japan (Walt Disney), Mexico (Brambila), Netherlands (Anagon), Scandinavia (Walt Disney), Spain (Hispanvox), UK (Walt Disney).
 Distant Meadow Music Publ'g (BMI), see Mustachio.
 Distinguished Music (ASCAP), 4622 N. Warnock St., Philadelphia, Pa. 19140. Tel: (215) DA 9-8515. Pres.: Sidney Norman.
 Oliver Ditson Co. (ASCAP), see Theodore Presser.
 Dixiana Publ'g Co. (BMI), see Tracie.
 Dixie Pickers Publ'g Co. (BMI), PO Box 1645, 14 E St. S.W., Ardmore, Okla. 73401. Tel: (405) CA 3-1400. Pres. & Gen. Mgr.: Luton Stinson.
 Dleif Music Inc. (BMI), see Fourteenth Hour.
 D'Lisa (ASCAP), 320 W. 46 St., New York, N.Y. 10036. Tel: (212) 581-3970. Pres.: David Lucas; Gen. Mgr.: George Grant. **Affiliate:** Pasmorchick (BMI).
 Dobo Publ'g Co. (BMI), see Metric Music.
 Dobro Publ'g Co. (BMI), Pedler Hill Rd., Monroe, N.Y. 10950. Tel: (914) 783-6459. Pres.: Marlo Ketchum; Gen. Mgr.: Floyd Ketchum.
 Docborg Music Ltd. (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
 Doheny Music (BMI), 6922 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-4541. Pres.: James W. Alexander; Gen. Mgr.: Anthony Alexander; Gen. Prof. Mgr.: Judith Gilbert.
 Dolfi Music Inc. (ASCAP), see Hill & Range Songs.
 Dolly Bee Music (BMI), 1828 Prosser, Los Angeles, Calif. 90025. Tel: (213) 279-2375. Pres.: George R. Brown. **Affiliate:** Southwest Music Co. (ASCAP).
 Dom Hall Music Inc. (BMI), 417 NBC Bldg., New Orleans, La. 70112. Tel: (504) 524-5736. Pres.: Antoine Domino Jr.; Gen. Mgr.: Charles A. Levy Jr.
 Don Michael Inc. (BMI), see A. Schroeder.
 Don Music Co. (BMI), 2809 Erastus St., Houston, Tex. 77026. Tel: (713) OR 3-2611. Pres.: Don D. Robey. **Affiliate:** Lion Publ'g Co. Inc. (BMI). **Int'l reps:** Australia (Acuff-Rose), Belgium (Acuff-Rose), Brazil (Acuff-Rose), Denmark (Acuff-Rose), Far East (Acuff-Rose in Nashville), France (Acuff-Rose), Germany (Acuff-Rose), Italy (Acuff-Rose), Japan (Shinko), Switzerland (Acuff-Rose), UK (Acuff-Rose).
 Doney Publ'g Co. (BMI), 1360 Old Mill Rd., Lake Forest, Ill. 60045. Pres.: Henry E. Doney. **Affiliate:** Lake Forest Music Co. (ASCAP).
 Donna Music Publ'g Co. (BMI), PO Box 113, 6 Carter Pl., Woburn, Mass. 01801. Tel: (617) 933-1474. Pres. & Gen. Mgr.: Frank P. Pappalardo; Gen. Prof. Mgr.: Joseph J. Pappalardo. **Affiliate:** Antone Music Publ'rs (ASCAP).
 Doo-Right Music (BMI), 6 Imperial Rd., Worcester, Mass. 01604. Tel: (617) 757-0269. Pres.: Ken Capurso.
 Dooms Publ'g Co. (BMI), PO Box 2072, Waynesboro, Va. 22980. Tel: (703) 942-1969/6506. Owner: John Major.
 Doppler Ents. Inc. (BMI), 3720 Oakcliff Rd. N.E., Atlanta, Ga. 30004. Tel: (404) 451-4333. Pres.: J. T. Wells; VP: Stan Reich. **Affiliate:** Wellrich Music (ASCAP).
 Doraflo Music Inc. (BMI), 146 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-0911. Pres.: Seymour Stein; VP: Richard Gottehrer; Gen. Prof. Mgr.: Barton Friedman. **Int'l branch:** England. **Affiliates:** Plato Muzik (BMI)—with Steve Venet; Rippling Waters (BMI)—with Peter Steinberg, David Sandler; Sandrich (BMI)—with Richard Husson. **Int'l reps:** Australia (Castle), Austria (Accord in Germany), Benelux (World in Belgium), Central America (April-Blackwood in USA), Denmark (Imudico), Finland (Scandia), France (Pathe-Marconi), Germany (Accord), Greece (Ariom), Hong Kong (Pathe Far East), India (Gramophone), Israel (Subar), Italy (Sugar), Malaysia (Pathe Far East in Hong Kong), New Zealand (Belcas), Norway (Imudico in Denmark), Portugal (Ego Musicale in Spain), Singapore (Pathe Far East in Hong Kong), South Africa (Ardmore & Beechwood), South America (April-Blackwood in USA), Spain (Ego Musicale), Sweden (Odeon), Switzerland (Accord in Germany), UK (Ardmore & Beechwood).
 Dorsey Bros. Music Inc. (ASCAP), see Music Sales.
 Dotno (BMI), see Big Seven.
 Double Diamond Music Inc. (BMI), 250 S. Broad St., Philadelphia, Pa. 19102. Tel: (215) PE 5-3234. Pres.: John Madara; Gen. Prof. Mgr.: Harry Chipetz. **Affiliate:** Young Ideas Publ'g Co. (ASCAP).
 Double H Music Publ'g (BMI), div. of Double W Sound Rec'gs Inc., PO Box 4557, 3973 18 St., Ecorse, Mich. 48229. Tel: (313) 381-9216. Pres.: Felton W. Williams Jr.
 Double-Jon Publ'g Co. (BMI), Box 385, St. Cloud, Minn. 56301. Pres.: Jon Higginbotham. **Affiliate:** Jon (ASCAP).
 Douglas Music (BMI), 145 W. 55 St., Penthouse D, New York, N.Y. 10019. Tel: (212) 581-2212. Pres.: Alan Douglas.
 Downey Music Publ'g (BMI), 13117 Lakewood Blvd., Downey, Calif. 90242. Tel: (213) ME 4-2928. Pres.: W. J. Wenzel.
 Downstairs Music Co. (BMI), see World War Three.
 Dragonwyck Music Co. (BMI), c/o David A. Gates, 24955 Eldorado Meadow, Calabasas, Calif. 91302. Tel: (213) 883-4396. Pres.: David A. Gates.
 Dreamland Music Inc. (BMI), 40 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-4280. Pres.: Bill Spitalsky. (Licensed through Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit).
 Driftwood (BMI), see Cedarwood.
 Drive-In Music Co. Inc. (BMI), 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) HO 6-6255. Pres.: Art Laboe. **Affiliates:** Bonnyview Music Corp. (ASCAP). Calico (BMI), Then (BMI). **Int'l rep:** UK (Chart).
 Drummer (ASCAP), see Accumulated Copyrights.
 Drury Lane Music Corp. (BMI), see American Metropolitan.
 Duane Music Inc. (BMI), 382 Clarence Ave., Sunnyside, Calif. 94086. Tel: (408) 739-6133. Pres.: Garrie E. Thompson; Gen. Mgr.: Clara A. Thompson; Gen. Prof. Mgr.: Duane N. Thompson. **Branch:** Albany, Calif., PO Box 6174. Zip: 94176. Tel: (415) 524-4939; 730 Stannage Ave. Zip: 94706. Tel: (415) 524-7401. **Affiliates:** Luanda Music (BMI), Morhitis Publ'g Co. (BMI). **Int'l rep:** UK (Sparta).
 Dub Music Co. (BMI), see Roncom.
 Duchess Music Corp. (BMI), see MCA.
 Dunaway Music Corp. (ASCAP), 309 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-7750. Pres.: Ben Barton. **Affiliate:** Carolwood Music Corp. (BMI).
 Dunbar Music Inc. (BMI), 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-5380. Cable: RCARECORDS. Pres.: Gerald E. Teifer; Gen. Mgr.: Harold P. Fine; Gen. Prof. Mgr.: Eddie V. Deane. **Branches:** Hollywood, Calif., 6363 Sunset Blvd. Zip: 90028. Tel: (213) 464-2161. Gen. Prof. Mgr.: John Mahan—Nashville Tenn., 1513 Hawkins St. Zip: 37203. Tel: (615) 242-0524. Gen. Prof. Mgr.: Brad McCuen. **Affiliate:** Sunbury Music Inc. (ASCAP). (SEE ADVERTISEMENT)
 Dundee Music (BMI), 1321 W. Seventh St., Clovis, N.M. 88101. Tel: (505) 763-7565. Pres.: Norman Petty. **Branch:** New York, N.Y., 60 W. 57 St. Zip: 10019. Tel: (212) 582-7569. **Affiliate:** Nor Va Jak (BMI). **Int'l firms represented:** Rakki (Benelux), Speedee (UK).
 Dunwich Music Co. (ASCAP), div. of Dunwich Prod'ns Inc., see Yuggoth.
 Dusty Publ'g Co. (BMI), 500 Locust St., Marshall, Tex. 75670. Tel: (214) WE 5-2582. Pres.: A. T. Young.
 Dwarf Music (ASCAP), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
 Dy-Cor Inc. (BMI), PO Box 235, Woodside, L.I., N.Y. 11377. Contact: Harvey Cort.
 Dynatone Publ'g Co. (BMI), see Lois.

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 Eagle Hill Music Inc. (ASCAP), see Golden Bough.
 Earth Music Inc. (BMI), see Alouette Prod'ns.
 East/Memphis Music Corp. (BMI), see Ensign.
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 Eastview Music Co. (BMI), PO Box 145, Hamilton, Ohio 45012. Tel: (513) 895-0607. Mgr.: William M. Jones.
 Eden Music Corp. (BMI), 1697 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-4490. Pres.: Clyde Otis; Gen. Prof. Mgr.: Janie Washington. **Int'l branch:** England.
Affiliates: Actual (BMI), Asset Music Corp. (ASCAP), Brenda (BMI), Corpo Prod'ns (BMI), Edison (BMI), Iza Music Corp. (BMI), Keblo Music Co. (BMI), Lily (BMI), Music Prods. (BMI), Play (BMI), Prentice Music Inc. (ASCAP), Tulip Music Corp. (ASCAP), Vanessa Music Inc. (ASCAP). **Int'l reps.:** Brazil (Edicoes Musicais RCA), France (Gerard Tournier), Germany (Intro), Italy (Durium), Japan (Victor), Mexico (Editorial (RCA), Netherlands (Artemis), South Africa (Laetrec), Sweden (Sonet), UK (Essex).
 Don Edgar Music Co. (BMI), 2312 Jasper, Ft. Worth, Tex. 76106. Tel: (817) MA 6-3448. Owner & Gen. Mgr.: D.D. Edgar.
 Edgewater Music Inc. (BMI), 166 E. Superior, Chicago, Ill. 60611. Tel: (312) 664-6054. Pres.: Peter H. Wright.
 Edison (BMI), see Eden.
 Editions Guthell (ASCAP), see Boosey & Hawkes.
 Editions Koussevitzky (ASCAP), see Boosey & Hawkes.
 Editions Russe (ASCAP), see Boosey & Hawkes.
 Edmark Prod'ns (BMI), PO Box 594, Ingleside, Tex. Tel: (512) 776-7186. Pres.: Ed Evey; VP: William L. Ellis.
Branch: Aransas Pass, Tex., PO Box 1147. Zip: 78336. Tel: (512) 748-3271.
 Edmy Music Publ'g Co. (BMI), PO Box 115, Lafayette Hill, Pa. 19444. Pres.: James O. Smith; Gen. Prof. Mgr.: Edna Joy Smith.
Branch: New York, N.Y., 37 W. 57 St., Suite 503. Zip: 10019.
Affiliate: Avant Garde Ents. Inc. (ASCAP).
 Edwards Music Co. Inc. (ASCAP), see American Metropolitan.
 Egag Music Inc. (BMI), see Lear.
 Egg Music Publ'rs (BMI), see Daywin.
 El Prado (BMI), see Miraleste.
 El Tejon Music (BMI), see Garpax.
 Elbejay Ents. Inc. (BMI), PO Box 8905, Nashville, Tenn. 37211. Tel: (615) 297-3767. Pres.: H. Raymond Ligon; Sec'y-Treas.: Sewall B. Jackson.
Branch: 1120 E. Delmas. Zip: 37216. Tel: (615) 228-8511.
 Elephant Five Music (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Elkan-Vogel Co. Inc. (ASCAP), 1712 Sanson St., Philadelphia, Pa. 19103. Tel: (215) LO 8-7555. Pres.: Adolph Vogel; VP: Bernard Kohn. **Int'l firms represented:** Durand, Editions Rideau Rouge, Hamelle, Robert, H. Lemoines, Phillippe (all France), Ars Nova (Netherlands).
 Ellipsis Music Corp. (ASCAP), see Jamie.
 Ellison Music Corp. (BMI), see Lissauer Music Cos.
 Elva Music Inc. (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
 Elvid Music Inc. (BMI), see United Artists.
 Elvirvue Rec'g & Publ'g Co. (BMI), 306 S. 16 St., Wilmington, N.C. 28401. Tel: (919) 763-1007/8116. Pres.: John Lewis Jones; Gen. Mgr.: Arlee R. Burney; Gen. Prof. Mgr.: James L. Wheeler.
Affiliates: Irene (BMI), Miracle (BMI). **Int'l firm represented:** Tin Pan Alley (UK). **Int'l rep.:** Canada (London).
 Em Ru Publ'rs (ASCAP), 64 E. Van Buren St., Chicago, Ill. 60605. Tel: (312) WE 9-7188. Mgrs.: Ruth King, Emme Mulis.
 Emanay Music Co. (ASCAP), c/o Mort Garsin, 3175 Dona Cristina Pl., Studio City, Calif. 91604. **Int'l rep.:** World-wide exclusive of USA & Canada (The Rondor Group in USA).
 Embassy Music Corp. (BMI), see Music Sales.
 Emko Music Corp. (BMI), div. of Emko Talent Assocs. Corp., 475 Fifth Ave., Suite 511, New York, N.Y. 10017. Tel: (212) MU 3-3421. VP & Gen. Prof. Mgr.: Edward M. Kaplan.
Affiliate: Floss Music (BMI).
 Emm-Jay (BMI), see A. Schroeder.
 Emperor Music Inc. (BMI), see H.B. Webman.
 Empire Songs (ASCAP), see Deejay.
 Empress Music Inc. (ASCAP), see Frank.
 Enchanted Music Co. Inc. (ASCAP), see Alouette Prod'ns.
 Enchantment Music Co. (BMI), PO Box 998, Mesilla Park, N.M. 88047. Tel: (505) 524-1889. Owner: Emmitt H. Brooks.
 Endeavor Music (ASCAP), 30064 Annapolis Circle, Inkster, Mich. 48141. Tel: (313) 721-6134. Pres.: Hardie W. Daniel; VP: R. A. Carrier. **Affiliate:** R. A. Carrier Music Co.

Englewood Publ'g Inc. (BMI), see A. Schroeder.
 Enlight Music Publ'g Co. (ASCAP), 449 S. Beverly Dr., No. 101, Beverly Hills, Calif. 90212. Tel: (213) 278-4333.
Affiliate: Rave Music (BMI).
 Enoch & Sons, N.Y. (ASCAP), see Boosey & Hawkes.
 Ensign Music Corp. (BMI), div. of Paramount, 1501 Broadway, New York, N.Y. 10036. Tel: (212) 279-8700. Cable: FAMUSIC. Pres.: Arnold D. Burk; Gen. Mgr.: William R. Stinson; Gen. Prof. Mgr.: Larry Taylor.
Branches: Hollywood, Calif., 6290 Sunset Blvd. Zip: 90028. Tel: (213) 461-3091. Gen. Prof. Mgr.: George Sherlock-Nashville, Tenn., 1605 Hawkins St. Zip: 37203. Tel: (615) 244-6337. Gen. Prof. Mgr.: Tommy Overstreet.
Affiliates: Bruin Music Co. (BMI), East/Memphis Music Corp. (BMI), Parabut Music Corp. (BMI), Par-Ed Music Corp. (BMI), Sun-Vine Music Corp. (BMI), Tribo Music Inc. (BMI).
Affiliated firm: Famous Music Corp. (ASCAP). **Int'l reps.:** see Famous Music Corp.
 Entrance Music (ASCAP), see Pro Sound.
 Epiphany Publ'g Corp. (BMI), 53 E. Tenth St., New York, N.Y. 10003. Tel: (212) 982-7750. Contacts: Matt Hoffman, John Townley, Daniel Weiss, Michael Weiss.
 Epitome Music Co. (BMI), 507 E. McKellar Ave., Memphis, Tenn. 38106. Tel: (901) 947-1385. Pres.: Bob Catron Jr.; Gen. Mgr.: Earl Catron; VP: Charles Atkins.
 Epp's Music Co. (BMI), PO Box 9343, Zip: 78204; 222 First Federal Bldg., 800 Navarro, San Antonio, Tex. 78205. Tel: (512) CA 3-1818. Pres.: A. Epstein; Gen. Mgr.: Pat L. Wilson. **Affiliate:** Senisa Music (ASCAP).
 Equinox Music (BMI), div. of Attack Corp., 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8016. VP: Ray Harris.
 Ermal Publ'g Co. (BMI), see Malick.
 Eros Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Essbee Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Essex Music Inc. (ASCAP), see TR0.
 Esteem Music Corp. (BMI), see United Artists.
 Etnoc (ASCAP), see Conte.
 Eucalyptus Music (BMI), PO Box 6434, Detroit, Mich. 48234. Tel: (313) FO 6-6185, TW 1-7534. Dir.: Roger Bass.
 Eulenburg Pocket Scores (BMI), see C. F. Peters.
 Evensong Music (BMI), 347 E. Lincoln Ave., Milwaukee, Wis. 53207. Tel: (414) 482-3340. Pres.: Susan Marie Lindner.
 Evilot Music Inc. (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
 Exalted Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Excellorec Music Co. Inc. (BMI), 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. Pres.: John R. Funk; Gen. Mgr. & Exec. VP: B. S. Howell Jr.
 Exeter Music Inc. (ASCAP), see TR0.

F

F E L Church Publ'ns, 1543 W. Olympic Blvd., Los Angeles, Calif. 90015. Tel: (213) 386-4383. Pres.: D. Fitzpatrick.
Branch: Chicago, Ill., 1307 S. Wabash Ave. Zip: 60605. Tel: (312) 922-9314. Gen. Mgr.: Louis Marrone.
 F S B Assocs. (BMI), 2185 Davidson Ave., Bronx, N.Y. 10453. Tel: (212) 298-7319. Pres.: Felix S. Balkin; Gen. Mgr.: Leonard Panessa.
Affiliates: Cumulus Music Co. (ASCAP), Temmy Music Co. (BMI).
Int'l firm represented: Cielo-Video (Italy).
 Fab Music (BMI), see Terrace.
 Fairlane Music Co. (ASCAP), see Music Copyright Exchange.
 Fairlight Music Co. Inc. (BMI), see Pavanne.
 FairOnes Inc. (BMI), PO Box 661, Mill Valley, Calif. 94941. Tel: (415) 346-8056. Contact: Ron T. Faircloth.
 Faithful Virtue Music Co. Inc. (BMI), see Commonwealth United.
 Fall River Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-6553. Pres.: H. Leventhal.
 Falls City Music (BMI), 9912 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Pres.: Ray Allen.
Affiliate: Brownsboro Music (SESAC), Gazebo Music (ASCAP).
 Fame Publ'g Co. Inc. (BMI), PO Box 2527, 603 E. Avalon Ave., Muscle Shoals, Ala. 35660. Tel: (205) 381-0801. Pres.: Rick Hall.
 Famous Music Corp. (ASCAP) div. of Paramount 1501 Broadway, New York, N.Y. 10036. Tel: (212) 279-8700. Cable: FAMUSIC. Pres.: Arnold D. Burk; Gen. Mgr.: William R. Stinson; Gen. Prof. Mgr.: Larry Taylor.
Branches: Hollywood, Calif., 6290 Sunset Blvd. Zip: 90028. Tel: (213) 461-3091. Gen. Prof. Mgr.: George Sherlock-Nashville, Tenn., 1605 Hawkins St. Zip: 37203. Tel: (615) 244-6337. Gen. Prof. Mgr.: Tommy Overstreet.
Affiliates: Addax Music Co. Inc. (ASCAP), Birdees Music Corp. (ASCAP), Brazmout Music Corp. (ASCAP), Para-Tal Music Corp. (ASCAP),

Paramount Music Corp. (ASCAP), Paramount-Roy Rogers Music Co. Inc. (ASCAP), Vin-Sun Music Corp. (ASCAP).
Affiliated firm: Ensign Music Corp. (BMI). **Int'l reps.:** Canada (Famous-Chappell), Italy (Fama), Japan (Mrs. G.T. Folster & Assocs.), Mexico (Campei), Scandinavia (Carl Gehrman), UK (Famous-Chappell).
 Farfitz Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Faro Music Publ'g (BMI), 544 N. Western Ave., Los Angeles, Calif. 90004. Tel: (213) 469-4174. Owner: Edward L. Davis.
Affiliates: Padua Music Co. (BMI), Tamkoda Music Co. (BMI).
 Favorite Music Inc. (ASCAP), see Avco Embassy.
 Favorite Publ'rs Inc. (ASCAP) see Pavanne.
 Faye Music (BMI), PO Box 294, Leitchfield, Ky. 42754. Tel: (502) 259-4442. Pres.: Bill Springer.
 Fayette Music (BMI), 3805 Whites Creek Pike, Nashville, Tenn. 37207. Tel: (615) 227-4494. Pres. & Gen. Mgr.: Bob Mooney.
 Fayette Publ'g Co. (BMI), 15 Julia St., Jacksonville, Fla. 32205. Tel: (904) 384-4900. Owner: Elizabeth Thorn.
 Feather Music Inc. (BMI), 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 247-2272.
 Fee Bee Music Co. (BMI), 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727.
 Leo Feist Inc. (ASCAP), see the Big 3.
 Felicia Music Co. Inc. (BMI), see Leonard Hodes Group.
 Felsted Music Corp. (BMI), 539 W. 25 St., New York, N.Y. 10001. Tel: (212) 675-6060. Cable: FULLRANGE. Pres.: D.H. Toller-Bond; Gen. Mgr. Mimi Trepel; Ass't Mgr.: Carolyn Kallett; Gen. Prof. Mgr.: Bert Siegelson.
Affiliate: Burlington Music Corp. (ASCAP). **Int'l reps.:** Australasia (Palace in Australasia), Austria (Burlington in Germany), Benelux (Palace in Netherlands), Canada (Felsted), France & French Union (Palace), Germany (Burlington), Italy (Palace), Orient (Burlington-Palace in Honk Kong), Scandinavia (Palace in Sweden), South Africa (Burlington), UK (Burlington-Palace).
 Fema Music Publ'ns (ASCAP), see Crescendo.
 Femme Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Fennario Music Publ'rs Inc. (ASCAP), 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Cable: VANMUSICA. Pres.: Maynard Solomon. **Affiliate:** Ryerson Music Publ'g Inc. (BMI).
 Fermata Int'l Melodies Inc. (ASCAP), Sunset-Vine Tower Bldg., Suite 514, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-7473. Mgr.: Debora Frenkiel. **Affiliate:** Bendig Music Corp. (BMI).
 Fiction Music Inc. (BMI), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
 Fideree Music Corp. (ASCAP), 3915 Prospect Ave., Hollywood, Calif. 90027. Tel: (213) 663-0798. Pres.: Josef Mbrais. **Int'l reps.:** Canada (Frank), France (Tropicales), Italy (Frank), UK (Essex, Frank).
 Fido Music (BMI), 1814 Carl Rd., Columbia, S.C. 29210. Tel: (803) 772-1814/2407. Pres. & Gen. Prof. Mgr.: Pete Ridgeway; Gen. Mgr.: Carl Ellsworth.
 Fielding Music Co. (ASCAP), see Gordon.
 Fieldings Follies Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Fiesta Music Inc. (BMI), Box 2450, Hollywood, Calif. 90028. Tel: (213) ST 4-2777. Pres.: Max Herman. **Affiliate:** Herman Music Inc. (ASCAP).
 Fifth Avenue Music (ASCAP), see Ten-East.
 Fifth World Music (BMI), see 4-Star Music.
 Figure Music Inc. (BMI), see Big Seven.
 Filigree Music (BMI), Gen. Mgr.: Scott Holtzman, see the Mandeville Group.
 First Edition Prod'ns (BMI), see TR0.
 Carl Fischer Inc. (ASCAP), 56-62 Cooper Sq., New York, N.Y. 10003. Tel: (212) SP 7-0900.
 J. Fischer & Bros. (ASCAP), Harristown Rd., Glen Rock, N.J. 07452. Tel: (201) 444-2700. Pres.: Eugene Fischer. **Int'l firm represented:** Cary (UK).
 Fishbowl Music Publ'r (BMI), 4834 Bissell Ave., Richmond, Calif. 94805. Tel: (415) 233-7487. Owner: W.S. Newcomb.
 Fred Fisher Music Co. Inc. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-1504. Mgr.: Ada Roeter; Contacts: Dan & Marvin Fisher.
Affiliates: Danby Music (BMI), Marvin Music Co. (ASCAP).
 Fitzpatrick Music (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 H. T. FitzSimons Co. Inc. (SESAC), 615 N. LaSalle St., Chicago, Ill. 60610. Tel: (312) WH 4-1841. Cable: FITZCO. Pres.: H. T. FitzSimons.
 Five Illusion Inc. (BMI), see New Beat.

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Harold Flammer Inc. (ASCAP), 251 W. 19 St., New York, N.Y. 10011. Tel: (212) WA 4-6221. Pres.: Harold Flammer.

Flanka Music Corp. (ASCAP), see Spanka.

Fiat Town Music (BMI), PO Box 506, Villa Platte, La. 70586. Tel: (318) 363-2184.

Flavio Music Inc. (BMI), 6725 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3825. Pres.: Nick Vanoff; VP: Boris Vanoff.

Florentine Music (BMI), div of The Record Factory, PO Box 6, Accokeek, Md. Pres.: Ray Vernon. Affiliate: Vern Wray Music (ASCAP)

Floss Music (BMI), see Emko.

Charles Foley Inc. (ASCAP), 156 W. 44 St., New York, N.Y. 10036. Tel: (212) MU 2-6248. Pres.: Anthony Scovasso. Int'l rep.: B. Schott Sohne (Germany).

Folkraft Publ'g Corp., 1159 Broad St., Newark, N.J. 07114. Tel: (201) 622-0024. Pres.: Jerry Shifrin.

Folkways Music Publ'rs Inc. (BMI), see TRQ.

Fountain (BMI), see Jaspas.

Fontaine Music Corp. (ASCAP), see MCA.

Footboat Inc. (BMI), see Super Darlin'.

For Church Music, div. of Editorial Servs. Inc., 9034 Sunset Blvd., Los Angeles, Calif. 90069. Int'l rep.: World-wide exclusive of USA & Canada (The Rondor Group in USA).

For Sure Music (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.

Ford Music Publ'g Co. Inc. (ASCAP), 756 Seventh Ave., Suite 300, New York, N.Y. 10019. Tel: (212) 581-5516. Partner: S. Ford Jr. Affiliates: Bacardi Publ'ns (ASCAP), Merry-Go-Round Melody Co. (BMI), Rest-A-White Music Co. (ASCAP).

Forgiveness Music Publ'g Co. (BMI), see Chambr.

Forrest Hills Music Inc. (BMI), 1609 Hawkins St., Nashville, Tenn. 37203. Tel: (615) 244-1060. Pres.: Jerry Bradley. Affiliate: Roadrunner Music (BMI).

Clinton Forsman Publ'g Co. (BMI), 210 E. Main, Robstown, Tex. 78380.

Forster Music Publ'rs Inc. (ASCAP), 216 S. Wabash, Chicago, Ill. 60604. Tel: (312) 427-2713.

Fortress Press, 2900 Queen Ln., Philadelphia, Pa. 19129. Tel: (215) VI 8-6800. Dir.: Leonard Lilyers.

Forum Music (ASCAP), see Garpax.

Four Four, 811 Pt. San Pedro Rd., San Rafael, Calif. 94901. Tel: (415) 456-9694. Pres.: Grace Tindell.

Four Most Music Co. (BMI), see 4-Star Music.

4-Star Music Co. Inc. (BMI), 9220 Sunset Blvd., Suite 312, Los Angeles, Calif. 90069. Tel: (213) 278-1780. Pres.: Joe E. Johnson; VP: Dave Burgess. Branches: New York, N.Y., 1650 Broadway, No. 705. Zip: 10019. Tel: (212) 765-1966. Gen. Mgr.: Lew Shapiro—Nashville, Tenn., 806 17 Ave. S., Suite 207. Zip: 37203. Tel: (615) 242-4414. Gen. Mgr.: Bob Jennings. Affiliates: Fifth World Music (BMI), Four Most Music Co. (BMI), Jat Music Inc. (BMI), Mee Moo Music (BMI), Spring Music Co. (ASCAP) Taj Music Co. (ASCAP). Int'l reps.: Australia (Palace), Austria (Burlington), Benelux (Palace), Canada (Burlington, Felsted), France & French Union (Palace), Germany (Burlington), Italy (Palace), Rhodesia (Burlington), Scandinavia (Palace in Sweden), South Africa (Burlington), UK (Palace). (SEE ADVERTISEMENT)

Four Star TV Music Co. Inc. (BMI), 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-0725. Exec. VP: Alfred Perry; VP: Fred Benson. Affiliate: BNP Music Publ'g Co. (ASCAP).

XIV Music Co. Inc. (SESAC), see Japalana.

Fourteenth Hour Music Inc. (BMI), 1721 Field St., Detroit, Mich. 48214. Tel: (313) 567-1343. Pres. & Gen. Mgr.: Ted White. Affiliate: Dleif Music Inc. (BMI).

Fourth Floor Music Inc. (ASCAP), 75 E. 55 St., Suite 503, New York N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.

Fourth Landing Music (BMI), see Third Story

Kim Fowley Music (BMI), 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 4-0225. Pres.: Kim Fowley. (Administered by A. Schroeder Music Corp.). Affiliate: Living Legend Music (ASCAP).

Fox Fanfare Music Corp. (BMI), see Twentieth Century.

Sam Fox Publ'g Co. Inc. (ASCAP), 1841 Broadway New York, N.Y. 10023. Tel: (212) CI 7-3890. Pres.: Frederick Fox; Gen. Prof. Mgr.: Norman Foley. Branch: Santa Barbara, Calif., 1443 Manitou Rd. Zip: 93105. Tel: (805) 965-8625. Gen. Mgr.: Harry Fox Jr. Int'l branches: Australia, England. Affiliates: Choral Art (ASCAP), Sam Fox Film Rights (ASCAP), Hollywood Songs (ASCAP), Kradar Music Co. (ASCAP), Makeba Music Corp. (ASCAP), Movietone Music Corp. (ASCAP), Omega (ASCAP), Playgoers (ASCAP), Reynard Publ'g Co. Inc. (ASCAP), Samfred Music Inc. (BMI), St. Martin Music Co. Inc. (BMI), Stargen Music Corp. (ASCAP), Unicorn Music Co. (ASCAP), Wilder (BMI). Int'l reps.: Austria (Wien-Melodie), Canada (Gordon V. Thompson), Germany (Ring) Japan (Kusano), Mexico & Central America (Campei), Netherlands (Alltona), New Zealand (Southern), Spain (Calypso), Switzerland (Ring in Germany). Sam Fox Film Rights (ASCAP), see Sam Fox.

Foxborough Music Inc. (BMI), Pres.: Ray Fox, c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin'r: Lenny Mietus.

Frabob Music Co. (BMI), Owner: Billy Frazier, c/o Mietus Copyright Mgmt., 10 E. 44 St., New York N.Y. 10017. Tel: (212) 661-5520. Admin'r: Lenny Mietus.

Francis Day & Hunter Inc. (ASCAP), 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 262-2720. US Rep.: Al Kohn. Home office: England.

Franden Music (BMI), 1050 N. 46 St., Philadelphia, Pa. 19131. Tel: (215) 877-0169. Pres.: R. F. Seiden.

Frank Music Corp. (ASCAP), 119 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-3600. Contact: Bert Haber. Affiliates: Andrew Music Corp., Audubon Music Inc., Carmichael Music Publ'ns Inc., Desilu Music Corp., Empress Music Inc., Walter Reade Music Corp., Rinimer Corp., Saunders Publ'ns Inc. (all ASCAP).

Franklin Street Music Co. Inc. (ASCAP), see Eastlake.

Franzoe Music (ASCAP), PO Box 388, Hammonton, N.J. 08037. Tel: (609) 561-8613. Pres.: Vincent Franzoe Jr.

Frederick Music Co. (BMI), see Brandom.

Freeway Music Corp. (BMI), see Beechwood.

Fresco Music Inc. (ASCAP), see United Artists.

Freyda Music Co. Inc. (ASCAP), see Paradox.

Frog Music Corp. (BMI), see Mike Curbin.

Frost Music Corp. (BMI), see Big Seven.

Fuddyduddy Music (BMI), 7511 Franklin Ave., Hollywood, Calif. 90046. Tel: (213) HO 7-2151. Pres.: Rosemary Richland; Gen. Prof. Mgr.: Tony Richland.

Fuller Music Publ'g Co. (BMI), PO Box 10513, Tampa, Fla. 33609. Tel: (813) 839-5471. Pres.: Charles Fuller. Affiliate: Fulprod Music Publ'g Co. (ASCAP).

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Future Music Inc. (BMI), see Vanguard.

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Galaxy Music Corp. (ASCAP), 2121 Broadway, New York, N.Y. 10023. Tel: (212) TR 4-2100. Pres.: John M. Kernochan. Affiliate: Highgate Press (BMI). This company represents: American Musicological Society, Columbia University Press, University of Washington Press. Int'l firms represented: Elkin, Galliard, Stainer & Bell, Augener Edition, Joseph Williams Edition (UK); Delruie, Les Editions Ouvrieres (France). Int'l reps.: Austria, Germany, Switzerland (Heinrichshofen's); UK (Galliard).

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Al Gallico Music Corp. (BMI), 101 W. 55 St., New York, N.Y. 10019. Tel: (212) JU 2-1368. Pres.: Al Gallico. (SEE ADVERTISEMENT)

Ganja Music Corp. (ASCAP), 359 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 278-7680. Pres.: Arthur Mogull; Gen. Mgr.: Don Shain. Branch: New York, N.Y., 65 E. 55 St. Zip: 10022. Tel: (212) 758-3110. Affiliate: Royham Music Co. (ASCAP).

Garamoni Music Publ'g Co. (BMI), 20 N. Wacker Dr., Chicago, Ill. 60606. Tel: (312) CE 6-3632. Contact: John Garamoni.

Garpax Music Inc. (BMI), Box 5577, Oildale, Bakersfield, Calif. 93308. Pres.: Gary S. Paxton. Affiliates: Abstract Music (BMI), Captivation Music Publ'g Co. (ASCAP), El Tejon Music (BMI), Forum Music (ASCAP), Maverick Music Inc. (BMI).

Gation Publ'g Co. (BMI), 1866 Alcatraz Ave., Berkeley, Calif. 94703. Tel: (415) 658-5344. Pres.: Ray Dobard.

Gatewick Music Co. (BMI), see Pavanne.

Gaucho Music (BMI), 201 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Roy Rifkind; Gen. Mgr.: Julie Rifkind. (Licensed through Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-

7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit. Affiliate: Sandbox Music Inc. (ASCAP).

Gaumont Music Publ'rs Ltd. (ASCAP), 7830 Miami View Dr., North Bay Island, Miami Beach, Fla. 33141. Tel: (305) PL 8-5566. Pres.: George P. Hill.

Tim Gayle Songs (ASCAP), 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) 463-2151. Owner: Tim Gayle. Affiliates: Tim & Pony Gayle Songs (ASCAP), Hi-Fi Songs (BMI), International Songs (BMI), International Tunes (BMI). Tim & Pony Gayle Songs (ASCAP), see Tim Gayle Songs.

Gazebo Music (ASCAP), see Falls City.

Gear Publ'g (ASCAP), 28875 Franklin, Southfield, Mich. 48075. Tel: (313) 358-4892. Pres.: Edward F. Andrews Jr.; Gen. Mgr.: Mike Miller; Gen. Prof. Mgr.: Mike Parshall.

Geesh Music (BMI), 11251 Barrington Blvd., Cleveland, Ohio 44130. Tel: (216) 843-8000. Pres.: Donald E. George.

Geld Music Co. (ASCAP), 1131 N. La Cienega Blvd., Hollywood, Calif. 90069. Tel: (213) 659-1408. Gen. Mgr.: Gary Geld.

General Music Publ'g Co. Inc. (ASCAP), 414 E. 75 St., New York, N.Y. 10021. Tel: (212) PL 3-7340. Contact: Paul Kapp. Affiliates: Camelot Music Corp. (ASCAP), Joshua Corp. (BMI).

General Words & Music Co. (ASCAP), see Neil A. Kjos.

Genius Music Inc. (ASCAP), see Crewe Group.

Gentry (ASCAP), 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8345.

Geordie Music (ASCAP), see Bleu Disque.

George Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Gershwin Publ'g Corp. (ASCAP), see Chappell.

Stan Getz Prod'ns (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Gideon Music Inc. (BMI), see ABKCO.

Gigantic Publ'r (BMI), see Jonvis.

Gil Music Corp. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 245-0110. Cable: PIN-CUSGIL. Pres.: George Pincus; VPs: Irwin & Lee Pincus. Affiliates: George Pincus & Sons Music Corp. (ASCAP), Songfest Music Corp. (ASCAP), Tune Time Music Inc. (BMI). Int'l firm represented: Ambassador (UK). Int'l rep.: UK (Ambassador).

Girard (ASCAP), 4303 55 St., Woodside, L.I., N.Y. 11377. Tel: (212) 335-5726. Pres.: George Chandler.

Glaco Publ'ns Inc. (SESAC), see Glaser.

Glad Music Co. (BMI), 316 E. 11 St., Houston, Tex. 77008. Tel: (713) UN 1-3630. Pres. & Mgr.: H. W. Daily. Affiliates: Raydee Music Co. (SESAC), Starrite Publ'g Co. (BMI). Int'l rep.: UK (Burlington, Glad only).

Glad-Hamp Music Corp. (ASCAP), 165 W. 46 St., New York, N.Y. 10036. Tel: (212) PL 7-8486. Gen. Mgr.: Bill Titone. Affiliate: Swing & Tempo Music Publ'g Co. Inc. (BMI).

Gladys Music Inc. (ASCAP), see Hill & Range Songs.

Glamorous Music Inc. (ASCAP), see Helios.

Glaser Publ'ns (BMI), 916 19 Ave. S., Nashville, Tenn. 37212. Tel: (615) 244-5133. Pres.: Tom-pall Glaser; VP: Chuck Glaser; Sec'y-Treas.: Jim Glaser. Affiliates: GB Music Inc. (ASCAP), Glaco Publ'ns Inc. (SESAC).

Glehi Music Co. (BMI), 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-8388. Pres. & Gen. Mgr.: Tommy Hill.

Glenbrook Music Corp. (ASCAP), see American Metropolitan.

Glenn (BMI), see MacArthur.

Gold Beach Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Gold Clef Music Publ'g Co. (BMI), PO Box 43, Chester, Pa. 19016. Pres.: Alexander Czarenko.

Gold Dust Music Inc. (BMI), PO Box 4861, Memphis, Tenn. 38104. Tel: (901) 274-7221. Pres.: Dickey Lee; Gen. Mgr.: Stanley Kester; Gen. Prof. Mgr.: Allen Reynolds. Affiliates: Il Gatto Music Inc. (BMI), Rivertown Music Inc. (ASCAP).

Goldberg Music, see H. Goldberg.

H. Goldberg Ent's., 96 Eaton St., Providence, R.I. D2908. Tel: (401) 421-3520, 723-3530. Pres.: Harris Goldberg; VP: Owen McGovern. Branch: Fairfax, Calif., 95 Wood Ln. Zip: 94930. Tel: (415) 453-1210. Mgr.: Ginny Travers. Affiliates: Goldberg Music, Herbacide Music.

Golden Bough Publ'g Co. Inc. (ASCAP), 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) 765-2342. Pres.: Ben Rosner; Gen. Mgr.: Hilary Lipsitz. Affiliates: Eagle Hill Music Inc. (ASCAP), Smeads Music Inc. (BMI).

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 Affiliate: Val-Dare (BMI).
 Golden Voice Music (BMI), 700 W. Main St., South Pekin, Ill. 61564. Tel: (309) 348-3112. Pres.: Jerry Milam.
 Goldmine Music Inc. (ASCAP), see Bourne.
 Goldmont Publ'g Co. (BMI), 726 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-3725. Contacts: J. William McInturff, Frank X. Finke.
 Michael H. Goldsen Inc. (ASCAP), see Criterion.
 Golo Publ'g Co (BMI), see Lois.
 Gombay Music (BMI), a/k/a St. Criox., 3357 Tonia Ave., Altadena, Calif. 91001.
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 Goodness & Truth Music Inc. (BMI), see Commonwealth United.
 Goombay Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Gopan Ent's. Inc., 119 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-2488. Pres.: John Levy.
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 Gramophone Music Co. (ASCAP), Box 921, Beverly Hills, Calif. 90213. Tel: (213) 276-2726. Pres.: Oliver Berliner.
 Affiliate: Hall of Fame.
 Int'l firms represented: Brambila, Campe (Mexico).
 Int'l reps: Argentina (Julio Korn), Europe (Edwin H. Morris/Chappell), Mexico (Brambila), Venezuela (Vicari).
 Grand Music Corp. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-4753.
 Grand Prix Music Corp. (BMI), see Mike Curb.
 Grandwealth Music Co. (BMI), PO Box 492, Caldwell, Tex. 77836. Tel: (713) 567-4539. Pres.: Bennie Hess.
 Granite Music Corp. (ASCAP), see Criterion.
 Budd Granoff Prod'ns, 315 W. 57 St., Suite 2C, New York, N.Y. 10019. Tel: (212) CI 7-7230. Mgr.: Budd Granoff.
 Affiliates: International Korwin Corp. (ASCAP), International Pauline Corp. (ASCAP), Jonathan Music Co. Inc. (ASCAP).
 Great Honesty Music Inc. (BMI), 916 Kearny St., San Francisco, Calif. Tel: (415) 391-1582. Pres.: Erik Jacobson.
 Great World Music, PO Box 761, 881 Humboldt, Chico, Calif. 95926. Tel: (916) 342-0629, 343-2985. Pres.: J.H. Tink Smith; Gen. Prof. Mgr.: Mrs. Renate Smith.
 Affiliate: Songs Tink Smith.
 Green Apple Music Co. (BMI), see Spite-N-Dival.
 Green Grass Music (BMI), 1007 17 Ave. S., Nashville, Tenn. 37202. Tel: (615) 256-6161. Mng. Partner: Curly Putman.
 Affiliate: Tree Publ'g Co. Inc. (BMI).
 Green Isle Music Inc. (BMI), see Shelby Singleton.
 Green Owl Music Inc. (ASCAP), see Shelby Singleton.
 Greenback Music (BMI), 1619 Otter Creek Rd., Nashville, Tenn. 37215. Tel: (615) 291-6999. Pres.: Casey Anderson.
 Greentree Music Corp. (ASCAP), 595 Madison Ave., New York, N.Y. 10022. Tel: (212) 421-8415. Pres.: Ben Barton.
 Affiliate: Kenbar Music Corp. (BMI).
 Greenlight (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 246-8817. Pres.: Bob Feldman.
 Greene Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Greenleaf (ASCAP), see Budd.
 Greenwich Music Co. Inc. (ASCAP), 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Gen. Mgr.: Dorothy D. Rupe.
 Affiliate: Venice Music Inc. (BMI).
 Greenwood Music Co. (BMI), see World Library Publ'ns.
 Gremlin Music (BMI), Box 14583, Houston, Tex. 77021. Tel: (713) 864-9653. Owner: Fred Carroll.
 Affiliate: Scribble (BMI).

Gretbert Music Corp. (BMI), see Hill & Range Songs.
 Grever Music Co. (ASCAP), 18 Storms Ave., Park Ridge, N.J. 07656. Tel: (201) 391-7411.
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 Groovesville Music (BMI), 19767 Ardmore, Detroit, Mich. 48235. Tel: (313) 345-4281. Pres.: Don Davis.
 Grosvenor House Music (ASCAP), PO Box 1563, Hollywood, Calif. 90028. Tel: (213) 876-2403. Pres.: Art Benson.
 Affiliate: Star Tunes Music (BMI).
 Int'l rep.: Sweden (Manu).
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 Guitar Music Inc. (BMI), see Ivan Mogull.
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 Hampshire House Publ'g Corp. (ASCAP), see TRO.
 Hampstead, see Pavanne.
 Hancock Music Co. (BMI), 202 Riverside Dr., New York, N.Y. 10025. Tel: (212) 749-0900. Pres.: Herbert J. Hancock.
 Handsome Music Publ'g Co. (BMI), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: 278-3573. Pres.: Jimmy O'Neill.
 Hankbee Music Co. (BMI), 1619 Broadway, Rm. 503, New York, N.Y. 10019. Tel: (212) PL 7-2695. Gen. Mgr.: Henry Boye.
 Hankosbo Music (BMI), div. of Allen Prod'ns, PO Drawer F, Vidalia, Ga. 30474. Tel: 537-3311/4468. Pres.: Ossie L. Allen.
 Charles H. Hansen Music Corp. (ASCAP), 1824 West Ave., Miami Beach, Fla. 33139. Tel: (305) JE 2-5461. (Administered by Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer).
 Hap Music Inc. (ASCAP), 145 Waverly Pl., New York, N.Y. 10014. Tel: (212) AL 5-7945. Cable: HAPMUSIC. Pres.: Howard Plummer.
 Happiness Music Corp. (ASCAP), 9428 Manor Rd., Leawood, Kan. 66206. Pres.: Betty Blasco; Gen. Mgr.: E.J. Sacco.
 Affiliate: Midland Music Co. (BMI).
 Har-Bock Music Co. (BMI), see Metric.
 Harbort Music Inc. (BMI), see Bourne.
 Hardtack Music Co. Inc. (BMI), 812 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-8978. Pres.: Bobby Bobo; VP & Gen. Mgr.: Chuck Howard.
 Hargail Music Press (ASCAP), 157 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 5-7246. Cable: HARGAILMUS. Pres.: Harold Newman.
 Int'l firms represented: Aulos, Harvard (Japan), Kueng, Ed. Melodie (Switzerland).
 Int'l rep.: UK (A. Kalmus).
 Harmonia Edition (BMI), see C.F. Peters.
 Harms Inc. (ASCAP), see Warner Bros.-Seven Arts.
 T. B. Harms (ASCAP), see Chappell.
 Harrah Music (ASCAP), see Amestoy.
 Charles K. Harris Music Publ'g Co. Inc. (ASCAP), see Southern Music Publ'g.
 Harris Songs Music Inc. (BMI), see ABKCO.
 Harrison Music Corp. (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028.
 Hartfordite Publ'g Co. (BMI), 7 S. Main St., West Hartford, Conn. Tel: (203) 236-4439. Contacts: Irv Jeffries, Merrill Doucette.
 Alan Hartwell Music (BMI), see Sylvania.
 Harvard Music Inc. (BMI), see Ivan Mogull.
 Harwin Music Corp. (ASCAP), see Edwin H. Morris.
 Hastings Music Co. (BMI), see The Big 3.
 Hatful O' Tunes (BMI), PO Box 1303, Madison, Wis. 53701. Tel: (608) 256-1670. Pres.: D. A. Olson.
 Hatletid Foundation (BMI), c/o Martin Cohen, 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) HO 3-1151. Pres.: Chip Douglas; Admin'r: Martin Cohen.

Hauge, 434 49 St., Oakland, Calif. 94609. Tel: (415) 652-5308. Pres.: Norman Hauge.
 Havenhurst Music (ASCAP), see Amestoy.
 Hawaii Music Co. Inc. (BMI), see MCA.
 Hawaiian-American Music, see Burdge.
 Hawaiian Rec'g & Publ'g Co. Inc. (ASCAP), PO Box 2061, 910 Alakea St., Honolulu, Hawaii 96805. Tel: (808) 536-1124. Pres. & Gen. Mgr.: Eaton Magoon Jr.; Gen. Prof. Mgr.: Jack Law.
 Hawkes & Sons (ASCAP), see Boosey & Hawkes.
 Haymarket Music Corp. (BMI), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.
 Lee Hazlewood Music Corp. (ASCAP), 1501 Broadway, Suite 406, New York, N.Y. 10022. Tel: (212) 759-7500.
 Int'l rep.: World-wide (Ivan Mogull in USA).
 Heads Up Music Publ'g Co. (BMI), PO Box 1832, 754 Daizell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin.
 Heart of the Hills Publ'g Co. (BMI), see Silver Lake.
 Heart Warming Music Co. (BMI), see John T. Benson.
 Heavy Metal Music Corp. (BMI), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
 Heights (BMI), 4315 University Ave. N.E., Minneapolis, Minn. 55421. Tel: (612) 788-2895. Pres.: Ron Gary; VP: F. Herman Halfmann.
 Helios Music Corp. (BMI), 1619 Broadway, Rm. 604, New York, N.Y. 10019. Tel: (212) LT 1-0280. Pres.: Claus Ogerman.
 Affiliates: Glamorous Music Inc. (ASCAP), Monasape Music Inc. (BMI).
 Int'l firm represented: Ebony Musikverlag (Germany).
 Int'l rep.: Germany (Ebony).
 Hello There Music (ASCAP), see Mr. Bones.
 Hendon Music (BMI), see Lyra.
 James Hendrix Music Publ'rs (ASCAP), PO Box 1368, Nashville, Tenn. 37202. Tel: (615) 292-9743. Pres.: James Hendrix.
 Henmar Press Inc. (ASCAP), 373 Park Ave. S., New York, N.Y. 10016. Tel: (212) MU 6-4147. Cable: PETERSEDT. Pres.: W. Hinrichsen. (Administered by C. F. Peters).
 Int'l branches: England, Germany, Switzerland.
 Heno Publ'g Co. (BMI), 8959 S. Oglesby Ave., Chicago, Ill. 60617. Tel: (312) 667-4151. Pres.: Oscar Jackson; Gen. Prof. Mgr.: Armond Jump Jackson.
 Herbicide Music, see H. Goldberg.
 Heritage Music Press (ASCAP), see Lorenz.
 Heritage Music Publ'ns Inc. (SESAC), see Ashley.
 Herman Music Inc. (ASCAP), see Fiesta.
 Heuwekemeijer Chamber Music (ASCAP), see C. F. Peters.
 Hi-Count Music Corp. (BMI), see ABKCO.
 Hi-Fi Songs (BMI), see Tim Gayle Songs.
 Hi-Life Music Inc. (ASCAP), see New Life.
 Hi Lo Music Inc. (BMI), 639 Madison Ave., Memphis, Tenn. 38103. Tel: (901) 527-8233. Gen. Mgr.: Knox Phillips.
 Affiliate: Knox Music Inc. (BMI).
 Hickory Hollow Music (BMI), PO Box 215, Gallatin, Tenn. 37066. Partners: Benny Williams, Vernon Oxford; Gen. Mgr.: Benny Williams.
 High-Mass Prod'ns Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Highgate Press (BMI), see Galaxy.
 Highlight (BMI), see Top-Hit.
 Highwood Music Corp. (BMI), see MCA.
 Hildarose Music (BMI), 2110 Hildarose Dr., Silver Spring, Md. 20902. Tel: (301) 589-2068. Pres.: John Lauterbach.
 Hill & Range Songs Inc. (BMI), 241 W. 72 St., New York, N.Y. 10023. Tel: (212) 724-9500. Cable: HILLSONGS. Gen. Prof. Mgr.: Freddy Biensstock.
 Affiliates: Aberbach (BMI), Affiliated (BMI), Alamo Music Inc. (ASCAP), Anne-Rachel Music Corp. (ASCAP), Ark-La-Tex Publ'g Co. (BMI) Atzal Music Inc. (BMI), Bennie Benjamin Music Inc. (ASCAP), Bigtop Recs. Inc. (BMI), Brenner Music Inc. (BMI), Britanny Music Inc. (BMI), Canford Music (BMI), Reg Connelly Music Inc. (ASCAP), Charles N. Daniels Inc. (ASCAP), Dolfi Music Inc. (ASCAP), Flamingo Music Inc. (ASCAP), Galli Music Corp. (ASCAP), Gladys Music Inc. (ASCAP), Gretbert Music Corp. (BMI), Home Folks (BMI), Charles Emmerich Kalman Inc. (ASCAP), Kentucky (BMI), Marizona Music Inc. (BMI), Marty's Music Corp. (BMI), Noma Music Inc. (BMI), Plan Two Music Inc. (ASCAP), Elvis Presley Music Inc. (BMI), Progressive Music Publ'g Co. (BMI), Quintet Music Inc. (BMI), Rio Grande (BMI), Rosarita Music Inc. (ASCAP), Rumbalero Music (BMI), St. Louis Music Corp. (BMI), Second Music Publ'g Co. Inc. (ASCAP), Show Music Publ'g Co. Inc. (BMI), Sigma Music Inc. (ASCAP), Slamina Music Inc. (BMI), Hank Snow Music Inc. (BMI), Southwind Music Inc. (BMI), Ernest Tubbs Music Inc. (BMI), Valley Publ'g Inc. (BMI), Bob Wills (BMI).
 Hillbrow (ASCAP), see Kenwood.
 Hinky Dink Music Co. (ASCAP), see Bob-Cor.
 Hinrichsen Edition (BMI), see C. F. Peters.
 Hip Hill Music (BMI), 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 291-2003. Pres.: Mira Ann Smith; Gen. Mgr.: Margaret Lewis.
 Branch: Shreveport, La., PO Box 3268. Zip: 71103. Gen. Mgr.: A. Alton Warwick.
 Hirich Music Co. (BMI), 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) 464-5725. Owner & Gen. Mgr.: Gerry Hibbs.
 Affiliate: Joger Music Co. (ASCAP).

Hitsburgh Music Co. (BMI), 157 Ford Ave., Gallatin, Tenn. 37066. Tel: (615) 452-1479/3900. Pres.: Harold Gilbert; Gen. Mgr.: Marcus Scott; Gen. Prof. Mgr.: Bobby Brinkley.
 Hitway (BMI), see Blue Book.
 Hob Music Co. (BMI), see B&B.
 Hob & Nob Music Publ'rs (BMI), 158 W. 15 St., Suite 2D, New York, N.Y. 10011. Tel: (212) AL 5-7214. Gen. Mgr.: LeRoy De Gregory.
Int'l rep.: Germany (Belmont).
 Hobo Music Publ'rs Inc. (BMI), div. of Herbert R. Spigner Ent's., 3363 Wilson Ave., Bronx, N.Y. 10469. Tel: (212) 654-4308. Pres.: Herbert R. Spigner.
 Leonard Hodas Group, 1780 Broadway, Suite 1201, New York, N.Y. 10019. Tel: (212) 581-3420. Cable: LENHODES. Telex: 224037. Contact: Leonard Hodas.
Affiliates: Concertone Songs Inc. (ASCAP), Felicia Music Co. Inc. (BMI), Spectorious Music Corp. (BMI).
 Hodolog Music (BMI), PO Box 3233, Berkeley, Calif. 94703. Tel: (415) 451-3578. Mgr.: Ed Denson.
Int'l rep.: UK (Apple Corp.).
 Holiday Inn Music Inc. (BMI), 3796 Lamar Ave., Holiday City Sta., Memphis, Tenn. 38118. Tel: (901) 362-4231, 527-2614. Pres. & Gen. Mgr.: Sam C. Phillips; Nat'l Sales & Promo.: B. B. Cunningham Sr.
Affiliate: HIA Publ'g Inc. (ASCAP).
 Hollis Music Inc. (BMI), see TRO.
 Holly Bee Music Co. (BMI), 1883 Manville Dr., Atlanta, Ga. 30341. Tel: (404) 458-2639. Mgr.: Johnny Bee.
 Hollywood Songs (ASCAP), see Sam Fox.
 Holyoke Music (BMI), 66 Elmwood Ave., Holyoke, Mass. 01040. Tel: (413) 536-1793. Mgr.: Walter J. Gonet Jr.
Affiliate: Walnut (BMI).
 Hombre Music Co. (BMI), see Viva.
 Home Folks (BMI), see Hill & Range Songs.
 Honeycomb Music Inc. (ASCAP), 9220 Sunset Blvd., Suite 224, Los Angeles, Calif. 90069. Tel: (213) 273-8016. Mgrs.: Ray Harris, Seymour Heller.
 Hookah Publ'g Co. (BMI), see Spite-N-Dival.
 Hookshot Music (BMI), 2453 Aldrich Ave. S., Minneapolis, Minn. 55405. Tel: (612) 374-3062. Owner: Harley Toberman.
 Hoover Publ'g Co. (ASCAP), see Vault.
 Hope Publ'g Co. (ASCAP), 5707 W. Lake, Chicago, Ill. 60644. Tel: (312) CO 1-3021. Pres.: G.H. Shorney.
 Hope-A-Hit Music Publ'g (BMI), 1105 St. Charles Rd., Lombard, Ill. 60148. Tel: (312) 629-6990. Pres.: Jerry Wooters; Gen. Mgr.: O'Brien Fisher.
 Horizon Music Co. (BMI), 1619 Broadway, New

York, N.Y. 10019. Tel: (212) CI 7-2904. Pres.: R. Fisher.
 Horn Publ'ns (BMI), see Diogenes.
 Hornsby Music Co. (BMI), PO Box 7532, Houston, Tex. 77007. A&R Rep.: Ezzard Topps; Promo.: J. D. Horn.
 Horttor Music Co. (BMI), 313 El Tejon Ave., Oildale, Bakersfield, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horttor.
 Hot Breeze (BMI), 2600 N. Carlies St., Philadelphia, Pa. 19132. Tel: (215) BA 5-0661. VPs: Evelyn Ross, Jim Steward; Mgr.: Eugene Castleberry.
Affiliate: Bacone & Sons Music (BMI).
 Hot Chocolate Music Co. Ltd. (BMI), see JPB.
 Hot Shot (BMI), see Big Shot.
 Hotis Music (BMI), c/o Irving Music Inc., 1416 N. La Brea, Hollywood, Calif. 90028.
Int'l rep.: World-wide exclusive of USA & Canada (The Rondor Group in USA).
 House of Cash (BMI), Caudill Dr., Hendersonville, Tenn. 37075. Tel: (615) 859-0091. Pres.: John R. Cash; Gen. Mgr.: Reba Hancock; Gen. Prof. Mgr.: Saul Holiff.
 House of Hits (ASCAP), see Spiral.
 Jack Howard Publ'g Inc. (BMI), see Arcade.
 Huckleberry Music (BMI), 1680 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 469-5105. Owner: Kenneth M. Sawyer.
Affiliate: Romik Music (ASCAP).
 Humphries & Son Music (BMI), 3116 Drexel St., Shreveport, La. 71108. Tel: (318) 635-8871. Pres. & Gen. Mgr.: Dewitt C. Humphries.
 Hunt Music Co. (BMI), div. of Take 4 Prod'ns, 118-28 201 Pl., St. Albans, N.Y. 11412. Tel: (212) 276-4097. Pres.: Andrew Pope; VP: Ted Hunt.
 R. L. Huntzinger Inc. (SESAC), see Willis.
 Hurdy Gurdy (BMI), see Counterpart.
 Hurok Music Corp. (ASCAP), see Mike Curb.
 Husky Music Inc. (BMI), PO Box 46, Nashville, Tenn. 37202. Tel: (615) 244-9550. Pres.: Ferlin Husky; Gen. Mgr.: Hubert Long.
 Hut Music Inc. (BMI), 2076 Union Ave., Memphis, Tenn. 38104. Tel: (901) 274-6674. Pres.: William B. Tanner; Gen. Mgr.: Marty Lacker.
Affiliate: Alpep Music Inc. (ASCAP).

Il Gatto Music Inc. (BMI), see Gold Dust.
 Immediate Music Inc. (BMI), see ABKCO.
 Important Publ'ns (ASCAP), see Very Important.
 Impression Music (BMI), div. of Go Go Music Corp., 19 Southland Dr., Glen Cove, L.I., N.Y. 11542. Tel: (516) OR 6-8150. Pres.: Gene L. Moretti.
 Impromptu Tunes Publ'g Co. (BMI), 3201 Frances, Glendale, Calif. 91214. Tel: (213) 248-0346. Pres.: Howard E. Fisher; VP & Gen. Mgr.: Joan Fisher.
 Infinity Music Publ'g Co., PO Box 163, Wallington, N.J. 07055. Tel: (201) 778-6554. Pres.: Alfred G. Curven; VP: Francis A. Neff.
 Inner-Glo Music Co. (BMI), 15 S. Washington St., Emporia, Kan. 66801. Tel: (316) DI 2-7769. Owner: Mrs. Nettie M. Dawson.
 Inquiry Music Inc. (BMI), see ABKCO.
 Insight Music Co. (BMI), 507 E. McKellar, Memphis, Tenn. 38106. Tel: (901) 947-1385. Pres.: Maurice Simpkins; Gen. Mgr.: Earl Catron; Gen. Prof. Mgr.: Bob Catron Jr.
Branch: Chicago, Ill., 3841 S. Park, Suite 353. Zip: 60639. Tel: (312) VI 6-9450. Gen. Mgr.: Bo Simpkins.
 Insurance (BMI), 711 W. 60 St., Chicago, Ill. 60621. Tel: (312) 847-4729. Pres.: William C. Tyson.
 Integrity Music Corp. (ASCAP), 2 W. 46 St., New York, N.Y. 10036. Tel: (212) JU 6-5577. Pres.: Jack Wolf.
 Interlochen Press of Nat'l Music Camp (ASCAP), see Crescendo.
 International Korwin Corp. (ASCAP), see Budd Granoff.
 International Pauline Corp. (ASCAP), see Budd Granoff.
 International Songs (BMI), see Tim Gayle Songs.
 International Tunes (BMI), see Tim Gayle Songs.
 Interval Music (BMI), div. of Alan Lorber Prod'ns Inc., 15 W. 72 St., New York, N.Y. 10023. Tel: (212) 799-1005. Pres.: Alan Lorber; Gen. Prof. Mgr.: Robert Kalina.
 Invador Music (BMI), 2010 N. Beachwood, Hollywood, Calif. 90028. Tel: (213) 467-8913. Contact: Don Perry.
Affiliate: Susaper Music (ASCAP).
 Lone Press Inc. (BMI), see E.C. Schirmer.
 Irene Music Co. (BMI), see Elvitruie.
 Irman Music (BMI), Elmhurst Blvd. & Watres Dr., Scranton, Pa. 18510. Tel: (717) DI 7-8429. Pres. & Gen. Mgr.: Richard A. Plotkin.
 Irving Music Inc. (BMI), see The Rondor Group.
 Isalee Music Co. (BMI), c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Pres.: Chuck Berry; Admin'r: Lenny Mietus.

continued on page 92

Q A

WHAT DO STAN MUSIAL
 WILLIE MAYS
 DAVID HOUSTON
 TAMMY WYNETTE

ALL HAVE IN COMMON?

THEY ALL HAVE
 "FANTASTIC"
 BATTING AVERAGES.
 (Percentages of Hits!)

AL GALICO MUSIC CORPORATION

101 West 55th Street New York, N. Y.
 Nashville: 812 16th Ave. So.
 Norris Wilson, Mgr.

continued

Ishmael Music Inc. (BMI), 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2266. Pres.: Ted Feigin; Gen. Mgr.: Lee Lasseff; Gen. Prof. Mgr.: Smokey Robertson.
Affiliate: Pequod Music Inc. (ASCAP).
 Isonode Publ'g Co. (BMI), div. of Star Talent Ent. Inc., PO Box 6222, Elmwood Park Sta., Omaha, Neb. 68106. Tel: (402) 397-1988. Pres.: Jim Isaacson.
 Italian Book Corp., 147 Mulberry St., New York, N.Y. 10013. Tel: (212) CA 6-8106. Pres.: Frank Tudisco.
 Itasca Music (BMI), 9000 Sunset Blvd., Suite 715, Los Angeles, Calif. 90069. Tel: (213) 278-8216. Gen. Mgrs.: Lee D. Weisel, Larry Larson.
Affiliate: ATM Music (ASCAP).
 Iwo Music Publ'g Co. (ASCAP), see United Int'l Copyright Reps.
 Iza Music Corp. (BMI), see Eden.

J

J A Music Ent. (BMI), PO Box 202, Ludlow, Ky. 41016. Mng. Dir.: Jerry Duane Allen.
 J & E Music Co. Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 J & J Kammen (ASCAP), see Ashley.
 J L S Music (ASCAP), see Robert Mersey.
 J P B Music Corp. (ASCAP), 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1653.
Affiliates: Hot Chocolate Music Co. Ltd. (BMI), Nessie Music Corp. (ASCAP), PAB Music Corp. (BMI).
 Ja-Ma Music (ASCAP), 2552 W. Fifth St., Los Angeles, Calif. 90057. Pres.: Madelon Baker; Gen. Prof. Mgr.: George Clements.
Affiliate: Madelon Music Co. (BMI).
 Jac (ASCAP), see Fred Ahlert.
 Jack (BMI), PO Box 1333, 802 18 Ave. S., Nashville, Tenn. 37202. Tel: (615) 242-5685. Pres.: Jack Clement.
 Jaep Music Inc. (BMI), see Dick James.
 Jake-Carl Publ'ns (BMI), 744 N. Main St., Opelousas, La. 70570. Tel: (318) 942-7092. Owner: Jake Graffagnino.
 Jalyne Music Inc. (BMI), see Dakar.
 James Boy Publ'g Co. (BMI), PO Box 128, Worcester, Pa. 19490. Tel: (215) 272-1703. Pres.: Jesse James.
 Dick James Music Inc. (BMI), 1780 Broadway, Suite 1201, New York, N.Y. 10019. Tel: (212) 581-3420. Cable: LENHODES. Telex: 224037. Contact: Leonard Hodes.
Affiliates: Comet Music Corp. (ASCAP), Jaep Music Inc. (BMI), MacLen Music Inc. (BMI), Maribus Music Inc. (BMI), Pacemaker Music Co. Inc. (BMI), Sweco Music (BMI).
 Jamf (BMI), see Big Seven.
 Jamie Music Publ'g Co. (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) CE 2-8383. Pres.: Harold B. Lipsius.
Affiliates: Bee Cool Publ'g Co. (BMI), Blockbuster Music Inc. (BMI), Dandelion Music Co. (BMI), Ellipsis Music Corp. (ASCAP), Nujac Publ'g Co. Inc. (BMI).
 Peter Jan Publ'g (BMI), 4106 Commercial Ave., Omaha, Neb. 68110. Tel: (402) 455-6404. Pres. & Gen. Mgr.: Charles N. Canuso.
Affiliate: Monona (BMI).
 Janclan Music Corp. (BMI), 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 586-0560. Pres.: Bruce Lustig.
 Jandon Music (ASCAP), see Trianon.
 Jangar Music Publ'rs (BMI), 7025 Claire Ave., Reseda, Calif. 91335. Tel: (213) 343-5764. Pres.: Jay Bonner.
 Janon Music (ASCAP), see Mayhew.
 January Music Corp. (BMI), see A. Schroeder.
 Jarb Publ'g Co. (BMI), see Tune-Kel.
 Jaspur Music Publ'g Co. Ltd. (BMI), 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749, 624-1990. Cable: W&G. Mng. Dir.: James N. Parks.
Home office: Australia (Woomera).
Int'l branches: Canada, Germany, South Africa.
Affiliates: Alfie, Angelica (GEMA), Banff (BMI), Caprice (BMI), Cecilia Music Publ'g (BMI), Fontain (BMI), Melbourne Music Publ'g Co. (ASCAP), Rodeo (BMI), Whitecap (BMI), Woomera (APRA).
Int'l firms represented: Banff (Canada), Intro Gebr. Meisel (Germany), Jaspur (UK), Melbourne (Canada), Woomera (Australia).
Int'l reps.: UK (Chappell, Leeds), Western Hemisphere (Chappell).
 Jasse Music Inc. (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Contact: Philip S. Kurnit.
 Jat Music Inc. (BMI), see 4-Star.
 Jatap Publ'g Co. Inc. (BMI), see Pacsa.
 Javel's Music (ASCAP), PO Box 3932, Glendale, Calif. 91201. Tel: (213) 246-9445. Cable: JAIRO. Pres. & Gen. Prof. Mgr.: Jairo Velasquez.
 Jay (ASCAP), 6654 Allott Ave., Van Nuys, Calif. 91401. Tel: (213) 873-2699. Pres.: Johnny Rotella.
Int'l rep.: France (Francis-Day).
 Jay 80y Music Corp. (BMI), see American Metropolitan.
 Jay & Cee Music Corp. (BMI), see Lois.

Jay Jay Publ'g Co. (BMI), 79 W. Monroe St., Chicago, Ill. Tel: (312) ST 2-9035. Contact: Walter Jay.
Affiliate: Walters (ASCAP).
 Jay Six Publ'g Co. (BMI), 19 Walnut St., West Roxbury, Mass. 02132. Tel: (617) 327-1234. Pres.: Jack Sager.
 Jazztown Publ'g Co. (BMI), 7129 Foch Rd., New Orleans, La. 70126. Tel: (504) 242-8962. Pres.: James A. Migliaccio; VP: Joyce Harris.
 Jetsy Music Co. (ASCAP), see Gordon.
 Jec Publ'g Corp. (BMI), 308 Poplar Ave., Memphis, Tenn. 38103. Tel: (901) 525-6348. Contact: J. Cuoghi.
 Jell Publ'g Co. Inc. (BMI), 127 Old Short Hills Rd., West Orange, N.J. 07052. Tel: (201) 736-1227. Pres.: Joseph Lederman.
 Jelly Music Co. (ASCAP), see Mike Curb & Alouette Prod'ns.
 Jema Music (BMI), 4530 Market St., Oakland, Calif. 94608. Tel: (415) 658-4393. Pres.: Jesse Mason Jr.; Gen. Mgr.: Al Marx; Gen. Prof. Mgr.: Bonnie Smith.
 Jen-Shem Music Publ'rs (BMI), 2640 S. Kildare Ave., Chicago, Ill. 60623. Tel: (312) 521-9631. Gen. Mgr.: Mrs. Jean Shemberger.
 Jeneret Music (BMI), 4706 Walden Ct., Charlotte, N.C. 28210. Tel: (704) 366-8577. Pres.: Bob Meyer; VP: Harry Karras.
 Jennifer (ASCAP), see Croma.
 Jennings-Ross Music (BMI), 916 N. Third St., Emmaus, Pa. 18049. Tel: (215) 965-9340. Gen. Prof. Mgr.: Dale Schneek.
 Jepsalona Music (BMI), 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640. Pres.: Nathan Schnapp; VP: Jerry Samuels; Gen. Prof. Mgr.: Paul Friedberger.
Affiliates: XIV Music Co. Inc. (SESAC), Print Music Co. Inc. (ASCAP).
 Jerden, PO Box 9170, Seattle, Wash. 98109. Tel: (206) MA 2-0470. Contact: Jerry B. Dennon.
Affiliates: Bainbridge Music (BMI), Burdette Music Co. (BMI), Marinwood Music Publ'g (ASCAP), Navigo Music Publ'g (SESAC).
 Jerhart Music Publ'rs (BMI), PO Box 133, 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 331-7700. Pres. & Gen. Mgr.: Robert Lee; Gen. Prof. Mgr.: R.C. Hillsman.
 Jerryco Music Co. (ASCAP), see Edwin H. Morris.
 Jetstar Publ'rs Inc. (BMI), see Abnak.
 Jewish Society (ASCAP), see Ashley.
 Jimpire Music (BMI), 880 Boynton Ave., Bronx, N.Y. 10472. Tel: (212) LU 5-1000. Contacts: J. Castor, J. Pruitt.
Int'l rep.: UK (Flamingo).
 Jimskip Music Inc. (BMI), see Larry Taylor.
 Jitney Jane Songs (BMI), 124 Dudley St., Boston, Mass. 02119. Tel: (617) HI 5-5600. Pres.: Jane Jarest.
Int'l branch: France.
 Jo-Al Music Co. (ASCAP), see Shoestring.
 Joab Music Inc. (SESAC), see Clamco.
 Jobete Music Co. Inc. (BMI), Motown Ctr., 2457 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 965-9250. Gen. Mgr.: Robert Gordy.
Affiliate: Stein & Van Stock Inc. (ASCAP).
Int'l reps.: Argentina (RCA), Australia (Castle), Brazil (Irmaos Vitale), Denmark (IMUDICO), France (Agence Musicale Internationale), Germany (Aberbach), Italy (RCA Italiana), Japan (Taiyo), Mexico (Grever Int'l), Netherlands (Impala Basari), Spain (RCA Espanola), Sweden (Reuter & Reuter), UK (Carlin).
 Jockey (ASCAP), see Croma.
 Jodax Music Co. (BMI), see Gopam.
 Joger Music Co. (ASCAP), see Hirich.
 Joharv Music (BMI), see D-K.
 Johi Music Publ'g Co. Inc. (BMI), see Ivan Mogull.
 John Oscar Music Corp. (ASCAP), see Gopam.
 William Sandy Johnson Music Co. (BMI), 1840 S. Morgan, Chicago, Ill. 60620. Tel: (312) 846-0276/7917. Pres.: William (Sandy) Johnson; Exec. VP: Dennis Johnson; VP: Ridgley H. Johnson.
Affiliate: Sandy's Songs (BMI).
 Johnstone-Montei Inc. (BMI), see Beechwood.
 Joli Music Inc. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 757-2695. Gen. Mgr.: James McCarthy.
Int'l rep.: UK (Campbell-Connelly).
 Jon (ASCAP), see Double-Jon.
 Jonathan Music Co. Inc. (ASCAP), see Budd Granoff.
 Jondora Music (BMI), 1281 30 St., Oakland, Calif. 94608. Tel: (415) 451-1515. Pres.: Saul Zaentz; Gen. Prof. Mgr.: Betty Welbourn.
 Joneil (ASCAP), see Ashley.
 Jonvis Music Co. (BMI), 1375 Ridgeley Dr., Los Angeles, Calif. 90019. Tel: (213) 935-9667. Pres.: J.W. Spriggs; Gen. Mgr.: D.W. Brown.
Affiliates: Blue Port (BMI), Gigantic Publ'rs (BMI).
Int'l rep.: France (Tremplin).
 Josco Music Co. Inc. (BMI), see Alouette Prod'ns.
 Joshua Corp. (BMI), see General Music Publ'g.
 Josie Music (ASCAP), see Jubilant.
 Jo't Music Co. (BMI), 2203 Spruce St., Philadelphia, Pa. 19103. Tel: (215) LO 3-6484. Pres.: Carl H. Davis; Mgr.: Irv Nahan.
 Jowil Music (BMI), see Amestoy.
 Juarez Music (BMI), see Tincal.
 Jubilant Music (BMI), 1790 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-8570. Gen. Mgr.: Mickey Eichner.
Branch: Los Angeles, Calif., 6515 Sunset Blvd. Zip: 90028. Gen. Prof. Mgr.: Bobby Applegate.

Affiliates: Benell Music Corp. (BMI), Jerry Blaine Music Co. (BMI), Josie Music (ASCAP).
 Judith (ASCAP), see N.A. Busillo.
 J. J. Jules Ent., 485 Fort Couch Rd., Pittsburgh, Pa. 15241. Tel: (412) 835-4220, 892-2288. Owner: Julius Jules Krupir.
Affiliates: Jules-Tone Music (BMI), Julesco Music (ASCAP).
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 Julesco Music (ASCAP), see J.J. Jules.
 Julroy Music Inc. (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
 Jumbo Music (BMI), 790 N.E. 45 St., Fort Lauderdale, Fla. 33308. Tel: (305) 564-5008. Cable: BROWARD. Owners: Jerry Musgrove, Don Micelli, Bill Rush.
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 Ralph Jusko Publ'ns Inc. (SESAC), see Willis.
 Jean Music Inc. (BMI), see Schwartz.
 N.S. Justinian Music Inc. (BMI), see United Artists.

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K-D (BMI), 111 Valley Rd., Richardson Park, Wilmington, Del. 19804. Tel: (302) 654-8246. Pres.: H. Edwin Kennedy.
 K R C Music (BMI), div. of Kiderian Recs. Corp., 4926 W. Gunnison, Chicago, Ill. 60630. Tel: (312) 545-0861. Pres.: Ray Peck; VP: Ginger Wadipian; Promo. & Pub.: Gail Peck.
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 Kailua Music, see Burdge.
 Kaiser Music Inc. (ASCAP), see SanPhil.
 Charles Emmerich Kalman Inc. (ASCAP), see Hill & Range Songs.
 Kalmann Music Inc. (ASCAP), 300 Farwood Rd., Philadelphia, Pa. 19151. Tel: (215) MI 2-2980. Pres. & Mgr.: Kal Mann.
Affiliate: Woodcrest Music Inc. (BMI).
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 Kama Music Publ'g Co. (BMI), Box 116, New York Mills, Utica, N.Y. 13417. Tel: (315) 797-4572. Contact: A. J. Firsching.
 Kama Rippa Music Inc. (ASCAP), see Kama Sutra.
 Kama Sutra Music Inc. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-3320. Pres.: Artie Ripp; Gen. Mgr.: Frank Costa.
Affiliates: Kama Rippa Music Inc. (ASCAP), Tender Tunes Music Inc. (BMI).
Int'l rep.: World-wide (United Artists).
 Kamar Publ'g Co. (BMI), see Starday.
 Kangaroo (ASCAP), 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435. Owners: Les & Toni Kangas.
 Les Kangas Music Publ'g (BMI), 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435. Owners: Les & Toni Kangas.
 Karelo Music Co. (BMI), div. of Karelo Music Prod'ns Inc., 3215 Ave. H, Brooklyn, N.Y. 11210. Tel: (212) UL 9-8116/8550. Pres.: Karen E. Klein; Exec. VP: Lois J. Klein.
Int'l reps.: Argentina (Melograf), Australia (April), Brazil (Mundo), France (Nouvelles Editions), Germany (April), Japan (Nippon Columbia), Mexico (Mundo).
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 Kelly Music Publ'ns (BMI), 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr.: Norman Kelly.
Int'l reps.: Canada (Canadian Music Sales), UK (B. Feldman).
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 Kentucky (BMI), see Hill & Range Songs.
 Kenwood Music Inc. (BMI), c/o Louis Zinman, 135 E. 44 St., New York, N.Y. 10017. Tel: (212) 986-5414. Pres.: Jeffrey S. Kruger.
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 Keyman Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
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 King Fitness Music Co. (BMI), see A. Schroeder.
 King Music Publ'g Corp. (SESAC), see Clef.
 Robert King, 7 Canton St., North Easton, Mass. 02356. Owner: Robert D. King.
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 Kiowa Publ'ns Inc. (BMI), Pres.: Johnny Seay, see Moss-Rose.
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 La Lou Music (BMI), 2823 Johnston St., Lafayette, La. Tel: (318) CE 4-4118. Pres.: Carol N. Rachou.

La Salle Music Publ'rs Inc. (ASCAP), see Southern Music Publ'g.
 Ladd Music Co. (BMI), 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd.
 Lady Grace Publ'g Co. (BMI), div. of Jaysina Ents., 143 W. 51 St., New York, N.Y. 10019. Tel: (212) 582-2630. Mus. Dir.: Morty Jay.
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 Leeway Music Inc. (ASCAP), 4042 Benedict Canyon Dr., Sherman Oaks, Calif. 91403. Tel: (213) 784-4141. Pres. & Gen. Mgr.: Hal Levy.
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Int'l rep: UK (Essex).
 Leigh Music Co. (ASCAP), 4046 Ingraham St., Los Angeles, Calif. 90005. Tel: (213) DU 4-1672. Pres.: Nino Tempo.
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 Leilani Music Co. (ASCAP), PO Box 38713, Hollywood, Calif. 90038. Owner: Charlotte Cromwell.
 Leivas Publ'g Co. (BMI), 2037 Milton St., Riverside, Calif. 92507. Tel: (714) 686-2670. Pres.: Leona P. Leivas.
 Lemco Music Publ'g Co. (BMI), PO Box 8013, 2518 Southview Dr., Lexington, Ky. 40503. Tel: (606) 277-1184. VP: Cecil Jones.
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- Branch: Englewood, N.J., 260 Speer Ave. Tel: (201) 567-2323.
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- Liquid-Night (BMI), see Larry Spier Inc.
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- Lissauer Music Cos. Inc., 157 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 5-2828. Pres. & Gen. Mgr.: Robert Lissauer; Ass't Gen. Mgr.: Geoffrey Lissauer. Affiliates: Ellison Music Corp. (BMI), Robert Lissauer Publ'g Corp. (ASCAP), Mode Music Inc. (ASCAP), Scope (BMI), The Vincent Youmans Co. Inc. (ASCAP).
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- Mosie Lister Publ'ns (SESAC), PO Box 644, Tampa, Fla. 33601. Tel: (813) 238-2641. Mgr.: Mosie Lister.
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- Love Music (SESAC), see Pro Sound.
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- Luap Publ'g Co. (BMI), 6725 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-8147. Pres.: Paul L. Gayten; Gen. Mgr.: Carole Haig.
- Ron Luciano, 37 Woodside Ave., Hasbrouck Heights, N.J. 07604. Tel: (201) 288-8948. Pres.: Ron Luciano.
- Ludix Publ'g Co. Inc. (BMI), c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Pres.: Luther Dixon; Admin'r: Lenny Miletus. Affiliates: Mary Jane Music (ASCAP), Vee Ve Music Corp. (BMI).
- Ludlow Music Inc. (BMI), see TR0.
- Ludukay Inc. (BMI), Pres.: J. Meyers, see Sapphire.
- Ludwig Music Publ'g Co. (SESAC), 557-67 E. 140 St., Cleveland, Ohio 44110. Tel: (216) 851-1150. Pres.: Carl F. W. Ludwig; VP & Treas.: E. W. Ludwig. Affiliate: Carlton Music Publ'g (SESAC).
- Luray Music Co. (BMI), PO Box 62, Luray, Va. 22835. Tel: (703) 743-6715. Pres.: Owen F. Silvious.
- Luristan Music Inc. (ASCAP), 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640. Pres.: Milt Schnapf.
- Lute Music Co. (ASCAP), PO Box 1181, Hollywood, Calif. 90028. Tel: (213) 842-5338. Owners: Douglas Lyon, Lloyd L. Walker.
- Lyckig Music Publ'g (BMI), 1216 Cole Ave., Hollywood, Calif. 90038. Tel: (213) HO 5-9646. Owner: E. Marty.
- Lyle Music Inc. (ASCAP), 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640. Pres.: Milton Schnapf.
- Lyn-Lou Music Inc. (BMI), 1518 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 275-2285. Pres.: Evelyn Black Turbeville; Gen. Prof. Mgr.: Larry Rogers. Affiliate: Younger Publ'g Co. Inc. (BMI).
- Lynes-Fairchild Music (ASCAP), see Alarm Clock.
- Lynnmstrong Publ'g Co. (ASCAP), see Pacsa.
- Lyra Music Co. (ASCAP), 133 W. 69 St., New York, N.Y. 10023. Tel: (212) 874-3360. Owner: Don Henry. Affiliate: Hendon Music (BMI).
- Lysesong Publ'g Co. (BMI), PO Box 9873, 1224 Fernwood Circle, N.E., Atlanta, Ga. 30319. Tel: (404) 237-2312. Pres.: Harry Karras; VP: R. B. Richardson.
- Lyrical World Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer. Lyricon Society, see Burdge.
- Int'l branches: Australia (Leeds), Brazil (MCA do Brasil), Canada (Leeds), Germany (MCA), Netherlands (Leeds Muziek Holland), UK (Leeds). Affiliates: Ashland Music Corp. (BMI), BRC (BMI), Cavalcade Music Corp. (ASCAP), Champion Music Corp. (BMI), Duchess Music Corp. (BMI), Fontaine Music Corp. (ASCAP), Hawaii Music Co. Inc. (BMI), Highwood Music Corp. (BMI), Leeds Music Corp. (ASCAP), Northern Music Corp. (ASCAP), Pickwick Music Corp. (ASCAP), Rosewood Music Corp. (ASCAP), Shamley Music Corp. (ASCAP).
- Int'l firms represented: British & Continental Music Agencies Ltd. (UK), Le Chant du Monde (France), Edizioni Suvini Zerboni (Italy), Hans Gerig/Arno Volk Verlag (Germany), Leeds Music Ltd. (Canada, UK), Mezhdunarodnaya Kniga (USSR).
- Int'l reps.: Argentina (Universal Films), France (Societe Intercontinental de Musique), Italy (Pickwick), Japan (Revue), Spain (Southern Music Espanola), Sweden (Sweden Music).
- mf (ASCAP), see Whitfeld.
- M J Q Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-2836. Pres.: John Lewis; Gen. Mgr.: Paul Schwartz. Affiliate: Third Stream Music Inc. (ASCAP). Int'l rep.: Europe (Essex in UK).
- M R C Music Inc. (BMI), 110 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-2563. Pres.: I. B. Green; VP: I. H. Steinberg; Gen. Mgr.: Albert Peckover; Gen. Prof. Mgr.: Joel Diamond. Branch: Los Angeles, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937. Affiliates: Act Three Music Inc. (BMI), Southern Love Music (BMI), Three Bridges Music Corp. (ASCAP). (SEE ADVERTISEMENT)
- M R E Publ'g (ASCAP) c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer. John D. MacArthur Music Publ'g Co. (BMI), see Big Seven.
- Mac Arthur Music (BMI), Box 82, 1659 Sweetbrier St., Palmdale, Calif. 93550. Tel: (805) 947-4563. Pres. & Gen. Mgr.: Glen Mac Arthur. Affiliates: Glenn (BMI), Mak Music (ASCAP).
- Mac Heather Music House (ASCAP), 607 S. Hill St., Los Angeles, Calif. 90015. Tel: (213) MA-8-7062. Pres.: Miss Virginia Richmond. Affiliate: Collie Music (ASCAP).
- Mackinac (ASCAP), Box 294, Lansing, Mich. 48902. Tel: (517) 484-7100. Pres.: Al LaGuire; Prof. Mgr.: Fred Diamond. Affiliate: Diamond (BMI).
- MacLen Music Inc. (BMI), see Dick James.
- Mad Hatter Music Corp. (BMI), see Shapiro-Bernstein.
- Madelon Music Co. (BMI), see Ja-Ma.
- Mag Music (BMI), PO Box 1493, Landover, Md. 21285. Tel: (301) 322-4641. Pres.: Michael Angelo Graham. Branch: Washington, D.C., 1135 Seventh St. N.W. Zip: 20001.
- Maggie Music Co. Inc. (BMI), see Tee Pee.
- Magic Lamp Music (ASCAP), see Alarm Clock.
- Maiden Fair Music (BMI), 429 Davidson Rd., Nashville, Tenn. 37205. Tel: (615) 352-2484. Pres.: Joan Hager.
- Mainstay Music Inc. (BMI), 101 W. 55 St., New York, N.Y. 10019. Tel: (212) JU 2-1368. Mgr.: Al Gallico. Int'l rep.: UK (Marquis).
- Mak Music (ASCAP), see Mac Arthur.
- Makamillion Music Inc. (BMI), 261 Chelsea, Memphis, Tenn. 38107. Tel: (901) 526-7486. Pres.: Natalie Rosenberg; VP: Margaret Ann Rich. Affiliate: Scion Music Inc. (BMI).
- Makeba Music Corp. (ASCAP), see Sam Fox.
- Malaco Music Co. (BMI), 3023 W. Northside Dr., Jackson, Miss 39213. Tel: (601) 982-4522. Pres.: Mitch Malouf; VP: Thomas J. Couch.
- Malcolm Music Ltd. (BMI), see Shawnee Press.
- Malick Prod'ns (ASCAP), 541 Fulmer Ave., Akron, Ohio 44312. Tel: (216) 794-1304. Pres.: Ernie Malick; Gen. Mgr.: Cy Merriman. Affiliate: Eral Publ'g Co. (BMI).
- Man-Ken Music Ltd. (BMI), c/o Steingarten, Weeden & Weiss, 444 Madison Ave., New York, N.Y. 10022. Tel: (213) PL 2-1330.
- Manacor Music Co. Inc. (ASCAP), see Pavanne.
- Manchester Music Inc. (ASCAP), see TR0-Nashville.
- The Mandeville Group of Music Publ'rs, 8961 Sunset Blvd., Suite F, Los Angeles, Calif. 90069. Tel: (213) 274-8651. Pres.: Don Alffeld; Gen. Mgr.: Mickey Shapiro; Gen. Prof. Mgr.: Lu Fields. (Administered by: Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer). Branch: Houston, Tex., 3204 Broadway. Zip: 77034. Tel: (713) 644-7971. Gen. Mgr.: Walter Andrus; Gen. Prof. Mgr.: Larry O'Keefe. Affiliates: Arianna Music (ASCAP), Filigree Music (BMI), Now Music (ASCAP), Peddler Publ'g (BMI).
- Manger Music Inc. (BMI), see Peyotl.
- Mango Music (ASCAP), 547 Prescott Rd., Merion, Pa. 19066. Tel: (215) 664-5240. Pres.: A. Samango; Gen. Mgr.: T. Fust.
- Manistee Music Co. (BMI), see A. Schroeder.
- Herbie Mann Music Corp. (ASCAP), c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Pres.: Herbie Mann; Admin'r: Lenny Miletus. Affiliate: Rupadia Music (BMI).

M

M B P Music (ASCAP), see Millrose-Bernstein.

M C A Music (ASCAP), div. of MCA Inc., 445 Park Ave., New York, N.Y. 10022. Tel: (212) PL 9-7500. Cable: MUSICOR. Pres.: Salvatore T. Chiantia. Branch: Hollywood, Calif., 1777 N. Vine St. Zip: 90028.

Manpine Music Co. Inc. (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.

Manwin Music (BMI), c/o Chapman Dist'g Co., 2645 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 385-3636. Owner: Al Chapman.

Maple Leaf Music Publ'g (BMI), see H. B. Webman.

Maple Music Inc. (ASCAP), see Fire.

Maplewood (ASCAP), Pres.: Dionne Warwick, see Fred Ahlert.

Mappa Music Inc. (ASCAP), see Sam Weiss.

Maraville Music Corp. (ASCAP), see Barton.

Marbill Music (BMI), see Le Bill.

Marcable Music Inc. (BMI), 8 E. 48 St., New York, N.Y. 10017. Tel: (212) MU 8-2847. Mng. Dir.: Richard Simon.

Affiliate: Tamarin Music Inc. (ASCAP).

Marchar Music Inc. (BMI), see Clamco.

Marcia Music Co. (BMI), see Ivan Mogull.

Mardanza Music (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Mardix Music Co. (BMI), see Sharnock.

Mareken Music Co. (BMI), see Starling.

Ma-Ree Music Inc. (ASCAP), see Jim Reeves.

Margenia Music (BMI), see Gopam.

Marguerita Music Inc. (ASCAP), see H. B. Webman.

Marian Music Corp. (ASCAP), see American Metropolitan.

Maribus Music Inc. (BMI), see Dick James.

Marciana Music Inc. (BMI), see Marty Robbins.

Mariopa Music Co. Inc. (SESAC), see Marty Robbins.

Marielle Music Publ'g Corp. (BMI), 119 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-2502. Pres. & Gen. Mgr.: Don Seat.

Affiliates: Moo Moo Music Corp. (BMI), Moorpark Music Corp. (ASCAP).

Marinwood Music Publ'g (ASCAP), see Jerden.

Mariposa Music Inc. (BMI), see Marty Robbins.

Marizona Music (BMI), see Hill & Range Songs.

Marjon Music Corp. (ASCAP), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-9035. Sec'y: Richard M. Shelton.

Mark Publ'g, div. of Mark Prod'ns, 9056 Santa Monica Blvd., Suite 300, Los Angeles, Calif. 90069. Tel: (213) 274-8758. Contacts: Mark P. Robinson Jr., Paul Scheibe.

Edward B. Marks Music Corp. (BMI), 136 W. 52 St., New York, N.Y. 10019. Tel: (212) 247-7277. Cable: MARKBRO. Pres.: Herbert E. Marks; VPs: Joseph Auslander, Stephen S. Marks; Exec. Creative Dir.: Jerry Simon.

Branch: Los Angeles, Calif., 7235 Hollywood Blvd., Hollywood, Zip. 90046. Tel: (213) 876-2626. Gen. Mgr.: Lenny Lewis.

Affiliates: Alameda Music Inc. (BMI), George M. Cohan Music Publ'g Co. Inc. (ASCAP), Piedmont Music Co. Inc. (ASCAP).

Marlen Music Co. (ASCAP), see Gordon.

Marmaduke Music Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Marmalade Music Ltd., see Copyright Serv. Bureau.

Marmor Music Inc. (BMI), PO Box 380, 4301 Beaucroft Ct., Westlake Village, Thousand Oaks, Calif. 91360. Tel: (213) 889-1423. Owner: Ed Marmor.

Affiliates: Clockwork Music Inc. (BMI), EDM Music Publ'rs (ASCAP).

Marnel Music Co. Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Marpet Music Corp. (ASCAP), 1777 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-0937. Pres.: Peter Faith; Gen. Prof. Mgr.: Milton Stein.

Affiliate: Valley Meadow Music (BMI).

Mars Recs. Inc. (ASCAP), see TRO.

Marsaint Music (BMI), div. of Sansu Ents., 1211 St. Philip St., New Orleans, La. 70116. Tel: (504) 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint.

Branch: New York, N.Y., c/o Paul Marshall, 130 W. 57 St. Zip: 10019. Tel: (212) JU 2-1122. Contact: Monte Morris.

Affiliate: Rhinelander Music (BMI).

Marson Inc. (BMI), 817 18 Ave. S., Nashville, Tenn. 37203. Owner: A. L. Loden.

Marty's Music Corp. (BMI), see Hill & Range Sons.

A. W. Marullo Music (BMI), 1121 Market St., Galveston, Tex. 77550. Tel: (713) SO 2-6581. Pres.: A. W. Marullo Sr.; Gen. Mgr.: A. W. Marullo Jr.; Gen. Prof. Mgr.: Tom Griggs.

Branch: Houston, Tex., 1846 Chantilly. Zip: 77018. Tel: (713) OV 6-9756. Gen. Mgr.: J. D. Copley.

Marvelle Music Co. (BMI), see Alexis.

Marvin Music Co. (ASCAP), see Fred Fisher.

Mary Jane Music (ASCAP), see Ludix.

Marzique Music (BMI), 5752 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 291-6379. Pres.: Harold R. Battiste Jr.; Gen. Mgr.: Alviette M. Battiste.

Branch: Los Angeles, Calif., 8467 Beverly Blvd., Suite 101. Zip: 90048. Tel: (213) 651-4720.

Affiliate: At Last Publ'g Co. (BMI).

Masterlease Music Publ'ns (BMI), PO Box 234, St. Louis, Mo. 63166. Tel: (314) 837-7108. Dir.: B. J. Bax.

Maudlin Melodies (ASCAP), see Terrible Tunes.

Maureen Music Inc. (BMI), 200 W. 57 St., Rm. 401, New York, N.Y. Tel: (212) CI 7-2436. Pres.: Hy Weiss.

Peter Maurice Music Co. Ltd. (ASCAP), 101 W. 55 St., New York, N.Y. 10019. Tel: (212) JU 2-1368.

Maverick Music Inc. (BMI), see Garpax.

Ray Maxwell Music Publ'g Co. (BMI), 23007 Ventura Blvd., Rm. 3, Woodland Hills, Calif. 91364. Tel: (213) 346-3232. Pres.: Ray Maxwell.

Mayfair Music Corp. (ASCAP), see Edwin H. Morris.

Mayhew Music Co. (BMI), 3402 Belmont Blvd., Suite A, Nashville, Tenn. 37212. Tel: (615) 291-2370. Pres.: Aubrey Mayhew; Gen. Mgr.: Murv Shiner. (Administered by: Copyright Serv. Bureau Ltd., 221 W. 57 St., New York N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.)

Affiliates: Janon Music (ASCAP), Krandon Music Co. (BMI).

Maz-Kap Music Publ'g Co. (ASCAP), PO Box 2644, St. Louis, Mo. 63116. Tel: (314) 664-3848. Pres.: Tony Mazola; VP & Gen. Mgr.: Hal Kapper.

McClendon Ents. (BMI), Rt. 3, La Grange, Ga. 30240. Tel: (404) 882-2391. Mgr.: Rupert McClendon.

Jim McCoy Music (BMI), PO Box 574, Winchester, Va. 22601. Tel: (703) 662-3520. Pres.: Jim McCoy.

Affiliate: Little Jim (ASCAP).

Van McCoy Music Inc. (BMI), div. of VMP Prod'ns, 341 N. Woodland St., Englewood, N.J. 07631. Tel: (201) 567-8353. Owner: Van McCoy.

McDowell Music Co. (BMI), 828 S. Lawrence St., Montgomery, Ala. 36105. Tel: (205) 264-2155. Contact: Harry McDowell.

McLaughlin Publ'g Co. (BMI), Pres.: Ollie McLaughlin, c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin'r: Lenny Mietus.

McLaughlin & Reilly Co. (SESAC), 67 Kingston St., Boston, Mass. 02111. Tel: (617) 426-7367.

McRon Music Co. (ASCAP), 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) 682-5844. Pres.: Tsipora Miron; VP & Prod'n Dir.: Steve Monroe; VP & Int'l Mgr.: Thelma Moore; Pub.: Jon Arthur; Promo.: Marie M. Gadreau.

Affiliate: SFM Inc. (ASCAP).

Me N-U Music (BMI), see Big Seven.

Meager Music (BMI), see LF.

Meal Ticket Music (BMI), 124 Dudley St., Boston, Mass. 02119. Tel: (617) HI 5-5600. Exec. VP: Herman Hemingway.

Int'l branch: France.

Mecuph (BMI), 6532 Sunset Blvd., Suite D, Hollywood, Calif. 90028. Tel: (213) 461-3531. Gen. Mgr.: Daniel W. Dalton.

Home office: Canada.

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- Medallion Songs Inc. (ASCAP), see National.
- Mee Moo Music (BMI), see 4-Star.
- Megerditch Music Publ'g (BMI), see Mother Bertha.
- Melark Music (BMI), Box 138, Heber Springs, Ark. 72543. Tel: (501) AL 1-3219. Pres. & A&R: Melvin Endsley.
- Melbourne Music Publ'g Co. (ASCAP), see Jasper.
- Robert Mellin Music Publ'g Corp. (BMI), 1650 Broadway, Rm. 901, New York, N.Y. 10019. Tel: (212) PL 7-3287. Cable: MELLINMUS. Pres.: Robert Mellin.
- Affiliate: Sherwin Music Publ'g Corp. (ASCAP). Int'l rep.: UK (Robert Mellin).
- Melody House Publ'rs (BMI), 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Owner: Bill Bellman.
- Int'l reps.: World-wide exclusive of US & Canada (CBS Int'l in New York, N.Y.).
- Melody Lane Publ'ns Inc. (BMI), see Southern Music Publ'g.
- Melody Trails Inc. (BMI), see TRO.
- Melon Music Co. (ASCAP), c/o Martin Cohen, 6430 Sunset Blvd., Suite 1500/Los Angeles, Calif. 90028. Tel: (213) HO 3-1151. Pres.: Joe Porter; Admin'r: Martin Cohen.
- Melony Music (BMI), 1124 Shelton Ave., Statesville, N.C. 28677. Tel: (704) 872-5130. Pres. & Gen. Prof. Mgr.: Joe Beaver; Gen. Mgr.: O. L. Atwood.
- Melrose Music Corp. (ASCAP), see Edwin H. Morris.
- Melstan Publ'g Co., 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: Joseph Stevenson.
- Memnon Music (ASCAP), PO Box 84, Glen Cove, N.Y. 11542. Tel: (516) 676-6753. Pres.: Chris Purzycki; Gen. Mgr.: Cezimar V. Swier.
- Affiliate: Tithonus (BMI), Vimp Publ'g (BMI). (SEE ADVERTISEMENT)
- Memory Lane Music Corp. (BMI), see Larry Spier Inc.
- Mention Music Inc. (BMI), 509 Madison Ave., Suite 812, New York, N.Y. 10022. Tel: (212) 421-4540. Pres.: Phyllis Fairbanks; VP: Chet Gierlach; Mgr.: V. Melville.
- Merciaire Music Corp. (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
- Mercury Music Corp. (SESAC), see Theodore Presser.
- Merion Music Inc. (BMI), see Theodore Presser.
- Merival Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Merlin Music Inc. (BMI), see ABKCO.
- Merpex Music (BMI), see Robert Mersey.
- Merpine Music Corp. (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
- Merrie-Making Music Co. (BMI), 6376 Yucca St., Hollywood, Calif. 91128. Tel: (213) 463-2151. Pres.: Shelley Feinberg; VP: Dale Roe; Promo: Tim Gayle.
- Merry-Go-Round Melody Co. (BMI), see Ford.
- Merrymount Music Inc. (BMI), see Theodore Presser.
- Robert Mersey Prods'ns, 6290 Sunset Blvd., Suite 403, Los Angeles, Calif. 90028. Tel: (213) 469-5119. Pres.: Robert Mersey; Gen. Mgr.: Martin Machat; Gen. Prof. Mgr.: Sloan Rice.
- Branch: New York, N.Y., 1501 Broadway, 30th fl. Zip: 10036. Tel: (212) 563-6440. Gen. Mgr.: Martin Machat; Gen. Prof. Mgr.: Mark Myerson.
- Affiliates: JLS Music (ASCAP), Merpex Music (BMI).
- Mescal Music Inc. (ASCAP), see Windfall.
- Mesquite Music Corp. (ASCAP), see Edwin H. Morris.
- Metorion Music Corp. (BMI), 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 582-2934. Cable: ORIONCORP. Mgr.: Mrs. Brigitta Peschko.
- Affiliate: Multitone (ASCAP).
- Metric Music Co. (BMI), 1560 N. LaBrea, Hollywood, Calif. 90028. Tel: (213) 462-6773. Prof. Mgr.: Eddie Reeves.
- Branch: New York, N.Y., 729 Seventh Ave. Zip: 10019. Tel: (212) CI 5-6000.
- Affiliates: Asa Music Corp. (ASCAP), Blue Horizon Music Inc. (BMI), Cornerstone Publ'g Co. (BMI), Dobo Publ'g Co. (BMI), Har-Bock Music Co. (BMI), Minit Music Co. (BMI), Post Music Inc. (ASCAP), Travis Music Co. (BMI), West Coast (ASCAP).
- Int'l branches: Germany, UK.
- Mexican Music Centre Inc. (ASCAP), 26-30 W. 60 St., Suite A, New York, N.Y. 10023. Tel (212) 582-5705. Cable: MUSIMEX. Mng. Dir.: G. de la Chapelle.
- Affiliates: Casa Latina (ASCAP), Paraguayan Music Centre (ASCAP), Songs of Mexico Inc. (ASCAP), United Mexican Music Publ'rs (BMI).
- Michael Music (BMI), see Mike Curb.
- Midland Music Co. (BMI), see Happiness.
- Midnight Sun Music Publ'g Co. (ASCAP), see True Blue.
- Midwood Music Corp. (BMI), see Barton.
- Milbern Music Co. (BMI), 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640. Pres.: Milton Schnapf.
- Milene Music Inc. (ASCAP), see Acuff-Rose.
- Miles Ahead Music (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Earl Miles Publ'g (BMI), PO Box 1336, Zip: 94064; 1021 Woodside Rd., Redwood City, Calif. 94061. Tel: (415) 369-0728. Pres. & Gen. Mgr.: Earl Miles; Gen. Prof. Mgr.: Muriel Less.
- Branch: San Francisco, Calif., 142 Ninth Ave. Zip: 94118. Tel: (415) 386-8100. Gen. Mgr.: Muriel Less.
- Affiliate: Woodside Publ'g Co. (BMI).
- Int'l reps.: South Africa (Teal), UK (Hyde Park).
- Milkman's Chivalree Inc. (BMI), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
- Milky Way Publ'g Co. Inc. (BMI), 25 Central Park West, New York, N.Y. 10023. Tel: (212) 245-7450. Pres. & Gen. Mgr.: Al Wilde.
- Affiliate: Curtis Music Inc. (ASCAP).
- Miller Music Corp. (ASCAP), see The Big 3.
- Miller Songkraft Music Publ'g (BMI), 347 Litchfield Ave., Babylon, L.I., N.Y. 11702. Tel: (516) 661-9842. Pres.: Suzette Miller; Gen. Mgr.: William H. Miller.
- Millrose-Bernstein Prods'ns, c/o Robert Casper, 1780 Broadway, New York, N.Y. 10019. Tel: (212) 765-5038. Contacts: Victor Millrose, Alan Bernstein.
- Affiliates: Burnt-Rose Music (BMI), MBP Music (ASCAP).
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- Branch: Los Angeles, Calif., 610 S. Broadway. Zip: 90014. Tel: (213) 622-0837.
- Int'l branches: Brazil, Canada, England, France, Germany, Mexico, Netherlands, Spain (all Mills).
- Affiliates: American Academy of Music Inc. (ASCAP), Ankerford (ASCAP), Multimood Music Inc. (BMI).
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- Minaret Music (BMI), see Third Story.
- Ministry Music (BMI), c/o Eric Weissmann Esq., Kaplan, Livingston, Goodwin, Berkowitz & Selvin, 270 N. Canon Dr., Beverly Hills, Calif. 90210.
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- Minit Music Co. (BMI), see Metric.
- Minniepaal Music (BMI), div. of David Anthony Prods'ns Inc., PO Box 441, Minneapolis, Minn. 55421. Tel: (612) 788-1256. Pres.: David A. Wachter.
- Affiliate: Pad Music (ASCAP).
- Minto Music (BMI), PO Box 9411, North Hollywood, Calif. 91609. Tel: (213) 335-9379, 763-3436. Pres.: A. J. Minto.
- Minuet Music Co. (BMI), 98 Chestnut St., Englewood, N.J. 07631. Tel: (201) 569-0264. Pres.: Mike Brown; Gen. Mgr.: Joyce Norden.
- Affiliates: Apricot Music Co. (BMI), Charisma Music Co., Lazy Day Music Co. (BMI).
- Miracle (BMI), see Elvitru.
- Miracle Strip Publ'g Co. (BMI), 25 N. De Villiers St., Pensacola, Fla. 32501. Tel: (904) 434-1922. Pres.: Ray McArthur.
- Miraka Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Miraleste Music (BMI), 8127 Eirita Dr., Los Angeles, Calif. 90046. Tel: (213) 656-6509. Pres.: Richard Delvy; Gen. Prof. Mgr.: Ed Fournier.
- Affiliate: El Prado (BMI).
- Mirby Music Corp. (BMI), see Mike Curb.
- Mirwood Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Mishawaka Music (BMI), 2420 River Ave., Mishawaka, Ind. 46544. Tel: (219) 259-3215. Pres.: Juanita Henson.
- Mr. Bones Music Publ'g Inc. (BMI), 8833 Sunset Blvd., Suite 410, Los Angeles, Calif. 90069. Tel: (213) 657-8332. Pres.: Bones Howe; Gen. Mgr.: Gay French.
- Affiliate: Hello There Music (ASCAP).
- Mitten Music (BMI), 2790 S. Van Dyke, Imlay City, Mich. 48444. Tel: (313) 724-5149. Pres.: W. Howard Walker.
- Mixer Music Co. (BMI), 729 Park Ave., Covina, Calif. 91732. Tel: (213) ED 2-2496. Pres.: George J. Morris.
- Affiliate: Tumbler Music (BMI).
- Miz Music (ASCAP), see Big Bucks.
- Mo Mar Music Co. (ASCAP), see Vamp.
- Mode Music Inc. (ASCAP), see Lissauer.
- Modern Music Publ'g Inc. (BMI), 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Mgr.: Saul Bihari.
- Modernaires (ASCAP), 18751 Ventura Blvd., Tarzana, Calif. 91356. Tel: (213) 345-3805. Pres.: Ronald Wasserman; Gen. Mgr.: Phyllis Schwartz; Exec. VP: Hal Dickinson.
- Ivan Mogull Music Corp., 40 E. 49 St., New York, N.Y. 10017. Tel: (212) 355-5636. Cable: IMOULL. Pres.: Ivan Mogull; Gen. Mgr.: Al Willens.
- Int'l branches: Argentina, Australia, Austria (Ivan Mogull in Germany), Belgium, Brazil, England, France, Germany, Greece, Israel, Italy, Japan, Netherlands, South Africa (Ivan Mogull in U.K.), Spain, Sweden, Switzerland.
- Affiliates: Cannes Music Inc. (BMI), Crestview Music Corp. (ASCAP), Harvard Music Inc. (BMI), Johi Music Publ'g Co. Inc. (BMI), Marcia Music Co. (BMI), Muirfield Music Corp. (ASCAP), Roberd Music Corp. (BMI).
- Additional firms represented outside USA: Athens Music Co. (BMI), Artal Music (ASCAP), Catalogue Music (BMI)—worldwide; Attache Publ'rs (BMI), Guitar Music Inc. (BMI), Lee Hazlewood Music Corp. (ASCAP)—Austria, Eastern Europe, Germany, Netherlands, Scandinavia, Switzerland. (SEE ADVERTISEMENT)
- Mojave Music Inc. (BMI), see Marty Robbins.
- Momac Music Co. (BMI), see Pietro Deiro.
- Monarch Music Corp. (ASCAP), 8560 Sunset Blvd., Suite 805, Los Angeles, Calif. 90069. Tel: (213) 652-7665.
- Mongo Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Monogram Music (ASCAP), 8207 De Longpre, Los Angeles, Calif. 90046.
- Int'l rep.: World-wide exclusive of USA & Canada (The Rondor Group in USA).
- Monona Music Co. (BMI), 4106 Commercial Ave., Omaha, Neb. 68110. Tel: (402) 455-6404. Pres. & Gen. Mgr.: Scott A. Cameron; Admin. Ass't: Jean M. Vipond.
- Affiliate: Peter Jan Publ'g (BMI).
- Monroe-Ames Music (BMI), 1214 Roosevelt, Ames, Iowa 50010. Tel: (515) 232-2991. Pres. & Gen. Mgr.: Steve Monroe.
- Monsapac Music Inc. (BMI), see Helios.
- Montauk Music Inc. (BMI), see H. B. Webman.
- Monte Verde Publ'g (BMI), PO Box 9281, South Charleston, W. Va. 25309. Tel: (304) 768-9469. Pres. & Gen. Mgr.: Kathay Whitney.
- Herb Montei Music (BMI), 6087 Sunset Blvd., Suite 201, Hollywood, Calif. 90028. Tel: (213) 463-8245. Owner: Herb Montei.
- Affiliates: Kemo Music Co. (BMI), Konakai Publ'g Co. (BMI), Pyramid Music Co. (ASCAP).
- Monzahalia Publ'g (BMI), 1232 1/2 Gower St., Hollywood Calif. 90038. Tel: (213) 466-2234. Owner: Rick Jones.
- Moo Moo Music Corp. (BMI), see Marielle.
- Mood Music Co. Inc. (ASCAP), see Shapiro, Bernstein.
- Moon Lake Publ'g Co. (BMI), 5007 "F" St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres.: Leonard Stark.
- Moorpark Music Corp. (ASCAP), see Marielle.
- Morgan Manor Music Inc. (ASCAP), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-4695, 874-0044. Pres.: Russ Morgan; Gen. Mgr.: Jack Carlton.
- Morhitts Publ'g Co. (BMI), see Duane.
- Morley Music Co. Inc. (ASCAP), see Edwin H. Morris.
- Edwin H. Morris & Co. Inc. (ASCAP), 31 W. 54 St., New York, N.Y. 10019. Tel: (212) JU 2-5656. Cable: MAYFAIRMUS.
- Int'l branches: Argentina, Australia, Canada, France, Italy, South Africa, Sweden, UK.
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- Int'l reps.: Brazil (Todamerica), Germany (Chappell), Japan (Mrs. G. T. Folster & Assocs.), Mexico (Brambila), Netherlands (Chappell), Spain (Chappell Iberica), Switzerland (Chappell).
- Morro Music Corp. (BMI), div of United Artists Music Group, 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-5390. Mgr.: Fred J. Reiter.
- Affiliates: Ariston Music Inc. (BMI), Barnegat Music Corp. (BMI), Cuban Music Corp. (BMI), Iberia Music Corp. (BMI).
- Int'l rep.: Mexico (Emlasa).
- Herbert M. Moss Publ'g Co. (ASCAP), c/o Copyright Serv. Bureau Ltd. 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Moss-Rose Publ'ns Inc. (BMI), PO Box 46, Nashville, Tenn. 37202. Tel: (615) 244-9550. Pres. & Gen. Mgr.: Hubert Long.
- Affiliates: Buckhorn Music Publ'ns Inc. (BMI), Kiowa Publ'ns Inc. (BMI), Pawnee Rose Publ'ns Inc. (SESAC), Ramblin' Rose Publ'ns Inc. (ASCAP), Stallion Music Inc. (BMI), Woodshed Music Inc. (BMI).
- Mother Bertha Music Inc. (BMI), 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8661. Pres.: Phil Spector.
- Affiliate: Megerditch Music Publ'g (BMI).
- Mount Lemon Music (BMI), 3768 Webb Ln., Tucson, Ariz. 85716. Tel: (602) 793-8830. Pres.: Rex Bingham.
- Branch: Clear, Alaska, Box 103. Zip: 99704.
- Mount Rainier Music (BMI), PO Box 246, Mount Rainier, Md. 20822. Tel: (301) 927-0010. Pres.: C. R. Freeland.
- Mourbar Music Corp. (ASCAP), see Pickwick Int'l.
- Movietone Music Corp. (ASCAP), see Sam Fox.
- Mowbray Music Publ'g (ASCAP), see Theodore Presser.

Much More Music (BMI), 7507 Foster Ave., Morton Grove, Ill. 60053. Tel: (312) 965-5507. Pres.: Perry Johnson.

Muirfield Music Corp. (ASCAP), see Ivan Mogull.

Mulfi Publ'ns (BMI), PO Box 623, Brentwood, Tenn. 37027. Tel: (615) 794-7927. Gen. Prof. Mgr.: David P. Briggs.

Affiliate: Spartus Music Co. (BMI).

Multico Corp. (BMI), 204 N. Clay, St. Louis, Mo. 63122. Tel: (314) YO 6-6900. Pres.: William Baker; Gen. Mgr.: Mark Prosser.

Affiliate: Starco (BMI).

Multimood Music Inc. (BMI), see Mills.

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Affiliate: Barbro Music Co. (ASCAP).

Muriel Publ'g Co. (BMI), 6831 S. Paxton, Chicago, Ill. 60649. Tel: (312) 324-5594. Pres.: J. Haygood.

Musetta Music Co. Inc. (ASCAP), see Loring.

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Music City Music (ASCAP), see Combine.

Music Copyright Exchange Co. (BMI), PO Box 153, Roslyn, L.I., N.Y. 11576. Pres.: Murray Sporn.

Affiliate: Fairlane Music Co. (ASCAP).

Music Crusaders (BMI), see H. B. Webman.

Music for Percussion (BMI), 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 246-9675.

Music Makers Group, 1345 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 245-3737. Pres.: Milton Herson; Gen. Mgr.: Allan Honig.

Affiliates: Renleigh Music Inc. (BMI), Andrew Scott Inc. (ASCAP).

Music Mart Publ'g Co. (BMI), see Two-Way.

Music Mayvins (BMI), 31 Fieldstone Dr., Livingston, N.J. 07039. Tel: (201) 992-4540. Contact: Hal Kanner.

Music Music Inc. (ASCAP), 509 Madison Ave., Suite 812, New York, N.Y. 10022. Tel: (212) 421-4537. Pres.: Chef Gierlach; VP: P. Fairbanks; Mgr.: V. Melville.

Music of Today Inc. (BMI), see Silhouette.

Music Press (ASCAP), see Theodore Presser.

Music Prods. (BMI), see Eden.

Music Sales Corp., 33 W. 60 St., New York, N.Y. 10023. Tel: (212) CI 6-0325. Pres.: Herbert H. Wise; VP: Robert Wise.

Affiliates: Amsco (SESAC), Braun Music Inc. (SESAC), Consolidated Music Publ'rs Inc. (ASCAP), Dorsey Bros. Music Inc. (ASCAP), Embassy Music Corp. (BMI), Weintraub Music Co. (ASCAP), Yorktown Music Press Inc. (ASCAP).

Musical Comedy & Operetta Guild, see Burdge.

Musical Comedy Prod'ns Inc. (BMI), see TRO.

Musicmaster (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 6-3869. Contact: Frank Metis.

Musicrod Publ'ns Inc., PO Box 87, Staten Island, N.Y. 10314. Tel: (212) YU 1-8550. Pres.: I. C. Hirschberg.

Mustachio Music (BMI), 6549 1/2 N. Sweetzer Ave., Los Angeles, Calif. 90048. Tel: (213) 653-0047. Partners: Jay Hamilton, John C. Farley III.

Affiliate: Distant Meadow Music Publ'g (BMI).

MuStaff Music Publ'g (BMI), see Palamar.

Muziki, 17834 Binder, Detroit, Mich. 48212. Tel: (313) 891-0411. Pres.: Hazel Moy; Rep.: Kenneth Gilden.

Branch: New York, N.Y., 444 Central Park West, No. 11-D. Zip: 10025. Contact: Mrs. L. Moy.

James E. Myers Ents. (ASCAP), 2260 N. Cahuenga Blvd., Hollywood, Calif. 90028. Tel: (213) 467-6876. Owner: James E. Myers.

Branch: Philadelphia, Pa., 1607 E. Cheltenham Ave. Zip: 19124.

Myers Music Inc. (ASCAP), see American Metropolitan.

Mygar Publ'g Co. (BMI), 565 Rose St. N.E., Salem, Ore. 97301. Tel: (503) 363-6371. Pres.: Gary Nieland.

Myriad (ASCAP), see H. B. Webman.

Mystic (ASCAP), see Accumulated Copyrights.

Mystic Music (BMI), see Mike Curb.

N

N R P Music Group, 385 Grand St., New York, N.Y. 10002. Tel: (212) 336-5190, 445-2245. VP: Norman Bergen.

Affiliates: New Ideas Music Co. (BMI), Perspective Music Co. (BMI), Reaction Music Co. (ASCAP).

Nada Publ'g & Recs., RFD 1, PO Box 44, Lutesville, Mo. 63762. Tel: (314) 238-2578. Owner: Nellie A. Allen.

Napam Music Corp. (BMI), see Spanka.

Nasetan Publ'g Co. (BMI), PO Box 1485, Lake Charles, La. 70601. Pres.: Eddie Shuler.

Affiliate: TEK Publ'g (BMI).

Nash-Beau Music Co. (BMI), see Tracie.

Johnny Nash Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

National Music Publ'g Corp. (ASCAP), 56 Perry St., Newark, N.J. 07101. Tel: (201) MA 3-7476. Cable: SAVREG. Owner & Pres.: Herman Lubinsky.

Affiliates: Crossroads Music Co. (BMI), Medalion Songs Inc. (ASCAP), Planemar Music Co.

(BMI), Savoy Music Co. (BMI), Volunteer Music Publ'rs (BMI).

Nationwide Songs Inc. (ASCAP), see Pavanne.

Natra Music Inc. (BMI). Pres.: George Kerr, c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin'r: Lenny Mietus.

Natson Music Corp. (ASCAP), 488 Madison Ave., New York, N.Y. 10022. Tel: (212) 759-4422. Pres.: Paul Tannen.

Affiliates: Ridge Music Corp. (BMI), Tannen Music Inc. (BMI).

Nautical Music Co. (BMI), 14615 Littleford, Houston, Tex. 77045. Tel: (713) ID 3-6628. Pres.: Ray McGinnis.

Navigo Music Publ'g (SESAC), see Jerden.

Neale Music (ASCAP), PO Box 3294, San Bernardino, Calif. 92404. Pres. & Mgr.: Neale Wrightman.

Int'l rep.: UK (Ardmore & Beechwood).

Nebam Music Corp. (ASCAP), see Spanka.

Nebraskan Music Publ'g Co. (ASCAP), see Slide.

Neches Music Co. (BMI), 1812 Procter, Port Arthur, Tex. 77640.

Needa Hit Music (BMI), Rt. 1, Old Hickory, Tenn. 37138. Tel: (615) 758-5658. Pres. & Gen. Mgr.: Bill Phillips.

Neems Music Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Nemperor Music Ltd. (BMI), Pres.: Nathan Weiss, c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Neo-Note Music (BMI), 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-9205. Bd. Chm.: Joe Koistra; Pres.: Jim Pettinotti; Gen. Prof. Mgr.: Mitchell Tableporter.

Affiliate: Volume Publ'g (ASCAP).

Neptune Music Publ'g (BMI), 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) 328-4649. Pres.: Ven Pitoni; Prof. Mgr.: Marv Steffey.

Nessie Music Corp. (ASCAP), see JPB.

Nettles Publ'g Co. (BMI), 1003 Thomas Ave., Monroe, La. 71201. Tel: (318) 387-6433. Pres.: Mrs. Emma Lou Nettles.

New Approach Music Inc. (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.

New Beat Publ'g Co. Ltd. (BMI), 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1540. Pres.: Mark Alan; VP: Alan Slater; Sec'y-Treas.: Robert Slater.

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New Ideas Music Co. (BMI), see NRP.

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New Song Publ'g (BMI), see Lendy's.

New Sound Music (BMI), 130 N. Broadway, Camden, N.J. 08102. Tel: (609) 589-1456. Pres.: Richard R. Wisneski; Gen. Prof. Mgr.: Lemuel E. Harris.

New Town (ASCAP), see Cromia.

New World Music Corp. (ASCAP), see Warner Bros.-Seven Arts.

New York Public Library Music Publ'ns (BMI), see C. F. Peters.

NewBag Music (BMI), 807 Westham Pkwy., Richmond, Va. 23229. Tel: (703) 282-1629. Pres. & Gen. Mgr.: Martin Gary.

Branch: Washington, D. C., 3901 Tunlaw Rd. N.W., Suite 702. Zip: 20007. Tel: (202) 338-7852.

Newkeys Music Inc. (BMI), 1531 Demonbreun St., Nashville, Tenn. 37203. Tel: (615) 242-2461. Pres.: E. Jimmy Key.

Newport (ASCAP), 1105 Little Bldg., 80 Boylston St., Boston, Mass. 02116. Tel: (617) 482-7678. Owner: Harry Paul.

Affiliate: Windsor Music Co. (BMI).

Newroads (BMI), see Gopam.

Next Day Music Corp. (ASCAP), see Avco Embassy.

Nice Songs Inc. (BMI), c/o Donald Sterling & Co., 15300 Ventura Blvd., Van Nuys, Calif. 91403. Tel: (213) 783-4322. Pres.: Andrew Loog Oldham; Gen. Mgr.: Tony Calder; Gen. Prof. Mgr.: Donald Sterling.

Affiliate: Lovely Music Inc. (ASCAP).

Nicholas (ASCAP), see N. A. Busillo.

Nickel Shoe Music Co. Inc. (BMI), 285 S. 52 St., Philadelphia, Pa. 19139. Tel: (215) 748-1601. Pres.: John S. Watson; Gen. Mgr.: Earl Shelton.

Affiliate: Silk Music (BMI).

Nimbia Publ'g Co. (BMI), 726 Church St. Zip: 23510; 800 E. Brambleton Ave., Norfolk, Va. 23504. Tel: (703) 627-0895. Pres.: Noah Biggs; VP: Ida Randall.

Nina Music Co. (BMI), see Paradox.

Ninandy Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Nine Star Music Corp. (ASCAP), see Warner Bros.-Seven Arts.

Nipper Music Co. Inc. (ASCAP), see Paradox.

Niteram Music Inc. (BMI), 1564 Broadway, New York N.Y. 10036. Tel: (212) 765-5434. Pres.: Paul Martin.

No Exit Music Co. Inc. (BMI) see Redwal.

Nom Music Inc. (BMI), see Big Seven.

Noma Music Inc. (BMI), see Hill & Range Songs.

Nor-Bil Publ'g (BMI), 8204 Stony Island Ave., Chicago, Ill. 60617. Tel: (312) 721-7300. Pres.: Norcissus Meeks; Gen. Mgr.: W. A. Meeks.

Nor Va Jak (BMI), see Dundee.

North & Son Music Inc. (ASCAP), see Shapiro, Bernstein.

North State Music (ASCAP), PO Box 762, Okeechobee, Fla. 33472. Tel: (813) 763-2581. Owner & Mgr.: Buck Killette.

Branch: Raleigh, N.C., PO Box 506. Zip: 27602.

North State Musical Prodn's Inc. (ASCAP), 605 E. Ash St., Goldsboro, N.C. 27530. Tel: (919) 734-1081. Pres.: Claude Whitfield.

Northeast Music (BMI), div. of Stereophonic Corp., 403 River St., New Bedford, Mass. 02744. Tel: 999-6489, 994-7255, 758-2878. Pres.: Carl German; Exec. VP & Gen. Mgr.: Peter J. Bonfils.

Affiliates: Carlton, Stan (ASCAP).

Northern Music Corp. (ASCAP), see MCA.

Northridge Music Inc. (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.

Northwest (BMI), 1915 N. Quince, Olympia, Wash. 98501. Tel: (206) 352-9097. Pres.: Allen P. Giles.

Branch: Upper Darby, Pa., 250 Beverly Blvd., Park Lane East, Rm. K10, Zip: 19082. Tel: (215) MA 2-2776. Mgr.: Bill Boyd.

Norwich Music Inc. (BMI), see TRO.

Notable Music Co. Inc. (ASCAP), div. of Cy Coleman Ent's., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) PL 7-9547. Pres.: Cy Coleman; Gen. Mgr.: Eric Colodne.

Affiliate: Portable Music Co. Inc. (BMI).

Int'l firm represented: Campbell-Connelly (UK).

Novallene Music (BMI), div. of Vegas Brothers Prodn's, 5957 Carlton Way, Hollywood, Calif. 90028. Tel: (213) HO 3-9571. Contact: Pat Vegas.

Novice Music (BMI), 988 42 St., Oakland, Calif. 94608. Tel: (415) 658-5552. Pres.: L. Hewitt; Gen. Mgr.: R. Durant; Gen. Prof. Mgr.: Mrs. P. Eason.

Now Music (ASCAP), see The Mandeville Group.

Nu-Star Music Co. (BMI), c/o Kenneth Moffett, 298 Browning Rd. Nashville, Tenn. 37211. Tel: (615) 832-4761.

Nui Loa, see Burdge.

Nujac Publ'g Co. Inc. (BMI), Tel: (215) PO 5-0300, see Jamie.

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007 Music, c/o Berger & Schultz, 10680 W. Pico Blvd., Los Angeles, Calif. 90064.

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Oahu Music, see Burdge.

Oahu Publ'g Co., 10333 Coggins Dr., Sun City, Ariz. 85351. Tel: (602) 933-8283. Pres.: Harry G. Stanley; Gen. Mgr.: Tom Glynn; Gen. Prof. Mgr.: Betty Glynn.

Oakridge Music (BMI), 2001 Elton Rd., Fort Worth, Tex. 76117. Tel: (817) TE 8-6608. Owner: H. L. Sewell.

Obie Music Inc. (BMI), see United Int'l Copyright Reps.

Obvious (BMI), see Chantain.

Oceana Music (ASCAP), see Pacific Islands.

Octopus Music (BMI), 10255 Old Georgetown Rd., Bethesda, Md. 20014. Tel: (301) 530-1213. Pres.: Anthony Vernon; Gen. Prof. Mgr.: Bruce W. Portmann.

Ohio River Valley Songs (BMI), c/o Richard A. Hodge, 228 McAllister St., Suite 205, San Francisco, Calif. 94102. Tel: (415) 552-2858.

Oklahoman Music Publ'g Co. (ASCAP), see Slide.

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Okra Music Corp. (BMI), see Seasaw.

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Omega (ASCAP), see Sam Fox.

On Stage Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Onnysay Publ'g Co. (BMI), PO Box 9154, Wells Rd. S.W., Knoxville, Tenn. 37920. Tel: (615) 577-4029. Pres.: H.S. Watson.

Opal Music Corp. (BMI), see Beechwood.

Open (SESAC), see Chantain.

Open Road Music Inc. (BMI), see Jim Reeves.

Orco Publ'g (BMI), Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Orellia Publ'g (BMI), 4406 Reed Rd., Houston, Tex. 77051. Tel: (713) 528-2744. Pres. & Gen. Mgr.: Lee J. Frazier.

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Origatunes Publ'g Co. (BMI), 10337 E. Beach St., Bellflower, Calif. 90706. Tel: (213) 866-4146. Owner: Mearl Ellison.

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Owen Publ'n (BMI), see Lu-Tal.

Oxford University Press Inc. (ASCAP), 200 Madison Ave., New York, N.Y. 10016. Tel: (212) 679-7300. Cable: FROWDE. Music Dept. Mgr.: John O. Ward.

Int'l branches: Canada, England.

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P A Publ'g (BMI) PO Box 3857, Merchandise Mart, Chicago, Ill. 60654. Tel: (312) 375-4847. Pres.: A. A. Pappas.

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P A B Music Corp. (BMI), see JPB.

P A R L (ASCAP), see Lawco.

P D A Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

p d p Publ'g (SESAC), see Ames.

P P X Publ'rs (BMI), 245 W. 55 St., New York, N.Y. 10019. Tel: (212) CI 7-6010. Pres.: Ed Chalpin.

Pablo Music (BMI), 639 1/2 Hudson St., New York, N.Y. 10014. Tel: (212) 675-3267. Pres.: Paul Bley.

Int'l branch: Netherlands.

Pacemaker Music Co. Inc. (BMI), see Dick James.

Pacific American Music, see Burdge.

Pacific Coast Music (BMI), 8310 Grandview Dr., Hollywood, Calif. 90046. Phoenix, Ariz. Tel: (602) 274-6314. Pres.: Ray Sanders.

Branch: Elizabethtown, Ky., 105 S. Thomas St. Tel: (502) RO 5-2833. Gen. Mgr.: Mrs. J. S. Sanders.

Pacific Islands Music Group, PO Box 38669, Hollywood, Calif. 90038. Tel: (213) 462-5950. Mgr.: L. Tavara.

Affiliates: Oceana Music, Samoa Music, South Sea Music, Taloa Music (all ASCAP); Bora Bora Music, Copra Music Rarotonga Music, Savaii Music, Suva Music.

Pacific Northwest Music Co. (BMI), 570 14 St. N.E., Salem, Ore. 97301. Tel: (503) 362-7821. Pres.: Ray S. Connelly.

Pacific Sound Music Publ'g (BMI), PO Box 8244, Universal Studios, Universal City, Calif. 91608. Pres.: Richard J. Shepp.

Package Music (BMI), 352 Tuscola, Bay City, Mich. 48706. Tel: (517) 892-5501. Pres.: Willard E. Kehoe.

Pacsa Music Publ'rs (ASCAP), 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 276-1017. Cable: PACSAMUSIC. Pres.: Irving Mills; Gen. Mgr.: Paul Mills.

Affiliates: Jatap Publ'g Co. Inc. (BMI), Lynnstorm Publ'g Co. (ASCAP), Pickering Music Publ'rs Co. Inc. (BMI).

Pad Music (ASCAP), see Minniepaul.

Padua Music Co. (BMI), see Faro.

O. Paganì & Bros. Inc. (SESAC), 289 Bleeker St., New York, N.Y. 10014. Tel: (212) CH 2-6744. VP: Theresa Costello.

Paij Music Corp. (BMI), 157 W. 57 St., Suite 503, New York, N.Y. 10017. Tel: (212) 581-2258. Pres.: Paul A. Sloman; Gen. Mgr.: Irv Levine.

Int'l rep: World-wide exclusive of USA & Canada (The Rondor Group in USA).

Stuart Paine Music (BMI), 403 Trinity Hills Ln., Louisville, Ky. 40207. Tel: (502) 895-1063. Pres.: Stuart Paine; Gen. Mgr.: Lee Eddie; Gen. Prof. Mgr.: Nat Hyman.

Branch: Cincinnati, Ohio, 2715 Eden Ave. Zip: 45219. Tel: (513) 281-2200. Gen. Mgr.: Lee Eddie.

Painted Desert Music Co. (BMI), see Shapiro, Bernstein.

Palamar Music Publ'rs (BMI), PO Box 3322, Orlando, Fla. 32802. Tel: (305) 644-3853. Pres.: Will Campbell.

Affiliate: Mustaff Music Publ'g (BMI).

Palatta & Riccardi Music Ent's. (BMI), 70-13 Caldwell Ave., Maspeth, N.Y. 11378. Tel: (212) OL 7-4737. Pres.: Larry Palatta; Gen. Mgr.: Rocco Riccardi; Gen. Prof. Mgr.: Andrew A. Palatta.

Branch: Massapequa, L.I., N.Y., Palatta Ent's., 139 Commonwealth Ave. Zip: 11758. Tel: (516) PY 9-4302. Gen. Mgr.: Andrew A. Palatta; Gen. Prof. Mgr.: Rose Palatta.

Pallma Music Co. (SESAC), see Neil A. Kjos.

Palm Music Publ'g Co. (ASCAP), see Slide.

Pamalarosa Music Inc. (BMI), see LF.

Pamco Music Inc. (BMI), div. of ABC Recs., 1330 Ave of Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; VP: David Berger.

Branch: Beverly Hills, Calif., 449 S. Beverly Dr. Zip: 90212. Tel: (213) CR 8-1130. Gen. Mgr.: Bob Todd.

Affiliates: Ampar Music Corp. (BMI), Ampco Music Inc. (ASCAP), Apt Music Corp. (ASCAP), Porgie Music Inc. (BMI), Westpar Music Corp. (BMI).

Pamper Music Inc. (BMI), 119 Two Mile Pike, Goodlettsville, Tenn. 37072. Tel: (615) 859-1345. Pres.: J. Hal Smith.

Pamson Music Co. (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.

Panette (ASCAP), 320 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-9251. Pres.: Edwin D. McMullen.

Panther Music Corp. (ASCAP) see Southern Music Publ'g.

Papa Joe's Music House Inc. (ASCAP), 1007 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 256-6065. Pres.: Jerry D. Smith; VP & Gen. Mgr.: Walter A. Smith.

Par-Ed Music Corp. (BMI), see Ensign.

Para-Tal Music Corp. (ASCAP), see Famous.

Parabut Music Corp. (BMI), see Ensign.

Paradox Music Group (BMI), 1855 Broadway, New York, N.Y. 10023. Tel: (212) 582-7711. Pres.: Jac Holzman; Gen. Mgr.: Russ Miller.

Branch: Los Angeles, Calif., 917 N. La Cienega Blvd. Zip: 90069. Tel: (213) 655-8285.

Affiliates: Freyda Music Co. Inc. (ASCAP), Nina Music Co. (BMI), Nipper Music Co. Inc. (ASCAP).

Paraguayan Music Centre (ASCAP), see Mexican Music Centre.

Paramount Music Corp. (ASCAP), see Famous.

Paramount-Roy Rogers Music Co. Inc. (ASCAP), see Famous.

Paris Music Co. Inc. (ASCAP), see Rayven.

Park Towne Music Co. (BMI), see Banks.

Charlie Parker Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

J. A. Parks Co. (SESAC), see Neil A. Kjos.

Parman Publ'g Co. (BMI), 1214 1/2 E. Market St., Greensboro, N.C. 27401. Tel: (919) 275-1245. Pres.: Walter Grady; Gen. Mgr. & Promo.: Alfred H. Hinson.

Parnaso Music Co. (BMI), 275 S. Second St., Brooklyn, N.Y. 11211. Tel: (212) EV 7-1200. Pres.: Roger Lopez.

Affiliate: Campeí Music USA (BMI).

Parsay Publ'g Co. (BMI), 835 Dorchester Ave., Dorchester, Mass. 02125. Tel: (617) 288-2770. Pres.: Joseph Saia; Gen. Mgr.: Elaine V. Murphy; Gen. Prof. Mgr.: Mike Davis.

Partny Music (BMI), 1518 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 275-2285. Partners: Larry Rogers, P. R. Enochs Jr.

Party-Time Music (BMI), 6716 S. Western, Oklahoma City, Okla. 73139. Tel: (405) 634-5255. Pres.: Tom Jackson; Gen. Mgr.: Wendell Goodman; Gen. Prof. Mgr.: Wanda Jackson.

PasaAlta Music Publ'ns Inc. (BMI), 54 E. Colorado Blvd., Pasadena, Calif. 91101. Tel: (213) 681-6297. VP: Allen H. Chevers.

Pasmorchick (BMI), see D'Lisa.
 Passkey Music Inc. (BMI), 812 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-0270. Pres. & Gen. Mgr.: Jerry Chesnut.
 Affiliates: Dahar Music Inc. (BMI), Rural Hill Music Co. (ASCAP).
 Stan Pat Ent's. 1680 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 463-4213. Pres.: Stan Pat.
 Affiliates: Scarlet Music Co. (BMI), Sta-ber Music Co. (BMI), Tapstan Music (BMI).
 Joseph Patelson Music House, 160 W. 56 St., New York, N.Y. 10019. Tel: (212) PL 7-5587. Owner: Joseph Patelson.
 Patlow Publ'ns Co. (BMI), 18475 Evergreen Rd., Detroit, Mich. 48219. Tel: (313) 531-7329. Pres.: M. J. Patlow.
 Patricia Music Publ'g Co. (BMI), see Big Seven.
 Pattern Music Inc. (ASCAP), 6464 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-2161. Pres.: Herb Newman.
 Affiliate: Bamboo Music Inc. (BMI).
 Int'l rep.: Germany, UK (Saharet).
 Pavanne Music Co. (ASCAP), 1619 Broadway, Suite 615, New York, N.Y. 10019. Tel: (212) CI 5-1249. Contacts: Frank Stanton, Andy Badale.
 Affiliates: Buckingham Music Co. (ASCAP), Delicato Music (BMI), Fairlight Music Co. Inc. (BMI), Favorite Publ'rs (ASCAP), Gatwick Music Co. (BMI), Hampstead, Manscor Music Co. Inc. (ASCAP), Nationwide Songs Inc. (ASCAP), Stanshi (ASCAP), Surrey Music Co. (ASCAP), Tellaro Music Co. (BMI).
 Pawnbroker Music Corp. (ASCAP), see Alouette Prod'ns.
 Pawnee Rose Publ'ns Inc. (SESAC), Gen. Prof. Mgr.: Audie Ashworth, see Moss-Rose.
 Peace Piper Music (BMI) (see Stinger).
 Peach Music (SESAC), see Yonah.
 Peanut Butter Music (BMI), see Mike Curb & Alouette Prod'ns.
 Pear Music (BMI), c/o Martin Cohen, 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) HO 3-1151. Pres.: Joe Porter; Admin'r: Martin Cohen.
 Pecos Music (BMI), PO Box 1716, San Antonio, Tex. 78206. Tel: (512) 222-2947. Owner & Gen. Prof. Mgr.: Milton Lance.
 Peddler Publ'g (BMI), see The Mandeville Group.
 Peer Int'l Corp. (BMI), see Southern Music Publ'g.
 Pelew Music Inc. (ASCAP), see LF.
 Pelton Music Publ'g Co. (BMI), 333 W. 52 St., Rm. 700, New York, N.Y. 10019. Tel: (212) CI 5-7793. Pres.: Jim Pelton.
 Pennywhistle Music Inc. (BMI), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
 Pepamar Music Corp. (ASCAP), see Warner Bros.-Seven Arts.
 Pequod Music Inc. (ASCAP), see Ishmael.
 Pera Music Corp. (BMI), see Southern Music Publ'g.
 Percival Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Perfection Music Publ'g (BMI), 1429 Hawthorne St., Pittsburgh, Pa. 15201. Tel: (412) 781-4557. Pres.: E. J. Moschetti; Gen. Prof. Mgr.: Muriel M. Shilling.
 Affiliate: Regal (ASCAP).
 Periscope Music Co. (BMI), 24 Francis Dr., Suite 4, Randolph, Mass. 02368. Tel: (617) 963-7370. Cable: PERIMU. Pres. & Gen. Prof. Mgr.: Edward M. Hurvitz.
 Affiliates: Lishing (BMI), Telescope (BMI).
 Periwiggle Publ'g (ASCAP), see Century City.
 Perri Nina (BMI), see ALA.
 Perspective Music Co. (BMI), see NRP.
 Peterna Music Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 C. F. Peters Corp. (BMI), 373 Park Ave. S., New York, N.Y. 10016. Tel: (212) MU 6-4147. Pres.: W. Hinrichsen.
 Int'l branches: England, Germany, Switzerland.
 Affiliates: Alpege Editions, American Music Award Series—Sigma Alpha Iota (BMI), American Wind Symphony Editions (BMI), Cell, Collection Litolf (BMI), Eulenburq Pocket Scores (BMI), Harmonia Edition (BMI), Henmar Press Inc. (ASCAP), Heuwekemeier Chamber Music (ASCAP), Hinrichsen Edition (BMI), Musia (BMI), New York Public Library Music Publ'ns (BMI), Sueddeutscher Musikverlag (ASCAP), Talzahn Music Corp.
 Int'l firms represented: Alsbach (Netherlands) Broekmans (Netherlands), Bruckner Verlag (Germany), Choudens (France), Dessain (Belgium), Donemus (Netherlands), Edition Dania (Denmark), Edition Reinhardt (Switzerland), Engstroem (Denmark), Eulenburq (UK), Forberg (Germany), Goodwin & Tabb (UK), Grahl (Germany), Haenssler (Germany), Harmonia (Netherlands), Heinrichshofen (Germany), Hug (Switzerland), Kahnt (Germany), Kneusslin (Switzerland), Lienau (Germany), Lyche (Norway), Merseburger (Germany), Willy Mueller (Germany), Musikk-Huset (Norway), Noetzel (Germany), Pantton (Switzerland), Pegasus (Germany), Ries & Erler (Germany), Samfundet (Denmark), Schott Freres (Belgium), Taunus (Germany), Ugrino (Germany), Vieweg (Germany), Westend (Germany), Zanibon Edition (Italy), Zimmermann (Germany).
 Peters Music Co. (ASCAP), see Criterion.
 Peterson & Principato Music Publ'g Co. (BMI), 1650 Broadway, Suite 701, New York, N.Y. 10019. Tel: (212) 586-9875. Pres.: Jesse G. Principato.
 Affiliate: Prince-Peter Music Publ'g Co. (ASCAP).
 Petone Music Co. (BMI), see A. Schroeder.

Petrucchi & Atwell Inc. (BMI), 331 Newbury St., Boston, Mass. 02115. Tel: (617) 266-3610. Pres.: Robert J. Petrucchi; Gen. Mgr.: Martin E. Mull.
 Petsilas Publ'g Co. (BMI), see Alouette Prod'ns.
 Pewter Pal Music (BMI), 2274 N. Gower, Hollywood, Calif. 90028. Tel: (213) HO 7-0761. Pres.: Jim Pewter.
 Affiliate: Playground Music (BMI).
 Peyotl Music Corp. (BMI), 359 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 278-7680. Pres.: Arthur Mogull; Gen. Mgr.: Don Shain.
 Branch: New York, N.Y., 65 E. 55 St. Zip: 10022. Tel: (212) 758-3110.
 Affiliate: Manger Music Inc. (BMI).
 Phantom Music Publ'g (BMI), PO Box 1096, Birmingham, Ala. 35201. Tel: (205) 836-3550. Pres.: James L. Hollifield.
 Philmi Music Inc. (BMI), see Sylvania.
 Phrase Text Music (ASCAP), Pres.: Ornette Coleman, c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin'r: Lenny Mietus.
 Picador Publ'g House (ASCAP), see Whitsett Bros.
 Piccadilly Music Corp. (BMI), see American Metropolitan.
 Piccolo Music (BMI), see Chu-Fin.
 Pickering Music Publ'rs Co. Inc. (BMI), see Pacsa.
 Pickwick Music Corp. (ASCAP), see MCA.
 Pickwick Int'l, 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. Cable: PICKSACOR, N.Y.
 Affiliates: Barmour Music Co. (BMI), Mourbar Music Corp. (ASCAP), Southtown Music Inc. (BMI), Talmont (BMI), Weiss & Barry Copyrights Inc. (BMI).
 Piedmont Music Co. Inc. (ASCAP), see Edward B. Marks.
 Pilgrim Music Publ'g Co. (ASCAP), see Slide.
 George Pincus & Sons Music Corp. (ASCAP), see Gil.
 Pinebrook Music Corp. (BMI), see H. B. Webman.
 Pinelawn Music Publ'g Co. Inc. (BMI), see American Metropolitan.
 Pinpoint Publ'g Co. (BMI), c/o Don D. Sheets Prod'ns, Nashville, Ind. 47448. Tel: (317) 988-2000. Owner: Don D. Sheets.
 Pint Size Music (BMI), see Mike Curb.
 Pitfield Music Inc. (BMI), see A. Schroeder.
 Pitney (ASCAP), see A. Schroeder.
 Pete Pittman Publ'g (BMI), S. Marvin Rd., Lyons, Ga. 30436. Tel: (912) 565-8316. Pres. & Gen. Mgr.: Pete Pittman.
 Placid Music Corp., c/o A. Halsey Cowan, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 246-2060. Pres.: Ike Turner.
 Plan Two Music Inc. (ASCAP), see Hill & Range Songs.
 Planemar Music Co. (BMI), see National.
 Planetary Music Publ'g Corp. (ASCAP), see Big Seven.
 Platinum Music Publ'g (ASCAP), div. of The Music Factory Inc., 567 N.W. 27 St., Miami, Fla. 33127. Tel: (305) 635-9411. Pres.: Bob Archibald; VP: Dorothy Peshkin; Musical Dir.: Eddie Jacobs.
 Affiliate: Stage Door Music Publ'g (BMI). (SEE ADVERTISEMENT)
 Plato Muzik (BMI), see Doraflo.
 Platshon Music (BMI), 308 Edmonds Bldg., 917 15 St. N.W., Washington, D.C. 20005. Tel: (202) NA 8-8992. Contact: B. Platshon.
 Play (BMI), see Eden.
 Playgoers (ASCAP), see Sam Fox.
 Playground Music (BMI), see Pewter Pal.
 Pleasant Music Publ'g Corp. (ASCAP), 68 Mechanic St., New Rochelle, N.Y. 10801. Tel: (914) NE 3-6059.
 Pleasant Ridge Music (BMI), PO Box 7481, 10 Michael Dr., Greenville, S.C. 29610. Tel: (803) 269-3961. Pres.: Bob Edwards.
 Plex Music (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Plymouth Music Co. Inc. (ASCAP), see Words & Music.
 Pocket Full of Tunes Inc. (BMI), 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 582-6175. Pres.: Wes Farrell.
 Pocono Publ'g Co. Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Poe Publ'g Co. (ASCAP), 5930 Vista Ave., Sacramento, Calif. 95824. Tel: (916) 422-5838. Pres.: William B. Moore; Mgr.: Dennis Phillips.
 Poinsettia Publ'g Co. (BMI), 3303 Baswell Dr., Jonesboro, Ark. 72401. Pres.: E. J. Waldrup; VP: Joe Lee.
 Poison Ring Prod'ns Inc. (ASCAP), c/o Monitor Music Corp., 1780 Broadway, New York, N.Y. 10019. Pres.: Thomas J. Cavalier; Gen. Mgr.: Thomas Sharkey; Gen. Prof. Mgr.: Judith A. Lyons.
 Branch: Wallingford, Conn., 10 George St. Zip: 06492. Tel: (203) 265-0010.
 Affiliate: Linesider Prod'ns Ltd. (BMI).
 Polarity Music Co. (BMI), 3841 S. King Dr., Chicago, Ill. 60653. Tel: (312) 624-6058. Pres. & Gen. Mor.: Maurice Simpkins.
 Polka Towne Music (BMI), 23 Marian Ln., Jericho, L.I., N.Y. 11753. Tel: (516) 822-3198. Pres.: Teresa Zapolska.
 Poly Tone Music Publ'g Co. (ASCAP), see True Blue.
 Pomona Music Corp. (BMI), see Shapiro, Bernstein.
 Ponderosa Music Co. Inc. (BMI), see Shapiro, Bernstein.
 Poppy Music Co. (BMI), see Budd.
 Porgie Music Inc. (BMI), see Pamco.
 Portable Music Co. Inc. (BMI), see Notable.

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- Portage Publ'g Co. (BMI), 16634 Gannon W., Rosemount, Minn. 55068. Tel: (612) 432-5737. Pres.: Larry LaPole.
- Portilla Music (BMI), see Grever.
- Portland (BMI), PO Box 411, San Fernando, Calif. 91341. Tel: (213) 346-3333. Pres.: Virginia Scott; Gen. Mgr.: Sherree Scott; Gen. Prof. Mgr.: Mark Raymer.
- Branches: **Canoga Park, Calif.**, Box 373—**Mehama, Ore.**, PO Box 928.
- Possum Trot Music (BMI), 146 W. 47 St., New York, N.Y. 10036. Tel: (212) JU 6-5124. Pres.: Arthur Gerson.
- Affiliate: Wild Indigo Music (BMI).
- Post Music Inc. (ASCAP), see Metric.
- Power Clock Music (BMI), PO Box 31246, Dallas, Tex. 75231. Tel: (214) 361-7139. Owners: Bud Buschardt, Bob Cardenas.
- Poz Music Inc. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Prancer Music Inc. (BMI), c/o Publishers Admin. Ltd., 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-2410. Cable: STRAIGHTHEAD. Pres.: Philip Solomon; Gen. Mgr.: Normand R. Kurtz.
- Affiliate: Bernice Music Inc. (BMI).
- Preacher Publ'g (BMI), see Dan Dalton.
- Premier Music Publ'g Co. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-5253. Pres.: Philip Landwehr.
- Affiliate: Anatole Music Inc. (BMI), West End Music Inc. (ASCAP).
- Prentice Music Inc. (ASCAP), see Eden.
- Elvis Presley Music Inc. (BMI), see Hill & Range Songs.
- Press Music Co. Inc. (BMI), see Tree.
- Theodore Presser Co. (ASCAP), Presser Pl., Bryn Mawr, Pa. 19010. Tel: (215) LA 5-3636. Cable: RESSERP. Pres.: A. A. Hauser.
- Branch: **New York, N.Y.**, 111 W. 57 St. Zip: 10019. Tel: (212) 246-5311.
- Affiliates: Beekman Music Inc. (ASCAP), The John Church Co. (ASCAP), Columbia Music Co. (ASCAP), Oliver Ditson Co. (ASCAP), Lea Pocket Scores, Liturgical Press, Mercury Music Corp. (SESAC), Merion Music Inc. (BMI), Merrymount Music Inc. (BMI), Mowbray Music Publ'r (ASCAP), Music Press (ASCAP), New Music Edition (ASCAP & BMI), Society for the Publ'n of American Music (ASCAP), Tenuto Publ'ns (ASCAP), Tritone Press (BMI), Weaner-Levant (ASCAP).
- Int'l firms represented: Editions Musicales Transatlantiques (France), Haydn Mozart Presse (Austria), Heugel & Cie. (France), Impero Verlag (Germany), Ongaku No Tomo (Japan), Philharmonia Pocket Scores (Austria), Universal (Austria, Switzerland, UK), Josef Weinberger (UK).
- Prestige (BMI), 203 S. Washington Ave., Bergenfield, N.J. 07621. Tel: (201) 284-6900. Pres.: Robert S. Weinstein.
- Affiliate: Tru-Sound Music (ASCAP).
- Int'l reps.: Asia (UA Music in Japan), UK & Europe (Parnes Music in UK).
- Pretty Girl Music (BMI), PO Box 11286, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & Gen. Mgr.: Mrs. Bobbie Davis; Gen. Prof. Mgr.: Style Wooten.
- Pride Music Publ'ns Inc. (ASCAP), 230 W. 41 St., New York, N.Y. 10036. Tel: (212) LW 4-0131. Pres.: Thomas L. Fawick; Gen. Mgr.: Inge Wolff.
- Pril Music (BMI), see Gopam.
- Primrose Music Publ'g Co. (BMI), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 466-2168. Partner: Jack Carlton.
- Prince-Petr Music Publ'g Co. (ASCAP), see Peterson & Principato.
- Princess Music Publ'g Corp. (ASCAP), see H. B. Webman.
- Print Music Co. Inc. (ASCAP), see Jपालana.
- Pritchett Publ'ns (BMI), 38603 Sage Tree St., Palm-dale, Calif. 93550. Tel: (805) 947-4657. Pres.: LeRoy Pritchett; Gen. Prof. Mgr.: Highe Lewman.
- Affiliate: Soprano Music Co. (BMI).
- Prize Music Inc. (ASCAP), see Shelby Singleton.
- Pro Sound Publ'ns 720 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-0091/9964. Pres.: Johnny Scoogins; VP: Gary Walker.
- Affiliates: Entrance Music (ASCAP), Love Music (SESAC), Seesus Music (BMI), Soul Song Music (BMI).
- Process Music Publ'ns (BMI), 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr.: Norman Kelly.
- Affiliate: Country Star Music (ASCAP).
- Producer's Music Publ'g Co. Inc. (ASCAP), see Burdge.
- Production Groove Music Co. (BMI), see Starling.
- Progressive Music Publ'g Co. (BMI), see Hill & Range Songs.
- Project Seven Music (BMI), 515 Madison Ave., Suite 2207, New York, N.Y. 10022. Tel: (212) 691-4080. Pres.: Jeff Chase.
- Affiliate: Catnip (ASCAP).
- Promenade Music Inc. (ASCAP), see A Schroeder.
- Protone Music (ASCAP), 6114 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6058. Owner: James Welton; Gen. Mgr.: Jane Courtland; Gen. Prof. Mgr.: Victoria Bond.
- Affiliate: Welton Music (BMI).
- Pulaski Publ'g Co. (BMI), 1740 W. 47 St., Chicago, Ill. 60609. Tel: (312) 847-0658. Pres.: E. Blazonczyk; VP: E. Nowak.
- Pure Soul Music Corp. (BMI), see Big Seven.
- Purple Haze Music (BMI), PO Box 1243, Beckley, W. Va. 25801. Tel: (304) 252-4836. Owners: Danny Bailey, Richard L. Petry.
- Pyramid Music Co. (ASCAP), see Herb Monte.

Q

- Quartet Music Inc. (ASCAP), see Trio.
- Quartz Music (ASCAP), see Trident.
- Quod'us Music Co. (BMI), 1316 E. 99 St., Los Angeles, Calif. 90002. Tel: (213) 564-4729. Prod'r: Al Frazier.
- Quick Silver Music Corp. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Quincy Music Publ'ns (ASCAP), 131 Farrington St., Wollaston, Mass. 02170. Tel: (617) GR 2-3059. Owner: Richard Miles.
- Quinones Music Co. (BMI), 1344 Waldron, St. Louis, Mo. 63130. Tel: (314) VO 3-3605. Pres.: Eddie Johnson.
- Quintet Music Inc. (BMI), see Hill & Range Songs.
- Quinvy Publ'g Co. Inc. (BMI), 1307 Broadway, Sheffield, Ala. 35660. Tel: (205) 381-1830. Pres.: Quinon R. Ivy; VP & Gen. Mgr.: William Jenkins; Sec'y-Treas.: James A. Dardess.
- Quiston Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

R

- R F D Music Publ'g Co. Inc. (ASCAP), see Southern Music Publ'g.
- R F T Music Publ'g Corp. (BMI), see Thomas J. Valentino.
- RR Music (ASCAP), see Ren-Maur.
- Rabbit's Foot Music Corp. (BMI), see Big Seven.
- Radcliffe Publ'g Co. (BMI), see Trident.
- Ragmar Music Corp. (BMI), 360 E. 65 St., New York, N.Y. 10021. Tel: (212) 988-5300. Pres.: Jerry Ragovoy.
- Affiliate: Rittenhouse Music (BMI).
- Vince Rago Music (BMI), PO Box 961, Wilmington, Del. 19899.
- Raintree Music Inc. (ASCAP), see Budd.
- Rainwater Music Co. (BMI), c/o Martin Cohen, 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) HO 3-1151. Pres.: Fred Herrera; Admin'r: Martin Cohen.
- Rally Music (BMI), Cornelia, Ga. 30531. Tel: (404) 723-3884. Pres.: Ralph M. Raper; Gen. Prof. Mgr.: Mrs. Brenda Gaddis.
- Affiliate: Ralph's Radio Music (BMI).
- Ralph's Radio Music (BMI), PO Box 117, Hwy. 441, Demorest, Ga. Tel: (404) 723-3884. Owner: Ralph Raper.
- Affiliate: Rally Music (BMI).
- Rambled Publ'g Co. Inc. (BMI), 116 Central Park S., New York, N.Y. 10019. Tel: (212) CI 8-3811. Pres.: Robert P. Marcucci; Gen. Mgr.: Stanley Polley. (Administered by Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
- Branch: Los Angeles, Calif., 8611 Sunset Blvd. Zip: 90069. Tel: (213) OL 2-2780.
- Affiliate: Debmarr Publ'g Inc. (ASCAP).
- Ramblin' Rose Publ'ns Inc. (ASCAP), Gen. Prof. Mgr.: Audie Ashworth, see Moss-Rose.
- Rambo Music Inc. (BMI), 816 19 Ave. S., Nashville, Tenn. 37203. Tel: (215) 256-2586. Pres.: Richard Buck Rambo; Gen. Mgr.: Don Light.
- Ramsel Publ'g (BMI), 30 N. LaSalle St., Suite 800, Chicago, Ill. 60602. Tel: (312) 236-2264. Pres.: Ramsey Lewis Jr.; Exec. VP: Robert B. Holmes.
- Ramsgate Music (BMI), Box 551, 108 S. Bell, Hamilton, Tex. 76531. Tel: (817) 386-5918. Owner & Mgr.: C. Joe Treadway.
- Ran-Lu Music Publ'g Inc. (BMI), 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-4960. Pres.: Lewis Harris; Gen. Mgr.: Randy Irwin.
- Fred Raphael Music Inc. (ASCAP), 118 N. Clark Dr., Los Angeles, Calif. 90048. Tel: (213) 271-1877. Pres.: Hermione Raphael.
- Rarotonga Music, see Pacific Islands.
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- Rawbee Music (BMI), c/o Walter R. Scott, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-2349. Pres.: Lou Rawls; Gen. Mgr.: Walter R. Scott.
- Affiliates: Clears Music Inc. (BMI), RawLou Music (BMI), Lou Rawls Music (BMI).
- Rawlow Music (BMI), see Rawbee.
- Lou Rawls Music (BMI), see Rawbee.
- Rawson Publ'g Co. (BMI), 932 N.W. 22 St., Moore, Okla. 73060. Tel: (405) SW 4-7633. Pres.: Dave Rawson; Exec. VP, Sales & Mktg.: B. F. Reece.
- Raydee Music Co. (SESAC), see Glad.
- Ray's, 1117 N. Main, Fremont, Neb. 68025. Tel: (402) 721-4728. Pres.: Ray Keeler.
- Rayster Music Publ'g Co. (ASCAP), see Stirling.
- Rayven Music Co. Inc. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-0211. Mgr.: Duke Niles.
- Affiliates: Paris Music Co. Inc. (ASCAP), Show-board (ASCAP).
- Razor Sharp Music (BMI), see World War Three.
- Reaction Music Co. (ASCAP), see NRP.
- Walter Reade Music Corp. (ASCAP), see Frank.
- Reb Music Publ'g Co. (ASCAP), see Slide.
- Record Songs Inc. (ASCAP), 450 W. 24 St., New York, N.Y. 10011. Tel: (212) OR 5-6671. Pres.: Enoch Light.
- Red Rock Music Co. (BMI), PO Box 2671, 1819 E. 31 Ave., Denver, Colo. 80201. Tel: (303) 333-8086. Pres.: James C. Scott Sr.
- Red Sails Music (ASCAP), see Kling Street.
- Redwal Music Co. Inc. (BMI), Redwal Music Bldg., 535 Cotton Ave., Macon, Ga. 31201.
- Affiliates: No Exit Music Co. Inc. (BMI), Tandem Publ'ns (BMI).
- Jim Reeves Ent's., Drawer 1, 200 Madison St., Madison, Tenn. 37115. Tel: (615) 895-5484. Pres.: Mary Reeves.
- Affiliates: Acclaim Music Inc. (BMI), Ma-Ree Music Inc. (ASCAP), Open Road Music Inc. (BMI), Tuckahoe Music Inc. (BMI).
- Regal (ASCAP), see Perfection.
- Reginald Music Pub. (BMI), 476 Muscadine St., Greenville, Miss. 38701. Tel: (601) 335-4594, 332-8665. Pres.: Henry R. Hines; Gen. Mgr.: Vicki Williams; Gen. Prof. Mgr.: Bessie Mae Williams.
- Herb Reis Music Corp. (BMI), 39 W. 55 St., Rm. 603, New York, N.Y. 10019. Tel: (212) PL 7-9265. Mgr.: Herb Reis.
- Affiliate: Summit Music Corp. (ASCAP).
- Remember Music Publ'g Co. (ASCAP), see Windfall.
- Remick Music Corp. (ASCAP), see Warner Bros.-Seven Arts.
- Ren-Maur Music Corp. (BMI), 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) PL 7-3638. Pres.: Rena L. Feeney; Gen. Mgr.: Steven Levy; Gen. Prof. Mgr.: Richard Babeuf.
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- Affiliates: Desert Palms Publ'g Co. (BMI), Salt River Music (BMI).
- Rendezvous Tobac Music Co. (BMI), PO Box 7229, Tampa, Fla. 33603. Tel: (813) 839-7365. Pres.: Gilbert A. Cabot; VP & Gen. Mgr.: Frank M. Edmondson Jr.
- Renleigh Music Inc. (BMI), see Music Makers.
- Republic Music Corp. (BMI), see World Music Inc.
- Rereco (BMI), see Zap.
- The Reservation, 322 W. 48 St., New York, N.Y. 10036. Tel: (212) 765-6370. Pres.: Jim Calvert; Gen. Mgr.: Doc Riemer; Sec'y-Treas.: Norman Marzano.
- Affiliates: Big Hawk Music Inc. (BMI), Little Fox Songs Inc. (ASCAP).
- Rest-A-While Music Co. (ASCAP), see Ford.
- Return Music Corp. (BMI), see Beechwood.
- Revolution Music Ltd. (ASCAP), see Alouette Prod'ns.
- Rex (BMI), see H. B. Webman.
- Reynard Publ'g Co. Inc. (ASCAP), see Sam Fox.
- Rhineland Music (BMI), see Marsaint.
- Rich Kids Publ'g Co. Inc. (BMI), see New Beat.
- Richbare Music (BMI), Box 48638, Briggs Sta., Los Angeles, Calif. 90048. Tel: (213) 849-5253. Owner: Dick Glasser; Mgr.: Sonny Rivera.
- The Richmond Organization, see TR0.
- Ride On Music (BMI), 619 Adams Ave., Canonsburg, Pa. 15317. Tel: (412) 682-2369. Pres.: Charles E. Banner; Gen. Mgr.: Mrs. Irene N. Banner; Gen. Prof. Mgr.: Chuck Edwards.
- Branch: **Pittsburgh, Pa.**, 3400 Ridgeway St. Zip: 15213. Tel: (412) 682-2369. Gen. Mgr.: Charles A. Matthews; Gen. Prof. Mgr.: Chuck Edwards.
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- Affiliates: Natson Music Corp. (ASCAP), Tannen Music Inc. (BMI).
- Ridgeway Music (BMI), 6087 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-1366. Mgr.: Charles E. Adams.
- Branch: **Nashville, Tenn.**, 1014 17 Ave. S. Zip: 37212. Tel: (615) 255-4212. Gen. Mgr.: Pee Wee King.
- Affiliates: Camarillo Music Co. (BMI), Chadwick Music (ASCAP), Woodbury Music Co. (BMI).
- Ringasel (BMI), 1239 N. Highland Ave., Hollywood, Calif. 90028. Tel: (213) HO 6-6129. Mgr.: H. B. Barnum.
- Rinimer Corp. (ASCAP), see Frank.
- Rio Grande (BMI), see Hill & Range Songs.
- Ripcord Music (BMI), div. of Gibson Ent's. Inc., 4009 E. 18 St., Vancouver, Wash. 98661. Tel: (206) 695-2112. Pres.: Bob Gibson; Mgr.: Rick Keefer.
- Affiliate: Soul West Music (BMI).
- Rippling Waters (BMI), see Doraflo.
- Rise Music Co. (BMI), 3397 Renault St., Memphis, Tenn. 38118. Tel: (901) 363-7750. Pres.: Quinton M. Claunch.
- Risi Music Co. (BMI), 3163 Poplar Dr., Lynwood, Calif. 90262. Tel: (213) 631-7591. Pres.: Nick Risi.
- Rising Sons Music Inc. (BMI), see Russell-Cason.
- Ritchie Music Co. Inc. (ASCAP), see Barton.
- Rittenhouse Music (BMI), see Ragmar.
- Tex Ritter Music Publ'ns Inc. (ASCAP), see Criterion.
- Riverboat Music Inc., 812 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-3938.
- Rivers Music Co. (BMI), 8923 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-8380. Pres.: Johnny Rivers; Gen. Prof. Mgr.: Gary Berwin.
- Affiliate: Work Music Inc. (ASCAP).
- Rivertown Music Inc. (ASCAP), see Gold Dust.

Rivington Music (BMI), 83 Poultney, Buffalo, N.Y. 14215. Tel: (716) 835-5972. Pres.: Carl La-Macchia.
Affiliate: Upper Level Music (BMI).
 Roadrunner Music (BMI), see Forrest Hills.
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 Marty Robbins Ents., 713 18 Ave. S., Nashville, Tenn. 37204. Tel: (615) AL 4-5918. Pres.: Marty Robbins.
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 Rockmore Music (BMI), 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Owner: Willie H. Rocquemore.
 The Rodeheaver Co. (ASCAP), Box 337, Winona Lake, Ind. 46590. Tel: (219) 267-5116. Pres.: J. E. Thomas; Adv. Mgr.: N. B. Howe Jr.
 Rodeo (BMI), see Jasper.
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 Rogan Publ'ns, 3316 Line Ave., Shreveport, La. 71104. Tel: (318) 861-0569. Pres.: Jim Wilhite.
 Rogelle Music (BMI), see Schwartz.
 Roger Music Inc. (ASCAP), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) 274-8094. Pres.: Joseph S. Shribman.

Branch: Atlanta, Ga., 429 Montgomery Ferry Rd. N.E. Zip: 30324. Tel: (404) 873-6295. Gen. Mgr.: Joe Galkin.
 Winthrop Rogers (ASCAP), see Boosey & Hawkes.
 Wally Roker Music (BMI), 304 Grand Ave., Leonia, N.J. 07605. Tel: (201) 944-9231. Pres.: Wally Roker.
Branches: Hollywood, Calif., 1242 N. Highland Ave. Zip: 90038. Tel: (213) 469-8317. Gen. Mgr.: Dee Ervin-Chicago, Ill., 555 E. 33 Pl., Apt. 1003. Tel: (312) 326-1182. Pres.: Barry Despenza.
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 Rolando Music Publ'g Co. (BMI), 1692 Madison, Memphis, Tenn. 38104. Tel: (901) 278-0850. Mgr.: Roland Janes.
 Rolling Wheels Music (BMI), PO Box 206, Elsinore, Calif. 92530. Tel: (714) 674-2412. Pres.: Cletus B. Zumbach.
Affiliate: Zumbach & Mihelko Music (BMI).
 Rolls Royce Music Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
 Romance Music Inc. (BMI), see Wanessa.
 Romik Music (ASCAP), see Huckleberry.
 Roncom Music Co. (ASCAP), 305 Northern Blvd., Great Neck, L.I., N.Y., 11021. Tel: (516) 466-5811. Gen. Mgr.: Mickey Glass.
Affiliate: Dub Music Co. (BMI).
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Music in Sweden), South Africa (Laetrec), Spain (Armonico).
 Ronor Music, c/o Martiñ Cohen, 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) HO 3-1151. Pres.: Roy Norman; Admin'r: Martin Cohen.
 Ronray Assocs. Inc. (BMI), PO Box 515, Great Neck, L.I., N.Y. 11022. Tel: (516) 484-1242. Pres.: Ronald Radom; Gen. Mgr.: Cy Radom.
Branch: New York, N.Y., 488 W. 37 St. Zip: 10018. Tel: (212) 736-2477.
 Room 7 Music (BMI), div. of Seven Arts Press, 6365 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 7-5005. Pres.: Walter E. Hurst; Gen. Mgr.: Don Rico.
Affiliate: Suite 7 (ASCAP).
 Roosevelt Music Co. Inc. (BMI), 711 Fifth Ave., New York, N.Y. 10022. Tel: (212) 751-4400. Pres.: Hal Fein; VP & Gen. Mgr.: Jerry Brown; Gen. Prof. Mgr.: Murray Baker.
Affiliate: Valencia Music Inc. (ASCAP).
 Rosarita Music Inc. (ASCAP), see Hill & Range Songs.
 David Rose Publ'g Co. (ASCAP), see Twentieth Century.
 Fred Rose Music Inc. (BMI), see Acuff-Rose.
 Ken Rose Music (BMI), see Keith.
 Rosemeadow Publ'g Corp. (ASCAP), see Twentieth Century.
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 Brian Ross Prod'ns, 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121/3656. Pres.: Brian Ross.
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 Round-Up Music (BMI), see Larilee.
 Routeen Music (BMI), PO Box 3267, Scottsdale, Ariz. 85257. Tel: (602) 254-5678. Pres.: Tony Evans.
 Rowilco (BMI), PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2979. Pres.: R. C. Wilson; VP: R. C. Hillsman.
Branch: Los Angeles, Calif., 4363 Lockwood Ave. Zip: 90029.
 Royal Music Publ'r (ASCAP), 14238 Sunset Blvd., Pacific Palisades, Calif. 90272. Tel: (213) GL 4-7482. Owner: Harry Owens; Gen. Mgr.: Glenhall Taylor.
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 Roznique Music (BMI), see Schwartz.
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- Rush Music Corp. (BMI), see American Metropolitan.
- Russ & Paula Music Co. (ASCAP), 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) WI 5-3312. Owners: Russ & Paula Thompson.
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- S & J Music (ASCAP), see Schwartz.
- S & R Music Publ'g Co. (ASCAP), 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Seely. **Affiliate:** Boomerang Music Co. (BMI). **Sacred Concert (SESAC),** PO Box 373, San Carlos, Calif. 94070. Tel: (415) 593-9554. Dir.: Dr. Paul L. Weaver. **Sacred Music Press (ASCAP),** see Lorenz. **Sacred Songs (ASCAP),** 16661 Ventura Blvd., Encino, Calif. 91316. Tel: (213) 788-4700. Dir.: Fred Beck. **Branch:** Waco, Tex., 4800 W. Waco Dr. Zip: 76703. Tel: (817) PR 2-7650. **Affiliate:** Lexicon Music Co. (ASCAP).
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- Sage & Sand Music Inc. (SESAC), 6520 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres. & Mgr.: W. O. Fleener.
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- Saima Music (BMI), 8721 Sunset Blvd., Suite 201, Los Angeles, Calif. 90069. Tel: (213) 657-2024. Partner: Arnold Mills.
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- San Dino Music Corp. (ASCAP), see Barton.
- Sanada Music Corp. (BMI), see Big Seven.
- Sanavan Publ'g Co. (BMI), 24 Branford Pl., Newark, N.J. 07102. Tel: (201) 623-3328. Pres.: Anna Moore; Gen. Mgr.: Joseph J. Evans.
- Sandbox Music Inc. (ASCAP), 40 W. 57 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Roy Rifkind; Gen. Mgr.: Julie Rifkind. (Licensed through Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit). **Affiliate:** Gaucho Music (BMI).
- Sandclock Music Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
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- Sandy's Songs (BMI), see William Sandy Johnson.
- Sanfris Music Co. (BMI), 1674 Broadway, Suite 309, New York, N.Y. 10019. Tel: (212) JU 2-5799. Pres.: Miss Santa Friscia.
- Sanga Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-6553. Pres.: Harold Leventhal. **Affiliate:** Appleseed Music Inc. (ASCAP).
- SanPhil Music Inc. (BMI), 6747 First Ave. S., St. Petersburg, Fla. 33707. Tel: (813) 345-9189. Pres.: Phil Gerhardt; Gen. Prof. Mgr.: Dick Holler. **Affiliate:** Kaiser Music Inc. (ASCAP).
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- Santa Cruz Music (BMI), 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318.
- Santee Music Press Inc. (ASCAP), see Pietro Deiro.
- Sapphire Music Publ'rs (BMI), 2815 Octavia St., New Orleans, La. 70115. Tel: (504) 866-3478. Pres.: Lou Welsch Jr. **Affiliate:** LuduKay Inc. (BMI).
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- A. P. Schmidt Co. Inc. (SESAC), see Sammy-Birchard.
- Schmitt, Hall & McCreary Co. (SESAC), 527 Park Ave., Minneapolis, Minn. 55415. Tel: (612) 336-4367. Pres.: Robert P. Schmitt; Gen. Mgr.: Curtis Hansen; Sales Mgr.: David S. Van Fleet. **Affiliate:** Schmitt Music Center Inc. (ASCAP).
- Schmitt Music Center Inc. (ASCAP), see Schmitt, Hall & McCreary.
- A. Schroeder Music Corp., 215 W. 56 St., New York, N.Y. 10019. Tel: (212) JU 2-8810. Cable: SCHRUMUS. Pres.: Aaron Schroeder; VP & Gen. Mgr.: Mrs. Abby Schroeder. **Branch:** Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. **Int'l branches:** Australia, England, France, Germany, Italy, Japan, Netherlands, Spain, Sweden. **Affiliates:** Anim (BMI), Annica Music Corp. (ASCAP), Arch Music Co. Inc. (ASCAP), Avaris Music Co. (ASCAP), Barjon Ents. (BMI), Bella Godiva (ASCAP), Cat Mother (BMI), Dana-Don Inc. (ASCAP), Don Michael Inc. (BMI), Emm-Jay (BMI), Englewood Publ'g Inc. (BMI), Kim Fowley Music (BMI), January Music Corp. (BMI), King Fitness Music Co. (BMI), Lar-Bell Music Corp. (BMI), Lassie Publ'g Co. (ASCAP), Living Legend Music (ASCAP), Manistee Music Co. (BMI), Petone Music Co. (BMI), Pitfield Music Inc. (BMI), Pitney (ASCAP), Promenade Music Inc. (ASCAP), Sea-Lark Ents. Inc. (BMI), Stratton Smith (PRS), Tijuca Music Co. (BMI), Woldox Music Inc. (BMI), Wolper Prod'ns Inc. (ASCAP), Wrather Music Publ'g Inc. (BMI), Yameta. (SEE ADVERTISEMENT)
- Schroeder & Gunther (BMI), see Associated.
- Franz Schubert Music Publ'g (ASCAP), 425 W. Broadway, Fort Worth, Tex. 76104. Tel: (817) ED 2-5995. Owner: Franz Schubert.
- Edward Schubert & Co. Inc. (SESAC), see Ashley.
- Schumann Music Corp. (ASCAP), see Bourne.
- Schuss Music Co. (BMI), 6150 N. Kenmore Ave., Chicago, Ill. 60626. Tel: (312) 262-5300. Pres.: Joseph Sugarman.
- Schwab Music (BMI), 1141 Columbia Pike, Silver Spring, Md. 20904. Tel: (301) 593-8606. Cable: LENSPROD. Pres.: Leonard Schwab. **Int'l branch:** England.
- Schwartz Music Co. Inc. (ASCAP), 165 W. 46 St., Suite 1202, New York, N.Y. 10036. Tel: (212) JU 2-2975. Pres.: Robert Schwartz; Gen. Mgr.: Ernie Maresca. **Affiliates:** Just Music Inc. (BMI), Rogelle Music (BMI), Roznique Music (BMI), S&J Music (ASCAP), Vibar (ASCAP).
- Scion Music Inc. (BMI), see Makamillion.
- Scorebert (BMI), see Sharnock.
- Scope (BMI), see Lissauer.
- Scott-Tees Publ'g Co. (BMI), 4057 S. Prairie Ave., Chicago, Ill. 60653. Tel: (312) 624-3716. Pres.: Howard Scott.
- Andrew Scott Inc. (ASCAP), see Music Makers.
- Scottville (BMI), c/o Scott & Knox, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 2-2349. Contact: Walter Scott.
- Scovel Music Co. (BMI), 202 Wisconsin N.E., Albuquerque, N.M. 87108. Tel: (505) 255-8425. Pres.: Richard Scovel; VP: John Wagner.
- Screaming Chicken Music (BMI), see Mike Curb.
- Screen Gems/Columbia Music (BMI), 711 Fifth Ave., New York, N.Y. 10022. Tel: (212) PL 1-4432. VP: Emil La Viola. **Int'l branches:** Australia, Belgium, France, Italy, Sweden, UK. **Affiliates:** Colgems Music Corp. (ASCAP), Gower Music Inc. (BMI). **Int'l reps.:** Argentina (Melograf), Brazil (Mundo), Germany (Hans Gerig), Israel (Subar), Japan (Shinko), Mexico (EMLASA), South Africa (Laetrec), Spain (Hisvapox). (SEE ADVERTISEMENT)
- Scribble (BMI), see Gremlin.
- Script Music Co. (BMI), div. of Score Prod'ns Inc., 249 E. 49 St., New York, N.Y. 10017. Tel: (212) 751-2510. Pres.: Robert A. Israel.
- Sea-Lark Ents. Inc. (BMI), see A. Schroeder.
- Sea of Tunes (BMI), 8730 Enramada Ave., Whittier, Calif. 90605. Tel: (213) 697-4655. Owner: Murray G. Wilson.
- Seabreeze Music Inc. (BMI). Pres.: Bill Haley, see Arcade.
- Seagull Music Publ'g Co. (BMI), PO Box 4096, Warrington, Fla. 32507. Tel: (904) 455-2263. Pres.: Larry L. Stevens; Gen. Mgr.: Donald Haugen; Gen. Prof. Mgr.: Lois Elliot. **Int'l branch:** Sweden.
- Seal Publ'g Co. (BMI), 8906 First Ave., Silver Spring, Md. 20910. Tel: (301) 585-9696. Pres.: Larry Sealton.
- Seaside Publ'g Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Water Hofer.
- Sebons Publ'g Co. (BMI), 7401 S. Halsted, Chicago, Ill. 60621. Tel: (312) 651-5870. Pres.: Seabon Foster.
- Second Music Publ'g Co. Inc. (ASCAP), see Hill & Range Songs.
- Second Generation Music Inc. (SESAC). Pres.: Shad O'Shea, see Counterpart.
- Seeley Music Corp. (BMI), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) 782-9035. Sec'y: Richard M. Shelton. **Affiliates:** Sonovox Music Co. (ASCAP), Stereo Music (BMI).
- Seesaw Music Corp. (ASCAP), 2411/2 E. 84 St., New York, N.Y. 10028. Tel: (212) 879-1960. Pres.: Raoul R. Ronson. **Affiliate:** Okra Music Corp. (BMI).
- Seesus Music (BMI), see Pro Sound.
- Select Music Inc. (ASCAP), see American Metropolitan.
- Semenya Music (BMI), see Gopam.
- Semerak Publ'g Co. (BMI), 4327 S. Sacramento Ave., Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R. M. Semerak.
- Senisa Music (ASCAP), see Epp's.
- Sentown Music (BMI), 12198 Wheeler, Chattanooga, Tenn. 37406. Tel: (615) 698-4370. Pres.: E. Thomas.
- September Music Corp. (ASCAP), 161 W. 54 St., New York, N.Y. 10019. Tel: (212) LT 1-1338. Cable: MILLSTAN. Pres. & Gen. Mgr.: Stanley Mills. **Affiliate:** Galahad Music Inc. (BMI).
- Serendipity Publ'g (BMI), 40 W. 55 St., Suite 301, New York, N.Y. 10019. Tel: (212) 582-5297. Cable: SERENPUBCO. Pres.: Michael Brovsky; Gen. Prof. Mgr.: Harold Thau.
- Servborg (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
- Seven-Eleven Music Corp. (BMI), see Shapiro, Bernstein.
- Seven of Us Music (ASCAP), 26 Mountain Ave., Dover, N.J. 07801. Tel: (201) 361-2084. Pres.: Michael F. Matushin.
- Seven Palms Music Inc. (BMI), PO Box 1441, Palm Springs, Calif. 92262. Owner: Charlotte Cromwell.
- Seven-Sixteen Music Co. (BMI), 149 W. 75 St., New York, N.Y. 10023. Tel: (212) 799-2670. Pres. & Gen. Mgr.: Lawrence Rush.
- Seventh Year Music (BMI), div. of Pentad Inc., 2410 Connecticut Ln., Dallas, Tex. 75214. Tel: (214) DA 8-3784. Pres.: Jerry Atchley. **Branch:** Houston, Tex., 550 S. Second St. Zip: 77401.
- Seyton Music (ASCAP), 6777 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-7101. Pres.: Eric Seyton; VP & Gen. Mgr.: Joseph Gregg.

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CREWE GROUP OF COMPANIES

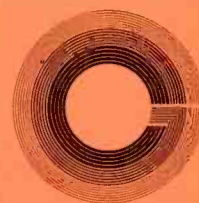
Robert S. Crewe
President

Rocco Sacramone
Executive Vice President

Crewe T.V. and Film

Publishing
Archie Levington
Vice President & General Manager
Saturday Music
Tomorrow's Tunes

CGC Records
Vito Samela
Vice President & General Manager
Tom Rogan
National Sales & Promotion
Crewe Records (Label)



continued

- Sunshine Music Co. (BMI), see Gordon.
Super (CAPAC), see Zap.
Super Darlin' Prod'n's (ASCAP), 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8345. Pres.: Bobbie Gentry.
Affiliate: Footboat Inc. (BMI).
Supreme Music Corp. (ASCAP), see Twentieth Century.
Sure-Fire Music Co. Inc. (BMI), 801 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-1401. Pres.: Doyle Wilburn; VP: Leslie Wilburn.
Affiliates: Bronze Music Inc. (SESAC), Maple Music Inc. (ASCAP), Ten-Tex Music Co. Inc. (BMI).
Surprise, 7100 Rowland, Kansas City, Kan. 66009. Tel: (913) CY 9-4717. Pres.: Raymond W. Rabon.
Surrey Music Co. (ASCAP), see Pavanne.
Susaper Music (ASCAP), see Invador.
Suva Music, see Pacific Islands.
Suwal Music Co. Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Sweco Music (BMI), see Dick James.
Swing & Tempo Music Publ'g Co. Inc. (BMI), see Glad-Hamp.
Swirl Lane (BMI), see WPN.
Sword & Shield Music Co. (SESAC), PO Box 211, 308 N. Oak, Arlington, Tex. 76010. Tel: (817) 274-2337. Owner: Calvin Willis.
Sylvania Music (ASCAP), see Sylvania.
Sylvania Music Corp. of America Inc., 825 Madison Ave., New York, N.Y. 10021. Tel: (212) 734-4000. Pres.: Alan Hartwell.
Affiliates: Amore Music Co. (BMI), Diabolo Music Publ'rs (BMI), Discmakers Publ'g Co. (ASCAP), Alan Hartwell Music (BMI), Love Music Co. (ASCAP), Philmi Music Inc. (BMI), Sylvania Music (ASCAP).
Syndicate Music Inc. (ASCAP), see American Metropolitan.
Syndcore (BMI), see United Int'l Copyright Reps. Ltd.
- T**
- T & D Music (ASCAP), 260 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) 278-8000. Prof. Mgr.: David Carroll.
Affiliates: Big Drum Music (BMI), KSF Music (ASCAP), Keto Music (ASCAP), Smobro Music Corp. (BMI), Tamard Music Corp. (ASCAP), Tomken Music (BMI), Zany Music (BMI).
T E K Publ'g (BMI), see Nasetan.
T M Music Inc. (BMI), see Commonwealth United.
T N T Music Inc. (BMI), 1422 W. Poplar St., San Antonio, Tex. 78207. Tel: (512) PE 2-8072. Pres.: R. E. Tanner.
T R O (The Richmond Organization), 10 Columbus Circle, New York, N.Y. 10019. Tel: (212) 765-9889.
Affiliated firm: TRO-Nashville.
Affiliates: Acorn Music Corp. (BMI), Almanac Music Inc. (ASCAP), Andover Music Inc. (ASCAP), Bigareff Music Inc. (BMI), Samuel Bronston Music Publ'g Inc. (ASCAP), Chantex Music Inc. (BMI), Churchill Music Inc. (BMI), Cromwell Music Inc. (ASCAP), Dartmouth Music Inc. (ASCAP), Devon Music Inc. (BMI), Essex Music Inc. (ASCAP), Exeter Music Inc. (ASCAP), First Edition Prod'n's (BMI), Folkways Music Publ'rs Inc. (BMI), Hampshire House Publ'g Corp. (ASCAP), Hollis Music Inc. (BMI), Ludlow Music Inc. (BMI), Mars Res. Inc. (ASCAP), Melody Trails Inc. (BMI), Musical Comedy Prod'n's Inc. (BMI), Norwich Music Inc. (BMI), Abe Olman Music Inc. (ASCAP), Ruxton Music Inc. (ASCAP), Suffolk Music Inc. (BMI), Total Music Inc. (BMI).
Int'l reps.: Australia (Essex), Canada (Essex), France (Essex), Germany (Essex), Italy (Mario Aromando), Japan (Essex), Mexico (Essex), Netherlands (Essex), Scandinavia (Essex in Sweden), South Africa (Essex), Spain (Essex), UK (Essex). (SEE ADVERTISEMENT)
T R O-Nashville, 806 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-0555.
Affiliated firm: TRO.
Affiliates: Border State (BMI), Manchester Music Inc. (ASCAP).
Int'l reps.: see TRO.
Tabitha Publ'g Co. (BMI), 343 E. Fillmore, Tempe, Ariz. 85281. Tel: (602) 949-5883. Pres.: W. L. Thompson; Gen. Mgr.: Jay R. Tomlin; Gen. Prof. Mgr.: Billy Thompson.
Branch: Scottsdale, Ariz., 8408 E. Oak St. Zip: 85257.
Table Rock Music Inc. (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
Affiliated firm: Earl Barton Music Inc. (BMI).
Tad Music Publ'g Co. (ASCAP), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Taepier Music (ASCAP), div. of Barcus-Berry Inc., 5782 E. Second St., Long Beach, Calif. 90803. Tel: (213) 439-7785. Pres.: L. M. Barcus.
Taggie Music Co. (BMI), see Gopam.
Tairi Music (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Taj Music Co. (ASCAP), see 4-Star Music.
Talent Finders Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Tall Texan Publ'g Co. (BMI), see Adams-Ethridge.
Talmu Music (BMI), see Mike Curb.
Taloa Music (ASCAP), see Pacific Islands.
Talzein Music Corp., see C. F. Peters.
Tamara Music (ASCAP), 8610 W. Knoll Dr., Los Angeles, Calif. 90069. Tel: (213) 652-2092. Pres.: Alex Hassilev.
Tamarin Music Inc. (ASCAP), see Marcable.
Tamkoda Music Co. (BMI), see Faro.
Tamrof Publ'g (BMI), div. of Talent Coordinating Group Inc., 3611 Navy Blvd., Pensacola, Fla. 32507. Tel: (904) 456-2533. Pres.: C. B. Fowler.
Tan-Lan Music Publ'g Co. (BMI), PO Box 517, Gallipolis, Ohio 45631. Tel: (614) 446-4240. Pres.: Stan Lane.
Tandem Publ'ns (BMI), see Redwal.
Tannen Music Inc. (BMI), 203 Robert Dr., New Rochelle, N.Y. 10804. NYC Tel: (212) 759-4422. Pres.: Paul Tannen.
Affiliates: Natson Music Corp. (ASCAP), Ridge Music Corp. (BMI).
Tapestry Music Inc. (BMI), see Alouette Prod'n's.
Tapiet Music Co. (BMI), 5628 Brock St., Houston, Tex. 77023. Tel: (713) 926-1795. Pres.: B. J. Dillard.
Tapstan Music (BMI), see Stan Pat.
Tarbaby Music (ASCAP), 5842 Vallejo St., Oakland, Calif. 94608. Tel: (415) 658-8822. Pres.: Ron Barnett.
Tard Music Inc. (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.
Tarheel Publ'g Co. (BMI), see Starday.
Tattersall Music Co. (BMI), see Alouette Prod'n's.
Taurus Music Co. (BMI), see Sounds.
Larry Taylor Music Corp. (ASCAP), 165 West End Ave., Suite 20M, New York, N.Y. 10023. Tel: (212) SC 4-2688. Pres.: Larry Taylor.
Affiliate: Jimskip Music Inc. (BMI).
Teardrop Music (ASCAP), 2508 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8230. Pres.: Ronnie Hayes.
Tecat, see Burdge.
Tee Pee Music Co. Inc. (ASCAP), 1650 Broadway, Rm. 715, New York, N.Y. 10019. Tel: (212) CI 5-7281. Mgr.: Teddy Powell.
Affiliates: Catalina Music Co. (BMI), Maggie Music Co. Inc. (BMI), Winter Music (BMI).
Telco Music Publ'g Co. (ASCAP), 5235 Cleveland, Skokie, Ill. 60076. Tel: (312) OR 3-8632. Owner: Horace Taylor.
Telescope (BMI), see Periscope.
Tellaro Music Co. (BMI), see Pavanne.
Tema Music (ASCAP), 10104 Plymouth, Garfield Heights, Ohio 44125. Tel: (216) 587-2643. Pres.: James M. Testa.
Temmy Music Co. (BMI), Gen. Mgr.: Tess Mandel, see FSB Assocs.
Tempi Music Co. (ASCAP), 133 W. 87 St., New York, N.Y. 10024. Tel: (212) 799-5557. Pres.: Walter Carlos; Gen. Mgr.: Rachel Elkind; Gen. Prof. Mgr.: Sue Clark.
Affiliate: CEG Music (ASCAP).
Templeton Publ'g Co. Inc. (ASCAP), see Shawnee Press.
Temsko Music (BMI), c/o Scott and Knox, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 2-2349. Gen. Mgr.: Jack Engelman.
Ten-East Music (BMI), 7715 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 876-1360. Partners: Charles Greene, Brian Stone; Gen. Mgr.: Gail Wallis.
Affiliates: Fifth Avenue Music (ASCAP), Five-West Music (BMI).
Int'l reps.: Andorra (Gerard Tournier), Australia (Campbell-Connelly), Austria (Intro Gebr. Meisel), Belgium (Gerard Tournier), Eire (Campbell-Connelly), France (Gerard Tournier), Germany (Intro Gebr. Meisel), Luxembourg (Gerard Tournier), Monaco (Gerard Tournier), Netherlands (Gerard Tournier), New Zealand (Campbell-Connelly), South Africa (Campbell-Connelly), Switzerland (Intro Gebr. Meisel), UK (Campbell-Connelly).
Ten Hi Music Co. (BMI), 15357 Valerio St., Van Nuys, Calif. 91406. Tel: (213) 786-2389. Pres.: Andy Di Martino; Gen. Mgr.: Kent Morrill; Gen. Prof. Mgr.: Gabe Lapano.
Ten-Tex Music Co. Inc. (BMI), see Sure-Fire.
Tender Tunes Music Inc. (BMI), see Kama Sutra.
Tenuto Publ'ns (ASCAP), see Theodore Presser.
Tepajo Music (BMI), div. of Big Yellow Prod'n's Inc., 63 Main St., Maynard, Mass. 01754. Tel: (617) 897-9046. Pres.: W. Bruce Patch; Gen. Mgr.: Robert J. Jordan.
Tepone Music Publ'g Co. (BMI), PO Box 906, Zip: 40501; 1894 Linton Rd., Lexington, Ky. 40505. Tel: (606) 299-2346. Pres.: Nolan Puckett.
Teresa Music (BMI), see Cadenza.
Terrace Music Corp. (ASCAP), 805 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-1129. Pres.: Al Jason; Gen. Mgr.: Ricci Mareno; Gen. Prof. Mgr.: Johnny Wilson.
Affiliate: Fab Music (BMI).
Terri Music Co. (ASCAP), see Lowery.
Terrible Tunes Inc. (BMI), c/o Pryor, Braun, Cashman & Sherman, 437 Madison Ave., New York, N.Y. 10022. Tel: (212) 789-6300. Pres.: Tom Wilson; Exec. VP: Mark D. Joseph; Atty: Mr. Alan H. Siegel.
Branch: North Hollywood, Calif., 3817 Avenida del Sol. Zip: 91604. Tel: (213) 985-4667. Gen. Mgr.: S. W. Bud Hayden.
Affiliates: Maudlin Melodies (ASCAP).
Tetra Music Corp. (ASCAP), see Alexander Broude.
Teutonic Music Inc. (BMI), 2114 Nostrand Ave., Brooklyn, N.Y. 11210. Tel: (212) 859-5145. Pres.: Mel Sacks.
Tex-Sound Music Publ'rs (BMI), 506 W. Hildebrand Ave., San Antonio, Tex. 78212. Pres.: Jeff Smith; Gen. Mgr.: E. Jack Bond.
Then (BMI), see Drive-In.
Theofilum Music Corp. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.
Third Story Music Inc. (BMI), 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) HO 3-1151. Pres.: Herb Cohen; Admin'r: Martin Cohen.
Affiliates: Bizarre Music (BMI), Coconut Grove Music Co. (BMI), Cohorts Music (BMI), Fourth Landing Music (BMI), Minaret Music (BMI), Frank Zappa Music Inc. (BMI).
Third Stream Music Inc. (ASCAP), see MJQ.
Three Bridges Music Corp. (ASCAP), see MRC.
3 H's Music (ASCAP), 1103 Neff Ave. S., West Covina, Calif. 91790. Tel: (213) 966-2535. Pres.: Henry Oakes; Gen. Mgr.: Loretta Oakes.
Int'l firms represented: Acetatos Profesionales (Mexico), J. Albert & Sons (Australia).
Int'l reps.: Europe & UK (Cyril Shane in UK), Italy (Sidef), Japan (Mrs. G. T. Folster).
Three Part Music (BMI), 1028 Connecticut Ave., N.W., Suite 707, Washington, D.C. 20036. Tel: (202) 296-5585. Pres.: Foster Johnson.
Bud Throne Music (BMI), PO Box 7724, 10102 Independence Ave., Independence, Mo. 64053. Tel: (816) 833-2545. Cable: THRONE, Kansas City, Mo. Pres.: H. L. Throne; Gen. Mgr.: Elmo Linn.
Thrush Music Publ'g (BMI), see Brian Ross.
Thunderball Music (BMI), PO Box 626, Tyler, Tex. 75701. Tel: (214) 592-0591. Pres.: Steve Wright.
Thursday Music Corp. (BMI), see Fred Ahlert.
Tideland Music Publ'g Corp. (BMI), see American Metropolitan.
Tijuca Music Co. (BMI), see A. Schroeder.
Timberhead Music Corp. (BMI), 75 E. 55 St., Suite 503, New York, N.Y. 10022. Tel: (212) 752-8715. Gen. Mgr.: Sam Gordon.
Timberland Publ'g Co. (BMI), Forest City, Iowa 50436. Tel: (515) 582-2992. Pres.: Arlo Johnson.
Time Music Co. Inc. (BMI), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) 274-8094. Pres.: Joe Galkin.
Branch: Atlanta, Ga., 429 Montgomery Ferry Rd., N.E. Zip: 30324. Tel: (404) 873-6295.
Timsonac Music Inc. (ASCAP), see Loring.
Tincal Music (BMI), 2061 Hyde Park Rd., Detroit, Mich. 48207. Tel: (313) 964-3737. Pres. & Gen. Mgr.: Carl Cisaro; Gen. Prof. Mgr.: Nick Ameno.
Affiliates: Juarez Music (BMI), Shan-Todd Publ'g (BMI).
Tinker Music Inc. (ASCAP), see Casablanca.
Tisra Til Music (BMI), see Little Giant.
Tithonus (BMI), see Memnon.
Tobey Music Corp. (ASCAP), see Tobias & Lewis.
Tobias & Lewis Music Publ'rs (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-8236. Pres.: Charles Tobias.
Branch: Sherman Oaks, Calif., c/o Harry Tobias, 4129 Greenbush Ave. Zip: 91403.
Affiliate: Tobey Music Corp. (ASCAP).
Todo Bien Music Corp. (BMI), see Big Seven.
Tomard Music Corp. (ASCAP), see T&D.
Tomaria Music (BMI), PO Box 802, Columbia, S.C. 29202. Tel: (803) EL 9-6599. Pres.: Charles Derrick; Gen. Mgr.: Rip Anderson.
Tomich, 7 Charles Ln., New York, N.Y. 10014. Tel: (212) CH 2-1479. Pres.: Michael F. J. Lynch; PR Dir.: Nicholas Petron Jr.
Tomken Music (BMI), see T&D.
Tomlew Publ'g Co. (BMI), 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Thomas R. Boddie.
Tomorrow's Tunes Inc. (BMI), see Crewe Group.
Tone Craft (BMI), c/o Sure Music & Rec. Co., PO Box 94, Broomall, Pa. 19008. Tel: (215) EL 6-2996. Pres.: Beth Merle.
Affiliate: Aqua Music Publ'g Co. (ASCAP).
Tonjo Music Publ'rs (BMI), Gwynedd View Rd., North Wales, Pa. 19454. Tel: (215) 699-5729. Contacts: Tony Trunk, Joe Tronco.
Tons of Fun Ent's., 6362 Hollywood Blvd., Suite 300, Hollywood, Calif. 90028. Tel: (213) 465-3412, 461-3304. Pres.: John C. Antoon.
Toote Town Publ'g Inc. (BMI), 1 N. Dean St., Englewood, N.J. 07631. Tel: (201) 567-8282; NYC Tel: (212) 564-5818. Pres.: Gloria E. A. Toote.
Affiliate: Trea Publ'g (ASCAP).
Top-Hit Music Publ'g Co. (ASCAP), 740 N. Gardner St., Los Angeles, Calif. 90046. Mgr.: Louis Mysels.
Affiliate: Highlight (BMI).
Topekan Music Publ'g Co. (ASCAP), see Slide.
Tor Music Co. (ASCAP), see Gordon.
Total Music Inc. (BMI), see TRO.
Touche Publ'g Co. Inc. (BMI), 79 Commerce St., Suite 512, Montgomery, Ala. 36104. Tel: (205) 264-0276. Pres.: Henry Heller; Gen. Mgr.: Stephen Alan Heller.
Touchstone (ASCAP), see Whitfield.

Toulouse Music Publ'ns (BMI), PO Box 96, El Cerrito, Calif. 94530. Tel: (415) 526-3491. Pres.: Jacques Disraeli Bronson; Gen. Mgr.: James Bronson Jr. (Administered by: Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer).

TouPat Music Publ'g Co. (BMI), 402 Shotwell Ave., Monroe, La. 71201. Tel: (318) 322-2537, 325-8782. Pres.: Toussaint L. McCall; Gen. Mgr.: Patrick H. Robinson.

Town & Country Music Inc. (BMI), see American Metropolitan.

Towne Music Corp. (ASCAP), see Commonwealth United.

Towpath Tunes (BMI), Walton Rd., Palmyra, N.Y. 14522. Tel: (315) 597-5003. Owner: Gerald L. Griffin.

Tracie Music Corp. (ASCAP), PO Box 1026, 802 18 Ave. S., Nashville, Tenn. 37202. Tel: (615) 242-5685. Mgr.: William G. Hall. Affiliates: Big Bopper Music Co. (BMI), Dixiana Publ'g Co. (BMI), Nash-Beau (BMI).

Track Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-2836. Gen. Mgr.: Paul Schwartz. Int'l firm represented: Fabulous Music Ltd. (UK).

Tradition Music (BMI), PO Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: C. Strachwitz.

Traficante/Polyphonic (SESAC), see Summy-Birchard.

Transcontinental Music Corp. (ASCAP), 1674 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-4973. Owner: Mrs. Mari Freudenthal.

Transworld Music (ASCAP), 25 Central Park West, New York, N.Y. 10023. Tel: (212) 246-2622. Partners: John R. Gluck, Rhoda Roberts.

Travis Music Co. (BMI), see Metric.

Tray Music Corp. (ASCAP), see American Metropolitan.

Traydel Music Co. (BMI), 3511 Dupont Ave., Kensington, Md. 20795. Tel: (301) 949-0758. Pres.: Tom Traynor.

Trea Publ'g (ASCAP), see Toote Town.

Treasure Chest, see Ashley.

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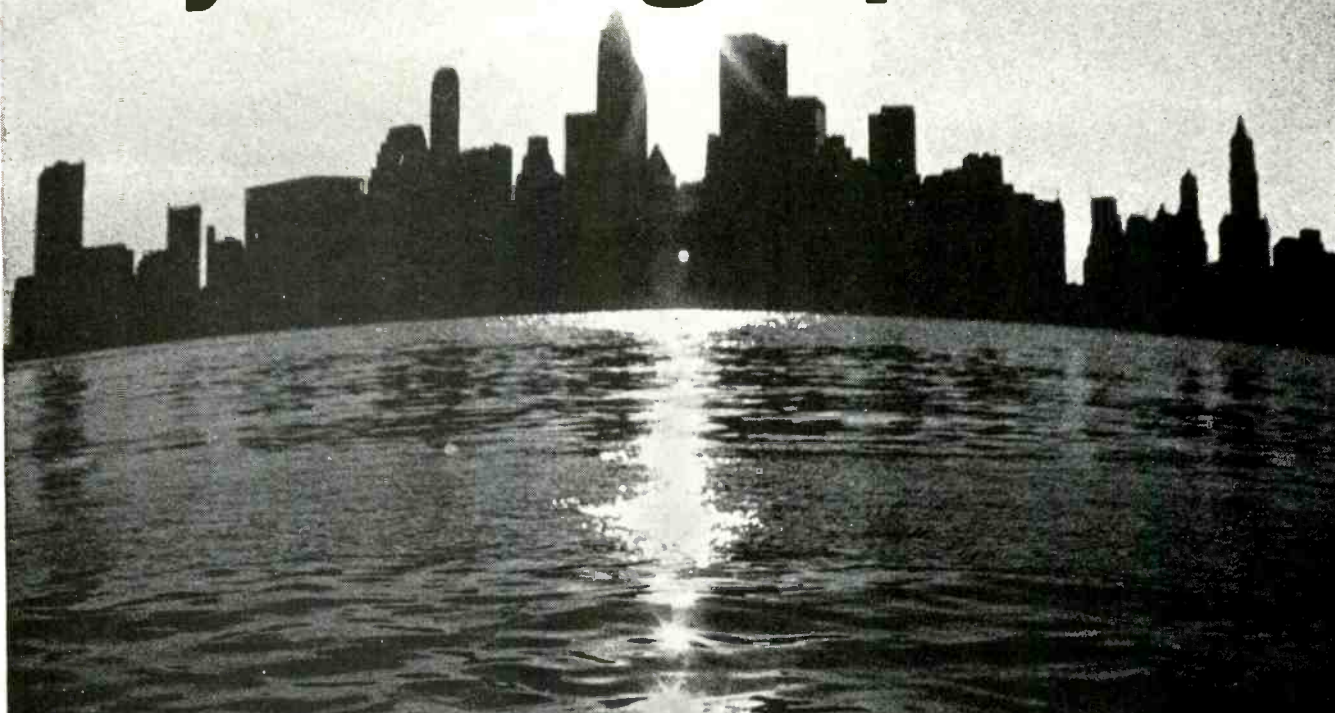
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Wide World of Music (ASCAP), div. of Monument Rec. Corp., 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) CR 3-8855. Cable: MONU-WORLD. VP & Gen. Prof. Mgr.: Robert B. Weiss.

Affiliate: Songs of the World (BMI).

Int'l reps: See Combine.

Wilbee Music Co. (BMI), 160 Wood St., Wilkes-Barre, Pa. 18702. Tel: (717) 824-2632. Pres.: Marie S. Rice.

Wilco Publ'g Inc. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Wild Indigo Music (BMI), div. of Suzart Group Ltd., 146 W. 47 St., New York, N.Y. 10036. Tel: (212) JU 6-5124. Pres.: Suzanne Campbell; VP: Arthur Gorson.

Affiliate: Possum Trot Music (BMI).

Wilder (BMI), see Sam Fox.

Wilderness Music Inc. (BMI), see Tree.

Wilhos Music (BMI), 4721 Telegraph Ave., Oakland, Calif. 94609. Tel: (415) 658-2030. Pres. & Gen. Mgr.: Willie E. Hoskins Jr.

David Wilkes Music Corp. (BMI), see American Metropolitan.

Will-Du (BMI), 18 28 Ave., Brooklyn, N.Y. 11214. Tel: (212) 373-7212. Pres.: Louis L. Dulfon.

Kae Williams Music Inc. (BMI), 3214 W. York St., Philadelphia, Pa. 19132. Tel: (215) BA 3-0766. Pres.: Kae Williams.

Williamson Music Inc. (ASCAP), see Chappell.

Willie Andrew Publ'g Co. (BMI), 201 N.W. 33 Terr., Fort Lauderdale, Fla. 33300. Tel: (305) 581-9280. Pres.: Willie A. Brown.

Willis Music Co. (SESAC), 440 Main St., Cincinnati, Ohio 45201. Tel: (513) 721-6050. Pres.: Edward R. Cranley.

Branch: Cleveland, Ohio, 43 Arcade Ave. Zip: 44114. Tel: (216) 241-3972.

Affiliates: Delhi Publ'ns Inc. (SESAC), R. L. Huntzinger Inc. (SESAC), Ralph Jusko Publ'ns Inc. (SESAC).

Bob Willis (BMI), see Hill & Range Songs.

Wilojarston Music (ASCAP), see Brother.

Ron Wilson Music Prodn's (BMI), 1071 S. Cloverdale Ave., Los Angeles, Calif. 90019. Tel: (213) WE 5-8425. Owner: Ron Wilson.

Windfall Music Ent's. Inc. (BMI), 185 E. 85 St., New York, N.Y. 10028. Tel: (212) 831-4100. Pres.: Evarard S. Prager; VP: Felix A. Pappalardi Jr.

Affiliates: Mescal Music Inc. (ASCAP), Remember Music Publ'g Co. (ASCAP).

Window Music Inc. (BMI), 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-8388. Pres.: Pete Drake; Gen. Mgr.: Jack Drake. Contact: Rose Trimble.

Affiliate: Blackboard Music Co. (BMI).

Windsong Music (BMI), 2811 Wilton Rd., West Columbia, S.C. 29169. Tel: (803) 794-4175. Pres.: Johnny McCullough.

Windsor Music Co. (BMI), see Newport.

Windward Side Music Inc. (BMI), Contacts: John D. Loudermilk, Wesley Rose, see Acuff-Rose.

Wine & Roses Music Publ'ns (BMI), 3529 Silsby Rd., Cleveland, Ohio 44118. Tel: (216) 321-1952. Pres.: Kenny Lark.

Mike Wing Music (BMI), div. of MTW Prodn's 4757 17 N.E., Seattle, Wash. 98105. Tel: (206) 522-6138. Pres. & Gen. Prof. Mgr.: Michael T. Wing.

Wingate Music Corp. (ASCAP), see Trousdale.

Enno Winkler, 210 Middlesex Rd., Darien, Conn. 06820. Contact: Nancy Nims.

Home office: Germany.

Winner Music (BMI), c/o International Rec'g Co., 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Chm.: Jerome V. Man; Pres.: Vern Ruvalds; Gen. Mgr.: Leonard March.

Winter Music (BMI), see Tee Pee.

M. Witmark & Sons (ASCAP), see Warner Bros.-Seven Arts.

Witty Smitty Music, PO Box 6681, Asheville, N.C. 28806. Tel: (704) 253-1955. Pres.: H. D. Smith.

Woldox Music Inc. (BMI), see A. Schroeder.

Wolper Prodn's Inc. (ASCAP), see A. Schroeder.

Wonder Music Co. Inc. (BMI), see Lowery.

Wonderland Music Co. Inc. (BMI), see Walt Disney.

Woodbury Music Co. (BMI), see Ridgeway.

Woodbury Music Corp. (ASCAP), Main St., Woodbury, Conn. 06798. Tel: (203) 263-2288.

Woodcrest Music Inc. (BMI), see Kalmann.

Woodshed Music Inc. (BMI), Pres.: Jim Ed Brown, see Moss-Rose.

Woodside Publ'g Co. (BMI), Pres.: Janice Miles, see Earl Miles.

Woomea (APRA), see Jaspur.

R. J. Wooten Music Publ'g Co., 4211 S. 252 St., Kent, Wash. 98031. Tel: (206) MA 3-2480. Pres.: Robert J. Wooten.

Words & Music Inc. (ASCAP), 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 246-9675.

Affiliate: Plymouth Music Co. Inc. (ASCAP).

Work Music Inc. (ASCAP), see Rivers.

World Int'l (BMI), 3035 W. 47 St., Chicago, Ill. 60632. Tel: (312) 254-4612. Pres.: Paul Glass.

World Library of Sacred Music (SESAC), see World Library.

World Library Publ'ns Inc. (SESAC), 2145 Central Pkwy., Cincinnati, Ohio 45214. Tel: (513) 421-1090. Pres.: Omer E. Westendorf; Sales Mgr.: John H. Goozman.

Affiliates: Apogee Press Inc. (ASCAP), Greenwood Music Co. (BMI), Spire Editions (SESAC), Tribute Recs. (SESAC), World Library of Sacred Music (SESAC).

World Music Inc. (ASCAP), 18 E. 48 St., New York, N.Y. 10017. Tel: (212) 688-6230. Pres.: Sammy Kaye.

Affiliate: Republic Music Corp. (BMI).

World War Three Music (BMI), 250 S. Broad St., Philadelphia, Pa. 19102. Tel: (215) KI 5-6490. Pres.: Kenneth Gamble; Gen. Mgr.: Earl Shelton.

Affiliates: Downstairs Music Co. (BMI), Razor Sharp Music (BMI).

Worldwide Headliner Music Publ'ns (ASCAP), PO Box 411, San Fernando, Calif. 91341. Tel: (213) 346-3333. Pres.: Virginia Scott; Gen. Mgr.: Sherree Scott; Gen. Prof. Mgr.: Mark Rayment.

Branches: Canoga Park, Calif., Box 373—Mehama, Ore., PO Box 928. •

Wormwood Publ'g Co. (BMI), 401 Northside Dr., Madison, Tenn. 37115. Tel: (615) 377-2046. Pres.: Wayne Moss; VP: Charlie McCoy.

Worthy Music Co. (ASCAP), 1909 Ave. K, Brooklyn, N.Y. 11230. Tel: (212) 377-4321. Owner: Gil Snapper.

Affiliate: Ichabod Music Co. (BMI).

Wrather Music Publ'g Inc. (BMI), see A. Schroeder.

Wren Music Co. Inc. (BMI), see Edwin H. Morris.

Wyncote Music Publ'g Co. Inc. (BMI), see ABKCO.

X

XIV Music Co. Inc. (SESAC), see Japalana.

Y

Yameta, see A. Schroeder.

Yardley Music (BMI), 2499 Cottle Ave., San Jose, Calif. 95125. Tel: (408) 269-6011. Pres.: Scott E. Owen; Gen. Mgr.: David M. Nye.

Ybarra Music (ASCAP), PO Box 665, Lemon Grove, Calif. 92045. Tel: (714) HO 9-6352. Owner: Richard Braun.

Year Music Co. (BMI), PO Box 6406, Odessa, Tex. 79760. Tel: (915) 362-1512. Partners: W. Gorman Maxwell, Tommy Allsup, Happy Shahan.

Affiliate: Westex Music Co. (BMI).

Yellow Tree Music (BMI), 840 Kalamazoo Ave., S.E., Grand Rapids, Mich. 49507. Tel: (616) 452-2990. Pres.: Charles W. Bowbeer.

Yellowtail Music Co. (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Yo-Yo Music (BMI), see Startime.

Yolk Music Publ'ns (ASCAP), see Daywin.

Yonah Music Inc. (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-1087. Pres.: B. L. Williamson; Gen. Mgr.: Cliff Williamson; Gen. Prof. Mgr.: Vance Bulla.

Affiliates: Peach Music (SESAC), Sue-Mirl Music (ASCAP), Sugar Hill Music (BMI).

Int'l rep.: Germany (Paul C. R. Arends).

Yontree Publ'g (BMI), c/o Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.

Yorktown Music Press Inc. (ASCAP), see Music Sales.

The Vincent Youmans Co. Inc. (ASCAP), see Lissauer Music Cos.

Younger Publ'g Co. Inc. (BMI), see Lyn-Lou.

Young Ideas Publ'g Co. (ASCAP), see Double Diamond.

Younger Publ'g Co. (BMI), 1518 Chelsea, Memphis, Tenn. 38108. Tel: (901) 275-2285. Pres.: Mrs. Bill Black; VP: Larry Rogers.

Yugoth Music Co. (BMI), 25 E. Chestnut St., Chicago, Ill. 60611. Tel: (312) 664-3632. Pres.: Bill Traut; Gen. Mgr.: Jim Golden; Gen. Prof. Mgr.: Bob Schiff.

Affiliates: Breed Music (BMI), Dunwich Music Co. (ASCAP).

Int'l rep.: Mayer & Nussbaum in New York.

Yuma Music Corp. (ASCAP), see Shapiro, Bernstein.

Z

Zany Music (BMI), see T&D.

Zap Publ'g Co. (BMI), PO Box 246, Mt. Rainier, Md. 20822. Tel: (301) 927-0010. Pres.: C. R. Freeland.

Int'l branch: Canada.

Affiliates: Rereco (BMI), Super (CAPAC).

Int'l reps: Japan (April, Friendship), UK (Lark).

Zapata Music Inc. (ASCAP), see Viva.

Frank Zappa Music Inc. (BMI), Pres.: Frank Zappa, see Third Story.

Rex Zario Music (BMI), 1739 N. Third St., Philadelphia, Pa. 19122. Tel: (215) NE 4-2566. Pres.: Rosario Lefavi; Gen. Mgr.: Lucky Taylor; Gen. Prof. Mgr.: Betty Schmidt.

Affiliate: Arzee.

Zarit Music Publ'g Co. (BMI), 2703 W. Juneau St., Tampa, Fla. 33614. Tel: (813) 933-1614. Owner: John Centinaro.

Zawinul Music (BMI), see Gopam.

Zodiac Music (BMI), see Compton.

Zulu Publ'g Co. (BMI), 146 W. Live Oak, Arcadia, Calif. 91006. Tel: (213) 446-0363. Pres. & Mgr.: Steven D. Waltnr.

Zumbach & Mihelko Music (BMI), see Rolling Wheels.

Sheet Music Jobbers

ARIZONA

SUN CITY (Area Code 602)

Oahu, PO Box 279, 10333 Coggins Dr. Zip: 85351.
Tel: 933-8283. Pres.: Harry G. Stanley; VP:
Betty Glynn.

CALIFORNIA

LOS ANGELES (Area Code 213)

Carl Fischer Inc., 1057 S. Olive St. Zip: 90015.
Tel: 749-5227.

Hansen Publ'ns Inc., 1025 Westwood Blvd. Zip:
90024. Tel: 270-3188.
Home office: Miami, Fla.

Morse M. Preaman Inc., 733 S. Spring St. Zip:
90055. Tel: 623-7211.

West Coast Publ'ns Inc., 4321 W. Jefferson Blvd.
Zip: 90016. Tel: 731-5188. Pres.: John L.
Haag.

SAN FRANCISCO (Area Code 415)

Pacific Coast Music Jobbers Inc., 657 Mission St.
Zip: 94105. Tel: 986-2385. Mgr.: Norman
Craig.

COLORADO

DENVER (Area Code 303)

Hansen Publ'ns Inc., 4555 Kingston St. Zip: 80239.
Tel: 343-4252.
Home office: Miami, Fla.

FLORIDA

MIAMI METROPOLITAN AREA (Area Code 305)

Hansen Publ'ns Inc., 1824 West Ave., Miami Beach.
Zip: 33139. Tel: 532-5461. Cable: MIAMUSIC.
Mgr.: Raul Artiles; PR: Aaron Goldmark.
Branches: Los Angeles, Calif.; Denver, Colo.
Int'l branch: England.

Mogull's Music Serv., PO Box 2461, Miami Beach.
Zip: 33140. Tel: 865-5638/40. Owner: Maxwell
Mogull.

GEORGIA

CLARKESVILLE (Area Code 404)

Clarkesville Rec. Sales Co., PO Box 198. Zip:
30523. Tel: 754-2152.

IDAHO

IDAHO FALLS (Area Code 208)

Chesbro Music, 327 Broadway. Zip: 83401. Tel:
522-8691. Pres.: Joan Chesbro Griggs; Gen.
Mgr.: Ray Johnson.

ILLINOIS

CHICAGO (Area Code 312)

Carl Fischer Inc., 312 S. Wabash Ave. Zip: 60604.
Tel: HA 7-6652. Ass't Mgr.: Walter F. Connor.

Lyon-Healy Inc., 243 S. Wabash Ave. Zip: 60604.
Tel: WA 2-7900.

Vitak-Elsnick Co., 4815 S. Ashland Ave. Zip: 60609.
Tel: YA 7-2470.

LIBERTYVILLE (Area Code 312)

National Educational Servs. Inc., 413 S. Second.
Zip: 60048. Tel: 362-0122. Pres.: Charles Suber.

LOUISIANA

ALEXANDRIA (Area Code 318)

Gospel Rec. & Music Dists., PO Box 1706, 1416
Fifth St. Zip: 71301. Tel: 443-1930. Owner &
Mgr.: J. D. Davis.

MARYLAND

WHEATON (Area Code 301)

Harris Music Co., 2416 Reddie Dr. Zip: 20902.
Tel: 933-3577. Owner: Marshall I. Harris.

MASSACHUSETTS

BOSTON (Area Code 617)

Boston Music, 116 Boylston St. Zip: 02116. Tel:
426-5100.

Albert Najarian Whsle. Music, 295 Huntington Ave.
Zip: 02115. Tel: 536-5007.

MICHIGAN

DETROIT (Area Code 313)

Thomas Music Supply, 34 E. Elizabeth St. Zip:
48201. Tel: WO 2-7167. Pres.: Vic Brown.

GRAND RAPIDS (Area Code 616)

Zondervan Publ'g House, 1415 Lake Dr. S. E. Zip:
49506. Tel: 456-5406. VP: Bernie D. Zondervan
Jr.

MISSOURI

KANSAS CITY (Area Code 816)

Jenkins Music Co., 1217 Walnut St. Zip: 64142.
Tel: VI 2-9430.

ST. LOUIS (Area Code 314)

St. Louis Music Supply Co., 3711 W. Pine Blvd.
Zip: 63108. Tel: FR 1-4522.

NEBRASKA

FREMONT (Area Code 402)

Ray's Publ'g, 1117 N. Main. Zip: 68025. Pres.: Ray
Keeler.

NEW JERSEY

NEWARK (Area Code 201)

National Music Corp. of N.J., 56 Ferry St. Zip:
07101. Tel: MA 3-7476. Pres.: Herman
Lubinsky.

NEW YORK

BELLMORE, L. I. (Area Code 516)

Controlled Sheet Music Serv., 2514 Merrick Rd. Zip:
11710. Tel: 221-7414. Pres.: Ronald Ravitz.

Mark Music Serv., 2497 Riviera Ln. Zip: 11710.
Tel: 221-7414. Owner: Ronald Ravitz. (Branch
of Controlled Sheet Music Serv.).

NEW YORK CITY (Area Code 212)

Bronen's Music Co., 2481 Webster Ave., Bronx. Zip:
10458. Tel: CY 8-3350. Partner: M. Bronen.

Criterion Music Corp., 150 W. 55 St. Zip: 10019.
Tel: CI 5-7236. Sales Mgr.: Joe Goldfeder.

Walter Kane & Son Inc., 351 W. 52 St. Zip: 10019.
Tel: 586-4470.

Edwin H. Morris & Co. Inc., 31 W. 54 St. Zip:
10019. Tel: JU 2-5656.

Music Dealers Serv., 426 W. 55 St. Zip: 10019.
Tel: CI 7-6800.

Plymouth, 17 W. 60 St. Zip: 10023. Tel: 246-9675.
Gen. Mgr.: Bernard Fisher.

Rashid Sales, 191 Atlantic Ave., Brooklyn. Zip:
11201. Tel: UL 2-3295. Owner: Albert Rashid;
Mgr.: Stanley Rashid.

Robbins Music Corp., 1350 Ave. of the Americas.
Zip: 10019. Tel: 262-3101. Sales Mgr.: Herman
Steiger.

Larry Shayne Music Inc., 39 W. 55 St. Zip: 10019.
Tel: PL 7-9265. Gen. Mgr.: Herb Reis.

Tempo, 333 Riverside Dr. Zip: 10025. Tel: CI
6-3530. Pres.: Ruth Ellington; Mgr.: Martin
F. Hanitty.

ROCKVILLE CENTRE, L. I. (Area Code 516)

Belwin, 250 Maple Ave. Zip: 11571. Tel: 766-6700.
Pres.: Martin Winkler.

WESTBURY, L. I. (Area Code 516)

Cimino Publ'ns, 436 Maple Ave. Zip: 11590. Tel:
334-3076. Pres.: Michael Cimino.

OHIO

CINCINNATI (Area Code 513)

Willis Music Co., 440 Main St. Zip: 45201. Tel:
721-6050.

CLEVELAND (Area Code 216)

Grossman Music Corp., 1278 W. Ninth St. Zip:
44113. Tel: 696-1234. Cable: GROMUSIC. Pres.:
Henry S. Grossman; VP: Leo Handle; Mgr.:
Al Diamond.

PENNSYLVANIA

PHILADELPHIA (Area Code 215)

Charles Dumont & Son, 1227 Arch St. Zip: 19107.
Partner: Charles J. Dumont.

E. B. Swisher Music Co., 115 S. 10 St. Zip: 19107.
Tel: WA 3-0161.

RHODE ISLAND

PROVIDENCE (Area Code 401)

Axelrod Music, 251 Weybosset St. Zip: 02903.
Tel: 421-4833. Owner: Paul Axelrod.

TENNESSEE

CLEVELAND (Area Code 615)

Pathway Press, 1080 Montgomery. Zip: 37311. Tel:
476-5197. Gen. Sales Mgr.: H. Bernard Dixon.

TEXAS

FORT WORTH (Area Code 817)

Don Edgar Music, 2312 Jasper. Zip: 76106. Tel:
MA 6-3448. Owner & Gen. Mgr.: D. D. Edgar.

SAN ANTONIO (Area Code 512)

Southern Music, 1100 Broadway. Zip: 78215. Tel:
226-8167. VP & Gen. Mgr.: Arthur Gurwitz.

WASHINGTON

SEATTLE (Area Code 206)

Capitol Music, 900 Terminal Sales Bldg. Zip: 98101.
Tel: MA 2-3380. Ass't Mgr.: June E. Nelson

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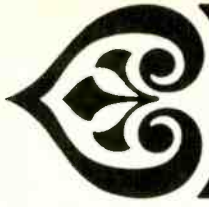
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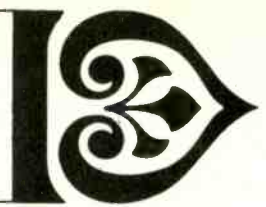
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U.S. Record and Tape Distributors



ALABAMA

• BIRMINGHAM (Area Code 205)

Angel Tape Dist'g Co. Inc., 3003 Sixth Ave. Zip: 35233. Tel: 328-2548. Pres.: Bob Angel; Mgr.: David Ivey.

Cartridge 8-tr. & cassette: Ampex, GRT, ITCC, NAL, RCA, Capitol, Columbia, Decca, Gordy, Liberty/UA, MGM, Motown, Reprise, Tamla, Warner Bros.-Seven Arts.

Tape playback equip.: Craig.

Accessories: Le-Bo.

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 300 S. 22 St. Zip: 35205. Tel: 328-4310. Pres.: Larry D. Striplin Jr.; Mgr.: Travis Lackey; Stereo Div. Mgr.: Jan Cantanzano.

Branches: Fayette, Florence, Mobile, Montgomery, Ala.

Cartridge 8-tr.: Ampex, Atco, Atlantic, Capitol, Columbia, Decca, GRT, Gordy, ITCC, Liberty/UA, MGM, Mercury, Motown, Philips, RCA, Reprise, Smash, Soul, Tamla, Verve, Warner Bros.-Seven Arts.

Cartridge 4-tr.: Muntz.

Cassette: Ampex, Atco, Atlantic, Capitol, Decca, GRT, Gordy, Liberty/UA, MGM, Mercury, Motown, Philips, Reprise, Smash, Soul, Tamla Verve, Warner Bros.-Seven Arts.

Tape playback equip.: Lear Jet, Muntz, Tenna.

Accessories: Complete line.

• FAYETTE (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 315 Caine St. Zip: 35555. Tel: 932-6755. Mgr.: Charles Cummings.

Home office: Birmingham, Ala. (see for product distributed).

• FLORENCE (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 201 Eugenia St. Zip: 35630. Tel: 764-0784. Mgr.: Paul Risner.

Home office: Birmingham, Ala. (see for product distributed).

• MOBILE (Area Code 205)

Music City Rec. Serv. Inc. (div. of Super Stores Inc.), 4008 Dauphin Island Pkwy. Zip: 36605. Tel: 471-2437. Pres.: John W. Beck; Mgr.: R. Booth.

Cartridge 8-tr.: GRT, ITCC.

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 403 St. Louis St. Zip: 36602. Tel: 433-2556. Mgr.: Jerry Phillips.

Home office: Birmingham, Ala. (see for product distributed).

Rack Serv. Mdsrs., 3801 Moffat Rd. Zip: 36618. Pres. & Mgr.: W. H. Chambliss; Tape Mgr.: Wayne Wible; Tape Buyer: Patricia Chambliss.

Cartridge 8-tr.: GRT, ITCC; sub-distributor for A&M, Atlantic, Capitol, Columbia, Decca, Liberty/UA, Warner Bros.-Seven Arts.

Tape playback equip.: Craig, Philco-Ford.

Accessories: Amberg.

• MONTGOMERY (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 115 Lawrence St. Zip: 36102. Tel: 269-4337. Mgr.: Joe Pouncey.

Home office: Birmingham, Ala. (see for product distributed).

ARIZONA

• PHOENIX (Area Code 602)

A R C Inc., 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Pres.: Mrs. Margo Grover; Promo.: John Hanrahan.

Labels: ABC, A&M, ARV, Abnak, Accent, Almo, Amy, Ashley, BT Puppy, Backbeat, Bang, Bego, Bell, Bluesway, Boone, Britania, Buddah, Bunky, Cadet, Canterbury, Challenge, Chapter 1, Checker, Chess, Coliseum, Cometa, Command, Crimson, Curtom, DLV, Deram, Diamond, Diann, Dollie, Dooto, Double Shot, Duke, Dunhill, ESP, El Pato, El Zarape, Elektra, Elf, Era, Excello, Falcom, Flashback, Four Corners of the World, Gamble, Goldwax, Grand Award, Hi, Hip, Hob, Hurricane, Impact, Impression, Impulse, Independence, Jab, Jad, Jamie, Jay Gee, Jetstar, Jewel, Jubilee, Kapp, Kent, King, LHI, Laurie,

Living Language, London, Los Relampagos, Mainstream, Mala, Mar-V-Lus, Moc, Monument, Musart, Music Guild, Musicor, Nashboro, New Voice, Nonesuch, Omen, One-De-Ful, Original Sound, Parrot, Paula, Peacock, Pepper, Press, Presta, Ramco, Rising Sons, Ronn, SPQR, Scepter, Shout, Sire, Song Bird, Sound Stage 7, Sport, Starday, Startime, Stax, Steady, Stop, Sunflow, Swing, Tangerine, Tear Drop, 20th Century-Fox, Viva, Volt, Wand, Westminster, White Whale, Whitehall, Whiz.

Cartridge 4-tr. & 8-tr.: ABC group, A&M, Ampex, Duke, Elektra, GRT, London, Mexican Labels, Monument, Scepter, Wand, White Whale.

Cassette: ABC group, A&M, Ampex, Duke, Elektra, GRT, London, Monument, Scepter, Wand, White Whale.

Open reel: A&M.

Musical instruments: Drums, guitars (Harmony); harmonicas (Hohner).

Arizona Western Supply, 2950 N. 30 Ave. Zip: 85017. Tel: 272-1383. Gen. Mgr.: John Youmans; Tape Div. Mgr.: E. R. Simonds; Promo.: Fairel White.

Cartridge 4-tr. & 8-tr., cassette & open reel: All lines.

Tape playback equip.: Audio Stereo, Automatic Radio, Lear Jet, Telex, Tenna, Viking.

Accessories: Amberg, Le-Bo, Walco.

Associated Distis. Inc., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584. Tape Mgr.: Angela C. Singer; Sales Mgr.: Leonard M. Singer; Promo.: Jerry Busic, Fred Rivers, Richard Sieracke.

Cartridge 8-tr.: Ampex, GRT, ITCC, NAL, CBS Mexico, Capitol, Columbia, Decca, Del Valle, Dooto, Double Shot, Dot, El Zarape, Fiesta, Flair, Heart Warming, Jubilee, Kapp, Keyloc, Laff, Liberty/UA, Mercury, Modern, Modiner, Motown, Musart, Norteno, Original Sound, Pickwick, RCA, Stax, Vivid Sounds, Volt, Whittier, Word.

Cartridge 8-tr.: Ampex, GRT, ITCC, NAL, CBS Mexico, Capitol, Columbia, Decca, Del Valle, Dooto, Double Shot, Dot, El Zarape, Fiesta, Flair, Heart Warming, Jubilee, Kapp, Keyloc, Laff, Liberty/UA, Mercury, Modern, Modiner, Motown, Musart, Norteno, Original Sound, Pickwick, RCA, Stax, Vivid Sounds, Volt, Whittier, Word.

Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz, CBS Mexico, Columbia, Decca, Del Valle, Double Shot, El Zarape, Keyloc, Liberty/UA, Modern, Modiner, Musart, Norteno, Original Sound, Pickwick, Whittier.

Cassette: Ampex, GRT, ITCC, NAL, CBS Mexico, Capitol, Columbia, Decca, Del Valle, Dooto, Double Shot, Flair, Jubilee, Keyloc, Liberty/UA, Mercury, Modern, Musart, Norteno, Pickwick, RCA, Stax, Tape-Mates, Vivid Sounds, Volt, Word.

Tape playback equip.: Belair, Belle Wood, Norelco, Panasonic.

Tape accessories: Amberg, GW, Le-Bo.

Endisco Inc., 2943 W. Fairmount Ave. Zip: 85017. Tel: 264-5835. Pres. & Mgr.: Bob Cowen.

Labels: Alegre, Amaret, Amos, Atco, Atlantic, Cotillion, El Zarape, Fantasy, Fiesta, Galaxy, Grecophon, Hickory, Institute for Language Study, MTA, Mainstream, Mardi Gras, Metromedia, Orpheon, Pace, Primovox, Rama Rama, Ranwood, Reprise, Roulette, Sidewalk, Tetragrammaton, Tico, Tower, Uni, VMC, Vanguard, Viva, Warner Bros.-Seven Arts.

Cartridge 8-tr.: Atco, Atlantic, Cotillion, Reprise, Warner Bros.-Seven Arts.

Accessories: Belair.

Old Timer Dist., 3542 W. Glendale Ave. Zip: 85021. Tel: 934-3031. Owner: F. R. White.

Labels: All square, round & folk dance.

• TUCSON (Area Code 602)

Triar Rec. Dist., 815 E. Broadway. Zip: 85719. Tel: 623-0318. Owner: Forster S. Cayce.

Labels: Copper State, Desert Gospel, Ole, Santa Cruz.

ARKANSAS

• LITTLE ROCK (Area Code 501)

Bill Fisher Auto Air Conditioning Inc., 2905 Cantrell Rd. Zip: 72202. Tel: 664-0275. Pres.: William S. Fisher Jr.; Mgr. & Buyer: William S. Fisher III.

Cartridge 8-tr.: GRT, ITCC, NAL, A&M, Acta, Adell, Alegre, Angel, Archive, Audio-Spectrum, BT Puppy, Brunswick, Buddah, Cadet, Cadet/Concept, Caedmon, Calendar, Camden, Canaan, Chart, Checker, Chess, Colgems, Coral, Crimson, DGG, Date, December, Deram, Dooto, Dot, Elek-

tra, Epic, Fantasy, Fontana, Four Corners of the World, Galaxy, Gordy, Hi, Hickory, Hob, Jay Jay, Jubilee, Kama Sutra, Kapp, Late Additions, Limelight, London, MGM, Mainstream, Mercury, Motown, Musicland, Ode, Okeh, Original Sound, Parrot, Philips, Pickwick, Prestige, Prima, Repeat, Roulette, Scepter, Shout, Soul, TRX, Tamla, USA, Vanguard, Vault, Verve, Verve/Forecast, Wand, Word; sub-distributor for Atco, Atlantic, Capitol, Columbia, Decca, Liberty/UA, RCA, Reprise, Warner Bros.-Seven Arts.

Cassette: GRT, NAL, A&M, Adell, Angel, Archive, Audio-Spectrum, BT Puppy, Brunswick, Buddah, Cadet, Cadet/Concept, Caedmon, Canaan, Checker, Chess, Coral, Crimson, DGG, December, Deram, Dooto, Elektra, Fantasy, Fontana, Four Corners of the World, Galaxy, Gordy, Hi, Hickory, Jay Jay, Jubilee, Kama Sutra, Kapp, Late Additions, Limelight, London, MGM, Mainstream, Mercury, Motown, Musicland, Original Sound, Parrot, Philips, Prestige, Prima, Repeat, Scepter, Shout, Soul, TRX, Tamla, Vanguard, Vault, Verve, Verve/Forecast, Wand, Word; sub-distributor for Atco, Atlantic, Capitol, Columbia, Decca, Liberty/UA, Reprise, Warner Bros.-Seven Arts.

Tape playback equip.: Lear Jet.

Tape accessories: Carrying cases (AVSCO, Amberg, Athena, Le-Bo, Lear Jet); head cleaners & blank cartridges (Le-Bo).

Siebert News Agency Inc., 6301 Forbing Rd. Zip: 52207. Tel: LO 5-5521/8471. Owner: Sieg Siebert; Gen. Mgr.: David Siebert; Tape Buyer: Jackie Pale.

Cartridge 8-tr.: Ampex, Capitol, Columbia, GRT, ITCC, Liberty/UA, Mercury, NAL; sub-distributor for Motown, RCA, Reprise, Tamla, Warner Bros.-Seven Arts.

Cartridge 4-tr.: Ampex, Capitol, Columbia, GRT, ITCC, Liberty/UA, Mercury; sub-distributor for Motown, Reprise, Tamla, Warner Bros.-Seven Arts.

Cassette: Ampex, Capitol, GRT, Liberty/UA, Mercury, NAL; sub-distributor for Motown, Reprise, Tamla, Warner Bros.-Seven Arts.

Accessories: Head cleaners (Ampex, Le-Bo).

CALIFORNIA

• ANAHEIM (Area Code 714)

Rapid Mdsq. Co., 1802 American St. Zip: 92801. Tel: 879-4070. Tape Mgr. & Buyer: Larry Roe.

Home office: Minneapolis, Minn.

Cartridge 4-tr., 8-tr. & cassette: All lines.

• FRESNO (Area Code 209)

Pic-A-Tune Inc., 164 N. Calaveras. Zip: 93721. Tel: 485-1267. Mgr.: Alex Morales.

Home office: San Francisco, Calif. (see for product distributed).

• IRVINE (Area Code 714)

Greentree Electronics (div. of Bell & Howell), 2602 Michelson Dr. Zip: 92664. Tel: 833-0020. Cable: PROGRESS. Pres.: Sidney Brandt; Sales & Mktg. Dir. Audio Tape Div.: Jules L. Sack; Nat'l Sales Mgr. Stereotape Div.: J. A. Rubinstein.

Open reel: American Airlines, Blue Note, Double shot, Imperial Liberty, Ranwood, Reprise, Solid State, Soul City, United Artists, Veep, Warner Bros.-Seven Arts, World Pacific.

Labels: American Airlines, Blue Note, Double shot, Imperial Liberty, Ranwood, Reprise, Solid State, Soul City, United Artists, Veep, Warner Bros.-Seven Arts, World Pacific.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

A B C Rec. & Tape Sales Corp., 3334 La Cienega Pl. Zip: 90016. Tel: 870-8711. Gen. Mgr.: Norm Larson.

Home office: Seattle, Wash.

Labels: ABC, Alshire, Apt, Bluesway, Command, Dunhill, Grand Award, Impulse, Music Guild, Probe, Riverside, Steno Disc, Tangerine, Time, 20th Century-Fox, Westminster.

Cartridge 4-tr., 8-tr. & cassette: All lines.

Accessories: Le-Bo.

Advance, 6376 Yucca, Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.

Labels: Advance, Buff, Capa, Chroma, Croydin, Dare, Mullenix, Pepper Tree, Pony, Round-Up, Sommers, Tim Gayle, Timely, Wax.

Aldo, 2712 W. Pico Blvd. Zip: 90006. Tel: 737-0180. Pres. & Mgr.: Al Stewart; Promo.: George R. Brown.

Labels: A-Okay, ARV, Action Pac, Alegre, Alpha West, American, Appaloosa, Audio Book, Baronet, Bay, Bet, Bible Voice, Bonfire, C-Ray, Calmis, Chance, Chesterfield, Combo, Crisis,

Demon, Dime, Eagle, Empala, Frank Breesee Prod'ns, Fros-Ray, Glenolden, Granger, ILA, Jay-Jay, Kay-Y, LaSalle, Lisa, Marc, Me-Meow, Media, Mojo Mosley, Mood, Mundo, NTR, Orpheus, P&L, REP, Reness, Romark, Sage & Sand, Service, Sidewinder, Stinson, Supreme, Tell, 3-H's, Titan I & II, Tri-Disc, Valor, Vam, Virgitone, Voice of Scripture, Vox, Whittier, Winit, Yardbird, Yoho.
Cartridge 8-tr. & open reel: Surfside, Whittier.
Tape playback equip.: Voice of Music.

• **LOS ANGELES (Area Code 213)**

Amexar Corp., 3018 W. Pico Blvd. Zip: 90006. Tel: 735-6261. Pres.: Carlos L. Campbell.
Labels: Cisne; Del Valle, Ideal, Raff.
Cartridge 8-tr.: Del Valle, Moda, Raff, Whittier.
Cartridge 4-tr.: Del Valle, Moda, Whittier.
Cartridge 4-tr.: Del Valle, Moda, Whittier.
Cassette: Del Valle, Raff.
 Atlas-Rand Corp., 1011 Chestnut St., Burbank. Zip: 91502. Tel: 845-2401. Pres.: Phil Klaffer.
Home office: see New York, N.Y. (see for product distributed).
 Auto-Music Inc., 2622 S. La Cienega Blvd. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman.
Cartridge 4-tr., 8-tr., cassette: All lines.
Tape playback equip.: Capitol, Ranger.
Accessories: All lines.
 California Rec. Dists. (div. of National Tape Dists. Inc.), 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Gen. Mgr.: George Hocutt; Promo. Mgr.: Marty Kupps.
Labels: Audio Arts group, Bell group, Buddah, Cadet, Cadef/Concept, Checker, Chess, Cobblestone, Cotillion, Curtom, Dakar, Delmark, Everest group, Fantasy, GRT, Golden, Harbour, Hot Wax, HiFi, Kent group, King, LHI, Laurie group, Monument, Nashboro group, Pavilion, Phil-L.A. of Soul, Prestige, Pzazz, Rampart, Revue, Royal American, Share, Starday, Sun, Super-K, T-Neck, Testament, Thomas, Uni.
 Capitol Recs. Dist'g Corp., 3117 San Fernando Rd. Zip: 90065. Tel: 257-8224.
Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Photographs: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duo-tone); Capitol.
 Car Tapes, Inc., 16725 Roscoe Blvd., Van Nuys. Zip: 91406. Tel: 894-8368. Mgr.: Len Lasker.

Home office: Chicago, Ill. (see for product distributed).
 Chapman Dist'g Co., 2645 W. Pico Blvd. Zip: 90006. Tel: 385-3636. Owner: Al Chapman; Sales Mgr.: Ben Stoffer; Promo.: Sam Laine.
Labels: Accent, Alwin, CMS, Cabot, Cambridge, Canaan, Capitol (religious only), Carole, Children's Rec. Guild, Columbia (religious only), Connoisseur Society, Conversaphone, Cricket, Current, Decca (religious only), Fraternity, Hansa, Happy Time, Haydn Society, Heart Warming, Hilltop, Living Language, Milestone, Monitor, Motivation, Music Minus One, PIP, Peter Pan, Pickwick, RCA (religious only) Sacred, Serenus, Spoken Arts, Sword, Tikva, Venus, Welte Legacy, Word, World Wide, Young People's Recs.
Cartridge 8-tr.: Adell, Canaan, Capitol (religious only), Columbia (religious only), Decca (religious only), Monitor, Pickwick, RCA (religious only), Sacred, Word.
Cassette: Canaan, Capitol (religious only), Columbia (religious only), Decca (religious only), Gateway Language, Monitor, Pickwick, RCA (religious only), Sacred, Word. (SEE ADVERTISE-
 CHEVROT, Whitney Bldg., PO Box 34485. Zip: 90034. Tel: 836-4678. VP: Ruth White.
Labels: Capricorn, Rhythms Prod'ns, Tom Thumb, Video-Text.
 Columbia Recs. Sales, 6922 Hollywood Blvd., Suite 702. Zip: 90028. Tel: HO 6-2481. Sales Mgr.: Bob Murphy; Audio Sales Mgr.: Charles Ross; Promo. Mgr.: Bob Moering, Terry Powell; Western Div. Regional Sales Dir.: Del Costello.
Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Photographs: Masterwork.
 Corsair-Continental, 5528 N. Rosemead Blvd., Temple City. Zip: 91780. Tel: 287-3005. Contact: Larry W. Berger.
Labels: Aqua, Balance, Belco, Blue Star, Bogan, Bomar, Family Square, Folkraft, Grenn, Hi Hat, JRL, Jewel, Kalox, Longhorn, Lore, MacGregor, Magic, Mustang, Old Timer, Prairie, Rockin-A, Scope, Sets in Order, Shaw, Square L, Squire, Sunny Hill, Swinging Square, Top, Viking, Wagon Wheel, Western Jubilee, Windor.
 Creative Sound, 9000 Sunset Blvd. Zip: 90069. Tel: 271-4843. Pres.: Bob Cotterell; Promo.: Paul Webb Assoc.
Labels: Creative Sound, Mark, Song Power, Safari. (SEE ADVERTISEMENT)

Decca Dist. Corp., 6750 Santa Monica Blvd. Zip: 90038. Tel: HO 3-7126. Mgr.: Steve Libman; District Mgr.: Mario DeFilippo.
Labels: Decca, Coral, Brunswick, Berlitz, Standard Phono, Colonial, Gold Star.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Photographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.
 Discount Rec. Serv., 6704 Hollywood Blvd., Hollywood. Zip: 90028. Tel: 467-3177. Mgr. & Buyer: Milton Levine.
Home office: San Diego, Calif.
Cartridge 8-tr.: Ampex, GRT, ITCC.
Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz.
Cassette: Ampex, GRT.
Open reel: Ampex, GRT, ITCC.
 Festival Rec. Dists., 2769 W. Pico Blvd. Zip: 90006. Tel: 737-3500. Mgr.: John Filcich.
Branch: San Francisco, Calif.
Labels: Ace of Clubs, Alector, Apon, Artia, Avoca, B&F, Balkan, Barenreiter, Bruno, Canary, Colosseum, Continental, Dana, Dover, Eurotone, Gateway, Gregorian, Helios, Institute, Israel Music Foundation, Kismet, Nina, Parakeet, Rainbow, Ultraphone.
 G & G Recs. Dists., 2360 W. Pico Blvd. Zip: 90006. Tel: 385-2151. Owner: Jose Garcia; Rec. Mgr.: Mrs. Rosario A. Garcia; Tape Mgr.: Berta M. Lopez; Sales Mgr.: S. Alonso; Promo.: Teddy Fregoso, Berta M. Lopez.
Labels: Columbia, Cap-Latino, Fuentes, Ansonia, Belter, Kristal, Kubaney, Maype, Miami, Modiner, Orion, Parnaso, Regal, Regio, Remo, Rico Vox, Son Art, Sono Lux, Sono Radio, Velvet, Vergara.
Cartridge 8-tr.: Columbia, RCA, Kubaney, Targo, Musart, Discuba, Musidisc, Fuentes, Gema, Velvet, ARV.
Cartridge 4-tr.: Columbia, Musart, Discuba, Musidisc, ARV.
Cassette: Kubaney, Musidisc, Discuba, Musart, Velvet.
Tape playback equip.: Capitol.
 Handleman Co., 1550 N. Knowles Ave. Zip: 90063. Tel: 261-0268. Mgr.: Leland Davis; Buyer: Michael Rohde.
Home office: Detroit, Mich.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

continued on page 114

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 1520 Walnut Street - Des Moines, Iowa 50309
 4524 O'Donnell Street - Baltimore, Maryland 21224

15329 Livernois Avenue - Detroit, Michigan 48238
 2901 Grand Street - Kansas City, Missouri 64108
 46-50 54th Avenue - Maspeth, New York 11378
 2503 North Broad Street - Philadelphia, Pennsylvania 19132
 725 Branch Avenue - Providence, Rhode Island 02904
 4847 Topline Drive - Dallas, Texas 75247
 3575 South 700 West - Salt Lake City, Utah 84115

continued

Brother Henderson's Religious Ents., 5328 S. Central Ave. Zip: 90011. Tel: AD 1-9261. Owner: S. C. Henderson; Mgr.: Brother Henderson; Sales Mgr.: Nick Henderson; Promo.: William Devers, Dot Henderson.
Labels: Gospel Corner, La-Ray, Proverb.
 Hitsville Inc. (div. of National Tape Dists. Inc.), 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Gen. Mgr.: George Hocutt.
Labels: Gordy, Inferno, Mel-o-dy, Motown, Soul, Tamla, VIP, Workshop Jazz.
 International Consolidated, PO Box 373, Canoga Park. Tel: 346-3333. Pres.: Virginia Scott; Promo.: Sherree Scott; Nat'l Rep.: Mark Raymer; Pub.: Glenn Scott.
Branches: San Fernando, Calif.; Mehama, Ore.
Labels: Angelstone, Atlas, Cartwheel, Colorful, Headliner Stars, Mark, Robbins, Sherree Heart.
 Jairo Dists., PO Box 3932, Glendale. Zip: 91201. Tel: 246-9445. Pres. & Gen. Mgr.: Jairo Velasquez.
 Liberty/UA Dist'g Corp.—Los Angeles Branch, 1024 N. Orange Dr. Zip: 90038. Tel: 462-6733. Mgr.: Stewart Marlowe; Promo.: Del Roy; L. Newman, George Stanfield, Louis Newman.
Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.
 Cartridge 4-tr., 8-tr. & cassette: Liberty/UA, Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).
 Linden Dist'g Co., 929 Larrabee St., Suite 12. Zip: 90069. Tel: 657-1534. Mgr.: Lindy Blaskey; Sales Dir.: Joe Corazzi, Steve Smith.
Labels: LaVette, Space, Time.
 Man-Child Music Corp., 5727 W. Jefferson Blvd. Zip: 90016. Tel: 735-1451. Pres.: Warren Gray; Sales Dir.: Carl Davis.
Cassette & open reel: Tape-Mates.
 Merit Dist'g Corp. (div. of National Tape Dists. Inc.), 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Jack Lewerke; Mgr.: Bill Pieper.
Labels: Atco, Atlantic, Challenge, Contact, Contemporary, Crimson, Dial, Enterprize, Flashback, Focus, Good Time Jazz, Institute for Language Study, Lost-Nite, Mainstream, Milestone, Mothers, Speciality, Stax, Vault, Volt, Vortex. (SEE ADVERTISEMENT)
 Metro Rec. Dists., 2053 Venice Blvd. Zip: 90006. Tel: 733-2114. Mgr.: Mel Price.
Home office: New York, N. Y.
Labels: MGM, Cameo-Parkway, Cub, DGG, Music

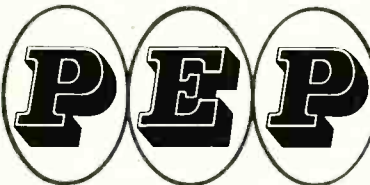
Factory, Heliodor, Heritage, Kama Sutra, Leo the Lion, Metro, Original Sound, Orpheum, VSP, Venture, Verve, Verve/Forecast.
 Cartridge 8-tr.: MGM, DGG, Kama Sutra, Original Sound, Verve.
 Cartridge 4-tr.: MGM, Kama Sutra, Original Sound, Verve.
Cassette: Same as cartridge 8-tr.
 Musical Recs. Co., 2958 W. Pico Blvd. Zip: 90006. Tel: 737-0937. Mgr.: Valentin Velasco.
Home office: Miami, Fla. (see for product distributed).
 New Sound, 8878 Sunset Blvd. Zip: 90069. Tel: 657-5410. Pres.: Jerry Prager.
Labels: Apple Sapor, Bell, Blue Horizon, Brunswick, CBS, Columbia, Decca, Deram, Direction, Elektra, Ember, EMI, Fontana, Hallmark, Harvest, Immediate, Island, Liberty, London, Marble Arch, Marmalade, Mercury, Page One, Parlophone, Philips, Polydor, Pye, RCA, Reaction, Regal, Reprise, Spark, Stable, Sue, Track, Transatlantic, Underground, United Artists, Wing, Zapelle. (All UK).
 Pacific Int'l, 1223 N. Kingsley Dr. Zip: 90029. Tel: 666-2704. Owner & Tape Div. Mgr.: Tom T. Saiki.
 Cartridge 4-tr. & 8-tr.: Nivico, Pony Pak.
Cassette & open reel: Pony Pak.
 Paramount Rec. Dists., 6666 W. Lexington, Hollywood. Zip: 90038. Tel: 466-5356. Mgr.: Bob Chilton.
Labels: Dot, Acta, Paramount, Steed, Little Golden.
 Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).
 Rec. Sales Inc., 3009 W. Pico Blvd. Zip: 90006. Tel: 731-8565. Owner: Ron Ricklin; Promo.: Louise Fairburn, Barry Freeman.
Labels: Amaret, Arhoolie, Ashley, Audio Fidelity, Blues Classics, Boone, Caedmon, Celebrity Circle, Chalef, Chart, Delmar, Double Shot, Dyer-Bennet, Eterna, Everyman, Experiences Anonymes, Fiesta, Folkways, Four Corners of the World, Honor Brigade, Kapp, Kanaka, Lyricord, Makaha, MTA, Newhall, Nugget, Old Timey, Pickwick, Plantation, Project 3, Radnor, Ranwood, Shamley, SSS Int'l, Silver Fox, Stop, Tahiti, Turnabout, Vanguard, Vox, Waikiki, Whiz.
 Cartridge 8-tr.: Adell, GRT, Kapp, MTA, Pickwick, Plantation, Ranwood.
 Cartridge 4-tr.: Double Shot, Plantation, Project 3.
Open reel: Project 3. (SEE ADVERTISEMENT)
 Record Mds'g Co. Inc., 2580 W. Pico Blvd. Zip: 90006. Tel: DU 5-9161. Pres.: Sid Talmadge; VP Malcom Talmadge; Gen. Mgr.: Sam Ginsberg.
Labels: A&M, Dooto, Elektra, Era, Guyden,

Jamie, Jewel, Metromedia, Old Town, Oracle, Paula, Savoy, Scepter, Stereo Dimension, Super-scope, Wand.
Record accessories: Needles (Fidelitone).
 Record Sales, 222 W. Orange Grove Ave., Burbank. Zip: 91502. Tel: 849-4671. Pres.: Al Sherman; Mgr.: Ricardo Ceja.
Labels: A/S, Alshire, Aria Senza Voce Audio-Spectrum, Azteca, Peter Rabbit, Somerset, Stereo-Fidelity.
 Cartridge 4-tr., 8-tr., cassette & open reel: Audio-Spectrum (includes Alshire, Somerset, Stereo-Fidelity).
 Tape Mds'g Co. Inc., 5873 Rodeo Rd. Zip: 90016. Tel: 870-0246. Owner: Sid Talmadge; Rec. Mgr.: Malcom Talmadge; Tape Mgr.: Leonard Cummins; Sales Mgr.: John McDaniel.
Branch: 2565 W. Pico Blvd. Zip: 90006. Tel: 387-8201. Mgr.: Don Davis.
 Cartridge 4-tr., 8-tr., cassette & open reel: All lines.
Tape playback equip.: Automatic Radio, Belair, Kraco, Muntz, Norelco.
Accessories: All lines.
 Transcontinental Dist'g Corp., 15500 S. Main St., Gardena. Zip: 90427. Tel: 321-6260. VP: Frank Holland.
Home office: New York, N. Y.
Labels: Banyan Tree, Blue Thumb, Buena Vista, Burdette, Cap-Latino, Cocoa, Dictation Disc, Disneyland, Flick City, Forward, GNP Crescendo, Ganim, Hickory, Jad, London group, Nassau, Showtown, Sidewalk, TRX, Take 6, Tetragrammaton, Together, Tower, Turntable, Uptown.
 Cartridge 8-tr.: Reprise, Warner Bros.-Seven Arts.
 Cartridge 4-tr.: Muntz.
Cassette: Reprise, Warner Bros.-Seven Arts.
 United Tape Corp. (div. of National Tape Dists. Inc.), 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Gen. Mgr.: Bob Gerstlauer.
 Cartridge 8-tr.: Ampex, GRT, ITCC, Livingston, Modern, NAL, A&M, ACO, Atlantic, CBS (Mexican), Capitol, Columbia, Cotillion, Decca, Del Valle, Dooto, Fiesta, Liberty/UA, Mercury, Motown, Musart, Original Sound, Paramount Stereo Tape, Prestige, RCA, Stax, Vanguard, Vivid Sound, Volt.
 Cartridge 4-tr.: Ampex, GRT, ITCC, Livingston, Modern, Muntz, A&M, CBS (Mexican), Capitol, Columbia, Decca, Del Valle, Dooto, Liberty/UA, Musart.
Cassette: Ampex, GRT, Modern, NAL, Tape-Mates, A&M, Capitol, Columbia, DGG, Decca, Dooto, Liberty/UA, Mercury, Motown, Original Sound, Paramount Stereo Tape, Vivid Sound.
Open reel: Ampex, GRT, Stereo Tape, Tape-Mates, Capitol, Columbia, Decca, Epic, RCA, Vivid Sound.
Tape accessories: Blank loaded cassettes (Ampex, Audio Magnetics); blank reels (Ampex).

• ORANGE (Area Code 714)

Artists Life, 1211 E. Mayfair Ave. Zip: 92667. Tel: 538-4488. Pres.: H. Reynolds.
Labels: Artists Life, Balkan, Bowery, Jamboree, Nebraska, Pleasant Peasant, Polkaland, Rave.
 Jazz Research, 291 Spinnaker St. Zip: 92668. Tel: 638-4458. Owner: Bill Bacin.
Labels: Accent, Blackbird, Blacksmith, Churchill, Crystalette, Desert City, Dixie Oldies, Esquire, Fat Cat, Good Time Jazz, Happy Jazz Band, Icon, Jazz Museum, Jazzette, Jazzology, Jelly Roll, Kapp (Kenny Ball only), Lamplighter, Lark, Mortonia, Motherlode, New Orleans Bandwagon, New Orleans Rascals, Oregon Jazz, Osaka, Original Dixieland, Pye, Riverside Archives, Solo, Sonet, Southland, Stardust, Storyville, Vintage Jazz Music, Woodshed.
 Southland Recs. Dists., 291 Spinnaker St. Zip: 92668. Tel: 537-1546. Owner: Bill Bacin.
Labels: Accent, Ace of Hearts, Ace of Clubs, Afro, Alamo City Jazz Bank, Archive of Folk & Jazz Music, Argo, Arhoolie, Art (Andy Bartha), Artone (Netherlands), Atlantic, Audiophile, Bayou to Bay, Belzona, Biograph, Blackbird, Blue Angel, Blue Note, Blues Classics, CBS (Germany), Cable, California, Center, Collectors, Collectors Classics, Colony (Bill Coburn), Connecticut Traditional Jazz Club, Connoisseur, Cook, Country Classics, Counts of Bourbon Street, Cuca, Delmark, Detroit Tailgate Ramblers, Dixieland Jubilee, Dot, Ducretet-Thomson, Dulai, Ed Zimbrick, Epic, Encore, Epitaph, Euphonic, Everest, Evergreen, Exclusive, FDC, Fat Cat, Folk Lyric, Folklore, Folkways, Gamco, GHB, GNP Crescendo, Golden Crest, Golden Guinea, Good Time Jazz, Grand Prix, Gunn, Halcyon, Happy Jazz Band, Harlequin, Historical, Icon, Imperial, International Polydor, JJC, Jansco, Jazz Collectors Editions, Jazz Crusade, Jazz Function, Jazzette, Jazzology, Jazz Panorama, Jazz Treasury, Jelly Roll Jazz, Kapp (Kenny Ball only), King (Japan), Kwela, LSU Press, Lark, Liberty, Loud, MGM, Mainstream, Marble Arch, Marie Marcus, Melodeon, Merry Makers, Milestone, Monomoy, Motherlode, New Orleans Jazz Museum Originals, New Orleans Jazz Recorders, Nobility of Dixieland Hall, Norman, Onward, Oregon Jazz Band, Origin, Original Dixieland Jazz Band of Osaka, Orpheum, Pearl, Piedmont, Pinnacle, Project 3, Pye, Rag-A-Jazz, Raglan, Rare Fats Waller, RCA Vintage, Red Onion, Riverside, Ronco (Ron Bartley), Roots, Roulette, Sackville, Sage, San Jacinto Hall, Savoy, Saydisc, Seventy-Seven (77), Sheriff Rhythm Posse, Solo (Larry

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• **PASADENA (Area Code 213)**

Arthur Fulmer, 361B E. Colorado Blvd. Zip: 91107.
Tel: 681-3089. Mgr.: Ken Brown.
Home office: Memphis, Tenn. (see for product distributed).

• **SACRAMENTO (Area Code 916)**

Pic-A-Tune, Inc., 2147 Barstow St., Bldg. B. Zip: 95815. Tel: 927-1256. Owner & Mgr.: John A. LeCompte.
Home office: San Francisco, Calif. (see for product distributed).

• **SAN BERNARDINO (Area Code 714)**

Stereo Mobile Dists., 214 W. Highland Ave. Zip: 92405. Tel: TU 2-7116. Owner: Hal Ludwig.
Cartridge 4-tr.: Muntz.
Tape playback equip.: Columbia, Lear Jet, Mercury, Muntz, Norelco.

• **SAN DIEGO (Area Code 714)**

Discount Rec. Serv., 6178 University Ave. Zip: 92115. Tel: 286-3333. Owner & Sales Mgr.: Milton Levine; Tape Div. Mgr.: Charles Bush.
Branch: Los Angeles, Calif.
Cartridge 8-tr.: Ampex, GRT, ITCC.
Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz.
Cassette: Ampex, GRT.
Open reel: Ampex, GRT, ITCC.

• **SAN FERNANDO (Area Code 213)**

International Consolidated, PO Box 411. Zip: 91341.
Pres.: Virginia Scott; Promo.: Sherree Scott;
Nat'l Rep.: Mark Rayer; Pub.: Glen Scott.
Home office: Los Angeles, Calif.
Labels: Angeltone, Atlas, Cartwheel, Colorful, Headliner Stars, Mark, Robbins, Sherree Heart.

• **SAN FRANCISCO & BAY AREA (Area Code 415)**

Acme Sales, Box 5603, 270 Sixth St. Zip: 94103.
Tel: 863-6674/8331. Owner: Olen Harrison.
Labels: Ammex, Aquarius, Audio Sound, Bay Sounds, Del Mar, Discos Hablis, Edge, El Zarape, Experiences Anonymes, Fantastic, Fantasy, Fuentes, Gospel Corner, Grass Roots, Lyrichord, Meritis, More, Proverb, Shama, Tropical, Uptite.

H. R. Basford Co., 800 Mariposa St. Zip: 94107.
Tel: 626-5494. Gen. Mgr.: Jack Solinger;
Promo.: Paul Pieretti, Denny Zeitler.
Labels: A&M, Abnak, Action, Amaret, Archive, Archive of Folk & Jazz Music, Archive of Gospel Music, Archive of Piano Music, Arctic, Attack, Avant Garde, Backbeat, Bang, Barry, Bethlehem, Bright Orange, CRI, Calla, CapCity, Cetra, Challenge, Clims, Concert Disc, Constellation, Cotillion, Counterpoint, D&D, DGG, Dakar, Dance Along, Dionn, Douglas, Drew, Duke, Event, Everest, Excel, Expo, Federal, First Amendment, Foggy Love, GPA, GRT, Gamble, Golden State, Gordy, Groovy, Halo, Hi Fi, Hob, Huff Puff, IA, Independence, Innis, Jaguar, Jamie, Jerhart, Jetstar, Kasm, Keane, Kent, Keymen, King, Laurie, Lucky 11, MSL, Mainline, Manchild, Mar-V-Lus, Mayfield, Milestone, Modern, Moira, Monument, Moonshot, MoSoul, Motown, Music Minus One, Naptown, Nike, Now, Oldtown, One-Derful, Original Sound, Peacock, Pepper, Pete, Phil-L.A. of Soul, Phoof, Pickwick, Plamie, Power, President, Renee, Revue, Rising Sons, Rocker, Rojac, Runway Five, Salem, San Francisco Sound, Scala, Scepter, Seattle Symphony, Shamley, Shanty, Shout, Silver Fox, Song Bird, Soul, Soul Clock, Soultown, Sound Stage 7, Spar, Steno-Disc, Stretch, Sunburst, Sundi, Sureshot, Tamla, Tear Drop, Toddlin' Town, Tradition, Uni, United, VIP, Vent, Virgo, Wand, Whiz.
Cartridge 8-tr.: Ampex, GRT, ITCC, A&M, Capitol, Columbia, Decca, Gordy, Liberty/UA, Motown, RCA, Soul, Tamla.
Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz, A&M, Columbia, Decca, Liberty/UA.
Cassette: Ampex, GRT, A&M, Capitol, Columbia, Decca, Liberty/UA, RCA.
Open reel: Ampex, GRT, ITCC, A&M, Capitol, Columbia, Decca, RCA.
Tape playback equip.: Belair. (SEE ADVERTISEMENT)

Capitol Recs. Dist'g Corp., 680 Beach St., Suite 307. Zip: 94119. Tel: 771-3210.
Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonograph: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone); Capitol.

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Chatton Dist'g Co. Inc., 2517 San Pablo Ave., Oakland. Zip: 94612. Tel: 444-5677. Pres.: Robert M. Chatton; Tape & Sales Mgr.: Vince Cosgave; Promo.: Fred Harrington, John Lingel.
Labels: Amy, Arhoolie, Atlantic, Bell, Cadet, Checker, Chess, Dial, Direction, Elf, Era, Excellor, Flashback, Focus, Four Corners of the World, Fraternity, Goldwax, Jewel, Kapp, Living Language, Mala, Money, Nashboro, New Voice, Page One, Paula, Pavilion, Philly Groove, Plantation, Ranwood, Redd Foxx, Riot, Ronn, SSS Int'l, Soma, Specialty, Stax, USA, Vault.
Cartridge 8-tr.: Atlantic.

Accessories: Carrying cases (Amberg).
 Classic Sales, PO Box 229, South San Francisco. Zip: 90483. Tel: 589-5874. Mgr.: Paul P. Roelofsen.
Labels: Allegro, Arhoolie, Audiophile, Audio Precision, Blues Classics, County, Delmark, Eterna, Euphonic, Experiences Anonymes, Eurodisc, Fidelity Sound, Folk Legacy, Folk Lyric, Fortune, GHB, Gloria, Happy Jazz, Historical Jazz, Hup, Icon, Jansco, Jazz Crusade, Jazzology, Lyricord, Melodeon, Montilla, Merry Makers, New Orleans Originals, Nobility, Norman, Old Timey, Origin Jazz Library, Pearl, Polydor (German), Pinnacle, Portents, Ragtime, Ragtime Society of Canada, Riverboat, Ronco, San Jacinto, Spivey, Soloart, Stereoditties, Tailgate, Takoma, Testament, Vulcan, Windin' Ball, Yazoo.

Columbia Recs. Sales, 680 Beach St., Suite 113, Wharfside. Zip: 94109. Tel: 771-8550. Regional Sales Mgr.: Henry Aubuchon; Audio Sales Mgr.: Phil Goldbeck; Promo. Mgr.: Jack Campbell.
Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Photographs: Masterwork.

Decca Dist. Corp., 2590 Marin St. Zip: 94124. Tel: 824-0161. Mgr.: Mel Nimon.
Labels: Decca, Coral, Brunswick, Berlitz, Standard Phono, Colonial, Word, Bravo, Viva, Bert & I.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
Cartridge 4-tr., 8-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

Eric-Mainland, 645 Bryant St. Zip: 94107. Tel: 989-6286. VP: William Wieland; Promo.: Judy Levy, Marty Dahl.
Labels: Alshire, Atco, Audio Fidelity, BT Puppy, Cameo, Dynamo, Fiesta, Folkways, Golden, Heliodor, Heritage, Jad, Jubilee, Kama Sutra, Lyra, MGM, MTA, Mainstream, Metro, Mira, Mobile Fidelity, Monitor, Moonlight, Musicor, Parkway, Philco-Ford Hip-Pocket, Prestige, Project 3, Public, Rama Rama, Roulette, Savoy, Stanyan, Star-day, Stax, Sue, Sun, Take 6, Tico, Time, Tower, Vando, Venture, Verve, Volli, Wonderland.
 Festival Rec. Dist., 161 Turk St. Zip: 94102. Tel: PR 5-3434. Mgr.: John Filcich.
Home office: Los Angeles, Calif.
Labels: Ace of Clubs, Alector, Amadeo, Angeli-cum, Apon, Arab Tunes, Avoca, B&F, Balkan, Barenreiter, Bruno, Cambridge, Canary & Parakeet, Children's Rec. Guild, Colosseum, Conversaphone, Dana, Dover, Dyer-Bennet, Eterna, Eurotone, Folkraft, Gregorian Institute, Harmonia Mundi, Haydn Society, Helios, IMF, Kismet, Lyricord, Music Library, Nina, Russell, Spoken Arts, Steno Speed, Stinson, Tikva, Ultra-Phone, Young People's Recs.

Grand of Calif.—Grand Auto Stores, 700 Independent Rd., Oakland. Tel: 569-4666. Pres.: Irving Krantzman; VPs: Max Brown, Sam Garfinkle; Mdse. Mgr.: Merl Krantzman.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.
Tape playback equip.: Automatic Radio, Tenna.

Jack's Rec. Cellar, 254 Scott St. Zip: 94117. Tel: 431-3047. Owner: Norman E. Pierce.
Labels: Almanac, Arhoolie, Audio Precision, Audiophile, Blues Classics, Cajun Classics, Cavalier, Center, County, Delmark, Euphonic, Exclusive, Fat Cat, Folk Legacy, Folk Lyric, Fortune, GHB, Goldband, Happy Jazz, Historical Jazz, Icon, Jansco, Jazz Crusade, Jazz Treasury, Jazzology, Kanawha, Krok, Merry Makers, Melodeon, Milneberg, New Orleans Originals, Nobility, Norman, Old Timey, Origin Jazz Library, Pearl, Piedmont, Pinnacle, Ragtime, Ragtime Society of Canada, Ronco, San Jacinto, Scroll, Sounds, Southland, Spivey, Swallow, Tailgate, Takoma, Traditional, Valon, Vulkan, Windin' Ball, Yazoo.

Liberty/UA Dist'g Corp.—San Francisco Branch, 680 Beach St., Suite 357 Wharfside. Zip: 94109. Tel: 775-5353. Mgr.: Jack Mesler; Promo.: Ed Adams, Larry Karp.
Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.
Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

Melody Sales Co. Inc. (div. of National Tape Dist. Inc.), 444 Sixth St. Zip: 94103. Tel: 621-8740. Owners: Al Bramy, Tony Valerio; Rec. Mgr.: Tony Valerio; Tape Mgr.: Al Bramy; Sales Mgr.: Tobe Dreisser; Promo.: Chuck Becker, Pete Marino.
Labels: Amos, Caedmon, Contemporary, ESP-Disk, Elektra, Fantasy, GNP Crescendo, GWP, Galaxy, Hickory, Loma, Metromedia, Nonesuch, Reprise, Stereo Dimension, TRX, Warner Bros.-Seven Arts, White Whale.
Cartridge 8-tr.: Amos, Elektra, Fantasy, Metromedia, Reprise, Warner Bros.-Seven Arts.
Cartridge 4-tr. & cassette: Elektra, Fantasy, Reprise, Warner Bros.-Seven Arts.

Music West, 460 Talbert St., Daly City. Zip: 94014. Tel: 467-5800. Pres.: Merritt B. Kirk.
Branch: Torrance, Calif.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, Mercury, Philips, Smash, Fontana, Limelight, Emarcy, Vox, Turnabout, Vanguard.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.
Tape playback equipment: Belle Wood.
Accessories: Amberg, Le-Bo, Recoton, 3M; tuners (GW).

No. 32 (div. of Motivestor Org.), PO Box 1036, South Shore, Alameda. Zip: 94501. Tel: 533-7117. Mgr.: Garn Boas; Promo.: L. A. Ward.
Labels: Anacath, dubayeweff, Faygees, Matrich, Miere-View, Nalasta.
 Paramount Rec. Dist., 680 Beach St., Suite 360. Zip: 94109. Tel: 771-1570. Mgr.: Richard Hughes; Promo.: Clint Wilson.
Labels: Dot, Acta, Paramount, Steed.
Cartridge 8-tr. & cassette: Paramount Stereo - Tapes (includes Dot, Acta, Paramount, Steed).
 Pic-A-Tune Inc., 1461 Park Ave., Emeryville. Zip: 94608. Tel: 645-0773. Pres.: David Watson; Gen. Mgr.: Vern Cupples.
Branches: Fresno, Sacramento, Calif.; Reno, Nev.
Cartridge 8-tr.: Atco, Atlantic, Capitol, Columbia, ITCC, Liberty/UA, MGM group, Pickwick, RCA.

Cartridge 4-tr.: Columbia, ITCC, Liberty/UA, Muntz, Pickwick.
Cassette: Atco, Atlantic, Capitol, Liberty/UA.
Playtape: MGM group.
Open reel: Capitol, Greentree.
Accessories: Raw tape (Audio Magnetics, 3M).
 Rivera Ent's., 1908 Mission St. Zip: 94103. Tel: 621-4607, 431-8780. Owner & Mgr.: M. Castillo Rivera.
Labels: AMMCX, Alegre, America, Amerisa, Ansonia, BRC, Bego, Bonita, Borinquen, Bronco, Camden, Capitol, Casino, Cavalier, Cima, Cisne, Colonial, Columbia, Columbus, Compass, Corona, Cymbal, De Marco, Del Valle, Dicsa, Dimsa, Disco Moda, Discograma, Disco Grande, Discos America, Dorado, Dotone, Americana, Eco, El Zarape, Embajador, Falcor, Firma, Fuentes, Gema, Ideal, Kapp, Kismet, Kristal, Kubaney, Laurie, Lilly, Mariachi, Marvel, Marvela, Maya, Maybe, Merenque, Miami, Modiner, Montilla, Musart, Music, Nutone, Nopal, Norteno, Odessa, Orfeon, Oscon, Pacific, Panart, Peerless, Penjamo, Perico, Philips Americana, Progreso, Prospect, Puchito, RCA, Reprise, Sagard, Secco, Sianora, Sol, Somar, Sombrero, Sono Mex, Sonus, Spanoram, Standard, Sunflow, Superior, Tambora, Tico, Tivoli, Tolteca, Tropical, Universe American, Vik, Viking, Vistone, Yumac, Zafiro, Zarape, Zendk.
Cartridge 4-tr. 8-tr., cassette & open reel: Melodias America.

Transcontinental Dist'g Corp., 868 Cowan Rd., Burlingame. Zip: 94010. Tel: 698-6800. Ass't VP & Mgr.: Bob Ellis; Sales Mgrs.: John Harper, Bill Cross; Promo.: Jeff Trager; PR Dir.: Charline Hunt.
Home office: New York, N.Y.
Labels: Blue Thumb, Boone, Cobblestone, Coliseum, Curtom, Deram, Diamond, Disneyland, Double Shot, Forward, 49th State, Hi, Harbour, LHR, London, Parrot, Press, Pulsar, Request, Richmond, Skye, Straight, Super K, T-Neck, Triegrammaton, Together.

Cartridge 4-tr., 8-tr., cassette & open reel: DBI.
Tape playback equipment: Belair.
Musical instruments: Organ (Estey).
Accessories: Recoton, Transcontinental Music Corp.

• **SAN JOSE (Area Code 408)**
 Ideal Rec. Serv., 227 S. First St. Zip: 95113. Tel: 286-5838. Owner: Arthur Walker; Mgr. & Buyer: Ruben Mella.
Labels: Columbia, Del Valle, El Zarape, Falcon, Gema, Impacto, KeyLoc, Magda, Marsol, Modern, Musart, Norteno, Orfeon, Peerless, Vega.
Cartridge 4-tr. & 8 tr.: Alegre, CBS, Columbia, Del Valle, El Zarape, Falcon, Gema, Impacto, KeyLoc, Magda, Marsol, Modern, Musart, Norteno, Orfeon, Peerless, Rico-Vox, Tico, Vega.

• **SUN VALLEY (Area Code 213)**
 West Coast Tape Cartridge Co., 11656 Pendleton St. Zip: 91352. Tel: 768-1601. Pres.: Sol S. Zamek; VP & Sec'y-Treas.: Samuel Tobe.
Cartridge 4-tr., 8-tr. & open reel: ITCC, exclusive super distributor for 13 Western states.

• **TORRANCE (Area Code 213)**
 Music Mdrsr. of America Inc. (div. of National Tape Dist. Inc.), 22433 S. Vermont. Zip: 90502. Tel: 775-7591. Pres.: Glenn Becker; VP: Stuart Burnat; Rec. Mgr.: Des Moines Green; Tape Mgr.: George Y. Nakama.
Labels: RCA, Camden.
Cartridge 8-tr.: Ampex, GRT, ITCC, Capitol, Columbia, Decca, Mercury, RCA.
Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz, Columbia, Decca.
Cassette: Ampex, GRT, ITCC, Capitol, RCA.
Open reel: Ampex, Capitol, Columbia, Decca, RCA.
Tape Playback equip.: Mercury, Muntz. (SEE ADVERTISEMENT)

Music West, 19110 S. Vermont. Zip: 90502. Tel: 321-5666. Contact: Dave Pearce.
Home office: San Francisco, Calif. (see tor product distributed).

COLORADO

• **DENVER (Area Code 303)**
 A B C Rec. & Tape Sales Corp., 10625 E. 47 Ave. Zip: 80239. Tel: 343-7822. Mgr.: Ted de Fleron. Regional office: Salt Lake City, Utah.
Labels: ABC, Impulse, Bluesway, Dunhill, Buluu, Command, Probe, Grand Award, Westminster, Music Guild, Disneyland, Buena Vista, Jerden, Tangerine, 20th Century-Fox, Movietone, Riverside, Warlock, Satellite, Senate.

Boyd Dist'g Co. Inc., 1661 W. Third Ave. Zip: 80223. Tel: 222-7701. Mgr.: Joseph M. Caravana.
Labels: Angel, Capitol, Melodiya/Angel, Seraphim.
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Accessories: Walco.

Craig Corp., 4959 Colorado Blvd. Zip: 80216. Tel: 399-0434. Owner: Robert Craig; Mgr.: Al Bergamo; Promo.: Nick Hunter.
Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Craig, Masterwork.
Photographs: Masterwork.
Accessories: Columbia, Craig.

Davis Sales Co., 3825 Newport St. Zip: 80207. Tel: 321-1226. Pres.: S. William Davis; Rec. Mgr.: Larry Davis; Tape Dept. Mgr. & Buyer: Stephen Davis; Tape Sales Mgr.: Bruce McMasters; Promo.: David Rothstein.
Labels: A&M, Atco, Atlantic, Bach Guild, Backbeat, Bang, Boone Cardinal, Deram, Dial, Dot, Duke, Everyman, Happy Time, Hi, Imperial, Kent, Laurie, Liberty, London, Mace, Monument, Musicor, Pace, Parrot, Peacock, Plantation, Pye, Ranwood, Reprise, SSS Int'l, Scepter, Soma, Soul City, Sound Stage 7, Stax, Steed, Stereoditties, Sunset, Time, Vanguard, Viva, Volt, Wand, Warner Bros.-Seven Arts, World Pacific, World Pacific Jazz.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.
Tape playback equip.: Belair, Mercury, Muntz, Orrtonics.
Accessories: Tuners (GW); Le-Bo, 3M.

Indie Dist'g, 1236 S. Penn. Zip: 80210. Tel: 744-6786. Mgr.: Brad Miller.
Labels: Abet, Aquarius, Adelphi, All Platinum, Alon, Arhoolie, Asch, Atac, Attack, Bay Sound, Bedford, Biograph, Blues Classics, Broadside, Busy-B, Carnival, Cascade, Changes, Chi-Line, Community, Cotique, County, Creed, Daran, De-Lite, Delmark, Dot-Mar, Duo, Endeavor, Enjoy, Excellor, Fania, Fire, Fury, Hallmark, Historical, Hour Glass, How Big, IGL, Instant, Ja-Wes, Jessup, Jewell, Kellmac, Kenwood, Lost-Nite, M-Pac, Mar-V-Lus, Melodeon, Nasco, Nashboro, Nola, Old Timey, One-Deerful, Origin Jazz Li-

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CONNECTICUT

• HARTFORD & EAST HARTFORD (Area Code 203)

Alpha Dist'g Corp. Tel: 643-5736. Contact: Frank Berman. (See New York, N.Y. for product distributed).

Columbia Recs. Sales, 100 Constitution Plaza, Rm. 600, Hartford. Zip: 06103. Tel: 522-7151. Mgr.: Stephen J. Capone; Audio Sales Mgr.: Al Kaiser; Promo. Mgr.: Al Gurewitz. Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon. Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh. Tape playback equip.: Masterwork. Phonographs: Masterwork.

Globe Rec. Dist'g Corp., 328 Tolland St., East Hartford. Zip: 06108. Tel: 289-6424. Owner: Gene Gotthelf; Mgr.: Carl Padula. Labels: Abnak, Ambassador, Arhoolie, Asch, Ashley, Avant Garde, Avoca, Banshee, Blues Classics, Boone, Broadside, Cabot, California,

Carnival, Changes, Chart, Connoisseur Society, Contemporary, Conversaphone, Credo, Delmark, Dictation Disc, Diplomat, Dover, EMI Imports, Edmar, Eurotone, Fat Fish, Good Time Jazz, International Artists, Jessup, Jewel, K-Ark, Listen & Learn, Little Darlin', Marble Arch, Megaphone, Milestone, Musictown, OR, Odeon, Old Timey, Off Spring, Oracle, Pathe, Pathways of Sound, Paula, Pete, Peter Pan, Peters Int'l, Pixie, Pye (Golden Guinea, Virtuoso), RBF, Ragland, Rebel, Regal, Rimrock, Rocking Horse, Ronn, Rural Rhythm, SFM, Springboard, Stop, Takoma, Terry-Gregory, Tikva, Topic, Twinight, Up Front, United, Vault, Volksplatte, Whit, Zodiac.

Cartridge 8-tr.: Chart, Eurotone, International Artists, Odeon, Pathe, Peters Int'l. Cassette: Eurotone, Odeon, Pathe, Peters Int'l.

Liberty/UA Dist'g Corp.—Hartford Branch, 477 Connecticut Blvd., East Hartford. Zip: 06108. Tel: 528-9511. Mgr.: Ron Orsini; Promo: Thomas Klimaski.

Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

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brary, Owl, Panorama, Parlo, Paula, RBF, RPR, Radnor, Rag Baby, Raglan, Renny, Rika, Riverboat, Rojac, Ronn, Sanfris, Seven-B, Scram, Shiptown, Silver Falcon group, Silver Seal, Snazz, Songee, Soul World, Soultrack, Sound City, Spiral, Startown, Steady, Stinson, Takoma, Testament, Tune-Kel, Up Front, Uprite, Westbound, Whit, Zodiac; Imports: Ace of Clubs, Ace of Hearts, Apple, Blue Horizon, Brunswick, CBS, Columbia, Decca, Deram, Direction, EMI, Elektra, Ember, Fontana, Hallmark, Immediate, Island, Liberty, London, Marble Arch, Marmalade, Music Factory, Page One, Parlophone, Phillips, Polydor, Pye, Reaction, Regal, Reprise, Spark, Stable, Sue, Track, Transatlantic, United Artists, Underground, Wing; Blues cut-outs. (SEE ADVERTISEMENT)

Infal Recs. Inc., 2144 Champa St. Zip: 80202. Tel: 892-7141. Mgr.: Victor M. Hernandez. Labels: ARV, Bamba, Bego, Bernal, CCC, Capri, Cobra, Columbia Cometa, DLV, Dektr, Del Norte, Del-Sur, Del Valle, El Zarape, Escorpion, Falcon, Hurricane, Impacto, Infal, KeyLoc, Musart, Norteno, Orfeon, Peerless, RCA, Rigo, Sombbrero, Sunglow, Tear Drop, Tomi.

Latin-American Rec. Co., 2447 Larimer St. Zip: 80205. Tel: 825-6893. Owner & Sales Mgr.: Mrs. Nadine V. Maurer; Mgr.: Mrs. Mary T. Jamsay.

Labels: Bego, Bernal, Bronco, Buena Suerte, Colonial, Columbia, DLV, El Zarape, Falcon, Hurricane, Ideal, Impacto, Infal, Musart, Orfeon, RCA, Sunglow, Tear Drop.

Merrec Dists. Inc., PO Box 18268, Zip: 80218; 811 Lincoln St., Suite 401. Zip: 80203. Tel: 534-1321. Mgr.: Mel Thompson.

Labels: Mercury, Philips, Smash, Fontana, Limelight, Blue Rock, Emarcy, Wing, Playcraft, Childcraft, Pulsar, Gregar, Virtue, Peachtree, Wayside.

Cartridge 8-tr.: Mercury, Philips, Smash, Fontana, Limelight.

Cassette: Mercury, Philips, Smash, Fontana, Limelight, Audio Fidelity, Hickory, Roulette, TRX, Tico, Vanguard, Veep.

Tape playback equip.: Mercury.

One Stop Rec. Dists. (sub. of Western Merchants Whsle.), 6265 E. Evans Ave. Zip: 80222. Tel: 757-8551. Mgr.: Robert M. Baker.

Labels: Alshire, Caedmon, Everest, Fraternity, Hi Fi, Hilltop, Kapp, Little Golden, Music Minus One, Pickwick, Project 3, Tradition, Turnabout, Vox.

Cartridge 4-tr. & 8-tr.: Kapp, Project 3.

Cassette: Ambassador (HRS).

Pan American Recs. Supply Co., 77 Kalamath St. Zip: 80223. Tel: 255-2021. Owners: Louis & Joe Oxman; Gen. Mgr.: Louis Oxman; Tape Div. Mgr.: Bob Krug; Promo.: Bob Krug, Louis Oxman.

Labels: Argo, Blue Note, Cadet, Checker, Chess, Conversaphone, Del-Fi, Fantasy, Folkways, GNP Crescendo, Jamie/Guyden, Jubilee, Living Language, SC Phillips Int'l, Prestige, Starday, Tamla, Vee Jay, White Whale, Young People's Recs.

Cartridge 8-tr.: ITCC.

Cartridge 4-tr.: ITCC, Muntz.

Cassette & open reel: ITCC.

Tape playback equip.: Juliette, Muntz, V-M.

Accessories: GRT, Recoton.

Ward Terry & Co., 70 Rio Grande Blvd. Zip: 80201. Tel: 266-3181. Owner: Ward Terry; Gen. Mgr.: Robert K. Davis; Tape Mgr.: Donald Donovan.

Branch: Albuquerque, N.M.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr. & cassette: All lines.

Open reel: RCA, Camden, Calendar, Colgems.

Tape playback equip: Belle Wood, Lear Jet, RCA.

Transcontinental Dist'g Corp., 1111 S. Platte River Rd. Zip: 80223. Tel: 733-7203. Sr. VP: Earl Woolf; VP: Ed Hacker; Sales Mgr.: Marc Bertone; Promo.: Sandra Siler.

Home office: New York, N.Y.

Labels: Abnak, Amaret, Amos, Audio Fidelity, Bell group, Blue Rock, Blue Thumb, Buddah, Calla, Cameo-Parkway, Chart, Cotillion, Crescent, Crestview, Cub, Curtom, DGG, Double Shot, ESP-Disk, Elektra, Event, Excello, Fax, Fiesta, Forward, GRT, GWP, Gordy, Heliodor, International Artists, Jad, Jofstar, Kama Sutra, LHI, Little Darlin', MGM, MTA, Mainstream, Metro, Metro-media, Motown, Nashboro, Nonesuch, Original Sound, Polydor, Pulsar, Rama Rama, Revue, Roulette, Royal American, Skye, Solid State, Soul, Stereo Dimension (Athena, Evolution), Straight, Super K, Take 6, Tamla, Tetragrammaton, Tico, Together, Tower, Uni, United Artists, VMC, Venture, Verve.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, Epic, GRT, Gordy, ITCC, Motown, NAL, RCA, Soul, Tamla.

Cartridge 4-tr.: Ampex, Capitol, Columbia, Decca, Epic, GRT, Gordy, ITCC, Motown, Muntz, Soul, Tamla.

Cassette: Ampex, Capitol, Decca, GRT, Gordy, Motown, NAL, Soul, Tamla.

PlayTape.

Tape playback equip.: Audio Stereo, Concord, Mercury, Norelco, Panasonic, Philco-Ford, Scene, Sharp, Tenna.

Accessories: Carrying cases, head cleaners (Recoton).

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Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).
Seaboard Dists. (div. of Roskin Dists. Inc.), 275 Park Ave., East Hartford, Zip: 06108. Tel: 289-9361. Owner: Samuel Roskin; Mgr.: Marvin Ginsburg; Promo.: Bill Greenburg, Ed O'Keefe. Labels: Amos, Amy, Atco, Atlantic, Bell, Blue Rock, Cadet, Checker, Chess, Dial, Diamond, Disneyland, Elektra, Emarcy, Enterprise, Excelsio, Fantasy, Fontana, Gamble, Goldwax, Intrepid, Kent, LHI, Limelight, Mala, Mercury, Nashboro, New Voice, Nonesuch, Original Sound, Philips, Philly Groove, Plantation, Rama Rama, Ranwood, Roulette, SSS Int'l, Savoy, Skye, Smash, Stax, Straight, Uni, Vista, Volt, Vortex, White Whale, Wing.
Cartridge 8-tr. & cassette: Ampex, Atco, Atlantic, Elektra, Fontana, GRT, Limelight, Mercury, Original Sound, Philips, Smash. (SEE ADVERTISEMENT)
Transcontinental Dist'g Corp., 734 Tolland St., East Hartford, Zip: 06108. Tel: 289-8631. Exec. VP: Richard J. Godlewski; Sales Mgr.: Frank Sutter; Tape Mgr.: Edward Riley; Promo.: Robert Greenberg, Marty Markiewicz.
Home office: New York, N.Y.
Labels: ABC, Alshire, Archive, Audio Fidelity, BT Puppy, Bach Guild, Bang, Bert & I, Blue Thumb, Bluesway, Buddah, Caedmon, Challenge, Chartmaker, Coliseum, Command, Cotillion, Crescendo, Curtom, DGG, Dakar, Deram, Deutsche Grammophon, Dictation Disc, Douglas, Dunhill, ESP-Disk, Evolution, Fiesta, Four Corners of the World, Forward, Golden, Grecophon, Gross, Haydn Society, Heliodor, Heritage, Hi, Hickory, Hob, Impulse, Jad, Jay Jay, Josie, Jubilee, Kama Sutra, Kapp, King, Laurie, Living Language, Loma, London group, Loren, MGM, MTA, Mace, Mainstream, Metromedia, Moira, Monitor, Monument Motivation, Music Guild, Music Minus One, Musicor, Okeh, Parrot, Pavillion, Pickwick, Polydor, Post, Press, Prestige, Royal American, Reprise, Richmond, Scepter, Shout, Sire, Somerset, Super K, Starday, Steady, Stereo Dimension, Stereo Fidelity, Steroddities, Tangerine, Tetragrammaton, TRX, Tower, 20th Century-Fox, Together, Vanguard, Verve, Verve/Forecast, Wand, Warner Bros.-Seven Arts, Westminster, Young People's Recs.
Cartridge 8-tr.: Ampex, GRT, ITCC, NAL, Kapp, Musicor, Reprise, Scepter, Wand, Warner Bros.-Seven Arts.
Cartridge 4-tr.: Muntz.

Cassette: Ampex, Warner Bros.-Seven Arts, Reprise.
PlayTape.

Tape playback equip.: Lear Jet, Concord, Belair, Norelco, Tenna, Muntz, G&W, Draco.
Musical instruments: Organs (Estey).

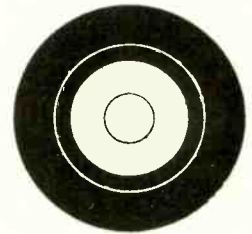
- **NORTH BRANFORD (Area Code 203)**
Futura Assoc., Rt. 80, Village Shopping Ctr. Zip: 06471. Tel: 484-0211. Tape Mgr.: Allen Varno.
Cartridge 8-tr.: All lines.
Cartridge 4-tr.: Muntz.
Tape playback equip.: Gibbs, Muntz, Universal Sound of America.
Accessories: All lines.
- **WILTON (Area Code 203)**
Acropole Corp. of America, PO Box 365. Zip: 06897. Tel: 847-2311. Pres.: Mrs. Michele M. Ronty.
Labels: Artia, Bruno, Colosseum, Hi Fi, MK, Montilla.

DISTRICT OF COLUMBIA

- **WASHINGTON & ENVIRONS (Area Code 202)**
(Also see listings under Baltimore & Silver Spring, Md.)
Autoscope Inc., 3188 Bladensburg Rd. N.E. Zip: 20018. Tel: 526-8500. Pres. & Tape Div. Mgr.: Charles M. Levinson.
Cartridge 8-tr.: Capitol, Columbia, GRT.
Cartridge 4-tr.: Columbia, GRT, Muntz.
Cassette: Capitol, GRT.
Tape playback equip.: Automatic Radio, Belle Wood, Capitol, Columbia, Muntz.
Accessories: Head cleaners, blank tape (Channel Mktg.); cartridge cases (Amberg).
Capitol Recs. Dist'g Corp., 1000 Vermont Ave. N.W. Zip: 20005. Tel: 737-3246.
Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonographs: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone); Capitol.

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Bob Hoyt, Vice-Pres.

Schwartz Bros. Inc., 2146 24 Pl. N.E. Zip: 20018.

Tel: 529-5700. Owner & Mgr.: James Schwartz; Mgr.: Stan Hoffman; Tape Mgr.: James Walker; Promo.: George Goodman, Earl Hayes, Danny Davis, Eddie DeJoy, John Lam, Ed Kalick, Joe Cash.

Labels: AGP, A&M, Abbey, Abnak, Alegre, Amaret, Amos, Amy, Ashley, Atco, Athena, Atlantic, Audio Fidelity, Avant Garde, Bang, Bell, Bethlehem, Blue Thumb, Boone, Buena Vista, Cadet, Caedmon, Chariot, Chart, Checker, Chess, Community, Compass, Contemporary, Crescendo, DBT, December, Deutsche Grammo- phone, Dial, Dictation Disc, Direction, Disney- land, Double Shot, Douglas, DynoVoice, Dynamo, ESP-Disk', Elektra, Event, Evolution, Fame, Fontana, Forward, Four Corners of the World, 49th State, GRT, GWP, Gamble, Golden, Good Time Jazz, Gordy, Heliodor, Hickory, Hip, Holiday Inn, Hollywood, Independent, Jewel, Kapp, King, LHI, Laurie, Limelight, Living Language, Loma, Mainstream, Mala, Mardi Gras, Mercury, Metromedia, Milestone, Mr. G, Monu- ment, Motown, Musicor, Nashville, New Voice, Nonesuch, Nugget, Original Sound, PIP, Page One, Paula, Philips, Philly Groove, Pickwick, Plantation, Polydor, Project 3, Reprise, Revue, Riot, Ronn, Roulette, SSS Int'l, Shamley, Shout, Show Town, Sidewalk, Skye, Smash, Soma, Soul, Sound Stage 7, Starday, Stax, Stereo Dimension, Stereo Fidelity, Stereodities, Straight, Sue, TRX, Tamla, Tetragrammaton, Tico, Time, Tower, Twinight, USA, Uni, Up Front, Uptown, VIP, Val, Vanguard, Vault, Venture, Verve, Volt, Warner Bros.-Seven Arts, White Whale, Wing, World Series, Young People's Recs.

Cartridge 4-tr., 8-tr. & cassette: A&M, Atco, Atlantic, Bang, Bell, Buena Vista, Cadet, Chart, Checker, Chess, Crescendo, DGG, Direction, Disneyland, Double Shot, DynoVoice, ESP-Disk', Elektra, Fontana, Four Corners of the World, Gamble, Gordy, Goldwax, Heart Warming, Hick- ory, Hip, Hob, Kapp, King, Laurie, Limelight, Living Language, Loma, Mainstream, Mercury, Metromedia, Monument, Motown, Musicor, New Voice, Original Sound, Paula, Philips, Philly Groove, Plantation, Project 3, Reprise, Roulette, SGC, SSS Int'l, Scepter, Skye, Smash, Soul, Sound Stage 7, Starday, Stax, Tamla, Tetra- grammaton, Tower, Uni, Vanguard, Vault, Verve, Volt, Warner Bros.-Seven Arts, White Whale.

Open reel: A&M.

Tape playback equip.: Automatic Radio, Master- craft, Mercury.

Accessories: Amberg, Recoton, Le-Bo. (SEE ADVERTISEMENT)

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SOUTH CAROLINA and NEW JERSEY

FLORIDA

• CASSELBERRY (Area Code 305)

Record Supply Co. Inc., 290 Iris Rd. Zip: 32707.
Tel: 831-1116. Mgr.: Richard N. Stultz.

Cartridge 8-tr.: Ampex, Dooto, GRT, ITCC, Mer- cury, NAL, RCA.

Cassette: Ampex, GRT, Mercury, NAL, RCA.

Open reel: Ampex, GRT, Greentree, ITCC, RCA.

• DELRAY BEACH (Area Code 305)

Trevino Food Store, Rt. 1, PO Box 300. Zip: 33444.
Tel: 278-2505.

Labels: Bronco, Chico, Columbia, DDT, DLV, Del Sur, Del Valle, Delmar, El Pato, El Zarape, Falco, Ideal, Impacto, Matta, Musart, Nuevo, Oro, Sunglow, Zaz.

• FORT LAUDERDALE (Area Code 305)

Valentine Dists. Inc., 501 N.E. Fourth St. Zip: 33301.
Tel: 522-8719. Owner & Mgr.: Alfred Calabrese.

Cartridge 8-tr.: Capitol, Decca, GRT, ITCC.

Cartridge 4-tr.: Decca, GRT, ITCC, Muntz.

Cassette: Capitol, Decca, GRT.

Tape playback equip.: Valentine.

Accessories: Amberg, Le-Bo.

• MIAMI METROPOLITAN AREA (Area Code 305)

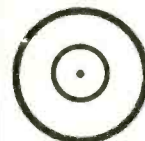
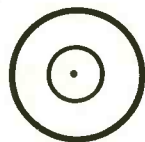
Campus Rec. Dist'g Corp., 7250 N.W. 36 Ave. Zip: 33147. Tel: 691-3140. Owner: Harold Lipsius;

Mgr.: Joseph Stanzone; Sales Mgr.: Bob La- Valle; Promo.: Skip Schreiber, Brad Phillips.

Labels: A&M, Abnak, Alshire, Amaret, Arctic, Ashley, BT Puppy, Backbeat, Blue Rock, Blue Thumb, Boo, Buddah, Celebrity Circle, Chart, Cobblestone, Cotillion, Cumberland, Curtom, Dakar, Dionn, Double Shot, Dynamo, Emarcy, Era, Fontana, Giant, Gregar, Gross, Jamie, Josie, Jubilee, Limelight, MTA, Mercury, Metro- media, Minaret, Money, Monument, Musicor, Neptune, Oracle, Pavilion, Peacock, Pete, Phil- L.A. of Soul, Philips, Plantation, Post, Power, Pulsar, Ranwood, Rising Sons, Shelby Singleton, Sidewalk, Smash, Song Bird, Sound Stage 7, Springboard, Stop, Storyteller, Sureshot, Sundi, Tener, Tower, Up Front, VMC, Vault, Vegas, White Whale, Wing, World Series, Zodiac.

Cartridge 8-tr.: A&M, Atlantic, Bell, Buddah, Cotillion, Crescendo, Dakar, Douglas, Dynamo,

continued on page 120



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Cassette: Audio Fidelity, Fontana, Hickory, Limelight, Mercury, Musicor, Phil-L.A. of Soul, Philips, Philly Groove, Plantation, Roulette, Savoy, Scepter, Shelby Singleton, Smash, Starday, TRX, Tetragrammaton, Tico, Vanguard, Vault, Veep, Viva, White Whale. (SEE AD-VERTISEMENT)
Capitol Recs. Dist'g Corp., 45 E. Ninth Ct., Hialeah. Zip: 33010. Tel: 887-4319.
Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonographs: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone); Capitol.
Columbia Recs. Sales, 3641 N.W. 67 St. Zip: 33147. Tel: OX 6-0033. Mgr.: Bob Beasley; Promo.

Mgr.: Stuart Van Durand.
Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.
Decca Dist. Corp., 2452 N.W. 77 Terr. Zip: 33147. Tel: 691-4816. Mgr.: Carmen LaRosa.
Labels: Decca, Coral, Brunswick, Berlitz, Colonial, Bert & I, Viva.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, kuleles (Decca).
Accessories: Decca.
Arthur Fulmer, 3445 N.W. Second Ave. Zip: 33127. Tel: 379-4702. Mgr.: Ken Miller.
Home office: Memphis, Tenn. (see for product distributed).
Handleman Co., 2346 N.W. 147 St., Opa Locka. Zip: 33054. Tel: 681-4618. Mgr.: Robert Bryan; Buyer: Lawrence Glaser.
Home office: Detroit, Mich.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.
Island Music Dists. Ltd., PO Box 748, Miami Springs. Zip: 33166. Tel: 666-3874. Mgr.: Ron Christopher.
Int'l home office: Bahamas.
Labels: Carib, Famo, Island Artists, Tropical, Westindy.
Cartridge 8-tr., cassette & open reel: Carib, Island Artists.
Tape playback equip.: Ampex, Capitol, Columbia, Copa, Crown, Mercury, Norelco, Ross.
Phonographs: Same as playback equip.
Musical instruments: Steel drums (Carib, Little Sparrow).
Liberty/UA Dist'g Corp.—Miami Branch, 561 N.E. 79 St., Suite 225. Zip: 33138. Tel: 751-1757. Mgr.: Paul Diaz; Promo.: Thomas Sgro.
Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Telespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Jazz.
Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).
M & M Recs. Dists. Inc., 501 W. 28 St., Hialeah. Zip: 33010. Tel: 887-4522, 888-5336. Pres.: Manuel J. Mato; Tape Mgr.: Melvin F. Noriega; Sales Mgr.: Enrique Reyes; Dir.: Milton Levison.
Branch: Tampa, Fla.
Cartridge 8-tr. & cassette: Gema, General, Kristal, Kubaney, Montilla, Puchito, Star, Velvet, Vergara.
Miami Recs. Dist'g Corp., 2819 N.W. Seventh Ave. Zip: 33127. Tel: 635-7925. Cable: MIAREC. Pres.: Carlos Diaz-Granados V; Promo.: Eugenio Garrote.
Labels: Discos Columbia, Fuentes, Miami.
Cartridge 8-tr.: Discos Fuentes. (SEE AD-VERTISEMENT)
Music Sales of Florida Inc., 2450 N.W. 77 Terr. Zip: 33147. Tel: 691-0340. Gen. Mgr.: Donald C. Smith; Mdsq. Mgr.: Robert W. Maurer; Promo.: Paul Mazotas.
Labels: Accent, Audio Fidelity, Audio Rarities, Boone, Caedmon, Canaan, Candide, Coliseum, Contemporary, Crescendo, Deram, Dixieland Jubilee, Dooto, Elektra, Fantasy, Fax, Flick City, GRT, Galaxy, Good Time Jazz, Hickory, International Artists, Karate, Laff, London, London Int'l, Living Language, Mainstream, Milestone, Mingus, Mira, Mr. G, Nonesuch, Parallax, Prestige, Project 3, RSVP, Riot, Sacred, Skye, Soma, Summit, Sword, Stereodiddies, Stereo Treasury, TRX, Take 6, Turnabout, Vox, Word.

Cartridge 8-tr. & cassette: Ampex, Capitol, Decca, Dooto, GRT, ITCC, NAL, Prestige, Stereo Tape, Word.
Open reel: Ampex, Capitol, Decca, GRT, ITCC, NAL, Stereo Tape.
Tape playback equip.: Automatic Radio, Belle Wood, David Clark, Denon, Eico, Fisher, Hitachi, Norelco, Philco-Ford, Telex, Viking.
Accessories: Amberg, Duotone, Le-Bo, Merzon, Recoton, Record Tree, Scene, Scotch, Stereoguard.
Musical Recs. Co., 780 W. 27 St., Hialeah. Zip: 33010. Tel: 887-2638. Pres.: Eliseo Valdes; Gen. Mgr.: Angel Tamargo.
Branches: Los Angeles, Calif.; New York, N.Y.; San Antonio, Tex.
Int'l branch: Puerto Rico.
Labels: Discuba, Eoo, Musart, Musidisc, Nilser, Peerless, Rex.
Cartridge 8-tr. & cassette: Discuba, Musart, Musidisc, Nilser, Peerless.
Cartridge 4-tr.: Discuba, Musart, Musidisc, Peerless.
Paramount Rec. Dists., 561 N.E. 79 St., Suite 221. Zip: 33138. Tel: 758-2581. Mgr.: Bernard Polakoff; Sales: Stephan Jack; Promo.: John Lewis.
Labels: Dot, Acta, Paramount, Steed.
Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).
Ramsa, 477 W. 27 St., Hialeah. Zip: 33010. Tel: 887-1391. Pres.: Galo Sabat.
Labels: Panart, Discomoda (Venezuela).
Sea Coast Appliance Dist. Inc., 3575 N.W. 60 St. Zip: 33165. Tel: 635-0951. Mgr.: J. W. Shockey; Promo.: L. Bushey, R. Garrett, P. Bell.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.
Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, Diamond, GNP Crescendo, Gamble, Poppy, White Whale.
Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.
Accessories: Head cleaners, carrying cases (RCA).
Tone Dists. Inc., 495 S.E. 10 Ct., Hialeah. Zip: 33011. Tel: 888-1685. Owners: Henry Stone, Milt Oshins; Mgr.: Dom Nonochito; Sales Mgr.: Dave Benjamin; Promo.: Milt Oshins, Pete Nashick, Andy Lane.
Labels: ABC, All Platinum, Alston, Amos, Amy, Atco, Atlantic, Bang, Bell, Cadet, Checker, Chess, Command, Dade, Dial, Diamond, Douglas, Duke, Dunhill, Evolution, Fame, GWP, Gamble, Gordy, Impulse, Jad, Jewel, Kapp, Kent, King, Laurie, London group, MGM, Mala, Marlin, Modern, Motown, Old Town, Original Sound, Paula, Probe, Reprise, Roulette, Scepter, Stax, Stereo Dimension, Straight, Tamla, Tangerine, Tetragrammaton, Tico, Tone Latino, Turntable, 20th Century-Fox, UA Latino, Uni, Vanguard, Verve, Volt, Wand, Warner Bros.-Seven Arts, Westminster.
Cartridge 8-tr.: Ampex, Warner Bros.-Seven Arts, Atlantic, Reprise, Atco, Motown, Tamla, Gordy.
Cartridge 4-tr. & cassette: Ampex.
United Rec. & Tape Inds. Inc., 9880 N.W. 77 Ave., Hialeah. Zip: 33012. Tel: 821-3100. Pres.: Allan Wolk; Sec'y-Treas.: Morton Marks.
Cartridge 8-tr.: Ampex, Capitol, Columbia, Mercury, Motown, Tamla.
Cartridge 4-tr.: Ampex, Capitol, Columbia.
Cassette: Ampex, Capitol.
Open reel: Ampex, Capitol, Columbia.
PlayTape: MGM (SEE ADVERTISEMENT)
Universal Rec'g & Dist. Corp., 170 W. 29 St., Hialeah. Zip: 33010. Tel: 888-7411. Pres.: Jose Serra; Sales, Mktg. & Promo. Mgr.: Frank Garcia.
Int'l branch: Puerto Rico.
Labels: Batey, Belfer, Kristal, Kubaney, Regio, Son-Art, Vergara.
Cartridge 8-tr. & cassette: Kubaney. (SEE AD-VERTISEMENT)

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• **ORLANDO (Area Code 305)**

Arthur Fulmer, 1415 N. Orange Ave. Zip: 32804. Tel: 241-5319. Mgr.: Dick Curle.
Home office: Memphis, Tenn. (see for product distributed).

• **TALLAHASSEE (Area Code 904)**

M & M Dists. Inc., Rt. 1, Box 31A. Zip: 32301. Tel: 224-4015. Owner: Mary M. Martin; Mgr.: Hugh A. Martin.
Labels: Abnak, Ambassador, Ashley, Big A, Canaan, Crescendo, Fun, Great, Hep, Judge's Chambers, K-Ark, Lanor, Little Darlin', Mark II, Out House, Pickwick, Rice, Sidra, Sing, Stop.
Cartridge 8-tr.: GRT, NAL.
Cartridge 4-tr.: Muntz.
Tape playback equip.: Belle Wood, Bowman, Muntz.
Accessories: Le-Bo.

• **TAMPA (Area Code 813)**

M & M Recs. Dists. Inc., 3010 Hudson St. Zip: 33605. Tel: 626-2660. Mgr.: Romeo Cesari.
Home office: Miami, Fla.
Labels: Gema, General, Kristal, Kubaney, Montilla, Puchito, Star, Velvet, Vergara.
Cartridge 8-tr. & cassette: Gema, Kubaney, Puchito, Velvet.



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Capitol Recs. Dist'g Corp., 1670 N.E. Freeway
Access Rd. Zip: 30329. Tel: 636-9407.

Labels: Capitol, Angel, Apple, Melodiya/Angel,
Seraphim, Crazy Horse, Fame, Harvest, In-
victus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol,
Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol.

Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).

Accessories: Needles (Duo-tone); Capitol.

Columbia Recs. Sales, 8 Executive Park West N.E.

Zip: 30329. Tel: 633-8806. Regional Mgr.: Don
Dempsey. (See Comstock Dist'g Co. for product
distributed)

Comstock Dist'g Co., 2201 Faulkner Rd. N.E. Zip:

30324. Tel: 634-6121. Owner: Ron Comstock;
Gen. Mgr.: Mike King; Sales Mgr.: Ron Sikes;
Promo.: Joe Casey.

Labels: Columbia, Epic, CBS, Date, Harmony,
Odyssey, Okeh, Crossroads, Ode, Immediate,
Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel:
Columbia, Date, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Ampex, Concord, Master-
work, Roberts, Tenna.

Phonographs: Masterwork.

Musical instruments: Guitars (Winston).

Accessories: Columbia.

Decca Dist. Corp., 2231 Faulkner Rd. N.E. Zip:

30324. Tel: 636-3028. Mgr.: Kent Ortman;

District Mgr.: Ed Russell.

Labels: Decca, Coral, Brunswick, London, Deram,
Caedmon, Berlitz, Standard Phono, Colonial,
Gold Star.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz,
Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca,
Coral, Brunswick.

Tape playback equip.: Decca.

Phonographs: Decca.

Musical instruments: Drums, organs, tambou-
rines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

Godwin Dist'g Co., 1270 Tacoma Dr. N.W. Zip:

30318. Tel: 351-5110. Pres.: Art Godwin; Gen.
Mgr.: Romeo Davis.

Labels: AGP, Amos, Amy, Banyan Tree, Bell,
Challenge, Chisa, Congress, Cotique, Dooto,
Douglas, Elf, Emarcy, Era, Event, Fantasy,
Fontana, Galaxy, Gamble, Goldwax, Gordy,
Gospel, Hickory, Hob, Jaclo, Jad, Kanwic, LHI,
LM, Laurie, Legrand, Limelight, Loma, MTA,
Mace, Mala, Mercury, Metromedia, Motown,
Musicland, Nassau, New Voice, Philips, Reprise,
Revue, Rust, Sacred, Savoy, Scepter, Shamley,
Sharp, Sidewalk, Smash, Soul, Steady, Tamla,
Together, Tower, Toddlin' Town, Turntable,
TRX, Uni, VIP, Wand, Warner Bros.-Seven Arts.

Cartridge 8-tr.: GRT, ITCC, Atlantic, Capitol,
Columbia, Decca, Dooto, Epic, Gordy, Gross,
Liberty/UA, Mercury, Motown, Philips, RCA,
Reprise, Smash, Soul, Tamla, Uni, Warner Bros.-
Seven Arts.

Cassette: GRT, ITCC, Atlantic, Capitol, Columbia,
Decca, Epic, Gordy, Liberty/UA, Mercury, Mo-
town, Philips, RCA, Reprise, Smash, Soul,
Tamla, Warner Bros.-Seven Arts.

Tape playback equip.: Belair, Craig.

Tape accessories: Caddies (Athena), black loaded
cassettes. (SEE ADVERTISEMENT)

Handleman Co., 1532 Stone Ridge Dr., Stone Moun-
tain. Zip: 30083. Tel: 938-9467. Mgr.: John
Langlois; Buyer: John Meskan.

Home office: Detroit, Mich.

Cartridge 4-tr., 8-tr., cassette & open reel:
All lines.

L & F Rec. Serv., 720 14 St. N.W. Zip: 30318. Tel:

875-5565. Owner: Jack Geldbart; Tape Mgr.
& Promo.: Alan Levenson.

Labels: RCA, Camden.

Cartridge 8-tr. Ampex, GRT, ITCC, Mercury,
Motown, NAL, RCA.

Cassette: Ampex, GRT, Mercury, Motown, RCA.

Accessories: Le-Bo.

Liberty/UA Dist'g Corp.—Atlanta Branch, PO Box
20175, Sta. N. Zip: 30325; 1184 Logan Circle
N.W. Zip: 30318. Tel: 355-9350. Mgr.: Bobby
Fisher; Promo.: Mike Martin, Ralph Whitsell.

Labels: Blue Note, Imperial, Liberty, Minit,
Solid State, Soul City, Sunset, Talespinners,
United Artists, UA Int'l, UA Latino, World
Pacific, World Pacific Jazz.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA
Stereo-Tape (includes Blue Note, Imperial,
Liberty, Minit, Solid State, Soul City, United
Artists, World Pacific, World Pacific Jazz).

Lou-Neita Dist'g Co., 3815 Main St., College Park.
Zip: 30337. Tel: 766-3641. Mktg. Dir.: Martin
C. Haley.

Labels: CPR, Jeff, Liberty, Lou-Neita, NRC,
New Horizon, Owl, Pickwick, RCA, United
Artists.

Cartridge 8-tr.: Liberty/UA, Lou-Neita, Pick-
wick, RCA, ITCC.

Cassette: Liberty/UA.

Accessories: Carrying cases, head cleaners, dis-
play racks (Liberty, RCA).

Main Line Recs., 1225 Logan Circle N.W. Zip:
30318. Tel: 351-4150. Mgr.: Chuck Huesman.
Home office: Cleveland, Ohio.

Labels: A&M, Athena, Blue Thumb, Command,
Elektra, Evolution, GRT, Golden, Heart Warm-
ing, Humorsonic, Independence, Mainline,
Maverick, Milestone, Nonesuch, Probe, Riot,
Milly Ross, Royal American, Stereo Dimension,
Up Front, VMC, Vegas, Venture, Verve, Verve/
Forecast, Vox group (Candide, Music Master,
Turnabout, Vox Box), White Whale.

Cartridge 8-tr.: A&M, Command, Elektra, Heart
Warming, ITCC, Riot, Verve, White Whale.

Cartridge 4-tr.: A&M, White Whale.

Cassette & open reel: A&M.

Paramount Rec. Dists., 1226 Zonolite Rd. N.E. Zip:

30306. Tel: 876-5731. Mgr.: Jim Wardlaw;

Promo.: Bob Wardlaw, John Mitchell.

Labels: Dot, Acta, Paramount, Steed.

Cartridge 8-tr. & cassette: Paramount Stereo
Tape (includes Dot, Acta, Paramount, Steed).

Sound Mktg. Inc., 2209 Faulkner Rd. N.E. Zip:

30324. Tel: 636-5971. Mgr.: George D. Jackson;

Tape Mgr.: Leonard D. Ward.

Labels: Alshire, Camden, Pickwick, Sunset,
Unart, Victrola.

Cartridge 8-tr.: Ampex, GRT, ITCC, NAL, Capitol,
Columbia, Decca, Liberty/UA, Mercury, Modern,
RCA.

Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz,
Columbia, Decca, Liberty/UA.

Cassette: Ampex, GRT, Capitol, Columbia, DGG,
Decca, Liberty/UA, Mercury, Modern, RCA.

Open reel: Ampex, GRT, Capitol, Columbia,
Decca, RCA, Stereo Tape.

Tape playback equip.: Belle Wood.

Musical accessories: Picks, straps (Le-Bo),
strings (Gibson).

Accessories: Blank tape (Ampex), carrying cases
(Amberg, Le-Bo), various accessories (Le-Bo,
RCA).

Southland Recs. Dist'g Co., 1073 Huff Rd. N.W. Zip:

30318. Tel: 351-4821. Pres.: Gerald Friedman;

Mgr.: Jack McIntyre; Sales Mgrs.: (singles)
Gwen Kesler, (albums) Bill Binkley; Promo.:
Larry King.

Labels: ABC, Abnak, Atco, Atlantic, Audio Book,
BT Puppy, Bang, Blue Rock, Bluesway, Buddah,
Cadet, Calla, Canaan, Chess, Checker, Crescendo,
Chart, Cotillion, Creed, Curtom, DGG, Dakar,
Diamond, Dictation Disc, Disneyland, Double
Shot, Duke, Dunhill, Dynamo, Impulse, Inter-
national Artists, Jamie/Guyden, Jewel, Jubilee,
Kama Sutra, Kapp, Kent, King, Living Language,
London group, MGM, Mainstream, Monument,

continued on page 122

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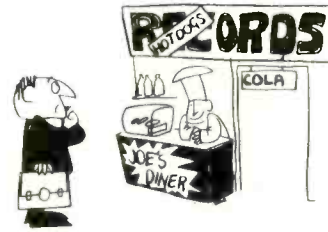
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Cartridge 8-tr. & cassette: All the above labels plus GRT, NAL, ITCC, Vivid Sounds.

PlayTape.
Tape playback equip.: Borg-Warner, Automatic Radio, Mayfair.

Phonographs: Symphonic.
Accessories: Amberg, Fidelitone, Freedman, Artcraft, Le-Bo. (SEE ADVERTISEMENT)

Stereo South, 2109 Faulkner Rd. N.E. Zip: 30324. Tel: 636-7716. Gen. Mgr.: Sam Wallace; Sales Mgr.: Lonnie Ray.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale.

Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.

Trend Rec'g & Dist'g Co., Inc., 1231A Collier Rd. N.W. Zip: 30318. Tel: 351-7357. Owners: Thomas E. Hodges, Lamar Keeter; Rec. Mgr.: Carlos Wakeford; Tape & Sales Mgr.: Holly Brannon; Promo.: Helen Little, Richard Brannon, Jerry Burke, Ben Burrus.

Labels: Stepping Stone, Trend; sub-distributor for Capitol, Columbia, Decca, Pickwick Int'l, RCA, Sonobeat, Stop.

Cartridge 8-tr.: Stepping Stone, Trend; sub-distributor for Capitol, Columbia, Decca, Pickwick Int'l, RCA, Stop.

• **CLARKESVILLE (Area Code 404)**

Clarkesville Rec. Sales Co., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Rosetty.

Cartridge 8-tr.: ITCC, NAL, Jubilee, Laff, Pickwick.

Cartridge 4-tr.: ITCC, Laff, Pickwick.
Cassette: NAL, Jubilee, Pickwick.

Open reel: ITCC, NAL.
Tape playback equip.: MGM.

Musical instruments: All lines.
Accessories: All lines.

• **SAVANNAH (Area Code 912)**

Southeast Georgia Parts Inc., 4111 Bull St. Zip: 31405. Tel: 233-6653. Pres.: Robert T. Mitchell; Mgr.: Perry Tatum; Sales Mgr.: Phillip Stevenson.

Cartridge 8-tr.: Capitol, Columbia, Decca, Dooto, ITCC, Jubilee, Liberty/UA, Mercury, Paramount Stereo Tape, Pickwick, RCA, Skylite, Spar, Word.

Cassette: Capitol, Columbia, ITCC, Mercury.

PlayTape.
Tape playback equip.: Automatic Radio, Tenna (Ranger), Car Tapes.

Tape accessories: Speakers (Adler, Sparkomatic, Arkay), caddies (Le-Bo, Amberg, Kustom-Fit).

HAWAII

• **HONOLULU (Area Code 808)**

Craig Corp., 620 Coral St. Zip: 96813. Tel: 538-6771. Mgr.: Carl Smith; Sales Mgr.: Masao Tanaka.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Craig, Masterwork.
Phonographs: Masterwork.

Eric of Hawaii Inc., 2071 S. Beretania St. Zip: 96814. Tel: 946-6522. Owner: Irv Pinensky; Mgr. & Promo.: Emil Sabate.

Labels: ABC, Buddha, Dunhill, Elektra, Impulse, MGM, Pickwick, Reprise, Skye, United Artists, Tetragrammaton, Verve, Warner Bros.-Seven Arts.

Cartridge 8-tr., 4-tr., cassette & open reel: ABC, Dunhill, Elektra, MGM, Pickwick, Reprise, Skye, Verve, Warner Bros.-Seven Arts.

Galaxie Music Ent's., 1243 Heulu St. Zip: 96822. Tel: 536-9456. Cable: GALMUS. Owner & Mgr.: Alan Reed.

Label: ESP-Disk'.
K & A Dist's., 2320-A S. King St. Zip: 96814. Tel: 941-4485. Mgr. & Promo.: Bill Murata.

Cartridge 4-tr., 8-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca.
Phonographs: Decca.

Musical instruments: Decca.
Accessories: Decca.

Kona-Kai Dist'g, PO Box 2135. Zip: 96815. Tel: 531-6118. Owner: Don McDiarmid Jr.

Labels: Hula, Surfside.
Cartridge 8-tr. & open reel: Hula, Surfside.

Musical instruments: Ukuleles (Kamaka).

Microphone Music Co., 2077 S. Beretania St. Zip: 96814. Tel: 946-1488. Owner & Mgr.: Ken Kaisawa; Promo.: Paul Fujii.

Labels: Atco, Atlantic, Cadet, Checker, Chess, Disneyland, Dot, Duke, Four Corners of the World, Golden, Jamie, Josie, Jubilee, Kapp, Kent, Living Language, Monument, Ranwood, Roulette, Scepter, Stax, Tower, Vault, Volt, Wand.

Cartridge 8-tr.: Atco, Atlantic, Dooto, GRT, Jubilee, Kapp, Paramount Stereo Tape, Scepter, Stax.

Cartridge 4-tr.: GRT.
Cassette: Dooto, GRT, Jubilee.

Open reel: GRT.
Accessories: Head cleaners, blank cartridges (Le-Bo).

Music Craft Dist's. of Hawaii Ltd., 636 Queen St. Zip: 96813. Tel: 533-1223. Owner: Walter Y. Kurokawa.

Labels: Bell, Blue Note, Blue Rock, Command, Emarcy, Folkways, Fontana, Grand Award, Hickory, Jad, King, Laurie, Limelight, Mala, Mercury, Monitor, New Voice, Original Sound, Philips, Philly Groove, Plantation, Prestige, Project 3, Pulsar, SSS Int'l, Smash, Starday, TRX, Tradewinds, Vanguard, Westminster.

Cartridge 8-tr.: Fontana, King, Limelight, Mercury, Original Sound, Philips, Project 3, Smash.

Cassette: Fontana, Limelight, Mercury, Original Sound, Philips, Smash.

Nylen Bros. & Co. Ltd., 820 S. Beretania St. Zip: 96813. Tel: 538-1171. Pres.: William Nylen; Sales Mgr.: Ed Nielson.

Labels: A&M, Audio Fidelity, Aura, Blue Thumb, Caedmon, Contemporary, Dolton, Era, Fantasy, Good Time Jazz, Gordy, Hi Fi, Imperial, Lani, Liberty, Makaha, Motown, Music Minus One, Pace, Pacific Jazz, Soul, Soul City, Sunset, Tamlia, Uni, White Whale, World Pacific.

Cartridge 8-tr.: A&M, Fantasy, ITCC, Liberty/UA, Motown.

Cartridge 4-tr.: A&M, Fantasy, ITCC, Liberty/UA.

Cassette: A&M, Fantasy, Liberty/UA.

Open reel: A&M, Greentree, American Airlines.

Tape playback equip.: Automatic Radio, Lear Jet, Standard, Voice of Music.

Radio-Television Corp. Ltd., 432 Keawe St. Zip: 96813. Tel: 533-2901, 536-4416. Pres.: Roy R. Bright; Mgr. & Promo.: Hector H. Venegas.

Labels: Alfred, Calendar, Camden, Chart, Colgems, Coliseum, Deram, Hi, Kamokila, London, London-American group, Mele O' Hawaii, Mothers, Parrot, phase 4, Poppy, Press, RCA, Richmond, Sire, Stanyon, Victrola.

Cartridge 8-tr.: RCA, Buena Vista, Calendar, Camden, Chart, Colgems, Diamond, GNP Crescendo, Gamble, Latin Columbia, Poppy, Prestige, White Whale.

Cassette: RCA.

Open reel: RCA, Camden, Colgems, Calendar.
Tape playback equip.: RCA.

Phonographs: RCA.
Tape accessories: Blank loaded tape, carrying cases, head cleaners (RCA).

Surfside Hawaii Inc., 1412 Colburn St. Zip: 96817. Tel: 870-855. Pres.: C. Robert Clarke; Promo.: M. E. Laris.

Labels: Angel, Apple, Capitol, Cap-Latino, Hana-Ho, Lehua, Melodiya/Angel, Seraphim.

Cartridge 8-tr., cassette & open reel: Apple, Angel, Capitol, Melodiya/Angel.

Tape playback equip.: Capitol.
Phonographs: Capitol.

ILLINOIS

• **CANTON (Area Code 309)**

Curtis Engineering Stereo Village, 661 N. Main St. Zip: 61520. Tel: 647-3744. Owner & Buyer: William A. Curtis.

Cartridge 8-tr.: Capitol, Columbia, Decca, Dooto, Double Shot, Epic, GRT, Liberty/UA, MGM, Modern, Pickwick, Stereo Village.

Cartridge 4-tr.: Columbia, Decca, Dooto, Double Shot, Epic, GRT, Liberty/UA, MGM, Modern, Muntz, Pickwick, Stereo Village.

Cassette: Capitol, Columbia, Decca, Double Shot, GRT, Liberty/UA, MGM, Modern.

Tape playback equip.: Automatic Radio, Kraco, Masterwork Muntz.

Accessories: Head cleaners, connecting cables, adapters (Audiotex); tuners (GW).

• **CHICAGO METROPOLITAN AREA (Area Code 312)**

All Tapes Dist'g Inc., 2623 N. Pulaski Rd. Zip: 60639. Tel: 342-6600. Owners: Edward Yalowitz, Kent Beauchamp; Mgr.: Richard Kudolla; Sales Mgr.: Ray Neal; Buyers: Fred Levin, Dave Remedi.

Cartridge 8-tr.: A&M, Ampex, Capitol, Columbia, Decca, GRT, Liberty/UA, Mercury, Motown, RCA, Word.

Cassette: A&M, Ampex, Capitol, Columbia, Decca, GRT, Liberty/UA, Mercury.

Open reel: A&M, Ampex, Capitol, Columbia, Decca, GRT, Liberty/UA, RCA, Stereo Tape.

Tape playback equip.: Borg-Warner.

Tape Accessories: Demagnetizers, display racks, head cleaners (Ampex, Reoton); empty reels (Ampex). (SEE ADVERTISEMENT)

Allstate Rec. Dist'g Co., 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Pres.: Paul J. Glass; Exec. VP: Lee Howard; VP Purchasing: Don Micelli; Promo.: Cy Gold.

Labels: Atlantic, Cadet, Checker, Chess, Crescendo, Gordy, Jamie, King, Motown, Musicor, Paula, Plantation, Roulette, Stang, Starday, Stax, Twinight, USA.

K. O. Asher, 7818 S. Stony Island Ave. Zip: 60649. Tel: RE 1-1741. Mgr.: K. O. Asher; Promo.: Rayburn Flerlage.

Labels: Alecto, Apon, Archive of Folk Music, Arhoolie, Asch, Bartok, Belzona, Blues Classic, Borda, Bornand, Broadside, CMS, Caedmon, Cambridge, Cavalier, Changes, Classic Edition, Composers, Connoisseur, Conversaphone, Desto, Dover, Dyer-Bennet, Eфом, Enrichment, Ephram, Eterna, Euphonic, Experiences Anonymes, Festival, Folk-Legacy, Folk-Lyric, Folkways/Scholastic, GHB, GMS, GWM, Golden Crest, Harmony, Haydn Society, Helios, Historical Jazz, Jazz Crusade, Jazology, Lyricrichard, MMO, Melodeon, Mirro, Monitor, Motivation, Music Guild, Music Library, Music Minus One, Nina, Nobility, Norsemen, Old Timey, Olympic, Original Jazz, Pathway, Piedmont, Playhouse, Proscenium, Qualiton, RBF, River Boat, Rutgers University, Scandinavian, Shakespeare Rec'g Society, Solo, Southland, Spire, Spivey, Spoken Arts, Spoken Word, Takoma, Testament, Theatre Master Works, Tradition, Turnabout, Virtuoso, Vocab, Voix de L'Auteur, Vox, Westminster, World Library of Sacred Music, Yazoo.

Cartridge 8-tr.: Caedmon, Monitor, Nina.

Cartridge 4-tr.: Monitor.

Cassette & open reel: Caedmon, Monitor, Spoken Arts.

Atlas-Rand Corp., 3770 W. Pratt Ave. Zip: 60645. Tel: 679-4680. VP Sales: Jim Cartagno.

Home office: See New York, N.Y. (see for product distributed).

Balkan Music Co., 6917 W. Cermak Rd., Berwyn. Zip: 60402. Tel: GU 4-6436. Owner: Slavco A. V. Hlad.

Branch: Pittsburgh, Pa., Balkan Rec. Dist's.

Labels: Balkan Int'l, Czech, Greyko, Heritage.

Capitol Recs. Dist'g Corp., 6401 Gross Point Rd., Niles. Zip: 60648. Tel: 647-8338.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol.
Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone); Capitol.

Car Tapes Inc., 320 W. Ohio St. Zip: 60610. Tel: 943-5158. Cable: CARTA. Pres.: James LeVitus;

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VP Sales: Edwin A. Swire; Opns. Mgr.: Gene Becker.
 Branch: Los Angeles, Calif.
 Cartridge 4-tr., 8-tr. & cassette: All lines.
 Tape playback equip.: CarTape.
 Tape Accessories: Blanks (CarTape); head cleaners, demagnetizers, carrying cases, storage channels, dust covers, maintenance kits.

Columbia Recs. Sales, 5404 W. Touhy Ave., Skokie. Zip: 60076. Tel: 463-0900. Sales Mgr.: Mert Paul; Audio Sales Mgr.: Steven Lesley; Promo. Mgrs.: Frank Rand, John Galobich; Midwestern Div. Regional Mgr.: Herb Dale.
 Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
 Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
 Tape playback equip.: Masterwork.
 Phonographs: Masterwork.

Decca Dist. Corp., Mandel-Lear Bldg., 425 N. Michigan Ave. Zip: 60611. Tel: DE 7-1100. Mgr.: A. Weiner.
 Labels: Decca, Coral, Brunswick, Berlitz, Standard Phono, Colonial, Bert & I, Gold Star.
 Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
 Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
 Tape playback equip.: Decca.
 Phonographs: Decca.
 Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
 Accessories: Decca.

Garmisa Dist'g, 120 N. King St., Elk Grove Village. Zip: 60007. Tel: 439-9700. Owner: Leonard R. Garmisa; Gen. Mgr.: Robert Garmisa; Sales Mgr.: Hy Silverman; Promo.: David Corarito, Larry Payton.
 Labels: ABC, Bluesway, Command, Dunhill, Grand Award, Impulse, Ranwood, Riverside, Tangerine, 20th Century-Fox.

Handleman Co., 3477 Touhy Ave., Lincolnwood. Zip: 60645. Tel: 583-0770. Mgr.: Hal Scovill; Buyer: Ida Weil.
 Home office: Detroit, Mich.
 Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Liberty/UA Dist'g Corp.—Chicago Branch, 1550 S. State St. Zip: 60605. Tel: 225-2929. Opns. Mgr.: Vincent Orlando; Promo.: Wayne Juhlin, Lou Stewart.
 Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.
 Cartridge 4-tr., 8-tr. & cassette: Liberty/UA

Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

London Recs. Midwest Dist'g Corp., 2419 S. Michigan Ave. Zip: 60616. Tel: 842-4440. Rec. & Sales Mgr.: Mel Kahn; Tape Mgr.: Stan Meyers; Promo.: Sam Cerami, Erwin Barg.
 Home office: New York, N.Y., London Rec. Dist'g Corp.
 Labels: London, Coliseum, Deram, Hi, Monument, Parrot, Pickwick, Press, Sire, Vanguard.
 Cartridge 8-tr. & cassette: All lines.
 Tape playback equip.: Borg-Warner, Mercury.
 Tape Accessories: Blank 8-tr. cartridges & cassettes (Le-Bo).

M S Dist'g Co., 1550 S. State St. Zip: 60605. Tel: 225-2929. Pres.: Mill Salstone; VP & Gen. Mgr.: Vic Faraci; Tape & Sales Mgr.: Ralph Kick; Promo.: Bob Destocki, James Bryant.
 Labels: Amos, Bell, Challenge, Dore, Elektra, Forward, Four Corners of the World, Fraternity, GWP, Independence, Kapp, Laurie, Legrand, Loma, MTA, Money, Redd Foxx, Reprise, Tower, Uptown, Warner Bros.-Seven Arts.
 Cartridge 8-tr.: Adell, Elektra, Kapp, Reprise, Warner Bros.-Seven Arts.
 Cartridge 4-tr. & cassette: Elektra, Reprise, Warner Bros.-Seven Arts.
 PlayTape.

Merrec Dists. Inc., 540 N. Lake Shore Dr., Rm. 314. Zip: 60610. Tel: 329-9161. Mgr.: Ralph Schroeder.
 Labels: Mercury, Philips, Smash, Fontana, Limelight, Blue Rock, Emarcy, Wing, Playcraft, Childcraft, Pulsar, Gregar, Virtue, Peachtree, Wayside.
 Cartridge 8-tr. & cassette: Mercury, Philips, Smash, Fontana, Limelight.

Metro Rec. Dists., 1112 S. Wabash. Zip: 60605. Tel: 341-0660. Mgr.: Irv Rothblatt.
 Home office: New York N.Y.
 Labels: Buddha, Curtom, DGG, Harbour, Heliodor, Heritage, Hot Wax, Kama Sutra, Living Language, MGM, Original Sound, Project 3, Royal American, T-Neck, Venture, Verve, Verve/Forecast.
 Cartridge 4-tr., 8-tr. & cassette: DGG, Kama Sutra, MGM, Original Sound, Project 3, Verve.

Mr. T's Volume Rec. Sales, 1729 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum; Sales Mgr.: Johnny Johnson.
 Distributes: Cut-outs, overstocks, promotional material.

National Educational Servs., 413 S. Second, Libertyville. Zip: 60048. Tel: 362-0122. Pres.: Charles Suber.
 Labels: Award, Berklee, Coronet, Folkways,

Golden Crest, Music Minus One, Sounds-for-Success.

Pan American Recs. Inc., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Owner: M. S. Frankel. Labels: ARV, Ansonia, Azteca, Bego, Bernal, Borinquen, Bravo, Bronco, Buena Suerte, CBS, Cap-Latino, Chico, Colonial, Cometa, Cotique, Cri Cri, DLV, Del Valle, Disco Grande, Discos Columbia, Discuba, Eco, El Pato, El Zarape, Falcon, Firma, Fuentes, Hurrricane, Ibo, Ideal, Impacto, KeyLoc, Lira, Magda, Marsol, Mex-Melody, Miami, Montilla, Musart, Muscor, Norteno, Nuevo, ORO, Odeon, Orfeon, Peerless, Primovox, Rex, Sombrero, Son-Art, Sonolux, Sunflow, Tear Drop, Tomi, Tropical, Velvet, ZAZ.
 Cartridge 4-tr. & 8-tr.: Bego, CBS, Del Valle, Discuba, Falcon, KeyLoc, Musart, Norteno, Orfeon, Sombrero, El Zarape.
 Cassette: Musart.
 Tape Accessories: Head cleaners (Audio Physics).

Paramount Rec. Dists., 6643 Howard St., Niles. Zip: 60648. Tel: 647-0464, 775-6840. Mgr.: Dick Masters; Promo.: Dan Schneider.
 Labels: Dot, Acta, Paramount, Steed.
 Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).

Royal Disc, 2623 N. Pulaski Rd. Zip: 60639. Tel: 342-6600. Owners: Edward Yalowitz, Kent Beauchamp; Mgr.: Rich Kudolla.
 Labels: Amaret, Atco, BT Puppy, Bang, Blue, Event, Fame, International Artists, Josie, Jubilee, PIP, Pete, Polydor, Pompeii, RPR, SGC, Shout, Steel Town, Sundown, Time, Vortex, Westbound (SEE ADVERTISEMENT)

Ruby Sales 4038 W. Armitage Ave. Zip: 60639. Tel: 276-5484. Owner: Reuben W. Lawrence.
 Distributes: Cut-outs, promotional material.

Santo, 64 E. Van Buren St. Zip: 60605. Tel: WE 9-7188.
 Labels: KM, Klime.

Selected Tape & Rec. Co., 120 King St., Elk Grove Village. Zip: 60007. Tel: 439-9200. Owners: H. Beckerman, Leonard R. Garmisa; Tape & Sales Mgr.: Mickey Siegel.
 Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.
 Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, Gordy, ITCC, Liberty/UA, Mercury, Motown, NAL, RCA, Tamla.
 Cartridge 4-tr.: Ampex, Capitol, Columbia, Decca, GRT, Gordy, ITCC, Liberty/UA, Mercury, Motown, Muntz, Tamla.
 Cassette: Ampex, Capitol, Columbia, Decca, Liberty/UA, RCA.
 Accessories: Racks & carrying cases (Le-Bo), raw tape (3M).

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(312) 342-6600

continued

Summit Dists. Inc. 7447 N. Linder Ave., Skokie, Zip: 60076. Tel: 677-1621. Owners: Jack White, Seymour Greenspan; Tape & Sales Mgr.: Harold Davis; Promo.: Bud Stebbins, Charles Deek Atkins.

Branch: Cincinnati, Ohio.
Labels: A&M, Ashley, Athena, Audio Fidelity, Avenue South, Blue Thumb, Boo, Calla, Celebrity Circle, Chart, Congress, Contemporary, Dearborn, Delmark, Disneyland, Double Shot, Duo, Era, Evolution, Fania, Fantasy, Fidelity Sound, Fiesta, Galaxy, Ganim, Giant, Golden, Good Time Jazz, Great, Hickory, IRC, K-Ark, LHI, Little Darlin', Mainstream, Metromedia, Mobile Fidelity, Music Disc, Musictown, Nugget, Parallax, Request, Revue, Shamley, Skye, Soma, Songee, Soul Clock, Spar, Stereoditties, Stop, Straight, TRX, Uni, Up Front, Uptite, Vault, Vent, Vista, VMC, White Whale, Whiz, Zodiac.
Cartridge 8-tr.: A&M, Audio Fidelity, Disneyland, Double Shot, Era, Fantasy, Fiesta, Little Darlin', Double Shot, Era, Fantasy, Fiesta, Little Darlin', Metromedia, Music Disc, Skye, Vault, White Whale.

Cartridge 4-tr.: A&M, Double Shot, Era, Fantasy. Cassette: A&M, Audio Fidelity, Disneyland, Double Shot, Era, Fantasy, Little Darlin', Skye, Vault, White Whale.
Open reel: A&M, Audio Fidelity, Fantasy. (SEE ADVERTISEMENT)

Tape Dists. of America, 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Owner: Paul J. Glass; Exec. VP: Lee Howard; VP Sales: Morton A. Ohren; VP Ops.: Jack Krug.

Cartridge 4-tr., 8-tr. & cassette: All lines. Tape playback equip.: Ampex, Capitol, Mayfair, Tenna, Borg-Warner, Ross, Peerless, Mercury, AIWA.
Tape accessories: Le-Bo, Auto Butler, Case-maker, Claricon, Amberg, GW, Rosewood.

Taylor Electric Co., 3553 W. Peterson Ave. Zip: 60645. Tel: 588-2729. Mgr.: Charles Schroeder. Home office: Milwaukee, Wis. (see for product distributed).

United Recs. Dists. Inc., 1827 S. Michigan. Zip: 60616. Tel: 225-6605. Owner: Ernest Leaner; Rec. Mgr.: Billy Leaner; Tape Mgr.: Phyllis White; Sales Mgr.: Mike Allen; Promo.: Leroy Phillips, Tony Leaner, Frank Chapman.
Labels: Abet, Backbeat, Banyan Tree, Bashie, Bay Sound, Bunky, Calla, Carnival, Cotillion, Crajon, Crescent, Dakar, DeLuxe, Duke, Dynamo, E&C, Emase, Excello, Gamble, Halo, Hob, Kent, Magic Touch, Moira, Nashboro, Nassau, Pavilion, Peacock, Revilot, Riceland, Savoy, Scepter, Sil-

ver Fox, Soul, Sound Stage 7, Speed, Steady, TWS, Tamla, Toddlin' Town, Volt.
Cartridge 8-tr. & cassette: Motown, GRT, ITCC, Livingston, Modern, Ampex.
Cartridge 4-tr.: Motown.
Tape playback equip.: Craig.
Phonographs: Craig.
Accessories: Blank tape cartridges, speakers, microphones, tuners (Craig). (SEE ADVERTISEMENT)

Universal Music Mdsrs. Inc., 9047 N. Terminal, Skokie. Zip: 60076. Tel: 965-1810. Pres.: Joe Weiss; VP Mdsrg.: Betty Andrews.
Cartridge 8-tr. & cassette: All lines.
Tape playback equip.: Belle Wood.
Accessories: Le-Bo; carrying cases (Amberg), needles (Pfanstiehl).

INDIANA

• DECATUR (Area Code 219)

Midwest Dists., 138 N. Second St. Zip: 46733. Tel: 724-2066. Owner: Walt Ostermeyer; Tape Div. Mgr.: Dolores Harker.

Cartridge 8-tr.: Capitol, Columbia, GRT, ITCC.
Cartridge 4-tr.: Columbia, GRT, ITCC.
Cassette: Capitol, Columbia, GRT.

• FORT WAYNE (Area Code 219)

Car-Tape Dists. Inc., 211 E. State St. Zip: 46805. Tel: 484-2922. Owner, Sales & Promo. Mgr.: Robert W. Carteaux; Rec. Mgr.: Jane Witte; Tape Mgr.: Larry Radke.

Labels: A&M, Buddha, Camden, Canaan, Capitol, Columbia, Decca, Dooto, Elektra, Epic, Fiesta, Gordy, Gross, Heart Warming, Jad, Jubilee, Liberty, Mercury, Motown, Musicor, Philips, RCA, Ranwood, Reprise, Sacred, Savoy, Scepter, Sing, Smash, Soul, United Artists, Warner Bros.-Seven Arts, White Whale, Word.
Cartridge 8-tr.: Ampex, GRT, ITCC, A&M, Berlitz, Canaan, Capitol, Columbia, Decca, Dooto, Epic, Fiesta, Gross, Jubilee, Liberty/UA, MGM, Mercury, Modern, Motown, RCA, Savoy, Sentry, Sing, Word, Heart Warming, Warner Bros.-Seven Arts, Reprise, Verve.
Cartridge 4-tr.: Ampex, GRT, ITCC, A&M, Capitol, Columbia, Decca, Dooto, Epic, Liberty/UA, MGM, Mercury, Motown, Muntz, Warner Bros.-Seven Arts, Reprise, Verve.
Cassette: GRT, ITCC, A&M, Capitol, Columbia, Decca, Liberty/UA, MGM, Mercury, Reprise, Verve, Warner Bros.-Seven Arts.

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1827 South Michigan Avenue

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(Area Code: 312) 225-6605

Tape playback equip.: Craig, Belle Wood, Roberts.

Phonographs: Consoles (Crest).

Tape accessories: Tuners (G&W), caddies (Le-Bo), converters (Midland), head cleaning cartridges (Channel Mktg.).

Tri-State Dists. & Serv. Co., 3434 Broadway. Zip: 46807. Tel: 744-5607. Pres. & Rec. Mgr.: Phil Ostermeyer; Tape & Sales Mgr.: Kayla Spillson; Promo.: Susan Collier, Shirley Kopal.
Labels: ABC, ARV, Accent, All Star, Alto, Angeltone, Archway, Arrawak, Art, Arvee, Atlas, Avenue, Ballad, Bandbox, Baton, Bay Uke, Bee, Beltone, Black Gold, Boxer, Bronze, Buddy, Bullseye, C&M, Campus, Canary, Capa, Cardinal, Cavern, Celebrity Circle, Chattahoochie, Chroma, Chytowns, Cimarron, Clare, Colt, Commerce, Contour, Country World, Crest, Crossfire, De-Lite, Debby, Delden, Desert, DiVenus, Dome, Domino, Ebb, Emerald, Empire, Enterprise 13, Fabbri, Fax, Film City, Flick, Flo-Jo, Ford, Gass, General American, Glenolden, Golden World, Gordy, Harvard, Hit, Hudson, Hugo, Injun, Jalap, Jamie, Jessup, Kasmu, Kean, Kenco, Las Vegas, Lincoln, Linjo, Lucky Four, Major, Marvello, Mayhams, Mecca, Millage, Miracle, Moon, Mosrite, Motif, Motown, Music Factory, N-Joy, Neptune, Orbit, Peacock, Petal, Plato, Pony, Presta, RSVP, Rae-Cox, Ram, Rebel, Reena, Reno-Smile, Rimrock, Ro-Ark, Road, Roadrunner, Robbins, Rondolett, Sabine, Sabre, Sage, Sand, Scoloron, Serand, Shalomar, Shee, Silver Seal, Sims, Sir, Skylite, Spirit, Starday, Steady, Sylvania, Tamla, Tampa, Taylor, Twilight, Vanity, Variety, Vita, Wagner, Way-Out, Wayside, Wedge, Wells-DeSett, Westport.
Cartridge 4-tr.: Modern, Pickwick.
Cassette: Pickwick, Playmate.
Open reel: Command.
Tape playback equip.: Lear Jet, Modern, Stradivaro.

• INDIANAPOLIS (Area Code 317)

Arthur Fulmer, 25 W. Ninth St. Zip: 46204. Tel: 635-2504. Mgr.: Jerry Kuhns.
Home office: Memphis, Tenn. (see for product distributed).

Sound Classics Inc. (sub. of Associated Dists. Inc.), 33 W. Ninth St. Zip: 46204. Tel: 634-2591. Owner: L. E. Randle; Mgr.: Lynne D. Jenks; Promo.: Larry Blake.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, Audio Fidelity, Buena Vista, Disneyland, Holiday Inn, Kapp, King, Living Language, Ranwood, Starday.
Cartridge 8-tr.: Ampex, GRT, ITCC, RCA; sub-distributor for all other lines.
Cassette: RCA; sub-distributor for all other lines.
Open reel: RCA, Camden, Calendar, Colgems; sub-distributor for all other lines.
Tape playback equip.: Automatic Radio, Borg-Warner, Craig, Lear Jet, Mercury, Muntz, Ross.
Accessories: Cases (Amberg, Le-Bo); racks (Holly).

Wholesale Rec. & Tape Sales, 1312 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Owner & Mgr.: Don A. Gobrecht; Promo.: (R&B) Betty Robinson, (Country) Madeline Smith, (Pop) Don Gobrecht.
Distributes: R&B labels; sub-distributor for all labels.
Cartridge 8-tr. & cassette: Sub-distributor for all lines.

• RICHMOND (Area Code 317)

Airtown, PO Box 973, 723 N. 10 St. Zip: 47374. Tel: 966-6135. Owner: Tommy Wills; Sales Mgr.: John Rettig; Mgr.: Stan Back.
Labels: Airtown, Audio Fidelity, Cadet, Carnival, Checker, Chess, Compass, Crown, Custom, Dana, Dooto, Faith, Gamble, Gregory, Jewel, Murco, Panda, Pathway, Paula, Robin Hood, Ronn, Sing, Skylite, Star, T-3, Terry, United.
Cartridge 8-tr.: GRT, NAL.
Cartridge 4-tr. & cassette: GRT.
PlayTape.
Open reel: GRT.

IOWA

• DES MOINES (Area Code 515)

A B C Rec. & Tape Sales Corp. (formerly Major Rec. Corp.), 1520 Walnut St. Zip: 50309. Tel: 288-7001. Owner: Jack Silverman; Tape Mgr. & Buyer: Lu Hummell.
Regional branch: Kansas City, Mo.
Home office: Seattle, Wash.
Cartridge 4-tr., 8-tr. & cassette: All lines.

KENTUCKY

• CAMPBELLSVILLE (Area Code 502)

Central Electronics, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner: Randall B. Herron.
Labels: Christian Faith, Design, Heart Warming, Hilltop, Little Darlin', Pickwick/33, Sing, Sky-

lite, Songs of Faith, Stateswood, Temple, Up Front.

Cartridge 8-tr.: ITCC, NAL, Pickwick, Skylite.

Cartridge 4-tr.: ITCC, NAL, Pickwick.

Cassette: ITCC, NAL.

Open reel: ITCC, NAL, Stereo Tape.

Tape playback equip.: Stradivario, Major, Arthur Fulmer, Juliette.

Phonographs: Symphonic, Major, Delmonico, Victor.

Record accessories: Spindles (BSR); needles, cartridges (Electro-Voice).

Tape accessories: Channel Mktg.

• LOUISVILLE (Area Code 502)

Arthur Fulmer, 950 S. Third St. Zip: 40203. Tel: 584-0263. Contacts: Fletcher Seymour, Mr. Leslie Rushing.

Home office: Memphis, Tenn. (see for product distributed).

Handleman Co., 4500 Louisville Ave. Zip: 40209. Tel: 361-1336. Mgr.: Fred Cartter; Buyer: Douglas Kirkness.

Home office: Detroit, Mich. (see for product distributed).

Kincheloe Radio Serv. Inc., 830 S. First. Zip: 40203. Tel: 585-5126. Pres.: Billy Douglas.

Cartridge 8-tr. & cassette: Ampex, Capitol, Columbia, Decca, Liberty/UA, Mercury.

Tape playback equip.: Motorola.

Tape accessories: Head cleaners (Capitol); carrying cases (Amberg).

LOUISIANA

• NEW ORLEANS (Area Code 504)

All South Dist'g Corp., 1924 Lafayette St. Zip: 70113. Tel: 522-1157. Pres. & Mgr.: Henry J. Hildebrand Jr.; Tape Mgr.: Elmo Sonnier; Promo.: Ken Reuther.

Labels: ABC, A&M, After Hours, Amos, Arctic, Backbeat, Blue Thumb, Bluesway, Caedmon, Canadian American, Challenge, Command, Congress, Cotique, Diamond, Dooto, Duke, Dunhill, ESP-Disk, Era, Excello, Fantasy, Folkways, Fontana, Four Corners of the World, Gateway, Golden, Gordy, Ha-Ha, Half & Half, Heliodor, Hi, Hilltop, Hob, Impact, Impulse, Index, Jamie, Jerden, Jin, Kama Sutra, Kapp, King, La Louisianne, Leo, Limelight, Loma, London American group, MGM, Mace, Mercury, Metro, Monument, Motown, Musicor, Nashboro, Original Sound, Parrot, Peacock, Phil-L.A. of Soul, Philips, Plantation, Press, Pricewise, Probe, Reprise, Riot, SSS Int'l, Savoy, Scepter, Sing, Skylite, Smash, Songs of Faith, Soul, Sound Stage 7, Sunset, Swallow, Tamla, Tangerine, Tear Drop, Tetragrammaton, Tribe, 20th Century-Fox, VIP, VMC, Vanguard, Verve, Verve/Forecast, Wand, Warner Bros.-Seven Arts, White Whale.

Cartridge 8-tr.: Ampex, GRT, ITCC, A&M, Capitol, Columbia, Decca, Dooto, Fontana, Gordy, Motown, Mercury, Philips, RCA, Reprise, Smash, Soul, Tamla, Warner Bros.-Seven Arts.

Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz, A&M, Columbia, Decca, Dooto.

Cassette: Ampex, GRT, A&M, Capitol, Columbia, Decca, Dooto, Mercury.

PlayTape.
Open reel: Ampex, GRT, A&M.
Tape playback equip.: Auto-Sonic, Belair, Belle Wood, Craig, Mastercraft, Muntz, Ranger, Webcor.

Accessories: Le-Bo.

Columbia Recs. Sales, John Hancock Bldg., St. Charles Ave. at Lee Circle. Zip: 70130. Tel: 524-4546. Sales Mgr.: Bill Shaler; Audio Sales Mgr.: Bert Cass; Promo. Mgr.: Dave Ezzell.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Masterwork.

Phonographs: Masterwork.

Decca Dist. Corp., 8135 Earhart Blvd. Zip: 70118. Tel: 486-6026. Mgr.: Stan Layton.

Labels: Decca, Coral, Brunswick, Vocalion, London, Deram, Richmond, Elektra, Berlitz, Standard Phono, Colonial, Nonesuch, Viva, Bravc.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Elektra, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca.

Phonographs: Decca.

Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

Delta Rec. Dist'g Co. Inc., 1023 Baronne St. Zip: 70113. Tel: 525-7104. Mgr.: Gene Burley; Promo.: Bob Robin.

Labels: Abnak, Academy, Accent, Amy, Archive, Audio Arts, Audio Fidelity, Aurora, BT Puppy, Bang, Barry, Bell, Big Top, Boone, Brent, Bright Star, Bronco, Brook-lyn, Buddah group, Buena Vista, CGC, Cadet, Calla, Cameo-Parkway, Cetra, Charger, Checker, Chess, Chisa, Class, Co&Ce, Clarion, Contemporary, Contrast,

continued on page 126



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Cartridge 4-tr., 8-tr. & cassette: All lines. Tape playback equip.: Belle Wood, Mayfair, Philco-Ford, Tenna. Phonographs: Mayfair, Philco-Ford. Accessories: All lines.

McDonald Sales Corp., 5500 Jefferson Hwy. Zip: 70123. Tel: 733-6653. Mgr.: Milton Munich. Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr.: Ampex, RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale, Prestige. Cartridge 4-tr.: Ampex. Cassette: RCA, Ampex.

Open reel: RCA, Camden, Calendar, Colgems, Ampex. Playback equip.: RCA.

Modern Rec. Serv. Inc., 757 Central Ave. Zip: 70121. Tel: 833-3735. Pres.: J. R. Chachere; Gen. Mgr.: George Berry.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, Mercury, RCA. Tape playback equip.: Belle Wood. Accessories: Cases (Amberg).

Paramount Rec. Dists., 605 Baronne St. Zip: 70113. Tel: 522-3661. Mgr.: Jim Flattman.

Labels: Dot, Acta, Paramount, Steed, Fiesta. Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).

Record Sales of Louisiana Inc., 800 Central Ave. Zip: 70121. Tel: 831-2631. Mgr.: Lee Clark; Promo.: Bernie Kaplan.

Labels: Ascot, Big Deal, Blue Note, Chart, Double Shot, Imperial, Liberty, Mefromedia, Minit, Skye, Solid State, Soul City, Sunset, Talespinners, Unart, United Artists, UA Int'l, UA Latino, Veep, Westbound, Whiz, World Pacific, World Pacific Jazz.

Cartridge 4-tr. & 8-tr.: Liberty/UA, Double Shot. Cassette: Liberty/UA. PlayTape: Liberty, United Artists.

Open reel: American Airlines, Blue Note, Double Shot, Imperial, Liberty, Ranwood, Reprise, Solid State, Soul City, United Artists, Veep, Warner Bros.-Seven Arts, World Pacific.

Seven B Prod'g, 715 Camp St. Zip: 70130. Tel: 522-0836. Owner: Joe Banashak. Labels: Alon, Busy Bee, Instant, Lanor, Seven B, Tune-Kel.

• SHREVEPORT (Area Code 318)

B & B Parts Sales Inc., 211 N. Market. Zip: 71107. Tel: 422-9382. Mgr.: Barbara Hacking; Sales Mgr.: Al Bell; Promo: Glenn Stallings.

Cartridge 8-tr.: Ampex, GRT, ITCC, Muntz, NAL, Capitol, Decca, Dooto, Mercury, Columbia, Liberty/UA, RCA.

Cartridge 4-tr.: GRT, ITCC, Muntz, Columbia, Liberty/UA, Decca, Mercury. Cassette: GRT, Mercury, Capitol, Columbia, RCA. PlayTape.

Tape playback equip.: Craig, Muntz, Belair, Automatic Radio, Kraco.

Accessories: Carrying cases (Le-Bo, Amberg); cleaning kits, earphones, etc.

Stan's Rec. Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Owner: Stan Lewis; Rec. Mgr.: Ronn Lewis; Tape Mgr.: Ed Westergaard; Sales Mgr.: Lee Delcambre; Promo.: Pete Pizzolato, Chuck Melancon, Frankie Spano.

Labels: ABC, ABR, AGP, Abet, Abnak, Ace, Acti, All Platinum, Alston, Altro, Amanda, American, Amy, Aphrodisiac, Aquarian, Arctic, Ashley, Astro, Atco, Atlantic, Audio Gospel, Avant, BT Puppy, BTR, Backbeat, Bacone, Bakersfield Int'l, Bang, Barry, Bashie, Bayou, Bell, Bethlehem, Big K, Bluesway, Bufuz, Bon Temps, Bonanza, Boo, Boogaloo, Boom, Boone, Botanic, Brave, Britania, Bud, Buddha, Buddy, Buff, Bunky, C&F, CRF, Cadet, Cajun Classic, Cajun Jamboree, Calla, Cameo, Carol, Castle, Challenge, Chartmaker, Checker, Chess, Chubbob, Cinema, Cobblestone, Compass, Conservative, Constellation, Copyright, Cottillion, Creed, Crescendo, Crescent, Curtom, Custom, CD, DD, D Town, Dade, Daker, Dear, Dearborn, Delta, DeLuxe, Desire, Dial, Diamond, Dionn, Direction, Disneyland, Divinity, Dixie, Dollie, Dooto, Double Shot, Drew, Duke, Dunhill, Dunwich, Duo, Dust Bowl, Dynamo, EEE CEE, East West, Elf, Era, Excello, Expo, FM, Fame, Fantasy, Federal, Flaming Arrow, Flashback, Flip, Four Corners of the World, Fox, Fraternity, Frontier,

Fuller, Fun-E, Funny, GM, Galaxy, Gamble, Gee, Giant, Glasco, Global, Go Go, Gold Standard, Goldband, Golden Crest, Golden Word, Goldie, Goldwax, Gordy, Gospel Corner, Granger, Great, Gregory, Green Valley, Groovesville, HMF, Ha La, Hall, Hallway, Hamilton, Happening, Harney, Harvester, Heat Wave, Heritage, Hermitage, Hip, Hiway, Hob, Holiday Inn, Hollywood, Hot Line, Huff Puff, Hy Tone, IA, I Arts, ILA, IT, Impack, Impulse, In Arts, Independence, Index, Insound, International, International City, J&S, Jab, Jad, Jamie, Jed, Jetstar, Jewel, Jin, Josie, Jubilee, June, KM, KR, Kama Sutra, Kapp, Karen, Karma, Kas Mo, Kelsa, Kent, Key, Keyman, Khoury, Kid Cuz'n, King, Ko Ko, LHI, L&K, La Louisianne, Lace, Lamar, Lana, Laurie, Lemco, Lewis, Love, Lyric, MBM, MGM, MS, Magic Touch, Mala, Malaco, Malinda, Marquee, Mar-V-Lus, Maverick, Maxine, Michele, Minaret, Mistown, Mo Soul, Modern, Modern Country, Moira, Mojo, Money, Montel, Monument, Moonshot, Morun, Mothers, Motown, Movin, Murco, Music Factory, Musicor, Myre, N Joy, Nasco, Nashboro, Ninandy, Nugget, OA, Oldies, One-Derful, Orion, Out House, Pacemaker, Page One, Par T, Parkway, Paula, Peacock, Peermont, Pepper, Phil-L.A. of Soul, Philles, Philly Groove, Pic, Plato, Plantation, Pompeii, Popside, Power, Praise, Prestige, Probe, Proverb, RBE, RPS, Rae-Cox, Rainy Day, Rama Rama, Ramco, Rampart, Ranwood, Rebltime, Red Bird, Ref O Ree, Regal, Regent, Renee, Revelation, Revilott, Revue, Ric-Tic, Riciaby, Ride, Rising Sons, River Town, Riverside, Rocker, Ronn, Rosebud, Roulette, Royal American, Ruci, SAR, SGC, SSS Int'l, St. Lawrence, Salman, Savoy, Scepter, Sen City, Sentar, Seven B, Shama, Shamley, Sharp, Shout, Sidra, Simpson, Sims, Sir Rah, Soft, Solid Hits, Song Bird, Soul, Soul Crack, Sound Stage 7, Specialty, Sport, Staff, Stang, Starday, Staset, Stax, Steeltown, Stop, Sue, Sun, Sureshot, Swallow, T-Neck, TRC, Tamla, Tatts, Tear Drop, Ten Star, Thomas, Thunderball, Tic Tac, Tico, Toddlin' Town, Tomorrow, Tracie, Track, Tribute, Tru-Glo-Town, Tune-Kel, Twinight, Twirl, Ty Tex, Uni, Unical, United South, VIP, Vando, Varmint, Vault, Vegas, Venture, Verve, Vinace, Virgo, Virtue, Vista, Voice of Gospel, Vol, Wand, Waterflow, Wayside, Weis, Wheelsville, Whit, White Whale, Whiz, Windy City, Zodiac.

Cartridge 4-tr., 8-tr., cassette & open reel: Ampex, GRT, ITCC, NAL, ABC, A&M, Abnak, Acta, Amy, Atco, Atlantic, BT Puppy, Backbeat, Bang, Bell, Bluesway, Bravo, Brunswick, Buddha, Cadet, Canaan, Capitol, Chart, Checker, Chess, Colgems, Columbia, Command, Coral, Crescendo, Crimson, Dakar, Decca, Deram, Diamond, Dooto, Dot, Doubleshot, Duke, Dunhill, DynoVoice, Elektra, Epic, Excello, Fantasy, Galaxy, Gamble, Goldwax, Gordy, Gross, Heart Warming, Hi, Hi Fi, Hob, Impulse, Jad, Jamie, Jerden, Jubilee, Kama Sutra, Kapp, King, La Louisianne, Liberty/UA, London, MGM, Mainstream, Mercury, Modern, Monument, Moonglow, Motown, Musicor, Nashboro, Nashville, New Voice, Original Sound, Parrot, Paula, Peacock, Phil-L.A. of Soul, Philips, Philly Groove, Plantation, Prestige, RCA, Ranwood, Reprise, Roulette, SSS Int'l, Savoy, Scepter, Shout, Smash, Sound Stage 7, Soul, Starday, Stax, T-Neck, Tamla, Tetragrammaton, 20th Century-Fox, USA, Uni, United Artists, Vanguard, Vault, Vee Jay, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale, Word.

Tape playback equip.: Automatic Radio, Mayfair, PlayTape, Philco-Ford, Sony.

Phonographs: Masterwork, Philco-Ford. Record accessories: Carrying cases (Amberg, Le-Bo); cleaning kits, brushes, cloths, racks (Le-Bo); needles (Fidelitone); needle cartridges, spindles (all lines).

Tape accessories: Blank cartridges (Le-Bo); blank cassettes (Sony, Stans); blank reels (Sony, BASF); carrying cases (Amberg, Crest, Le-Bo); gidgets (Automatic Radio); head cleaners (Le-Bo). (SEE ADVERTISEMENT)

Monument, New Voice, Paramount Stereo Tape, Parrot, Press, RCA, Reprise, Scepter, Vanguard, Warner Bros.-Seven Arts, White Whale. Cartridge 4-tr.: ABC, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, Decca, Deram, Dot, Dunhill, Elektra, Impulse, Kama Sutra, Kapp, London, MGM, Mercury, Monument, New Voice, Paramount Stereo Tape, Parrot, Press, Reprise, Scepter, Vanguard, Warner Bros.-Seven Arts, White Whale.

Cassette: ABC, Archive, Atco, Atlantic, Bang, Bell, Capitol, Command, DGG, Decca, Deram, Dunhill, Elektra, Impulse, Kama Sutra, Kapp, London, MGM, Mercury, Monument, New Voice, Paramount Stereo Tape, Parrot, Press, Reprise, Scepter, Vanguard, Warner Bros.-Seven Arts, White Whale.

Portland Recs. Inc., 84 W. Cove St. Zip: 04101. Tel: 772-6551. Owner: J. C. Boyd; Tape Mgr. & Buyer: Roy Rice.

Cartridge 8-tr.: Ampex, GRT, ITCC, NAL, Capitol, Columbia, Decca, Mercury, Paramount Stereo Tape, RCA.

Tape playback equip.: Lear Jet, Masterwork, Sony, Toshiba. Accessories: Amberg, Le-Bo.

MARYLAND

• BALTIMORE METROPOLITAN AREA (Area Code 301) (Also see listings under District of Columbia)

Bonnie Brae, 4724 Bonnie Brae Rd., Pikesville, Zip: 21208. Tel: 655-5145. Owner & Mgr.: Sam Anoff.

Labels: Ambassador, Apple Power, Camay, Crown, Custom, Diplomat, Mountain Dew, Peter Pan, Radiant.

Cartridge 8-tr. & cassette: Crown, Pickwick, Premier.

Decca Dist. Corp., 2921 Alexander Ave. Zip: 21215. Tel: FO 7-0710. Mgr.: Edward Keelan.

Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Colonial, Standard Phono, Bert & I, Gold Star, Bravo, Viva.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono. Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip: Decca. Phonograph: Decca. Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca). Accessories: Decca.

Ellis Dist'g Corp., 5256 Fajrlawn Ave. Zip: 21215. Tel: 367-0700. Owner: Edgar H. Ellis; Tape Mgr.: Robert McKenzie; Tape Buyer: Thomas Ansteatt.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, NAL, RCA. Cartridge 4-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC.

Cassette: Ampex, Capitol, Decca, GRT, NAL, RCA. Open reel: Ampex, Capitol, Decca, GRT, ITCC, NAL, RCA.

Accessories: Blank loaded tape (3M).

General Dist'g Co. Inc., 2329 Pennsylvania Ave. Zip: 21217. Tel: 669-6411. Pres.: Henry Nathanson; Rec. & Sales Mgr.: Charles Gray; Tape Mgr.: Barry Dainekoff; Promo.: Abe Guard, Roger Britt.

Labels: Afro, All Platinum, Arctic, Audio Arts, Banyan Tree, Barry, Bay Sound, Bunky, Canaan, Carnival, Cotique, Creed, Diamond, Dionn, Dore, Era, Excello, Fania, Fantasy, Fiesta, Fraternity, GPA, Galaxy, Gospel, Grecophon, Hob, International Artists, Jad, Jamie, Kent, Kenwood, Mace, Maverick, Mira, Mobile Fidelity, Modern, Money, Mother, Nashboro, Nassau, Old Town, Oracle, Pace, Pete, Phil-L.A. of Soul, Post, Prestige, Pzazz, RPR, Ranwood, Rojac, Savoy, Scepter, Smoke, Soul Clock, Stang, Steady, Stop, Tangerine, Toddlin' Town, Turntable, Uptite, VMC, Vent, Wand, Way Out, Westbound.

Cartridge 8-tr. & cassette: All lines. (SEE ADVERTISEMENT)

Marshall/Mangold Dist'g Co. Inc., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. Owner: Manny Goldberg; Rec. Mgr.: Sandy Miller; Tape Mgr.: Francis Youngblood; Sales Mgr.: William Rich; Promo.: Loraine Alexander.

Labels: Archive of Folk & Jazz Music, Cetra, Conversaphone, Coronet, Counterpoint, Crown, Design, Disneyland, Esoteric, Everest, Music Minus One, Pickwick, Premier, Specialty, Sunset, Unart, Up Front, Vista.

Tape playback equip.: PlayTape. Accessories: Recoton.

New Deal Rec. Serv. Corp., 4524 O'Donnell St. Zip: 21224. Tel: 342-3350. Mgr.: Ronny Bollton. Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.

Cartridge 8-tr. & cassette: All lines. Tape playback equip.: Sub-distributor for Capitol, Craig. Accessories: Le-Bo.

MAINE

• PORTLAND (Area Code 207)

Commercial Dists. Inc., 212 Anderson St. Zip: 04101. Tel: 774-5362. Owner: Herbert Holmes Sr.; Mgr.: V. Harry Mooradian.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr.: ABC, A&M, Atco, Atlantic, BT Puppy, Bang, Bell, Buena Vista, Caedmon, Calendar, Camden, Capitol, Chart, Colgems, Columbia, Command, Decca, Diamond, Dot, Dunhill, Elektra, GNP Crescendo, Gamble, Impulse, Kama Sutra, Kapp, London, MGM, Mercury, Monument, Philips, Poppy, RCA, Reprise, Scepter, Smash, Vanguard, Verve, Warner Bros.-Seven Arts, White Whale.

Cassette: RCA. Open reel: Calendar, Camden, Colgems, RCA.

Maine Rec. Dists., 200 Anderson St. Zip: 04101. Tel: 772-5665. Pres.: John Jannace; Tape Mgr.: Phil Morgan; Sales Mgr.: Russell Mundi.

Cartridge 8-tr.: ABC, Archive, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, DGG, Decca, Deram, Dunhill, Elektra, Impulse, Kama Sutra, Kapp, London, MGM, Mercury,

continued on page 128

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Y R S Dists., 3123 W. North Ave. Zip: 21216. Tel: 566-5400. Mgr.: Earnest L. Burston; Promo: Marty Cantine.
Branch: 509 N. Gay St. Zip: 21202. Tel: BR 6-3770.

Labels: ARV, A-Maker, Alpha, Ary, Authentic, Bamboo, Bennett, Billesse, Blackfalcon, Brotherhood, Chavis, Deepgroove, Della, Diamond, Duo, Elbejay, El-Con, Expo, Fatback, 5-Star, Giant, Hines, Howbig, Hudd, Jazz, Marti, O-Gee, Opey, Pearlstone, Pelnoor, Powerjet, Renfro, Road, Rush, SAS, Samar, Sew City, Shiptown, Sims, Songee, Terrell, VB, WJS, WSI, Zodiac.
Jos. M. Zamoiski Co., 1101 DeSoto Rd. Zip: 21223. Tel: 644-2900. Pres.: Calman J. Zamoiski Jr.; Gen. & Sales Mgr.: Maury Bass; Ass't Mgr.: Alvin Shevitz; Promo.: Sam Beasley, Joe Biello, John Armetta.

Labels: ABC, Acta, Aphrodisiac, Apt, BT Puppy, Baci, Backbeat, Blue Valley, Bluesway, Bravo, Brite Leaf, Buddah, Buluu, Calla, Cameo, Celebrity Circle, Chapter 1, Cobblestone, Coliseum, Command, Cotillion, Cub, Curtom, Dakar, Deram, Dictation Disc, Dooto, Dot, Duke, Dunhill, DynoVoice, Earth, Flick Disc, Grand Award, Gregar, Gross, Guilford, Harbour, Heritage, Hi, Hot Wax, Humorsonic, Impulse, Jay Boy, Josie, Jubilee, Kama Sutra, Leo, Little Darlin', Lolo, London, Lyra, MGM, MOC, MTA, Marlin, Moira, Moonshot, Music Factory, Palette, Paramount, Parkway, Parrot, Pavilion, Peacock, Press, Probe, Pulsar, Rainy Day, Rama Rama, Redd Foxx, Richmond, Riverside, Royal American, Salem, Seville, Sire, Song Bird, Soulo, Spring, Steed, Sunny, Super K, Sureshot, 20th Century-Fox, T-Neck, Team, Thomas, Thunderbird, Toot, Tribe, Trip, Villa, Viva, Way Out.

Cartridge 8-tr.: Ampex, GRT, ITCC, Capitol, Columbia, Cotillion, Dakar, Decca, Gross, Josie, Jubilee, Original Sound, Paramount Stereo Tape, RCA.
Cassette: Ampex, GRT, ITCC, Capitol, Cotillion, Dakar, Decca, Gross, Josie, Jubilee, Original Sound.

Tape playback equip.: Belair, Norelco.
Accessories: Carrying cases, head cleaners (Le-Bo); various accessories (Walco).

• CHEVERLY (Area Code 301)

D & H Dist'g Co., 2500 Schuster Dr. Zip: 20781. Tel: 322-3500. Mgr.: George Nesline.
Home office: Harrisburg, Pa.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.
Cartridge 8-tr.: Ampex, GRT, ITCC, Capitol, Columbia, Decca, Liberty/UA, Mercury, Motown, RCA.

Cassette: Ampex, GRT, Capitol, Columbia, Decca, Liberty/UA, Mercury, RCA.
Open reel: Ampex, Capitol, Columbia, Decca, RCA, Stereo Tape.

Tape playback equip.: Atlas-Rand, Belle Wood, Lear Jet, Mercury, RCA.
Accessories: Amberg, Le-Bo, Recotan.

• ROCKVILLE (Area Code 301)

Chase Mktg. Co., 4980 Wyaconda Rd. Zip: 20853. Tel: 933-5880. Owner: Jack Black; Tape Div. Mgr.: E. Black; Sales Mgr.: Bud Stratton.

Cartridge 8-tr.: ABC, A&M, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, DGG, Decca, Deram, Dunhill, Elektra, Fantasy, Impulse, Kama Sutra, Kapp, King, London, MGM, Monument, Motown, Musicor, New Voice, Paramount Stereo Tape, Parrot, RCA, Reprise, Roulette, Savoy, Scepter, Starday, 20th Century-Fox, Uni, Vanguard, Verve, Viva.
Cartridge 4-tr.: A&M, Atco, Atlantic, Columbia, London, Motown.

Cassette: ABC, A&M, Atco, Atlantic, Bang, Bell, Cadet, Capitol, Columbia, Command, Decca, Deram, Dunhill, Elektra, Fantasy, Impulse, Kama Sutra, Kapp, King, London, MGM, Mercury, Monument, Motown, Paramount Stereo Tape, Parrot, Reprise, Roulette, Scepter, 20th Century-Fox, Verve, Warner Bros.-Seven Arts.
Tape playback equip.: Craig.

Accessories: Blank loaded tape (Bell & Howell, TDR); carrying cases (Le-Bo, Rubbermaid); demagnetizers (Calrad); head cleaners (Channel Mktg.); speakers (Craig, Sparkomatic).

• SILVER SPRING (Area Code 301)

Adelphi Studios & Dists., 516 E. Indian Spring Dr. Zip: 20901. Tel: 585-0417. Owner: Gene Rosenthal.

Labels: Adelphi, Arhoolie, Blues Classics, Delmark, Listening, Melodeon, Old Timey, Origin Jazz Library, Piedmont, Raglan, Riverboat, Takoma, Yazoo.

Columbia Recs. Sales: 8720 Georgia Ave. Zip: 20910. Tel: 587-5000. Sales Mgr.: George Deacon; Audio Sales Mgr.: Jack Cassidy; Promo. Mgr.: Earl Rollison; Midwestern Div. Sales Dir.: Jack Craig.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.

● **WHEATON (Area Code 301)**

Liberty/UA Dist'g Corp.—Baltimore Branch, 11151 Viers Mill Rd. Zip: 20902. Tel: 946-7242. Mgr.: Lou Monette; Promo.: Thomas Schoberg, Kathi Gleason.
Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.
Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**

Boston Rec. Dist. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Owner & Tape Mgr.: Jerry Flatto.
Cartridge 8-tr.: GRT, ITCC, Fiesta.
Cassette: GRT.
Bulldog Dist. Inc., 58 Buffum St., Lynn. Zip: 01902. Tel: 593-3920. Gen. Mgr.: Nicholas Sentas.
Labels: Broadside, CMS, Conversaphone, Desto, Eurotone, Everest group, Monitor, Parliament, RBF, Saga, Tradition, Turnabout, UNESCO Collection, Vox.
Cartridge 8-tr. & cassette: Eurotone.
Capitol Recs. Dist'g Corp., 71 Fourth Ave. Zip: 02194. Tel: 449-0770.
Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonographs: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duofone); Capitol.
Columbia Recs. Sales, John Hancock Bldg., 75 Third Ave., Waltham. Zip: 02154. Tel: 899-3814.
Sales Mgr.: George Ryan; Audio Sales Mgr.: Reggie Gussman; Promo. Mgr.: Ed Hynes; Northeastern Div. Sales Mgr.: Joseph Broderick.
Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.
Decca Dist. Corp., 900 Providence Hwy. Rear, Dedham. Zip: 02026. Tel: 329-1165. Mgr.: Allan Ross.
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Standard Phono, Colonial, Word, Bert & I, Gold Star, Melanie, Viva, Bravo.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.
Disc West, Inc. (Hitsville of Boston), 19 Walnut St., West Roxbury. Zip: 02132. Tel: 327-1234.
Owner: Jack Sager; Tape Mgr.: Red Spellman; Sales Mgr.: Frank Spellman; Promo.: Gene Scurti.
Labels: All Platinum, Big Yellow, Blue Rock, Boone, Bright Orange, Cookin', Cotillion, Dakar, Dictation, Disc, Fort Hill, Gordy, Kenmore, Magic Carpet, Melody, Mira, Mirwood, Motown, Nugget, Oracle, Pete, Radnor, Soul, Stang, Stop, Sue, Symbol, Tamla.
Cartridge 8-tr.: Cotillion, Gordy, Modern, Motown, Soul, Tamla.
E-Z One Stop Inc., 893 Dorchester Ave., Dorchester. Zip: 02125. Tel: 282-8700. Tape Mgr. & Buyer: Michael Sciarappa.
Cartridge 8-tr.: Ampex, GRT, ITCC, Capitol, Columbia, RCA.
Cassette: Ampex, GRT, Capitol, Columbia.
Eastco, 620 Memorial Dr., Cambridge. Zip: 02139. Tel: 876-4720. Sales Mgr.: Alan Sack.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, Request.
Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, Prestige, White Whale.
Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.
Accessories: RCA.
Liberty/UA Dist'g Corp.—Boston Branch, 480 Neponset St., Canton. Zip: 02021. Tel: 828-6040. Mgr.: Len Gordon; Ass't Mgr.: John Ierardi; Ops. Mgr.: Frank Levey; Promo.: Bernie Grossman, Tom Moulton.
Labels: Blue Note, Impetal, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.
Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

Massachusetts Rec. Dist'g Co., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. Owner: Fred LeBlanc; Mgr.: Skippy White; Sales Mgr.: Arthur Hartling; Promo.: Robert McAlpine.
Branch: 683 Washington St. Zip: 02111. Tel: 338-7426. Mgr.: Big John.
Labels: Abet, Afro-American, Aquarius, Backbeat, Bluestown, Borderline, Camille, Carnival, Chestnut, Creed, Eye, Dooto, Duke, Eldo, Eric, Excellor, Fania, Fire, Fury, Giant, Humorsonic, Instant, Lost-Nite, Nasco, Nashboro, Ninandy, Peacock, Redd Foxx, Rojac, Savoy, Smoke, Song Bird, Sureshot, Up Front, Uprite, Wild, Zodiac.
Cartridge 8-tr.: Dooto, GRT, ITCC, Livingston, NAL, Redd Foxx, Scepter.
Cartridge 4-tr.: Dooto, ITCC, Livingston.
Cassette: Dooto, ITCC, Livingston, NAL, Redd Foxx, Scepter.
Tape playback equip.: Belle Wood, Electro-Brand.
Phonographs: DeJax.
Accessories: Blank tape (BASF, Irish), head cleaners, blank cartridges (Channel Mktg.). (SEE ADVERTISEMENT)
Merrec Dist. Inc., 375 Elliot St., Newton Upper Falls. Zip: 02164. Tel: 969-6505. Mgr.: John Penney.
Labels: Mercury, Philips, Smash, Fontana, Lime-light, Blue Rock, Emarcy, Wing, Playcraft, Chidcraft, Pulsar, Gregar, Virtue, Peachtree, Wayside.
Cartridge 8-tr.: Mercury, Philips, Smash, Fontana, Lime-light.
Cassette: Mercury, Philips, Smash, Fontana, Lime-light, Audio Fidelity, Hickory, Roulette, TRX, Tico, Vanguard.
Tape playback equip.: Mercury.
Music Suppliers Inc., 75 N. Beacon St. Zip: 02134. Tel: AL 4-1780. Pres.: Harry Carter; VP: Gordon Dinerstein; Tape Mgr.: J. Lawson; Promo.: Paul Maged, Frank Falanga.
Labels: ABC, DGG, Dunhill, Impulse, Kama Sutra, Kapp, Laurie, MGM, Reprise, 20th Century-Fox, Vanguard, Verve, Vox, Warner Bros.-Seven Arts, Westminster.
Cartridge 8-tr.: Ampex, GRT, ITCC.
Cartridge 4-tr.: Ampex.
Cassette: Ampex, GRT.
Open reel: Ampex.
Paramount Rec. Dist., 1725 Revere Beach Pkwy., Everett. Zip: 02149. Tel: 387-7770. Mgr.: Don Masters; Promo.: Ed Logue.
Labels: Dot, Acta, Paramount, Steed.
Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).
Riverboat Ent., 141 Columbia St., Cambridge. Zip: 02139. Tel: 868-9788. Owner: Ralph Dopmeyer; Mgr.: David D. Wilson; Ass't Mgr.: Sandra C. Mandeville.
Labels: Adelphi, Almanac, Arhoolie, Belzona, Biograph, Blackbird, Blues Classics, Campus, Cavalier, Changes Stereo, County, Delmark, Dionysus, Euphonic, Exclusive, Faier, Folk Legacy, GHB, Historical, Int'l Artists, Jazz Crusade, Jazzology, Kanawha, Melodeon, Nessa, Old Timey, Origin Jazz Library, Out of Sight, Piedmont, Portents, Rag Baby, Raglan, Revelations, Riverboat, Southland, Spivey, Stinson, Takoma, Testament, Vulcan, Yazoo.
Cartridge 8-tr.: International Artists.
Royal Dist., 895 Dorchester Ave., Dorchester. Zip: 02125. Tel: 282-1411. Owner & Sales Mgr.: Aaron H. Gross.
Labels: Alshire, Crown, Custom, Mother Goose, Peter Rabbit, Robin Hood, Somerset.
Cartridge 8-tr.: Flair 90, Modern.
Cartridge 4-tr.: Modern.
Accessories: Le-Bo.
Temple Sales Inc., 359 Washington St., Malden. Zip: 02148. Tel: 321-2600. VP & Gen. Mgr.: Richard D. Siegal.
Label: Mr. Rogers.
Cartridge 8-tr. & cassette: GRT, ITCC, NAL, Jubilee, Scepter, Wand.
Accessories: Le-Bo, Recoton.
Transcontinental Dist'g Corp., 30 Nashua St., Woburn. Zip: 01801. Tel: 935-4700. VP: Howard Ring; Promo.: Rick Coyne, Arthur Katz, Jerry Brenner, Ernie Campagna.
Home office: New York, N.Y.
Labels: AGP, A&M, Abnak, Accent, Alegre, Alshire, Alston, Amaret, Amos, Amy, Aphrodisiac, Arctic, Arhoolie, Astro, Atco, Athena, Atlantic, Audio Fidelity, Aura, Avant Garde, Avoca, BT Puppy, Bang, Banyan Tree, Bell, Bethlehem, Blue, Blue Thumb, Bluesville, Bouquet, Brooklyn, Buddha, Bunky, Cadet, Caedmon, Calla, Cambridge, Challenge, Checker, Checkmate, Chess, Cobblestone, Coliseum, Columbus, Command, Copley, Cotique, Crede, Crimson, Curtom, DBI, DJM, December, Delite, DeLuxe, Deram, Destination, Dial, Diamond, Dionn, Direction, Disneyland, Distinguished, Dore, Double Shot, Dover, Dunwich, Dynamo, DynoVoice, ESP-Disk, Elektra, Elf, End, Enterprise, Era, Evergreen, Evolution, Expo, FM, Fantasy, Fiesta, Flaming Arrow, Focus, Folkways, Forward, Fraternity, Fun, GNP Crescendo, GRT, GWP, Galaxy, Gamble, Ganim, Gee, Go Go, Golden, Goldwax, Gospel, Grand Award, GrecoPhon, Gross, Harbour, Hi, Hickory, Hip, Hob, Hot Line, Independence, JCOA, Jad, Jamie, Jetstar, Jewel, Josie, Jubilee, King, LHI, LLP, Library Editions, Living Language, London, MTA, Mace, Mainstream, Mala, Megaphone, Melanie, Metro-

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Cartridge 8-tr.: A&M, Atco, Atlantic, Elektra, Epic, Fantasy, Fiesta, Galaxy, Gross, Jubilee, Kapp, Musicor, Okeh, Original Sound, Prestige, Project 3, Scepter, Vault, Wand.
Cassette: A&M, Fantasy, Fiesta, Gross, Jubilee, Kapp, Musicor, Original Sound, Project 3, Vault.
Open reel: A&M, Epic, Fantasy, Kapp, Musicor, Project 3.
● **SOMERSET (Area Code 617)**
Northeast Recs. Inc., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres. & Mgr.: Dan Gittelman.
Cartridge 8-tr.: RCA, Camden, Mercury.
Cassette: Mercury, RCA.
Open reel: RCA, Camden.
United States Rec. Co., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres. & Mgr.: Dan Gittelman.
Labels: Camden, Pickwick, Wing.
● **SPRINGFIELD (Area Code 413)**
Decca Dist. Corp., 293 Graystone Ave., West Springfield. Zip: 01089. Tel: 736-9113. Mgr.: Harry Borrelli.
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Bravo, Standard Phono, Colonial, Vee Jay, Viva, Mira, Word, Bert & I.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Musical accessories: Decca.

MICHIGAN

● **DEARBORN (Area Code 313)**

Radio Frank, 14442 Michigan Ave. Zip: 48126. Tel: LU 4-6880. Owner: Frank Neckrock.
Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty/UA, RCA.
Cassette: Ampex, Capitol, Columbia, Decca, GRT, Liberty/UA, RCA.
Tape playback equip.: AIWA, Automatic Radio, Belair, Belle Wood, Motorola, Orrtronics, Tenna.
Accessories: Le-Bo, Capitol.

● **DETROIT (Area Code 313)**

Arc Dist. Co. (div. of Handleman Co.), 13415 Lyndon Ave. Zip: 48227. Tel: 491-4872. Mgr.: Henry Droz; Tape & Sales Mgr.: Gil Roberts; Promo.: Bob Schwartz, Stan Fantich, Vince Pernicano, Saul Star, Larry Benjamin.
Labels: ABC, Ancas, Audio Fidelity, Calendar, Camden, Colgems, Command, Cotillion, Cream,

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Cartridge 8-tr.: ABC, Buena Vista, Calendar, Camden, Colgems, Command, Cotillion, Cream, Diamond, Douglas, Dunhill, Elektra, Fiesta, GNP Crescendo, Gamble, Impulse, Jubilee, London, Original Sound, Poppy, RCA, Starday, White Whale.

Cartridge 4-tr.: Muntz.

Cassette: RCA, Reprise, Warner Bros.-Seven Arts.

Open reel: RCA, Camden, Calendar, Colgems.

Auto Sound Dist'g Co., 20232 Livernois Ave. Zip: 48221. Tel: 864-2892. Owner: Jack Frankford; Gen. Mgr.: Bob Weaver.

Cartridge 8-tr.: Ampex, GRT, ITCC, A&M, Capitol, Columbia, Decca, Liberty/UA, Mercury, Motown, RCA, Reprise, Warner Bros.-Seven Arts.

Cartridge 4-tr.: Ampex, GRT, A&M, Columbia, Decca, Liberty/UA, Muntz.

Cassette: Capitol, Columbia, Decca, GRT, Liberty/UA, Mercury.

Tape playback equip.: Craig, Motorola, Orr-tronics, Panasonic.

Accessories: Amberg, Capitol, Le-Bo.

Cadet Dist'g Co. Inc., 13380 Capitol Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres. & Mgr.: Harry Levin; Promo.: Leo Cheslak.

Labels: Abnak, Contemporary, Derry, Dooto, Drummond, Good Time Jazz, Holiday Inn, Jet-Star, Laff, MF, Monitor, Murbo, Nico, Pace, Specialty, Sun, Sunset.

Cartridge 8-tr.: Ampex, ITCC, A&M, Capitol, Columbia, Decca, Mercury, Motown, RCA, Reprise, Warner Bros.-Seven Arts.

Cassette: Ampex, ITCC, Capitol, Columbia, Decca.

Tape playback equip.: Belair.

Capitol Recs. Dist'g Corp., 18921 Wyoming Ave. Zip: 48221. Tel: 864-5001.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol.

Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).

Accessories: Needles (Duotone); Capitol.

Scott Colburn Square Dance Specialties, 33305 Grand River, Farmington. Zip: 48024. Tel: 476-1262. Owner: Scott Colburn.

Labels: Blue Star, Hi Hat, Kalex, MacGregor, Scope, Sets in Order, Wagon Wheels, Windsor.

Columbia Recs. Sales, 16141 W. Eight Mile Rd. Zip: 43235. Tel: 273-8616. Sales Mgr.: John Kotecki; Audio Sales Mgr.: Lee Hubbard; Promo. Mgr.: Russ Verge.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Masterwork.

Phonographs: Masterwork.

Decca Dist. Corp., 436 W. Columbia Ave. Zip: 48201. Tel: 961-6655. Mgr.: Jeff Scheible.

Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Standard Phono, Colonial, Bert & I, Gold Star, Melanie, Bravo, Viva.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca.

Phonographs: Decca.

Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

Handleman Co., 670 E. Woodbridge St. Zip: 48226. Tel: WO 1-9565. Pres.: David Handleman; Mgr.: David Strome; Buyer: Jerry Adams.

Branches: Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Kansas City, Mo.; Pennsauken, N.J.; Charlotte, N.C.; Cleveland, Ohio; Pittsburgh, Pa.; Dallas, Tex.

Int'l branches: Canada—Calgary, Alta.; Toronto, Ont.

Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Jay-Kay Dist'g Co. (div. of Handleman Co.), 13401 Lyndon Ave. Zip: 48227. Tel: 273-7000. Gen. Mgr.: John S. Kaplan; Promo. & Tape Mgr.: Tom Schlesinger; Promo.: John Barrow, Stuart Grant, Charles Bassoline, Michael Turner, Frederick Bernhardt.

Labels: Alshire, Alston, Amaret, Ara, Atco, Atlantic, Audio-Spectrum, Bang, Blue Thumb, Buddha, Cardinal, Carla, Childcraft, Cobblestone, Commonwealth United, Curtom, Dade, Dial, Flaming Arrow, Focus, Fontana, GRT, Golden Hit, Harbour, Heliodor, Heritage, Jad, Kama

Sutra, Karen, Kent, Leo the Lion, Lyra, MGM, Mercury, Metro, Music Factory, PIP, Pace, Palmer, Pavilion, Philips, Polydor, Pompeii, Ranwood, SGC, Sidewalk, Smash, Soma, Stereo Fidelity, Stereo Motion, Stereodiddies, Storyteller, T-Neck, Team, Tower, Uptown, VMC, Vanguard/Everyman, Verve, Verve/Forecast, Vortex, Waxwel, Wing.

Cartridge 8-tr.: Atco, Atlantic, Bang, Bell, Buddha, DGG, Fontana, Gamble, Jad, Kama Sutra, Kapp, MGM, Mainstream, Mercury, Musicor, New Voice, Philips, Phil-L.A. of Soul, Plantation, Polydor, Scepter, Smash, Tetragrammaton, Vanguard, Verve, Viva, Wand, White Whale.

Cassette: Atco, Atlantic, Bang, Bell, DGG, Fontana, Gamble, Kama Sutra, Kapp, MGM, Mainstream, Mercury, Musicor, New Voice, Paramount Stereo Tape, Philips, Phil-L.A. of Soul, Plantation, Polydor, Scepter, Smash, Tetragrammaton, 20th Century-Fox, Vanguard, Verve, Viva, Wand, White Whale.

Tape playback equip.: Mercury, Philco-Ford.

Tape accessories: Head cleaners.

Lear Jet Inds. Inc., Stereo Div., 13131 Lyndon Ave. Zip: 48227. Tel: 345-7420. Mgr.: M. Watson; Tape Div. Mgr.: M. Morrison.

Cartridge 8-tr.: RCA; sub-distributor for A&M, Ampex, Columbia, Decca, Epic, ITCC, Liberty/UA, Motown.

Tape playback equip.: Lear Jet.

Accessories: Lear Jet.

Liberty/UA Dist'g Corp.—Detroit Branch, 24123 Greenfield Rd., Suite 208, Southfield. Zip: 48075. Tel: 444-1698, 352-3818. Mgr.: Kevin Cummings; Ass't Mgr.: Ken McAdams; Promo.: Frank Shively.

Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

Merit Music Dists. Inc., 15761-65 Wyoming Ave. Zip: 48238. Tel: 863-9119. Owners: John H. Schlee, Eugene L. Silverman; Gen. & Sales Mgr.: John H. Schlee; Promo.: Eugene L. Silverman.

Labels: A&M, A Square, Amy, Audio Book, Bamboo, Bell, Buena Vista, Bunky, Dance Along, Dearborn, Direction, Disneyland, Elf, Exodus, Flashback, Fraternity, Goldwax, Gordy, Hickory, Hot Line, Listen & Learn, MTA, Mala, Mira, Mirwood, Money, Monument, Music Minus One, New Voice, Oracle, Page One, Pepper, Philly Groove, Request, Rising Sons, Scepter, Skye,

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Cartridge 8-tr.: A&M, Adell, Gordy, Monument, Motown, Scepter, Soul, Tamla, Wand.
Cartridge 4-tr.: A&M.
Cassette: A&M, Gordy, Monument, Motown, Scepter, Soul, Tamla, Wand.
Open reel: A&M.
Tape playback equip.: Panasonic.
Phonographs: Panasonic.

Accessories: Carrying cases (Amberg, Martine), cartridges (Asitatic), stock envelopes (Cohoes), needles (Fidelitone), cabinets & tables (Lu Van), racks & stands (Frank), racks & cases (Seebro), stands & tables (Gusdorf), LP savers (Rotographic), platter poles & baskets (Shelfmaker), store fixtures (Freedman Artcraft), patch cords & tape accessories (Robins); Le-Bo, Recoton, S.M. (SEE ADVERTISEMENT)

Merle Dist'g Co., 27222 Plymouth Rd. Zip: 48239. Tel: 255-1360. Pres.: Merle Schneider; Gen. Mgr.: Samuel J. Corrado; Promo.: Melvin I. Kanar.

Labels: Alshire, Cabot, Coronet, Cricket, Crown, Design, Diplomat, Gateway Languages, Golden, Grand Prix, Guest Star, Hilltop, Languages for Children, Little World, Metro, Palace, Peter Pan, Pickwick/33, Romper Room, Tifton.
PlayTape.

Tape playback equip.: PlayTape.
Tape accessories: Carrying cases (Amberg, PlayTape).

Music Merchants Inc., 2950 W. Davison. Zip: 48238. Tel: 883-6565. Owner: Marvin Jacobs; Rec. & Sales Mgr.: Joe Golecki; Tape Mgr.: Stan Byrd; Promo.: Hank Talbert, Larry Benjamin.

Labels: Arctic, Aries, Avant Garde, Barry, Blue Rock, Boo, Cadet, Cadet/Concept, Caednon, Carnival, Challenge, Chart, Checker, Chess, Class, Crimson, Delmar, Dionn, Dore, Double Shot, Dunwich, Duo, ESP-Disk', Earl, Emarcy, Era, Everest, Evergreen, FSR, Fania, Fantasy, Fat Fish, First Amendment, Folkways, Forward, Fun, Galaxy, Genesis, Giant, Go Go, Gospel Corner, Guyden, Hi Fi, Hi Fi/Life, Humoronic, Interprise, Intrepid, J&J, Jamie, Jewel, Keymen, Ko Ko, Laff, Lighthouse, Lo Lo, Mainstream, Metromedia, Milestone, Moira, Moonshot, Mo-Soul, Mothers, Oldtown, Paula, Phil-L.A. of Soul, Prestige, Proverb, Prazz, RSPV, Ronn, Salem, Shout, Sims, Sock & Soul, Songee, Soul Clock, Stax, Sue, Sundi, Tuba, Twilight, USA, Vault, Vent, Virtue, Volt, Whiz, Zodiac. (SEE ADVERTISEMENT)

New Deal Rec. Serv. Corp., 15329 Livernois Ave. Zip: 48238. Tel: 863-2226. Mgr.: Dave Lasher. Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.

Cartridge 4-tr., 8-tr. & cassette: All lines.
Record Dist'g Corp.—Michigan, 14344 Fenkell Ave. Zip: 48227. Tel: 835-3790. Owner: Armen Boladian; Promo.: Bernie Mendelson.

Labels: Abet, Afro, Arc, Audio Arts, BBs, Backbeat, Congress, Connoisseur Society, Conversaphone, Crescent, Drew, Duke, Elektra, Excello, Fury, Gamble, Groove City, Hob, International Artists, Jad, Kas-mo, M&S, Magic City, Mahs, Mark II, Marquee, Minaret, Modern, Nashboro, Nonesuch, Parlo, Peacock, Premium Stuff, Punch, Rambrock, Renee, Revue, Ric-Tic, SSS Int'l, Savoy, Sensation, Share, Solid Hit, Song Bird, Spring, Star-Track, Tangerine, Thomas, Time, Universal City, Venture, Way Out, West-bound, White Whale.

Cartridge 8-tr.: Ampex, GRT, ITCC, Livingston.
Rissi Electronic Supply Co., 14405 Wyoming Ave. Zip: 48238. Tel: 834-8420. Tape Sales Mgr.: Mel Sisson.

Home office: Grand Rapids, Mich., Radio Electronic Supply Co. (see for product distributed).

Royal Stereo Tape Co., 2950 W. Davison. Zip: 48238. Tel: 883-6565. Sales Mgr.: Stan Byrd.
Cartridge 8-tr., 4-tr. & cassette: All lines.
Tape playback equip.: Goodway, Keystone, Tenna. (SEE ADVERTISEMENT).

• **GRAND RAPIDS (Area Code 616)**

Radio Electronic Supply Co., 505 Jefferson S.E. Zip: 49503. Tel: 459-4611. Owner: Emil J. Rissi; Mgr.: J. Terry Sommers; Sales Mgr.: Jack Breidenfeld; Promo.: Jack Breidenfeld, J. Charles Rissi.
Branch: Detroit, Mich., Rissi Electronic Supply Co.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Mercury, Pickwick, RCA.
Cassette: Ampex, Capitol, Columbia, Decca, GRT, Mercury, Sentry.
Tape playback equip.: Concord, Lear Jet, Motorola, Norelco, Roberts.
Accessories: Amberg.

• **KALAMAZOO (Area Code 616)**

La Val Rec. Dist's., 821 Porter St. Zip: 49007. Tel: 342-5328/1936. Pres.: Vic La Val.
Labels: Adell, Anika, Ball, Ballad, Bay Tone, Boss, Dooto, Funny, Gospel, La Val, Luck, Party, Regal, Skylight.

• **NEW HAVEN (Area Code 313)**

Music City Dist's. Inc., 56830 North Ave. Zip: 48048. Tel: 749-5182. Mgr.: Johnny Powers; Promo.: Larry Lick.
Labels: Billie Fran, Boone, Capa, Caravan,

Cathay, Chi Ro, Express, Fun, Gold Star, Jessup, Keepsake, Longhorn, MBM, Nugget, Out House, Rebel, Rice, Risque, Sims, Sincere, Sound, Stop, Taurus, Trash, Universal Sound, Varsity, Wayside.
Cartridge 4-tr., 8-tr. & cassette: Ethnic Tapes.

• **OWOSSO (Area Code 517)**

Warren Radio Co., 311 Cedar. Zip: 48867. Tel: 723-5239. Mgr.: Arnold Beemer.
Cartridge 8-tr.: Spar.
Tape playback equip.: Automatic Radio.

MINNESOTA

• **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**

Bigelow Sales Co., 11950 12 Ave. S., Burnsville. Zip: 55378. Tel: 890-6161. Pres.: Don Bigelow.
Cartridge 4-tr., 8-tr. & cassette: All lines.

Capitol Recs. Dist'g Corp., 4010 W. 65 St., Suite 207, Edina. Zip: 55435. Tel: 927-4522.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duo-tone); Capitol.

Columbia Recs. Sales, F&M Bank Bldg., Suite 610, 88 S. Sixth St., Minneapolis. Zip: 55402. Tel: 338-7001. Sales Mgr.: Ron Piccolo; Audio Sales Mgr.: Bob Ewald, Promo. Mgr.: Timothy Kehr.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.

Decca Dist. Corp., 1113 Currie Ave., Minneapolis. Zip: 55403. Tel: 332-7341. Mgr.: Ozzie Lowe.
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Colonial, Standard Phono, Word, Bert & I, Viva, Bravo.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.

Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

Heilicher Bros. Inc. (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis. Zip: 55426. Tel: 544-4201. Pres.: Daniel Heilicher; Sales Mgr.: Gene Patch; Tape Mgr.: Ken Hegstrom; Promo.: Ira Heilicher.

Labels: ABC, AGP, A&M, Abnak, Accent, Acta, Alston, Amy, Arco, Atlantic, Avant Garde, Award Artists, BT Puppy, Bell, Blue Note, Blue Rock, Bluesway, Bright Orange, Cadet, Caednon, Calendar, Camden, Candy Floss, Carole, Chart, Checker, Chess, Colgems, Command, Community, Cotillion, Dakar, Dial, Diamond, Direction, Disneyland, Dolton, Double Shot, Douglas, Dunhill, Dunwich, ESP-Disk', Elektra, Elf, Emarcy, Enterprise, Era, Fiesta, Flaming Arrow, Flashback, Folkways, Fontana, GNP Crescendo, GRT, Gamble, Golden, Goldwax, Gordy, Gregmark, Gross, Hexagon, Hip, Hob, Holiday Inn, Hot Line, Imperial, Impulse, Jad, Jerden, Jetstar, Josie, Jubilee, Karen, Kent, Laurie, Liberty, Lighthouse, MTA, Mace, Magic Touch, Mainstream, Mala, Mercury, Metrobeat, Metromedia, Minit, Mobile Fidelity, Modern, Monogram, Motown, Music Minus One, New

Voice, Nonesuch, Okeh, PIP, Pace, Pacific Jazz, Page One, Paula, Philips, Philly Groove, Plantation, Pompeii, Poppy, Probe, Pulsar, RCA, Reprise, Revue, Riverside, Ronn, Rust, SGC, SSS Int'l, Sansu, Scepter, Senate, Silver Fox, Smash, Soma, Soul, Soul City, Stax, Stereo Dimension, Stereodivities, Take 6, Tamla, Tangerine, Tetragrammaton, Thomas, Thunderbird, Toddlin' Town, 20th Century-Fox, Uni, VIP, VMC, Victrola, Vista, Volt, Vortex, Wand, Warner Bros.-Seven Arts, White Whale, World Pacific.

Cartridge 4-tr., 8-tr., cassette, PlayTape & open reel: All lines.
Tape playback equip.: Belle Wood, Craig, Lear Jet, V-M.

Musical instruments: Drums, harmonicas (Hohner); string instruments.
Musical accessories: Drum & string accessories, sheet music, music books.

Record & tape accessories: Amberg, Music Master, 3M.

Jather Dist'g Corp., 730 N. Lyndale Ave., Minneapolis. Zip: 55411. Tel: 374-3420. Owner & Sales Mgr.: Jack A. Taylor; Rec. & Tape Mgr.: Dianne Clinton; Promo.: Bud Fritz.

Labels: Audio Fidelity, Bethlehem, Black Gold, Boone, Chalet, Chart, Children's Rec. Guild, Conversaphone, Corby, Colique, Dave Rooney, Dearborn, Dictation Disc, FSR, Fantasy, Federal, Galaxy, Hickory, International Artists, Jamie, K-Ark, King, LHI, Living Language, Musicor, Nashville, Nugget, Phil-L.A. of Soul, Project 3, Radnor, Skye, Solid State, Starday, Stop, Sundi, TRX, United Artists, Veep, Wayside, Young People's Recs.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA.
Record accessories: Fidelitone.

Harold N. Lieberman Co. (div. of Lieberman Ent's.), 9549 Penn Ave. S., Minneapolis. Zip: 55431. Tel: 888-5521. Gen. Mgr.: Al Abrams; Promo.: Kerry Knodie.

Labels: Acta, Air Track, Bach Guild, Bang, Blue Thumb, Bravo, Buddha, Cobblestone, Curtom, Deram, Dot, Event, Forward, Four Corners of the World, GWP, Hall of Fame, Harbour, Heritage, Intrepid, KEP, Kama, Sutira, Kapp, London group, MGM, Monument, Original Sound, Paramount, Parrot, Pavilion, Pete, Press, Prestige, R&R, Rama Rama, Ranwood, Rising Sons, Roulette, Royal American, SPQR, Showtown, Sidewalk, Sire, Sound Stage 7, Steed, Sue, Super K, T-Neck, Together, Tomorrow, Tower, Traffic, Tribe, Vanguard, Verve, Verve/Forecast, Virtue, Viva.

Rapid Mds. Co., 8175 Lewis Rd., Minneapolis. Zip: 55427. Tel: 544-3561. Pres.: Herbert Sandel; VP: Noel Korengold.

Branches: Anaheim, Calif.; Middlesex, N.J.
Cartridge 4-tr., 8-tr. & cassette: All lines.

Stephen Dist'g Co. (div. of Lieberman Ent's.), 9549 Penn Ave. S., Minneapolis. Zip: 55431. Tel: 888-5521. Mgr.: Roger Sattler.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Tape playback equip.: Belair, Concord, Panasonic, Telex, Tenna, Toshiba.
Tape accessories: Blank tape (3M).

MISSISSIPPI

• **GREENVILLE (Area Code 601)**

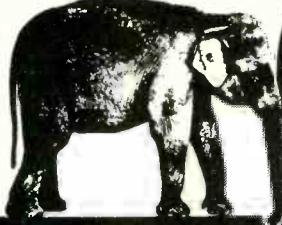
Electronic Workshop, PO Box 5727, 101-103 Hwy. 1 South. Zip: 38701. Tel: 332-8261. Owners: C. W. Sidney, Jerome Sit.

Cartridge 8-tr.: Adell, Ampex, Dooto.
Cassette & open reel: Ampex.
Tape playback equip.: Ampex, Automatic Radio, Harmon-Kardon, Motorola, RCA, Sony, Tenna.
Tape accessories: All lines.

continued on page 132

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Lynn's Rec. Dist., 551 N. Muscadine St. Zip: 38701.
Tel: 332-8665, 335-4594. Pres.: Henry R. Hines;
VPs: Vicki & Bessie Williams.
Labels: Alto, Angeltone, Anvick, Atlas, Bar-
Bare, Big Beat, Bo-Bo, Bronze, Charles, Della,
ECCO, Hines, Landra, Lena, Lynnette, Lynn's,
Margaret, Odex, Reginald, Rovenia, Souled Out,
Terrell, Yolanda.
Cartridge 8-tr.: Angeltone, Atlas, Eurotone,
Reginald.
Tape accessories: Blank loaded tape, head
cleaners.

MISSOURI

• **KANSAS CITY (Area Code 816)**
A B C Rec & Tape Sales Corp. (formerly Major Rec.
Corp.), 2901 Grand. Zip: 64108. Tel: 931-7652.
Mgr.: Dave Berlau.
Regional office: Des Moines, Iowa.
Cartridge 4-tr., 8-tr. & cassette: All lines.
Capitol Recs. Dist'g Corp., 3611 Main St. Zip:
64111. Tel: 531-0435.
Labels: Capitol, Angel, Apple, Melodiya/Angel,
Seraphim, Crazy Horse, Fame, Harvest, Invictus,
KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol,
Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonographs: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone); Capitol.
Choice Rec. Dist., 321 1/2 Southwest Blvd. Zip:
64108. Tel: HA 1-2540. Mgr.: Harold Hassler.
Labels: Abnak, Airtown, Astor, Boone, Chalet,
Chart, Dearborn group, Era, Jack O'Diamonds,
Jewel, Kent, Nugget, Original Sound, Parlo,
Paula, Ric-Tic, Ronn, SSS Int'l group, Scepter,
Solid Hit, Sound of Nashville group, Starday,
Stop, Sun, Wand, Whit.
Cartridge 4-tr. & 8-tr.: Scepter, Starday, Wand.
Accessories: Fidelitone.
Davidson's One Stop Phono Recs., 321 Southwest
Blvd. Zip: 64108. Tel: VI 2-5220. Owner:
Mildred S. Davidson; Tape Mgr.: Warren Wright;
Sales Mgr.: L. L. Lee.
Cartridge 4-tr., 8-tr., cassette, PlayTape &
open reel: All lines.
Tape playback equip.: Apelco, Borg-Warner,
Capitol, Columbia, PlayTape, RCA.
Tape accessories: All lines.
Decca Dist. Corp., 2729 Gillham Rd. Zip: 64108.

Tel: GR 1-4030. Mgr.: Tom Kelly; District
Mgr.: Carl Wayne.
Labels: Decca, Coral, Brunswick, Vocalion, Ber-
litz, Bravo, Viva, Caedmon.
Cartridge 8-tr.: Decca, Coral, Brunswick,
Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca,
Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambou-
rines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.
Handelman Co., 1125 Saline St., North Kansas City.
Zip: 64116. Tel: 421-0135. Mgr. & Buyer:
Frank Rochman.
Home office: Detroit, Mich.
Cartridge 4-tr., 8-tr., cassette & open reel: All
lines.
National Auto Sound, 5319 Troost. Zip: 64110. Tel:
333-0396. Owner: Carl Galler.
Cartridge 8-tr.: A&M, Ampex, Apple, Capitol,
Columbia, Decca, Epic, GRT, ITCC, Liberty/UA,
Mercury, Modern, Motown, RCA, Savoy.
Cartridge 4-tr.: A&M, Ampex, Columbia, Decca,
GRT, ITCC, Liberty/UA, Muntz.
Cassette: A&M, Ampex, Capitol, Columbia,
Decca, GRT, Liberty/UA.
Tape playback equip.: All 8-tr. units.
Tape accessories: (Blank loaded tape (Stereo-
dyne); head cleaners (Le-Bo); storage cases (Am-
berg, Le-Bo).
• **ST. LOUIS (Area Code 314)**
Columbia Recs. Sales, 2151 59 St. Zip: 63110. Tel:
MI 7-5101. Sales Mgr.: Bob Van Metre; Audio
Sales Mgr.: Neal Spencer; Promo. Mgr.: David
Swengros, Dick Ware (Kansas City).
Labels: Columbia, Epic, CBS, Date, Harmony,
Odyssey, Okeh, Crossroads, Ode, Immediate,
Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel:
Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.
Commercial Music Inc. (div. of Pickwick Int'l Inc.),
2020 Delmar Blvd. Zip: 63103. Tel: 241-8618.
Gen. Mgr.: Alfred L. Chotin; Promo. Mgr.:
Dan Desmond; Promo.: Jon Kirksey, Gene Lynn,
Bud Murphy, Roy Volker, Dennis Wichlan.
Labels: ABC, A&M, Acta, Amaret, Aphrodisiac,
Apt, Athena, Audio Fidelity, Audio Rarities,
Bashie, Blue Thumb, Bluesway, Bravo, Buluu,
Celebrity Circle, Chart, Command, Contem-
porary, Jazz, Conversaphone, Cotillion, Dakar,
Diamond, Dot, Dunhill, Dynamo, DynoVoice,
Emarcy, Event, Evolution, Fantasy, Fiesta,

Fona, Fontana, Foggy Love, GPA, GRT, Galaxy,
Good Time Jazz, Gordy, Gospel, Grecophon,
Hickory, Hob, Holiday Inn, Honor, Brigade,
Humorsonic, Impulse, Intrepid, Jerden, Kent,
Little Darlin', Limelight, Living Language, Loma,
MTA, Mace, Maverick, Mercury, Metromedia,
Minaret, Modern, Money, Moira, Motown, Musi-
cor, Now, Nugget, Original Sound, PIP, Pace,
Paramount, Parallax, Philips, Pickwick, Planta-
tion, Probe, Project 3, Pulsar, Rama Rama,
Ranwood, Rare Earth, Reprise, Risque, Riverside,
SSS Int'l, Savoy, Scepter, Senate, Shama, Share,
Smash, Soul, Steady, Steed, Stereo Dimension,
Stereoditties, Stop, Superscope, TRX, Tamla,
Tangerine, Thunderbird, Toddlin' Town, Trent
Town, 20th Century-Fox, VIP, VMC, Vegas, Viva,
Wand, Warner Bros.-Seven Arts, Wayside, West-
minster, White Whale.
Cartridge 4-tr., 8-tr., cassette, PlayTape & open
reel: All lines.
Tape playback equip.: Borg-Warner.
Accessories: Amberg, Fidelitone, Le-Bo, Music
Masters, Recoton.
Concept (div. of Johnny Rabbitt Ents.), 2938 Law-
ton Pl., La Ciede Town. Zip: 63103. Tel: 531-
4391. Contact: Ron Elz.
Decca Dist. Corp., 3203 Olive St. Zip: 63103. Tel:
652-9969. Mgr.: Matt Keating.
Labels: Decca, Coral, Brunswick, Vocalion,
Berlitz, Bravo, Viva, Caedmon, Colonial, Stand-
ard Phono, Word, Bert & I, Melanie.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz,
Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca,
Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambou-
rines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.
Arthur Fulmer, 311 S. 14 St. Zip: 64501. Tel: 241-
3575. Mgr.: Wally Hoock.
Home office: Memphis, Tenn. (see for product
distributed).
Liberty/UA Dist'g Corp.—St Louis Branch, 1815
Locust St. Zip: 63103. Tel: 621-7171. Mgr.: Jim
Saltzman; Opns. Mgr.: Don Keil; Promo.: Don
Miller, Don Eason, Barbara Preissel.
Labels: Blue Note, Imperial, Liberty, Minit,
Solid State, Soul City, Sunset, Talespinners,
United Artists, UA Int'l, UA Latino, World Pacifi-
c, World Pacific Jazz.
Cartridge 4-tr., 8-tr. & cassette: Liberty/UA
Stereo-Tape (includes Blue Note, Imperial, Lib-
erty, Minit, Solid State, Soul City, United
Artists, World Pacific, World Pacific Jazz).
Richmark Sales Co., 4500 Woodson Rd. Zip: 63134.
Tel: 423-9886. Mgr.: Jim White.
Home office: Pittsburgh, Pa. (see for product
distributed).
Roberts Rec. Dist'g Co., 1815 Locust St. Zip: 63103.
Tel: 621-7171. Pres.: Robert L. Hausfater; Sales
Mgr.: Norman Hausfater.
Labels: Amy, Argo, Atlantic, Bell, Boone, Bud-
dah, Cadet, Cadet/Concept, Calendar, Camden,
Challenge, Checker, Chess, Colgems, DGG, Dis-
neyland, Dooto, Double Shot, Elektra, Ember,
Era, Four Corners of the World, Fraternity, GNP
Crescendo, Golden, Hi, Jamie, Jubilee, Kama
Sutra, Kapp, King, Laurie, Legrand, London,
MGM, Mainstream, Mala, Monument, New Voice,
Norman, Parrot, Philco-Ford, Poppy, Prestige,
RCA, Ric-Tic, Roulette, Starday, Stax, Tower,
Uni, Vanguard, Verve, Victrola, Vista, Volt,
Vox.
Cartridge 8-tr.: GRT, ITCC, NAL, RCA.
Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.
Tape playback equip.: Belair.
Phonographs: Belair, Philco-Ford.
Record Accessories: Needles (Fidelitone); Le-Bo.
Tape accessories: Blank loaded tape (Fidelitone);
head cleaners (ITCC); storage cases (Amberg,
Le-Bo).
Webster Rec. Dist'g Co., 124 W. Lockwood. Zip:
63119. Tel: WO 1-4656. Owner & Mgr.: R. F.
Gleason.
Distributes: All square dance labels.

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MONTANA

• **BILLINGS (Area Code 406)**
Billings Hardware Co., PO Box 2510. Zip: 59103.
Tel: 245-3066. Mgr.: Marion Massick; Sales
Mgr.: Bill Bresnahan.
Labels: Angel, Apple, Buena Vista, Capitol,
Disneyland, Golden, Melodiya/Angel, Seraphim.
Cartridge 8-tr., cassette & open reel: Capitol,
Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol, Panasonic.
Interstate Dist'g Co., 457 Daniels. Zip: 59102. Tel:
245-5141. Owner: James A. Whitson; Mgr.:
Jim L. Oblander; Sales Mgr.: Ray Berggren.
Labels: RCA, Camden, Victrola, Calendar Col-
gems, Poppy.
Cartridge 8-tr.: RCA, Camden, Calendar, Chart,
Colgems, Buena Vista, GNP Crescendo, Diamond,
Gamble, Poppy, White Whale, Mercury, NAL.
Cassette: RCA, Mercury, NAL.
Open reel: RCA, Camden, Calendar, Colgems,
NAL.
Tape playback equip.: RCA, Norelco.
Phonographs: RCA.
Accessories: RCA, Gusdorf, Le-Bo.

● **GREAT FALLS (Area Code 406)**

Music Serv. Co., PO Box 2487, 316 Sixth St. S. Zip: 59401. Tel: 761-2420. Pres.: R. E. Holm; Mgr.: W. Dudley James.
Labels: A&M, Atlantic, Atco, Chart, Dolton, Fontana, Hi, Imperial, Impulse, Jubilee, Laurie, Liberty, Limelight, London, MGM, Mercury, Mint, Parrot, Philips, Smash, Stax, United Artists, Vanguard, Verve, Wing.
Cartridge 8-tr.: Ampex, GRT, ITCC, A&M, Alegre, Cadet, Caedmon, Checker, Chess, Elektra, Fontana, Jay Jay, Jubilee, Liberty/UA, Lime-light, Mercury, Philips, Roulette, Scepter, Smash, Tico, Vault, Vee Jay, Wand; sub-dis-tributor for Capitol, Columbia, Decca, Epic, Gordy, Motown, Paramount Stereo Tape, RCA, Reprise, Warner Bros.-Seven Arts.
Cassette: A&M, Cadet, Caedmon, Checker, Chess, Elektra, Fontana, Gordy, Jay Jay, Liberty/UA, Limelight, Mercury, Motown, Philips, Roulette, Scepter, Smash, Tama, Tico, Vault, Wand; sub-distributor for Capitol, Columbia, Decca, Para-mount Stereo Tape, RCA, Reprise, Warner Bros.-Seven Arts.
Open reel: Ampex, GRT, A&M, Cadet, Caedmon, Checker, Chess, Elektra, Fontana, Gordy, Jay Jay, Mercury, Motown, Philips, Scepter, Smash, Tama, Wand; sub-distributor for Capitol, Co-lumbia, RCA, Roulette.
Tape playback equip.: Lear Jet, Toshiba, V-M.

NEVADA

● **RENO (Area Code 702)**

National Tape Dists. of Nevada Inc., PO Box 3097, Zip: 89505; 400 Glendale Rd., Sparks. Zip: 89431. Tel: 359-2151. Mgr.: John Shipman.
Home office: Milwaukee, Wis. (see for product distributed).
 Pic-A-Tune Inc., 1522 Matley Ln. Zip: 89502. Tel: 329-5437. Owner: David Watson; Mgr.: Harry Miller.
Home office: San Francisco, Calif. (see for product distributed).

NEW JERSEY

● **CAMDEN (Area Code 609)**

Decca Dist. Corp., 1722 Federal St. Zip: 08105. Tel: 966-7111; Phila. Tel: (215) WA 2-5659. Dis-

trict Mgr.: Sam Passamano; Branch Mgr.: Bob Speca.
Labels: Decca, Coral, Brunswick, Vocalion, Ber-litz, Colonial, Standard Phono, Bravo, Viva.
Cartridge 8-tr.: Decca, Brunswick, Coral, Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Brunswick, Coral.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambour-ines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

● **DOVER (Area Code 201)**

Associated Rec. Serv. Inc., 16 S. Morris St. Zip: 07801. Tel: 361-6118. Pres.: William Jelley.
Labels: Avant Garde, Canaan, Capitol, Celestial, Christian Faith, Console, Cornerstone, Creative Sound, Cricket, Crown V, Decca, Diplomat, Dot, Guest Star, Heart Warming, Hymntone, Light, Pickwick, Prophet, RCA, Rejoice, Reverence, Sacred, Scripture, Sing, Singpiration, Skylite, Summit Sound, Supreme, Word, Zondervan.
Cartridge 8-tr.: Canaan, Capitol, Heart Warm-ing, Sacred, Sing, Skylite, Summit, Word.
Cassette: Canaan, Capitol, Sacred, Word.

● **FAIRFIELD (Area Code 201)**

Chancellor Inc., B Spielman Rd. Zip: 07006. Tel: 227-4010; NYC Tel: (212) 245-3800. Pres. & Mktg. Dir.: Joel Koenig; VP Sales: Hal Bron-stein.
Cartridge 4-tr., 8-tr., cassette & PlapTape: All lines.

● **HIGHTSTOWN (Area Code 609)**

McGraw-Hill Book Co., Trade Order Serv. Dept., Princeton Rd. Zip: 08540. Tel: 448-1700, Ext. 5254; NYC Tel: (212) 971-3333, Ext. 5254.
Executive office: New York, N.Y.
Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).

● **HILLSIDE (Area Code 201)**

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 923-7474. Owner: Joseph C. Mar-tin; Rec. Mgr.: Jerry Cohen; Tape Mgr.: Ed Gries; Promo.: Norman Moore.
Labels: A&M, Alshire, Amaret, Amy, Arctic, Bang, Bell, Blue Rock, Blue Thumb, Calla, Carnival, Childcraft, Cotillion, Dionn, Double Shot, Douglas, Emarcy, Fantasy, Fontana, For-ward, Galaxy, Goldwax, Gordy, Gregar, Guyden, Hollywood, Jamie, Kent, LHI, Limelight, Look,

Lost-Nite, Mala, Mercury, Minaret, Modern, Moira, Moonshot, Motown, Music Minus One, New Voice, Oracle, Peachtree, Philips, Philly Groove, Playcraft, Pulsar, Relic, Revue, SSS Int'l Shama, Shamley, Shout, Sidewalk, Smash, Soul, Sphere Sound, Starday, Straight, Sundi, Tama, Tomorrow, Tower, Uni, Uptown, VIP, Virtue, Wayside, White Whale, Wing.
Cartridge 8-tr., cassette & open reel: A&M, Capitol, Columbia, Decca, Kapp, ITCC, Liberty/UA, Livingston, Mercury, Motown, NAL, Orig-inal Sound.

● **LINDEN (Area Code 201)**

National Tape Dists. of New Jersey Inc., PO Box 624, 609 Commerce Rd. Zip: 07036. Tel: 925-9101. Mgr.: Robert Fleck.
Home office: Milwaukee, Wis. (see for product distributed).

● **LITTLE FERRY (Area Code 201)**

Solfeo Recs. Co., 87 Wilson St. Zip: 07643. Tel: 489-8136. Owner: Anibal Torres; Mgr.: Mrs. Ana Torres.
Home office: New York, N.Y.
Int'l branch: Puerto Rico.
Labels: Cesta, Canomar, Hopes, Starbright.
Cartridge 8-tr.: Hopes, MRVA, Professional, Starbright.

● **MIDDLESEX (Area Code 201)**

Rapid Mdsq. Co., 200 Pond Ave. Zip: 08846. Tel: 752-1000. Tape Mgr. & Buyer: Ronald Mills.
Home office: Minneapolis, Minn.
Cartridge 4-tr., 8-tr. & cassette: All lines.

● **NEWARK (Area Code 201)**

All-State New Jersey Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Owner & Tape Mgr.: Sherman Koenig; Rec. & Sales Mgr.: Irwin R. Fink; Promo.: Milton Eidelman.
Labels: Alston, Atco, Best, Black & Proud, Blue, Brook-lyn, Carla, Chapter 1, Coliseum, Deram, Deramic, Dunwich, Dynamo, Enterprise, Fame, Felsted, Four Corners of the World, GWP, Gar-pax, Hi, Hip, Jab, Kapp, Karen, Ko Ko, London, MOC, Monument, Musicor, Parrot, phase 4, Pickwick, Pompeii, Press, Richmond, Rising Sons, SGC, SPQR, Seville, Shell, Sire, Sound Stage 7, Stereo Treasury, Volt, Vortex, Weiss.
Cartridge 8-tr.: Ampex, Atco, Atlantic, Capitol, Caytronics Columbia, Decca, Fiesta, GRT, ITCC, Jubilee, Kapp, Liberty/UA, Mercury, Muntz,

continued on page 134

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NAL, Paramount Stereo Tape, Stax.
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Tape playback equip.: Automatic Radio, Cartable, Muntz, PlayTape, Tenna.
Record accessories: Needles (Astatic).
Tape accessories: Automatic Radio, Le-Bo, Mercury, Recoton, Scene, Tenna. (SEE ADVERTISEMENT)

R. Bab Co., 12 Cutler St. Zip: 07104. Tel: 484-1368.
 Owner: R. Bab.
Labels: Arc, Argee, Audio Fidelity, Columbia, Dana, Decca, Ital-Disc, Kismet, Monitor, RCA, Universal.

Cartridge 4-tr., 8-tr., cassette & open reel: Eurotone, Fiesta, Monitor and all foreign labels available on tape.

Tape playback equip.: Grundig, Lear Jet.
Musical instruments: Guitars (Empire, Zim-Gar, Italian & German imports), accordions, balalaikas, domras, mandolins (Russian imports).

Dance Rec. Dists. (div. of Folkraft Publ'g Corp.), 115 Broad St. Zip: 07114. Tel: 622-0024. Pres.: Jerry Shifrin

Labels: Belco, Blue Star, Folkraft, Grenn, Hi Hat, Jewel, Kalox, Kismet, MacGregor, Old Timer, Sets in Order, Scope, Square L, Top, Wagon Wheel, Windsor.

Essex Rec. Dists. Inc., 10 Fenwick St. Zip: 07114. Tel: 243-7700. Owners: Joseph & Irving Cohen; Rec. Mgr.: Joseph Cohen; Tape Mgr. & Promo.: Rick McGruder; Sales Mgr. & Promo.: Harold Ladell.

Labels: All Platinum, BT Puppy, Backbeat, Bashie, Cadet, Cadet/Concept, Checker, Chess, Creed, Crescent, Dakar, Dana, Dear, Dial, Diamond, Diplomat, Dooto, Duke, Excellor, GRT, Golden, Gospel, Halo, Hob, Holiday Inn, Jewel, Josie, Jubilee, Laurie, Legrand, Lupine, Mace, Money, Nashboro, Oldies, Oldtown, Original Sound, Paula, Peacock, Pelnor, Peter Pan, Pure Soul, Pzazz, Ron, Roulette, Rust, Scepter, Song Bird, Specialty, Stang, Stax, Stella, Stop, Sun, Sureshot, Toddlin' Town, Tomorrow, USA, Wand, Whit.

Cartridge 4-tr., 8-tr. & cassette: Ampex, Eurotone, GRT, ITCC, Modern, Muntz, NAL.
Tape playback equip.: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

Ideal Rec. Prods., 357 Lyons Ave. Zip: 07112. Tel: WA 3-6333; NYC Tel: (212) WH 4-5713. Pres.: Samuel Keenholtz; Mgr.: Lou Caparosa; Buyer: Jack Kosloff.

Home office: New York, N.Y., Raymar Sales Co.
Labels: Alector, Brent, Bruno, Caedmon, Cook, Fargo, Fiesta, Gold Star, Golden Crest, Julemar, Headline, Helios, Time, Vesuvius.

Cartridge 8-tr.: Capitol, Columbia, Decca, Gordy, ITCC, Kapp, Liberty/UA, Mercury, Motown, NAL, RCA, Scepter, Tamla, Wand.

J & J Corp., 333 Clinton Pl. Zip: 07112. Tel: 926-3700. Owners: Irwin & Jay Jennis; Tape Mgr.: Joe Scratch; Sales Mgr.: Leonard Weckstein; Promo.: Irwin Jennis.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty/UA, Mercury, Modern Sound, Motown, Original Sound, RCA.
Cartridge 4-tr.: Ampex, Columbia, Decca, GRT, ITCC, Liberty/UA, Modern Sound, Muntz, Original Sound.

Cassette: Ampex, Capitol, Decca, GRT, Liberty/UA, Mercury.
Tape playback equip.: Blaupunkt, Borg-Warner, Mayfair, Mercury, Panasonic, Tenna.
Accessories: carrying cases (Amberg); tuners (GW).

Krich-New Jersey Inc., 428 Elizabeth Ave. Zip: 07112. Tel: 248-7400. Pres.: F. M. Comins; Mgr.: Norris Saurman.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale.

Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.

Laredy Rec. Dist. Corp., 46 Green St. Zip: 07101. Tel: 623-5984. Pres.: Joseph Fechner; Sales Mgr.: George Signoretti.

Labels: Amos, Betty White Dance Recs., Challenge, Conversaphone, Disneyland, Evolution, Living Language, Loma, Project 3, Reprise, Sure, Tetragrammaton, VMC, Vista, Warner Bros.-Seven Arts, Young People's Recs.
Cartridge 8-tr.: Project 3, Reprise, Warner Bros.-Seven Arts.

Wendy Dists. Inc., 37 William St. Zip: 07102. Tel: 623-5845. Owner & Mgr.: Jerry Winston.
Labels: Abnak, Banyan Tree, Boone, Buddah, Celebrity Circle, Cobblestone, Curtom, Dooto, Elektra, Era, Federal, GNP Crescendo, Gamble, Glad-Hamp, Harbour, Hot Wax, Hickory, Independence, Jad, King, MTA, Mainstream, None-such, Pace, Pavilion, Prestige, Ranwood, Royal American, Savoy, Steady, Super K, T-Neck, TRX, Team, Turntable, Vanguard.

Cartridge 8-tr. & cassette: Ampex, DBI, Dooto, Era, GRT, ITCC, Prestige, Savoy.
Tape playback equip.: Philco-Ford. (SEE ADVERTISEMENT)

• **PARAMUS (Area Code 201)**

Atlas-Rand Corp. (See listing under New York, N.Y.)

• **PENNSAUKEN (Area Code 609)**

Handleman Co., 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Mgr.: Joseph Glaser; Buyer: Fred Calandra.

Home office: Detroit, Mich.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Liberty/UA Dist'g Corp.—Philadelphia Branch, 7025 Colonial Hwy. Zip: 08109. Tel: 662-3101; Phila. Tel: (215) 923-4196. Mgr.: Jack Bridges; Opns. Mgr.: Charles Lopez; Promo.: Frank Sciarra, Richard Tamburro.

Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

• **SOMERS POINT (Area Code 609)**

National Bag-O-Tunes, 725 Shore Rd. Zip: 08244. Tel: 927-5512. Gen. Mgr.: Milton Katz.
Distributes: Close-outs.

• **TENAFLY (Area Code 201)**

Decca Dist. Corp., 95 Engle St. Zip: 07670. Tel: 642-3200, 871-3212. Mgr.: Noah Jenkins.
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Standard Phono, Colonial, Bert & I, Gold Star, Bravo, Viva.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

• **TRENTON (Area Code 609)**

Allied Rec. Sales, 549 Hamilton Ave. Zip: 08609. Tel: 599-3000. Owner & Promo.: Frank Romani; Gen. Mgr.: John T. Gervasoni.

Distributes: Close-outs, oldies but goodies.
 Associated Tape Serv. Inc., 1721 N. Olden Ave. Zip: 08638. Tel: 882-1660. Gen. Mgr.: J. L. Rounds.

Cartridge 4-tr., 8-tr. & cassette: All lines.
Accessories: All lines.

• **UNION (Area Code 201)**

Liberty/UA Dist'g Corp.—Newark Branch, 1835 Burnet St. Zip: 07083. Tel: 964-1560. Sales Mgr.: Jack Bridges.

Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**

Tommy Bee Ent's. Inc., PO Box 8207, 410 San Mateo N.E., Suite 4. Zip: 87108. Tel: 256-9193.

Owner & Mgr.: Tommy Bee; Mgr.: Charles Emmons; Sales Mgr.: L. R. Sladek.

Labels: Beat, Kanwic, Soul Roll, Souled Out, Soultrack, TBP Int'l.

Ward Terry & Co., 1411 Broadway N.E. Zip: 87100. Tel: 243-3714.

Home office: Denver, Colo. (See for product distributed).

NEW YORK

• **ALBANY (Area Code 518)**

Capitol Recs. Dist'g Corp., 301 S. Allen St. Zip: 12208. Tel: 489-4771.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol.
Phonographs: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone); Capitol.

J-S Rec. Dists. Inc., 98 Everett Rd. Zip: 12205. Tel: 489-5446. Owner: Joseph Spence; Mgr.: Larry Grandy.

Labels: Abnak, Airtown, Ajax, Angeltone, Ashley, Atlas, BT Puppy, Backbeat, Bang, Bay Sound, Bethlehem, Big Wheel, Boo, Broadway, Celebrity Circle, Chancellor, Chart, Del-Fi, De-Luxe, Destination, Dictation Disc, Donna, Duke, Duo, ESP-Disk', Expo, Federal, Ford, Fountain, Fraternity, Gamble, Garu, Giant, Groovy, Gross,

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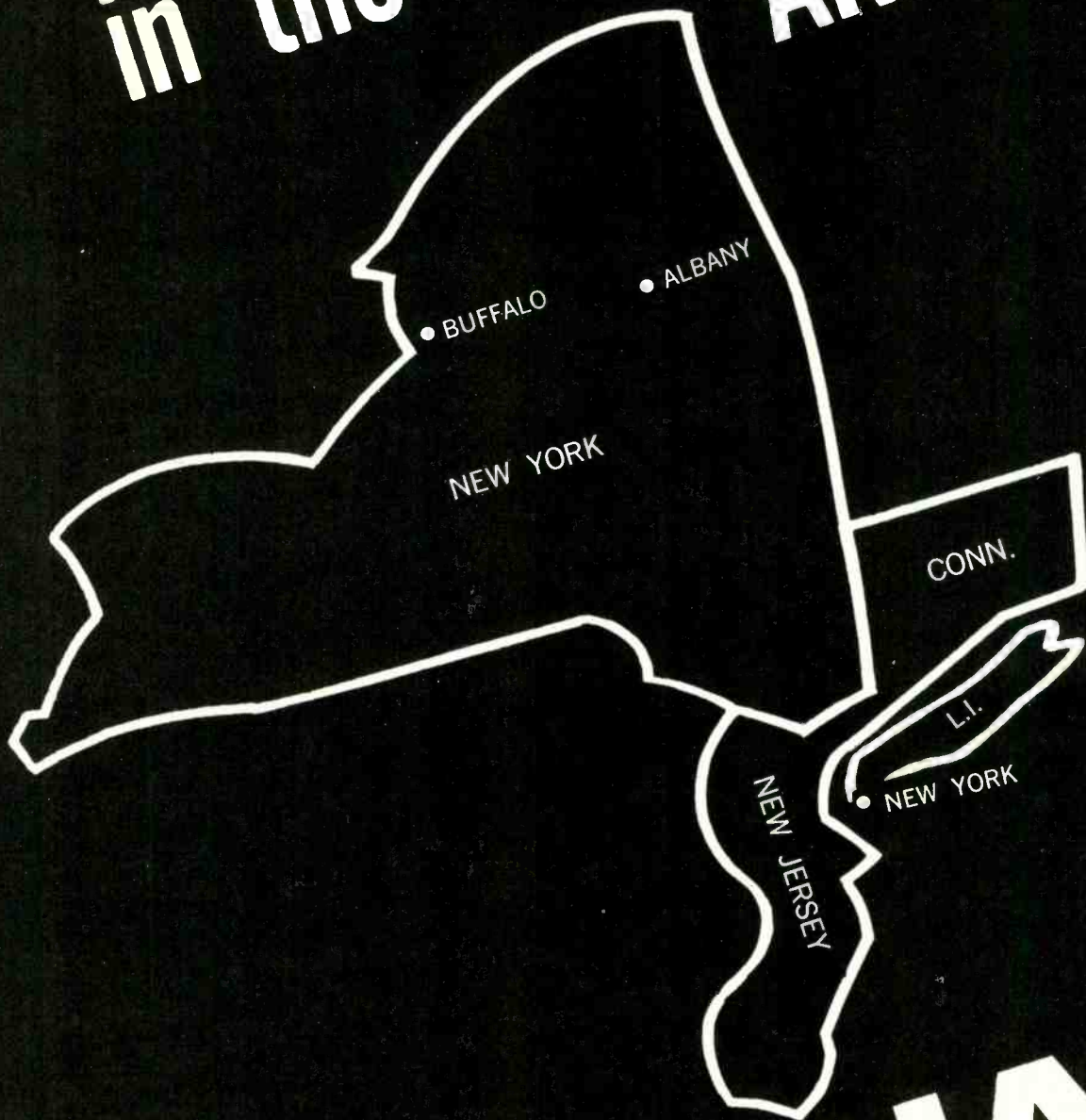
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- R T A Dists. Inc.**, 991 Broadway. Zip: 12204. Tel: 463-3251. Mgr.: Joseph Paone.
Labels: RCA, Camden, Victrola, Calendar, Col-gems, Poppy.
Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale.
Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.
Transcontinental Dist'g Corp., 100 Watervliet Ave. Zip: 12206. Tel: 438-3571. Mgr.: Roland Roy.
Home office: New York, N.Y.
Labels: Cadet, Calla, Checker, Chess, Crestview, Elektra, Gordy, Living Language, Motown, None-such, Roulette, Scepter, Soul, Tamla, VIP, Wand.
Cartridge 8-tr.: Gordy, Motown, Scepter, Soul, Tamla, Wand.
- Universal Tape Inc.**, 98 Everett Rd. Zip: 12205. Tel: 489-5446. Pres.: Joseph Spence; Mgr.: Larry Grandy.
Cartridge 8-tr. & cassette: ITCC, NAL, Josie, Jubilee, Spar.
- **AMSTERDAM (Area Code 518)**
Almor Playtime Co., Inc., PO Box 111, Wallins Corners Rd. Zip: 12010. Tel: 842-2500. VP: A. A. Hyman; Sales Mgr.: Richard Sukel.
Branches: Syracuse, N.Y.; South Burlington, Vt.
Labels: Camden, Victrola, Disneyland, Pickwick Int'l; sub-distributor for RCA, Capitol, Columbia, Decca.
Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, Jubilee, Mercury, NAL.
Cassette: Ampex, Capitol, Columbia, Decca, GRT, Jubilee, Mercury.
Accessories: Le-Bo, Recoton.
 - **BUFFALO (Area Code 716)**
Alpha Dist'g Corp., Tel: TT 2-2718. Contact: Frankie Nestro. (See New York, N.Y., for product distributed).
Best & Gold Rec. Dists., 1800 Main St. Zip: 14203. Tel: 882-0427. Pres.: Leonard Silver; VP: Steve Brodie; Sales Mgr.: Dave Colson.
Labels: ABC, A&M, Abnak, Action, Adell, Air-

town, All Platinum, Amaret, American, Amos, Amy, Aphrodisiac, Apt, Aquarius, Arc Sound Ltd., Arctic, Ardent, Atco, Ashley, Atco, Atilo, Atlantic, Audio Fidelity, Audio Recs., Autumn, BT Puppy, Backbeat, Bang, Banyan Tree, Barry, Baytown, Bazaar, Bell, Bellina, Big Ben, Big Deal, Blue Angel, Blue Onion, Blue River, Blue Rock, Blue Thumb, Boom, Boone, Botanic, Brook-lyn, Brotherhood, Buddha, Buena Vista, Bullet, Buluu, Bunky, Burdett, CBM, CCM, CGC, Calla, Carnival, Celebrity Circle, Challenge, Chance, Chartmaker, Checkmate, Circa, Cobblestone, Command, Congress, Corby, Cotillion, Cotique, County Fair, Crescent, Crest, Crew, Crimson, Crusader, Current, Curtom, DGG, Dakar, Dearborn, Delta, Derby City, Diamond, Dimension, Disneyland, DiVenus, Dooto, Double Shot, Douglas, Dover, Drew, Duke, Dunhill, Dunwich, Dynamo, ESP-Disk, Earl, Elbejay, Eldo, Enter-prise, Era, Eric, Estill, Eurotone, Event, Evolu-tion, Excello, Expo, Fard, Federal, Fiesta, Focus, Fontana, Fortune, Four Corners of the World, Foy, Fury, GRC, GRT, GWP, Gamble, Gold Wax, Golden, Gospel, Grecophon, Groovy, Gross, Guilford, Guyden, Harbour, High Country, Hob, Hollywood, Hot Line, Hot Wax, Hour Glass, Impulse, International Artists, Jad, Jamie, Jay Jay, Jerden, Jewel, Josie, Jubilee, Kapp, Karen, Kent, King, Ko Ko, Laurie, Lemon Line, Like, Limelight, Little Darlin', Living Language, Lost-Nite, MTA, Mainstream, Mala, Mercury, Metro-media, Mira, Mirwood, Modern, Modo, Money, Monument, Mothers, Musicor, Nashville, New Voice, Oren, Original Sound, Pace, Page One, Paula, Pavilion, Peacock, Pelnor, Pepper, Phil-L.A. of Soul, Philips, Philly Groove, Plantation, Pompeii, Poppy, Post, Probe, Pulsor, Pure, Soul, Queen City, RPR, Ranwood, Riverside, Rod, Rojac, Rontom, Roulette, Royal American, S&P, SSS Int'l, Sahara, Savoy, Scepter, Sew City, Share, Shell, Shout, Skye, Smash, Soma, Song Bird, Spar, Sphere Sound, Springboard, Squire, Stang, Starday, Stax, Steel City, Stereo Dimension, Stereodiddies, Straight, Strobe, Sue, Sundown, Super K, Sureshot, T-Neck, Take-6, Tangerine, Tarp, Thunderbird, Tower, Triangle, Turntable, Twinnight, USA, Uni, Vault, Vent, Venture, Vernell, Volt, Wand, Way-out, Weis, Westbound, White Whale, Windy C, Yew.
Cartridge 8-tr.: A&M, Adell, Ampex, Atco, At-lantic, Capitol, Columbia, Decca, Epic, GRT, ITCC, Jubilee, Kapp, Liberty/UA, Mercury, Mod-ern Tapes, Motown, NAL, RCA, Reprise, Scepter, Starday, Warner Bros.-Seven Arts.
Cassette: A&M, Ampex, Atco, Atlantic, Capitol, Columbia, Decca, Epic, GRT, Jubilee, Kapp, Liberty/UA, Mercury, Modern Tapes, Motown,

- NAL, RCA, Reprise, Scepter, Starday, Warner Bros.-Seven Arts.
Decca Dist. Corp., Universal Bldg., 301 Franklin St. Tel: TL 2-8318. Mgr.: Maury Bloom.
Labels: Decca, Coral, Brunswick, Vocalion, London, Berlitz, Colonial, Standard Phono, Word, Bert & J, Bravo, Viva.
Cartridge 8-tr.: Decca, Coral, Brunswick, Ber-litz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambour-ines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.
- Jet Electronics** (div. of Jet TV Inc.), 773 Niagara Falls Blvd., Amherst. Zip: 14226. Tel: 835-0070. Owner & Mgr.: Martin M. Lebovits.
Cartridge 8-tr.: Ampex, GRT, ITCC, RCA, Alpha, Fiesta; sub-distributor for Capitol, Columbia, Decca, Liberty/UA.
Cassette: Ampex, GRT; sub-distributor for Capitol, Decca, Columbia.
Open reel: Sub-distributor for Capitol, Colum-bia, Decca.
Tape playback equip.: Belair, Encore, Lear Jet, Panasonic, Roberts.
Tape accessories: Lear Jet.
Ruda's Dist'g Co., 915 Broadway. Zip: 14212. Tel: 852-3121. Owner: Don Ruda.
Distributes: Polka recs.
- **COHOES (Area Code 518)**
Decca Dist Corp., Vliet & Mohawk Sts. Zip: 12047. Tel: CE 7-9000. Mgr.: Howard McGrath.
Labels: Decca, Coral, Brunswick, London, Standard Phono, Colonial, Berlitz, Word.
Cartridge 8-tr.: Decca, Coral, Brunswick, Ber-litz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambour-ines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.
 - **FREPORT, L.I. (Area Code 516)**
Double B Recs. & Tape Corp., 240 E. Merrick Rd. Zip: 11520. Mgr.: Bernard Boorstein; Buyer: Zeke Lenga.
Cartridge 8-tr.: Capitol, Columbia, Decca, GRT, ITCC, Kapp, NAL, Scepter, Wand.
Cartridge 4-tr.: Columbia, GRT, ITCC, Muntz.
Cassette: Same as 8-tr.
Open reel: Ampex, GRT, Greentree, ITCC.
Tape accessories: All lines.
Royal Sound Co. Inc., 409 N. Main St. Zip: 11520. Tel: 868-2880. Owner: Mervin A. Dayan.
Int'l branches: Germany, Okinawa—Far East Serv. Co.
Cartridge 8-tr., 4-tr., cassette & open reel: Ampex.
Tape playback equip.: RSC, Viking.
Phonographs: BSR, McDonald.
Tape accessories: Blank tape (RSC); cartridge & cassette accessories (Channel Mktg.).
 - **GREAT NECK, L.I. (Area Code 516)**
Variety Audio Prods., 15 Bond St. Zip: 11021. Tel: 482-0900. Pres. & Mgr.: David Shichman.
Cartridge 8-tr., cassette & open reel: Ampex, GRT, Greentree; subdistributor for Capitol, Columbia, RCA.

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- **HUNTINGTON, L.I. (Area Code 516)**
Custom Dists. of L.I. (d/b/a Precision Electronics), 30 Stewart Ave. Zip: 11743. Tel: HA 1-5250. Owner: H. Isaacs; Tape Mgr.: M. Patterson.
Cartridge 8-tr.: Ampex, Capitol, Columbia, ITCC, Motown, RCA.
Cassette: Ampex, Capitol, Columbia.
Tape playback equip.: Automatic Radio, Borg-Warner, Lear Jet, Motorola.
Tape accessories: All lines.
- **JERICO, L.I. (Area Code 516)**
Polka Town Music, 23 Marian Ln. Zip: 11753. Tel: 822-3198. Owner: Teresa Zapolska.
Labels: Albo, Ampol, Bay, Bel-Aire Chicago, Cindy, Cucca, Dearborn, Delta Int'l, Don-Joe, Dyno, Eastwind Int'l, Eurotone, Glo, Gold, Halo, International Artists, J, JB, Jay Jay, Jody, Le Mans, MGM, Melodia, Micro, Monitor, Muza, Polka, Polka Tone, Pronit, Rave, Request, Rex, Ridge, Rim, S&S, Select, Silverbell, Starr, Stello, Stella, Sun glow, Tip, Tric, USA, Vicrom, Vista.
Cartridge 8-tr.: Delta Int'l, Eurotone, Halo, MGM, Starr, Stella.
Cartridge 4-tr.: Stella.
Cassette: Eurotone.

● **LATHAM (Area Code 518)**

Bee Gee Recs. & Tape, Shaker Park. Zip: 12110. Tel: 785-1350. Owner: Leonard Smith; Rec. Mgr.: John Miozin; Tape Mgr.: Tom Durrant; Sales Mgr. & Promo.: Chuck Horrocks. Labels: Camden, Disneyland, Pickwick, RCA, Starday, Victrola, Vocalion. Cartridge 8-tr. & cassette: Ampex, GRT, ITCC, NAL, RCA. Record accessories: Fidelitone, Recoton. Tape accessories: 3M.

● **MELVILLE, L.I. (Area Code 516)**

Merco-Melody, 536 Broadhollow Rd. Zip: 11746. Tel: 694-8990. Sales Mgr.: Morty Kline. Labels: Camden, Conversaphone, Cricket, Disneyland, Golden, Motivation, Music Minus One, Pickwick/33. Cartridge 8-tr., cassette & PlapTape: All lines. Accessories: Amberg, Le-Bo, 3M.

● **NEW YORK CITY (Area Code 212)**

A-B Rec. Dist's. (see Candy Stripe Recs. Inc.). A B C Rec. & Tape Sales Corp., 46-50 54 Ave., Maspeth. Zip: 11378. Tel: 786-6255. Gen. Mgr.: Walter Lam; Promo.: Mickey Wallach. Home office: Seattle, Wash. Labels: ABC, Award Artists, Bluesway, Buluu, Command, Dunhill, Grand Award, Impulse, Movie-tone, Probe, Riverside, Tangerine, 20th Century-Fox, Warlock. Cartridge 8-tr. & cassette: All the above except Award Artists.

Alpha Dist'g Corp., 20 West End Ave. Zip: 10023. Tel: 586-6200. Owner: Harry N. Apostoleris; Gen. Mgr.: Murray Viscoso; Sales Mgr.: Nick Campanella; Promo.: Moe Shulman. Regional reps.: Hartford, Conn.; Buffalo, N.Y. Labels: A&M, Accent, Alector, Ansonia, Avoca, Bell group, Cadet, Cadet/Concept, Challenge, Checker, Chess, DeLuxe, Disneyland, Everest group, Evergreen, Federal, GNP Crescendo, GWP, Hickory, Holiday Inn, International Artists, Jamie/Guyden group, Kent, King, LHI, Lee, Loma, Melromedia, Modern, Monument group, Motown group, Nashville, Polydor, Project 3, Rama Rama, Reprise, Request, Starday, Stella, Stereoditties, TRX, Tetragrammaton, VMC, Vanguard, Vista, Warner Bros.-Seven Arts. Cartridge 8-tr. & cassette: All lines. Tape accessories: Blank tape (SEE ADVERTISEMENT)

American Album & Tape Reps. Inc., 850 Seventh

Ave. Zip: 10019. Tel: 247-3188. Owner & Mgr.: David King.

Labels: Colpix, Riverside, assorted cut-outs. Cartridge 4-tr. & 8-tr.: ITCC.

Argus Rec. Dist's. Inc., 160 W. 46 St. Zip: 10036. Tel: 765-2585. Gen. Mgr.: Rose Saggio; Sales Mgr.: Frank Riccio; Promo.: Ben Arrigo. Labels: Aries, Book, Buff, Criterion, Dapt, GP, Gospel, Johnson, Kismet, Mounted, Nina, Padik, Prince, Riccio, Spiral.

Atlas-Rand Corp., Keystone Pl., Paramus, N.J. Zip: 07652. NYC Tel: 563-6663; N.J. Tel: (201) 262-7500. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better. Branches: Los Angeles, Calif.; Chicago, Ill.; Dallas, Tex.

Cartridge 8-tr.: ABC, A&M, Apple, Atco, Atlantic, BT Puppy, Bang, Bell, Berlitz, Cadet, Calendar, Camden, Capitol, Caytronics, Checker, Chess, Colgems, Columbia, Command, Curtom, DGG, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Encore, Epic, Fantasy, Fontana, GNP Crescendo, Galaxy, Gamble, Gordy, Hi, Hickory, Impulse, Kama Sutra, Kapp, King, Laurie, Liberty/UA, London, MGM, Mainstream, Mercury, Monument, Motown, New Voice, Ode, Original Sound, Parrot, Paula, Philips, Philly Groove, Plantation, RCA, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Skye, Smash, Soul, Stax, Tama, Tetragrammaton, Tower, 20th Century-Fox, Uni, Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale. Cassette: ABC, A&M, Apple, Atco, Atlantic, BT Puppy, Bang, Bell, Berlitz, Cadet, Capitol, Checker, Chess, Columbia, Command, Curtom, DGG, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Encore, Fantasy, Fontana, GNP Crescendo, Galaxy, Gamble, Gordy, Hi, Hickory, Impulse, Kama Sutra, Kapp, King, Liberty/UA, London, MGM, Mainstream, Mercury, Monument, Motown, New Voice, Original Sound, Parrot, Paula, Philips, Philly Groove, Plantation, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Skye, Smash, Soul, Stax, Tama, Tetragrammaton, Tower, 20th Century-Fox, Uni, Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale. Open reel: ABC, A&M, Acta, Aeolian-Skinner, American Airlines, Ampex, Amy, Angel, Archive, Artia, Astex, Atco, Atlantic, Audio Fidelity, Audio-Spectrum, BT Puppy, Bang, Bell, Berlitz, Bluesway, Bravo, Brunswick, Buddah, Cadet, Caedmon, Camden, Capitol, Calendar, Checker, Chess, Colgems, Coliseum, Colpix, Contemporary, Coral, Crimson, DGG, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Encore, Epic, Everest, Fantasy, Fontana, Four Corners of the

World, GNP Crescendo, Galaxy, Gamble, Good Time Jazz, Gordy, Hi, Hickory, Immediate, Imperial, Impulse, Jay Jay, Kama Sutra, Kapp, King, Liberty, Limelight, London, MGM, Mainstream, Mercury, Monitor, Monument, Moonglow, Motown, Musicor, New Voice, Nonesuch, Ode, Original Sound, Parliament, Parrot, Phillips, Philly Groove, Plantation, Prestige, Project 3, RCA, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Shout, Skye, Smash, Solid State, Soul City, Starday, Stax, Steed, Tama, Tetragrammaton, Tico, Tower, 20th Century-Fox, Uni, United Artists, Vanguard, Vault, Verve, Viva, Volt, Vortex, Wand, Warner Bros.-Seven Arts, White Whale.

Tape Playback equip.: Keystone. Beta Rec. Dist's. Inc., 599 10 Ave. Zip: 10036. Tel: 244-3744. Owner: John Halonka; Gen. Mgr.: Ed Kleinbaum; Promo.: Jeff Wax.

Labels: Abnak, All Platinum, Auditorium, Backbeat, Boone, Calla, Charay, Community, De-Lite, Diamond, Dictation Disc, Dooto, Douglas, Duke, Era, Ethnic, Event, Ford, Fraternity, GFA, Gamble, Hob, Huff Puff, Jetstar, LLP, Laurie, MTA, Minaret, Moonshot, Pepper, Pete, Plantation, Revue, SSS Int'l, Scepter, Silhouette, Song Bird, Speed, Stang, Strobe, Uni, Westbound.

Cartridge 8-tr. & cassette: Eurotone, Fiesta, GRT, ITCC, NAL. (SEE ADVERTISEMENT)

Bruno—New York Inc., 460 W. 34 St. Zip: 10001. Tel: 564-3062. Gen. Mgr.: Jack Silverman; Promo.: Mike Borrello. Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr.: Ampex, RCA.

Cassette: Ampex, RCA.

Open reel: Ampex, RCA.

Tape playback equip.: RCA.

Accessories: Carrying cases, head cleaners.

Candy Stripe Recs. Inc., 2914 Ave. "L," Brooklyn. Zip: 11210. Tel: 338-0050. Pres.: Bernard Keil; Rec. Mgr.: Arlene Keil; Tape Mgr.: Kenny Teicher.

Branch: A-B Rec. Dist's. Tel: 338-3B70.

Labels: Sub-distributor for Ambassador, Capitol, Crown, Pickwick, Premier & cut-outs.

Cartridge 8-tr. & cassette: Sub-distributor for Capitol.

Capitol Recs. Dist'g Corp., 1290 Ave of the Americas. Zip: 10019. Tel: 765-0890.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapfile.

Cartridge 8-tr., cassette & open reel: Capitol.

continued on page 138

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Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonographs: Capitol.
Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone); Capitol.

Columbia Recs. Sales, 45-20 83 St., Elmhurst, Zip: 11373. Tel: 898-1900. Sales Mgr.: Stan Snyder; Masterwork Sales Mgr.: Marvin Paris; Promo. Mgrs.: Don DeVito, Joe Senkiewicz; North-eastern Div. Regional Sales Dir.: Don Van Gorp.
Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.

Decca Dist. Corp., 34-24 56 St., Woodside, Zip: 11377. Tel: 478-6700. Mgr.: Charles Lindroth; District Mgr.: Ed Herley.
Labels: Decca, Coral, Brunswick, Berlitz, Colonial, Standard Phono, Copley, Word.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

Dome Dist'g Corp., 32-02 Greenpoint Ave., Long Island City, Zip: 11101. Tel: 786-9637. Contacts: Bernie Block, Stan Drayson.
Labels: Acta, Alegre, Amos, Amsterdam, Banyan Tree, Beverly Hills, Biograph, Blue Rock, Blue Thumb, Blues Time, Boo, CGC, Calla, Canyon, Cesta, Chisa, Colossus, Cotique, Discovox, Duo, Dynamo, Earth, Fania, Fantasy, Flying Dutchman, Forward, GRT, GWP, Galaxy, Happy Tiger, Harbour, Hour Glass, Jad, L&M, Mainstream, Mardi Gras, Mother Goose, Music Disc, Musicor, Nassau, Neptune, New Voice, Offspring, PIP, Pepper, Pickwick Int'l, Pineapple, Pzazz, RPR, Roulette, Sentinel, Shamley, Share, Silver Fox, Songee, Soul Clock, Steady, Straight, Sun, Sundown, Surrey, Swinger, TEC, Tico, Time, Toddlin' Town, Together, Total Sound, Turbo, Turntable, United, Up Front, Wand, Zodiac.
Cartridge 8-tr. & cassette: Alegre, Caytronics, Cesta, Cotique, DBI, Fania, Fantasy, GRT, Tico.
PlayTape.
Accessories: Fidelipac. (SEE ADVERTISEMENT)

Domino, 1122 Rhineland Ave., Bronx, Zip: 10461. Tel: 892-8290. Mgr.: Bob Calilli; Promo.: Howie Cohen.
Labels: Baby, Beacon, Bolo, Davis, DiVenus, Domino, Dooto, Fax, Laff, Lobo, Town Hall.

Empire State Rec. Sales, 10-29 46 Rd., Long Island City, Zip: 11101. Tel: 361-2700. Owner: Mel Albert; Sales Mgr.: Mel Blayne.
Labels: Ambassador, Aphrodisiac, Ariel, Avant Garde, BT Puppy, Bang, Beacon, Bluesville, Congress, Contessa, Cotillion, Crown, Current, Custom, Davis, Decca, Diplomat, Dorado, Expo, Fax, Folklore, Glad-Hamp, Golden, Golden Crest, Gospel Train, Gross, Guest Star, Humorousonic, Impacto, International, Josie, Jubilee, Laff, MF, Milestone, Mio, Mother Goose, Orfeon, Pace, Peter Pan, Post, Prestige, RA, Radnor, Raw, Request, Riot, Rocking Horse, Shama, Shout, Skye, Soulville, Sue, Thunderbird, Tifton, Truesound, United, Wirl, Yazoo.
Cartridge 8-tr.: ITCC, Josie, Jubilee, Laff, Modern, Prestige, RA, Tifton.
Cassette: Gateway, Josie, Jubilee, RA.
PlayTape.
Tape playback equip.: PlayTape, TelePro.
Accessories: Fidelipac, TelePac.

Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, Zip: 11223. Tel: 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Promo.: Jack Haddad, Al Charach, Al Gorme, Burton Bard, Ira Greenfield, Norman Marshak, Elliot Borden.
Labels: Cricket, Happy Time, Panda, Pickwick, Little World Puzzle.
Affiliated firm: Fine-Tone Tapes Unlimited Inc.
Tape Mgr.: John DiLello; **Tape Accessory & Opts. Mgr.:** Alan Gorme; **Ass't Sales Mgr.:** Jack Haddad.
Cartridge 8-tr.: ABC, A&M, Apple, Atco, Atlantic, BT Puppy, Bang, Bell, Cadet, Calendar, Camden, Capitol, Checker, Chess, Colgems, Columbia, Command, DGG, Date, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Encore, Epic, Fantasy, Fontana, GNP, Crescendo, Galaxy, Gamble, Gordy, Hi, Hickory, Impulse, Kama Sutra, Kapp, King, Laurie, Liberty/UA, London, MGM, Mainstream, Mercury, Monument, Motown, New Voice, Ode, Original Sound, Parrot, Paula, Philips, Philly Groove, Plantation, RCA, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Skye, Smash, Soul, Stax, Tamla, Tetragrammaton, Tower, 20th Century-Fox, Uni, Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale.
Cassette: ABC, A&M, Apple, Atco, Atlantic, BT Puppy, Bang, Bell, Cadet, Capitol, Checker, Chess, Columbia, Command, DGG, Decca, Deram,

Dot, Dunhill, DynoVoice, Elektra, Encore, Fantasy, Fontana, GNP Crescendo, Gamble, Galaxy, Gordy, Hi, Hickory, Impulse, Kama Sutra, Kapp, King, Liberty/UA, London, MGM, Mainstream, Mercury, Monument, Motown, New Voice, Original Sound, Parrot, Paula, Philips, Philly Groove, Plantation, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Skye, Smash, Soul, Stax, Tamla, Tetragrammaton, Tower, 20th Century-Fox, Uni., Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale.
Open reel: ABC, A&M, Acta, Aeolian-Skinner, American Airlines, Ampex, Amy, Angel, Archive, Artia, Astex, Atco, Atlantic, Audio Fidelity, Audio-Spectrum, BT Puppy, Bang, Bell, Bluesway, Bravo, Brunswick, Buddha, Cadet, Caedmon, Camden, Capitol, Calendar, Checker, Chess, Colgems, Coliseum, Colpix, Contemporary, Coral, Crimson, DGG, Decca, Deram, Dot, Double Shot, Dunhill, DynoVoice, Elektra, Encore, Epic, Everest, Fantasy, Fontana, Four Corners of the World, GNP Crescendo, Galaxy, Gamble, Good Time Jazz, Gordy, Hi, Hickory, Immediate, Imperial, Impulse, Jay Jay, Kama Sutra, Kapp, King, Liberty, Limelight, London, MGM, Mainstream, Mercury, Monitor, Monument, Moonglow, Motown, Musicor, New Voice, Nonesuch, Ode, Original Sound, Parliament, Parrot, Philips, Philly Groove, Plantation, Prestige, Project 3, RCA, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Shout, Skye, Smash, Solid State, Soul City, Starday, Stax, Steed, Tamla, Tetragrammaton, Tico, Tower, 20th Century-Fox, Uni, United Artists, Vanguard, Vault, Veep, Verve, Viva, Volt, Vortex, Wand, Warner Bros.-Seven Arts, White Whale, World Pacific.
PlayTape.
Tape playback equip.: Hitachi, Mayfair, Norelco.
Record accessories: Amberg, Fine-Tone, Gusdorf, Le-Bo, O'Sullivan, Recoton.
Tape accessories: Fine-Tone, Le-Bo, Recoton, Scotch. (SEE ADVERTISEMENT)

Folk Dancer, 108 W. 16 St. Zip: 10011. Tel: WA 9-0644. Mgr.: Michael Herman.
Labels: Folk Dancer, MacGregor.

Hager Dist's., 808 Beverly Rd., Brooklyn, Zip: 11218. Tel: 438-2002. Pres.: Isaac Hager.
Labels: Fran, Neginah, Rone.

Hector Dist'g Co., 30 W. 21 St. Zip: 10010. Tel: 242-1989. Owner: Stanley J. Cumberpatch; Sales Mgr.: Lewis Zanelli.
Labels: Arhoolie, Argo, Avant Garde, Barenreiter, Bel Canto, Biograph, Bluebonnet, Blues Classics, Boston, CRI, Club 99, Cook, County, Delmark, Dover, Educo, Enrichment, FEL, FSR, Folk Legacy, GHB, Grass Roots, Haydn

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Cassette: CBS, Fontana, Mercury, Philips, Polydor.
 House of Menorah Inc., 52 E. Broadway. Zip: 10002. Tel: WA 5-7573. Gen. Mgr.: Sol Tischler; Sales Rep.: Sol Rosenberg.
 Labels: (Hebrew & Yiddish product only) Aderet, Artistic, Banner, CBS, Collector's Guild, Columbia, Elektra, Emes, Famous, GIL, Gal-Ron, Hataklit, Hed Arzi, IMF, Maloh, Mark-olif, Menorah, Noam, RCA, Reena, Roulette, Tikva, Vanguard.
 Cartridge 8-tr. & cassette: Monitor (Hebrew & Yiddish product only).

Kaco Ent's., PO Box 85, Bronx. Zip: 10466. Owner: Bruce Kravis.
 Distributes: Oldies but goodies, rare oldies.

Kartridge Audio Inc., 823 E. Gun Hill Rd., Bronx. Zip: 10467. Tel: KI 7-9009. Owner: Ken Chesney; Mgr.: Bill Austin; Sales Mgr.: Jack Smith.
 Cartridge 8-tr.: Ampex, Capitol, Columbia, ITCC, Liberty/UA, Motown, NAL, RCA.
 Cassette: Ampex, Capitol, ITCC, Liberty/UA, NAL.
 Tape playback equip.: Capitol, Gibbs, Masterwork, Panasonic.
 Tape accessories: Amberg, Galaxy, Recoton.

Liberty/UA Dist'g Corp.—New York Branch, 8-15 37 Ave., Long Island City. Zip: 11101. Tel: 937-1100. Mgr.: Tex Weiner; Opns. Mgr.: Morris Austin; Promo.: Steve Kahn, Perry Cooper, Charles Miller, Karl Lombardo.
 Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.
 Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

London Rec. Dist'g Corp., 539 W. 25 St. Zip: 10001. Tel: 675-6060. Mgr.: Philip Wesen.
 Branch: Chicago, Ill., London Recs. Midwest Dist'g Corp.

continued on page 140

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Labels: London, Chapter 1, Coliseum, Deram, Hi, Kapp, Parrot, phase 4, Press, Ranwood, Richmond, Seville, Sire, Stereo Treasury, Telefunken (pop), Tribe.
Cartridge 4-tr., 8-tr. & cassette: London, Deram, Hi, Kapp, Parrot, phase 4, Press, Ranwood.
Open reel: London, Coliseum, Deram, Hi, Kapp, Parrot, phase 4, Press, Ranwood, Richmond.

Malverne Dists. Inc., 35-35 35 St., Long Island City. Zip: 11106. Tel: 392-5700. Owner & Rec. Mgr.: Al Hirsch; Sales & Tape Mgr.: Joe Grippo; Promo.: Matty Matthews.
Labels: Atco, Athena, Atlantic, Brook-lyn, Carla, Carnival, Class, Creed, Dial, Dunwich, Edmar, Enterprise, Exello, Evolution, Fame, Flaming Arrow, Focus, Gospel, Hip, JCOA, Kenwood, Ko Ko, Moonglow, Musicor, Nashboro, Pompeii, Savoy, SGC, Stax, Stereo Dimension, Tower, Vault, Volt, Vortex, Weis, White Whale.
Cartridge 4-tr. & 8-tr.: Ampex, Atco, Atlantic, Stax.
Cassette: Ampex. (SEE ADVERTISEMENT)
 McGraw-Hill Book Co., 330 W. 42 St. Zip: 10036. Tel: 971-3333, Ext. 6584. Rec. Dept. Prod. Mgr.: Martin Pincus. (Exec. office only).
Sales office: Hightstown, N.J.
Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).

Merrec Dists. Inc., 32-02 Queens Blvd. Long Island City. Zip: 11101. Tel: 729-6660. Mgr.: Frank Cama.
Labels: Mercury, Philips, Smash, Fontana, Limelight, Blue Rock, Emarcy, Wing, Playcraft, Childcraft, Pulsar, Gregor, Virtue, Peachtree, Wayside.
Cartridge 8-tr. & cassette: Mercury, Philips, Smash, Fantana, Limelight.

Met Richmond Rec. Sales Inc., 1637 Utica Ave., Brooklyn. Zip: 11234. Tel: 253-4600. Pres. & Mgr.: David Last; Tape Mgr.: Mike Rosen; Promo.: Bea Cohen.
Labels: ASA, Alma, Amex, Antilano, BBM, BRC, Baroneza, Bocar, Bronjo, Carvier, Coliseo, Colonial, Columбина, Danny, Economy, Eddissa, Encanto, Explorer, Fantastic, Fenix, Fil-tro, Iberia, Jardin, Kasin, Leda, MFR, M&R, Monar, Norca, Odessa, Pergasso, Ponce, Progresso, Prominent, Prospect, Que Rio, Quicka, Reli, Revancha, Rhumba, Rumba, Seeco, Sere-nata, Skipper, Somar, Sono Mex, Sunset, Tropical, UA Latino.

Cartridge 8-tr.: Concert Tapes, M&R, Seeco.
Cartridge 4-tr.: M&R. (SEE ADVERTISEMENT)
 Metro Rec. Dists., 48-23 55 Ave., Maspeth. Zip: 11378. Tel: 937-2860. Mgr.: David Seidman; Sales Mgr.: Jerry Geller.
Branches: Los Angeles, Calif.; Chicago, Ill.
Labels: MGM, Verve, Verve/Forecast, Venture, King Leo, Leo the Lion, Cub, Music Factory, Buddha, Cameo-Parkway, Contemporary, Elektra, Good Time Jazz, Heliodor, Heritage, Kama Sutra, Living Language, Lost-Nite, Mardi Gras, Mira, Nonesuch, Original Sound, VSP, Vee Jay, Way-Out.
Cartridge 8-tr. & cassette: MGM, Verve, Verve/Forecast, Elektra, ITCC, Kama Sutra, NAL, Original Sound.
 Musical Recs. Co., 502 W. 51 St. Zip: 10019. Tel: 581-3235. Mgr.: Conrado Gonzalez.
Home office: Miami, Fla. (see for product distributed).

National Rec. Sales (sub. of Jervis Ents.), 160 Broadway. Zip: 10038. Tel: BA 7-9493. Owner & Mgr.: Reginald M. Jervis; Sales & Promo. Mgr.: Robert Jervis.
Labels: Ren Bob, Renny, cut-outs, oldies, promotional, R&B recs.
Cartridge 8-tr. & cassette: Ren Bob, cut-outs.
Record accessories: Sleeves.

Near East Music Assocs. Inc., 191 Atlantic Ave., Brooklyn. Zip: 11201. Tel: UL 2-3295. Owner: Albert Rashid; Mgr.: Stan Rashid.
Cartridge 8-tr., cassette & open reel: Orient.

Olympia Rec. Ind. Inc., 239 W. 18 St. Zip: 10011. Tel: 989-7200. Mgr.: Ervin Litkei.
Labels: Budapest, Design, Diplomat, Golden, Grand Prix, Guest Star, Kelit-Aurora, Peter Pan, Pickwick Int'l, Tifton.
Cartridge 8-tr.: A&M, Capitol, Columbia, Decca, Liberty/UA, Mercury, Pickwick, RCA, Warner Bros.-Seven Arts.
Cartridge 4-tr.: A&M, Capitol, Columbia, Decca, Liberty/UA, Mercury, Pickwick, Warner Bros.-Seven Arts.
Cassette: A&M, Ambassador, Capitol, Columbia, Decca, Liberty/UA, Mercury, Pickwick, Warner Bros.-Seven Arts.
PlayTape.
Tape playback equip.: PlayTape.
Accessories: Olympia.

Paramount Rec. Dists., 101 W. 55 St., Suite 1-G. Zip: 10019. Tel: 581-2995. Branch Mgr.: Leonard Chapman; Sales Mgr.: Murray Kaplan; Promo.: Worthy Paterson, Gerald Ross.
Labels: Dot, Acta, Paramount, Steed.
Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).

Playette Corp., 585 Ninth Ave. Zip: 10036. Tel: BR 9-5379. Pres. & Mgr.: Sidney A. Evans.
Labels: Ades, Amadeo, Barclay, Cetra, Chant du Monde, DGG, Festival, GMS-Disc, Hachette, Hispavox, Lumen, Nuova, Academia, Philips, Pleiade, RTF, Regal, Vega, Visaphon, Vogue.
Cassette: Barclay, Festival, Vogue.
Open reel: GMS.

Qualiton Recs. Ltd., 39-38 58 St., Woodside. Zip: 11377. Tel: TW 7-1820. Pres. & Mgr.: Otto Quittner.
Labels: Qualiton, Hungaroton. (Hungary).

Rashid Sales Co., 191 Atlantic Ave., Brooklyn. Zip: 11201. Tel: UL 2-3295. Owner: Albert Rashid; Sales Mgr.: Stan Rashid.
Labels: Ahram, Duniaphone, Orient, Son Soultan, Sono Cairo.
Musical instruments & accessories: Oriental product.

Raymar Sales Co., 170-21 Jamaica Ave., Jamaica. Zip: 11432. Tel: OL 8-4012. Pres.: Samuel Keenholz; Sales Mgr.: Hal Kaufman.
Branch: Newark, N.J., Ideal Rec. Prods.
Labels: Distinguished, Gold Star, Tom Lehrer.
Cartridge 8-tr.: Capitol, Columbia, Decca, Gordy, ITCC, Kapp, Liberty/UA, Mercury, Motown, NAL, RCA, Scepter, Tamla, Wand.

Record Shack, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Owner: Edward Portnoy; Tape & Sales Mgr.: Morton Kalb.
Cartridge 8-tr.: GRT, ITCC, Livingston, Modern, NAL, A&M, Brunswick, Camden, Capitol, Columbia, Coral, DGG, Decca, Discuba, Elektra, Fonseca, Gordy, Humorsonic, Jubilee, Kama Sutra, Liberty/UA, MGM, Mercury, Motown, Musicor, Original Sound, Paramount Stereo Tape, Philips, Pickwick, Premier, Prestige, RCA, Reprise, Savoy, Seeco, Smash, Soul, Tamla, Velvet, Verve, Warner Bros.-Seven Arts, World Pacific.
Cassette: Same as above with the addition of Barclay, Fontana, Mercury, Philips. (Imports).
PlayTape.
Record accessories: Recotone.
Tape accessories: Blank 8-tr. cartridges & cassettes; carrying cases (Le-Bo, Recotone); head cleaners; racks (Guy Barry, Le-Bo, Taylor).

Record & Tape Sales Corp., 821 Broadway. Zip: 10003. Tel: 674-6400. Pres. & Mgr.: Robert Staub.
Labels: Barclay (France), Barenreiter (Germany), Boite A Musique (France), Electrola (Germany), Elenco (Brazil), Festival (France), Forma (Brazil), Musica Sacra (Germany), Ocora (France), Olympus (UK), Philips (Brazil, France), Polydor (Brazil, France), Vogue (France).

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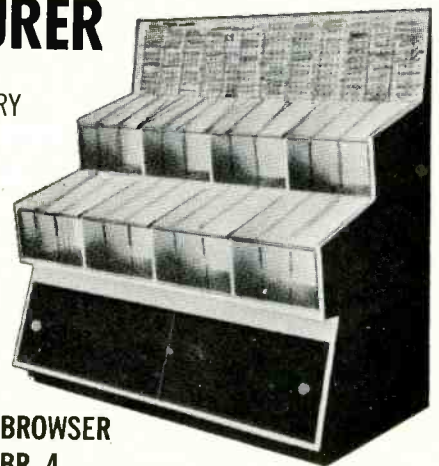
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Cassette: Barclay, Fontana, Mercury, Philips, Polydor, Vogue. (All France).
 Solfeo Recs. Co., 429 W. 46 St. Zip: 10036. Tel: 265-9662, 246-5740. Owner: Anibal Torres.
 Branch: Little Ferry, N.J.
 Int'l branch: Puerto Rico.
 Labels: Hopes, Starbright, Baby, Professional.
 Cartridge 8-tr.: Hopes, MRVA, Professional, Starbright.

Stanley-Lewis Rec. Dist'g Co. Inc., 23-80 48 St., Astoria. Zip: 11103. Tel: 726-4343. Owner: Harry Lew; Mgr.: Curt Schott.

Labels: Archive, Artia, Asch, Audio Arts, Avakian, Barclay, Barenreiter, Bartok, Biograph, Boite A Musique, Broadside, CMS, CRI, Caedmon, Cambridge, Candide, Connoisseur Society, Conversaphone, Credo, Desto, DGG, Dover, Dyer-Bennet, EMS, Enrichment, Eterna, Experiences Anonymes, Festival, Ficker, Folkways, Gregorian Institute, Haydn Society, Historical, Lexington, Louisville, Lyricord, Montilla, Motivation, Musica Sacra, Music Guild, Music Minus One, Ocora, Orpheum, Parliament, Pathways of Sound, Philips (imports), Proscenium, Satelete, Spoken Arts, Spoken Word, Takoma, Tradition, Turnabout, Veritas, Vogue, Vox, Washington, Westminster.
 Cassette: Barclay, DGG, Fontana, Monitor, Philips (imports).

Transcontinental Dist'g Corp. (div. of Transcontinental Investing Corp.), 201 E. 42 St. Zip: 10017. Tel: 697-8610. Bd. Chm.: Howard Weingrow; Pres.: Alfred Lorber. (Exec. office only). Branches: Los Angeles, Calif.; San Francisco, Calif.; Denver, Colo.; Hartford, Conn.; Boston, Mass.; Albany, N.Y.; Seattle, Wash.

U S Premium Inc., 1 E. 42 St. Zip: 10017. Tel: 867-1891. Pres.: Ed Krass.
 Labels: Decca, Longine Symphonette Society, Pickwick Int'l.

Vintage Recs., 891 Nostrand Ave., Brooklyn. Zip: 11225. Tel: 467-6131. Pres.: Ted Ward.
 Distributes: Eric, cut-outs.

• **POUGHKEEPSIE (Area Code 914)**

Toy House of Hudson Valley, Manchester Rd. Zip: 12603. Tel: GR 1-2740. Pres.: Lou J. Kustas.
 Cartridge 8-tr.: GRT, ITCC, NAL, Pickwick.

• **SYRACUSE (Area Code 315)**

Almor Co. Inc., Midler Park Dr. Zip: 13206. Tel: 463-3351. Mgr.: George Valenti.
 Home office: Amsterdam, N.Y. (see for product distributed).

Morris Dist'g Co. Inc., 1153 W. Fayette St. Zip: 13201. Tel: 475-6531. Mgr.: Oscar Dachs.
 Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, Vox.
 Cartridge 8-tr.: Ampex, Decca, GRT, RCA.
 Cassette: Ampex, GRT, RCA.
 Open reel: GRT, RCA.

• **WESTBURY, L.I. (Area Code 516)**

All Rec. Distis. Inc., 118 Swalm St. Zip: 11590. Tel: 997-7160; NYC Tel: (212) 657-2055. Owners: Charles Nero, Michael Cono; Rec. Mgr. & Promo: Ben Kaner; Tape Mgr.: Thomas Hoffman; Sales Mgr.: John Pfennig.
 Cartridge 8-tr. & cassette: GRT, ITCC.
 Record accessories: Singles & album cases, needles, brushes, inserts.
 Tape accessories: Blank loaded tape (Sound-Tape); 8-tr. & cassette cases & head cleaners.

• **WHITE PLAINS (Area Code 914)**

Fairfield Stereo Corp., 87 Central Ave. Zip: 10606. Tel: 761-7569. Owner & Tape Mgr.: Tony Tsocanos.
 Cartridge 8-tr. & cassette: GRT, ITCC, Capitol, Fiesta; sub-distributor for Columbia, Decca, Liberty/UA.
 Tape playback equip.: Borg-Warner, Motorola, Tokia.

NORTH CAROLINA

• **CHARLOTTE (Area Code 704)**

Bertos Sales Corp., 2214 W. Morehead St. Zip: 28208. Tel: 375-2517. Pres. & Mgr.: Phil Goldberg; Sales Mgr.: Mickey Beheler; Promo: Mike Lawing.
 Labels: Arbet, BT Puppy, Blue Thumb, Boone, Cadet, Checker, Chess, Cotillion, Crescent, Dakar, Deesu, Epic, Exello, Fraternity, Gordy, Gross, Hilltop, Josie, Jubilee, Metromedia, Motown, Nashboro, Nashville, Nola, Okeh, One-Derful, Parlo, Plantation, SSS Int'l, Sims, Soma, Soul, Starday, Stereo Dimension, Stop, Tamla, Up Front, VIP, Venture, Verve.
 Cartridge 8-tr.: Chart, Col-Pix, Columbia, Diamond, Epic, GRT, Gordy, Gross, Heart Warming, Jubilee, Liberty/UA, Modern, Motown, NAL, RCA, Soul, Starday, Tamla.
 Open reel: Epic.

Bib & Lillian Dist'g Co., 126 W. Morehead St. Zip: 28201. Tel: 372-2032. Pres. & Mgr.: Joe Voynow; Promo.: Frank MacRae, Bill Norman, Bob Tomson, Bob Meyer.
 Labels: Blue Rock, Buddah, Calla, Carnival,

Childcraft, Compass, Curtom, Double Shot, Emarcy, Fame, Fantasy, Fontana, Gregar, Harbour, Hob, Jewel, King, Lighthouse, Mercury, Original Sound, Paula, Pavilion, Peachtree, Philips, Playcraft, Pulsar, Ric-Tic, Ronn, Royal American, Scepter, Smash, Stax, T-Neck, USA, Virtue, Volt, Wand, Wayside, White Whale, Wing.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, Fantasy, GRT, ITCC, Liberty/UA, Mercury, NAL, RCA.

Cartridge 4-tr.: Muntz.

Open reel: Ampex.

Tape playback equip.: Tenna.

Accessories: Decca.

Capitol Recs. Dist'g Corp., 416 East Blvd. Zip: 28203. Tel: 375-6078.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol.

Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).

Accessories: Needles (Duotone); Capitol.

Carol Dist. Co., 124 W. Morehead St. Zip: 28209. Tel: ED 3-9457. Owner: Joseph F. Voynow; Mgr.: John Gammon; Promo.: Frank MacRae, Earl Kilduff.

Labels: Decca, Coral, Brunswick, Kapp.

Cartridge 8-tr.: Decca, Coral, Brunswick, Kapp.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick, Kapp.

Tape playback equip.: Decca.

F & F Arnold Dist'g Co. Inc., PO Box 1126, 2704 Freedom Dr. Zip: 28201. Tel: 399-9741. Pres.: Bert Fleishman; Sales Mgr.: John Towles;

Audio Equip. Mgr.: David Duke; Promo. Mgr.: Sonny Woods.

Labels: ABC, A&M, Abnak, American Music, Amos, Arctic, Atco, Atlantic, Backbeat, Band Box, Banyan Tree, Barry, Bluesway, Bright Star, Brotherhood, Canaan, Carla, Challenge, Clarion, Command, Custom, Dial, Diamond, Diamond Jim, Dionn, Disneyland, Dolly, Dooto, Duke, Dunhill, Dunwich, Dynamo, Elektra, Enterprise, Equinox, Event, Fame, Focus, Four Brothers, Gamma, Golden, Guyden, Impulse, Indigo, Jab, Jad, Jamie, Jerden, Jetstar, Jumbo, Karen, Kenwood, LHI, Laurie, Legrand, Like, Loma, MSL, Mojo, Montel, Moonglow, Musicor, Nassau, Nonesuch, Peacock, Pepper, Phil-L.A. of Soul, Philles, Pompeii, Project 3, Ranwood, Reprise, Revue, Riot, Riverside, Roost, Roulette, Rust, Smoke, Soft, Song Bird, Straight, Sure-

shot, Tangerine, Tetragrammaton, Thomas, Turntable, 20th Century-Fox, Uni, Vanguard, Vault, Vista, Vortex, Warner Bros.-Seven Arts.
 Cartridge 8-tr.: Ampex, GRT, ITCC, NAL.
 Cassette: Ampex, GRT, NAL.

Tape playback equip.: Concord, Craig, Mayfair, Panasonic.
 Accessories: Head cleaners (NAL); blank tape, carrying cases. (SEE ADVERTISEMENT))

Arthur Fulmer, 229 W. Morehead St. Zip: 28202. Tel: 375-3726. Mgr.: E. B. Lewis.

Home office: Memphis, Tenn. (see for product distributed).

Handleman Co., 2309 Dunavant St. Zip: 28203. Tel: 372-1845. Mgr.: William Hanson; Buyer: Lloyd Linville.

Home office: Detroit, Mich.

Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Liberty/UA Dist'g Corp.—Charlotte Branch, PO Box 3186, 1409 East Blvd., Suite 116-A. Zip: 28203. Tel: 334-9454. Mgr.: Jim Epting;

Promo.: Mike Cloer.

Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

Mangold Dist'g Co., 2212 W. Morehead St. Zip: 28208. Tel: 334-0866. Owner & Mgr.: Herb Weisman; Sales Mgr.: Dub Plyler; Promo.: Mike Lawing.

Labels: Amy, Bell, DCP, Kapp, London, MGM, Mala, Monument, Savoy, Tower.

Cartridge 8-tr.: All lines.

Cassette: Ampex.

PlayTape.

Tape playback equip.: Automatic Radio, Belair, MGM, Norelco, Stradivari.

Accessories: Amberg, Le-Bo.

Southern Radio Corp., 1625 W. Morehead St. Zip: 28208. Tel: 376-4461. Pres.: Thomas J. Jamison; Mgr.: H. F. Fesperman.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr.: Columbia, Decca, Mercury, RCA, Word.

Cartridge 4-tr.: GRT.

Cassette: GRT, Mercury, RCA.

Open reel: GRT, RCA.

Phonographs: RCA.

continued on page 142

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● **FAYETTEVILLE (Area Code 919)**

A A A Co. Inc., PO Box 5625, 5511 Bragg Blvd. Zip: 28303. Tel: 867-6165. Pres.: Harry Greenberg; Exec. VP & Sales Mgr.: Lee Ingber; VP: Louis Levy. Labels: Liberty, Pickwick. Cartridge 8-tr.: ITCC, Liberty/UA, Pickwick. Phonographs: Hitachi, Major, Morse, Delmonico.

● **GREENSBORO (Area Code 919)**

Southland Musical Mdse. Corp., 826 Winston St. Zip: 27405. Tel: 272-5123. Pres.: Harry Greenberg; Exec. VP & Sales Mgr.: Lee Ingber; VP: Louis Levy. Labels: Audio, CRG, Conversaphone, Living Language, Music Minus One, Young People's Recs. Tape playback equip.: AIWA, Symphonic. Phonographs: Symphonic. Musical instruments: Complete line. Accessories: Jax, Le-Bo, Recotone, blank tape (3M); mikes & accessories (all lines).

● **GREENVILLE (Area Code 919)**

Carolina Sales Corp., 101 W. 14 St. Zip: 27834. Tel: 752-3143. Pres.: J. T. Little Sr.; Mgr.: David Taylor; Sales Mgr.: J. T. Little Jr. Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, Liberty/UA, Mercury, Motown, NAL, RCA. Tape playback equip.: Lear Jet. Phonographs: Sylvania. (SEE ADVERTISEMENT)

Labels: ABC, Abet, Atco, Atlantic, Audio Book, BT Puppy, Backbeat, Bang, Bethlehem, Bluesway, Boom, Brook-lyn, Bunky, Cadet, Calla, Carnival, Crescent, Crimson, Dial, Drew, Duke, Dunhill, Dunwich, Enterprise, Era, Excello, Fame, Fantasy, Federal, Fontana, Four Corners of the World, Fraternity, Galaxy, Gamble, Garpax, Groovesville, Gross, Halo, Hi, Hob, Hollywood, Impulse, Instant, Jab, Jerden, Jet Stream, Jotis, Jubilee, Kapp, Karen, Kent, Keyman, King, Laurie, Limelight, Longhorn, Lucky-11, LuPine, M-Pac, Mar-V-Lus, Mayfield, Mercury (Childcraft, Playcraft, Storytellers, Wing), Minaret, Mira, Mirwood, Moc, Money, Monument, Moon-glow, Morden, Mo-Soul, Motown, Nashboro, Nashville, One-Derful, Parrot, Philly Groove, Pompeii, Press, Ric-Tic, Rice, Rising Sons, Rojac, SPQR, SSS Int'l, Scepter, Shout, Simco, Sims, Smash, Soul, Sound of Nashville, Sound Stage 7, South Camp, Specialty, Starday, Stax, Sun, Swinging', Tamla, Tangerine, Tribe, 20th Century-Fox, Vanguard, Venture, Volt, Vortex, Wand. Cartridge 4-tr., 8-tr. & cassette: Specialty Sounds. Tape playback equip.: Delmonico. Phonographs: Dejay, Delmonico.

● **CINCINNATI (Area Code 513)**

A & I Rec. Dist'g Co. Inc., 1000 Broadway. Zip: 45202. Tel: 241-7644. Owner: Sam Klayman; Gen. Mgr.: Jim Yates; Promo.: Bud Walters. Labels: Abnak, Alshire, Atco, BT Puppy, Bang, Bluesville, Carla, Conversaphone, Diamond, Double Shot, Duke, Dunwich, Gamble, Gross, Hob, Jewel, Josie, Jubilee, Karen, Kent, Lime-light, Loma, Mace, Modern, Moodsville, Moon-glow, New Jazz, Ohio State Band, Paula, Peacock, Philips, Prestige, Redd Foxx, Reprise, Roulette, Savoy, Scepter, Shout, Soma, Somerset, Stereo Fidelity, Stereodisks, Swingsville, USA, Volt, Wand, Warner Bros.-Seven Arts. Cartridge 8-tr.: Jubilee, Prestige, Reprise, Warner Bros.-Seven Arts.

Capitol Recs. Dist'g Corp., 35 E. Seventh St., Suite 612. Zip: 45202. Tel: 721-5616.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol. Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner). Accessories: Needle (Duo-tone); Capitol.

Columbia Recs. Sales, Carew Tower, Suite 444-47. Zip: 45202. Tel: 241-4088. Sales Mgr.: Bill Kelly; Audio Sales Mgr.: Norm Finkelstein; Promo. Mgr.: Charles B. Moore.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Masterwork. Phonographs: Masterwork.

Decca Dist. Corp., 940 Warehouse Dr. Zip: 45202. Tel: PA 1-4210. Mgr.: Jack Brown.

Labels: Decca, Coral, Brunswick, London group, Berlitz, Viva, Bravo, Vee Jay, Mira, Word.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca. Phonographs: Decca.

Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Musical accessories: Decca.

Ohio Appliances Inc., 7624 Reinhold Dr. Zip: 45237. Tel: 821-6414. Mgr.: David Wheeler.

Labels: RCA, Camden, Victrola, Calendar, Col-gems, Poppy, Disneyland, Fraternity, Living Language.

Cartridge 8-tr.: A&M, Ampex, Columbia, Decca,

GRT, Liberty/UA, NAL, RCA. Cassette: Ampex, GRT, Liberty/UA, RCA. Open reel: Ampex, Columbia, Decca, GRT, RCA. Tape playback equip.: Belle Wood, RCA. Accessories: RCA. Ohio Rec., 6519 Crest Ridge Circle. Zip: 45213. Tel: 731-2709. Owner: Marvin Jacobs. Labels: Ambassador, Peter Pan, Mountain Dew, Scripture, Power, Tifton, Ohio Sound; major label C&W & gospel cut-outs. Summit Dists. Inc., 211 E. Fourth St. Zip: 45202. Tel: 241-6361. Owners: Jack White, Seymour Greenspan; Sales Mgr.: Harold Davis; Promo.: Lee Fogel.

Home office: Chicago, Ill. Labels: Abet, All Platinum, Aquarius, Aries, Audio Fidelity, Blue Thumb, Calla, Celebrity Circle, Congress, Creed, Crescent, Dearborn, Duo, Era, ESP-Disk-Disk', Excello, Fania, Folkways Int'l, Forward, Giant, Golden, Independence, Kelton, Little Darlin', Mainstream, Metromedia, Mobile Fidelity, Nasco, Nashboro, Nugget, Parallax, Revue, Shamley, Showtown, Sidewalk, Songee, Stang, Stop, Straight, Taurus, Together, Tower, Uni, Uptite, Vault, White Whale, Zodiac. Cartridge 8-tr.: Audio Fidelity, Era, Little Darlin', Metromedia, Vault, White Whale. Cartridge 4-tr.: Era. Cassette: Audio Fidelity, Era, Little Darlin', Vault, White Whale.

Open reel: Audio Fidelity. Supreme Dist'g Co., 1000 Broadway. Zip: 45202. Tel: 421-0747. Owner: Sam Klayman; Sales Mgr.: Al Klayman.

Labels: ABC, Amy, Atlantic, Bluesway, Boone, Buddah, Caedmon, Command, Dial, Dunhill, Dynamo, DynoVoice, Fantasy, Fiesta, Fontana, Galaxy, Heart Warming, Hickory, Impulse, Jamie/Guyden, Limelight, Mala, Mercury, Monu-ment, Musicor, Original Sound, Revilot, Smash, Sound Stage 7, Starday, Stax, Tangerine, 20th Century-Fox.

Cartridge 8-tr. & cassette: Atco, Atlantic, GRT, Mercury, Philips, Smash.

Accessories: 3M, Tartan.

Wego, 6566 Montgomery Rd. Zip: 45213. Tel: 621-8710. VP: Charles Weiner.

Labels: Fax, Praise, Prism, Solar, Sound Spec-trum, Tip.

● **CLEVELAND (Area Code 216)**

Buckeye Nat'l Sales, 2150 Hamilton Ave. Zip: 44114. Tel: 696-3155. Pres.: Harvey Korman.

Labels: A&M, American Artist, Amour, Bang, Barbizon, Canary, Capa, Chart, Chevella, Circa, Clark, Curley, Dapper, Daralena, Down Home, Forest, Gordy, JCP, Jo Mar, Lloyd, Longhorn, MGM, Nugget, Peach, Pocano, Post, Prism, Progress, Re Von, Rice, Tamla, Tim, Token, Train, Songs of Faith, Sound, Sound of Nash-ville, Sound Spectrum, Vulcan, Wise, Wolf.

Capitol Recs. Dist'g Corp., 7777 Exchange St. Zip: 44125. Tel: 524-8200.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol. Musical instruments: Harmonicas (Hohner).

Accessories: Needles (Duo-tone); Capitol.

Columbia Recs. Sales, 3510 Chester Ave. Zip: 44114. Tel: 431-6300. Sales Mgr.: Bud Rieland; Audio Sales Mgr.: Gilbert Yezbak; Promo.: Pat Brady, H. Zaremski; Midwestern Div. Regional Mgr. (Cleveland, Detroit, Pittsburgh), Bud Rieland.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Masterwork. Phonographs: Masterwork.

Decca Dist. Corp., 1721 Superior Ave. Zip: 44114. Tel: 621-9770. Mgr.: Bill Green.

Labels: Decca, Coral, Brunswick, Berlitz, Bert & I, Bravo, Caedmon, Colonial, Mira, Standard Phono, Vee Jay, Viva, Word.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca. Phonographs: Decca.

Musical instruments: Drums, organs, tambou-rines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

Handelman Co., 13900 Broadway, Garfield Heights. Zip: 44125. Tel: 587-5550. Mgr. & Buyer: Robert Prenatt.

Home office: Detroit, Mich. Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Keynote Int'l Music Dists., 1584 E. 31 St. Zip: 44114. Tel: 861-7286. Pres. & Mgr.: John R. Gayer.

Labels: Delta Int'l & other polka & int'l lines. Cartridge 8-tr. & cassette: Delta Int'l.

Liberty/UA Dist'g Corp.—Cleveland Branch, 7777 Exchange St., Valley View. Zip: 44125. Tel: 524-4230. Mgr.: Byron Giles; Opns. Mgr.: Ralph Weiskopf; Sales Mgr.: Art Liveratore; Promo.: Bob Ganim, Bruce Bird, Paul Wassel, Victor Perrotti.

Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Telespinners,

U.S. Record and Tape Distributors

OHIO

● **AKRON (Area Code 216)**

Harwick Stereo Center, 445 N. Main St. Zip: 44310. Tel: 376-3339. Pres.: Curtis J. Harwick; Mgr.: Dave Long.

Branch: Youngstown, Ohio. Cartridge 8-tr.: All lines.

Cartridge 4-tr.: Ampex, GRT, Motown. Cassette: Mercury.

Tape playback equip.: ARC, Automatic Radio, Belle Wood, Capitol, Lear Jet, Mercury, Motorola, Muntz, Skytone.

Accessories: Carrying cases (Hallcraft).

Twelgrem Ent's. Inc., 2775 Yellow Creek Rd. Zip: 44313. Tel: 836-5591. Pres.: J. Hugh Macey; Mgr.: Mrs. J. Chell.

Labels: (square, round & folk dance) Aqua, Balance, Belco, Black Mountain, Blue Star, Bogan, Dance Along, Express, Family Squares, Flip, Folkraft, Folk Dancer, Go, Grenn, Hi Hat, Hoctor, J Bar L, Jewel, Jocko, Kalox, Keeno, Kimbo, Lloyd Shaw, Longhorn, Lore, Lou-Mac, MacGregor, Magic, Mayflower, Mustang, National, Niagara, Old Timer, Prairie, Red Boot, Rockin' A, Roper, Sashay, Scope, Sets In Order, Square L, Square 'N Round, Square Tunes, Sunny Hills, Swinging Square, Top, Wagon Wheel, Western Jubilee, Windsor; (ballroom) AFA, Artists Life, CEM, Century, Dance Along, Dancetime, Danro, Fiesta, Fontana, Grenn, HMV, Hanf, Hoctor, Oriole, Parlophone, Philips, Polydor, Pye, Rainbow, Roper, Russell, SMC, Saga, Starlite, Sydney Thompson, Telemark, Top, Windsor, (educational) Educational Activities, Hoctor, Kimbo, Russell, Ruth Evans, World of Fun.

Record accessories: Carrying cases (General Metalcraft, Coast Mfg.).

● **CANTON (Area Code 216)**

G-W Prods. Supply Co., 1703 E. Tuscarawas St. Zip: 44707. Tel: 453-7518. Owner: Alex Mastin; Mgr.: Donald Mastin; Promo.: Acie Mastin.

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United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.
Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).
 Main Line Rec. Serv., 1160 E. 38 St. Zip: 44114. Tel: 391-1800/9616. Owner: William Shipley; VP & Gen. Mgr.: Joe Simone; Sales Mgrs.: Norm Leskiw, (RCA prod.) Sherman Lieberman; Promo.: Ron Brooks, Carl Maduri, Chip Killinger, Garry Lippe, Bill Abel; Buyers: (RCA & Warner Bros.-Seven Arts prod.) Ed Wagner, (independent prod.) Jac Lee.
Branch: Atlanta, Ga.
Labels: ABC, A&M, Abnak, Audio Fidelity, Blue Thumb, Bluesway, Buddah, Calendar, Camden, Carole, Challenge, Colgems, Compass, Crimson, DGG, Dollie, Double Shot, Dunhill, Elektra, Equinox, Era, Evend, GNP Crescendo, GWP, Gordy, Gospel, Helidon, Hi, Impulse, Independence, Jerden, Jet Star, Kama Sutra, LHI, Laurie, Living Languages, MGM, Monument, Motown, Musicor, Nonesuch, Pace, Parrot, Poppy, Press, Prestige, Project 3, RCA, Reprise, Revue, Rising Sons, Riverside, Savoy, Senate, Soul, Sound Stage 7, Tamla, Tangerine, Tetragrammaton, 20th Century-Fox, Uni, Vanguard, Vegas, Venture, Verve, Victrola, Warner Bros.-Seven Arts, Westminster, White Whale.
Cartridge 8-tr.: A&M, Ampex, Command, GRT, Heart Warming, Humorsonic, RCA, Riot, Verve.
Cassette: RCA.
Open reel: A&M, RCA.
Tape playback equip.: RCA.

Merrec Dist. Inc., 2800 Euclid Ave. Zip: 44115. Tel: 241-2696. Mgr.: August DiBlasi; Pittsburgh Mgr.: Don Garvey.
Labels: Mercury, Philips, Smash, Fontana, Limelight, Blue Rock, Emarcy, Wing, Playcraft, Childcraft, Pulsar, Gregar, Virtue, Peachtree, Wayside.
Cartridge 8-tr. & cassette: Mercury, Philips, Smash, Fontana, Limelight.

Midwest Ltd. Inc., 2150 Hamilton Ave. Zip: 44114. Tel: 696-7666. Owner: Ronald Schafer.
Labels: Alector, Alegre, Amos, Apon, Arc, Arc Sound, Attack, Barry, Bashie, Brent, Bunky, Calla, Corjal, Cotillion, Cotique, Cuca, Cye, Dakar, Diamond, Dyno, Eldo, Era, Eurotone, Gamble, Gateway, Gemini, Greyko, International Artists, Jewel, Kent, Little Darlin', Marjion, Mar-V-Lus, Mayfield, Modern, Moira, Moonshot, M-Pac, Murco, Old Town, One-Derful-Palos, Paula, Plantation, Polka Pal, RSVF, Rave, Ric-Tic, Ronn, Roost, Roulette, SSS Int'l, Satin, Shama, Sound, Stang, Taurus, Tico, Whit.
Seaway Dist., 12415 Euclid Ave. Zip: 44106. Tel: 421-8200. Gen. Mgr.: Bob Wilcox; Tape Mgr.: Nathan Kulkin; Promo.: Anthony Dercole, Michael Dragas, Ray Taylor.
Labels: Acta, Alert, Amy, Arctic, Atco, Atlantic, Bell, Brent, Bright Star, Brook-lyn, Cadet, Carla, Checker, Chess, Chis, Clarion, Command, Dana, Dial, Dictation Disc, Dionn, Disneyland, Dot, Duke, Dunwich, Duo Disc, DynoVoice, ESP-Disk, Enterprise, Fame, Festival, Focus, Golden, Grand Award, Gross, Heidi, Hickory, Hilltop, Hob, Jamie/Guyden, Jay Gee, Jet Stream, Josie, Karen, King, Like, Mace, Magic Touch, Mainstream, Mala, Moonglow, Original Sound, PIP, Peacock, Phil-L.A. of Soul, Pickwick, Port, Ranwood, Scepter, Simco, Sims, Stax, Steed, Take 6, Time, Triumph, Toot, Van Dam, Vista, Viva, Volt, Wand, Word.
Cartridge 4-tr., 8-tr. & cassette: Atco, Atlantic, Paramount Stereo Tape, Ranwood, Scepter, Volt.

• COLUMBUS (Area Code 614)
 Car Stereo/Home of Tape City, 4147 E. Main St. Zip: 43213. Tel: 237-0203. Owners: Arthur Katz, William Goldberg; Tape Mgr.: Bob Boren; Promo.: William Goldberg.
Branch: 1000 Dublin Rd. Zip: 43215. Tel: 488-0763. Tape Mgr.: Harriet Jones; Promo.: Bill Goldberg.
Cartridge 8-tr.: Ampex, GRT, Capitol, Columbia, Decca, Epic, Fiesta, Gross, Liberty/UA, Mercury, Motown, RCA.
Cartridge 4-tr.: Ampex, GRT, Muntz, Columbia, Decca, Dooto, Epic, Fiesta, Liberty/UA, Mercury.
Cassette: Capitol, Columbia, Decca, Gross, Liberty/UA, Motown, RCA.
PlayTape.
Open reel: Ampex, Capitol, Columbia, Decca, RCA.
Tape playback equip.: Automatic Radio, Borg-Warner, Motorola, Ranger, Viking.
Accessories: All lines.

• YOUNGSTOWN (Area Code 216)
 Harwick Stereo Center, 1605 Belmont Ave. Zip: 44504. Tel: 744-4311. Mgr.: Bill Atkinson.
Home office: Akron, Ohio (see for product distributed).

OKLAHOMA

• OKLAHOMA CITY (Area Code 405)
 B & K Dist'g Co. (div. of National Tape Dist. Inc.), 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509.

Mgr.: Cliff Keeton.
Home office: Dallas, Tex.
Labels: ABC, Abnak, Alston, Atco, Atlantic, Backbeat, Carla, Command, Conversaphone, Cotillion, Dakar, Dial, Diamond, Dolton, Duke, Dunhill, Dunwich, Enterprise, Excello, Four Corners of the World, Gamble, Grand Award, Hip, Imperial, Impulse, Jerden, Jetstar, Kapp, Liberty, Living Language, Minit, Movietone, Music Guild, Nashboro, Peacock, Pete, Probe, Riverside, SGC, Sidewalk, Stax, Sunset, Tangerine, Tower, 20th Century-Fox, Uptown, Volt, Vortex, Westminster, Young People's Recs.
Cartridge 8-tr. & cassette: Atco, Atlantic, Cotillion, Dakar, Enterprise, Liberty/UA, Stax, Stereo-Tape, Volt.
Communication Electronics Inc., 4007 N. Pennsylvania Ave. Zip: 73112. Tel: 528-2525. Pres.: Tommy Hoshall; Tape Mgr.: Richard Hainebach.
Cartridge 8-tr.: Ampex, GRT, ITCC, NAL, A&M, Atco, Atlantic, Capitol, Columbia, Decca, Epic, Liberty/UA, Mercury, Motown, RCA, Reprise, Warner Bros.-Seven Arts.
Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz, Atco, Capitol, Columbia, Decca, Elektra, Epic, Gordy, Liberty/UA, MPM, Motown, Reprise.
Cassette: GRT, Capitol, Liberty/UA.
Tape playback equip.: AIWA, Automatic Radio, Belair, Craig.
Tape accessories: Caddies (Capitol, Custom Fit, Le-Bo), locks (Kustom Kreations), color bars (B&N), camel mounts (K&R), blank tape.
Decca Disi. Corp., 1733 N.W. 63 St. Zip: 73116. Tel: CE 5-3059. Mgr.: Troy Bowen.
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Standard Phono, Colonial, Bert & I, Elektra, Nonesuch, Caedmon.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

Dulaney's Inc., PO Box 1292. Zip: 73101. Tel: 528-0511. Owner: L. T. Dulaney; Mgr.: Clyde C. Ball; Promo.: Robert Sanders.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, Fraternity.
Cartridge 8-tr.: Ampex, ITCC, Capitol, Columbia, Decca, Mercury, RCA.
Cartridge 4-tr.: Ampex, ITCC, Capitol, Decca, Mercury.
Cassette: Capitol, Decca, Mercury, RCA.

Open reel: Ampex, Greentree, Capitol, RCA.
Tape playback equip.: Lear Jet, RCA.
 Arthur Fulmer, 310 E. Sheridan St. Zip: 73104. Tel: 235-0388. Mgr.: Charles Burlingame.
Home office: Memphis, Tenn. (see for product distributed).

Oklahoma Operating Co., 2040 N.W. 10 St. Zip: 73106. Tel: CE 6-5471. Owner: R. F. J. Williams; Tape Mgr.: Lil Mays; Sales Mgr.: James N. Cotton; Promo.: C. B. Hyler, Vera Morrison, Fletcher Williams, Scott Cotton.
Cartridge 8-tr.: Ampex, GRT, ITCC, NAL, Cadet, Capitol, Decca, Liberty/UA, Mercury, Modern, Motown, Paramount Stereo Tape, RCA, Spar, Word.
Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz, NAL, Cadet, Capitol, Decca, Liberty/UA, Mercury, Modern, Motown, Paramount Stereo Tape.
Cassette: GRT, Capitol, Decca, Liberty/UA, Motown, Paramount Stereo Tape.
Tape playback equip.: Automatic Radio, Audiovox, Capitol, Car Stereo, Craig, Elgin, Arthur Fulmer, Gibbs, Kraco, Lear Jet, Metro, Muntz, RCA, Roberts, Standard.
Tape accessories: Speakers (Arkay, Muntz, Musicloud), converters (Muntz), blank tape (Channel Mktg., Muntz), tuners (Car Stereo, Scene).

Tri-State Christian Recs., 4512 S. Pennsylvania. Zip: 73119. Tel: MU 1-5733. Mgr.: Marion L. Clifton.
Labels: RCA, Heart Warming, Sword & Shield, Christian Faith, Zondervan, Word, Columbia, Supreme.

Western Mdsrs. of Oklahoma, 133 N.W. 23 St. Zip: 73103. Tel: 525-3532. Mgr.: Ron Lewis.
Home office: Amarillo, Tex. (see for product distributed).

• TULSA (Area Code 918)
 B & L Gospel Music Dist., 5318 S. Madison. Zip: 74105. Tel: RI 3-6541. Owner: Byrl R. Johnson.
Labels: Heart Warming, Impact, Little Darlin', Scripture, Sing, Skylite.
Cartridge 8-tr.: Heart Warming, Little Darlin', Impact, Sing, Scripture, Skylite.
Oklahoma News Co., 909 W. 23 St. Zip: 74107. Tel: 584-4754. Owners: J. I. Everest, R. Glenn White; Mgr.: S. E. White; Sales Mgr.: John Goodnight.
Cartridge 4-tr., 8-tr. & cassette: All lines.
Tape playback equip.: Automatic Music, Borg-Warner, Capitol.
Accessories: All lines.

continued on page 144

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• EUGENE (Area Code 503)

Orwaka Dist'g Co., PO Box 767. Zip: 97401; 1010 W. 26 St. Zip: 97405. Tel: 345-6834. Pres. & Mgr.: Gary E. Seibert.
 Labels: Adelphi, Alkon, Archive of Folk & Jazz Music, Archive of Gospel Music, Archive of Piano Music, Arhoolie, Asch, Avant, Blues Classics, Broadside, CMS, Cetra, Changes, Children's Rec. Guild, Concert-Disc, Counterpoint, County, Crystal, Delmark, Everest, Fidelity Sound, Folkways/Scholastic, Major, Melodeon, Nessa, Old Timey, Origin Jazz Library, Period, Prestige, RBF, Riverboat, Scala, Spivey, Takoma, Tikva, Testament, Tradition, Yazoo, Young People's Recs.
 Cartridge 4-tr.: Muntz.

• MEHAMA (Area Code 503)

International Consolidated, PO Box 928. Zip: 97384. Pres.: Virginia Scott; Nat'l Rep.: Mark Rayer; Promo.: Sherree Scott; Pub.: Glenn Scott.
 Home office: Los Angeles, Calif.
 Labels: Angeltone, Atlas, Cartwheel, Colorful, Headliner Stars, Mark, Robbins, Sherree Heart.

PENNSYLVANIA

• BETHLEHEM (Area Code 215)

Rave, 415 Buchanan St. Zip: 18015. Tel: 865-1941. Mgr.: Joe Timmer.
 Labels: Apon, Artists Life, B&F, Chicago, Dala, Dyno, Edelweiss, Glo, Hazam, Jay Jay, Rave, Request, Rex, Stella, Turul.
 Musical instruments: Drums (Ludwig, Slingerland).

• CONEMAUGH (Area Code 814)

Page Rec'g Co., 345 Second St. Zip: 15909. Tel: 539-8117/9834. Owner & Mgr.: Al Page; West Coast Promo.: Ernie Page, 3769 Promontory, San Diego, Calif. 92109.
 Labels: Alshire, Arc, Coronet, Crown, Dyno, Gateway, Greyko, Hymntone, Jay Jay, Marjon, Nashville, Page, Rave, Request, Sacred, Seaway,

Silverbell, Sing, Skylite, Somerset, Spin-O-Rama, Sword, Tambura, Time, Word, Wyncote.
 Cartridge 4-tr. & 8-tr.: Concert Tapes, Delta Int'l, Del Valle, Starday, Stereo Tape.
 Cassette: Tape-Mates.
 Tape playback equip.: Roberts.
 Accessories: Dust covers (Channel Mktg.), carrying cases (Amberg).

• HARRISBURG (Area Code 717)

D & H Dist'g Co., (Rec. & Tape Div.) 500 Terminal Rd., Camp Hill. Zip: 17011. Tel: 761-2805. Mgr.: Dave Press; Buyer: Endo Corsetti. (Exec. office) 2525 N. Seventh St. Zip: 17105. Tel: 236-8001.
 Branch: Cheverly, Md.
 Labels: ABC, A&M, Abnak, Acta, After Hours, Aishire, Ambassador, Ampex, Amos, Amy, Angel, Apple, Apple Honey, Arctic, Ashley, Arco, Atlantic, Audio Fidelity, Audio Spectrum, Avoca, BT Puppy, Backbeat, Bang, Bell, Blue Note, Blue Thumb, Bluesway, Bravo, Brother, Brunswick, Buch, Buddha, Buena Vista, Bunky, Cadet, Cadet/Concept, Calendar, Camden, Canaan, Capitol, Challenge, Chart, Checker, Chess, Colgems, Columbia, Command, Coral, Crimson, Cumberland, Curtom, Custom, DGG, Dakar, Date, Decca, Deram, Dial, Diamond, Disneyland, Dolton, Dooto, Dot, Double Shot, Douglas, Dunhill, Dyno, DynoVoice, Elektra, Elf, Epic, ESP-Disk, Eurotone, Evolution, Fantasy, Fiesta, Fleetwood, Fontana, Four Corners of the World, Fraternity, GNP Crescendo, GRT, Gamble, Gateway, Golden, Good Time Jazz, Gordy, Gross, Harmony, Heart Warming, Heritage, Hi, Hickory, Hilltop, Hob, Humorsonic, Immediate, Imperial, Impulse, Jad, Jamie, Jay Jay, Jubilee, Kama Sutra, Kapp, King, Laff, Laurie, Liberty, Limelight, Little Darlin', Living Language, London, Lost-Nite, MGM, Mainstream, Mala, Mercury, Mercury Wing, Modern, Monitor, Monument, Mother Goose, Motown, Mountain Dew, Music Disc, Musicor, NAL, Nashville, New Voice, Nonesuch, Ode, Original Sound, Pacific Jazz, Paramount, Parrot, Paula, Peter Pan, Phil-L.A. of Soul, Philips, Philly Groove, Pickwick, Plantation, Poppy, Post, Premier, Prestige, Probe, Project 3, RCA, Ranwood, Rave, Reprise, Request, Roulette, Sacred, Scepter, Sidewalk, Simon Says, Skye, Smash, Somerset, Soul, Soul City, Starday, Stax, Steed, Stella, Sunset, Sure, T-Neck, TRX, Tamla, Tennessee Sound, Tetragrammaton, Tower, 20th Century-Fox, Uni, United Artists, Up Front, Vanguard, Vee Jay, Verve, Verve/Forecast, Viva, Vocalion, Volt, Wand, Warner Bros.-Seven Arts, Westminster, White Whale, Wing, Word, World Pacific.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty/UA, Mercury, Motown, RCA.
 Cassette: Ampex, Capitol, Columbia, Decca, GRT, Liberty/UA, Mercury, RCA.
 Open reel: Ampex, Capitol, Columbia, Decca, RCA, Stereo Tape.
 Tape playback equip.: Atlas-Rand, Belle Wood, Lear Jet, Mercury, RCA.
 Accessories: Amberg, Le-Bo, Recoton.

• PHILADELPHIA (Area Code 215) (Also see listings in Camden and Pennsauken, N.J.)

A & L Dists. Inc., S.E. Corner 30 & Thompson Sts. Zip: 19121. Tel: PO 5-4300/4121. Owner: Albert Melnick; Sales Mgr.: Cy Paul; Tape Div. Mgr.: Gordon Gibson; Promo.: Carl Helm.
 Labels: AGP, Academy, Afro, Amy, Audio Arts, Avoca, Backbeat, Banyan Tree, Bell, CBM, Calla, Conversaphone, Dearborn, Direction, Duke, Dyer-Bennet, Elektra, Elf, Era, Eurotone, Fantasy, Flashback, Folksways, GPA, Galaxy, Glad-Hamp, Goldwax, Happy Time, Hob, Kent, Laff, Mala, Mayfield, Megaphone, Milestone, Mobile Fidelity, Modern, Monitor, Murnil, Music Minus One, Proscenium, New Voice, Nonesuch, Page One, Peacock, Pickwick/33, Power, Request, Sansu, Song Bird, Sphere Sound, Sunburst, Sure-shot, Toddlin' Town, Turntable.
 Cartridge 4-tr., 8-tr., cassette & open reel: All lines.
 Tape playback equip.: Belle Wood, Dejay, Hitachi, Peerless, Ross, Symphonic.
 Musical instruments: Organs (Magnus, Norske).
 Accessories: Amberg, Arrow, Le-Bo. (SEE ADVERTISEMENT)
 Michael Adler Enters., PO Box 2902, 6720 N. Broad St. Zip: 19126. Tel: 924-0224. Owner: Michael Adler.
 Labels: Amber, Nutmeg, Oldies But Goodies, Pantomime, Snowflake, Splatter.
 American Rec. Sales Inc., 925 Arch St. Zip: 19107. Tel: 925-7100. Pres.: Bill Buster; Mgr.: Chris Morris.
 Labels: Eric, Terrific, all 45 rpm oldies.
 Bandstand Rec. Serv. Inc., 1400 W. Somerset St. Zip: 19132. Tel: BA 9-9110. Owner: Jerry Rappaport.
 Cartridge 8-tr.: Capitol, Columbia, Decca, ITCC, Liberty/UA, NAL.
 Cassette: Capitol, Decca, ITCC, Liberty/UA, NAL.
 Capitol Recs. Dist'g Corp., 7708 City Line Ave. Zip: 19151. Tel: 877-4167.
 Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.
 Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.
 Tape playback equip.: Capitol.
 Phonographs: Capitol.
 Musical instruments: Harmonicas (Hohner).
 Accessories: Needles (Duo-tone); Capitol.
 Chip's Dist'g Corp., 2750 N. Broad St. Zip: 19132. Tel: 226-4600. Mgr.: Ernie Santone; Promo.: Alex Araco, Don Colberg.
 Labels: Alma, Archive, Avant Garde, Blue Rock, Boone, Canaan, Carnival, Chalom, Childcraft, DGG, De-Lite, Diamond, Disneyland, Dore, Emarcy, Fidelitone, Fleetwood, Fontana, Fraternity, GNP Crescendo, Gamble, Gregar, Heli-dor, Heritage, Kama Sutra, King Leo, LHI, Leo the Lion, Limelight, Lyra, MGM, MTA, Mercury, Mira, Mirwood, Monmouth-Evergreen, Nugget, Peachtree, Philips, Playcraft, Polydor, Pulsar, Rave, Sacred, Smash, Stella, Stop, Strobe, Traffic, Verve, Verve/Forecast, Virtue, Vista, Wayside, Wing, Word.
 Cartridge 8-tr. & cassette: Ampex, DGG, Disney-land, GRT, Mercury, NAL.
 Accessories: Needles (Fidelitone). (SEE ADVERTISEMENT)
 Columbia Recs. Sales, 4 Penn Center Plaza, Suite 224. Zip: 19103. Tel: LO 8-4445. Sales Mgr.: Ed Masterson; Audio Sales Mgr.: John Arrow; Promo. Mgr.: Ted Kellem.
 Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.
 Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
 Tape playback equip.: Masterwork.
 Phonographs: Masterwork.
 Hamilton Sales Co., 22 St. & Parkway. Zip: 19130. Tel: LO 3-4679. Owner: Bill Hamilton.
 Distributes: Close-outs.
 Hitsville of Pennsylvania, 2750 N. Broad St. Zip: 19132. Tel: 226-4600. Mgr.: Ernie Santone; Promo.: Ed Gilreath.
 Labels: Gordy, Motown, Soul, Tamla, VIP.
 Cartridge 8-tr. & cassette: Gordy, Motown, Soul, Tamla, VIP.
 Infinite Rec. & Tape Sales Inc. (see Michael Adler Enters.).
 Jamie/Guyden Dist'g Corp., 919 N. Broad St. Zip: 19123. Tel: CE 2-8383. Pres.: Harold Lipsius; Sales & Admin.: Paul Fien; Promo. & Sales: Larry Cohen.
 Labels: Arctic, Caldwell, Dionn, Guyden, Jamie, Landa, MSL, Phil-L.A. of Soul, Sundi, Tear Drop, Vent.
 Marnel Rec. Dists. Inc., 2512 N. Broad St. Zip: 19132. Tel: BA 6-1222. Mgr.: Marshall Verbit.
 Labels: Alegre, Ascot, Atlantic, Audio Fidelity, BT Puppy, Bang, Caedmon, Candide, Dana, De-

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Cartridge 8-tr.: Ampex, Atlantic, Dooto, Ethnic Tapes, Fiesta, GRT, Gross, Humorsonic, Jubilee, Laurie, Prestige, Project 3, Savoy, Starday, Stax.

Cassette: GRT.

Robert Nash Dist's. Inc., 2780 Limekiln Pike, Glenside. Zip: 19038. Tel: WA 7-6100. Owner: Robert Nash; Sales Mgr.: Steve Markoe; Tape Mgr.: Andy Nash.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty/UA, Mercury, Motown, Original Sound, RCA.

Cartridge 4-tr.: Ampex, Columbia, Decca, GRT, Liberty/UA, Motown, Muntz.

Cassette: Ampex, Decca, GRT, Liberty/UA, Mercury, Original Sound, RCA.

Accessories: Carrying cases, head cleaners, alignment tapes, blank loaded tapes.

New Deal Rec. Serv. Corp., 2503 N. Broad St. Zip: 19132. Tel: 229-4555. Mgr.: Pete Voss.

Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.

Cartridge 8-tr. & cassette: All lines.

Paramount Rec. Dist's., 349 W. Lancaster Ave., Haverford. Zip: 19041. Tel: 642-4110. Contact: Jim O'Rourke.

Labels: Dot, Acta, Paramount, Steed.

Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).

Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Owner: Edward R. Marcus; Mgr.: Francine Edwina Morgan.

Labels: Cinwitch, Oldies but Goodies, Psycheponic, Rendezvous, Rockin' Richie.

David Rosen Inc., 851-5 N. Broad St. Zip: 19123. Tel: CE 2-2900. Owner: David Rosen; Rec. Mgr.: Harry Rosen; Tape Mgr.: Lewis Rosen; Sales Mgr.: Irvin Derfler; Promo.: Matty Singer, Steve Rudolf, Barry Abrams.

Labels: ABC, Athena, Bethlehem, Bluesway, Cadet, Cadet/Concept, Checker, Chess, Command, Cotillion, Dakar, Dunhill, Dynamo, Evolution, Four Corners of the World, Golden, Grand Award, Hickory, Impulse, Kapp, King, LHI, Loma, Mace, Meka, Merph, Monument, Movietone, Musicor, Music Guild, Post, Probe, Reprise, Rising Sons, Riverside, Scepter, Simon Says, Sound Stage 7, Sure, TRX, Tangerine, Tetragrammaton, 20th Century-Fox, Wand, Warner Bros.-Seven Arts, Westminster.

Cartridge 8-tr.: All lines.

Cassette: GRT, Warner Bros.-Seven Arts, Reprise.

Tape playback equip.: Craig, Norelco.

Accessories: Rocoton, Le-Bo. (SEE ADVERTISEMENT).

Raymond Rosen Music Prods. Inc., 51 St. & Parkside Ave. Zip: 19131. Tel: TR 8-2200. Pres.: Paul Knowles; Mgr.: Norman Umin.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, London, phase 4, London Int'l, Richmond, Stereo Treasury.

Cartridge 8-tr.: Ampex, RCA.

Cartridge 4-tr.: Ampex.

Cassette: Ampex, RCA.

Open reel: Ampex, RCA.

Tape playback equip.: PlayTape, RCA.

Accessories: Carrying cases, head cleaners, testing cartridges.

Universal Rec. Dist'g Corp., 919 N. Broad St. Zip: 19123. Tel: CE 2-3333. Owner: Harold Lipsius; Rec. Mgr.: Leonard Rakliff; Tape Mgr.: Robert Perloff; Promo.: Ray Melanese, Bill Harper, Buddy Dee.

Labels: A&M, Acta, Atco, Buddah, Challenge, London group, Original Sound, Uni, White Whale.

Cartridge 8-tr.: A&M, Ampex, Atco, GRT, Vanguard.

Cartridge 4-tr. & cassette: A&M, Ampex.

Open reel: A&M.

• **PITTSBURGH METROPOLITAN AREA (Area Code 412)**

All Brands Inc., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770. Pres.: Herbert S. Cohen; Mgr.: Gene Jakiel.

Cartridge 8-tr.: A&M, Ampex, Capitol, Columbia, GRT, Gordy, ITCC, Motown, NAL, Tamla.

Cassette: Ampex, Capitol, Columbia, GRT.

Tape accessories: Head cleaners (Ampex, Le-Bo, Rocoton).

Balkan Rec. Dist's., RD 2, Concord Church Rd., Beaver Falls. Zip: 15010. Tel: 843-0918. Mgr.: John Kriclich.

Home office: Chicago, Ill., Balkan Music Co.

Labels: Balkan Int'l, Czech, Greyko, Heritage.

East Coast Dist's., 633 Liberty Ave. Zip: 15222. Tel: 281-6344. Mgr.: Nicholas Lomakin.

Labels: Argos, Audiotape, Borderline, Commodore, Dictation Disc, Dootone, Fax, Golden Crest, Humorsonic, K&H, Russell Dance, Switchcraft.

Hamburg Bros. Inc., 24 St. & AVRR. Zip: 15222. Tel: 471-0808. Bd. Chm.: Lester Hamburg; Pres.: Carl Hamburg; Gen. Mgr.: Morton J. Locker; Promo.: Ray Anderson.

Labels: ABC, Arctic, Argo, Ashley, Atco, Atlantic, BT Puppy, Bach Guild, Bethlehem, Bluesway, Brook-lyn, Calendar, Calla, Camden, Canterbury, Carla, Chartbound, Checker, Chess, Colgems, Crimson, Dial, Dionn, Dunhill, Dunwich, Enterprise, Fame, Federal, Focus, Four Corners of the World, Fraternity, GRT, Gamble, Golden, Gospel, Groove, Gross, Guyden, Hilltop, Hob, Hollywood, Impulse, Instant, Jab, Jamie, Jerden, Josie, Jubilee, Kapp, Karan, King, LHI, Like, Little Darlin', Living Language, LuPine, Magic Touch, Maurci, Mojo, Monument, Moonglow, Motown, Music Guild, Nashville, Original Sound, Phil-L.A. of Soul, Pickwick, Poppy, Port, RCA, Rack, Reprise, Rice, Rising Sons, Riverside, Rosemart, Roulette, Savoy, Senate, Sidewalk, Soul, Sound Stage 7, Starday, Stax, Tamla, Tangerine, Tico, Toot, Tower, Triumph, 20th Century-Fox, Uptown, Vanguard, Vegas, Victrola, Volt, Vortex, Warner Bros.-Seven Arts, Westminster, White Whale.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Motown, RCA, Reprise, Tamla, Warner Bros.-Seven Arts.

Cassette: Ampex, Capitol, Columbia, Decca, GRT, RCA.

Open reel: Ampex, Capitol, Columbia, Decca, GRT, ITCC, RCA.

Tape playback equip.: RCA.

Tape accessories: Blank loaded tape (all brands).

Handlman Co., 1388 Island Ave., McKees Rocks. Zip: 15212. Tel: 331-6972. Mgr. & Buyer: Vera Powell.

Home office: Detroit, Mich.

Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Regal Recs., 1623 Blvd of the Allies. Zip: 15219. Tel: 391-3973. Gen. Mgr.: Nick P. Cenci.

Labels: Amos, Blue Thumb, Buddah, Event, Uni.

Richmark Sales Co., 1072 Lincoln Hwy. W., Irwin. Zip: 15642. Tel: 863-0372. Owner: Alvin Ackerman; Gen. Mgr.: S. A. Mendlovitz.

Branch: St. Louis, Mo.

Labels: Camden, Victrola, Pickwick, Vocalion.

Cartridge 8-tr. & cassette: All lines.

Jack H. Samuels & Co. Inc., 5117 Baum Blvd. Zip: 15224. Tel: 683-8800. Owner: Jack H. Samuels; Sales Mgr.: Mike Gisser; Tape Mgr.: Roy Leger; Promo.: Roy Leger, Jack Morris, Prosper DeVoss.

Branch: Sounds of Music, 4004 William

Penn Hwy, Monroeville. Zip: 15146. Tel: 372-3014. Mgr.: Dennis Adelson.

Cartridge 8-tr.: Atco, Atlantic, Capitol, Columbia, Decca, Dooto, Double Shot, Epic, Fiesta, ITCC, Laff, Liberty/UA, Mercury, Motown, NAL, Paramount Stereo Tape, Prestige, RCA, Scepter, Vivid Sound, Word.

Cartridge 4-tr.: Capitol, Columbia, Decca, Dooto, Double Shot, Epic, ITCC, Laff, Liberty/UA, Mercury, Motown, Prestige.

Cassette: Capitol, Columbia, Decca, Dooto, Double Shot, Liberty/UA, Mercury, Motown, NAL, Prestige, Vivid Sound, Word.

Tape playback equip.: Motorola, Lear Jet.

Accessories: Carrying cases (Le-Bo, Amberg).

• **READING (Area Code 215)**

McKinnon Rec. Dist. Co., Dept. D, 411 Gordon St. Zip: 19601. Tel: 374-6580. Pres. & Promo.: Len McKinnon; Sales Mgr.: Beulah F. Coad.

Labels: Alabam, Atlanna, Backstage, Beulah, Big Country, Blackgold, Bluegrassie, Center City, Cypress Garden, Emerge, Gordon Street, Hit Kingdom, Holy Cross, Jazz, Johnny Reb, Lorraine, Margie, Marion, McKinnon, Ohio-phone, Orange Grove, Path, Pidemount, Reading, Road, Slide, Super Soul Shonograms, Surface, Topsiside, Tridelta, Virginian.

Cartridge 4-tr., 8-tr., cassette & open reel: McKinnon.

• **SCRANTON (Area Code 717)**

Bellnash Dist'g Co., 80 Elmhurst Blvd. & Watres Dr. Zip: 18505. Tel: 347-8429. Mgr.: Dick Plotkin; Promo.: Allen Plotkin, Steve Fedor, Garf Green.

Labels: Bella, Beret, Debra, Gina, Little Gents Children's Recs., Marla, Midtown, Odessa, Review.

Record accessories: Pageant.

• **TYRONE (Area Code 814)**

Central One Stop Inc., RD 4, Rt. 220. Zip: 16686. Tel: 684-3900. Pres.: Ronald Shaffer; Tape & Sales Mgr.: Richard Heaton.

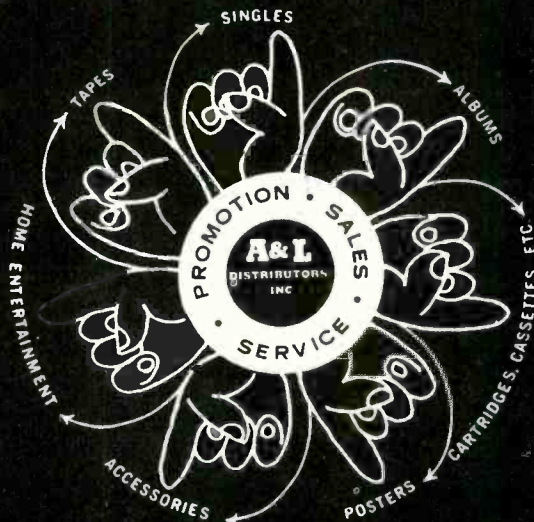
Labels: Canaan, RPI, Sacred, Summit, Sword, Word.

Cartridge 4-tr., 8-tr., cassette & open reel: GRT, ITCC, NAL, Canaan, Sacred, Summit, Sword, Word.

PlayTape Accessories: Head cleaners (Central), needles (Walco).

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Eastern Pennsylvania/Southern New Jersey/Delaware



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continued

• **WEST NEWTON (Area Code 412)**
West Newton Appliance Co., 107 Main St. Zip: 15089. Tel: 872-8866. Owner: John Kobe.
Labels: Arc, Coca, Dearborn, Greyco, Mlay. (Polka & waltz recs).

RHODE ISLAND

• **PROVIDENCE (Area Code 401)**
Beacon Rec Dists., 725 Branch Ave. Zip: 02904. Tel: 351-6700. Pres.: Milton Israeloff; Mgr.: Rubin Zeidman.
Labels: Camden, Coronet, Crown, Design, Grand Prix, Hilltop, Hurrah, Mercury, Wing, Pickwick/33, Somerset.
Cartridge 8-tr.: Ampex, GRT, ITCC, NAL.
Cassette: GRT, NAL.
Open reel: Ampex, Decca, GRT, Mercury.

TENNESSEE

• **CLEVELAND (Area Code 615)**
Pathway Press, PO Box 850, 1080 Montgomery. Zip: 37311. Tel: 476-5197. Cable: COG. Gen. Sales Mgr.: H. Bernard Dixon.
Labels: Sing, Skylite, Temple, Worship, Sword & Shield, Christian Faith.
Cartridge 8-tr.: Sing, Skylite.

• **CLINTON (Area Code 615)**
Rural Routes Rec. Serv., Rt. 2, Barlow Rd. Zip: 37116. Tel: 457-0570. Owner: David Farmer.
Labels: Apt-2, Darn-L, Tawas.

• **KNOXVILLE (Area Code 615)**
Knox Rec. Rack Co., PO Box 4050. Zip: 37621. Tel: 525-0445. Owners: Sam Morrison, Jay Jacobs; Mgr.: Jay Jacobs.
Cartridge 8-tr.: Ampex, GRT, ITCC, Capitol, Columbia, Decca, Kapp, Liberty/UA, Paramount Stereo Tape, RCA.
Accessories: Recoton.

McClung Appliances Inc., 310 Georgia St. N.E. Zip: 37917. Tel: 524-1811. Mgr.: Albert W. Smith.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, Chart, Heart Warming, Little Darlin', Peter Pan, Pickwick Int'l.
Cartridge 8-tr.: Ampex, Decca (C&W only), GRT, Jubilee, Liberty/UA, Motown, Pickwick, Int'l, RCA.
Cassette: RCA, GRT.
Open reel: RCA, Camden, Calendar, Colgems.
Tape playback equip.: RCA, Lear Jet.
Accessories: 3M.

• **MEMPHIS (Area Code 901)**
Blackwood Bros. Recs. 209 N. Lauderdale St. Zip: 38105. Tel: 527-4349. Owner: James Blackwood Sr.; Gen. Mgr.: Doyle Blackwood.
Labels: Audio Book, Capitol, Choice, Christian Faith, Columbia, Comfort, Decca, Heart Warming, Inspiration, RCA, Sing, Skylite, Songs of Faith, Supreme, Zondervan.
Cartridge 8-tr.: Capitol, Canaan, Columbia, Decca, Heart Warming, RCA, Sacred, Sing, Skylite, Songs of Faith, Supreme, Word.
Open reel: Columbia, RCA, Supreme.

Decca Dist. Corp., 741 Galloway Ave. Zip: 38105. Tel: 525-0494. Mgr.: Graham Hediker.
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Bravo, Caedmon, Viva.
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz.
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.
Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

Arthur Fulmer, 260 Monroe Ave. Zip: 38005. Tel: 525-5711. Pres.: Arthur Fulmer Jr.; Tape & Sales Mgr.: Ron Edmundson.
Branches: Pasadena, Calif.; Miami, Orlando, Fla.; Indianapolis, Ind.; Louisville, Ky.; St. Louis, Mo.; Charlotte, N.C.; Oklahoma City, Okla.; Dallas, Houston, Tex.; Richmond, Va.
Cartridge 4-tr., 8-tr. & cassette: All lines.
Tape playback equip.: Arthur Fulmer.
Accessories: Caddies (Rubbermaid).

Hot Line Rec. Dists. Inc., 596 Lane Ave. Zip: 38105. Tel: 525-0756. Mgr.: Jim Crudgington; Promo.: Philip Rauls.
Labels: Abet, Amaret, Amos, Atco, Atlantic, BT Puppy, Bang, Bethlehem, Blue Rock, Calla, Chalice, DeLuxe, Dial, Diamond, Dictation Disc, Dionn, Dooto, Enterprise, Fantasy, Federal, Fraternity, Galaxy, Gamble, Gospel, Hip, Hollywood, Jad, Jamie, Jetstar, Josie, Jubilee, Karen, King, Ko Ko, MF, Mainstream, Moonglow, Nashville, Nashville, Phil-L.A. of Soul, Rojac, Roulette, Savoy, Shout, Skye, Soul Clock, Specialty, Starday, Stax, Sun, Thomas, Turntable, Twinnight, USA, VIP, Vegas, Venture, Volt, White Whale.
Cartridge 8-tr. & cassette: Atco, Atlantic, Gross,

ITCC, Jubilee, King, Laff, Modern, Starday, Stax, Volt.
Tape playback equip.: Mayfair.
Accessories: Fidelitytone, Le-Bo.
McDonald Bros. Co. Inc., 994 S. Bellevue. Zip: 38102. Tel: 948-2771. Owner: J. W. McDonald; Mgr.: Charles F. Smith.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy, Abnak, Ashley, Chart, Jetstar, Little Darlin'.
Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, RCA, Word.
Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.

Tape playback equip.: Belle Wood.
Accessories: Le-Bo, RCA, Rubbermaid.
Record Sales Corp., 311 Exchange Ave. Zip: 38103. Tel: 526-7361. Mgr.: Bill Biggs; Promo.: (R&B) Henry Bush; (Pop) Stan Daniels.
Labels: ABC, Amy, Backbeat, Bell, Big Wheel, Blue Note, Boom, Buddah, Cadet, Cadet/Concept, Checker, Chess, Command, Cotillion, Crash, D-Town, Dakar, Deram, Dollie, Double Shot, Duke, Dunhill, Duo, DynoVoice, GNP Crescendo, GWP, Ganin, Garrison, Giant, Goldwax, Hi, Hob, Impulse, Imperial, Jewel, Kapp, Kent, Laurie, Liberty, Living Language, Loma, London, Mala, Mellow, Minit, Modern, Money, Monument, Movin, Musicland, New Voice, Pacific Jazz, Parrot, Paula, Peacock, Press, Reprise, Revue, Scepter, Song Bird, Sound Stage 7, Sphere Sound, Straight, Sunset, Sureshot, Statue, Tangerine, Tarpon, Tetragrammaton, Tribe, Tru-Glo, 20th Century-Fox, Uni, United Artists, Veep, Wand, Warner Bros.-Seven Arts, Wheelsville, Word, World Pacific, York.

Cartridge 8-tr.: ABC, Bell, Bluesway, Command, Dakar, Deram, Double Shot, Dunhill, Hi, Impulse, Kapp, Kent, Liberty/UA, London, Monument, Parrot, Reprise, Scepter, Sire, Tetragrammaton, Wand, Warner Bros.-Seven Arts.
Cartridge 4-tr.: ABC, Double Shot, Kent, Liberty/UA, Monument, Reprise, Scepter, Warner Bros.-Seven Arts.
Cassette: ABC, Bell, Bluesway, Command, Dakar, Deram, Double Shot, Dunhill, Hi, Impulse, Kapp, Kent, Liberty/UA, London, Monument, Parrot, Reprise, Scepter, Sire, Tetragrammaton, Wand, Warner Bros.-Seven Arts.

Stereo Dists.-Memphis Inc., 1481 Airways Blvd. Zip: 38114. Tel: 323-3449. Owner: Bill Crosno; Tape Buyer: Pat Hitt.
Cartridge 8-tr.: All lines.
Tape playback equip.: Lear Jet.
Tri-State, PO Box 11522. Zip: 38115; 3373 Park Ave. Zip: 38111. Tel: 324-6786. Mgr.: Style Wooten; Promo.: Thomas Grishom.
Labels: Allandale, BMS, Bruchman, Caltan, Camaro, Designer, Great Sounds of Memphis, M&W, Mid-South, Montego, Park Grand, Pee Gee, Pleasure Time, Pretty Girl, Prime, STZ, Spinnin' Square, Style, Styleway, Taver, Ten-Tex, Torino, Tri-State, Wooten, Zavier.

• **NASHVILLE (Area Code 615)**
Country Music Nashville, PO Box 701. Zip: 37202. Tel: 297-4967. Pres.: R. Murray Nash.
Music City Rec. Dists. Inc., 127 Lafayette St. Zip: 37202. Tel: 255-7315. Owner & Mgr.: Hutch Carlock; Tape Mgr.: Ted Adams; Promo.: Mrs. Rae Bundy.
Labels: ABC, Abet, Ashley, Atco, Atlantic, Audio Book, BT Puppy, Backbeat, Bang, Bethlehem, Bluesway, Boom, Bunky, Calla, Carnival, Crescent, Crimson, Deram, Dial, Dictation Disc, Duke, Dunhill, Dunwich, Era, Excello, Fame, Fantasy, Federal, Fontana, Four Corners of the World, Fraternity, Galaxy, Gamble, Garpax, Groovesville, Gross, Halo, Hi Fi, Hob, Hollywood, Huff Puff, Impulse, Instant, Jab, Jad, Jerden, Jet Stream, Jotis, Jubilee, Kapp, Karen, Kent, Keymen, King, La Louisianne, Laurie, Lighthouse, Longhorn, Lucky 11, LuPine, M-Pac, Mainstream, Mar-V-Lus, Mayfield, Mercury (Childcraft, Playcraft, Storytelers, Wing), Minaret, Mira, Mirwood, Moc, Modern, Money, Monument, Moonglow, MoSoul, Movietone, Nashville, Nashville, Washwood, One-Derful, Par-T, Peacock, Philips, Press, Rebel, Redd Foxx, Rem, Rice, Ric-Tic, Rising Sons, Rojac, SPQR, SSS Int'l, Scepter, Shama, Shout, Simco, Sims, Smash, Sound of Nashville, Sound Stage 7, South Camp, Specialty, Starday, Stax, Stop, Sun, Swingin', Tangerine, Tribe, 20th Century-Fox, Twinnight, Vanguard, Volt, Wand, Wayside.
Cartridge 8-tr.: Ampex, GRT, Mercury.
Cassette: Mercury.
Tape playback equip.: Ampex, Belle Wood, Mercury.
Accessories: Fidelitytone.

National Music Sales (div. of Spar Recs.), 1122 Lebanon Rd. Zip: 37210. Tel: 244-9280. Gen. Mgr.: Howard Allison.
Labels: Cadet, Cadet/Concept, Cameo-Parway, Checker, Chess, Crawe, Cub, Forward, Heritage, Kama Sutra, King Leo, Leo the Lion, MGM, Music Factory, Polydora, Sing, Songs of Faith, Spar, Spot, Straight, Tennessee, Venture, Verve, Verve/Forecast, Way-Out.
Cartridge 8-tr., cassette & open reel: GRT, ITCC, NAL.
Accessories: Capitol.

Southern Rec. Dists. Inc., 467 Chestnut St. Zip: 37210. Tel: 254-1991. Pres.: Jimmy Green; Rec. Mgr.: Randy Feinstein; Tape Mgr.: Dean Hunter; Sales Mgr.: Sidney Melvin; Promo.: Chuck Chellman, Ed Maskala, Floyd Biggs.

Labels: AGP, A&M, Abnak, Accent, Amos, Amy, Audio Fidelity, Bell, Blue Thumb, Boone, Buddah, Buena Vista, Challenge, Chart, Cotillion, Creed, Curtom, DGG, DJM, Dakar, Diamond, Disneyland, Dooto, Double Shot, DynoVoice, Elf, Excello, Flashback, GNP Crescendo, Goldwax, Gordy, Gospel, Heart Warming, Hickory, Hot Line, International Artists, Jewel, K-Art, LHI, Little Darlin', Mala, Maverick, Motown, Musicor, Nashboro, Original Sound, Paula, Pavilion, Prestige, Project 3, RPR, Ranwood, Revue, Ronn, Roulette, Royal American, Savoy, Sidewalk, Sing, Skye, Skylite, Soul, Stop, T-Neck, TRX, Tamlam, Team, Tico, Tower, Uni, VIP, VMC, Venture, Vox, White Whale.
Cartridge 4-tr., 8-tr. & cassette: A&M, DGG, Gordy, Heart Warming, ITCC, Motown, Pickwick, Sing, Skylite, Soul, Tamlam.

TEXAS

• **AMARILLO (Area Code 806)**
Western Mdsrs. Inc., 1601-11 W. Third Ave. Zip: 79105. Tel: 376-6251. Owners: Sam Marmaduke, Dick Williamson; Mgr.: Dick Williamson; Sales Mgrs.: Ed Sellers, Junior Baldwin.
Branches: Oklahoma City, Okla.; Houston, Tex.
Cartridge 8-tr.: Ampex, GRT, ITCC, Berlitz, Capitol, Columbia, Decca, El Zarape, Liberty/UA, Mercury, KeyLoc, NAL, Norteno, Orfeon, RCA, Vivid Sound.
Cartridge 4-tr.: Ampex, GRT, ITCC, Capitol, Columbia, Decca, El Zarape, KeyLoc, Liberty/UA, Mercury, Muntz, Norteno, Orfeon.
Cassette: Ampex, GRT, Capitol, Columbia, Decca, Liberty/UA, Mercury, NAL, RCA.
Tape playback equip.: CRAIG, Lear Jet, Tenna.
Accessories: Amberg, Le-Bo, Recoton.

• **ARLINGTON (Area Code 817)**
Advanced Stereo Systems, 725 Great Southwest Pkwy. Zip: 76010. Tel: 261-3111. Owner: George M. Slaughter III; Mgr.: R. A. Brucks.
PlayTape.
Tape playback equip.: PlayTape, GW, Lear Jet, Scene, Tenna.
Accessories: Aviso, Channel Mktg., Le-Bo.

• **DALLAS (Area Code 214)**
Adleta Co., 1914 Cedar Springs Ave. Zip: 75201. Tel: 741-3151. Owners: E. C. Adleta Jr., H. J. Adleta; Gen. Mgr.: E. P. Miles; Rec. & Tape Mgr.: David Eisenlohr; Sales Mgr.: J. E. Turley; Adv. & Sales Promo.: G. E. Stone Jr.; Rec. Promo.: Gene Jenkins.
Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.
Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale.
Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.
Tape playback equip.: RCA, Belle Wood, Norelco.
Phonographs: RCA.
Accessories: Various accessories.

Allied Rec'd Sound of Dallas Inc., 2273 Vantage St. Zip: 75207. Tel: ME 1-0885. Pres.: Ben Baker; Gen. Mgr.: Alan H. Goldfield.
Home office: Houston, Tex. (see for product distributed).
Atlas-Rand Corp., 7900 Sovereign Row. Zip: 75247. Tel: ME 7-2760. VP Sales: Al Gilleman.
Home office: See New York, N.Y. (see for product distributed).

B & K Dist'g Co. (div. of National Tape Dists. Inc.), 1411 Round Table Dr. Zip: 75247. Tel: ME 7-1920. Mgr.: Bill Burton; Sales Mgr.: Tom Sims; Promo.: Al Mathias, Bob Rayel.
Branch: Oklahoma City, Okla.
Labels: Alshire, Archive, Blue Thumb, Buddah, Buena Vista, DGG, Disneyland, Heliodor, International Artists, Kama Sutra, Loma, MGM, Prestige, Reprise, Savoy, Solid State, Stereo Fidelity, Tetragrammaton, United Artists, Veep, Venture, Verve, Warner Bros.-Seven Arts.
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.
Tape playback equip.: Belle Wood, Craig, Gibbs, Muntz, Orrfroncs.
Accessories: Cases (Amberg, Le-Bo).

Big State Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100. Mgr.: Bill Emerson; Sales Mgr.: Wright Bordonon; Promo.: Bill Cooke, Miss Alta Hays, Scott Foster, John Rodgers.
Labels: AGP, A&M, Abnak, Amy, Arctic, Atco, Atlantic, BT Puppy, Backbeat, Bell, Blue Note, Cotillion, Cotique, Dakar, Deram, Dial, Diamond, Double Shot, Dynamo, Elf, Event, Excello, Fantasy, Galaxy, Gamble, Gay Shell, Gordy, Hi, Hickory, Hip, Hob Hot Line Imperial, Jad, Jamie, Josie, Jubilee, Kent, King, Laurie, Liberty, London, Mainstream, Mala, Metromedia, Minit, Monument, Motown, Musicor, Nashboro, Pacific Jazz, Parrot, Paula, Peacock, Phil-L.A. of Soul, Phyllis, Philly Groove, Plantation, Pompeii, Revue, Ronn, Roulette, SSS Int'l, Scepter, Soul, Soul City, Soul Clock, Sound Stage 7, Specialty, Stang, Starday, Stax, Sun, Sundi, TRX, Tamlam, Toddlin' Town, Uni, Volt, Wand, White Whale, World Pacific.
Cartridge 8-tr. & cassette: A&M, Atco, Atlantic, Bell, BT Puppy, Cotillion, Dakar, Deram, Dia-

mond, Dooto, Double Shot, Enterprise, Era, Fantasy, Galaxy, Gamble, Gordy, Gross, Hi, Hickory, Hob, Humorsonic, Jad, Jamie, Josie, Jubilee, Laff, Liberty/UA, London, MF, Mainstream, Metromedia, Modern, Monument, Motown, Musicor, New Voice, Parrot, Paula, Phil-L.A. of Soul, Philly Groove, Plantation, Pompeii, Press, Roulette, Scepter, Soul, Starday, Stax, Tamla, Vanguard, Volt, Wand, White Whale. **Open reel:** A&M.

Capitol Recs. Dist'g Corp., 6730 Oakbrook Blvd. Zip: 75235. Tel: 637-1890.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-8, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol.

Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).

Accessories: Needles (Duotone); Capitol.

Columbia Recs. Sales, 8808 Empress Row. Zip: 75247. Tel: ME 1-5680. Audio Sales Mgr.: Joseph Konas; Sales Mgr.: Tom Cade; Promo. Mgrs.: Joe Mansfield, Hank Hirshfield; South-eastern Div. Sales Dir.: Norm Ziegler.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Masterwork.

Phonographs: Masterwork.

Decca Dist. Corp., 139 Cole St. Zip: 75207. Tel: RI 2-3739. District Mgr.: C. W. Doherty;

Branch Mgr.: Tom Rodden.

Labels: Decca, Coral, Brunswick, Vocalion, Elektra, Nonesuch, Caedmon, Berlitz, Colonial, Standard Phono, Bert & I.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca.

Phonographs: Decca.

Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

Arthur Fulmer, 2516 Hickory St. Zip: 75226. Tel: 748-5189. Gen. Mgr.: Joe Finan.

Home office: Memphis, Tenn. (see for product distributed).

Handleman Co., 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Mgr.: George Braun; Buyer: Ollie Johnson.

Home office: Detroit, Mich.

Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Jay Kay (div. of Handleman Co.), 2931 Irving Blvd., Suite 105. Zip: 75247. Tel: 637-2440; Houston Tel: (713) 492-6460. Mgr.: Marion Coburn;

Promo.: Ray Goff, Bert Weil.

Labels: ABC, A&M, Accent, Atco, Atlantic, Bethlehem, Brook-Lyn, Cadet, Cadet/Concept, Calla, Carla, Checker, Chess, Dial, Dunwich, Four Corners of the World, Gordy, Kapp, Karen, King, LHI, Moonglow, Motown, Movietone, Orfeon, Original Sound, Pompeii, Primovox, Project 3, Ranwood, Sidewalk, Skye, Solid State, Soul, Stax, Steeltown, Tamla, Thomas, Tower, Uptown, VIP, Volt.

Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Merrec Dist. Inc., Stemmons Tower West, Suite 903, 2730 Stemmons Freeway. Zip: 75207. Tel: 631-3531. Mgr.: Jack Bernstein.

Labels: Mercury, Philips, Smash, Fontana, Lime-light, Blue Rock, Emarcy, Wing, Playcraft, Childcraft, Pulsar, Gregar, Virtue, Peachtree, Wayside, Intrepid.

Cartridge 8-tr. & cassette: Mercury, Philips, Smash, Fontana, Limelight.

Tape playback equip.: Mercury.

Paramount Rec. Dist., 1347 Chemical St. Zip: 75207. Tel: ME 1-0630. Mgr.: Jim McCauley;

Promo.: David Smith.

Labels: Dot, Acta, Paramount, Steed.

Cartridge 8-tr. & cassette: Paramount Stereo Tape (includes Dot, Acta, Paramount, Steed).

● **EL PASO (Area Code 915)**

M. B. Krupp Dist. Inc., 311 S. Santa Fe St. Zip: 79901. Tel: 532-4961. Owner: M. B. Krupp;

Mgr.: Ruben Irizarry.

Labels: (English) ABC, A&M, Alshire, Amy, Arctic, Argo, BT Puppy, Backbeat, Bang, Bell, Bluesway, Boone, Buddha, Bunky, Cadet, Cadet/Concept, Calla, Chart, Checker, Chess, Diamond, Double Shot, Duke, Dunhill, GNP Crescendo, Gamble, Hip, Hurricane, International Artists, Jad, Jamie, Jetstar, Jubilee, Laurie, Look, Mala, Original Sound, Paula, Phil-L.A. of Soul, Philly Groove, Plantation, Ranwood, Roulette, SSS Int'l, Shout, Silver Fox, Stax, Stop, Sundi, T-Neck, Toddlin' Town, 20th Century-Fox, Volt, Wand, White Whale, Whittier, Whiz; (Spanish) Bego, Bravo, Bronco, Chico, Colonial, Columbia, Cometa, Corona, DLV, Del Valle, Disco Grande, Discuba, Eco, El Zarape, Falcon, Fuentes, Ideal, Ivan, KeyLoc, Musart, Nopal, Norteno, Oro, Peerless, Primovox, Sombrero, Texas, Tomi, Valmon.

Cartridge 8-tr.: A&M, ARV, Capitol, Columbia, Decca, Falcon, Impacto, KeyLoc, Musart, Orfeon, RCA.

Cartridge 4-tr.: KeyLoc, Musart, Orfeon.

Sunland Supply Co. Inc., 2227 Texas Ave. Zip: 79901. Tel: 533-5901. Pres.: William M. Shapiro; Tape Mgr.: Gilbert Venegas; Promo.: Richard Kalina.

Labels: Caedmon, Children's Rec. Guild, Cricket, Cumberland, DGG, Fiesta, Folkways, Hi, King group, Living Language, London group, Monitor, Musart, Original Sound, Parliament, Specialty, Urania, Vanguard, Vox, Young People's Recs., all Mexican lines.

Cartridge 8-tr.: Ampex, Columbia, Decca, GRT, Liberty/UA, Mercury, Modern, RCA.

Cartridge 4-tr.: Ampex, Columbia, Decca, GRT, Liberty/UA, Mercury, Modern, Muntz, RCA.

Cassette: Columbia, DGG, Decca, GRT, Liberty/UA, MGM, Mercury, RCA.

Open reel: Ampex, GRT, Stereo Tape.

PlayTape.

Tape playback equip.: DYN, Emerson Lloyds, Metro, Monarch, Pilot, Tenna, Toshiba.

● **FORT WORTH (Area Code 817)**

Bluebonnet Recs., P.O. Box 10188, 1041 Isbell Rd. Zip: 76114. Tel: MA 6-3502. Owner: Ed Manney.

Labels: Bluebonnet, Manco, Spotlight.

● **HOUSTON (Area Code 713)**

Allied Rec'd Sound Inc., 2704 Polk Ave. Zip: 77003. Tel: CA 7-2316. Pres.: Ben Baker; VP: John Gonzalez; Gen. Mgr.: D. Pat Armentrout.

Branch: Dallas, Tex.

Cartridge 4-tr., 8-tr. & cassette: All lines.

Open reel: Ampex, GRT, Capitol, Columbia, Decca, Tape-Mates.

Tape playback equip.: Belair, Capitol, Craig, Keystone, Mecca, Morse, York.

Accessories: Amberg, Ampex, Craig, Crest, Recoton, Tru-Note.

Capitol Recs. Dist'g Corp., 6400 Westpark Dr., Suite 265. Zip: 77027. Tel: 782-7922.

Labels: Capitol, Angel, Apple, Melodiya/Angel, Seraphim, Crazy Horse, Fame, Harvest, Invictus, KEF, 1-2-3, Zapple.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Tape playback equip.: Capitol.

Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).

Accessories: Needles (Duotone); Capitol.

H. W. Daily Inc., 314 E. 11 Ave. Zip: 77008. Tel: 861-8108. Owners: Bud & Don Daily; Sales Mgr.: Bud Daily; Promo.: Bill Ham.

Labels: Amy, Arhoolie, BT Puppy, Challenge, Diamond, Era, Fantasy, Galaxy, Gamble, Hi, Josie, Jox, Jubilee, Laurie, London, MTA, Mainstream, Mala, Metromedia, Money, Musicor, Original Sound, Parrot, Rust, Vanguard.

Cartridge 8-tr.: Ampex, GRT, ITCC, NAL.

Cartridge 4-tr.: Ampex, GRT, ITCC.

Cassette: Ampex, GRT, NAL.

Tape playback equip.: Craig.

Accessories: Fidelitone, Le-Bo, Walco.

Arthur Fulmer, 1109 Chenevert St. Zip: 77003. Tel: CA 7-5146. Mgr.: Joe Savarese.

Home office: Memphis, Tenn. (see for product distributed).

Art Jones & Co. Inc., PO Box 27, 4301 Gulf Freeway. Zip: 77001. Tel: 748-6000. Owner: Art Jones; Mgr.: W. L. Whitehead.

Labels: RCA, Camden, Victrola, Calendar, Colgems, Poppy.

Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale.

Cassette: RCA.

Open reel: RCA, Camden, Calendar, Colgems.

Liberty/UA Dist'g Corp.—Houston Branch, 2701 Louisiana, Suite 203. Zip: 77006. Tel: 528-2919. Mgr.: Murray Habbaz; Promo.: Don Sundeen.

Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., 8-tr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008. Tel: UN 2-7077. Owner: N. F. Merrbach.

Labels: Blue Star, Bogan, E-Z, Loe, Mustang, Rockin (A), Swinging Square; all square dance labels.

Record Dist'g Co. (div. of National Tape Dist. Inc.), 901 Commerce. Zip: 77002. Tel: CA 7-4221. Owner & Mgr.: Larry M. Rosmarin; Tape Mgr.: Reagan Calhoun.

Labels: Alshire, Camden, Harmony, Pickwick/33, Sunset, Vocalion.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, RCA.

Cartridge 4-tr.: Ampex, Columbia, Decca, GRT, ITCC.

Tape playback equip.: Orrtronics.

Accessories: Le-Bo, Recoton.

United Rec. Dist'g & One Stop, 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Owner: Steve Poncio; Mgr.: J. D. Copley; Promo.: Victor Dolezal, Don Carter.

Labels: A&M, Arctic, Backbeat, Cadet, Cadet/Concept, Calla, Checker, Chess, Dolton, Duke, Federal, Hickory, International Artists, Jewel, Kent, King, Liberty, Monument, Paula, Peacock, Prestige, Savoy, Scepter, Sound Stage 7, TRX,

Uni, Wand, White Whale.

Cartridge 8-tr.: A&M, Cadet, Checker, Chess, GRT, Monument, Scepter, Wand.

Cartridge 4-tr.: A&M, GRT.

Cassette: Same as B-tr.

Open reel: A&M.

Tape playback equip.: Belle Wood.

Accessories: Capitol, RCA, TelePro.

Western Mdsrs. of Houston, 4625 Fannin St. Zip: 77004. Tel: 529-3779. Mgr.: Jerry Joseph.

Home office: Amarillo, Tex. (see for product distributed).

● **LUBBOCK (Area Code 806)**

Recordland USA Inc., 3806 27 St. Zip: 79404. Tel: 797-4444. Pres.: Allen Rosen; VP & Mgr.: Bobby Iseral.

Cartridge 4-tr., 8-tr. & cassette: All lines.

Tape playback equip.: Automatic Radio, Belle Wood, Muntz.

Accessories: Recoton.

● **PORT ARTHUR (Area Code 713)**

Hurricane, 1812 Procter St. Zip: 77640. Tel: YU 2-7121. Mgr.: Floyd J. Badaeux.

Labels: Debonair, Fabor, Glenn, Good 'n' Country, Jo-Mar, Netra, Open, Orange, Pitch, Rosie, Spec, Spindletop, Twin Town.

● **SAN ANTONIO (Area Code 512)**

A-Million Rec. Sales, 325 S.W. Military Dr. Zip: 78221. Tel: WA 3-6241. Owner: E. J. Henke.

Labels: Blaze, Brazos, Ebony, El Capitan, Harlem, Kathy, Misty, Revival, Sabre, Satin, TFM-Party.

Consolidated Rec. Sales Corp., 1390 N. Colorado St. Zip: 78207. Tel: 732-8831/5841. Gen. Mgr.: Charles M. Cole; Sales Mgr.: Quitman Henley.

Labels: ARV, BCM, Bego, Bronco, Chemiro, Chico, Clown, Columbia, Cometa, DDT, DLV, Del Valle, Dela, Delwest, Disco Grande, El Zarape, Falcon, Impacto, Jester, KeyLoc, Musart, Nuevo, Orfeon, Oro, Pan Am, Peerless, RCA, Rosina, Sunglow, Tear Drop, Triangulo, Tomi, Valmon.

Cartridge 4-tr. & 8-tr.: ARV, Bernal, CBS, Capri, DLV, Del Valle, Disco Grande, El Zarape, Falcon, Impacto, KeyLoc, Musart, Norteno, Nuevo, Sunglow, Tear Drop, Tomi.

Accessories: Orrtronics.

Musical Recs. Co., 8339 San Pedro Ave., Airport Ind'l Park, Bldg. 5. Zip: 78216. Tel: 342-2621. Mgr.: Carlos Balido.

Home office: Miami, Fla. (see for product distributed).

Rangel Music Co. Inc., 809 Fredericksburg Rd. Zip: 78201. Tel: 735-3601. Mgr.: Manuel E. Rangel.

Labels: BCM, Bego, Bravo, Cap-Latino, Columbia, Cometa, Corona, DLV, Del Valle, Disco Grande, El Zarape, Falcon, Ideal, Ivan, Jox, KeyLoc, Lira, Musart, Norteno, Nuevo, Orfeon, Oro, RMC, Rival, Rosina, Sombrero, Sunglow, Tear Drop, Texas, Valmon, ZAZ.

Cartridge 8-tr.: CBS, Columbia, Corona, Del Valle, Discuba, El Zarape, Falcon, Ideal, KeyLoc, Mex-Melody, Musart, Norteno, Orfeon, RMC, Sombrero, ZAZ.

Cartridge 4-tr.: CBS, Columbia, Corona, Del Valle, Discuba, El Zarape, Falcon, KeyLoc, Musart, Norteno, RMC, ZAZ.

● **SAN BENITO (Area Code 512)**

Rio Grande Music Co., PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Owner: Paco Betancourt; Mgr.: John F. Phillips.

Labels: Alfa, BCM, Bego, Bernal, Bronco, Buena Suerte, Capri, Chemiro, Chico, Cima, Coast, Cobra, Colonial, Columbia, Cometa, Corona, DLV, Del Sur, Del Valle, Del West, Dela, De La Rosa, Do-Re-Mi, El Pato, El Zarape, Escorpion, Falcon, Fama, Firma, Gabe, Gapoca, Disco Grande, Hurricane, Ideal, Impacto, Jiguero, Jox, KeyLoc, Lira, Magda, Marsol, Mex-Melody, Musart, Nopal, Norco, Norteno, Nuevo, Orfeon, Oro, Peerless, Popular, RCA, Relampago, Rio, Rival, Rosina, Ru-Tee, Sombrero, Sunglow, Tear Drop, Texas, Tomi, Vallado, Valmon.

Cartridge 4-tr. & 8-tr.: Bernal, Chico, Columbia, Del Valle, Disco Grande, El Zarape, Falcon, Ideal, Impacto, KeyLoc, Musart, Norteno, Sombrero, Sunglow.

Tape playback equip.: Masterwork, RCA, V-M, Webcor.

Musical instruments: Alamo, Fender, Gibson, Kent, Lyra, Rogers.

Musical accessories: Cords, footpedals (Fender); cymbals (Maxiton, Zilgen); drumsticks (Pro-Mark); strings (Fender, Black Diamond, Gibson).

Tape accessories: Blank tape (3M).

UTAH

● **SALT LAKE CITY (Area Code 801)**

A B C Rec. & Tape Sales Corp. (formerly Billinis Dist'g Co.), 3575 South 700 West. Zip: 84119. Tel: 266-3540. Regional VP: John Billinis.

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FIDELITY NORTHWEST, INC. RECORD SALES AND PROMOTION

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Steve Fischler/Tosh Hori, Promo
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Corners of the World, Gordy, Kapp, MGM,
Motown, Musicor, Riverside, Tamla, 20th
Century-Fox.
Cartridge 4-tr., 8-tr., cassette & open reel:
All lines.
Tape playback equip.: Belair, Lear Jet.
Accessories: All lines.
Cordova's Importers & Dists., PO Box 16065, 543
West Third St. North, Zip: 84116. Tel: 355-
0642. Owner & Mgr.: Carl C. Cordova.
Labels: Bego, Bravo, Bronco, Chico, Colonial,
Columbia (Mexican), Cometa, Corona, DLV, Del
Norte, Del Valle, Del West, Dela, Disco Grande,
Eco, El Toro, El Zarape, Falcon, Hurricane,
Ideal, Infal, KeyLoc, Lira, Musart, Nopal,
Norteno, Nuevo, Orfeon, Pan Am, Peerless,
Relampago, Rio Grande, Rosina, Sombrero, Sun-
glow, Tear Drop, Valmon.
Cartridge 4-tr. & 8-tr.: Bego, Cisne, Columbia
(Mexican), Del Valle, El Zarape, Falcon, Ideal,
KeyLoc, Musart, Norteno, Orfeon, S&R.
Cassette: Del Valle, Musart.
Accessories: Needles (Recoton).
Huish Dist'g Co., 2525 South Eighth West, Zip:
84115. Tel: 486-7611. Owner: Paul W. Huish;
Mgr.: Ross J. Davis; Promo.: Art Reynolds.
Labels: RCA, Camden, Victrola, Calendar, Col-
gems, Poppy.
Cartridge 8-tr.: RCA, Ampex, Capitol, Columbia,
GRT.
Cartridge 4-tr.: Ampex, Capitol, Columbia, GRT,
Muntz.
Cassette: RCA, Ampex, Capitol, Columbia, GRT.
Open reel: RCA, Ampex, Capitol, Columbia.
Tape playback equip.: RCA, Cartable.
Accessories: Fidelitone.
C. Vern Yates, 436 East Fourth South, Zip: 84111.
Tel: 328-3119. Owner: C. Vern Yates.
Labels: Blue Star, Dance Along, Folk Dancer,
Folkraft, Graham, Hi Hat, Jewel, MacGregor,
Old Timer, Roper, Sets in Order, Top, Wagon
Wheel, Windsor.

VERMONT

• SOUTH BURLINGTON (Area Code 802)

Almor Whsle. Dist'g Co., Dorset St. Zip: 05401.
Tel: 864-4087. Mgr.: Ray Baron.
Home office: Amsterdam, N.Y. (see for product
distributed).

VIRGINIA

• McLEAN (Area Code 703)

Dance Recs., 1438 Springvale Ave. Zip: 22101. Tel:
356-4602. Owners: Dick & Sheila Mason.
Labels: Dance Along, Golden Guinea, Hocter,
Pye, Roper, Telemark.
Cartridge 8-tr.: Pye.
Cassette: Philips, Pye.
Open reel: Roper.

• RICHMOND (Area Code 703)

Arthur Fulmer, 2911 W. Moore St. Zip: 23230.
Tel: 355-7933. Mgr.: Stuart Dillenger.
Home office: Memphis, Tenn. (see for product
distributed).

Liberty/UA Dist'g Corp.—Richmond Branch, 2111
Spencer Rd. Zip: 23230. Tel: 288-3053. Mgr.:
Adam Strickland; Promo.: Murray Rubin.
Labels: Blue Note, Imperial, Liberty, Minit,
Solid State, Soul City, Sunset, Talespinners,
United Artists, UA Int'l, UA Latino, World
Pacific, World Pacific Jazz.
Cartridge 4-tr., 8-tr. & cassette: Liberty/UA
Stereo-Tape (includes Blue Note, Imperial,
Liberty, Minit, Solid State, Soul City, United
Artists, World Pacific, World Pacific Jazz).
Meridian Electronics Inc. 1001 W. Broad St. Zip:
23220. Tel: 355-6521. Pres.: A.J. Dere.
Cartridge 8-tr.: Ampex, Capitol, Columbia,
GRT, RCA.
Cartridge 4-tr.: Ampex, Capitol, Columbia, GRT.
Cassette: Ampex, Capitol, Columbia, GRT, RCA.

WASHINGTON

• SEATTLE (Area Code 206)

A B C Rec. & Tape Sales Corp. (formerly Con-
solidated Rec. Dists. Inc.), 729 S. Fidalgo St.
Zip: 98108. Tel: 763-8600. VP & Gen. Mgr.:
Stan Sulman.
Branches: ABC Rec. & Tape Sales Corp. in Los
Angeles, Calif., Des Moines, Iowa; New York,
N.Y.; Salt Lake City, Utah—New Deal Rec.
Serv. Corp. in Baltimore, Md.; Detroit, Mich.;

Philadelphia, Pa.—Selected Tape & Rec. Co. in
Chicago, Ill.

Labels: ABC group, A&M, Dot, Imperial, Liberty,
Limelight, London, MGM, Mercury, Motown,
Reprise, United Artists, Warner Bros.—Seven Arts.
Cartridge 8-tr.: A&M, Ampex, Capitol, Columbia,
GRT, ITCC, Liberty/UA, Mercury, Original
Sound, RCA, Reprise, Scepter, Wand, Warner
Bros.—Seven Arts.

Cartridge 4-tr.: A&M, Ampex, Capitol, Columbia,
Decca, GRT, ITCC, Liberty/UA, Muntz.
Cassette: A&M, Ampex, Capitol, Columbia,
DGG, GRT, Liberty/UA, RCA, Reprise, Warner
Bros.—Seven Arts.
Open reel: A&M, Ampex, Capitol, Columbia,
Decca, GRT, Greentree, RCA.

PlayTape.
Tape playback equip.: Audio Stereo, Belle
Wood, Belair, GW, PlayTape.
Accessories: Le-Bo.

Capitol Recs. Dist'g Corp., 115 N. 85 St., Suite
230, Zip: 98103. Tel: 784-3066.

Labels: Capitol, Angel, Apple, Melodiya/Angel,
Seraphim, Crazy Horse, Fame, Harvest, Invictus,
KEF, 1-2-3, Zapple.
Cartridge 8-tr., cassette & open reel: Capitol,
Angel, Apple, Melodiya/Angel.
Tape playback equip.: Capitol.
Phonographs: Capitol.

Musical instruments: Harmonicas (Hohner).
Accessories: Needles (Duotone), Capitol.
Craig Corp., 540 S. Front St. Zip: 98108. Tel: RO
3-2450. Sales Mgr.: Jim Fuscaldio.

Labels: Columbia, Epic, CBS, Date, Harmony,
Odyssey, Okeh, Crossroads, Ode, Immediate,
Barnaby, Blue Horizon.
Cartridge 4-tr., 8-tr., cassette, PlayTape &
Open reel: All lines.

Tape playback equip.: Craig, Masterwork.
Decca Dist. Corp., 3131 Western Ave. Zip: 98121.
Tel: AT 4-8060. Mgr.: Bob Bianchi.

Labels: Decca, Coral, Brunswick, Berlitz, Stand-
ard Phono, Colonial, Word, Bert & I, Viva,
Bravo.

Cartridge 8-tr.: Decca, Coral, Brunswick, Ber-
litz, Standard Phono.
Cartridge 4-tr., cassette & open reel: Decca,
Coral, Brunswick.

Tape playback equip.: Decca.
Phonographs: Decca.
Musical instruments: Drums, organs, tambour-
ines, bongos, guitars, ukuleles (Decca).
Accessories: Decca.

Fidelity Northwest Inc., 5301 Shilshole Ave. N.W.
Zip: 98107. Tel: 784-9100. Pres.: Otto Brandt;
VP: Wallis J. Tolles; Ops. Mgr.: Mark H.
Anderson; Promo.: Steve Fischler, (RCA) Jack
Gifford.

Labels: Abet, Airtown, Amos, Archives, Artia,
Arvee, Audio-Lab, Backbeat, Bakersfield Int'l,
Bethlehem, Blue Creek, Blue Onion, Bolo,
Bunky, Calendar, Calla, Camden, Candide, Chart,
Co&Ce, Colgems, Compass, Conversaphone, Cotil-
lion, Crescent, Crimson, Dakar, Debutone, Double
Shot, Dover group, Drew, Duke, ESP-Disk, Era,
Excella, Fat Fish, Federal, Fontana, 49th State,
Four Corners of the World, Fraternity, GRT,
GWP, Gamble, Great, Groove, Hi Fi, HiFi/Life,
Hip, In-Arts, In-Sound, Independence, Inter-
national Artists, Jack O'Diamonds, Kanaka,
Kapp, King, LHI, Little Darlin', Makaha, May-
field, Milestone, Mira, Mirwood, Mobile Fidel-
ity, Moira, Music Masters, Nashboro, Nola,
Nolta, Oro, Pacific Jazz, Parliament, Parlo,
Peacock, Pete, Phi-Dan, Philips, Poppy, Prestige,
Pulsar, RCA, RSVP, Ranwood, Request, Rice,
Ripcord, Rojac, Seafair, Sidewalk, Sidra, Silver
Fox, Smash, Soul City, Stop, Supraphon, Surrey,
Tag Ltd., Tay-Ster, Tower, Turnabout, Two &
Two, Uptown, Urania, VMC, Vault, Vegas,
Victrola, Vox, Wayside, White Whale, Wing,
World Pacific.

Cartridge 8-tr.: Ampex, ITCC, Mercury, RCA.
Cassette: RCA.
Open reel: RCA, Camden, Calendar, Colgems.
(SEE ADVERTISEMENT)

Huffine Dist'g Corp., 3131 Western Ave. Zip:
98121. Tel: AT 4-8633. Mgr.: Andy Huffine.
Labels: Amy, Bell, Fiesta, GNP Crescendo, Hick-
ory, Mala, Monitor, Music Minus One, TRX.

Major Dists. Inc., 620 N.W. Bright St. Zip: 98107.
Tel: 789-1600. Owners: C. P. Paxchall, G.
E. Gollitur; Gen. Mgr.: E. William Moore;
Promo.: Bill Ring.

Labels: Alshire, Camden, Crown, Diplomat,
Disneyland, Happy Time, Panda, Pickwick/33,
Premier, Somerset, Sunset, Talespinners, Unart.
Cartridge 4-tr. & 8-tr.: A&M, Ampex, GRT,
ITCC, Liberty/UA, Mercury, Paramount Stereo
Tape, Reprise, Smash, Warner Bros.—Seven Arts.
Cassette: A&M, Ampex, GRT, ITCC, Liberty/UA,
Mercury, Smash.

Open reel: A&M, GRT, Stereo Tape.
Tape playback equip.: Automatic Radio, Philco-
Ford.

Phonographs: Philco-Ford.
Record accessories: Le-Bo, Transcriber.
Tape accessories: Blank loaded tape, carrying
cases, demagnetizers, head cleaners.

Tape-Tronics, 301 Nickerson. Zip: 98109. Tel: 284-
4020. Mgr.: Douglas V. Franz.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Dec-
ca, ITCC, Liberty/UA, Mercury, Motown, Pick-
wick, RCA.

Cartridge 4-tr.: Ampex, Capitol, Columbia, Dec-

ca, ITCC, Liberty/UA, Motown, Muntz.
Cassette: Ampex, Columbia, Liberty/UA, Mercury, Motown, RCA.
Tape playback equip.: Audio Stereo, Automatic Radio, Capitol, Craig, Decca, Lear Jet.
Musical instruments: Drums, guitars, (Decca).
Accessories: Tuners (Automatic Radio, GW); caddies (Le-Bo, RCA); Audio Stereo. (SEE ADVERTISEMENT)

Transcontinental Dist'g Corp., 9860 40 Ave. S. Zip: 98118. Tel: 725-2500. Mgr.: Jerry B. Dennon.

Home office: New York, N.Y.

Labels: Audio Fidelity, Baroka, Big Yellow, Burdette, Earth, 49th State, Forward, GMC, Generation, Gregar, Harbour, Hourglass, ITCO, Jerden, Karate, Libra, Little Darlin', MAI, Magic Carpet, Mr. G, Oracle, Panorama, Parallax, Piccadilly, Pulsar, RPR, Royal American, Seven Int'l, Showtown, Sidewalk, Steady, Stop, Together, Tower, Uptown.

Cartridge 4-tr., 8-tr., cassette & open reel: Ampex, GRT.

WISCONSIN

• MADISON (Area Code 608)

Tell Music, 1019 Jonathon Dr. Zip: 53713. Tel: 257-3088. Owner: Rolf V. Voegelin; Sales Mgr.: Roger A. McDowell; Promo.: Joseph A. Liptak; Buyer: Donald E. Smith.

Labels: A&M, Abnak, Accent, Amos, Ashley, Bang, Buena Vista, Challenge, Checkmate, Dearborn, Disneyland, Double Shot, Elektra, GNP Crescendo, GRT, Jetstar, Loma, Metromedia, Mustang, Nashville, Nonesuch, Pageant, Ranwood, Reprise, Shout, Soma, Starday, Stereo Dimension, StereoDitties, Straight, Tetragrammaton, Vegas, Warner Bros.-Seven Arts, White Whale.

Cartridge 8-tr., cassette & open reel: Ampex, GRT, ITCC, NAL, A&M, Coral, Decca, Dot, Elektra, Epic, Imperial, Liberty/UA, MGM, Mercury, Paramount Stereo Tape, Philips, Ranwood, Reprise, Smash, Verve, Warner Bros.-Seven Arts, White Whale.
Tape playback equip.: Capitol, Decca, Pax Ltd. Tenna.

• MILWAUKEE (Area Code 414)

Decca Dist. Corp., 325 E. Chicago St. Zip: 53202. Tel: 272-1086. Mgr.: Bob Blie.
Labels: Decca, Coral, Brunswick, Berlitz, Bravo,

Colonial, Standard Phono, Viva.

Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca.

Phonographs: Decca.

Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

Merrec Dists. Inc., 5135 N. Teutonia. Zip: 53209. Tel: 462-3580. Mgr.: Robert Kratky.

Labels: Mercury, Philips, Smash, Fontana, Limelight, Blue Rock, Emarcy, Wing, Playcraft, Childcraft, Pulsar, Gregar, Virtue, Peachtree, Wayside.

Cartridge 8-tr. & cassette: Mercury, Philips, Smash, Fontana, Limelight.

Morley Murphy Co. Inc., 5151 W. State St. Zip: 53208. Tel: 453-7200. Mgr.: Gordon Krahn; Promo.: Ken Harvey.

Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Date, Epic, Immediate, Ode, Okeh.
Tape playback equip.: Craig, Masterwork.
Phonographs: Masterwork.

Accessories: Blank loaded tape, carrying cases.

National Tape Dists. Inc., PO Box 3808, 530 N. 22 St. Zip: 53233. Tel: 342-3885/8422. Pres.: James J. Tiedjens; VP: Robert E. Wells; Nat'l

Mdse. Mgr.: Marlie Waak; Adv. Mgr.: Joe Oibrys.

Branches: Reno, Nev.; Linden, N.J.

Cartridge 8-tr.: Ampex, GRT, Camden, Capitol, Colgems, Columbia, Coral, Decca, Fontana, Liberty/UA, London, MGM, Mercury, Modern, Motown, Musicor, Original Sound, Philly Groove, Pickwick, RCA, Scepter, Starday, Stax, 20th Century-Fox, Uni, Verve, Volt, Wand, Warner Bros.-Seven Arts, White Whale.

Cartridge 4-tr.: Same as 8-tr. except for Camden, RCA.

Cassette: ABC, A&M, Atco, Atlantic, Audio Spectrum, Aura Sonic, Bang, Berlitz, Capitol, Columbia, Command, Decca, Dunhill, Elektra, Fontana, Hi, Kapp, King, Liberty/UA, London, MGM, Mercury, Monument, Motown, Paramount Stereo Tape, Philips, Reprise, Roulette, Scepter, Smash, 20th Century-Fox, Verve, Viva, Wand, Warner Bros.-Seven Arts, White Whale.

Open reel: Ampex, A&M, American Airlines, Audio Spectrum, Audio Stereotapes, BT Puppy, Bell, Cadet, Camden, Capitol, Columbia, Contemporary, Continental Airlines, DGG, Decca, Dot, Dunhill, Elektra, Fantasy, Fontana, Four

Corners of the World, Gordy, Imperial, Institute for Language Studies, Jay Jay, Kama Sutra, Kapp, Liberty, London, Mercury, Monument, Moonglow, Motown, New Voice, Parrot, Project 3, RCA, Reprise, Richmond, Scepter, Smash, Solid State, Soul, Soul City, Stax, Tamla, Tape-Mates, 20th Century-Fox, United Artists, Vanguard, Verve, Vista, Viva, Volt, Warner Bros.-Seven Arts, World Pacific.

John O'Brien Dist'g Inc., 5825 N. 96 St. Zip: 53225. Tel: 462-5590. Owner & Sales Mgr.: John F. O'Brien; Gen. Mgr.: Robert A. Hertzberg; Promo.: Thomas Phagan.

Labels: Atco, Atlantic, Cadet, Cadet/Concept, Checker, Chess, Crimson, Destination, Dial, Diamond, Dynamo, Focus, Gordy, Guyden, Hi Fi/Life, Jamie, Jewel, King, Mainstream, Motown, Musicor, Paula, Plantation, Roost, Roulette, SSS Int'l, Soul, Stax, Tamla, Time, USA, Uni, Volt.

Taylor Electric Co., 4080 N. Port Washington Rd. Zip: 53212. Tel: 964-4321. Owner: J. A. Taylor; Mgr.: Peter D. Stocke; Promo.: John Hager.

Branch: Chicago, Ill.

Labels: Allegro, Audiophile, Boone, Calendar, Calla, Camden, Colgems, Cotillion, Cricket, Cuca, Don Joe Polka, Gateway, Happy Time, Hickory, Hilltop, Hob, Lodestar, Mace, Moby, Oxboro, Pickwick/33, Poppy, RCA, Re Car Polka, Request, Rod, Scepter, TRX, Victrola, Wand.

Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, Poppy, White Whale.

Cassette: RCA.

Open reel: RCA, Camden, Calendar, Colgems.
Tape playback equip.: Belle Wood, Lear Jet, RCA.

Phonographs: RCA.

Accessories: AVSCO, Amberg, Channel Mktg., Crest, Franco, LeBo, Pick-a-Disc, RCA.

• WAUSAU (Area Code 715)

B M I Music Dists. (div. of Wausau Musical Isle Ltd.), 229 Third St. Zip: 54401. Tel: 842-3995.

Pres.: Robert C. Peyovich; Mgr.: R. Elliott; Sales Mgr. & Promo.: Chet Martin.

Cartridge 8-tr.: GRT, ITCC; sub-distributor for A&M, Capitol, Columbia, Decca, Liberty/UA, RCA, Ampex, Atco, Atlantic, Philips-Mercury, Reprise, Warner Bros.-Seven Arts.

Cartridge 4-tr., cassette & open reel: All lines.

Tape playback equip.: Craig, Pioneer, Tenna.

Phonographs: V-M, Sony.
Accessories: Audiotex, Le-Bo, Robbins.

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ALABAMA

● **BIRMINGHAM (Area Code 205)**
Alabama Auto Parts Co., 514 S. 18 St. Zip: 35233. Tel: 322-7601. Mgr.: A.J. Siegal; Buyer: Terry Siegal. (Tape only).
Branch: Cullman, Ala.
Angel Tape Dist'g Co. Inc., 3003 Sixth Ave. S. Zip: 35233. Tel: 328-2548. Pres.: Bob Angel; Mgr.: David Ivey. (Tape only).
Music Center Rec. Dist., 416 N. 19 St. Zip: 35203. Tel: 251-8252. Owner & Mgr.: Virgil C. Lugar; Buyer: Audrey Lugar. (Recs. & tape).
Victory Rec. Serv., 1608 First Ave. N. Zip: 35204. Tel: 324-9505. Owner & Mgr.: Morris S. Corona. (Recs. & tape).

● **CULLMAN (Area Code 205)**
Alabama Auto Parts Co., 900 Second Ave. W. Zip: 35055. Mgr. & Buyer: Verley Calvert. (Tape only).
Home office: Birmingham, Ala.

● **GADSDEN (Area Code 205)**
Reliable Rec. Co., PO Box 1071, Gadsden, Zip: 35902; Rt. 3, Atalla, Zip: 35954. Tel: 538-6043. Owner & Mgr.: C.R. O'Neal. (Recs. & tape).

● **MOBILE (Area Code 205)**
Merchants Specialty Inc., 1316-18 Dauphin Island Pkwy. Zip: 36605. Tel: 473-6000. Owner & Buyer: Jimmie Otto Rogers; Mgr.: Shelbie J. Steiner. (Recs. & tape).
Music City Rec. Serv. Inc. (div. of Super Stores Inc.), 4008 Dauphin Island Pkwy. Zip: 36605. Tel: 471-2437. Pres.: John W. Beck; Mgr. & Buyer: Raeford Booth. (Recs. & tape).
Rack Serv. Mdsrs., 3801 Moffat Rd. Zip: 36618. Tel: 478-0466. Mgr.: Wayne Wible; Buyer: Patricia Chambliss. (Recs. & tape).

ARIZONA

● **PHOENIX (Area Code 602)**
A R C Inc., 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Pres. & Mgr.: Mrs. Margo Grover. (Recs. only).
Arizona Sundries, 2949 N. 30 Ave. Zip: 85017. Tel: 272-1383. Mgr.: George Souvall. (Recs. only).
Arizona Western Supply (div. of Arizona Sundries), 2950 N. 30 Ave. Zip: 85017. Tel: 272-1383. Gen. Mgr.: John Youmans; Mgr.: E. R. Simonds. (Tape only).
Associated Distis. Inc., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584. Mgr.: Leonard M. Singer; Buyer: Angela C. Singer. (Tape only).
Transcontinental Music Corp., 3036 N. 30 Ave. Zip: 85017. Tel: 272-9343. Mgr.: Jack Sharpe; Buyer: Ken Wynn. Recs. & tape).
Regional office: Los Angeles, Calif.

● **TUCSON (Area Code 602)**
Transcontinental Music Corp. (see Los Angeles, Calif.)

ARKANSAS

● **LITTLE ROCK (Area Code 501)**
Bill Fisher Auto Air Conditioning Inc., 2905 Cantrell Rd. Zip: 72202. Tel: 664-0275. Pres.: William S. Fisher Jr.; Buyer: William S. Fisher III. (Tape only).
Siebert News Agency Inc., PO Box 4375, Asher Sta., 6301 Forbing Rd. Zip: 72204. Tel: LO 5-5521/8471. Gen. Mgr.: David A. Siebert; Buyer: Jackie Pate. (Recs. & tape).

CALIFORNIA

● **ANAHEIM (Area Code 714)**
Rapid Mdsrg. Co., 1802 American St. Zip: 92801. Tel: 879-4070. Pres.: Herbert N. Sandel; Mgr. & Buyer: Larry Roe. (Recs. & tape).
Home office: Minneapolis, Minn.

● **BUENA PARK (Area Code 714)**
Julian Brown Ents., 7425-A Orangethorpe Ave. Zip: 90620. Tel: 522-8351. VP: Lloyd W. Thompson. (Recs. only).

● **CARMEL (Area Code 408)**
Pic-A-Tune Inc., Rt. 1, PO Box 281. Zip: 93921. Tel: 624-6022. Mgr.: Ron Ulstad. (Recs. & tape).
Home office: San Francisco, Calif. (SEE ADVERTISEMENT)

● **DANVILLE (Area Code 415)**
M & M Recs., 295 N. Hartz Ave. Zip: 94526. Tel: 837-6922. Gen. Mgr.: Gordon C. George;

Buyers: Singles & Tape, Gordon C. George; Albums, Warren B. Tanner. (Recs. & tape).

● **FRESNO (Area Code 209)**
Pic-A-Tune Inc., 164 N. Calaveras. Zip: 93721. Tel: 485-1267. Mgr.: Alex Morales. (Recs. & tape).
Home office: San Francisco, Calif. (SEE ADVERTISEMENT)
Transcontinental Music Corp. (see San Francisco, Calif.).

● **LONG BEACH (Area Code 213)**
S & J Importing Co., 2169 Pacific Ave. Zip: 91002. Tel: 591-1182. Mgr.: Spiros Phillips. (Tape only).

LOS ANGELES METROPOLITAN AREA (Area Code 213)

A B C Rec. & Tape Sales Corp. (formerly Consolidated Rec. Distis. of Los Angeles), 3334 La Cienega Pl. Zip: 90016. Tel: 870-8711. Gen. Mgr.: Norm Larson. (Recs. & tape).
Home office: Seattle, Wash.

Atlas-Rand Corp., 1011 Chestnut St., Burbank. Zip: 91086. Tel: 845-2401. VP: Phil Klaffer. (Tape only).
Home office: See New York, N.Y.

Auto-Music Inc., 2622 S. La Cienega Blvd. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman. (Tape only).

Bertel Dist'g Co. Inc., 5415 W. Washington Blvd. Zip: 90016. Tel: 937-1223. Pres.: Herbert Seigel; Mgr. & Buyer: Rod Wilson. (Recs. & tape).

Car Tapes Inc., 16725 Roscoe Blvd., Van Nuys. Zip: 91406. Tel: 894-8368. Mgr.: Len Lasker. (Tape only).
Home office: Chicago, Ill.

Garbell Rec. Rack Serv., 13400 Saticoy St., No. 4, North Hollywood. Zip: 91605. Tel: 785-9777; 989-5766. Owner & Buyer: Gordon G. Garbell; Mgr.: Loren G. Garbell. (Recs. only—albums).

Handleman Co., 1550 N. Knowles Ave. Zip: 90063. Tel: 261-0268. Mgr.: Leland Davis; Buyer: Michael Rohde. (Recs. & tape).
Home office: Detroit, Mich.

Brother Henderson's All Religious Music Store, 5328 S. Central Ave. Zip: 90011. Tel: AD 1-9261. Owner: S. C. Henderson; Mgr.: Dot Henderson; Buyer: Brother Henderson. (Recs. only).

Leader Sales Inc., 3416 W. Pico Blvd. Zip: 90019. Tel: 731-3119. Owner: Leonard Silver; Mgr.: Nena Silver; Buyer: Ben Sheldon. (Recs. & tape).
Branch: San Jose, Calif.

Linden Dist'g Co., 929 Larrabee St., Suite 12. Zip: 90069. Tel: 657-1534. Mgr.: Lindy Blaskey; Buyers: Singles & Tape, Lindy Blaskey; Albums, Joe Martinez. (Recs. & tape).

Merchandise Promos. of America Inc., 1348 W. Venice Blvd. Zip: 90006. Tel: 748-0477. Mgr.: Mildred Weiss. (Recs. & tape).

N M C Corp., 1535 W. Rosecrans, Gardena. Zip: 90249. Tel: 532-9561. Mgr. & Buyer: Norman Goodwin. (Recs & tape).
Home office: Oceanside, L.I., N.Y.

Nehi Rec. Dist'g Co., 615 W. Washington Blvd. Zip: 90015. Tel: 746-1808. Pres.: Tom Heiman; Gen. Mgr.: Wayne Volat; Buyers: Singles & Tape, Wayne Volat; Albums, Frank Miko. (Recs. & tape).

Record Rack Serv. Inc., 5873 Rodeo Rd. Zip: 90016. Tel: 870-0246. Owner: Sid Talmadge; Gen. Mgr.: John McDaniel; Buyers: Singles, Ann Strohecker; Albums, Malcolm Talmadge. (Recs. only).
Branch: San Diego, Calif.; San Diego Rec. Rack Serv. Inc.

Tape Mdsrg. Co. Inc., 5873 Rodeo Rd. Zip: 90016. Tel: 870-0246. Owner: Sid Talmadge; Gen. Mgr.: John McDaniel; Buyer: Leonard Cummins. (Tape only).
Branch: 2565 W. Pico Blvd. Zip: 90006. Tel: 387-8201. Mgr.: Don Davis—San Diego, San Diego Rec. Rack Serv. Inc.

Transcontinental Music Corp., 15500 S. Main St., Gardena. Zip: 90247. Tel: 321-6260. Sr. VP: Larry Nunes; VPs: Murray Siegle, Ben Bartell; Buyers: Singles, Jim Kollitz; Albums, Mike Colestock; Tape, Jim McGraw. (Recs. & tape).
Regional branches: Phoenix, Tucson, Ariz.; San Diego, Calif.; Las Vegas, Nev.; Albuquerque, N.M.

United Tape Corp., 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Mgr.: Bob Gerstlaue. (Tape only).

West Coast Music Sales, 2833-35 W. Pico Blvd. Zip: 90019. Tel: 735-1565. Owner & Mgr.: Joel Miller. (Recs. & tape). (SEE ADVERTISEMENT)

● **PASADENA (Area Code 213)**
Canterbury Recs. Inc., 805 E. Colorado Blvd. Zip: 91101. Tel: MU 1-4922. Mgr.: Eddy Allen; Buyers: Singles, Jessie Boroff; Albums, Leonard Gordon; Tape, Eddy Allen. (Recs. & tape).

● **SACRAMENTO (Area Code 916)**
Central Valley Rec. Rack (div. of MTS Inc.), Alhambra-Jay Bldg., Suite 70. Zip: 95816. Tel: 444-5830. Pres.: Russell Solomon; Gen. Mgr. & Buyer: John Schair. (Recs. & tape).
Pic-A-Tune Inc., 2147 Barstow St., Bldg. B. Zip: 95815. Tel: 927-1256. Owner: David Watson; Mgr.: John A. LeCompte. (Recs. & tape).
Home office: San Francisco, Calif. (SEE ADVERTISEMENT)

Transcontinental Music Corp. (see San Francisco, Calif.).

SAN DIEGO (Area Code 714)

Dial Distis., 1859 Fifth Ave. Zip: 92101. Tel: 239-4095. Mgr.: Mike Millsap. (Recs. only).

Discount Rec. Serv., 6178 University Ave. Zip: 92115. Tel: 286-3333. Owner: Milton Levine; Mgr. & Buyer: Charles Bush. (Recs. & tape).

San Diego Rec. Rack Serv. Inc., 4959 El Cajon Blvd. Zip: 92115. Tel: 286-4650. Mgr. & Buyer: Gail Lynch. (Recs. & tape).

Home office: Los Angeles, Calif.; Record Rack Serv. Inc. & Tape Mdsrg. Co. Inc.
Transcontinental Music Corp. (see Los Angeles, Calif.)

SAN FRANCISCO & BAY AREA (Area Code 415)

H. R. Basford Co., 800 Mariposa St. Zip: 94107. Tel: 626-5494. Gen. Mgr.: Jack Solinger; Buyers: Recs., Sarah Huggard; Tape, Jack Solinger. (Recs. & tape). (SEE ADVERTISEMENT)

Community Recs., 442A 31 Ave. Zip: 94121. Tel: 221-0571. Owner: Ivo W. Buddeke Jr. (Recs. & tape).

Music West, 460 Talbert St., Daly City. Zip: 94014. Tel: 467-5800. Pres.: Merritt B. Kirk. (Recs. & tape).

Pic-A-Tune Inc., 1461 Park Ave., Emeryville. Zip: 94608. Tel: 654-0773. Pres.: David Watson; VP & Gen. Mgr.: Vern Cupples; VP Serv.: John T. Edgerton; Buyers: Singles, Hal Furtney; Tape, Dick Hanahoe. (Recs. & tape).

Branches: Carmel, Fresno, Sacramento, Calif.; Reno, Nev. (SEE ADVERTISEMENT)

Transcontinental Music Corp., 868 Cowan Rd., Burlingame. Zip: 94010. Tel: 697-6800. VP: Bill Hall; Ass't VP: Godfrey Dickey; Buyers: Singles & Albums, Godfrey Dickey; Tape, Todd Smith. (Recs & tape).

Regional branches: Fresno, Sacramento, Calif.; Denver, Colo.; Portland, Ore.; Seattle, Wash.
Home office: New York, N.Y.

● **SAN JOSE (Area Code 408)**
Ideal Rec. Serv., 227 S. First St. Zip: 95113. Tel: 286-5838. Owner: Arthur Walker; Mgr. & Buyer: Ruben Mella. (Recs. & tape).

Leader Sales Inc., 666-J Stockton Ave. Zip: 95126. Tel: 294-3942. Owner: Leonard Silver. (Recs. & tape).
Home office: Los Angeles, Calif.

● **TORRANCE (Area Code 213)**
Music Mdsrs. of America Inc. (div. of National Tape), 22433 S. Vermont. Zip: 90502. Tel: 320-8400. Rec. Mgr. & Buyer: Des Moines Green; Tape Mgr. & Buyer: George Y. Nakama. (Recs. & tape).

Home office: New York, N.Y.

COLORADO

● **DENVER (Area Code 303)**
A B C Rec. & Tape Sales Corp., 10625 E. 47 Ave. Zip: 80239. Tel: 343-7822. Mgr.: Ted DeFleron. (Recs. & tape).

Regional office: Salt Lake City, Utah.

Infal Recs. Inc. Rack Serv., 2144 Champa St. Zip: 80202. Tel: 892-7141. Mgr. & Buyer: Victor M. Hernandez. (Recs. only).

J & L Racks (div. of Mile Hi One Stop), 77 Kalamath St. Zip: 80223. Tel: 255-2021. Owners: Louis & Joe Oxman; Gen. Mgr.: Louis Oxman; Buyers: Singles, Manny Martinez; Albums, Bob Krus; Tape, Celeste Ray. (Recs. & tape).

Music Mdsrs. of Denver (div. of Davis Sales Co.), 3825 Newport St. Zip: 80207. Tel: 321-1226. Owner: S. William Davis; Mgr.: Paul Marcus; Buyers: Recs., Paul Marcus; Tape, Steve Davis. (Recs. & tape).

continued on page 152

Record Retailers . . .

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One Stop Rec. Dists. (sub. of Western Merchants Wholesale), 6265 E. Evans Ave. Zip: 80222. Tel: 757-8551. Mgr. & Buyer: Robert M. Baker. (Recs. & tape).
 Ward Terry & Co., 70 Rio Grande Blvd. Zip: 80201. Tel: 266-3181. Owner: Ward Terry; Tape Div. Mgr.: Donald Donovan; Gen. Mgr.: Robert K. Davis. (Tape only).
 Branch: Albuquerque, N.M.
 Transcontinental Music Corp., 1111 S. Platte River Dr. Zip: 80223. Tel: 733-2407. Sr. VP: Earl Woolf; VP: Ed Hacker; Sales Mgr.: Marc Bertone; Buyers: Recs., Pat Fitzgerald; Tape, Joyce Dennis. (Recs. & tape).
 Regional office: San Francisco, Calif.

CONNECTICUT

● **HARTFORD & EAST HARTFORD** (Area Code 203)
 Central Rec. & Tape Dists. Inc., 477 Park Ave., East Hartford. Zip: 06108. Tel: 289-4349. Pres.: Edward E. Stein; VP & Buyer: Robert Hoyt; Mgr.: John Rocanello. (Recs. & tape).
 Park Rec. & Tape Dists. (div. of Roskin Dists. Inc.), 275 Park Ave., East Hartford. Zip: 06108. Tel: 289-9361. Owner: S. Roskin; Mgr.: Tom Markoski. (Recs. & tape).
 ● **NEW HAVEN** (Area Code 203)
 State Drug Rack, 771-773 Grand Ave. Zip: 06511. Tel: 787-0911. Pres.: Samuel S. Epstein. (Recs. only).
 ● **NORTH BRANFORD** (Area Code 203)
 Futura Assocs., Rt. 80. Zip: 06471. Tel: 484-0211. Pres.: John McGlynn; VP Sales: Frank Forrest. (Tape only).
 ● **WILTON** (Area Code 203)
 Acropole Corp. of America, PO Box 365. Zip: 06897. Tel: 847-2311. Pres.: Mrs. Michele M. Ronty. (Recs. only).

DISTRICT OF COLUMBIA

● **WASHINGTON & ENVIRONS** (Area Code 202)
 (Also see listings under Baltimore & Laurel, Md.).
 District Recs. Inc., 2146 24 Pl. N.E. Zip: 20018. Tel: 832-3600. Owner: James Schwartz; Gen. Mgr.: Arthur Gelles; Tape Div. Mgr.: James T. Walker; Buyers: Singles, Ricky Simone; Albums, Arthur Gelles; Tape, James T. Walker. (Recs. & tape). (SEE ADVERTISEMENT)
 Ford Sales Co., 3325 18 St. N.W. Zip: 20010. Tel: 234-9696. Owner: Melvin Ford.
 Potomac Music & Rec. Serv., 3746 10 St. N.E. Zip: 20017. Tel: 529-0882. Pres.: Michael P. Mackulic; VP: John E. Kmiec; Buyer: Craig Hyatt. (Recs. & tape).

FLORIDA

● **CASSELBERRY** (Area Code 305)
 Record Supply Co. Inc., 290 Iris Rd. Zip: 32707. Tel: 831-1116. Mgr. & Buyer: Richard N. Stultz. (Recs. & tape).
 ● **FORT LAUDERDALE** (Area Code 305)
 Valentine Dists. Inc., 501 N.E. Fourth St. Zip: 33301. Tel: 522-8719. Owner & Mgr.: Alfred Calabrese. (Tape only).
 ● **JACKSONVILLE** (Area Code 904)
 Sav-A-Stop, 7660 Gainesville Ave. Zip: 32203. Tel: 768-3411. Pres.: B.E. Griffin; VP Sales: W.M. Scott; Buyer: Jack Brown. (Recs. only).
 Branch: Roanoke, Va.
 Transcontinental Music Corp., 684 N. Edgewood Ave. Zip: 32205. Tel: 388-8492. Mgr.: Lou Rice; Buyers: Singles, Lou Rice; Albums & Tape, Robert Levinson. (Recs. & tape).
 Regional offices: Boston, Mass.; Albany, N.Y.
 ● **MIAMI METROPOLITAN AREA** (Area Code 305)
 Handleman Co., 2346 N.W. 147 St., Opa Locka. Zip: 33054. Tel: 681-4618. Mgr.: Robert Bryan; Buyers: Recs., Jerry Coleman; Tape, Lawrence Glaser. (Recs. & tape).
 Home office: Detroit, Mich.
 Southern Rec. Servs. Inc., 1020 E. 14 St., Hialeah. Zip: 33010. Tel: 885-4625. Pres. & Mgr.: Dave Shedd; Buyer: John Stutz. (Recs. & tape).
 Transcontinental Music Corp., 8160 N.W. 36 Ave. Zip: 33147. Tel: 696-6261. Mgr. & Buyer: Edward Chapman.
 Regional offices: Boston, Mass.; Albany, N.Y.
 United Rec. & Tape Inds. Inc., 9880 N.W. 77 Ave., Hialeah Gardens. Zip: 33016. Tel: 821-3100. Owner & Rec. Mgr.: Allan Volk; Tape Mgr.: Morton Marks; Buyer: Jack Roberge. (Recs. & tape). (SEE ADVERTISEMENT)
 ● **SARASOTA** (Area Code 813)
 Distributors Inc., 258 Shopping Ave. Zip: 33577. Tel: 955-9191. Owner: Ernest C. Kuban; Mgr.: W.G. Potter; Buyer: Gary Kuban. (Recs. & tape).

● **TAMPA** (Area Code 813)
 Tampa Recs., 1416 Seventh Ave. Zip: 33605. Tel: 876-5314. Owner & Mgr.: Sergio Delgado.

GEORGIA

● **ATLANTA** (Area Code 404)
 Gate City Rec. Serv., 1073 Huff Rd. N.W. Zip: 30318. Tel: 351-4821. Owner: Gerald Friedman; Mgr.: Ted Pousman. (Recs. only). (SEE ADVERTISEMENT)
 Handleman Co., 1532 Stone Ridge Dr., Stone Mountain. Zip: 30083. Tel: 938-9467. Mgr.: John Langlois; Buyers: Singles, Sylvia Mauldin; Albums, Ronald Johnson; Tape, John Meskin. (Recs. & tape).
 Home office: Detroit, Mich.
 L & F Rec. Serv., 720 14 St. N.W. Zip: 30318. Tel: 875-5565. Owner & Mgr.: Jack Gelbart; Tape Div. Mgr.: Alan Levenson; Buyers: Singles, Gene Price; Albums & Tape, Alan Levenson. (Recs. & tape).
 Lou-Neita Dist'g Co., 3815 S. Main St., College Park. Zip: 30337. Tel: 766-3641. Mgr., Albums & Tape Buyer: Martin C. Haley. (Recs. & tape).
 One-Stop Rec. House, 252 Peachtree Circle. Zip: 30309. Tel: 892-2834. Pres.: Hugh West; VP: Carol Sanford. (Recs. & tape).
 Sound Mktg. Inc., 2209 Faulkner Rd. N.E. Zip: 30324. Tel: 636-5971. Mgr.: George D. Jackson. (Recs. & tape).
 Transcontinental Music Corp., 660 Great South-west Pkwy. Zip: 30336. Tel: 344-9740. Ass't VP: Dean White.
 Regional offices: Boston, Mass.; Albany, N.Y.

● **CLARKESVILLE** (Area Code 404)
 Clarkesville Rec. Sales Co., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Rosetty; Mgr.: James Stockton; Buyers: Singles & Tape: James Stockton; Albums & Tape: Peter Rosetty. (Recs. & tape).

● **DEMOREST** (Area Code 404)
 Ralph's Radio Music, PO Box 127. Zip: 30535. Tel: 723-3884. Owner: Ralph Raper. (Recs. & tape).

ILLINOIS

● **CHICAGO METROPOLITAN AREA** (Area Code 312)
 All Rec. Serv. Co., 2931 N. Pulaski Rd. Zip: 60641. Tel: 725-4426. Owner: Thomas B. Farrell; Mgr. & Buyer: Donald M. Zimmerman. (Recs. & tape).
 All Tapes Dist'g Inc., 2623 N. Pulaski Rd. Zip: 60639. Tel: 342-6600. Owners: Edward Yalowitz, Kent Beauchamp; Mgr.: Richard Kudolla; Buyers: Fred Levin, Dave Remedii. (Tape only). (SEE ADVERTISEMENT)
 Atlas-Rand Corp., 3770 W. Pratt Ave., Lincolnwood. Zip: 60645. Tel: 679-4680. VP: Jim Cartagno. (Tape only).
 Home office: See New York, N.Y.
 Car Tapes Inc., 320 W. Ohio St. Zip: 60610. Tel: 943-5158. Pres.: James LeVitus; VP Sales: Edwin A. Swire. (Tape only).
 Branch: Los Angeles, Calif.
 Handleman Co., 3477 Touhy Ave. Lincolnwood. Zip: 60645. Tel: 583-0770. Mgr.: Hal Scovill; Buyers: Recs., Penelope Paul; Tape, Ida Weil. (Recs. & tape).
 Home office: Detroit, Mich.
 Hit Recs. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 734-2244. Owner: Charles N. Stephens; Mgr. & Buyer: Charles Stubenrauch. (Recs. & tape).
 Little Al's Recortapes, 3216 Lawrence Ave. Zip: 60625. Tel: 478-6114. Owner & Mgr.: Al Temaner; Buyer: Dora Temaner. (Recs. & tape). (SEE ADVERTISEMENT)
 Mid-America Specialty Dist., 4025 N. Ravenswood Ave. Zip: 60613. Tel: 528-5600. Owner & Albums Buyer: Howard M. Rosen; Mgr.: Leonard Fagenholtz. (Recs. only).
 Branches: Louisville, Ky.; Youngstown, Ohio; Pittsburgh, Pa.
 Mr. T's Volume Rec. & Tape Sales, 1729 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum. (Recs. & tape).
 Musical Isle Rec. Corp., 1550 S. State St. Zip: 60605. Tel: 225-2929. Pres.: Milton Salstone; VP & Gen Mgr.: Victor Faraci. (Recs. & tape).
 Branches: St. Louis, Mo.; Milwaukee, Wis. (SEE ADVERTISEMENT)
 Pan American Recs. Inc., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Owner: M.S. Frenkel. (Recs. only).
 Rapid One-Stop, 2623 N. Pulaski Rd. Zip: 60639. Tel: 839-5013. Mgr. & Buyer: Ron Hughbanks. (Recs. only). (SEE ADVERTISEMENT)
 Selected Tape & Rec. Co., 120 King St., Elk Grove Village. Zip: 60007. Tel: 439-9200. Owners: H. Beckerman, Lenny Garmisa; Gen. & Sales Mgr.: Mickey Siegal. (Recs. & tape).
 Home office: Seattle, Wash.; ABC Rec. & Tape Sales Corp.
 Susan Dist'g Co./Sam Sales (div. of Lieberman Ents.), 7330 Niles Center Rd., Skokie. Zip: 60076. Tel: 674-4390. Owner: David Lieberman; Mgr.: Larry Backe; Buyers: Singles, Morrie Evans; Albums & Tape, Larry Backe. (Recs. & tape).
 Home office: Minneapolis, Minn.; Acme Music Serv./Sam Sales.

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Tape Dists. of America, 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Mgr.: Morton A. Ohren; Buyer: Jack Krug. (Tape only). (SEE ADVERTISEMENT)

Transcontinental Music Corp., 5301 Danshere Rd., Countryside. Zip: 60525. Tel: 354-6804. Mgrs.: Matt Edwards, Aileen Browning. (Recs. & tape).
Regional offices: Boston, Mass.; Albany, N.Y. Universal Music Mdsrs. Inc., 9047 N. Terminal, Skokie. Zip: 60076. Tel: 965-1810. Pres.: Joe Weiss; Buyers: Singles, Al Gluck; Albums & Tape, Bette Andrews. (Recs. & tape).

● **HARRISBURG (Area Code 618)**
Golish Dists., 601 W. Poplar St. Zip: 62946. Tel: 253-7956. Owner & Buyer: Mitch Golish. (Recs. only).

INDIANA

● **DECATUR (Area Code 219)**
Midwest Dists., 138 N. Second St. Zip: 46733. Tel: 724-2066. Owner & Mgr.: Walt Ostermeyer; Buyer: Dolores Harker. (Recs. & tape).
Home office: Fort Wayne, Ind.

● **FORT WAYNE (Area Code 219)**
Car-Tape Dists. Inc., PO Box 5122, 211 E. State St. Zip: 46805. Tel: 484-2922. Owner & Mgr.: Robert W. Carreaux; Buyers: Recs., Jane Witte; Tape, Larry Radke. (Recs. & tape).
Midwest Dists., 2415 Forest Park Blvd. Zip: 46805. Tel: 744-5656. Owner & Mgr.: Walt Ostermeyer; Buyer: Dolores Harker. (Recs. & tape).
Branch: Decatur, Ind.

● **GARY (Area Code 219)**
Woodard Rec. Serv., 2011 Madison St. Zip: 46407. Tel: 885-1908. Owner: D. W. Woodard. (Recs. & tape).

● **INDIANAPOLIS (Area Code 317)**
Sound Classics Inc. (sub. of Associated Dists. Inc.), 33 W. Ninth St. Zip: 46204. Tel: 634-2591. Owner: L.E. Randle; Mgr.: Lynne Jenks; Buyers: Singles & Tape, James Coffin; Albums, Tom Whalen. (Recs. & tape).
Wholesale Rec. & Tape Sales, 1312 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Owner & Mgr.: Donald A. Gobrecht. (Recs. only).

● **MARTINSVILLE (Area Code 317)**
Mid-States Dists., 190 N. Main St. Tel: 342-4276/8427. Owner & Mgr.: Robert E. Liese; Buyer: Virginia Rose Liese. (Recs. & tape).

IOWA

● **DES MOINES (Area Code 515)**
A B C Rec. & Tape Sales Corp. (formerly Major Rec. Corp.), 1520 Walnut St. Zip: 50309. Tel: 288-7001. Owner: Jack Silverman; Mgr.: Robert Pockrandt; Buyers: Singles, Jerry Cunningham; Albums, George Smith; Tape, Lu Hummell. (Recs. & tape).
Regional branch: Kansas City, Mo.
Home office: Seattle, Wash.
Major Rec. Corp., 1520 Walnut St. Zip: 50309. Tel: 288-7001. Owner: Jack Silverman; Mgr.: Robert Pockrandt; Buyers: Singles, Jerry Cunningham; Albums, George Smith; Tape, Lu Hummell. (Recs. & tape).
Branches: Chicago, Ill.; Kansas City, Mo.
J. L. Marsh Inc. of Iowa (div. of Pickwick Int'l), 1630 Locust. Zip: 50309. Tel: 282-8185. Gen. Mgr.: Jack Mishler; Sales Mgr.: Don Cooper. (Recs. & tape).

KANSAS

● **LAWRENCE (Area Code 913)**
Kief's Rec. & Stereo Supply Inc., PO Box 2, 711 W. 23 St. Zip: 66044. Tel: 842-1544. Pres. & Buyer: John Kiefer; Mgr.: Jim Brown. (Recs. & tape).

● **WICHITA (Area Code 316)**
Reco-Rak Dists., 203 E. Douglas. Zip: 67202. Tel: AM 5-7508. Owner & Buyer: I. Albert. (Recs. & tape).
Transcontinental Music Corp., 2955 S. Kansas. Zip: 66106. Tel: 591-3414. Mgr.: Ed Chapman. (Recs. & tape).
Regional offices: Boston, Mass.; Albany, N.Y.

KENTUCKY

● **CAMPBELLVILLE (Area Code 502)**
Central Electronics, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron. (Recs. & tape).

● **LOUISVILLE (Area Code 502)**
Handleman Co., 4500 Louisville Ave. Zip: 40209. Tel: 361-1336. Mgr.: Fred Cartter; Buyers: Singles, Judy Anderson; Albums & Tape, Douglas Kirkness.
Home office: Detroit, Mich.
Kentuckiana Rec. Sales, PO Box 261, 560 S. Fourth St. Zip: 40202. Tel: 582-3331. VP & Mgr.: Kenneth Vine; Buyers: Singles & Albums, Helen Vine; Tape, Ken Charles. (Recs. & tape).
Mid-America Specialty Dist., 1450 S. 10 St. Zip: 40210. Tel: 635-6339. Owner: Howard M. Rosen; Mgr.: John Julian. (Recs. only).
Home office: Chicago, Ill.

● **NORTONVILLE (Area Code 502)**
Reliable Rec. Serv., Pendley Rd. Zip: 42442. Tel: 676-3752. Owner & Buyer: Earl Phillips. (Recs. & tape).

● **OWENSBORO (Area Code 502)**
Wax Works Inc., 320 Washington Ave. Zip: 42301. Tel: 683-1585. Owner & Mgr.: LeRoy Woodward; Buyers: Recs., LeRoy Woodward; Tape, Terry Woodward. (Recs. & tape).
Webster's Inc., 320 Washington Ave. Zip: 42301. Tel: 684-2791. Owner & Mgr.: Doug Webster. (Recs. & tape).

LOUISIANA

● **ALEXANDRIA (Area Code 318)**
Tape Rack (div. of Gospel Rec. & Music Dists.), 1416 Fifth St. Zip: 71301. Tel: 443-1930. Owner & Mgr.: J.D. Davis. (Recs. & tape).

● **LAFAYETTE (Area Code 318)**
Modern Rec. Serv., PO Box 3727. Zip: 70501. Tel: CE 4-3291. Pres.: J.R. Chachere; Gen. Mgr.: George Berry. (Recs. & tape).
Home office: New Orleans, La.

● **NEW ORLEANS (Area Code 504)**
All South Dist'g Corp., 1924 Lafayette St. Zip: 70113. Tel: 522-1157. Owner: Henry Hildebrand; Mgr.: Elmo Sonnier. (Tape only).
Modern Rec. Serv., 757 Central Ave. Zip: 70121. Tel: 833-3735. Pres.: J.R. Chachere; Gen. Mgr.: George Berry. (Recs. & tape).
Branch: Lafayette, La.
Top Rak Rec. Serv., 512 Lafayette St., Gretna. Zip: 70053. Tel: 361-9168. Owner: Samuel Territo. (Recs. only).

● **SHREVEPORT (Area Code 318)**
Stan's Rec. Rack Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Owner: Stanley J. Lewis; Gen. Mgr.: Ronn Lewis; Tape Mgr.: Ed Westergaard; Buyers: Singles, Pete Pizzolatto; Albums, Ronn Lewis; Tape, Ed Westergaard. (Recs. & tape).
(SEE ADVERTISEMENT)

MAINE

● **BANGOR (Area Code 207)**
Viner Music Co., 20 Broad St. Zip: 04401. Tel: 945-9494. Owner: Sam Viner; Mgr. & Buyer: Ben Viner. (Recs. & tape).
Branch: Presque Isle, Me.

● **PORTLAND (Area Code 207)**
Commercial Dists. Inc., 212 Anderson St. Zip:

04101. Tel: 774-5362. Owner: Herbert Holmes Sr.; Mgr.: V. Harry Mooradian; Buyers: Singles, Bill Caron; Albums, V. Harry Mooradian, Bill Tiffany; Tape, V. Harry Mooradian. (Recs. & tape).

Maine Rec. Dists., 200 Anderson St. Zip 04101. Tel: 772-5665. Pres.: John Jannace; Mgr.: Phil Morgan; Sales Mgr.: Russell Mundi. (Recs. & tape).

Portland Rec. Inc., 84 W. Cove St. Zip: 04101. Tel: 772-6551. Owner: James Boyd; Mgr.: Roy Rice; Buyers: Singles, Conrad Sharette; Albums, Don Tanguay; Tape, Roy Rice. (Recs. & tape).

● **PRESQUE ISLE (Area Code 207)**
Viner Music Co., 455 Main. Zip: 04769. Tel: 769-1391. Mgr.: Charles Hamilton; Buyer: Ben Viner. (Recs. & tape).
Home office: Bangor, Me.

MARYLAND

● **BALTIMORE METROPOLITAN AREA (Area Code 301)**
(Also see listings under District of Columbia).

Atlas Rec. Rack, 2329 Pennsylvania Ave. Zip: 21217. Tel: 669-6411. Mgr.: Henry Nathanson; Buyers: Recs., Charles Gray; Tape, Barry Dalnekoff. (Recs. & tape). (SEE ADVERTISEMENT)

Coronet Music, 4724 Bonnie Brae Rd., Pikesville. Zip: 21208. Tel: 655-5145/4031. Pres.: Sam Anoff. (Recs. & tape).

D & H Dist'g Co., 2025 Worcester St. Zip: 21230. Tel: 727-5100. Mgr.: Bud Vogt. (Recs. & tape).
Home office: Harrisburg, Pa.

Ellis Dist'g Corp., 5256 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Owner: Edgar H. Ellis; Mgr.: Irwin Bloom; Buyers: Singles, Thomas Anstett; Albums, James Hendrix; Tape, Robert McKenzie. (Recs. & tape).

Jalen Amusement Co. Inc., 1215 S. Howard St. Zip: 21230. Tel: 837-2670. Owner: Jay M. Jones; Buyers: Singles, Mrs. Marie Scott; Albums & Tape, Charles Rogers. (Recs. & tape).

New Deal Rec. Serv. Corp., 4524 O'Donnell St. Zip: 21224. Tel: 342-3350. Mgr.: Ronald Bolton. (Recs. & tape).
Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.

Jos. M. Zamoiski Co., 1101 DeSoto Rd. Zip: 21223. Tel: 644-2900. Pres.: Calman J. Zamoiski Jr.; Mgrs.: Ed Fitch, Maury Bass; Buyer: Ed Fitch. (Recs. & tape).

continued on page 154

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● **HAGERSTOWN (Area Code 301)**
Interstate Rec. Dist. Inc., 211 S. Locust. Zip: 21740. Tel: 733-1378. Owners: Richard & Melvin Greenwald; Mgr. & Buyer: Carlton Smith. (Recs. & tape).

● **HYATTSVILLE (Area Code 301)**
Shawn Rec. Dist., 5408 20 Ave. Zip: 20782. Tel: 927-0010. Partner: C. R. Freeland. (Recs. only).

● **LAUREL (Area Code 301)**
Transcontinental Music Corp., 333 Marshall Ave. Zip: 20810. Tel: 792-7775. VP: Larry Goldberg. Regional offices: Boston, Mass.; Albany, N.Y.

● **ROCKVILLE (Area Code 301)**
Chase Mktg. Co., 4980 Wyaconda Rd. Zip: 20853. Tel: 933-5880. Owner: Jack Black; Mgr.: E. Black. (Tape only).

MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**
Boston Rec. Dist. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Owner & Mgr.: Jerry Flatto; Buyers: Singles, Tim Melanson; Albums & Tape, Jerry Flatto. (Recs. & tape).

Disco Inc., 339 Broadway, Everett. Zip: 02149. Tel: 389-7200. Buyers: Singles, Gabe Margolis; Albums & Tape, Fred Traub. (Recs. & tape).

Malco Inds. (div. of Malden Mop & Brush Co.), 7-27 S. Eden St. Zip: 02129. Tel: 242-3690. Gen. Mgr.: A.T. Goldstein. (Recs. only).

Massachusetts Rec. Dist'g Co., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. Owner: Fred LeBlanc; Mgr.: Skippy White; Sales Mgr.: Arthur Hartling. (Recs. & tape).

Branch: 683 Washington St. Zip: 02111. Tel: 338-7426. Mgr.: Big John.

Temple Sales Inc., 359 Washington St., Malden. Zip: 02148. Tel: 321-2600. VP & Gen. Mgr.: Richard D. Siegal; Buyers: Singles & Albums, Michael Driscoll; Tape, Paul Shumsker. (Recs. & tape).

Transcontinental Music Corp., 30 Nashua St., Woburn. Zip: 01801. Tel: 935-4700. Sr. VP: Cecil Steen; VP: Glen Mosely; Buyers: Singles & Albums, Bill Levinson; Tape, Don Cleary. (Recs. & tape).

Regional branches: Jacksonville, Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Wichita, Kan.; Laurel Md.; Dallas, Tex.
Home office: New York, N.Y.

● **SOMERSET (Area Code 617)**
Northeast Recs. Co., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres. & Mgr.: Dan Gittelman. (Tape only).

United States Recs. Co., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres. & Mgr.: Dan Gittelman; Buyers: Singles, Manny Germaine; Albums, Dan Gittelman. (Recs. only).

MICHIGAN

● **DETROIT METROPOLITAN AREA (Area Code 313)**
Auto Sound Dist'g Co., 20232 Livernois Ave. Zip: 48221. Tel: 864-2892. Owner: Jack Frankford; Tape Div. & Sales Mgr.: Bob Weaver. (Tape only).

Cornell Recs. Inc., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin; Mgr.: Al Truax; Buyers: Singles, Leo Cheslak; Albums & Tape, Harry Levin. (Recs. & tape).

Handleman Co., 670 E. Woodridge St. Zip: 48226. Tel: WO 1-9565. Pres.: David Handleman; Mgr.: David Strome; Buyers: Singles, David Strome; Rose Boyco; Albums, David Strome; Tape, Jerry Adams. (Recs. & tape).

Branches: Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Kansas City, Mo.; Pennsauken, N.J.; Charlotte, N.C.; Cleveland, Ohio; Pittsburgh, Pa.; Dallas, Tex.

Int'l branches: Canada—Calgary, Alta.; Toronto, Ont.

Joyline Rec. Dist., 30775 Ann Arbor Trail, Westland. Zip: 48185. Tel: 261-8595. Owner & Mgr.: Edmond J. Doherty. (Recs. & tape).

Martin & Snyder One Stop, 8880 Hubbel Ave. Zip: 48228. Tel: 272-7800. Pres.: Chet Kajeski; Mgr. & Buyer: Joe Ginter. (Recs. & tape). (SEE ADVERTISEMENT)

Mobile Music, 2950 W. Davison. Zip: 48238. Tel: 883-6565. Sales Mgr.: Bob Szilagi. (Recs. only). (SEE ADVERTISEMENT)

New Deal Rec. Serv. Corp., 15329 Livernois Ave. Zip: 48238. Tel: 863-2226. Mgr.: Dave Lasher. (Recs. & tape).
Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.

Rapid Sales Inc., 27222 Plymouth Rd. Zip: 48239. Tel: 255-1360. Pres.: Merle Schneider; Mgr.: Samuel J. Corrado. (Recs. only).

Royal Stereo Tape Co., 2950 W. Davison. Zip: 48238. Tel: 883-6565. Mgr. & Buyer: Stan Byrd. (Tape only). (SEE ADVERTISEMENT)

Trico Dist'g Co., 14130 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owner, Mgr. & Buyer: John J. Genna; Sales Mgr.: Edwin Bugai. (Recs. & tape).

● **ESCANABA (Area Code 906)**
Lake Shore Dist'g, 2605 Lake Shore Dr. Zip: 49829. Tel: 786-4100. Owner & Buyer: Larry Deming. (Recs. & tape).

● **GRAND RAPIDS (Area Code 616)**
Monroe Dist'g Co., 2431 Clyde Park S.W. Zip: 49509. Tel: GL 2-9744. Owner, Rec. Mgr. & Buyer: Herman Rubin; Tape Mgr. & Buyer: Alan Rubin. (Recs. & tape).

MINNESOTA

● **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**
Acme Music Serv./Sam Sales (div. of Lieberman Ent.), 9549 Penn Ave. S., Minneapolis. Zip: 55431. Tel: 888-5521. Owner: David Lieberman; Mgr.: Sylvester Vanyo; Buyers: Singles, Dennis Anderson, Larry Ruegeger; Albums, Sylvester Vanyo; Tape, Tim Collins. (Recs. & tape).

Branch: Chicago, Ill., Susan Dist'g Co./Sam Sales.

Bigelow Sales Co., 11950 12 Ave. S., Burnsville. Zip: 55378. Tel: 890-6161. Pres.: Don Bigelow. (Tape only).

Dart Recs. Inc., 730 Lyndale Ave. N., Minneapolis. Zip: 55411. Tel: 374-3424. Owner: Jack Taylor; Gen. Mgr.: Dick Daly; Buyers: Singles, Irv Gorsen; Albums & Tape, Joel Coryell. (Recs. & tape).

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 7600 Wazata Blvd., Minneapolis. Zip: 55426. Tel: 544-4201. Pres.: Amos Heilicher; Mgr.; Manuel Swatez; Buyers: Singles, Tom Prenevost; Albums, Robert Dahle; Tape, Ken Hegstrom. (Recs. & tape).

Branches: Kansas City, St. Louis, Mo.
Rapid Mdsq. Co. Inc., 8175 Lewis Rd., Minneapolis. Zip: 55427. Tel: 544-3561. Pres.: Herbert N. Sandel; VP: Noel Korengold. (Recs. & tape).

Branches Anaheim, Calif.; Middlesex, N.J.
Re-Mark-Co. (formerly Jerry's All Rec. Sales), 217 Merchandise Bldg., 528 Hennepin Ave., Minneapolis. Zip: 55403. Tel: 545-7744. Owner & Buyer: Jerry L. Goldstein. (Recs. & tape).

Select-O-Rax Inc., 6930 Rosemary Rd., Eden Prairie. Zip: 55343. Tel: 941-2586. Owners: Eugene C. & Joyce Finch; Mgr. & Buyer: Joyce Finch. (Recs. & tape).

MISSISSIPPI

● **GREENVILLE (Area Code 601)**
Electronic Workshop, PO Box 5727, 101-103 Hwy. 1 South. Zip: 38701. Tel: 332-8261. Mgr. & Buyer: C.W. Sidney. (Tape only).

Lynn's One Stop, 551 N. Muscadine St. Zip: 38701. Tel: 332-8665, 335-4594. Pres.: Henry R. Hines; VP: Vicki Williams. (Recs. & tape).

MISSOURI

● **KANSAS CITY (Area Code 816)**
A B C Rec. & Tape Sales Corp. (formerly Major Rec. Corp.), 2901 Grand. Zip: 64108. Tel: 931-7652. Mgr.: Dave Berlau. (Recs. & tape).

Home office: Des Moines, Iowa.
Handleman Co., 1125 Saline St., North Kansas City. Zip: 64116. Tel: 421-0135. Mgr. & Buyer: Frank Rochman. (Recs. & tape).

Home office: Detroit, Mich.
Kansas City News Dist., 4231 E. 75 St. Zip: 64132. Tel: 363-7171. Mgr.: Allan Levy. (Recs. & tape).

J. L. Marsh of Kansas City Inc. (div. of Pickwick Int'l Inc.), 3230 Roanoke Rd. Zip: 64111. Tel: 753-7444. Mgr.: Wayne Olson. (Recs. & tape).

Home office: Minneapolis, Minn.
● **ST. LOUIS (Area Code 314)**
J. L. Marsh of St. Louis (div. of Pickwick Int'l Inc.), 2020 Delmar Blvd. Zip: 63103. Tel: 241-8618. Mgrs.: Alfred L. Chotin, Charles Lampe; Buyers: Singles, Bud Lampe; Albums, Jim Meredith. (Recs. & tape).

Home office: Minneapolis, Minn.
Musical Isle of Missouri, 1815 Locust St. Zip: 63103. Tel: 621-7171. Rec. Mgr.: Norman Wienstroer; Tape Mgr.: Ronald Rosen. (Recs. & tape).

Home office: Chicago, Ill. (SEE ADVERTISEMENT)
N M C Corp., 1906 Washington Ave. Zip: 63103. Tel: 621-1225. Mgr. & Buyer: Bud Ockel. (Recs. & tape).

Home office: Oceanside, L.I., N.Y.
Richmark Sales Co., 4500 Woodson Rd. Zip: 63134. Tel: 423-9886. Mgr.: James White. (Recs. & tape).

Home office: Pittsburgh, Pa.

MONTANA

● **HELENA (Area Code 406)**
Sundry Shops Inc., 1015 Poplar Ave. Zip: 59601. Tel: 442-5470. Owner: March E. Hopkins; Mgr.: Dennis Brooks; Buyer: Nancy Stevens. (Recs. & tape).

NEVADA

● **LAS VEGAS (Area Code 702)**
Music City Rec. Racks of Nevada, 5409 Gipsy Ave. Zip: 89107. Tel: 870-4969. Owner: Alex & Betty Fox; Mgr.: Steve Fox; Buyers: Singles, Doreen Fox; Albums, James Fox. (Recs. & tape).

Transcontinental Music Corp., 3744 W. Mead Dr., Suite 10. Zip: 89102. Tel: 878-6178. Mgr.: Jerry Tupler.
Regional office: Los Angeles, Calif.

● **RENO & ENVIRONS (Area Code 702)**
Musical Buddies Rec. Corral, 544 Greenbrae Dr., Sparks. Zip: 89431. Tel: 358-1502. Owners: Charley Barber, Bob Clarke; Buyer: Bob Clarke. (Recs. & tape).

National Tape Dist. of Nevada Inc., PO Box 3097, Zip: 89505; 400 Glendale Rd., Sparks. Zip: 89431. Tel: 359-2151. Mgr.: John Shipman. (Tape only).

Home office: Milwaukee, Wis.
Pic-A-Tune Inc., 1522 Matley Ln. Zip: 89502. Tel: 329-5437. Owner: David Watson; Mgr.: Harry Miller. (Recs. & tape).

Home office: San Francisco, Calif. (SEE ADVERTISEMENT)

NEW JERSEY

● **BOUND BROOK (Area Code 201)**
Mona Rec. Corp., US Rt. 22 & Thompson Ave. Zip: 08805. Tel: 469-0444. Mgr.: Chuck Toren; Buyer: Emmy Vinas. (Recs. & tape).

Home office: Somerville, N.J.
● **ELIZABETH (Area Code 201)**
Able Rec. Sales, 730 Division St. Zip: 07201. Tel: 351-6660. Mgr. & Buyer: Jack Glauben. (Recs. & tape).

Home office: Newark, N.J., Service One Stop Dist. Inc.
● **FAIRFIELD (Area Code 201)**
Chancellor Inc., 8 Spielman Rd. Zip: 07006. Tel: 227-4010; NYC Tel: (212) 245-3800. Pres. & Mktg. Dir.: Joel Koenig; VP Sales: Hal Bronstein. (Tape only). (SEE ADVERTISEMENT)

● **HILLSIDE (Area Code 201)**
New Jersey One-Stop Corp., 467 Mundet Pl. Zip: 07205. Tel: 923-6472. Owner: Joe Macfin; Mgr. & Buyer: Ed Gries. (Recs. & tape).

● **LINDEN (Area Code 201)**
National Tape Dist. of New Jersey Inc., PO Box 664, 609 Commerce Rd. Zip: 07036. Tel: 925-9101. Mgr.: Robert Fleck. (Tape only).

Home office: Milwaukee, Wis.
Supermarket Serv. Inc., 1601 W. Edgar Rd. Zip: 07036. Tel: 925-5950. Mgr.: Howard Weiss. (Recs. only).

● **MEDFORD (Area Code 609)**
National Mdsq. Serv. Corp., Stokes Rd. Zip: 08055. Tel: OL 4-4990. Pres.: L. L. Goughan. (Recs. & tape).

● **MIDDLESEX (Area Code 201)**
Rapid Mdsq. Co. Inc., 200 Pond Ave. Zip: 08846. Tel: 752-1000. Mgr. & Buyer: Ron Mills. (Recs. & tape).

Home office: Minneapolis, Minn.
● **NEWARK (Area Code 201)**
All-State Recs. Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Owner & Buyer: Sherman Koenig; Mgr.: Irwin R. Fink; Ass't Mgr.: Leonard Cupitto. (Recs. & tape).

● **NEWARK (Area Code 201)**
Ideal Rec. Prods.—Raymar Sales, 357 Lyons Ave. Zip: 07112. Tel: WA 3-6333; NYC Tel: (212) WH 4-5713. Pres.: Samuel Keenholz; Gen. Mgr.: Jack Kosloff; Tape Mgr.: Lou Caparosoa; Buyers: Recs., Jack Kosloff; Tape, Lou Caparosoa. (Recs. & tape).

Home office: New York, N.Y., Raymar Co.
J & J Corp., 333 Clinton Pl. Zip: 07112. Tel: 926-3700. Owners: Jay & Irwin Jennis; Mgr.: Jay Jennis; Buyer: Joe Scratch. (Tape only).

Service One Stop Dist. Inc., 16 Fenwick St. Zip: 07114. Tel: 243-8700. Owners: Joe & Irv Cohen; Rec. Mgr.: Harold Ladell; Tape Mgr.: Hal Price; Buyers: Singles & Tape, Hal Price; Albums, Ed Fredericks. (Recs. & tape).

Branch: Elizabeth, N.J., Able Rec. Sales.
● **PARAMUS (Area Code 201)**
Atlas-Rand Corp. (see listing under New York, N.Y.).

● **PENNSAUKEN (Area Code 609)**
Handleman Co., 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Mgr.: Joseph Glaser; Buyer: Fred Calandra. (Recs. & tape).

Home office: Detroit, Mich.
● **ROCHELLE PARK (Area Code 201)**
Garden State Rec. Dist. (div. of Interstate Rec. Dist., New York, N.Y.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Pres.: Manny G. Wells; Gen. Mgr.: Stan Sterling; Opns. Mgr.: Max Goldstein. (Recs. & tape).

● **SOMERSET (Area Code 201)**
Mona Rec. Corp., PO Box 487. Zip: 08876. Tel: 469-0444. Exec. VP & Buyer: Fred Castle; Mgr.: Joe Cohen. (Recs. & tape).

Branch: Bound Brook, N.J.
● **TRENTON (Area Code 609)**
Allied Rec. Sales, 549 Hamilton Ave. Zip: 08609. Tel: 599-3000. Owner & Singles Buyer: Frank Romano; Mgr. & Albums Buyer: John T. Gervasoni. (Recs. & tape).

NEW MEXICO

- **ALBUQUERQUE (Area Code 505)**
Ward Terry & Co., 1411 Broadway N.E. Zip: 87100.
Tel: 243-3714. (Tape only).
Home office: Denver, Colo.
Transcontinental Music Corp. (see Los Angeles, Calif.).
Western Mdsrs., 241 Willow Rd. N.W. Zip: 87107.
(Recs. & tape).
Home office: Amarillo, Tex.

NEW YORK

- **ALBANY (Area Code 518)**
Transcontinental Music Corp., 100 Watervliet Ave.
Zip: 12206. Tel: 438-3571. Sr. VP: Charles H.
Schlang; VP & Sales Mgr.: Joseph Dean. (Recs.
& tape).
Regional branches: Jacksonville, Miami, Fla.;
Atlanta, Ga.; Chicago, Ill.; Wichita, Kan.; Laurel,
Md.; Dallas, Tex.
Home office: New York, N.Y.
- **BINGHAMTON (Area Code 607)**
G & G Rec. Dist., 176 Clinton St. Zip: 13905. Tel:
723-3275. Owner: Kenneth Glassman. (Recs. &
tape).
- **BUFFALO (Area Code 716)**
Disceries Inc., 861 Washington St. Zip: 14203. Tel:
856-8477. Owner: Carl Glaser; Mgr.: Robert
Arent; Buyers: Singles, Frank Bachmeier; Albums
& Tape, Jerold Glaser. (Recs. & tape).
Porter Electronics, 85 Ledger St. Zip: 14216. Tel:
875-1908. Pres.: Ed Lyons.
- **FREEMONT, L.I. (Area Code 516)**
Double B Recs. & Tape Corp., 240 E. Merrick Rd.
Zip: 11520. Tel: FR 8-2222. Pres. & Tape Mgr.:
Bernard Boorstein; Rec. Mgr.: Don Liberatore;
Buyers: Recs., Don Liberatore; Tape, Zeke Lengua.
(Recs. & tape).
- **GREAT NECK, L.I. (Area Code 516)**
Variety Audio Prods., 15 Bond St. Zip: 11021. Tel:
482-0900. Pres. & Mgr.: David Shichman.
(Recs. & tape).
- **HICKSVILLE, L.I. (Area Code 516)**
Wilmi Sales Co., 3 Westmoreland Rd. Zip: 11801.
Tel: 433-0337. Owner: Edward Smith. (Recs.
& tape).
- **LATHAM (Area Code 518)**
Bee Gee Recs. & Tape, Shaker Park. Zip: 12110.
Tel: 785-1350. Owner: Leonard Smith; Rec. Mgr.:
Robert Dooley; Tape Mgr.: John Miorin; Buyers:
Singles, Paul Biddle; Albums, John Miorin; Tape,
Tom Durrant. (Recs. & tape).
- **MELVILLE, L.I. (Area Code 516)**
Merco Ents. Co. Inc., 536 Broad Hollow Rd. Zip:
11516. Tel: 694-8990. Pres.: Jack Grossman;
Tape Mgr.: Morton Kline; Buyer: Warren Ross-
man. (Recs. & tape).
- **MOUNT VERNON (Area Code 914)**
Steadman One Stop Inc., 200 S. 14 Ave. Zip: 10550.
Tel: OW 9-3166. Pres. & Buyer: Leonard Book;
Mgr.: Harold Collard. (Recs. & tape).
- **NEW YORK CITY (Area Code 212)**
Arovox Rec. Corp., 243 W. 18 St. Zip: 10011. Tel:
989-7200. Owner & Mgr.: Ervin Litkei; Buyers:
Recs., Ervin Litkei; Tape, John A. Haydu. (Recs.
& tape).
Atlas-Rand Corp., Keystone Pl., Paramus, N.J. 07652.
Tel: (201) 262-7500; NYC Tel: (212) 563-6663.
VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick
Price; Adv. Dir.: Stuart Better. (Tape only).
Branches: Los Angeles, Calif.; Chicago, Ill.;
Dallas, Tex.
Beta Rec. Dists. Inc., 599 10 Ave. Zip: 10036. Tel:
244-3744. Owner: John Halonka; Mgr. & Buyer:
Ed Kleinbaum. (Tape only).
Candy Stripe Recs. Inc., 2914 Ave. "L," Brooklyn.
Zip: 11210. Tel: 338-0050. Pres.: Bernard Keil;
Mgr.: Kenny Teicher; Buyers: Singles, Joseph
Cardona; Albums & Tape, Arlene Keil. (Recs.
& tape).
Fine-Tone Tapes Unlimited Inc., 24 Cobek Ct., Brook-
lyn. Zip: 11223. Tel: 336-6662. Owner: Leonard
Finkel; Gen. Mgr.: Stuart Mont. (Tape only).
Independent Rec. Promos., 101 Eighth Ave. Zip:
10011. Tel: 989-8644. Pres.: Larry Schaffer;
Mgr.: S. Weinstock. (Recs. only).
Kaco Ents., PO Box 85, Bronx. Zip: 10466. Owner:
B. Kravis. (Recs. only).
Met Richmond Rec. Racks, 1637 Utica Ave., Brooklyn.
Zip: 11234. Tel: 253-4600. Pres.: David Last;
Buyers: Singles, Bea Cohen; Albums, David Last.
(Recs. only). (SEE ADVERTISEMENT)
N M C Corp., 235 W. 46 St. Zip: 10036. Tel: 246-
7735. Pres.: Jesse Selter. (Recs. & tape).
Home office: Oceanside, L.I., N.Y.
National Rec. Sales (sub. of Jervis Ents.), 160 Broad-
way. Zip: 10038. Tel: BA 7-9493. Owner & Mgr.:
Reginald M. Jervis. (Recs. & tape).

- R O C Rec. Co. Inc., 1309 Ed. L. Grant Hwy., Bronx.
Zip: 10452. Tel: 537-8954. Pres. & Mgr.: S.
Sahler. (Recs. only).
- Rack Promos. Inc., 2952 Ave. "U," Brooklyn. Zip:
11223. Tel: 891-1315. VP: Morris Farca; Mgr.:
Sy Friedman. (Recs. & tape).
- Raymar Sales Co., 170-21 Jamaica Ave., Jamaica.
Zip: 11432. Tel: OL 8-4012. Pres.: Samuel Keen-
holtz; Sales Mgr.: Hal Kaufman. (Recs. & tape).
Branch: Newark, N. J., Ideal Rec. Prods.
- Record Mart, 1470 Broadway. Zip: 10036. Tel: AL
4-4024. Owner: Robert Stack; Mgr. & Buyer:
Jesse Moskowitz. (Recs. & tape).
- Record Shack, 2132 Second Ave. Zip: 10029. Tel:
369-8600. Owner: Edward Portnoy; Sales Mgr.:
Morton Kalb; Buyers: Recs., Larry Sonin; Tape,
Morton Kalb. (Recs. & tape).
- S & V Vending Inc., 1509 Ryder St., Brooklyn. Zip:
11234. Tel: ES 7-9881. Owners: Stan Herman,
Vincent Caesar; Buyers: Singles, Stan Herman;
Albums, Vincent Caesar. (Recs. & tape).
- Transcontinental Music Corp. (div. of Transconti-
nental Investing Corp.), 201 E. 42 St. Zip:
10017. Tel: 697-8610. Bd. Chm.: Howard Wein-
grow; Pres.: Alfred Lorber. (Exec. office only).
Branches: Los Angeles, San Francisco, Calif.;
Boston, Mass.; Albany, N.Y.
- Win Recs. Inc., 858 Ninth Ave. Zip: 10019. Tel: JU
2-0130. Owner: Sam Weiss; Mgr. & Buyer:
George Weiss. (Recs. & tape).
- **OCEANSIDE, L.I. (Area Code 516)**
N M C Corp., 3580 Oceanside Rd. Zip: 11572. Tel:
678-6770. Owner: Jesse Selter; Rec. Mgr. &
Buyer: Irving Glasser; Tape Mgr. & Buyer:
Robert Pavlacka. (Recs. & tape).
Branches: Los Angeles, Calif.; St. Louis, Mo.;
New York, N.Y.
- Scott Dist'g Corp., 3580 Oceanside Rd. Zip: 11572.
Tel: 678-6580. Pres.: Sidney Kruglick; Sales
Mgr. & Buyer: Harvey Lefkowitz. (Recs. & tape).
- **POUGHKEEPSIE (Area Code 914)**
Toy House of Hudson Valley, Manchester Rd. Zip:
12603. Tel: GR 1-2740. Pres.: Lou J. Kustas.
(Recs. & tape).
- **ROCHESTER (Area Code 716)**
Clinton Mdsgr. Inc., 80 Commerce Dr. Zip: 14623.
Tel: 334-2700. Owner: William Konar; Sales
Mgr. & Buyer: Bill Cyarkin. (Recs. & tape).
- **SYRACUSE (Area Code 315)**
Almor Co. Inc., Midler Park Dr. Zip: 13206. Tel:
463-3351. Mgr.: George Valenti. (Recs. & tape).
Home office: Amsterdam, N.Y.
- Mage Serv. Mdsgr. Inc., 112 Ronnell Dr. Zip: 13219.
Tel: 488-2512. Owner & Mgr.: Mathew Orlando;
Buyers: Recs., Mathew Orlando; Tape, Gerry
Orlando. (Recs. & tape).
- Rojim Co., 4807 Glencrest Ave., Liverpool. Zip:
13088. Tel: 457-4708. Owner: Roger Wright.
(Recs. only).
- **WESTBURY, L.I. (Area Code 516)**
All Rec. Dists. Inc., 118 Swalm St. Zip: 11590.
Tel: 997-7160. Owner: Michael Cono; Mgr.:
Charles Nero; Buyers: Singles, Ben Kaner;
Albums, John Pfenning; Tape, Thomas Hoffman.
(Recs. & tape).

NORTH CAROLINA

- **ASHEVILLE (Area Code 704)**
Alexander News Co., 25 Carolina Ln. Zip: 28801.
Tel: 253-2631. Owner: W. G. Alexander; Mgr.
& Buyer: C. N. Suttle. (Recs. & tape).
- **CHARLOTTE (Area Code 704)**
Bib Dist'g Co., 126 W. Morehead St. Zip: 28202.
Tel: 372-2032. Pres.: Joe Voynow; Buyers:
Singles, Bill Norman; Albums, Harold Mitchell.
(Recs. & tape).
Handleman Co., 2309 Dunavant St. Zip: 28203. Tel:
372-1845. Mgr.: William Hanson; Buyers:
Singles, Patricia Peters; Albums & Tape, Lloyd
Linville. (Recs. & tape).
Home office: Detroit, Mich.
Southeastern Rec. Mdsrs. Inc., PO Box 1697. Zip:
28201; 2706 Freedom Dr., Zip: 28208. Tel:
399-5633. Pres.: Bert Fleishman; Sales Mgr. &
Buyer: Charles Hartley. (Recs. & tape). (SEE
ADVERTISEMENT)
- **ROCKY MOUNT (Area Code 919)**
Rocky Mount News Agency, 1600 S. Franklin St.
Zip: 27801. Tel: 446-6812. Mgr. & Buyer: Bill
McCarver. (Recs. & tape).

OHIO

- **CANTON (Area Code 216)**
Stark Rec. Serv. Inc., 8000 Freedom Ave. N.W.,
North Canton. Zip: 44720. Tel: 494-2282. Owner:
Paul David; Gen. Mgr. & Buyer: Philip Shannon.
(Recs. & tape).
Branch: Cleveland, Ohio.
- **CINCINNATI (Area Code 513)**
Album Rec. Sales of America Inc., 229 W. McMillan.
Zip: 45219. Tel: 621-8710. Pres. & Buyer: LeRoy
R. Coodlander. (Recs. & tape).

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MUSICAL ISLE RECORD & TAPE SERVICE of ILLINOIS & MISSOURI

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Flo-Roe Corp., 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Owner: Vernon W. Hawk; Mgr. & Buyer: Earl Schaefer. (Recs. only).
Ohio Appliances Inc., 7624 Reinhold Dr. Zip: 45237. Tel: 821-6414. Mgr.: David Wheeler. (Tape only).
Ohio Rec., 323 W. Fourth St. Zip: 45202. Tel: 731-2709. Pres.: Marvin Jacobs. (Recs. only—major label cut-outs).
Royal Dist'g Corp., 1210 Glendale-Milford Rd. Zip: 45215. Tel: 771-4250. Owner: Joe Westerhaus Jr.; Mgr.: Jack D. Pierce; Buyer: Paul Smith. (Recs. only).
Branch: Columbus, Ohio.

● **CLEVELAND (Area Code 216)**

All Label Rec. Serv. Inc., 7777 Exchange St., Valley View. Zip: 44125. Tel: 524-4260. Pres.: Harry H. Budin; Mgr.: Donald Weiss. (Recs. & tape).
All Recs. & Tapes, 2150 Hamilton Ave. Zip: 44114. Tel: 696-7666. Owner: Ronald Schaefer; Gen. Mgr. & Buyer: Sheldon Tirk. (Recs. & tape).
Claber Distis. Inc., 16501 Rockside Rd. Zip: 44137. Tel: GR 5-1000. Buyer: Norm Shubert. (Recs. & tape).
Branch: 2150 W. 117 St. Zip: 44144. Tel: 671-5205.

Handeman Co., 13900 Broadway, Garfield Heights. Zip: 44125. Tel: 587-5550. Mgr. & Buyer: Robert Prenatt. (Recs. & tape).
Home office: Detroit, Mich.

Main Line Rec. Serv., 1260 E. 38 St. Zip: 44114. Tel: 391-1800. Owner: William Shipley; Mgr.: Gene Halamay; Sales Mgr.: Mel Vangar; Tape Co-ord: Ross Halamay; Buyers: Singles, Jenny Kimbel; Albums, Mel Vangar; Tape, Mabel Bland. (Recs. & tape).
Branch: Pittsburgh, Pa.

Modern Rec. Serv. Inc., 18434 Cranwood Pkwy., Warrensville Heights. Zip: 44128. Tel: 475-8900. Pres.: David W. Burke; Mgr. & Buyer: Robert A. Burke. (Recs. & tape).

Stark Rec. Serv. Inc., 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Owners: Paul David, Charles Murray; Mgr.: Bob Zukie; Buyers: Tom Zeitz, Ramon Everett. (Recs. & tape).
Home office: Canton, Ohio.

● **COLUMBUS (Area Code 614)**

Car Stereo, 4147 E. Main St. Zip: 43213. Tel: 237-0203. Mgr. & Buyer: Bob Boren. (Tape only).
Branch: 1000 Dublin Rd. Zip: 43215. Tel: 488-0763. Mgr.: Harriet Jones.

Royal Dist'g Corp., 1124 N. High St. Zip: 43201. Tel: 294-6511. Mgr. & Buyer: Bill SchAAF. (Recs. only).
Home office: Cincinnati, Ohio.

● **DAYTON (Area Code 513)**

Dayton Rec. Serv. Inc., 24 W. Ferry St., Miamisburg. Zip: 45342. Tel: 866-6431. Mgr.: Maurice Leach. (Recs. & tape).
Home office: Portsmouth, Ohio.

● **PORTSMOUTH (Area Code 614)**

Dayton Rec. Serv. Inc., 24 Union St. Zip: 45662. Tel: 354-3188. Pres.: W. A. Carrington; Mgr. & Buyer: Joe Taylor. (Recs. & tape).
Branch: Dayton, Ohio.

● **SPRINGFIELD (Area Code 513)**

Buckeye Rec. Co., 44 Warden St. Zip: 45502. Tel: 325-7313. Owner: Asen Kristoff; Buyer: Steve O'Neill. (Recs. & tape).

● **TOLEDO (Area Code 419)**

The Bartley Co., 921 Brown Ave. Zip: 43607. Tel: 241-5563. Owners: Richard & Dave Peckenpaugh; Mgr. & Buyer: Gene J. DeMarco. (Recs. only).

Northwestern Distis. Inc., 1020 Sylvania Ave. Zip: 43612. Tel: 479-5241. Pres.: George La Course. (Recs. & tape).

● **YOUNGSTOWN (Area Code 216)**

Mid-America Specialty Dist., 1028 Rayen St. Tel: 744-8668. Owner: Howard M. Rosen; Mgr.: Felix Lazazzera. (Recs. only).
Home office: Chicago, Ill.

OKLAHOMA

● **OKLAHOMA CITY (Area Code 405)**

B & K Dist'g Co., 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keaton. (Tape only).
Home office: Dallas, Tex.

Mid-Continent News Co., 125 N.W. 69 St. Zip: 73116. Tel: VI 3-9383. Owner: Jean I. Everest; Mgr.: F. B. Albro; Buyer: Gene Gibbs. (Recs. & tape).
Western Mdsrs. of Oklahoma, 133 N.W. 23 St. Zip: 73103. Tel: 525-3532. Mgr.: Ron Lewis. (Recs. & tape).
Home office: Amarillo, Tex.

● **TULSA (Area Code 918)**

Oklahoma News Co., 909 W. 23 St. Zip: 74107. Tel: 584-4754. Owners: J. I. Everest, R. Glenn White; Mgr.: Stanley E. White; Buyer: John Goodnight. (Recs. & tape).

OREGON

● **EUGENE (Area Code 503)**

Cascade Rec. Serv., 50 E. 25 St. Zip: 97405. Tel: 345-6834. Mgr.: Gary Seibert. (Recs. only).

● **PORTLAND (Area Code 503)**

Souvall Bros. Inc., 9300 N.E. Multnomah. Zip: 97220. Tel: 254-6547. Gen. Mgr.: Darrell Tilley; Buyer: Ross Whisman. (Recs. & tape).
Transcontinental Music Corp. (see San Francisco, Calif.).

● **ROSEBURG (Area Code 503)**

Paul Jackson Whsle. Co., 1308 N.W. Park St. Zip: 97470. Tel: 672-4262. Pres.: Paul Jackson; Mgr. & Buyer: Bob Davis. (Recs. & tape).

PENNSYLVANIA

● **CONEMAUGH (Area Code 814)**

Page Rec'g Co., 345 Second St. Zip: 15909. Tel: 539-8117/9834. Owner & Mgr.: Al Page. (Recs. & tape).

● **HARRISBURG (Area Code 717)**

D & H Dist'g Co. (Rec. & Tape Div.), 500 Terminal Rd., Camp Hill. Zip: 17011. Tel: 761-2805. Mgr.: David Press; Buyer: Endo Corsetti. (Exec. office) 2525 N. Seventh St. Zip: 17105. Tel: 236-8001. (Recs. & tape).
Branch: Baltimore, Md.

● **KINGSTON (Area Code 717)**

Record Town Inc., 449 Northampton St. Zip: 18704. Tel: 288-6536. Pres. & Mgr.: Joe Nardone. (Recs. & tape).

● **LEHIGHTON (Area Code 717)**

Barnes Rec. Distis., PO Box 296. Zip: 18235. Tel: 645-2321. Owner: William Barnes. (Recs. & tape).

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

(Also see listings under Camden & Pennsauken, N.J.)

A & L Distis. Inc., S.E. Corner 30 & Thompson Sts. Zip: 19121. Tel: PO 5-4300. Owner: Albert Melnick; Gen. Mgr. & Rec. Buyer: Gordon Gibson; Tape Mgr. & Buyer: Leno Burnett. (Recs. & tape).

Michael Adler Entis., PO Box 2902, 6720 N. Broad. Zip: 19126. Tel: 924-0224. Cable: MIADENT. Owner: Michael Adler; Mgr.: Wayne Brodsky. (Recs. & tape).

Bandstand Rec. Serv. Inc., 1400 W. Somerset St. Zip: 19132. Tel: BA 9-9110. Owner & Mgr.: Jerry Rappaport; Buyers: Singles, Micy Pcano; Albums, Nick DiLisi; Tape, Jerry Rappaport. (Recs. & tape).

The House of Sounds Inc., 10 N. Ninth St., Darby. Zip: 19023. Tel: LU 6-0821. Pres.: L. W. Buck; VP: J. D. LaMonte. (Recs. only).
Infinite Rec. & Tape Sales Inc. (see Michael Adler Entis.).

I. J. Morgan Co., 51 St. & Parkside Ave. Zip: 19131. Tel: TR 7-6033. Owner: Jerry Rosen; Mgr.: Myron Zacker; Buyers: Singles, Ralph Niglio; Albums, Harry Rosenstein; Tape, Herman Rosen. (Recs. & tape).

Robert Nash Distis. Inc., 2780 Limekiln Pike, Glenside. Zip: 19038. Tel: WA 7-6100. Owner: Robert Nash; Mgr.: Andy Nash; Sales Mgr.: Steve Markoe. (Tape only).

New Deal Rec. Serv. Corp., 2503 N. Broad St. Zip: 19132. Tel: 229-4555. Mgr.: Pete Voss. (Recs. & tape).
Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.

Pike Tape & Rec. Center, Flourtown Shopping Ctr., Flourtown. Zip: 19031. Tel: AD 3-4414. Owner: Steve Loney; Buyers: Recs., Ed Watkeys Jr.; Tape, Cindy Cassel. (Recs. & tape).

Rec O Rac Distis., 444 Long Ln., Upper Darby. Zip: 19083. Tel: MA 6-2177. Owner & Mgr.: Harry Blaufeld. (Recs. & tape).
Branch: Havertown, Pa., 100 Ellis Rd. Zip: 19082. Tel: HI 9-3336.

Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Owner: Edward R. Marcus; Mgr.: Francine Edwina Morgan; Buyers: Singles & Tape, Francine Edwina Morgan; Albums, Edward R. Marcus. (Recs. & tape).

Raymond Rosen Music Prods. Inc., 51 St. & Parkside Ave. Zip: 19131. Tel: TR 8-2200. Pres. & Gen. Mgr.: Paul Knowles; Rec. & Tape Mgr.: Norman Umin. (Recs. & tape).

Shulman Rec. Co. Inc., 428 N. 13 St. Zip: 19123. Tel: MA 7-4902. Pres.: Jerome Shulman; Mgr.: Manny Drucker; Buyers: Singles, Lee Swede; Albums, Jerry Shulman. (Recs. & tape).

● **PITTSBURGH METROPOLITAN AREA (Area Code 412)**

All Brands Inc., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770. Pres.: Herbert S. Cohen; Mgr.: Gene Jakiela. (Recs. & tape).

East Coast Distis., 633 Liberty Ave. Zip: 15222. Tel: 281-6344. Mgr.: Nicholas Lomakin. (Recs. & tape).

Empire Dist'g Co., 4610 Liberty Ave. Zip: 15224. Tel: 682-8437. Owner & Mgr.: S. R. Canterman. (Recs. only—albums).

Gold Rec. Co., 4341 Ludwick St. Zip: 15217. Tel: 521-0373. Owner & Buyer: S. J. Goldstein. (Recs. only).

Hamburg Bros. Inc., 24 St. & AVRR. Zip: 15222. Tel: 471-0808. Sales Mgr.: Morton J. Locker. (Recs. & tape).

Handeman Co., 1388 Island Ave., McKees Rocks. Zip: 15121. Tel: 331-6972. Mgr. & Buyer: Vera Powell. (Recs. & tape).

Home office: Detroit, Mich.
Main Line Rec. Serv., 84 Van Braam St. Zip: 15219. Tel: 471-6686. Mgr.: Dick Iezzi.
Home office: Cleveland, Ohio.

Mid-America Specialty Dist., 2729 Brownsville Rd. Zip: 15227. Tel: 881-1100. Owner: Howard M. Rosen; Mgr.: John Hoebler. (Recs. only).
Home office: Chicago, Ill.

Richmark Sales Co., 1072 Lincoln Hwy. W., Irwin. Zip: 15642. Tel: 863-0372. Owner: Alvin Ackerman; Gen. Mgr.: S. A. Mendlovitz. (Recs. & tape).
Branch: St. Louis, Mo.

● **SCRANTON (Area Code 717)**

Tapes Unlimited, 80 Elmhurst Blvd. Zip: 18505. Tel: 346-9436. Mgrs.: Dick Plotkin, Robert Cohen. (Tape only).

● **TYRONE (Area Code 814)**

Central One Stop Inc., PO Box J, RD 4, Rt. 220. Zip: 16686. Tel: 684-3900. Pres.: Ronald Shaffer; Gen. Mgr. & Buyer: Richard Heaton. (Recs. & tape).

RHODE ISLAND

● **PROVIDENCE (Area Code 401)**

Beacon Rec. Distis. Inc., 725 Branch Ave. Zip: 02904. Tel: 351-6700. Pres.: Milton Israeloff; Mgr.: Ruben Zeidman; Buyers: Singles, Chris Howe; Albums & Tape: Ruben Zeidman. (Recs. & tape).

H. V. Papazian Corp., 387 Charles St. Zip: 02904. Tel: 351-5099. Owners: Harold Papazian, Haig Yaghoobian; Mgr.: Haig Yaghoobian; Buyers: Singles, Charles Ryan; Albums & Tape, Haig Yaghoobian. (Recs. & tape).

SOUTH CAROLINA

● **ABBEVILLE (Area Code 803)**

Savitz Rec. Center, 115 Court Sq. Zip: 29620. Tel: 459-2172. Owner: Allen Savitz; Mgr.: Cregg Booth; Buyers: Singles, Mae Waldrep; Albums, Susan Hagen; Tape, Allen Savitz. (Recs. & tape).

● **COLUMBIA (Area Code 803)**

Brown Sales Co. Inc., 1423 Ellerbe St. Zip: 29204. Tel: 787-3401. Owner & Tape Mgr.: H. Grady Brown Jr.; Buyer: Stephen Sturkie. (Recs. & tape).

TENNESSEE

● **CLINTON (Area Code 615)**

Rural Routes Rec. Serv., Rt. 2, Barlow Rd. Zip: 37716. Tel: 457-0570. Owner: David Farmer. (Recs. only).

● **COOKEVILLE (Area Code 615)**

Rack Entis., 1570 Brown Ave. Zip: 38501. Tel: 526-5148. Mgr. & Buyer: Bill Amonette. (Recs. & tape).

● **JACKSON (Area Code 901)**

Best Recs. 'N Tapes, 210 Gordon St. Zip: 38301. Tel: 427-7301. Pres.: James L. Exum; Sec'y-Treas.: John E. McCutchen. (Recs. & tape).

● **KNOXVILLE (Area Code 615)**

Knox Rec. Rack Co., PO Box 4045, Amherst Rd. Zip: 37921. Tel: 584-8531. Owner & Mgr.: Sam N. Morrison; Buyers: Singles & Tape, Jay Jacobs; Albums, Sam N. Morrison. (Recs. & tape).

Tucker's Rec. Shop, 22 1/2 Market St., On the Mall. Zip: 37902. Tel: 522-9300. Owner & Mgr.: Martin T. Robertson. (Recs. only).

● **MEMPHIS (Area Code 901)**

Hot Line Rec. Distis. Inc., 596 Lane Ave. Zip: 38105. Tel: 525-0756. Mgr.: Jim Cruggington. (Tape only).

Record Vending Co. Inc., 748 Galloway Ave. Zip: 38105. Tel: 526-7954. Pres. & Mgr.: Sidney Melvin; Buyers: Sidney Melvin, Jim McCormick. (Recs. & tape).
Branch: Nashville, Tenn.

● **NASHVILLE (Area Code 615)**

Record Serv., 1110 48 Ave. N. Zip: 37209. Tel: 291-7883. Pres.: Alan Bubis; VP: William Beasley. (Recs. only).

Record Vending Co., 469 Chestnut St. Zip: 37202. Tel: 256-6946. Mgr.: Sidney Melvin. (Recs. & tape).
Home office: Memphis, Tenn.

Volunteer Dist'g Co., 435 37 Ave. N. Zip: 37209. Tel: 269-5617. Owner: Webber Parrish; Buyer: Ronny Crick. (Recs. & tape).

TEXAS

● **AMARILLO (Area Code 806)**

Western Mdsrs. Inc., PO Box 1969, 1601 W. Third. Zip: 79105. Tel: 376-6251. Owners: Sam Marmaduke, Dick Williamson; Mgr.: Dick Williamson; Buyer: Ed Perry. (Recs. & tape).
Branches: Albuquerque, N.M.; Oklahoma City, Okla.; Austin, Houston, Lubbock, Midland, San Angelo, Wichita Falls, Tex.

● **AUSTIN (Area Code 512)**

Tom Bishop Whsle., PO Box 119-D, Rt. 5. Zip: 78704. Tel: 282-1773. Owner & Mgr.: Tom Bishop. (Recs. & tape).

Western Mdsrs., PO Box 255, Rt. 8. Zip: 78703. (Recs. & tape).
Home office: Amarillo, Tex.

● **DALLAS (Area Code 214)**

A B C Rec. & Tape Sales Corp. (formerly New Deal Serv. Corp.), 1409 Round Table Dr. Zip: 75247. Tel: 637-4580. Rec. Mgr.: Bill Pennington; Tape Mgr.: Arnold Kaplan. (Recs. & tape).
Home office: Seattle, Wash.

Atlas-Rand Corp., 7900 Sovereign Row. Zip: 75247. Tel: ME 7-2760. VP Sales: Al Gitleman. (Tape only).
Home office: See New York, N.Y.

B & K Dist'g Co., 1411 Round Table Dr. Zip: 75247. Tel: ME 7-1920. Mgr.: Bill Burton; Sales Mgr.: Tom Sims. (Tape only).
Branch: Oklahoma City, Okla.

Big State Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100. Mgr. & Buyer: Bill Emerson. (Recs. & tape).

Handleman Co., 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Mgr.: George Braun; Buyers: Singles: Irma Emery; Albums, Charles Brown; Tape, Ollie Johnson. (Recs. & tape).
Home office: Detroit, Mich.

M & S Rec. Serv., 2020 Housley Dr. Zip: 75228. Tel: 321-3161. Owner: M. Lauer. (Recs. & tape).
Records of Dallas Inc., 1345 Chemical St. Zip: 75207. Tel: 631-7263. Owners: H. W. Daily Jr., Bill Emerson; Mgr.: Ken Marrs; Buyers: Singles, Alta Hays; Albums & Tape, Ken Marrs. (Recs. & tape).

Transcontinental Music Corp., 4845 Cash Rd. Zip: 75247. Tel: 637-3774. Sr. VP: Al Driscoll; Mgrs.: Paul Robertson; Mike Meyer.
Regional offices: Boston, Mass.; Albany, N.Y.

● **EL PASO (Area Code 915)**
Sunland Supply Co. Inc., 2227 Texas Ave. Zip: 79901. Tel: 533-5901. Pres.: William M. Shapiro. Buyers: Recs., Richard Kalina; Tape, Gilbert Venegas. (Recs. & tape).

● **HOUSTON (Area Code 713)**
Acme Dist'g Co., 3743 University Blvd. Zip: 77005. Tel: 665-0741. Owner & Mgr.: Kenneth Parish. (Recs. & tape).
H. W. Daily Inc., 314 E. 11 Ave. Zip: 77008. Tel: 861-8108. Owners: Bud & Don Daily. (Recs. & tape).
Lotasso, PO Box 10860, 1634 Wakefield Dr. Zip: 77018. Tel: 686-1155. Owner & Mgr.: Albert H. Eickenhorst. (Recs. only—albums).
Record Dist'g Co., 901 Commerce. Zip: 77002. Tel: CA 7-4221. Owner: Larry M. Rosmarin; Mgr.: Al Acuna; Buyers: Singles, Mary Ann Martinez; Albums, Larry M. Rosmarin; Tape, Reagan Calhoun. (Recs. & tape).
Record Serv. Co., 614 Dennis St. Zip: 77006. Tel: 528-5521. Gen. Mgr.: Russ Reeder; Tape Mgr.: Tex Schofield; Buyers: Singles, Russ Reeder; Albums & Tape, Tex Schofield. (Recs. & tape).
Record Specialties Co., PO Box 19132, 9799 Pine Lake. Zip: 77024. Tel: 468-2765. Owner & Mgr.: Harvey Hood. (Recs. & tape).
Records of Houston, 316 E. 11 Ave. Zip: 77008. Tel: 861-8108. Mgrs.: Bud & Don Daily. (Recs. & tape).
Western Mdsrs., 4610 45 St. E. Zip: 79404. Tel: 77004. Tel: 529-3779. Mgr.: Jerry Joseph. (Recs. & tape).
Home office: Amarillo, Tex.

● **LUBBOCK (Area Code 806)**
Recordland USA Inc., 3819 Ave. "A." Zip: 79404. Tel: 797-4444. Pres.: Allan Rosen; VP: Bobby Iseral; Buyers: Singles, Reuben Stewart; Albums & Tape, Bobby Iseral. (Recs. & tape).
Western Mdsrs., 4610 45 St. E. Zip: 79404. Tel: SW 9-1921. (Recs. & tape).
Home office: Amarillo, Tex.

● **MIDLAND (Area Code 915)**
Western Mdsrs., 3310 Bedford. Zip: 79701. Tel: 694-1173. (Recs. & tape).
Home office: Amarillo, Tex.

● **SAN ANGELO (Area Code 915)**
J. P. Biddle Co., PO Box 3051. Zip: 76901. Tel: 653-8923. Owner: J. P. Biddle; Mgr.: Ira Parks Jr.; Buyers: J. P. Biddle, Ira Parks Jr. (Recs. & tape).
Western Mdsrs., 2223 Stanton St. Zip: 76901. Tel: 949-0230. (Recs. & tape).
Home office: Amarillo, Tex.

● **SAN ANTONIO (Area Code 512)**
Rangel Rec. Dist's., 809 Fredericksburg Rd. Zip: 78201. Tel: 735-6111/3601. Mgr.: Manuel E. Rangel; Buyers: Singles, Mary Valdez; Albums, Manuel E. Rangel. (Recs. only).

● **WICHITA FALLS (Area Code 801)**
Western Mdsrs., 1522 Glendale Dr. Zip: 76203. Tel: 767-5234. (Recs. & tape).
Home office: Amarillo, Tex.

UTAH

● **SALT LAKE CITY (Area Code 801)**
A B C Rec. & Tape Sales Corp. (formerly Billinis Dist'g Co.), 3575 South 700 West. Tel: 266-3540. Regional VP: John Billinis. (Recs. & tape).
Regional branch: Denver, Colo.
Home office: Seattle, Wash.

Huish Dist'g Co., 2525 South Eighth West. Zip: 84115. Tel: 486-7611. Owner: Paul W. Huish; Mgr.: Ross J. Davis. (Recs. & tape).
Mountain West Dist's. Inc., 2195 S.W. Temple. Zip: 84115. Tel: 467-0202. Owners: Dick Brower, Rulon Reynolds; Buyer: Rulon Reynolds. (Recs. & tape).

VERMONT

● **ST. JOHNSBURY (Area Code 802)**
St. Johnsbury Rec. Dist's., Railroad St. & Eastern Ave. Zip: 05819. Tel: 748-2475. Pres. & Buyer: Loren Phelps; Mgr.: Keith Phelps. (Recs. & tape).

● **SOUTH BURLINGTON (Area Code 802)**
Almor Whsle. Dist'g Co. Inc., Dorset St. Zip: 05401. Tel: 864-4087. Mgr.: Ray Baron. (Recs. & tape).
Home office: Amsterdam, N.Y.

VIRGINIA

● **FALLS CHURCH (Area Code 703)**
Giant Music Whsle. Inc., 133 S. Washington St. Zip: 22046. Tel: 534-3773. Pres.: Jack Shaver; Buyer: Skip Blackburn. (Recs. & tape).

● **RICHMOND (Area Code 703)**
Meridian Electronics Inc., 1001 W. Broad St. Zip: 23220. Tel: 355-6521. Pres.: A. J. Dere. (Recs. & tape).
Pat's One Stop (div. of Entertainment Inc.), PO Box 2219. Zip: 23217. Tel: MI 8-4791. Pres.: Pat Cohen. (Recs. & tape).

● **ROANOKE (Area Code 703)**
Sav-A-Stop, 1111 Industry Ave. S.E. Tel: 342-8916. VP & Gen. Mgr.: N. Bostick Mink; Sales Mgr.: Cy A. Carper; Buyer: Sherrill Vance. (Recs. only).
Home office: Jacksonville, Fla.

Turner Candy Co., 516 Rorer Ave. S.W. Zip: 24008. Tel: 342-0500. Pres.: A. L. Turner Jr. (Recs. & tape).

WASHINGTON

● **SEATTLE (Area Code 206)**
A B C Rec. & Tape Sales Corp. (formerly Consolidated Rec. Dist's. Inc.), 729 S. Fidalgo St. Zip: 98108. Tel: 763-8600. VP & Gen. Mgr.: Stan Sulman. (Recs. & tape).
Branches: ABC Rec. & Tape Sales Corp. in Los Angeles, Calif.; Des Moines, Iowa; Dallas, Tex.; Salt Lake City, Utah—New Deal Rec. Serv. Corp. in Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa.—Selected Tape & Rec. Co. in Chicago, Ill.

General Rec. Serv. Inc., 6565 Seventh Ave. S. Zip: 98108. Tel: RO 7-7444. Gen. Mgr. & Buyer: Paul H. Portteus. (Recs. & tape).
Major Dist's. Inc., 620 N.W. Bright St. Zip: 98107. Tel: 789-1600. Owners: C. P. Paschall, G. E.

Gollihur; Gen. Mgr.: R. G. Anderson; Buyers: Singles, Mike Brower; Albums, E. William Moore; Tape, Guy N. Stewart. (Recs. & tape).
Stereo Tape Discounters, 301 Nickerson. Zip: 98109. Tel: AT 4-4020. Mgr. & Buyer: Douglas V. Franz. (Tape only).

Transcontinental Music Corp., 9860 40 Ave. S. Zip: 98118. Tel: PA 5-2500. Mgr.: Al Zangrillo. Regional office: San Francisco, Calif.

Washington Rec. Outlet (div. of Fidelity Northwest Inc.), 125 First Ave. N. Zip: 98109. Tel: 284-8990. Tape Mgr.: Lew Choate. (Recs. & tape).

WISCONSIN

● **EAU CLAIRE (Area Code 715)**
Arrow Racks, 1609 Laurel Ave. Zip: 54701. Tel: 832-2533. Owner: R. W. Meyer. (Recs. & tape).

● **MADISON (Area Code 608)**
Rapid Sales Co. Inc. 1019 Jonathon Dr. Zip: 53713. Tel: 257-3088. Pres. Rolf V. Voegelin; Buyers: Singles, Lowell Grass; Albums & Tape: Donald E. Smith. (Recs. & tape).

● **MILWAUKEE (Area Code 414)**
Modern Rack Sales Inc., 5825 N. 96 St. Zip: 53225. Tel: 462-8030. Owner: John F. O'Brien; Mgr. & Buyer: James Brunner. (Recs. only).
Musical Isle Rec. Corp. Tel: 264-4380. Pres.: Milton Salstone; VP & Gen. Mgr.: Victor Faraci. (Recs. & tape).
Home office: Chicago, Ill. (SEE ADVERTISE-
MENT)

National Tape Dist's. Inc., PO Box 3808, 530 N. 22 St. Zip: 53233. Tel: 342-3885/8422. Pres.: James J. Tiedjens; VP: Robert E. Well; Nat'l Mds. Mgr.: Marlie Waak; Adv. Mgr.: Joe Olbrys.

Branches: Reno, Nev.; Linden, N.J.
Record City (div. of Taylor Electric Co.), PO Box 2359. Zip: 53212; 10510 N. Port Washington Rd., Mequon. Zip: 53092. Tel: 241-3970. Mgr.: Harold E. Rietz; Buyer: Gordon C. Pelzek. (Recs. & tape).

Taylor Electric Co., 4080 N. Port Washington Rd. Zip: 53212. Tel: 964-4321. Owner: J. A. Taylor; Buyer: Vera Ugoretz. (Recs. & tape).
Branch: Record City.

● **RACINE (Area Code 414)**
Soulville, 507 Main St. Zip: 53403. Tel: 634-9633. Prop.: Jack Huennekens. (Recs. & tape).

● **WAUSAU (Area Code 715)**
B M I Music Dist's. (div. of Wausau Musical Isle Ltd.), 229 Third St. Zip: 54401. Tel: 842-3995. Pres.: Robert Peyovich. (Recs. & tape).

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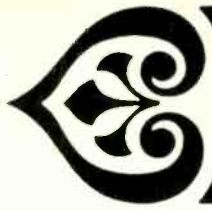
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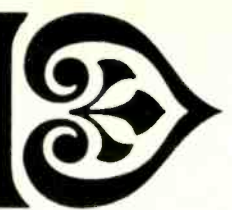
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- **BIRMINGHAM (Area Code 205)**
Angel Tape Dist'g Co. Inc., 3003 Sixth Ave. S.
Zip: 35233. Tel: 328-2548. Pres.: Bob Angel;
Mgr.: David Ivey. (Tape only).
Music Center Rec. Dist's., 416 N. 19 St. Zip: 35203.
Tel: 251-8252. Owner & Mgr.: Virgil C. Lugar;
Buyers: Audrey & Virgil C. Lugar. (Recs. &
tape).
Victory Rec. Serv., 1608 First Ave. N. Zip: 35204.
Tel: 324-9505. Owner & Mgr.: Morris S. Co-
rona. (Recs. & tape).

- **MOBILE (Area Code 205)**

- Music City Rec. Serv. Inc. (div. of Super Stores
Inc.), 4008 Dauphin Island Pkwy. Zip: 36605.
Tel: 471-2437. Pres.: John W. Beck; Mgr. &
Buyer: Raeford Booth. (Recs. & tape).

ARIZONA

- **PHOENIX (Area Code 602)**

- Arizona One Stop (div. of ARC Inc.), 2029 N. Black
Canyon Hwy. Zip: 85009. Tel: 252-4013. Pres.
& Mgr.: Mrs. Margo Grover. (Recs. & tape).
Associated Dist's. Inc., 3803 N. 36 Ave. Zip: 85019.
Tel: 278-5584. Mgr.: Leonard M. Singer; Buy-
er: Angela C. Singer. (Tape only).
Smash Rec. Dist's., 2911 W. Fairmount. Zip: 85017.
Tel: 264-5659. Gen. Mgr.: Mrs. Jackie Elgas.
(Recs. only—45 rpm's).

ARKANSAS

- **LITTLE ROCK (Area Code 501)**

- Bill Fisher Auto Air Conditioning Inc., 2905 Can-
trell Rd. Zip: 72202. Tel: 664-0275. Pres.:
William S. Fisher Jr.; Buyer: William S. Fisher
III. (Tape only).

CALIFORNIA

- **CAMPBELL (Area Code 408)**

- Curto's Auto Stereo, 2228 S. Bascom Ave.. Zip:
95008. Tel: 371-1476. Owner: Gary Curto.
(Tape only).

- **DANVILLE (Area Code 415)**

- M & M Recs., 295 N. Hartz Ave. Zip: 94526. Tel:
837-6922. Gen. Mgr.: Gordon C. George; Buy-
ers: Singles & Tape, Gordon C. George; Albums,
Warren B. Tanner. (Recs. & tape).

- **FRESNO (Area Code 209)**

- Discorama, 1321 Fulton Mall. Zip: 93721. Tel: 485-
8840. Mgr.: Carl Johnston. (Recs. & tape).
Home office: San Jose, Calif.

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

- Atlas-Rand Corp., 1011 Chestnut St., Burbank. Zip:
91502. Tel: 845-2401. VP: Phil Klaffer. (Tape
only).
Home office: See New York, N.Y.
Auto-Music Inc., 2622 S. La Cienega Blvd. Zip:
90034. Tel: 870-0401. Pres.: I. R. Stulman.
(Tape only).
California Music Co., 2933 W. Pico Blvd. Zip:
90006. Tel: 733-1181. Owners: Sam Ricklin;
Mgr.: Buddy Robinson; Buyers: Singles, Jerry
Barish; Albums & Tape, Nash Lazaide. (Recs.
& tape).
Car Tapes Inc., 16725 Roscoe Blvd., Van Nuys. Zip:
91406. Tel: 894-8368. Mgr.: Len Lasker. (Tape
only).
Home office: Chicago, Ill.
Garbell Rec. Rack Serv., 13400 Saticoy St., No. 4,
North Hollywood. Zip: 91605. Tel: 785-9777.
Owner & Buyer: Gordon G. Garbell; Mgr.: Loren
G. Garbell. (Recs. only—albums).
John's Music, 11020 S. Main St. Zip: 90061. Tel:
755-1165. Owner: John L. Jackson; Mgr.: Mary
L. Jackson; Buyers: Singles, Mary L. Jackson;

- Albums, John L. Jackson; Tape, Marie Jackson.
(Recs. & tape).
Linden Dist'g Co., 929 Larrabee St., Suite 12. Zip:
90069. Tel: 657-1534. Mgr.: Lindy Blaskey;
Buyers: Singles & tape, Lindy Blaskey; Albums,
Joe Martinez. (Recs. & tape).
Luenhagen Rec. Bar Inc., 2722 W. Pico Blvd. Zip:
90006. Tel: 737-0432. Pres.: W. H. Luenhagen;
VP & Mgr.: Mary Solle; Singles Buyers: Mary
& Kay Solle. (Recs. only—jukebox).
N M C Corp., 1535 W. Rosecrans, Gardena. Zip:
90249. Tel: 532-9561. Mgr. & Buyer: Norman
Goodwin. (Recs. & tape).
Home office: Oceanside, L.I., N.Y.
Nehi Rec. Dist'g Co., 615 W. Washington Blvd. Zip:
90015. Tel: 746-1808. Pres.: Tom Heiman;
Gen. Mgr.: Wayne Volat; Buyers: Singles,
Wayne Volat; Albums, Frank Miko. (Recs. only).
Op's 1 Stop, 2707 W. Pico Blvd. Zip: 90006. Tel:
737-4540. Owner: Jack Douglas; Mgr.: Jack
Frost; Buyers: Singles, Jack Frost; Albums &
Tape: Jack Douglas. (Recs. & tape).
Pico Blvd. Rec. Sales, 4100 1/2 W. Pico Blvd. Zip:
90019. Tel: 731-5104. Buyer: Richard Susser.
(Recs. only).
Saturn Recs., 2707 W. Pico Blvd. Zip: 90006. Tel:
737-0616. Owner: Jack Douglas; Mgr.: Jack
Frost; Buyers: Singles, Jack Frost; Albums,
Jack Douglas; Tape, Barbara Nicholson. (Recs.
& tape).
Sun State Music Dist's. Inc., 2669 W. Pico Blvd.
Zip: 90006. Tel: 383-4137. Mgr.: George
Morte; Buyer: B. Reese. (Recs. & tape).
Tape Mdsq. Co. Inc., 5873 Rodeo Rd. Zip: 90016.
Tel: 870-0246. Owner: Sid Talmadge; Gen.
Mgr.: John McDaniel; Buyer: Leonard Cummins.
(Tape only).
United Tape Corp., 2525 W. Ninth St. Zip: 90006.
Tel: 386-1821. Pres.: Ralph Kaffel; Mgr.: Bob
Gerstlauer. (Tape only).
West Coast Music Sales, 2833-35 W. Pico Blvd. Zip:
90019. Tel: 735-1565. Owner & Mgr.: Joel
Miller. (Recs. & tape). (SEE ADVERTISEMENT)

- **SACRAMENTO (Area Code 916)**

- Tower Recs. One Stop (div. of MTS Inc.), 2500 16
St. Zip: 95818. Tel: 444-3000. Owner: Russell
Solomon; Gen. Mgr. & Buyer: John Schair.
(Recs. & tape).

- **SAN BERNARDINO (Area Code 714)**

- Braviroff Piano & Music Co., 1170 "E" St. Zip:
92410. Tel: 889-8596. Owner: Harvey Braviroff;
Mgr. & Buyer: Michael Braviroff. (Recs. &
tape).

- **SAN DIEGO (Area Code 714)**

- Discount Rec. Serv., 6178 University Ave. Zip:
92115. Tel: 286-3333. Owner: Milton Levine;
Mgr. & Buyer: Charles Bush. (Recs. & tape).
Branch: Los Angeles, Calif.
Ratner Electric, 745 Broadway. Zip: 92101. Tel:
234-3363. Owner: Marco Ratner; Mgr.: Myrtle
D'Onofrio; Buyers: Recs., Myrtle D'Onofrio;
Tape, Seymour Ratner. (Recs. & tape).

- **SAN FRANCISCO & BAY AREA
(Area Code 415)**

- BOS 1 (Basford One Stop), 800 Mariposa St. Zip:
94107. Tel: 621-7764. Mgr.: Fred Pollastrini;
Buyers: Recs., Fred Pollastrini; Tape, Jack
Solinger. (Recs. & tape). (SEE ADVERTISEMENT)
Nor Cal Super Stop (div. of Transcontinental Music
Corp.), 868 Cowan Rd., Burlingame. Zip: 94010.
Tel: 697-6800. VP & Gen. Mgr.: Bill Hall;
Tape Mgr.: John Iott. (Recs. & tape).
Home office: New York, N.Y., Transcontinental
Music Corp.
Pic-A-Tune Inc., 1461 Park Ave., Emeryville. Zip:
94608. Tel: 654-0773. Pres.: David Watson;
VP & Gen. Mgr.: Vern Cupples; Buyers: Hal
Furtney, Dick Honahoe. (Recs. & tape).
Branches: San Francisco, Calif., 645 Bryant St.
Zip: 94107. Tel: 781-8171. Mgr.: Leon P.
Bohn; Buyers: Singles, Leon P. Bohn; Albums,
Alba Improta-Reno, Nev., Ranchito Dist'g.

- **SAN JOSE (Area Code 408)**

- Discorama, 227 S. First St. Zip: 95113. Tel: 286-
5838. Owner: Art Walker; Mgr. & Buyer: Ruben
Mella. (Recs. & tape).
Branch: Fresno, Calif.

- **SUNNYVALE (Area Code 408)**

- Records Unlimited, PO Box 2070. Zip: 94087. Tel:
732-0588. Owner & Mgr.: C. Wayne Coombs
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COLORADO

- **DENVER** (Area Code 303)
A B C Rec. & Tape Sales Corp., 10625 E. 47 Ave.
Zip: 80239. Tel: 343-7822. Mgr.: Ted DeFleron.
(Recs. & tape).
Regional office: Salt Lake City, Utah.
- A & N, PO Box 2671. Zip: 80201. Tel: 222-8062.
Owner: James C. Scott Sr.; Mgr.: L. Dean;
Buyers: Singles, James C. Scott Jr.; Albums &
Tape: L. Dean. (Recs. & tape).
- Alert One Stop (div. of Transcontinental Music
Corp.), 1111 S. Platte River Dr. Zip: 80223.
Tel: 733-7203. Sr. VP: Earl Woolf; VP: Ed
Hacker; Sales Mgr.: Marc Bertone; Opns. Mgr.:
Joyce Dennis. (Recs. & tape).
Home office: New York, N.Y. Transcontinental
Music Corp.
- Infal Recs. Inc., 2144 Champa St. Zip: 80202. Tel:
892-7141. Mgr.: Victor M. Hernandez. (Recs.
& tape).
- Mile Hi One Stop Inc., 77 Kalamath St. Zip: 80223.
Tel: 255-2021. Owners: Louis & Joe Oxman;
Mgr.: Bob Krug; Buyers: Singles, Manny Mar-
tinez; Albums, Bob Krug; Tape, Celeste Ray.
(Recs. & tape).
- Mountain Dists., 3630 Downing St. Zip: 80205. Tel:
222-8518. Owner: Peter J. Geritz. (Recs. only).
- Music Mdsrs. of Denver (div. of Davis Sales Co.),
3825 Newport St. Zip: 80207. Tel: 321-1226.
Owner: S. William Davis; Mgr.: Paul Marcus;
Buyers: Recs., Paul Marcus; Tape, Steve
Davis. (Recs. & tape).
- One Stop Rec. Dists. (sub. of Western Merchants
Whsle.), 6265 E. Evans Ave. Zip: 80222. Tel:
757-8551. Mgr. & Buyer: Robert M. Baker.
(Recs. & tape).

CONNECTICUT

- **HARTFORD & EAST HARTFORD**
(Area Code 203)
- Central Rec. & Tape Dists. Inc., 477 Park Ave.,
East Hartford. Zip: 06108. Tel: 289-4349.
Pres.: Edward E. Stein; VP & Buyer: Robert
Hoyt; Mgr.: John Rocanello. (Recs. & tape).
- Dave's, 313 Park Ave, East Hartford. Zip: 06108.
Tel: 289-6122. Owner & Buyer: Dave Bratner.
(Recs. & tape).
- Eastern One Stop (div. of Transcontinental Music
Corp.), 734 Tolland St., East Hartford. Zip:
06108. Tel: 528-9333. VP: Richard J. God-
lewski; Buyer: Billy Gilbert. (Recs. only).
Home office: New York, N.Y., Transcontinental
Music Corp.

continued on page 160

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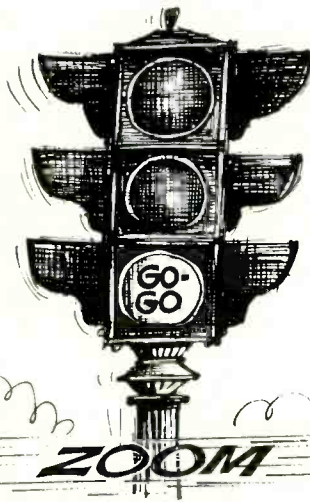
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- Globe Rec. Dist'g Corp., 328 Tolland St., East Hartford, Zip: 06108. Tel: 289-6424. Owner: Eugene Gotthelf; Mgr. & Buyer: Wayne Marshall. (Recs. & tape).
- Leslie Dist's. New England (div. of Roskin Dist's. Inc.), 275 Park Ave., East Hartford, Zip: 06108. Tel: 289-9361. Owner: S. Roskin; Mgr.: Tom Markoski. (Recs. & tape).
- Transcontinental Dist'g Corp., 734 Tolland St., East Hartford, Zip: 06108. Tel: 289-8631. VP: Richard J. Godlewski; Buyer: Ed Riley. (Tape only).
Home office: New York, N.Y., Transcontinental Music Corp.
- **NEW HAVEN (Area Code 203)**
Cutler's Rec. Shop, 33 Broadway, Zip: 06511. Tel: 777-6271. Owner & Buyer: Jason Cutler. (Recs. only).

DISTRICT OF COLUMBIA

- **WASHINGTON & ENVIRONS (Area Code 202)**

(Also see listings under Baltimore, Md.)

- District Recs. Inc., 2146 24 Pl. N.E. Zip: 20018. Tel: 832-3600. Owner: James Schwartz; Mgr. & Buyer: James T. Walker. (Tape only). (SEE ADVERTISEMENT)
- Potomac Music & Rec. Serv., 3746 10 St. N.E. Zip: 20017. Tel: 529-0882. Pres.: Michael P. Mackulic; VP: John E. Kmiec; Buyer: Craig Hyatt. (Recs. & tape).
- Quality Music Co., 5772 Second St. N.E. Zip: 20011. Tel: 529-5048. Owners: Max Silverman, Gene Levy, Herb Cohen; Buyer: Gene Levy. (Recs. & tape).

FLORIDA

- **JACKSONVILLE (Area Code 904)**
Budisco One Stop, 60 Riverside Ave. Zip: 32202. Tel: 355-6443. (Recs. only).
- **MIAMI METROPOLITAN AREA (Area Code 305)**
Budisco One Stop, 286 N.W. 29 St. Zip: 33127. Tel: 633-6031. (Recs. only).
Florida One Stop (div. of Florida Music & Vending), 1100 N.W. 163 Dr. Zip: 33169. Tel: 621-1415. Pres.: Edgar C. Blankenbecker. (Recs. only).
Ernest C. Reyer, PO Box 7253, Zip: 33155. Tel: 233-1829. Owner: Ernest C. Reyer. (Recs. & tape).
- **SARASOTA (Area Code 813)**
Distributors Inc., 258 Shopping Ave. Zip: 33577. Tel: 955-9191. Owner: Ernest C. Kuban; Gen. Mgr.: W. G. Potter; Buyer: Gary Kuban. (Recs. & tape).
- **TALLAHASSEE (Area Code 904)**
One Stop Rec. Co. Inc., Rt. 1, Box 31A. Zip: 32301. Tel: 224-4015. Pres.: M. B. Martin; Mgr. & Buyer: Hugh Martin. (Recs. & tape).
- **TAMPA (Area Code 813)**
Florida Electronics Inc., 2106 Main St. Zip: 33607. Tel: 251-3169. Mgr.: Vincent Lubrano; Buyers: Singles & Albums, Mrs. Vincent Lubrano; Tape, Vincent Lubrano. (Recs. & tape).

- **GEORGIA**
- **ATLANTA (Area Code 404)**
Gate City Rec. Serv., 1073 Huff Rd. N.W. Zip: 30318. Tel: 351-4821. Owner: Gerald Friedman; Mgr.: Ted Pousman. (Recs. only). (SEE ADVERTISEMENT)
- **CLARKESVILLE (Area Code 404)**
Clarkesville Rec. Sales Co., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Roseffy; Mgr.: James Stockton; Buyers: Singles & Tape, James Stockton; Albums & Tape, Peter J. Roseffy. (Recs. & tape).
- **DEMOREST (Area Code 404)**
Ralph's Radio Music, PO Box 127. Zip: 30535. Tel: 723-3884. Owner: Ralph Raper. (Recs. & tape).

HAWAII

- **HONOLULU (Area Code 808)**
Records Hawaii Inc., 1280 Kapiolani Blvd. Zip: 96814. Tel: 536-3888. Owner & Mgr.: John F. Leonard; Owner & Buyer: Carl Schumacher. (Recs. & tape).

ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**
All Rec. Serv. Co., 2931 N. Pulaski Rd. Zip: 60641. Tel: 725-4426. Owner: Thomas B. Farrell; Mgr. & Buyer: Donald M. Zimmerman. (Recs. & tape).

- **INDIANA**
 - **DECATUR (Area Code 219)**
Midwest Dist's., 138 N. Second St. Zip: 46733. Tel: 724-2066. Buyer: Dolores Harker. (Recs. & tape).
 - **FORT WAYNE (Area Code 219)**
Car-Tape Dist's. Inc., PO Box 5122, 211 E. State St. Zip: 46805. Tel: 484-2922. Owner & Mgr.: Robert W. Carreaux; Buyers: Singles & Albums, Jane Witte; Tape, Larry Radke. (Recs. & tape).
 - **INDIANAPOLIS (Area Code 317)**
C C Rec. Co. of Indiana Inc., 3708 E. 38 St. Zip: 46218. Tel: 546-4330. Owner & Mgr.: Charles W. Collier. (Recs. only).
Mobile Rec. Serv. Co., 968 N. Rochester Ave. Zip: 46222. Tel: 636-1697. Mgr.: David Coy. (Recs. only).
Home office: Pittsburgh, Pa.
 - **IOWA**
 - **DE WITT (Area Code 319)**
Mobile Rec. Serv. Co., 1106 14 St. Zip: 52742. Tel: 659-8513. Mgr.: Larry Steward. (Recs. only).
Home office: Pittsburgh, Pa.
- All Tapes Dist'g Inc., 2623 N. Pulaski Rd. Zip: 60639. Tel: 342-6600. Owners: Edward Yalowitz, Kent Beauchamp; Mgr.: Richard Kudolla; Buyers: Fred Levin, Dave Remedi. (Tape only). (SEE ADVERTISEMENT)
- Atlas-Rand Corp., 3770 W. Pratt Ave., Lincolnwood, Zip: 60645. Tel: 679-4680. VP: Jim Cartagno. (Tape only).
Home office: See New York, N.Y.
- Barney's One Stop Rec. Serv., 3234 W. Roosevelt Rd. Zip: 60624. Tel: 826-1828. Pres.: Willie J. Barney; Buyer: Lillian Stanley. (Recs. only). (SEE ADVERTISEMENT)
- Car Tapes Inc., 320 W. Ohio St. Zip: 60610. Tel: 943-5158. Pres.: James LeVitus; VP Sales: Edwin A. Swire. (Tape only).
Branch: Los Angeles, Calif.
- Galgano Dist. Corp., 4135 W. Armitage Ave. Zip: 60639. Tel: 342-7060. Owner: Anthony Galgano; Mgr. & Buyer: John Galgano. (Recs. & tape). (SEE ADVERTISEMENT)
- Little Al's Recortapes, 3216 W. Lawrence Ave. Zip: 60625. Tel: 478-6114. Owner & Mgr.: Al Temaner; Buyer: Dora Temaner. (Recs. & tape). (SEE ADVERTISEMENT)
- London Recs. Midwest Dist'g Corp., 2419 S. Michigan Ave. Zip: 60616. Tel: 842-4440. Rec. & Sales Mgr.: Mel Kahn; Tape Mgr.: Stan Meyers; Promo.: Sam Cerami, Erwin Barg. (Tape only).
- Mr. T's Volume Rec. & Tape Sales, 1729 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum. (Recs. & tape).
- Musical Isle Rec. Corp., 1550 S. State St. Zip: 60605. Tel: 225-2929. Pres.: Milton Salstone; VP & Gen. Mgr.: Victor Faraci. (Recs. & tape).
Branch: St. Louis, Mo. (SEE ADVERTISEMENT)
- Pan American Recs. Inc., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Owner: M. S. Frenkel; Mgr.: F. Nava. (Recs. & tape).
- Rapid One-Stop, 2623 N. Pulaski Rd. Zip: 60639. (Recs. only). (SEE ADVERTISEMENT)
- Singer One-Stop Recs. Inc., 1812 W. Chicago Ave. Zip: 60622. Tel: 486-7400. Owners: Fred & Joseph Sipiora; Mgr.: Gus Tartoli; Buyer: Fred Sipiora. (Recs. & tape).
Branch: 2952 W. 63 St. Zip: 60629. Tel: 778-3534. Mgr. & Buyer: Joseph Sipiora.
- Susan Dist'g Co./Sam Sales (div. of Lieberman Ent's.), 7330 Niles Ctr. Rd., Skokie. Zip: 60076. Tel: 674-4390. Owner: David Lieberman; Mgr.: Larry Backe; Buyers: Singles, Morrie Evans; Albums & Tape, Larry Backe. (Recs. & tape).
Home office: Minneapolis, Minn., Acme Music Serv./Sam Sales.
- Tape Dist's. of America, 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Mgr.: Morton A. Ohren; Buyer: Jack Krug. (Tape only). (SEE ADVERTISEMENT)
- Universal Music Mdsrs. Inc. 9047 N. Terminal, Skokie, Zip: 60076. Tel: 965-1810. Pres.: Joe Weiss; Buyers: Singles, Al Gluck; Albums & Tape, Bette Andrews. (Recs. & tape).
- World's One Stop, 2317 S. Michigan Ave. Zip: 60616. Tel: 842-4307. Owner: Morris Goldstein. (Recs. only).

• **DES MOINES (Area Code 515)**

A B C Rec. & Tape Sales Corp. (formerly Major Rec. Corp.), 1520 Walnut St. Zip: 50309. Tel: 288-7001. Owner: Jack Silverman; Mgr.: Robert Pockrandt; Buyers: Singles, Jerry Cunningham; Albums, George Smith; Tape, Lu Hummell. (Recs. & tape).
Regional branch: Kansas City, Mo.
Home office: Seattle, Wash.

J. L. Marsh Inc. of Iowa (div. of Pickwick Int'l), 1630 Locust. Zip: 50309. Tel: 282-8185. Gen. Mgr.: Jack Mishler; Sales: Don Cooper. (Recs. & tape).

KANSAS

• **LAWRENCE (Area Code 913)**

Kief's Rec. & Stereo Supply Inc., PO Box 2, 711 W. 23 St. Zip: 66044. Tel: 842-1544. Pres. & Buyer: John Kiefer; Mgr.: Jim Brown. (Recs. & tape).

• **WICHITA (Area Code 316)**

Davidson's One Stop Phono Recs., 1559 S. Broadway. Zip: 67211. Tel: 265-0012. Mgr.: Evelyn Oakes. (Recs. & tape).
Home office: Kansas City, Mo.
Giant One Stop, 203 E. Douglas St. Zip: 67202. Tel: AM 5-7508. Owner: I. Albert. (Recs. & tape).

KENTUCKY

• **CAMPBELLSVILLE (Area Code 502)**

Central Electronics, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron. (Recs. & tape).

• **LOUISVILLE (Area Code 502)**

Kentuckiana Rec. Sales, PO Box 261, 560 S. Fourth St. Zip: 40202. Tel: 582-3331. VP & Mgr.: Kenneth Vine; Buyers: Singles & Albums, Helen Vine; Tape, Ken Charles. (Recs. & tape).
King Rec. Shop, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Owner: Gene King. (Recs. & tape).
Shively One Stop, 4464 Shively Ctr. Zip: 40216. Tel: 447-4951. Owner & Mgr.: A. R. Brown. (Recs. & tape).
Tiff's Rec. Store, 309 S. Fourth St. Zip: 40202. Tel: 584-4933. Owner: Martin Cohn; Mgr.: Ralph Gunning; Buyers: Singles, Georgia Johnson; Albums & Tape, Gregory Searcy. (Recs. & tape).

• **OWENSBORO (Area Code 502)**

Wax Works Inc., 320 Washington Ave. Zip: 42301. Tel: 683-1585. Owner & Mgr.: LeRoy Woodward; Buyers: Recs., LeRoy Woodward; Tape, Terry Woodward. (Recs. & tape).

LOUISIANA

• **ALEXANDRIA (Area Code 318)**

Gospel Rec. & Music Dist., 1416 Fifth St. Zip: 71301. Tel: 443-1930. Owner & Mgr.: J. D. Davis. (Recs. & tape).

• **LAFAYETTE (Area Code 318)**

Stagg's Music Shoppes Inc., 503 N. University Ave. Zip: 70501. Tel: 232-1575. Owner: L. R. Stagg; Mgr.: Mrs. L. B. Stagg; Buyers: Singles, Barbara Brasseaux; Albums, Mrs. L. B. Stagg. (Recs. only).
Branch: New Iberia, La.

• **NATCHITOCHE (Area Code 318)**

R & S Sales, PO Box 2177, 111 Second St. Zip: 71457. Tel: 352-9255. Owner: S. Vance. (Recs. & Tape).

• **NEW IBERIA (Area Code 318)**

Stagg's Music Shoppes Inc., 204 E. Main St. Zip: 70560. Tel: 364-5941. Mgr.: Nita Gilbert. (Recs. only).
Home office: Lafayette, La.

• **NEW ORLEANS METROPOLITAN AREA (Area Code 504)**

One Stop Rec. Shop, 350 S. Rampart St. Zip: 70150. Tel: 524-3372. Owner: Joe Assunto; Mgr. & Buyer: Lloyd Legendre. (Recs. only).
Operators One Stop Inc., 4006 Eden St. Zip: 70125. Tel: 822-1418. Owner & Mgr.: Jack Bernard. (Recs. & tape).
Territo's 510 Lafayette St., Gretna. Zip: 70053. Tel: 361-9168. Owner & Mgr.: Samuel Territo. (Recs. & tape).

• **SHREVEPORT (Area Code 318)**

Stan's Rec. Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Owner: Stanley J. Lewis; Gen. Mgr.: Ronn Lewis; Tape Mgr.: Ed Westergaard; Buyers: Singles, Pete Pizzolato; Albums, Ronn Lewis; Tape, Ed Westergaard. (Recs. & tape).
(SEE ADVERTISEMENT)

• **VILLE PLATTE (Area Code 318)**

Floyd's Rec. Serv., PO Box 506, 434 E. Main St. Zip: 70586. Tel: 363-2184. Buyers: Ray Lafleur, Floyd Soileau. (Recs. & tape).

MAINE

• **PORTLAND (Area Code 207)**

Commercial Dist., 212 Anderson St. Zip: 04101. Tel: 774-5362. Owner: Herbert Holmes Sr.; Mgr.: V. Harry Mooradian; Buyers: Singles, Bill Caron; Albums, V. Harry Mooradian, Bill Tiffany; Tape: V. Harry Mooradian. (Recs. & tape).
Portland Rec., 84 W. Cove St. Zip: 04101. Tel: 772-6551. Owner: J. C. Boyd; Mgr. & Buyer: C. Roy Rice. (Recs. & tape).

MARYLAND

BALTIMORE METROPOLITAN AREA

(Area Code 301)
(Also see listings under District of Columbia).
Coronet Music, 4724 Bonnie Brae Rd., Pikesville. Zip: 21208. Tel: 655-5145/4031. Pres.: Sam Anoff. (Recs. & tape).
D & H Dist'g Co., 2025 Worcester St. Zip: 21230. Tel: 727-5100. Mgr.: Bud Vogt. (Recs. & tape).
Home office: Harrisburg, Pa.
Ellis Dist'g Corp., 5256 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Owner: Edgar H. Ellis; Mgr.: Irwin Bloom; Buyers: Singles, Thomas Ansteaff; Albums, James Hendrix; Tape, Robert McKenzie. (Recs. & tape).
Musical Sales One Stop Inc., 134 W. Mount Royal Ave. Zip: 21201. Tel: 837-5757. Owner: Milton I. Bereson; Mgr.: Walter Meineke; Buyers: Singles, Walter Meineke; Albums, Joseph Stinett; Tape, Milton I. Bereson. (Recs. & tape).
New Deal Rec. Serv. Corp., 4524 O'Donnell St. Zip: 21224. Tel: 342-3350. Mgr.: Ronald Bollon. (Recs. & tape).
Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.
One Stop Rec. Serv., 409 W. Cold Spring Ln. Zip: 21210. Mgr.: Nathan Barnett; Buyers: Singles, Marc Perel; Albums, Michael Richman. (Recs. & tape).
Redisco (The Recs. Dist'g Co.), 1815 Guilford Ave. Zip: 21202. Tel: 727-6420. Owner: Oscar Buchman; Mgr.: Milton Mehlman; Buyers: Singles, Milton Mehlman; Albums, Oscar Buchman. (Recs. & tape).
Your Super Music, 509 N. Gay St. Zip: 21202. Tel: BR 6-3770. Owner: Earnest L. Burston; Buyers: Recs., Earnest L. Burston; Tape, Alexander Burston. (Recs. & tape).
Jos. M. Zamoiski Co., 1101 DeSoto Rd. Zip: 21223. Tel: 644-2900. Pres.: Calman J. Zamoiski Jr.; Mgrs.: Ed Fitch, Maury Bass; Buyer: Ed Fitch. (Recs. & tape).

continued on page 162



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continued

- **HAGERSTOWN (Area Code 301)**
 Interstate Rec. Dists. Inc., 211 S. Locust. Zip: 21740. Tel: 733-1378. Owners: Richard & Melvin Greenwald; Mgr. & Buyer: Carlton Smith. (Recs. & tape).
- **ROCKVILLE (Area Code 301)**
 Chase Mktg. Co., 4980 Wyaconda Rd. Zip: 20853. Tel: 933-5880. Owner: Jack Black; Mgr.: E. Black. (Tape only).
- **SILVER SPRING (Area Code 301)**
 Authorized TV & Electronics Inc., 9433 Georgia Ave. Zip: 20910. Tel: 587-1671. Pres.: Peter Peran; Mgr: Nick Peran. (Tape only).
 Super Music City Inc., 936 Bonifant St. Zip: 20910. Tel: 585-7418. Owners: Phil Levine, Herb Fribush; Buyer: Phil Levine. (Recs. only).

MASSACHUSETTS

- **BOSTON METROPOLITAN AREA (Area Code 617)**
 Boston Rec. Dists. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Owner & Mgr.: Jerry Flatto; Buyers: Singles, Tim Melanson; Albums & Tape, Jerry Flatto. (Recs. & tape).
 Circle Dist'g Corp., 75 N. Beacon St. Zip: 02134. Tel: 782-8800. Mgr.: Gordon Dinerstein. (Recs. & tape).
 Dick's Rec. Co. Inc., 1355A Washington St. Zip: 02118. Tel: 542-8380. Owner: Richard L. Mitchell; Mgr. & Buyer: Richard Peach. (Recs. & tape).
 Disco Inc., 339 Broadway, Everett. Zip: 02149. Tel: 389-7200. Buyers: Singles, Gabe Margolis; Albums & Tape, Fred Traub. (Recs. & tape).
 E-Z One Stop Inc., 893 Dorchester Ave., Dorchester. Zip: 02125. Tel: 282-8700. Pres. & Mgr.: Michael Sciarappa. (Recs. & tape).
 Massachusetts Rec. Dist'g Co., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. Owner: Fred LeBlanc; Mgr.: Skippy White; Sales Mgr.: Arthur Hartling.
 Branch: 683 Washington St. Zip: 02111. Tel: 338-7426. Mgr.: Big John.
 New England One-Stop Rec. Dist. Inc., 290 Moody St., Waltham. Zip: 02154. Tel: 894-4800. VP & Mgr.: Robert Kallish. (Recs. & tape).
 Temple Sales Inc., 359 Washington St., Malden. Zip: 02148. Tel: 321-2600. VP & Gen. Mgr.: Richard D. Siegal; Buyers: Singles & Albums, Michael Driscoll; Tape, Paul Shumsker. (Recs. & tape).
 W S Music Dists., 40 Teed Dr., Randolph. Zip: 02368. Tel: 963-5080. Owner: William Schwartz; Mgr. & Buyer: Peter McDermott. (Recs. & tape).

MICHIGAN

- **BAY CITY (Area Code 517)**
 Lucky's Rec. Shop, 713 E. Midland St. Zip: 48706. Tel: TW 2-0116. Owner & Mgr.: Frank J. Pepp. (Recs. only).
- **CHARLOTTE (Area Code 517)**
 Martens Mobile Rec. Serv., 2256 W. Lawrence. Zip: 48813. Tel: 543-3313. Owner: Charles Martens. (Recs. only).
- **DETROIT METROPOLITAN AREA (Area Code 313)**
 Angoff Rec. Sales, 2616 Puritan St. Zip: 48238. Tel: 341-7053. Owners: Ron Rogers; Ken Walker; Mgr. & Buyer: Ron Rogers. (Recs. & tape).
 Cadet Dist'g Co. Inc., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres. & Buyer: Harry Levin; Mgr.: Al Truax; Promo.: Leo Cheslak. (Recs. & tape).
 Consolidated One Stop Inc., 13254 Linwood Ave. Zip: 48238. Tel: TO 5-8666. Owners: Charles S. Gray, Thomas G. Mutter, G. Blaine; Mgr.: Thomas G. Mutter; Buyers: Thomas G. Mutter, Dick Dunkel. (Recs. only).
 Joyline Rec. Dists., 30775 Ann Arbor Trail, Westland. Zip: 48185. Tel: 261-8595. Owner & Mgr.: Edmond J. Doherty. (Recs. & tape).
 Martin & Snyder One Stop, 8880 Hubbel Ave. Zip: 48228. Tel: 272-7800. Pres.: Chet Kajeski; Mgr. & Buyer: Joe Ginter. (Recs. & tape). (SEE ADVERTISEMENT)
 New Deal Rec. Serv. Corp., 15329 Livernois Ave. Zip: 48238. Tel: 863-2226. Mgr.: Dave Lasher. (Recs. & tape).
 Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.
 Royal Stereo Tape Co., 2950 W. Davison. Zip: 48238. Tel: 883-6565. Mgr. & Buyer: Stan Byrd. (Tape only).
 State Song Shop, 3415 Chrysler. Zip: 48201. Tel: TE 3-5299. Owner: A. Harris. (Recs. only).
 Trico Dist'g Co., 14130 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owner, Mgr. & Buyer: John J. Genna; Sales Mgr.: Edwin Bugai. (Recs. & tape).
- **GRAND RAPIDS (Area Code 616)**
 Kent One-Stop Inc., 41 S. Division Ave. Zip: 49502. Tel: 538-9414. Owner: William Van Gessel; Mgr. & Buyer: Tom Bowles. (Recs. & tape).

● **KALAMAZOO (Area Code 616)**
 Mobile Rec. Serv. Co., 5159 E. Main St. Zip: 49004.
 Tel: 343-3736. Mgr.: Ted Howell. (Recs. only).
 Home office: Pittsburgh, Pa.

MINNESOTA

● **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**

Acme Music Serv./Sam Sales (div. of Lieberman Ents.), 9549 Penn Ave. S., Minneapolis. Zip: 55431. Tel: 888-5521. Owner: David Lieberman; Mgr.: Sylvester Vanyo; Buyers: Singles, Dennis Anderson, Larry Ruegemar; Albums, Sylvester Vanyo; Tape, Tim Collins. (Recs. & tape).
 Branches: Chicago, Ill., Susan Dist'g So./Sam Sales; Omaha, Neb., Lieberman's One Stop Sales.
 All Rec. Sales Inc. (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis. Zip: 55426. Tel: 544-4201. Mgr.: Tom Prenevost; Buyers: Singles, Tom Prenevost; Tape, Ken Hegstrom. (Recs. & tape).
 Brown Bros. Inc., 2321 Washington Ave. N., Minneapolis. Zip: 55411. Tel: 522-6648. Owner: Raymond W. Brown. (Recs. only).
 Dart Recs. Inc., 730 Lyndale Ave. N., Minneapolis. Zip: 55411. Tel: 374-3424. Owner: Jack Taylor; Gen. Mgr.: Dick Daly; Buyers: Singles, Irv Gorsen; Albums & Tape, Joel Coryell. (Recs. & tape).
 Jim's Rec. Shop, 1724 University, St. Paul. Zip: 55104. Tel: 646-3357. Owner: James Christensen. (Recs. only).
 Re-Mark-Co. (formerly Jerry's All Rec. Sales), 217 Merchandise Bldg., 528 Hennepin Ave., Minneapolis. Zip: 55403. Tel: 545-7744. Owner & Buyer: Jerry L. Goldstein. (Recs. & tape).

MISSISSIPPI

● **GREENVILLE (Area Code 601)**
 Electronic Workshop, PO Box 5727, 101-103 Hwy. 1 South. Zip: 38701. Tel: 332-8261. Mgr. & Buyer: C. W. Sidney. (Tape only).
 Lynn's One Stop, 551 N. Muscadine St. Zip: 38701. Tel: 332-8665, 335-4594. Pres.: Henry R. Hines; Mgr.: Velma Williams; Buyer: Juanita Matthews. (Recs. & tape).

MISSOURI

● **KANSAS CITY (Area Code 816)**
 ABC Rec. & Tape Sales Corp. (formerly Major Rec. Corp.), 2901 Grand. Zip: 64108. Tel: 931-7652. Mgr.: Dave Berlau. (Recs. & tape).
 Regional office: Des Moines, Iowa.

Davidson's One Stop Phono Recs., 321 Southwest Blvd. Zip: 64108. Tel: VI 2-5220. Owner: Mildred S. Davidson; Sales Mgr.: L. L. Lee; Tape Mgr.: Warren Wright; Buyers: Singles, Harold Hassler; Albums, Delores Corning. (Recs. & tape).
 Branches: Wichita, Kan., Omaha, Neb.
 Kansas City News Distis., 4231 E. 75 St. Zip: 64132. Tel: 363-7171. Mgr.: Allan Levy. (Recs. & tape).
 J. L. Marsh of Kansas City Inc. (div. of Pickwick Int'l Inc.), 3230 Roanoke Rd. Zip: 64111. Tel: 753-7444. Mgr.: Wayne Olson. (Recs. & tape).

● **ST. LOUIS (Area Code 314)**

L & R Dist'g Co., 1901 Delmar Blvd. Zip: 63103. Tel: GA 1-5633. Owner: Lew Ruben; Mgr.: Rick Elliot. (Recs. & tape).
 J. L. Marsh of St. Louis (div. of Pickwick Int'l Inc.), 2020 Delmar Blvd. Zip: 63103. Tel: 241-8618. Mgrs.: Alfred L. Chotin, Charles Lampe; Buyers: Singles, Bud Lampe; Albums, Jim Meredyk. (Recs. & tape).
 Musical Isle of Missouri, 1815 Locust St. Zip: 63103. Tel: 621-7171. Mgr.: Pat Blunda. (Recs. & tape).
 Home office: Chicago, Ill.
 N M C Corp., 1906 Washington Ave. Zip: 63103. Tel: 621-1225. Mgr. & Buyer: Bud Ockel. (Recs. & tape).
 Home office: Oceanside, L.I., N.Y.
 Pat's One Stop Rec. Serv. (div. of Trans-American Corp.), 1825 Locust. Zip: 63103. Tel: CE 1-2074. Mgr.: Patrick J. Blunda; Buyers: Linda Shipley, Charles Fischer, Ernie Cobb. (Recs. & tape).
 Uptown Music Inc., 617 N. Kings Hwy. Zip: 63108. Tel: 367-2602. Pres.: Harry Brockman; Mgr.: Mrs. Betty Dorrin.

NEBRASKA

● **OMAHA (Area Code 402)**
 Davidson's One Stop Phono Recs., 1214 Farnam. Zip: 68102. Tel: 341-4088. Mgr.: Joseph Quattoroli Jr. (Recs. & tape).
 Home office: Kansas City, Mo.
 Lieberman's One Stop Recs. Inc., 809 S. 25 St. Zip: 68105. Tel: 341-3056. Owner: David Lieberman; Mgr. & Singles Buyer: Mrs. Evelyn Dalrymple. (Recs. only).
 Home office: Minneapolis, Minn., Acme Music Serv./Sam Sales.

NEVADA

● **RENO (Area Code 702)**
 Ranchito Dist'g, 1522 Matley Ln. Zip: 89502. Tel: 329-0010. Owner: David Watson; Mgr.: Harry

Miller. (Recs. & tape).
 Home office: San Francisco, Calif., Pic-A-Tune Inc.

NEW JERSEY

● **ELIZABETH (Area Code 201)**
 Able Rec. Sales, 730 Division St. Zip: 07201. Tel: 351-6660. Mgr. & Buyer: Jack Glaubn. (Recs. & tape).
 Home office: Newark, N.J., Service One Stop Distis. Inc.
 ● **FAIRFIELD (Area Code 201)**
 Chancellor Inc., 8 Spielman Rd. Zip: 07006. Tel: 227-4010; NYC Tel: (212) 245-3800. Pres. & Mktg. Dir.: Joel Koenig; VP Sales: Hal Bronstein. (Tape only). (SEE ADVERTISEMENT)
 ● **HACKENSACK (Area Code 201)**
 Eastern Automotive & Tape Distis. Inc., 205 Essex St. Zip: 07601. Tel: 342-1636. Pres.: Robert A. Warhol; Gen. Mgr.: Vincent Giracello. (Tape only).
 Relic Rack Inc., 136 Main St. Tel: 342-4848. Pres.: Ed Gries; Mgr.: Wayne Stierle; Tape Mgr.: Bill Olb; Buyers: Recs., Ed Gries, Wayne Stierle; Tape, Carl Ambrosano. (Recs. & tape).
 ● **HILLSIDE (Area Code 201)**
 New Jersey One-Stop Corp., 467 Mundet Pl. Zip: 07205. Tel: 923-6472. Owner: Joe Martin; Mgr. & Buyer: Ed Gries. (Recs. & tape).
 ● **IRVINGTON (Area Code 201)**
 Dierickx Music Inc., 1316 Springfield Ave. Zip: 07111. Tel: 371-0777. Mgr.: Tony Villanova. (Recs. & tape).
 ● **MONTCLAIR (Area Code 201)**
 Belmont Recs. & One Stop, 350 Bloomfield Ave. Zip: 07042. Tel: 744-5680. Owner: Frank Gottlieb. (Recs. only—jukebox).
 ● **NEWARK (Area Code 201)**
 All-State Recs. Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Owner & Buyer: Sherman Koenig; Mgr.: Irwin R. Fink; Ass't Mgr.: Leonard Cupito. (Recs. & tape).
 Ideal Rec. Prods.—Raymar Sales, 357 Lyons Ave., Zip: 07112. Tel: WA 3-6333; NYC Tel: (212) WH 4-5713. Pres.: Samuel Keenholtz; Gen. Mgr.: Jack Kosloff; Tape Mgr.: Lou Caparosa; Buyers: Recs., Jack Kosloff; Tape, Lou Caparosa. (Recs. & tape).
 Home office: New York, N.Y., Raymar Sales Co.

continued on page 164

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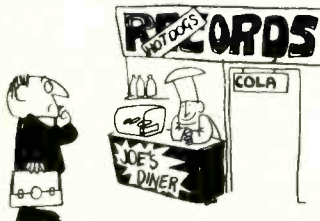
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J & J Corp., 333 Clinton Pl. Zip: 07112. Tel: 926-3700. Owners: Jay & Irwin Jennis; Mgr.: Jay Jennis; Buyer: Joe Scratch. (Tape only).
Service One Stop Dists. Inc., 16 Fenwick St. Zip: 07114. Tel: 243-8700. Owners: Joe & Irv Cohen; Mgr.: Hal Price; Buyers: Singles & Tape: Hal Price; Albums, Ed Fredericks. (Recs. & tape).
Branch: Elizabeth, N.J., Able Rec. Sales.

● **PARAMUS (Area Code 201)**
Atlas-Rand Corp. (see listing under New York, N.Y.).

● **ROCHELLE PARK (Area Code 201)**
Garden State Rec. Dist. (div. of Interstate Rec. Dists., New York, N.Y.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Pres.: Manny G. Wells; Gen. Mgr.: Stan Sterling; Opns. Mgr.: Max Goldstein. (Recs. & tape).

● **TRENTON (Area Code 609)**
Allied Rec. Sales, 549 Hamilton Ave. Zip: 08609. Tel: 599-3000. Owner: Frank Romani; Mgr.: John T. Gervasoni; Buyers: Singles, Frank Romani; Albums, John T. Gervasoni. (Recs. & tape).

NEW YORK

● **ALBANY (Area Code 518)**
J-S Rec. Dists. Inc., 98 Everett Rd. Zip: 12205. Tel: 489-5446. Pres.: Joseph Spence; Mgr. & Buyer: Larry Grandy. (Recs. & tape).

Mobile Rec. Serv. Co., 564 Elm Ave., Selkirk. Zip: 12158. Tel: 439-3645. Mgr.: Lewis Seavey. (Recs. only).
Home office: Pittsburgh, Pa.

● **AMSTERDAM (Area Code 518)**
Almor Playtime Co. Inc., PO Box 111, Wallins Corners Rd. Zip: 12010. Tel: 842-2500. VP: Albert A. Hyman; Mgr. & Buyer: Richard Sukel. (Recs. & tape).
Branches: Syracuse, N.Y.; South Burlington, Vt.

● **BUFFALO (Area Code 716)**
Buffalo One Stop (div. of Transcontinent Rec. Sales), 1790 Main St. Zip: 14208. Tel: 882-0427. Owners: Steve Brodie, Leonard Silver; Mgr.: Paul De Dominicis; Ass't Mgr.: Joe Pinter; Tape Mgr.: Dave Colson; Buyers: Singles, Joe Pinter; Albums, Paul De Dominicis; Tape, Dave Colson, Dave Brown. (Recs. & tape).
Branches: Rochester, N.Y.; Rochester One Stop; Syracuse, N.Y.; Syracuse One Stop.

● **FREEMONT, L.I. (Area Code 516)**
Double B Recs. & Tape Corp., 240 E. Merrick Rd. Zip: 11520. Tel: FR 8-2222. Pres. & Tape Mgr.: Bernard Boorstein; Rec. Mgr.: Don Liberatore; Buyers: Recs., Don Liberatore; Tape, Zeke Lengua. (Recs. & tape).
Tape-Rac Inc. (div. of Universal Stereo Studios Ltd.), 24-26 Brooklyn Ave. Zip: 11520. Tel: 868-0491. Gen. Mgr.: Roger Cooper; Mgr. & Buyer: Paul Gorgone. (Tape only).

● **GREAT NECK, L.I. (Area Code 516)**
Variety Audio Prods., 15 Bond St. Zip: 11021. Tel: 482-0900. Pres. & Mgr.: David Shichman. (Recs. only).

● **HICKSVILLE, L.I. (Area Code 516)**
Wilmi Sales Co., 3 Westmoreland Rd. Zip: 11801. Tel: 433-0337. Owner: Edward Smith. (Recs. & tape).

● **LATHAM (Area Code 518)**
Bee Gee Recs. & Tape, Shaker Park. Zip: 12110. Tel: 785-1350. Owner: Leonard Smith; Rec. Mgr.: Robert Dooley; Tape Mgr.: John Miorin; Buyers: Singles, Paul Biddle; Albums, Ernest Miller; Tape, Tom Durrant. (Recs. & tape).

● **MOUNT VERNON (Area Code 914)**
Steadman One Stop Inc., 200 S. 14 Ave. Zip: 10550. Tel: OW 9-3166. Owner & Buyer: Leonard Book; Mgr.: Harold Collazo. (Recs. & tape).

● **NEW YORK CITY (Area Code 212)**
A-1 Rec. Sales, 659 10 Ave. Zip: 10036. Tel: 246-1234/3330. Mgr.: Otto Wilkinson. (Recs. only).
Atlas-Rand Corp., Keystone Pl., Paramus, N.J. Zip: 07652. Tel: (201) 262-7500; NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better. (Tape only).
Branches: Los Angeles, Calif.; Chicago, Ill.; Dallas, Tex.

Beta Rec. Dists. Inc., 599 10 Ave. Zip: 10036. Tel: 244-3744. Owner: John Halonka; Mgr. & Buyer: Ed Kleinbaum. (Tape only).

Fine-Tone Tapes Unlimited Inc., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. Owner: Leonard Finkel; Gen. Mgr.: Stuart Mont. (Tape only).

Independent Rec. Promos., 101 Eighth Ave. Zip: 10011. Tel: 989-8644. Pres.: Larry Schaffer; Mgr.: S. Weinstock. (Recs. & tape).

King Carol Recs. Inc., 444 W. 42 St. Zip: 10036. Tel: 594-5550. Owner: Ben Karol; Mgr.: Larry Parker; Buyers: Singles, Ernie Montgomery; Albums, Tom Morrow; Tape, Dave Minton. (Recs. & tape).

Met Richmond Rec. Sales Inc., 1637 Utica Ave., Brooklyn. Zip: 11234. Tel: 253-4600. Pres.: David Last; Buyers: Singles, Bea Cohen; Albums, David Last. (Recs. only). (SEE ADVERTISEMENT)

N M C Corp., 235 W. 46 St. Zip: 10036. Tel: 246-7735. Pres.: Jesse Selter. (Recs. & tape).
Home office: Oceanside, L.I., N.Y.

National Rec. Sales (sub. of Jervis Ents.), 160 Broadway. Zip: 10038. Tel: BA 7-9493. Owner & Mgr.: Reginald M. Jervis. (Recs. & tape).
Raymar Sales Co., 170-21 Jamaica Ave., Jamaica. Zip: 11432. Tel: OL 8-4012. Pres.: Samuel Keenholz; Sales Mgr.: Hal Kaufman. (Recs. & tape).
Branch: Newark, N.J., Ideal Rec. Prods.

Record Shack, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Owner: Edward Portnoy; Sales Mgr.: Morton Kalb; Buyers: Recs., Larry Sonin; Tape, Morton Kalb. (Recs. & tape).

S & V Vending Inc., 1509 Ryder St., Brooklyn. Zip: 11234. Tel: ES 7-9881. Owners: Stan Herman, Vincent Caesar; Buyers: Singles, Stan Herman; Albums, Vincent Caesar. (Recs. & tape).

L. Schonberger, 2602 Tilden Ave., Brooklyn. Zip: 11226. Tel: BU 7-3576. Owner & Buyer: L. Schonberger. (Recs. only).

Selma Recs., 141-26 Rockaway Blvd., Jamaica. Zip: 11436. Tel: 529-9806. Pres.: William Evans. (Recs. only).

Stratford Dists. Inc., 184-23 Jamaica Ave., Hollis. Zip: 11423. Tel: 454-8800. Pres.: Nathan Kaplan; Mgr.: Sam Selwin; Buyers: Singles & Albums, Sam Selwin; Tape, Allen Silverman. (Recs. & tape).

Transcontinental Music Corp. (div. of Transcontinental Investing Corp.), 201 E. 42 St. Zip: 10017. Tel: 697-8610. Bd. Chm.: Howard Weingrow; Pres.: Alfred Lorber. (Exec. office only).
Branches: San Francisco, Calif., Nor Cal Super Stop; Denver, Colo., Alert One Stop; Hartford, Conn., Eastern One Stop & Transcontinental Dist'g Corp.

Win Recs. Inc., 858 Ninth Ave. Zip: 10019. Tel: JU 2-0130. Owner: Sam Weiss; Mgr. & Buyer: George Weiss. (Recs. & tape).

● **OCEANSIDE, L.I. (Area Code 516)**
N M C Corp., 3580 Oceanside Rd. Zip: 11572. Tel: 678-6770. Owner: Jesse Selter; Rec. Mgr. & Buyer: Irving Glasser; Tape Mgr. & Buyer: Robert Pavlacka. (Recs. & tape).
Branches: Los Angeles, Calif.; St. Louis, Mo.; New York, N.Y.

● **PORT CHESTER (Area Code 914)**
Band Stand Recs., 151 1/2 N. Main St. Zip: 10573. Tel: WE 7-4092. Owner & Mgr.: Leonard Cooper. (Recs. & tape).

● **ROCHESTER (Area Code 716)**
Rochester One Stop (div. of Transcontinent Rec. Sales), 685 South Ave. Zip: 14620. Tel: 454-6968. Mgr. & Buyer: Herb Derman. (Recs. & tape).

Home office: Buffalo, N.Y., Buffalo One Stop.
Star One Stop, 17 N. Clinton Ave. Zip: 14604. Tel: 454-4635. Owner & Mgr.: John Schreiber. (Recs. only).

● **SYRACUSE (Area Code 315)**
Almor Co. Inc., Midler Park Dr. Zip: 13206. Tel: 463-3351. Mgr.: George Valenti. (Recs. & tape).
Home office: Amsterdam, N.Y.

Syracuse One Stop (div. of Transcontinent Rec. Sales), 333 W. Fayette St. Zip: 13202. Tel: GR 6-4019. Owner & Mgr.: Ralph La Rosa.
Home office: Buffalo, N.Y., Buffalo One Stop.

● **WESTBURY (Area Code 516)**
All Rec. Dists. Inc., 118 Swalm St. Zip: 11590. Tel: 997-7160. Owner: Michael Cono; Mgr.: Charles Nero; Buyers: Singles, Ben Kaner; Albums, John Pfenning; Tape, Thomas Hoffman. (Recs. & tape).

NORTH CAROLINA

● **CHARLOTTE (Area Code 704)**
Bib Dist'g Co., 126 W. Morehead St. Zip: 28202. Tel: 372-2032. Pres.: Joe Voynow; Buyers: Singles, Bill Norman; Albums, Harold Mitchell. (Recs. & tape).

Mangold Dist'g Co., 2212 W. Morehead St. Zip: 28208. Tel: 334-0866. Owner: Herb Weisman; Mgr. & Buyer: Dub Plyler. (Tape only).
Southeastern Rec. Mdrs. Inc., PO Box 1697. Zip: 28201. Tel: 2706 Freedom Dr. Zip: 28208. Tel: 399-5633. Pres.: Bert Fleishman; Sales Mgr. & Buyer: Charles Hartley. (Recs. & tape). (SEE ADVERTISEMENT)

● **GREENVILLE (Area Code 919)**
Carolina Sales Corp., 101 W. 14 St. Zip: 27834. Tel: 752-3143. Mgr. & Buyer: David Taylor. (Tape only). (SEE ADVERTISEMENT)

OHIO

● **CANTON (Area Code 216)**
Stark Rec. Serv. Inc., 8000 Freedom Ave. N.W., North Canton. Zip: 44720. Tel: 494-2282. Owner: Paul David; Gen. Mgr. & Buyer: Philip Shannon. (Recs. & tape).
Branch: Cleveland, Ohio.

● **CINCINNATI (Area Code 513)**

Ambat Recs. Inc., 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Owner: Vernon W. Hawk; Mgr. & Buyer: Earl Schaefer. (Recs. & tape).
Branch: Dayton, Ohio.
Ohio Appliances Inc., 7624 Reinhold Dr. Zip: 45237. Tel: 821-6414. Mgr.: David Wheeler. (Tape only).
Royal Dist'g Corp., 1210 Glendale-Milford Rd. Zip: 45215. Tel: 771-4250. Owner: Joe Westenhous Jr.; Mgr.: Jack D. Pierce; Buyer: Paul Smith. (Recs. only).
Branch: Columbus, Ohio.

● **CLEVELAND (Area Code 216)**

Dean's House of Jazz, 8601 Hough St. Zip: 44106. Tel: 231-9531. Owner & Mgr.: Wilbur Dean. (Recs. & tape).
Gaylords—Giant Tiger, 12825 Taft Ave. Zip: 44108. Tel: 851-9000. Mgr.: Danny Connors. (Recs. & tape).
Modern Rec. Serv. Inc., 18434 Cranwood Pkwy. Warrensville Heights. Zip: 44128. Tel: 475-8900. Pres.: David W. Burke; Mgr. & Buyer: Robert A. Burke. (Recs. & tape).
Northern Rec. Sales Co., 2006 Prospect Ave. Zip: 44115. Tel: 781-7080. Pres.: J. George Freeman; VP, Mgr. & Buyer: Don Rothenberg. (Recs. & tape).
Stark Rec. Serv. Inc., 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Owners: Paul David, Charles Murray; Mgr.: Bob Zukie; Buyers: Tom Zeitz, Ramon Everett. (Recs. & tape).
Home office: Canton, Ohio.
United Dist'g Inc., 2333 St. Clair. Zip: 44114. Tel: 696-4533. Pres.: Saul Moss. (Recs. & tape).

● **COLUMBUS (Area Code 614)**

Royal Dist'g Corp., 1124 N. High St. Zip: 43201. Tel: 294-6511. Mgr. & Buyer: Bill Schaaf. (Recs. only).
Home office: Cincinnati, Ohio.

● **DAYTON (Area Code 513)**

Ambat Recs. Inc., 509 Xenia Ave. Zip: 45410. Tel: 256-4212. Mgr. & Buyer: Martha Farris. (Recs. & tape).
Home office: Cincinnati, Ohio.

● **YOUNGSTOWN (Area Code 216)**

Plaza Recs. Inc., 309 Boardman Plaza. Zip: 44512. Tel: 758-5795. Owners: Frank A. Valicenti, Jack Smith; Mgr.: Gerold Kaufman; Buyers: Singles & Tape, Jack Smith; Albums, Frank A. Valicenti. (Recs. & tape).
Branch: 37 Liberty Plaza. Zip: 44505. Tel: 759-1800. Mgr.: Thomas Temelkoff.

OKLAHOMA

● **OKLAHOMA CITY (Area Code 405)**

Advanced One Stop Rec. Sales, 129A N.W. 23 St. Zip: 73103. Tel: JA 5-9041. Contacts: Cliff Keeton, Ron Waters. (Recs. & tape).
All Recs. Inc., 520 Classen Blvd. Zip: 73106. Tel: 235-3381. Mgr. & Buyer: Bill Hill. (Recs. & tape).
B & K Dist'g Co., 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton. (Tape only).
Home office: Dallas, Tex.
Phil's One Stop Recs., PO Box 60349, 705 N.W. Fourth St. Zip: 73106. Tel: 235-9671. Owner & Mgr.: Phil Burlingame; Buyer: Wayne Dunbar. (Recs. only—singles).

● **TULSA (Area Code 918)**

Bill's T Recs. Inc., 19 N. Harvard. Zip: 74115. Tel: 939-6305. Owner & Mgr.: Al Horn; Buyer: Connie Moore. (Recs. & tape).
Branch: 3809 S. Peoria. Zip: 74105. Tel: 742-5831. Mgr. & Buyer: Evelyn Beavers.
Oklahoma News Co., 909 W. 23 St. Zip: 74107. Tel: 584-4754. Owners: J. I. Everest, R. Glenn White; Mgr.: S. E. White; Buyer: John Goodnight. (Recs. & tape).

OREGON

● **PORTLAND (Area Code 503)**

Portland One Stop, 511 S.W. Sixth Ave. Zip: 97204. Tel: 226-3656. Pres.: Martin C. McMahon; Buyers: Singles & Tape, Martin C. McMahon; Albums, Cecelia Rossmann. (Recs. & tape).
Sea-Port One Stop (div. of Fidelity Northwest Inc.), 21 N.E. Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Tom Choate. (Recs. & tape).
Home office: Seattle, Wash., Seattle Rec. One Stop.

PENNSYLVANIA

● **ERIE (Area Code 814)**

Mobile Rec. Serv. Co., 2908 W. 33 St. Zip: 16506. Tel: 833-7038. Mgr.: Jim McKnight. (Recs. only).
Home office: Pittsburgh, Pa.

● **HARRISBURG (Area Code 717)**

D & H Dist'g Co. (Rec. & Tape Div.) 500 Terminal Rd., Camp Hill. Zip: 17011. Tel: 761-2805. Mgr.: David Press; Buyer: Endo Corsetti. (Exec. office) 2525 N. Seventh St. Zip: 17105. Tel: 236-8001. (Recs. & tape).
Branch: Baltimore, Md.

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- **LEHIGHTON (Area Code 717)**
Barnes Rec. Dist., Box 296, Zip: 18235. Tel: 645-2321. Owner: William Barnes. (Recs. & tape).
- **LEWISTOWN (Area Code 717)**
Mobile Rec. Serv. Co., 104 Logan St. Zip: 17044. Tel: 248-6442. Mgr.: John Houser. (Recs. only). Home office: Pittsburgh, Pa.
- **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
A & L Dist. Inc., S.E. Corner 30 & Thompson Sts. Zip: 19126. Tel: PO 5-4300. Owner: Albert Melnick; Gen. Mgr. & Rec. Buyer: Gordon Gibson; Tape Mgr. & Buyer: Leno Burnett. (Recs. & tape).
Michael Adler Ent., PO Box 2902, 6720 N. Broad St. Zip: 19126. Tel: 924-0224. Cable: MADENT. Owner: Michael Adler; Gen. Mgr.: Larry Eckle. (Recs. & tape).
American Rec. Sales Inc., 925 Arch St. Zip: 19107. Tel: 925-7100. Pres.: Bill Buster; Mgr.: Chris Morris. (Recs. only).
Bandstand Rec. Serv. Inc., 1400 W. Somerset St. Zip: 19132. Tel: BA 9-9110. Owner & Mgr.: Jerry Rappaport; Buyers: Singles, Mary Picano; Albums, Nick Dilisi; Tape, Jerry Rappaport. (Recs. & tape).
Norman D. Cooper Inc., 6222 Lebanon St. Zip: 19151. Tel: TR 8-9591. Pres.: Norman D. Cooper; Mgr. & Buyer: Val Shively. (Recs. & tape).
Eastern Music Systems Corp., 334 N. Broad St. Zip: 19102. Tel: LO 4-4415. Pres.: Marvin Stein; Mgr.: Raymond Pettola. (Recs. only-singles).
Infinite Rec. & Tape Sales Inc. (see Michael Adler Ent.).
New Deal Rec. Serv. Corp., 2503 N. Broad St. Zip: 19132. Tel: 229-4555. Mgr.: Pete Voss. (Recs. & tape).
Home office: Seattle, Wash., ABC Rec. & Tape Sales Corp.
Pike Tape & Rec. Center, Flourtown Shopping Ctr., Flourtown, Zip: 19031. Tel: AD 3-4414. Owner: Steve Loney; Buyers: Recs., Ed Watkeys Jr.; Tape, Cindy Cassel. (Recs. & tape).
Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Owner: Edward R. Marcus; Mgr.: Francine Edwina Morgan; Buyers: Singles & Tape, Francine Edwina Morgan; Albums, Edward R. Marcus. (Recs. & tape).

Richman Bros. Inc., 4308 Parkside Ave. Zip: 19104. Tel: GR 7-1742. Owners: Jerold, Allen & Richard Richman; Rec. Mgr.: Jerold Richman; Tape Mgr.: Richard Richman; Buyers: Singles, Arnold Rosenthal; Albums, Daniel Smiler; Tape, Richard Richman. (Recs. & tape).
Williams One Stop, 817 N. Broad St. Zip: 19123. Tel: CE 2-2020. Owner: Sidney Williams. (Recs. & tape).

- **PITTSBURGH METROPOLITAN AREA (Area Code 412)**
All Brands Inc., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770. Pres.: Herbert S. Cohen; Mgr.: Gene Jakiela. (Recs. & tape).
East Coast Dist., 633 Liberty Ave. Zip: 15222. Tel: 281-6344. Mgr.: Nicholas Lomakin. (Recs. & tape).
Empire Dist'g Co., 4610 Liberty Ave. Zip: 15224. Tel: 682-8437. Owner & Mgr.: S. R. Canterman. (Recs. only).
Gold Rec. Co., 4341 Ludwick St. Zip: 15217. Tel: 521-0373. Owner & Buyer: S. J. Goldstein. (Recs. only).
Hamburg Bros. Inc., 24 St. & AVR. Zip: 15222. Tel: 471-0808. Gen. Mgr.: Morton J. Locker. (Recs. & tape).
Klein's Logan Variety, 227 Fort Pitt Blvd. Zip: 15222. Tel: 261-6176. Owner: Isadore Klein; Mgr. & Buyer: Travis Klein. (Recs. & tape).
Mobile Rec. Serv. Co., 1332 Fifth Ave. Zip: 15219. Tel: 391-0452. Owner: Maurice F. Oseroff; Buyers: Singles, Harvey Campbell; Albums, Hans Schack. (Recs. only).
Branches: Pittsburgh, Pa., 4432 Coleridge St. Zip: 15201. Tel: 782-3287. Mgr.: Hans Schack; Indianapolis, Ind.; DeWitt, Iowa; Kalamazoo, Mich.; Albany, N.Y.; Erie, Pa.; Lewistown, Pa.; Friendly, W. Va.
- **READING (Area Code 215)**
McKinnon One-Stop Serv., Dept. O, 411 Gordon St. Zip: 19601. Tel: 374-6580. Pres. & Buyer: Len McKinnon; Sales Mgr.: Beulah F. Coad. (Recs. only).
- **STROUDSBURG (Area Code 717)**
Dee Jay Rec. One Stop, 52B Main St. Zip: 18360. Tel: 421-3211. Owner: John L. Meunier. (Recs. & tape).
- **TYRONE (Area Code 814)**
Central One Stop Inc., PO Box J, Rd. 4, Rt. 220, Zip: 16686. Tel: 684-3900. Pres.: Ronald Shaffer; Mgr. & Buyer: Richard Heaton. (Recs. & tape).

RHODE ISLAND

- **PROVIDENCE (Area Code 401)**
Beacon Shops Inc., 821 N. Main St. Zip: 02904. Tel: 861-7500. Pres.: Milton Israeloff; Mgr.: Ruth Israeloff; Buyer: James Israeloff. (Recs. & tape).

SOUTH CAROLINA

- **ABBEVILLE (Area Code 803)**
Savitz Rec. Center, 115 Court Sq. Zip: 29620. Tel: 459-2172. Owner: Allen Savitz; Mgr.: Cregg Booth; Buyers: Singles, Mae Waldrep; Albums, Susan Hagan; Tape: Allen Savitz. (Recs. & tape).
- **CHARLESTON (Area Code 803)**
Fox, 483 King St. Zip: 29403. Tel: 722-0511. Owner & Mgr.: Harold I. Fox. (Recs. only).

TENNESSEE

- **MEMPHIS (Area Code 901)**
Blackwood Bros. Recs., 209 N. Lauderdale St. Zip: 38105. Tel: 527-4349. Owner: James Blackwood Sr.; Gen. Mgr.: Doyle Blackwood. (Recs. & tape).
Hot Line Rec. Dist. Inc., 596 Lane Ave. Zip: 38105. Tel: 525-0756. Mgr.: Jim Crudgington. (Tape only).
Poplar Tunes Rec. Shop Inc., 308 Poplar Ave. Zip: 38103. Tel: 525-6348. Owner: Joe Cuoghi; Rec. Mgr.: Frank Berretta; Tape Mgr.: Fred Rogers; Buyers: Singles, Frank Berretta; Albums, Linda Alter; Tape, Fred Rogers. (Recs. & tape).
- **NASHVILLE (Area Code 615)**
Country Music Nashville, PO Box 701. Zip: 37202. Tel: 297-4967. Owner & Mgr.: R. Murray Nash. (Recs. only).
Hermitage Music Co. Inc., 469 Chestnut St. Zip: 37203. Tel: 244-1790. Owner: Wilson Bracey; Rec. Mgr. & Buyer: Mrs. Helen Hall; Tape Mgr. & Buyer: Dean Hunter. (Recs. & tape).
Southern Rec. Dist. Inc., 467 Chestnut St. Zip: 37203. Tel: 254-1991. Pres.: Jimmy Green; Rec. Sales Mgr.: Sidney Melvin; Tape Mgr.: Dean Hunter. (Recs. & tape).
Volunteer Dist'g Co., 435 37 Ave. N. Zip: 37209. Tel: 269-5617. Owner: Webber Parrish; Buyer: Ronny Crick. (Recs. & tape).

TEXAS

- **AMARILLO (Area Code 806)**
W M One Stop (div. of Western Mdrs. Inc.), PO Box 1969, 1601 W. Third. Zip: 79105. Tel: 376-6251. Owners: Sam Marmaduke, Dick Williamson; Buyer: Ed Perry. (Recs. & tape).
- **AUSTIN (Area Code 512)**
Tom Bishop Whsle., Rt. 5, Box 119-D. Zip: 78704. Tel: 282-1773. Owner & Mgr.: Tom Bishop. (Tape only).
- **DALLAS (Area Code 214)**
A B C Rec. & Tape Sales Corp. (formerly New Deal Rec. Serv. Corp.), 1409 Round Table Dr. Zip: 75247. Tel: 637-4580. Mgr.: Bill Pennington. (Recs. & tape).
Home office: Seattle, Wash.
Allied Rec'd Sound of Dallas Inc., 2273 Vantage St. Zip: 75207. Tel: ME 1-0885. Pres.: Ben Baker; Gen. Mgr.: Alan H. Goldfield. (Tape only).
Home office: Houston, Tex.
Atlas-Rand Corp., 7900 Sovereign Row. Zip: 75247. Tel: ME 7-2760. VP Sales: Al Gittleman. (Tape only).
Home office: See New York, N.Y.
B & K Dist'g Co., 1411 Round Table Dr. Zip: 75247. Tel: ME 7-1920. Mgr.: Bill Burton. (Tape only).
Branch: Oklahoma City, Okla.
Big State Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100. Mgr. & Buyer: Bill Emerson. (Recs. & tape).
H & W One Stop, 2727 Warren Ave. Zip: 75215. Tel: HA 1-7396. Owner: Walter Jackson. (Recs. & tape).
Westex Rec. Serv. Inc., 1102 Lupo St. Zip: 75247. Tel: ME 7-1810. Mgr.: B. C. Switzer; Buyers: Singles, Tony Garza; Albums, Charles Miller. (Recs. & tape).
- **EL PASO (Area Code 915)**
M. B. Krupp Dist. Inc., 311 S. Santa Fe St. Zip: 79901. Tel: 532-4961. Pres.: M.B. Krupp; Mgr.: Ruben Irizarry. (Recs. & tape).
Star Discos-Recs., PO Box 1055, 100-102 Texas Ave. Zip: 79946. Tel: 533-7508. Owner: Joe Gillman; Mgr.: Dora P. Gillman; Promo.: John Behrens. (Recs. only).
Sunland Supply Co. Inc., 2227 Texas Ave. Zip: 79901. Tel: 533-5901. Pres.: William M. Shapiro; Buyers: Recs., Richard Kalina; Tape, Gilbert Venegas. (Recs. & tape).
- **HOUSTON (Area Code 713)**
Allied Rec'd Sound Inc., 2704 Polk Ave. Zip: 77003. Tel: CA 7-2316. Pres.: Ben Baker; VP: John Gonzalez; Gen. Mgr.: D. Pat Armentrout. (Tape only).
Branch: Dallas, Tex.
Central Sales Inc., 2104 Leeland St. Zip: 77003. Tel: CA 4-2626. Owner: George Jamail; Mgr.: Marge McIntyre. (Recs. & tape).

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Lotassco, PO Box 10860, 1634 Wakefield Dr. Zip: 77018. Tel: 686-1155. Owner & Mgr.: Albert H. Eickenhorst. (Recs. only—albums).

Record Serv. Co., 614 Dennis St. Zip: 77006. Tel: 528-5521. Gen Mgr.: Russ Reeder; Tape Mgr.: Tex Schofield; Buyers: Singles, Russ Reeder; Albums & Tape, Tex Schofield. (Recs. & tape).
United Rec. Dist'g & One Stop, 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Owner: Steve Poncio; Mgr.: J. D. Copley. (Recs. & tape).

● **LUBBOCK (Area Code 806)**
Recordland USA Inc., 3819 Ave. A. Zip: 79404. Tel: 797-4444. Pres.: Allen Rosen; VP & Mgr.: Bobby Iseral; Buyers: Singles, Rueben Stewart; Albums & Tape, Bobby Iseral. (Recs. & tape).

● **SAN ANTONIO (Area Code 512)**
Consolidated Rec. Sales Corp., 1390 N. Colorado St. Zip: 78207. Tel: 732-8831/5841. Gen. Mgr.: Charles M. Cole. (Recs. only).
E & R One Stop, 305 S. Main Ave. Zip: 78204. Tel: 222-0911. Owner: Russell K. Schram. (Recs. only).

Rangel Rec. Dists., 809 Fredericksburg Rd. Zip: 78201. Tel: 735-6111/3601. Mgr.: Manuel E. Rangel; Buyers: Singles, Mary Valdez; Albums, Manuel E. Rangel. (Recs. & tape).
Santone Sales Co. Inc., 1400 S. Flores. Zip: 78204. Tel: CA 7-5181. Contact: Louis Jamail. (Recs. & tape).

● **SAN BENITO (Area Code 512)**
Rio Grande Music Co., PO Box 861. Zip: 78586. Tel: EX 9-1471. Owner: Paco Befancourt; Mgr.: John F. Phillips. (Recs. & tape).

● **WICHITA FALLS (Area Code 817)**
Sheppard Rec. Shop, 4116C Burk Rd. Zip: 76304. Tel: 723-1287. Owner: E. Humber. (Recs. only).

UTAH

● **SALT LAKE CITY (Area Code 801)**
A B C Rec. & Tape Sales Corp. (formerly Billinis Dist'g Co.), 3575 South 700 West. Zip: 84119. Tel: 266-3540. Regional VP: John Billinis. (Recs. & tape).
Regional branch: Denver, Colo.
Home office: Seattle, Wash.
Huish Dist'g Co., 2525 South Eighth West. Zip: 84115. Tel: 486-7611. Owner: Paul W. Huish; Mgr.: Ross J. Davis. (Recs. & tape).

VERMONT

● **SOUTH BURLINGTON (Area Code 802)**
Almor Whsle. Dist'g Co. Inc., Dorset St. Zip: 05401. Tel: 864-4087. Mgr.: Ray Baron. (Recs. & tape).
Home office: Amsterdam, N.Y.

VIRGINIA

● **ARLINGTON (Area Code 703)**
Giant Music Whsle. Inc., 2611 Columbia Pike. Zip: 22204. Tel: 527-4420. Mgr.: Paul Teare. (Recs. & tape).
Home office: Falls Church, Va.

● **FAIRFAX (Area Code 703)**
Giant Music Whsle. Inc., 9416 Main St. Zip: 22030. Tel: 591-4528. Mgr.: James Ballard. (Recs. & tape).
Home office: Falls Church, Va.

● **FALLS CHURCH (Area Code 703)**
Giant Music Whsle. Inc., 133 S. Washington St. Zip: 22046. Tel: 534-3773. Pres.: Jack Shaver; Buyer: Skip Blackburn. (Recs. & tape).
Branches: Arlington, Fairfax, Va.

● **RICHMOND (Area Code 703)**
Dean's One Stop, 214 E. Main St. Zip: 23219. Tel: 648-0169. Owner & Mgr.: G. Dean Hogue. (Recs. & tape).
Pat's One Stop (div. of Entertainment Inc.), PO Box 2219. Zip: 23217. Tel: MI 8-4791. Pres.: Pat Cohen. (Recs. & tape).

WASHINGTON

● **SEATTLE (Area Code 206)**
A B C Rec. & Tape Sales Corp. (formerly Consolidated Rec. Dists. Inc.), 729 S. Fidalgo St. Zip: 98108. Tel: 763-8600. VP & Gen. Mgr.: Stan Sulman. (Tape only).
Branches: ABC Rec. & Tape Sales Corp. in Los Angeles, Calif.; Des Moines, Iowa; Dallas, Tex.; Salt Lake City, Utah—New Deal Rec. Serv. Corp. in Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa.

Disc City One Stop, 410 Elliott W. Zip: 98119. Tel: AT 2-7555. Mgr.: Larry Dolgoff. (Recs. & tape).

Seattle Rec. One Stop (div. of Fidelity Northwest Inc.), 125 First Ave. N. Zip: 98109. Tel: 284-8990. Gen. Mgr.: Lew Choate. (Recs. & tape).
Branch: Portland, Ore., Sea-Port One Stop.

● **SPOKANE (Area Code 509)**
Music Box, 417 W. Riverside Ave. Zip: 99201. Tel: MA 4-9123. Owner: D. A. Drivdahl. (Recs. only—45 rpm's).

WEST VIRGINIA

● **CHARLESTON (Area Code 304)**
Elkins Rec. Shop, 160 Court St. Zip: 25301. Tel: 343-7833. Owner & Buyer: M. Z. Red Elkins. (Recs. only—singles).

● **FRIENDLY (Area Code 304)**
Mobile Rec. Serv. Co., PO Box 67. Zip: 26146. Tel: 657-2748. Mgr.: Don Gretz. (Recs. only).
Home office: Pittsburgh, Pa.

● **HUNTINGTON (Area Code 304)**
Music Man Inc., 803 Eighth Ave. Zip: 25701. Tel: 522-7551. Pres. & Mgr.: F. J. McGlynn; Buyers: Singles & Tape, C. L. Blankenship; Albums, F. J. McGlynn. (Recs. & tape).

WISCONSIN

● **BURLINGTON (Area Code 414)**
Music Mart, 164 E. Washington St. Zip: 53105. Tel: 763-3361. Pres.: Robert Ruedebusch. (Recs. & tape).

● **KENOSHA (Area Code 414)**
Hoffman's, 5707 Sixth Ave. Zip: 53140. Tel: DL 7-7858. Owner: Joseph Hoffman; Mgr. & Buyer: S. C. Hoffman. (Recs. only—jukebox).

● **MILWAUKEE (Area Code 414)**
Radio Doctors Inc., 240 W. Wells St. Zip: 53203. Tel: 276-6422. Owner: L. M. Glassman; Mgr.: Stuart L. Glassman; Buyers: Singles, John & Annette Jankowski; Albums, Michael Summers; Tape, Gerald Anderson. (Recs. & tape).
Branch: 2225 N. Third St. Zip: 53212. Tel: 562-7607. Mgr.: Michael Mowers; Buyers: Singles, Michael Mowers; Albums, Mark Olson.
Record City (div. of Taylor Electric Co.), PO Box 2359. Zip: 53212; 10510 N. Port Washington Rd., Mequon. Zip: 53092. Tel: 241-3970. Mgr.: Harold E. Rietz; Buyer: Gordon C. Pelzek. (Recs. & tape).

Taylor Electric Co., 4080 N. Port Washington Rd. Zip: 53212. Tel: 964-4321. Owner: J. A. Taylor; Buyer: Vera Ugoretz. (Recs. & tape).
Branch: Record City.

● **RACINE (Area Code 414)**
Soulville, 507 Main St. Zip: 53403. Tel: 634-9633. Prop.: Jack Huennekens.

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• LOS ANGELES METROPOLITAN AREA

- (Area Code 213)
 B C A Recs. Inc. (sub. of Broadcasting Corp. of America), 719 Gower St., Hollywood. Zip: 90038. Tel: 462-5950. Pres.: G. Burdge.
Records imported: Castle (Canada), Chateau Disques (France), Signal (Singapore), Sovereign (Sweden).
 California Music Co., 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Cable: CALMUSEX. Pres.: Sam Ricklin; Mgr.: Buddy Robinson. (Exporter only—Recs. & tapes).
 Celebrity Concert Corp., 315 S. Beverly Dr., Beverly Hills. Zip: 90212. Tel: 273-3330. Cable: CELEBRIA. Bd. Chm.: Sidney Justin; Pres.: Bernard Luber. (Importer only—Recs. & tapes).
Records & tapes imported: Melodiya (USSR), MK-Mezhdunarodnaya Kniga (USSR).
 Fermata Int'l Melodies Inc., 6290 Sunset Blvd., Hollywood. Zip: 90028. Tel: 462-7473. Mgr.: D. Frenkiel. (Importer only—Recs. & tapes).
Records & tapes imported: Producos Fermata, Som/Maior, Discos RGE, Discos Premier. (All Brazil).
 Festival Rec. Dist., 2769 W. Pico Blvd. Zip: 90006. Tel: 737-3500. Owner: John Filcich. (Importer only—Recs.).
Branch: San Francisco, Calif.
Imports from: Greece, India, Near East, Yugoslavia.
 Lyric Sales Inc., PO Box 20307, 2807 W. Pico Blvd. Zip: 90006. Tel: 737-3440. Pres.: Mrs. L. Geshelin. (Importer only—Recs.).
Imports from: Congo, Ghana, Indonesia, Iran, Nigeria, Philippines, Poland, Roumania, Russia, Yugoslavia.
 New Sound, 8878 Sunset Blvd. Zip: 90069. Tel: 657-5410. Pres.: Jerry Prager. (Importer only—Recs.).
Records imported: Apple Sapcor, Bell, Blue Horizon, Brunswick, CBS, Columbia, Decca, Deram, Direction, Elektra, Ember, EMI, Fontana, Hallmark, Harvest, Immediate, Island, Liberty, London, Marble Arch, Marmalade, Mercury, Page One, Parlophone, Philips, Polydor, Pye, RCA, Reaction, Regal, Reprise, Spark, Stable, Sue, Track, Transatlantic, Underground, United Artists, Wing, Zapple. (All UK).
 Pacific International, 1223 N. Kingsley. Zip: 90029. Tel: 666-2704. Pres.: Tom T. Saiki. (Importer only—tapes).
Tapes imported: Nivico (Japan), Pony Pak (Japan).
 Pacific Music Import & Export, 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Jack Lewerke; Mgr.: Greg Lewerke. (Importer/Exporter—Recs.).
Records imported: Ace of Clubs, Ace of Hearts, Apple, Blue Horizon, Brunswick, CBS, Columbia, Decca, Deram, Ember, EMI, Fontana, Hallmark, Immediate, Island, Liberty, London, Marble Arch, Marmalade, Music Factory, Page One, Parlophone, Philips, Polydor, Pye, RCA, Reaction, Regal, Reprise, Saga, Spark, Society, Stable, Sue, Track, Transatlantic, United Artists, Underground, Wing. (All UK).
 M. Stewart & Co., 204 S. Beverly Dr., Beverly Hills. Zip: 90212. Tel: 272-0103. Int'l Sales Dir.: Mendel Stewart. (Exporter only—Recs. & tapes).

T D K Electronics Corp., 6151 W. Century Blvd. Zip: 90045. Tel: OR 0-5515. (Importer only—Tapes).
Home office: New York, N.Y.
Int'l office: Japan.
Tapes imported: Japan Gramophone (Japan), Teichiku (Japan).

• ORANGE (Area Code 714)

Southland Recs. Dist., 291 Spinnaker St. Zip: 92668. Tel: 537-1546. Owner: Bill Bacin. (Importer/Exporter—Recs.).
Records imported: Ace of Clubs (UK), Ace of Hearts (UK), Afro (UK), Artone (Netherlands), Collectors (Denmark), Collectors Classics (Denmark), CBS (Germany), Connoisseur (Sweden), Ducretet-Thomson (France), Exclusive (Canada), FDC (Denmark), Folklore (UK), Golden Guinea (UK), Grand Prix (Sweden), Halcyon (UK), Harlequin (UK), International Polydor (Germany), Jazz Panorama (Sweden), King (Japan), Kwela (UK), Marble Arch (UK), Onward (Canada), Original Dixieland Jazz Band of Osaka (Japan), Pye (UK), Roots (Austria), Sackville (Canada), Saga (UK), Saydisc (UK), Seventy-seven, 77 (UK), Sonet (Sweden), Spook (Denmark), Storyville (Denmark), Swift (UK), Swing Classic (Sweden), Vintage Jazz Music (UK).

• SAN FRANCISCO & BAY AREA

(Area Code 415)
 Festival Rec. Dist., 161 Turk St. Zip: 94102. Tel: PR 5-3434. Mgr.: John Filcich. (Importer only—Recs.).
Home office: Los Angeles, Calif.
Imports from: Greece, India, Near East, Yugoslavia.

• SANTA ANA (Area Code 714)

Rantra Recs., 1136 S. Arapahoe Dr. Zip: 92704. Tel: 546-1876. Pres.: Stewart Douglas; Mgr.: Julie Mallow. (Importer/Exporter—Recs. & tapes).
Imports from: Germany, Spain, Sweden.

COLORADO

• DENVER (Area Code 303)

Indie Dist'g, 1236 S. Pennsylvania St. Zip: 80210. Tel: 744-6786. Mgr.: Brad Miller. (Importer only—Recs.).
Records imported: Ace of Clubs, Ace of Hearts, Apple, Blue Horizon, Brunswick, CBS, Columbia, Decca, Deram, Direction, Elektra, Ember, EMI, Fontana, Hallmark, Immediate, Island, Liberty, London, Marble Arch, Marmalade, Music Factory, Page One, Parlophone, Philips, Polydor, Pye, Reaction, Regal, Reprise, Spark, Stable, Sue, Track, Transatlantic, United Artists, Underground, Wing. (All UK). (SEE ADVERTISEMENT)

CONNECTICUT

• WILTON (Area Code 203)

Acropole Corp. of America, PO Box 365. Zip: 06897. Tel: 847-2311. Pres.: Michele M. Ronty. (Importer/Exporter—Recs.).
Imports from: France, Germany, Italy.

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

A. E. Schwartz Music Studios, 1301 Delaware Ave. S.W. Zip: 20024. Tel: 546-1597. Owner: A. E. Schwartz; Mgr.: R. D. Schwartz. (Importer only—Recs. & tapes).
Records & tapes imported: Karmiol (Israel).

FLORIDA

• MIAMI METROPOLITAN AREA

- (Area Code 305)
 Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian. (SEE ADVERTISEMENT)
 Island Music Dist., PO Box 748, Miami Springs. Zip: 33166. Tel: 666-3874, 361-2179. Pres.: Patricia V. Jacobs; Mgr.: Ron Christopher. (Importer only—Recs. & tapes).
Home office: Bahamas.
Records imported: Carib, Famo, Island Artists, Tropical, Westindy. (All Bahamas).
Tapes imported: Carib (Bahamas), Island Artists (Bahamas).
 Musical Export Supply Inc., 9888 N.W. 77 Ave., Hialeah Gardens. Zip: 33016. Tel: 822-7440. Pres. & Mgr.: Raoul Shapiro. (Exporter only—Recs. & tapes).
 Panart Int'l, 477 W. 27 St., Hialeah. Zip: 33016. Tel: 887-1391. Pres.: J. R. Sabat. (Importer only—Recs.).
 Tone Int'l (div. of Tone Dist.), 495 S.E. 10 Ct., Hialeah. Zip: 33011. Tel: 888-1685. Gen. Mgrs.: Eddie Llopis, Thomas Fundora. (Importer/Exporter—Recs. & tapes).
Imports from: Argentina, Mexico, Panama, Peru, Spain, Venezuela.
• WEST PALM BEACH (Area Code 305)
 Stratford Dance Recs., PO Box 887. Zip: 33402. Tel: 833-8940. Owner: Reno B. Swails. (Importer/Exporter—Recs.).
Records imported: Philips, Polydor, Pye.

HAWAII

• HONOLULU (Area Code 808)

Microphone Music, 2077 S. Beretania St. Zip: 96814. Tel: 946-1488. Pres.: Ken Kaizawa.

ILLINOIS

• CHICAGO METROPOLITAN AREA

- (Area Code 312)
 Gaelic Imports, 5931 W. Chicago Ave. Zip: 60651. Tel: 261-6144. Pres.: George Hudson. (Importer only—Recs.).
Branches: Cleveland, Ohio; Pittsburgh, Pa.
Records imported: Delyse, Dominion, Golden Guinea, Pye, Shamrock, Thistle. (All UK).
 National Educational Serv., 413 S. Second Ave., Libertyville. Zip: 60048. Tel: 362-0122. Pres.: Charles Suber. (Exporter only—Recs.).
 Pan American Recs. Inc., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Owner: M. S. Frenkel. (Importer only—Recs.).
 Polish Rec. Center of America, 3055 N. Milwaukee Ave. Zip: 60618. Tel: 772-4044. (Importer only—Recs.).
Records imported: Muza, Pronit, Veriton. (All Poland).
 T D K Electronics Corp., 2906 W. Peterson Ave. Zip: 60645. Tel: 973-1222. Gen. Mgr.: K. Hiromoto; Sales Mgr.: Y. Hirotsaka. (Importer only—Tapes).
Home office: New York, N.Y.
Int'l office: Japan.
Tapes imported: Japan Gramophone (Japan), Teichiku (Japan).

KENTUCKY

• LOUISVILLE (Area Code 502)

Orbit Radio, PO Box 1644, 1863 Arlington St. Zip: 40201. Tel: 895-1143. Owner: S. A. Cisler. (Importer/Exporter—Recs. & tapes).
Imports from: France, Germany, Italy, Japan, Scandinavia, UK.

MASSACHUSETTS

• NEW BEDFORD (Area Code 617)

Penco Rec. Co., 428 Wood St. Zip: 02745. Tel: 995-0595. Owners: Francisco A. Penha, Americo Afonso; Mgr.: Francisco A. Penha. (Importer only—Recs. & tapes).
Records imported: Afonso, Alvorada, Belter, Clave, Estudio, Lisboa, Odeon, Ofir, Orfeu, Rapsodia, Telegra. (All Portugal).
Tapes imported: Alvorada, Lisboa, Orfeu, Rapsodia. (All Portugal).

• SANDSFIELD (Area Code 413)

David Sternberg Int'l Sales, Beech Plain Rd. Zip: 01255. Tel: 258-4588. Owner: David Sternberg. (Importer/Exporter—Recs. & tapes).
Home office: New York, N.Y.
Imports from: France, Germany, Italy, UK.

• WORCESTER (Area Code 617)

J. K. Ogasian & Sons, 179 Belmont St. Zip: 01605. Tel: PL 2-9844. Pres.: J. K. Ogasian. (Importer only—Recs.).

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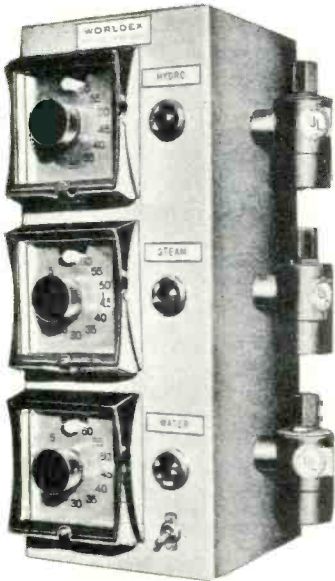
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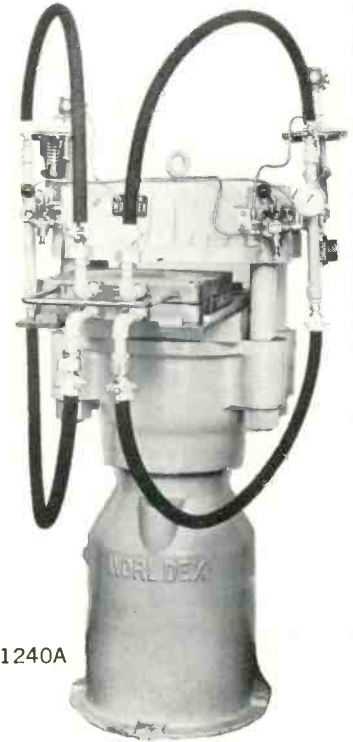


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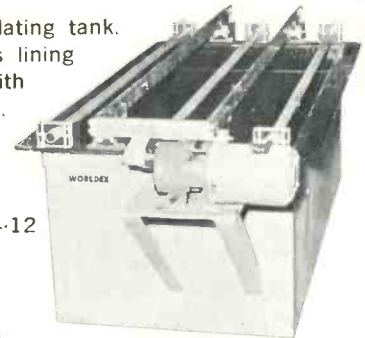
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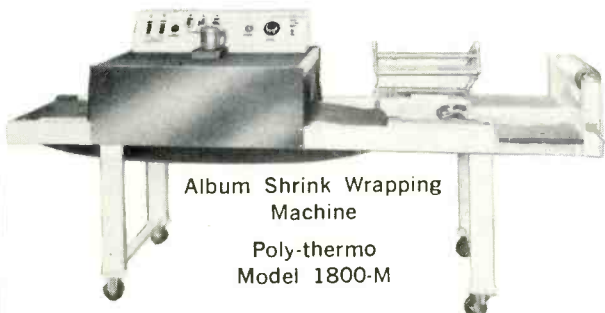


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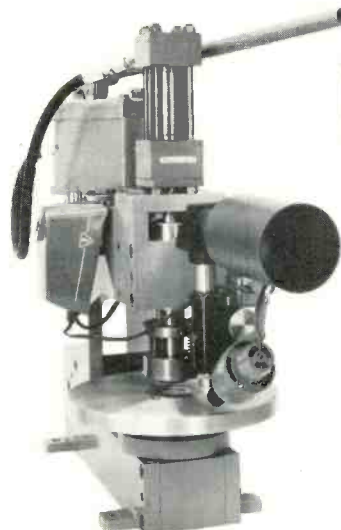


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NEW JERSEY

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Allied Rec. Sales (Oldies But Goodies), 549 Hamilton Ave. Zip: 08609. Tel: 599-3000. Owners: John T. Gervasoni, Frank Romano. (Importer/Exporter—Recs.).

NEW YORK

• **ARMONK (Area Code 914)**
Zerga (Mozart Edition Inc.), 4 Mill Ln. Zip: 10504. Tel: 273-9529. Owner: Joseph E. Zerga. (Importer only—Recs. & tapes).
UK, Raphael (Germany).
• **FREEMONT, L. I. (Area Code 516)**
Royal Sound Co. Inc., 409 N. Main St. Zip: 11520. Tel: 868-2880. Pres.: Mervin A. Dayan. (Exporter only—Tapes).
• **MOUNT VERNON (Area Code 914)**
Luso Stereo Corp., PO Box 1031. Zip: 10551; 35 N. Fifth Ave. Zip: 10550. Tel: 667-7138. (Importer/Exporter—Recs. & tapes).
Branch: New York, N.Y. (See for product).

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Airdisc USA, 949 Broadway. Zip: 10010. Contact: Alexej Ugrinsky. (Exporter only—Recs. & tapes).
Aldcap Inc., 19 W. 34 St. Zip: 10001. Tel: CH 4-1195. Owner: Joseph Scapa; Mgr.: B. Zimbalist. (Exporter only—Recs. & tapes).
Apon Rec. Co. Inc., PO Box 3087, Steinway Sta., 44-16 Broadway, Long Island City. Zip: 11103. Tel: 988-0450. Pres.: Andrej M. Poncic; Sales Mgr.: Donald M. Zemann. (Importer only—Recs. & tapes).
Records imported: Amadeo (Austria), Angelicum (Italy), Christophorus (Germany), Harmonia Mundi (Germany), Polyphon (Austria), Supraphon (Czechoslovakia)
Tapes imported: Amadeo (Austria), Harmonia Mundi (Germany).
C I D I Rec. Imports Inc., 176 Hester St. Zip: 10013. Tel: 996-3384. Pres.: Thomas Salomona; VP: Santi Forzano. (Importer only—Recs. & tapes).
Records & tapes imported: Ariston, Clan Celenano, Durium, Ri Fi, Ricordi, Saar. (All Italy).
Cardinal Export Corp., 135 W. 29 St. Zip: 10001. Tel: PE 6-5855. Pres.: Arthur Lerner. (Exporter only—Recs. & tapes).
China Publ'ns, 95 Fifth Ave. Zip: 10003. Tel: 924-1132. Mgr.: David Rosen. (Importer only—Recs.). Imports from: Mainland China.
Daro Exports Ltd., 424 Madison Ave. Zip: 10017. Tel: PL 5-1753. Owner: John R. Weinberg. (Exporter only—Recs. & tapes).
Eltron Export Co., 159 Maiden Ln. Zip: 10038 Tel: 944-7635. Pres.: W. T. Glaeser. (Exporter only—Recs. & tapes). (SEE ADVERTISEMENT)
David Eskin-Int'l Sales, 400 Riverside Dr. Zip: 10025. Tel: RI 9-4257. Pres.: David Eskin. (Exporter only—Recs. & tapes). (SEE ADVERTISEMENT)
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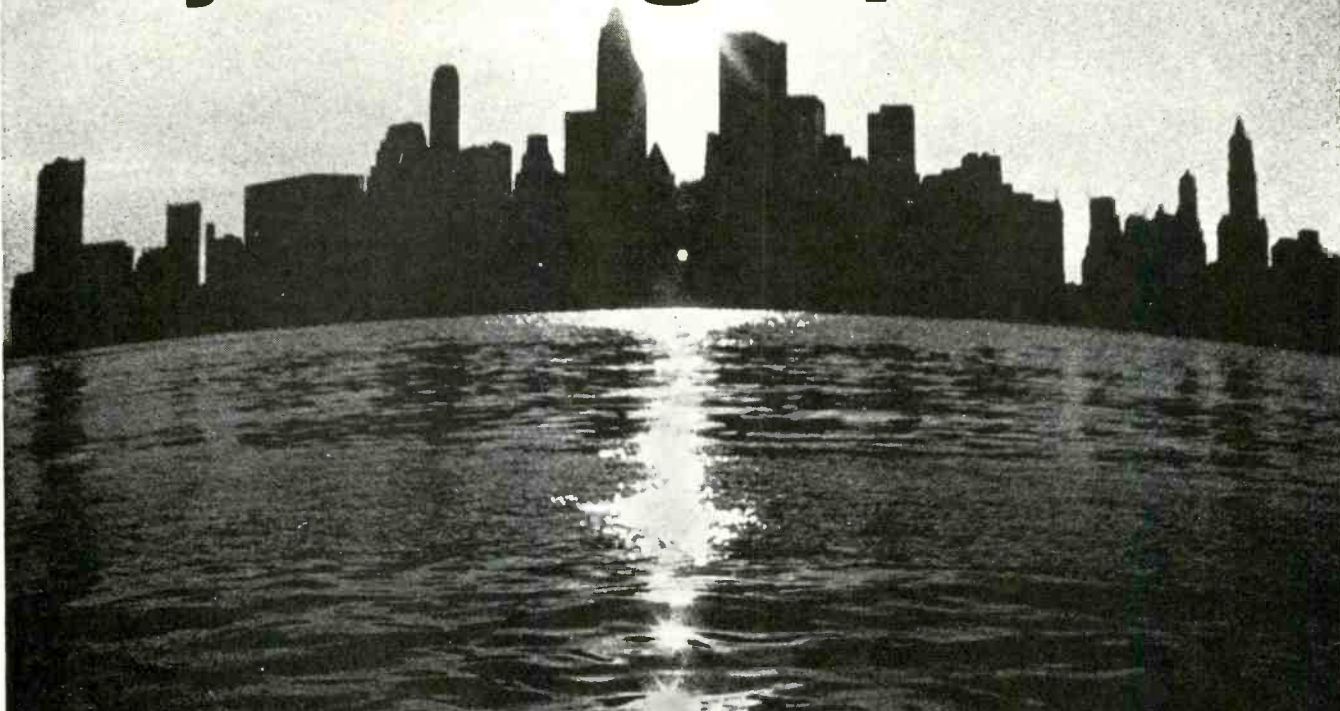
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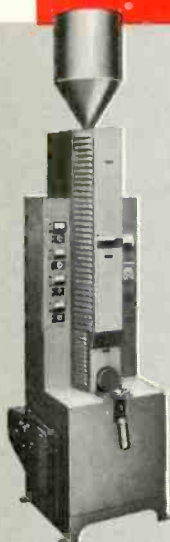
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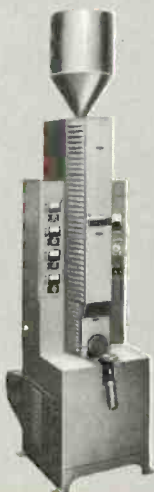
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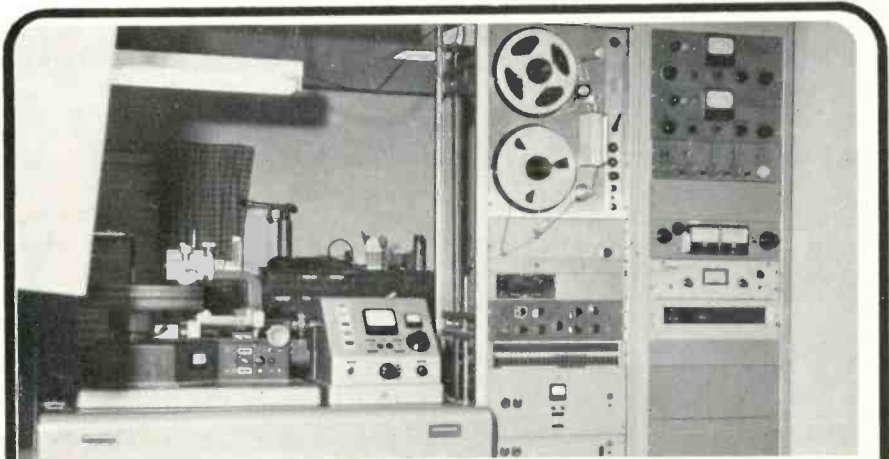
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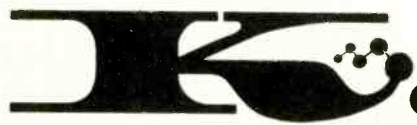
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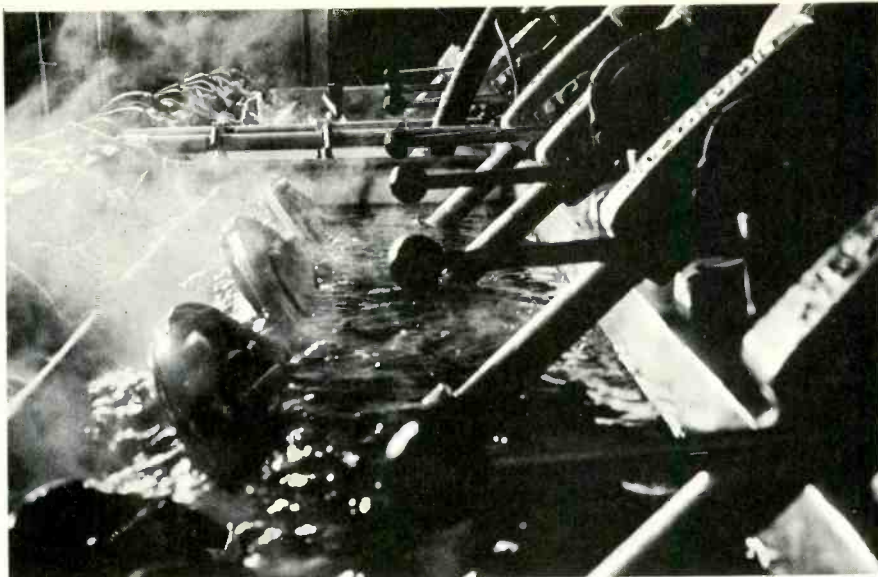
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continued on page 180



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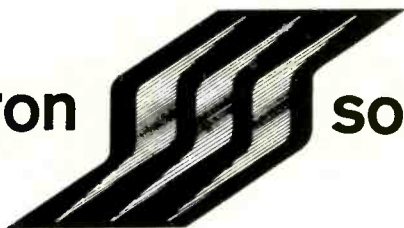
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continued on page 182

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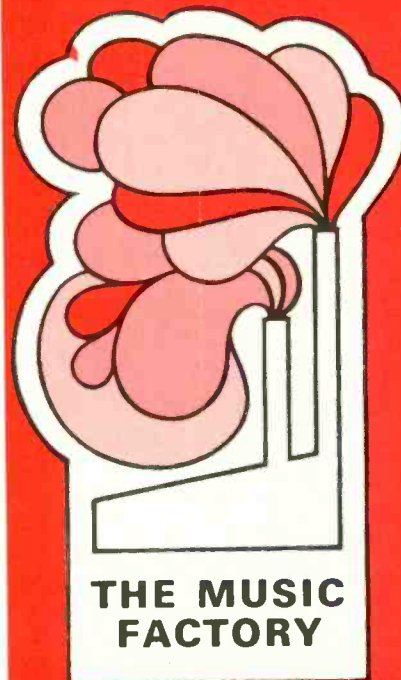
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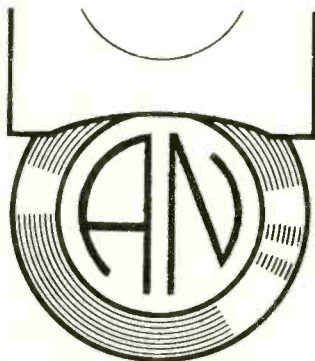
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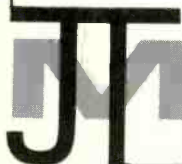
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Universal Audio Rec'g Equip. Sales, 2541 Nicollet
Ave. Zip: 55404. Tel: 827-5443. Pres.: John
A. Michaelson.

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- **KIRKSVILLE** (Area Code 816)
Red Flame Recs., PO Box 563. Zip: 63501. Tel:
665-4017. Pres. & Gen. Mgr.: Dick Lowrance.

NEW JERSEY

- **FLEMINGTON** (Area Code 201)
Modern Album of New Jersey Inc., Hwys. 202 &
31. Zip: 08822. Tel: 782-4800; NYC Tel: (212)
732-0390. Gen. Mgr.: Floyd Pawson.
Home office: New York, N.Y.

- **RUNNEMEDE** (Area Code 609)
Eastern Rec. Mfg., 901 E. Clements Bridge Rd. Zip:
08078. Tel: 931-0558. Pres.: John Dunn; Sec'y-
Treas.: Eric V. Friel.

NEW YORK

- **GARDEN CITY, L. I.** (Area Code 516)
Audio Rec'g & Mfg., 64 Vassar St. Zip: 11530. Tel:
GE 7-6200. Mgr.: Roy A. Musngug.
- **GREAT NECK, L. I.** (Area Code 516)
Ivy Hill Litho (plant), Community Dr. Zip: 11021.
Tel: HU 7-0200.
Sales office: New York City. (SEE ADVER-
TISEMENT)
- **HAUPPAUGE, L. I.** (Area Code 516)
Globe Albums, Cardinal Ind'l Park. Zip: 11788. Tel:
234-1100. Pres.: Lee Halpern.
- **MOUNT VERNON** (Area Code 914)
County Box & Album, 201 S. Second Ave. Zip:
10550. Tel: MO 8-7862; NYC Tel: (212) 5Y
2-9080.

- **NEW YORK CITY** (Area Code 212)
George Alexander Group, 36-25 Prince St., Flush-
ing. Zip: 11354. Tel: 886-5600. Pres.: Keve
Devejian.
Craig Braun Inc., 19 E. 53 St. Zip: 10022. Tel:
421-8255. Pres.: Craig Braun.
Branch: Chicago, Ill., Album Graphics, Inc.
Imperial Paper Box Corp., 252 Newport St., Brook-
lyn. Tel: 346-6100.
Branch: Los Angeles, Calif., Imperial Pacific
Packaging.
Ivy Hill Litho. (sales office), 18 E. 48 St. Zip:
10017. Tel: 752-4670. VP: Murray M. Kur-
land.
Plant: Great Neck, L. I., N. Y. (SEE ADVER-
TISEMENT)
Lee-Myles Assocs., 160 E. 56 St. Zip: 10022. Tel:
758-3232. Pres.: R. Miller. (SEE ADVERTISE-
MENT)
Lithographic Corp. of America, 49 W. 47 St. Zip:
10036. Tel: WO 6-4353. Pres.: Lew Lewis;
VP: Jack Dienes; Sales Mgr.: John Wolf.
Branch: Bridgeport, Conn.
Mac Murray Press., 22 Jones St. Zip: 10014. Tel:
WA 4-1530. Pres.: Mac Finesmith; VP: Robert
Finesmith.
Modern Album, 119-01 22 Ave., College Point. Zip:
11356. Tel: FL 3-5701.
Branches: Los Angeles, Calif.; Terre Haute,
Ind.; Flemington, N.J.

One Stop Serv., 133 E. 84 St. Zip: 10028. Tel: 288-4338. Mgr.: Adam Gary. (SEE ADVERTISEMENT)

Profile Press, 151 W. 25 St. Zip: 10001. Tel: OR 5-1220.

Progressive Label, 286 Stanhope St., Brooklyn. Zip: 11237. Tel: HY 7-2320. Pres.: Jerome J. Road.

Queens Envelope, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700. VP: Eric Kalfman. (SEE ADVERTISEMENT)

Record Albums, 286 Stanhope St., Brooklyn. Zip: 11237. Tel: EM 6-8171, HY 7-2320.

Robins Inds., 15-58 127 St., Flushing. Zip: 11356. Tel: HI 5-7200. Pres.: Herman Post; VP: Jack Friedland; Mktg. & Sales Dir.: Robert A. Cohen.

Shorewood Packaging, 724 Fifth Ave. Zip: 10019. Tel: JU 2-6885. Pres.: Paul Shore; VP Mktg.: Floyd Glinert; Sales Rep.: Ken Rosenblum. Branch: Los Angeles, Calif.

Tee Packaging, 22 Jones St. Zip: 10014. Tel: WA 4-1530.

NORTH CAROLINA

● **WINSTON-SALEM** (Area Code 919)
Snyder Album, 3083 Indiana Ave. Zip: 27105. Tel: 722-6768. Pres.: E. Snyder. (SEE ADVERTISEMENT)

OHIO

● **CINCINNATI** (Area Code 513)
King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Exec. VP & Gen. Mgr.: Johnnie Miller.

Queen City Album, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns, 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt.

● **COLUMBUS** (Area Code 614)
Mus-I-Col, 780 Oakland Park. Zip: 43224. Tel: 267-3133. Pres.: Boyd P. Niederlander; VP: John W. Hull.

● **DAYTON** (Area Code 513)
Mega City Music, 38 Linden Ave. Zip: 45403. Tel: 256-6931/6557. Owner & Pres.: Ivan Freeman. Southern-Aires Quartet Album & Music, 5981 Echo Hill Ln. Zip: 45430. Tel: 426-0310. Pres.: Dall H. Miller.

● **MINERVA** (Area Code 216)
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Home office: Stoneboro, Pa.

PENNSYLVANIA

● **ALLENTOWN** (Area Code 215)
Allentown Rec., 10 & Walnut Sts. Zip: 19107. Tel: 433-7405. Pres.: S. L. Wartell.

● **PHILADELPHIA** (Area Code 215)
Jack Howard Promos., 2733 Kensington Ave. Zip: 19134. Tel: NE 4-8487. Owner: Jack Howard.
H. Royer Smith, 10 & Walnut Sts. Zip: 19107. Tel: WA 2-2023. Pres.: H. Royer Smith Jr.

● **PITTSBURGH** (Area Code 412)
G & C Rec. Mfg., 2724 Penn Ave. Zip: 15222. Tel: AT 1-9898. Owner & Mgr.: Glenn E. Campbell.

● **SHARON** (Area Code 412)
Marjon, 930 Woodview Pl. Zip: 16146. Tel: 347-4726.

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Praise Recs., PO Box 428, Dept. B. Zip: 16153. Tel: 868-4840. Pres.: Johannes Maas.
Branch: Minerva, Ohio.

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● **KINGSFORT** (Area Code 615)
Tri-State Rec'g, 1767 Fort Henry Dr. Zip: 37664. Tel: 246-9701. Pres.: Basil J. Palmer.

● **NASHVILLE** (Area Code 615)
Music City Album Co., 219 Russell St. Zip: 37213. Tel: 255-6482.
Nashville Rec. Prod'ns, 905 17 Ave. S. Zip: 37212. Tel: 244-2554.
Southern Album Serv. (see Southern Graphic).
Southern Graphic Inds., PO Box 303. Zip: 37202. Tel: 254-1022. Pres.: Charles H. Potter Jr.; Gen. Mgr.: Mrs. Betty C. Cox.
World Wide Recs. Inc., 5815 Old Harding Pike. Zip: 37205. Tel: 352-6681. Mgr.: Mrs. Carlene Westcott.

● **NEWPORT** (Area Code 615)
Vibrant Rec'gs, Rt. 1. Zip: 37821. Tel: 623-4498. Pres.: Hal R. McGaha; VP: Nick Green.

TEXAS

● **HOUSTON** (Area Code 713)
M & M Rec. Prod'n Co., PO Box 36529, 8004 Wednesday Ln. Zip: 77036. Tel: 774-1050. Owner: O. C. Monds.

● **SAN ANTONIO** (Area Code 512)
Tanner 'N' Texas, 1422 W. Poplar. Zip: 78207. Tel: PE 2-8072. Pres.: Bob Tanner.

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● **SAUK CITY** (Area Code 608)
Cuca Recs. Mfg., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.

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● **CHEYENNE** (Area Code 307)
R M R (Rocky Mountain Rec'g), PO Box 82. Zip: 82001. Tel: 638-8733. Mgr.: Ray Alexander.

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Allied Rec., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)
Bert-Co Ents., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. VP: Robert Couturier.
Container-Kraft, 721 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: A. M. Garson.
Custom Rec. Mfg., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: James Takeda.
Location Rec'g Serv., 2201 W. Burbank Blvd., Burbank. Zip: 91506. Tel: 849-1321. Partners: Allen J. Fraiberg, Steven A. Guy.
Monarch Rec. Mfg., 4852-56 W. Jefferson Blvd. Zip: 90016. Tel: RE 2-6185.
Rainbo, 1041 N. Las Palmas, Hollywood. Zip: 90038. Tel: HO 6-7516. Pres.: Jack G. Brown.
Record Labels, 6211 Santa Monica Blvd. Tel: 466-1307.

● **SAUGUS** (Area Code 805)
Keysor-Century, 26000 Springbrook Rd. Zip: 91350. Tel: 259-2360. Pres.: James B. Keysor Sr.; Exec. VP: Richard B. Keysor.

CONNECTICUT

● **BRIDGEPORT** (Area Code 203)
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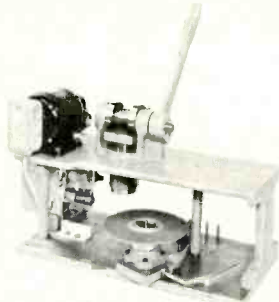


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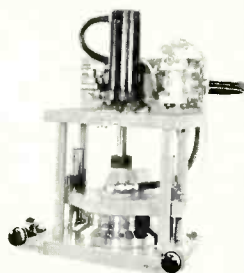
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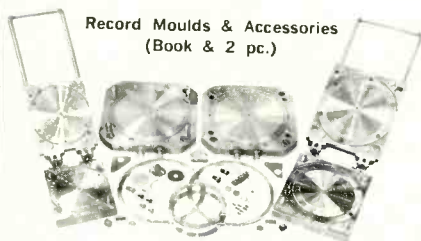
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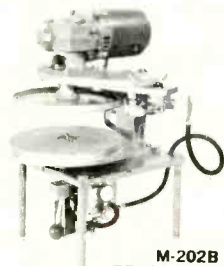
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Adrian Assocs. Inc., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT)

Artrec Prod'ns, PO Box 549. Zip: 33101. Pres.: Bob Archibald; VP: Eddie Jacobs.

Unitel, 2515 N.E. 207 St., North Miami Beach. Zip: 33160. Tel: 945-2819. Mng. Dir.: C. H. Barkhaus.

GEORGIA

- **FAIRMOUNT** (Area Code 404)

Jay-Cher Ent's., PO Box 175. Zip: 30139. Tel: 337-2508. Pres.: John Carter; VP: Cheryl Carter; Gen. Mgr.: Al Hedges.

ILLINOIS

- **CHICAGO** (Area Code 312)

Fort Dearborn Litho. Co., 6035 W. Gross Point Rd. Zip: 60648. Tel: SP 4-4321. Pres.: Thomas W. Adler; VP Sales: Richard J. Adler.

R C S Press, 1130 W. Adams St. Zip: 60607. Tel: 733-3500. Pres.: J. S. Farrell; VP & Sec'y: D. H. Turner; Sales Mgr.: Jac Rager.

INDIANA

- **RICHMOND** (Area Code 317)

Mercury Rec. Mfg., 300 S. First St. Zip: 47374. Tel: 962-9511.

- **TERRE HAUTE** (Area Code 812)

Woodburn Printing, 25 S. Sixth St. Zip: 47801. Tel: 232-0164. Treas.: Don Pendergast.

MARYLAND

- **COCKEYSVILLE** (Area Code 301)

Recordings Inc., PO Box 405. Zip: 21030. Tel: 666-7770. VP: Burgess Macneal Jr. (SEE ADVERTISEMENT)

MASSACHUSETTS

- **BOSTON METROPOLITAN AREA** (Area Code 617)

Continental Rec'gs Inc., 12 Irving St., Framingham. Zip: 01701. Tel: 879-2430. Pres.: L. Daniel Flynn; VP, Sales & Mktg.: John F. Flynn.

MINNESOTA

- **MINNEAPOLIS** (Area Code 612)

Sentinel Rec. Corp., 2129 Washington Ave. N. Zip: 55411. Tel: 522-4353. Pres. & Mng. Dir.: Robert G. Haacke.

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Red Flame Recs., PO Box 563. Zip: 63501. Tel: 665-4017. Pres. & Gen. Mgr.: Dick Lowrance.

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Newark Phonolabels (div. of Folkraft Publ'g Corp.), 1159 Broad St. Zip: 07114. Tel: 622-0024. Pres.: Jerry Shifrin.

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Eastern Rec. Mfg., 901 E. Clements Bridge Rd. Zip: 08078. Tel: 931-0558. Pres.: John Dunn; Sec'y-Treas.: Eric V. Friel.

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Ivy Hill Litho. (Sales office), 18 E. 48 St. Zip: 10017. Tel: 752-4670. VP: Murray M. Kurland. Plant: Great Neck, L.I. N.Y. (SEE ADVERTISEMENT)

Kaltman Press, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700. VP: Eric Kaltman.

Linear Prods., 37-45 W. 20 St. Zip: 10011. Tel: AL 5-2917.

Lithographic Corp. of America, 49 W. 47 St. Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf.

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MacMurray Press, 22 Jones St. Zip: 10014. Tel: WA 4-1530. Pres.: Mac Finesmith; VP: Robert Finesmith.

One Stop Serv., 133 E. 84 St. Zip: 10028. Tel: 288-4338. Mgr.: Adam Gary. (SEE ADVERTISEMENT)

Progressive Label, 286 Stanhope St., Brooklyn. Zip: 11237. Tel: HY 7-2320. Pres.: Jerome J. Rood.

Queens Litho, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700. VP: Eric Kaltman. (SEE ADVERTISEMENT)

OHIO

● **CINCINNATI** (Area Code 513)
King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Exec. VP & Gen. Mgr.: Johnnie Miller.

Queen-City Album, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns, 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt.

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R. D. Cortina, 136 W. 52 St. Zip: 10019. Tel: JU 2-3845. Pres.: Robert E. Livesey.

Fourth Cliff Int'l Ltd., 221 W. 57 St., 5th floor. Zip: 10019. Tel: JU 2-5030. Contact: Joseph Levine.

Publishers' Licensing Corp. (PLC), 40 W. 55 St. Zip: 10019. Tel: 581-7970. Cable: TABAKURN. Telex: 224128. Pres.: Philip S. Kurnit.

Radianf Cassette & Cartridge Corp., 250 W. 57 St. Zip: 10019. Tel: (212) 765-1820. Pres.: Cary Wang; Nat'l Sales Mgr.: Don Pasin.
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● **CINCINNATI** (Area Code 513)
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King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Exec. VP & Gen. Mgr.: Johnnie Miller.

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Associated Inds. Inc., 256 Fifth Ave. Zip: 15222. Tel: 471-3484. Pres.: Ronald W. Schafer.

G & C Rec. Mfg., 2724 Penn Ave. Zip: 15222. Tel: AT 1-9898. Owner & Mgr.: Glenn E. Campbell.

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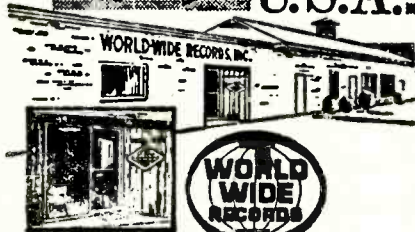
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7770. VP: Burgess Macneal Jr. (SEE ADVER-
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- **DETROIT (Area Code 313)**
Archer Rec. Pressing, 6552 E. Davison. Zip: 48212.
Tel: 365-9545. Owner: Norman B. Archer; Mgr.:
Joe Archer.
- **NEW HAVEN (Area Code 313)**
Sound Inc., 56800 North Ave. Zip: 48048. Tel: 749-
5182. Pres.: Lawrence Lick.
- **OWOSSO (Area Code 517)**
American Rec., 1810 W. King St. Zip: 48867. Tel:
725-8176. Pres.: Norman Dufour.

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Zip 55411. Tel: 522-4353. Pres. & Mng. Dir.:
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- Universal Audio Rec'g Equip. Sales, 2541 Nicollet
Ave. Zip: 55404. Tel: 827-5443. Pres.: John A.
Michaelson.

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- **KIRKSVILLE (Area Code 816)**
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 Capitol, 151 W. 46 St. Zip: 10036. Tel: JU 2-8040.
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 Oasis Rec., 275 S. Second St., Brooklyn. Zip: 11211. Tel: EV 7-1200. Pres.: Roger Lopez.
 Premier Albums, 1650 Broadway. Zip: 10019. Tel: (212) JU 6-5253.
 Branch: Clifton, N.J., Premier Albums of N.J.
 RCA Rec. Sales Inc.—Custom, 1133 Ave. of the Americas. Zip: 10036. Tel: 586-3000.
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Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA 7-2277.

Hodge Rec., 1314-24 S. Howard St. Zip: 19147. Tel: DE 6-7001. Pres.: Sam Hodge.
Paramount Rec., 1314-24 S. Howard St. Zip: 19147. Tel: DE 6-7001. Pres.: Sam Hodge.

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Galaway Rec. & Pressing, Box 603, McKeesport. Zip: 15134. Tel: 672-7106. Owner: Walter Gala.
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Southern Plastics, 453 Chesnut St. Zip: 37203. Tel: 244-1293. VP: Ed Turnley.
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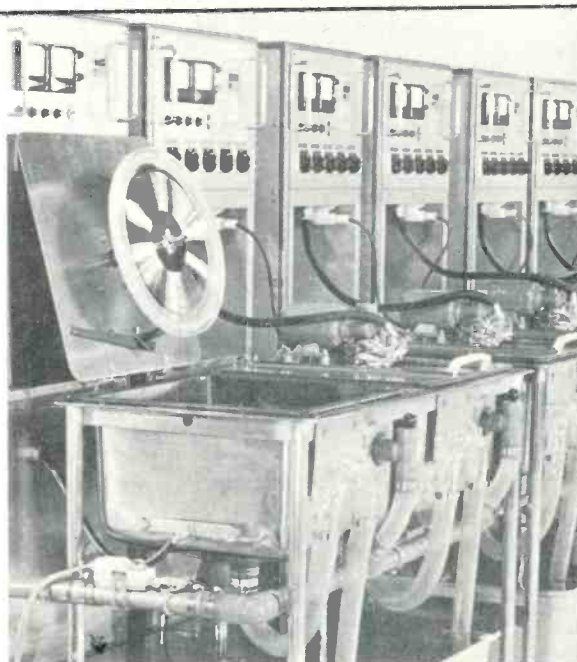
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• **NEW HAVEN (Area Code 313)**
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Queen City Album, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken. (SEE ADVERTISEMENT)
- Rite Rec. Prod'ns, 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt.
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- **WACO (Area Code 817)**
Alco Engraving Co., PO Box 294. Zip: 76703; 2015 Franklin Ave. Zip: 76701. Tel: 756-4671. Owner: Mrs. Elizabeth Coffey.

WISCONSIN

- **MILWAUKEE (Area Code 414)**
Neu Printing Serv., 761 N. 29 St. Zip: 53208. Tel: 344-3925. Owner: Robert J. Neu.
T C I-Gugler Litho. Div., 1339 N. Milwaukee St. Zip: 53202. Tel: 276-6969. Prod. Mgr.: M. H. Page.
- **SAUK CITY (Area Code 608)**
Cuca Recs. Mfg., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.

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Wakefield Mfg., PO Box 6037. Zip: 85005. Tel: 252-5644. Pres.: Sidney J. Wakefield. (SEE ADVERTISEMENT)

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- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**
A F M Eng'g, 6209 Santa Monica Blvd. Zip: 90038. Tel: 466-9291.
Allied Rec., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)
Capitol, PO Box 65856, 3061 Fletcher Dr. Zip: 90065. Mgr.: Forrest Dyer.
C. P. MacGregor, 729 S. Western Ave. Zip: 90005. Tel: 384-4191. Owner: Mildred R. MacGregor; Chief Eng.: Carl J. Yanchar.
Rainbo, 1041 N. Las Palmas, Hollywood. Zip: 90038. Tel: HO 6-7516. Pres.: Jack G. Brown.
Worldex Mfg., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. Pres.: Louis R. Baptista.

- **SAN MARCOS (Area Code 714)**
Record Broadcast, 237 S. Bent Ave. Zip: 92069. Tel: 744-0633.

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- **STAMFORD (Area Code 203)**
Cook Labs. Inc., 351 Courtland Ave., Glenbrook. Zip: 06906. Tel: 348-7578. Pres.: Emory Cook; Sales Mgr.: John R. Moriarty.

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- **MIAMI METROPOLITAN AREA (Area Code 305)**
Adrian Assocs. Inc., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian. (SEE ADVERTISEMENT)

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- **CHICAGO (Area Code 312)**
International Rec'g Co. (IRC), 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; Chm., Pub., Adv. & Promo.: Jerry Man; Sales & Mktg.: Len March.
Sheldon, 211 E. Grand Ave. Zip: 60611. Tel: 828-9262. Pres.: Jack S. Wiener.

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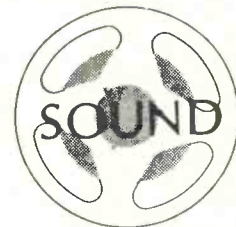
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- Capitol Custom Servs. (sales office), 1290 Ave. of the Americas, Zip: 10019. Tel: 765-0890.
- Mastercraft Rec. Plating, 619 W. 54 St. Zip: 10019. Tel: CO 5-6040. Gen. Mgr.: David Moldauer.

OHIO

- **CINCINNATI** (Area Code 513)
Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.
- King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Exec. VP & Gen. Mgr.: Johnnie Miller.
- **CLEVELAND** (Area Code 216)
Boddie Rec'g, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres.: Thomas R. Boddie.
- Pama Recs. Inc., 4991 Osborn Rd. Zip: 44128. Tel: 581-0661. Pres.: Patrick J. Connelly.

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- **ALLENTOWN** (Area Code 215)
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- **SCRANTON** (Area Code 717)
Capitol, 300 Brook St. Zip: 18501. Contact: Bob Stearns.

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- **PAWTUCKET** (Area Code 401)
Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222. Owners: Lewis Johnston.

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- **ARLINGTON** (Area Code 817)
Rec-O-Press Inc., 609 Great Southwest Pkwy. Zip: 76010. Tel: 261-4941. Pres. & Treas.: W. I. Spittler; VP & Gen. Mgr.: Mary D. O'Brien.
- **SAN ANTONIO** (Area Code 512)
Tanner 'N' Texas, 1422 W. Poplar. Zip: 78207. Tel: PE 2-8072. Pres.: Bob Tanner.

WYOMING

- **CHEYENNE** (Area Code 307)
R M R (Rocky Mountain Rec'g), PO Box 82. Zip: 82001. Tel: 638-8733. Mgr.: Ray Alexander.

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East Wind Ents., 4210 N. Longview. Zip: 85014. Tel: 266-2254. Owners: Dan & Jack Bortz, Scott Fresener.
- Phoenix Sound Rec'g Studio, 3703 N. Seventh St. Zip: 85014. Tel: 274-6314, 939-6373. Owners: Ray Sanders, Billy Williams, Bob Sikora.

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Bakersfield Music Ents., 1223 N. Chester Ave. Zip: 93308. Tel: 399-1674.
- **CHICO** (Area Code 916)
College Town Rec. Promos. (see Songs Tink Smith).
Songs Tink Smith, 881 Humboldt. Zip: 95926. Tel: 342-0629. Pres.: J. H. Smith.
- **FRESNO** (Area Code 209)
California Artists, PO Box 3374. Zip: 93706. Tel: 266-9570. Pres.: Ray Camacho.
Branch: El Paso, Tex.

LOS ANGELES METROPOLITAN AREA
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- Advance Publicity Assocs., 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.
- American Prod'ns, 1654 N. Ivar, Hollywood. Zip: 90028. Tel: 461-3661.
- American Talent Agency (see Consolidated Artists Bureau).
- Jon Badaeux Promos., PO Box 2166, Hollywood. Zip: 90028. Pres.: Jon Badaeux; Exec. Prod'r: George Clements; PR: Don Steele.
- Art Benson, PO Box 1563, Hollywood. Zip: 90028. Tel: 876-2403.
- Consolidated Artists Bureau, PO Box 411, San Fernando. Zip: 91341. Tel: 346-3333. Pres.: Virginia Scott; Rep.: Mark Raymer.
- Contemporary, 9124 Sunset Blvd. Zip: 90069. Tel: 273-8430.
- Creative Sound Prod'ns, 9000 Sunset Blvd. Zip: 90069. Tel: CR 1-4843. Pres.: Bob Cotterell. (SEE ADVERTISEMENT)
- Fields Unltd., 22424 De Grasse, Woodland Hills. Zip: 91364. Tel: 883-6183. Owner: Barney Fields.
- Tim Gayle & Assocs., 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.
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- Litov/Levinson, 9171 Wilshire Blvd., Suite 540, Beverly Hills. Zip: 90210. Tel: 274-7855. Partner: Bob Levinson.
- McFadden, Strauss, Eddy & Irwin, 1017 N. La Cienega. Zip: 90069. Tel: 655-4272. Partners: Frank McFadden, John Strauss, James H. Eddy, Ben Irwin.
- Mike Merrick Co. Inc., 9000 Sunset Blvd. Zip: 90069. Tel: CR 8-1211.
Home office: New York, N. Y.
- Nationwide Syndicated Promos. (see Mark Raymer Promos.).
- Northridge Publ'rs, PO Box 248, Northridge. Zip: 91324. Tel: 349-4394. Pres.: Richard Friedl.
- Stan Pat Ents., 6269 Selma Ave., Hollywood. Zip: 90028. Tel: HO 3-4213.
- Mark Raymer Promos., PO Box 411, San Fernando. Zip: 91341. Tel: 346-3333. Pres.: Mark Raymer; Nat'l Rep.: Sheree Scott; Sales Rep.: Virginia Scott.
- The Record Promoters Inc. (see Mark Raymer Promos.).
- Tony Richland, 1680 N. Vine St., Suite 918, Hollywood. Zip: 90028. Tel: HO 7-2151. Pres.: Tony Richland.
- Lenny Salamone, 24320 Calvert St., Woodland Hills. Zip: 91364. Tel: 466-4106.
- Tom Sawyer Promos., 1680 N. Vine St., Hollywood. Zip: 90028. Tel: 469-5105. Owner: Kenneth M. Sawyer.
- 7 Arts Advertising, 6365 Selma Ave., Hollywood. Zip: 90028. Tel: 467-5005. Gen. Mgr.: Don Rico.
- Edward Shaw & Assocs., 9887 Santa Monica Blvd., Beverly Hills. Zip: 90212. Tel: 274-8307, 878-4602. Pres.: Edward Shaw.
- Soltys Assocs., 5481 Santa Monica Blvd. Zip: 90029. Tel: 465-5277. Dir.: Gene Soltys.
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- Fred Stuart Assocs., 9126 Sunset Blvd. Zip: 90069. Tel: 274-0674.
Branch: New York, N. Y. (SEE ADVERTISEMENT)
- Studio City Adv., 2559 W. Pico Blvd. Zip: 90006. Tel: 388-3251. Owner: Sandy Beck.
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- Ultra-Sound Co. Inc., 6725 Sunset Blvd., Suite 316, Hollywood. Zip: 90028. Tel: 467-1422. Pres.: L. R. Herbst Jr. (SEE ADVERTISEMENT)
- West Coast, 1610 N. Argyle Ave., Hollywood. Zip: 90028. Tel: HO 6-7363. Contact: Mike Borchetta.
- Norman Winter & Assocs., 1507 Vine St., Hollywood. Zip: 90028. Tel: HO 4-7129. Owner: Norman Winter.
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Tel: 526-3491. Exec. VP: James Bronson Jr.
Bulldog I, 680 Beach, Suite 301. Zip: 94109. Tel:
885-2807. Contact: Doug Moody.
Bobby Chinn Assoc's., c/o Ricksha Bistro, 453 Grant
Ave. Zip: 94108. Tel: 391-1277. Pres.: Bob
Chinn.
Cathy Furniss & Assoc's., 680 Beach St., Rm. 301.
Zip: 94109. Tel: 885-2807. Contact: Cathy
Furniss. (SEE ADVERTISEMENT)
Bob Harris Inc.—Professional Programming, 1040
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Stoned Promos., 1236 S. Pennsylvania St. Zip:
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347-3944. Pres.: L. N. Claiborne.
M S A, 143 Kennedy St. N.W., Suite 11. Zip: 20011.
Tel: RA 3-4215. Pres.: Saul Menick.
The Robert C. Newhall Organization, PO Box 3521.
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783-2553. Owner: Elliott Ryan.
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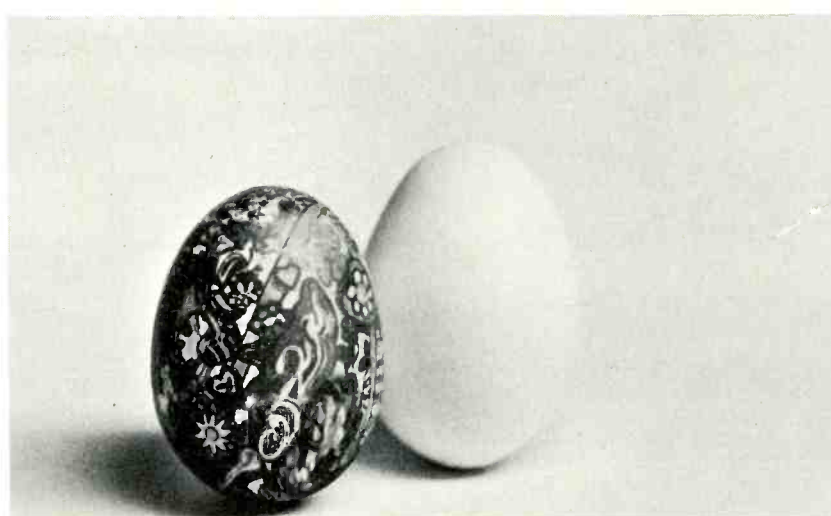
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Ruby Sales, 4038 W. Armitage Ave. Zip: 60639.
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- **EASTPORT (Area Code 207)**
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Ed Hurvitz Music, 24 Francis Dr., Suite 4, Ran-
dolph, Zip: 02368. Tel: 963-7370. Gen. Mgr.:
Edward M. Hurvitz.
Music Promos. Inc., 909 Beacon St. Zip: 02215.
Tel: 267-6176. Pres.: Danny Lipman. (SEE AD-
VERTISEMENT)
- Ed Penney & Assocs., 466 Commonwealth Ave. Zip:
02215. Tel: 266-0060. Pres.: Ed Penney.
St. Christopher Prod'ns, 427 Broadway, Somerville.
Zip: 02145. Tel: 623-6799. Pres.: Charles G.
Martignette Jr.
Steve Sandler, PO Box 278, Essex Sta, Zip: 02112.
Tel: 536-9233. Pres.: Steve Sandler.
- **WORCESTER (Area Code 617)**
Rita E. Prod'ns, 46 Heywood St. Zip: 01604. Tel:
754-7346. Pres.: Paul Lauzon.

MICHIGAN

- **BIRMINGHAM (Area Code 313)**
Kay Ent's., 6564 Knollwood Circle W. Zip: 48010.
Tel: MA 6-7085. Pres.: Winfred Kollars.
- **DETROIT (Area Code 313)**
Jones-Boyd & Assocs. Inc., 7431 Puritan, Zip:
48208. Tel: 342-6010. Pres.: Floyd M. Jones.
Sam Kaplan, 20211 Greenfield, Suite 3, Zip: 48235.
Tel: 837-2100. Pres.: Sam Kaplan.
Jerry Patlow & Assocs., 18475 Evergreen Rd. Zip:
48219. Tel: 531-7329.
Sixtoe Prod'ns, 19501 Wyoming, Zip: 48221. Tel:
864-3108. Contact: Jack Millman.
Al Valente Assocs., 14130 Fenkell Ave., Zip: 48227.
Tel: 835-4831. Contact: Al Valente.
- **KALAMAZOO (Area Code 616)**
Custom Advertising Prod'ns, 7942 S. Westnedge,
Portage, Zip: 49081. Tel: 327-7051. Gen. Mgr.:
Neil Rogers.
- **NEW HAVEN (Area Code 313)**
Sound Inc., 56880 North Ave. Zip: 48048. Tel:
749-5182. Pres.: Lawrence Lick.
- **MINNEAPOLIS-ST. PAUL (Area Code 612)**
Melody Masters Inc., 1415 N. Lilac Dr., Minneap-
olis, Zip: 55422. Tel: 544-2606. Pres.: David
Hersk.

MISSISSIPPI

- **GREENVILLE (Area Code 602)**
Lynn's Prod'ns, 551 N. Muscadine St. Zip: 38701.
Tel: 335-4594, 332-8665.

MISSOURI

- **CAPE GIRARDEAU (Area Code 314)**
The Ziolack Corp., Drawer 1150, 1217 Independence.
Zip: 63701. Tel: 334-6600. Pres.: James Floyd
Ford; Mktg. Mgr.: D. K. Kitchen; Div. Mgr.:
E. J. Thornton.
Branch: Washington, D.C.
- **KIRKSVILLE (Area Code 816)**
Red Flame Recs., PO Box 563, Zip: 63501. Tel:
665-4017. Pres. & Gen. Mgr.: Dick Lowrance.
- **ST. LOUIS (Area Code 314)**
Concept (div. of Johnny Rabbitt Ent's.), 2938 Lawton
Pl., La Clede Town, Zip: 63103. Tel: 531-4391.
Contact: Ron Elz.
Chick Finney Assocs., 4239 Lee Ave. Zip: 63115.
Tel: JE 1-1323, EV 9-1712. Pres.: Chick Finney.
Ken Keene & Assocs. Inc., PO Box 1339, Zip: 63188.
Tel: 436-4281, 785-4969. Pres.: Ken Keene;
VP: Narvel Felts; Promo. & Pub. Dir.: Phil
Love.
Herbert Lutz Southwest Rec. Promo., 4466 W. Pine
Blvd. Zip: 63108. Tel: JE 1-4371.

NEVADA

● **LAS VEGAS (Area Code 702)**
Personality Prod'ns, 4250 Comstock Dr. Zip: 89106.
Tel: 385-4656.

NEW HAMPSHIRE

● **KEENE (Area Code 603)**
Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431.
Tel: 352-7131.

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● **BRANCHVILLE (Area Code 201)**
Ronnie James, "The Country Boy," R.D. 1, Box 8.
Zip: 07826. Tel: 948-4096.

● **NEWARK (Area Code 201)**
Art-Phyl, 508 Frelinghuysen Ave. Zip: 07114. NYC
Tel: (212) WO 4-2565. Adv. Mgr.: L. R. Siegler.

● **PARAMUS (Area Code 201)**
Sidney Ascher & Assocs., 7 Crabtree Ln. Zip:
07654. Tel: 265-4895. Pres.: Sidney Ascher.

● **WEST ORANGE (Area Code 201)**
Tri-Co Prod'ns, 25 Cleveland Terr. Zip: 07052. Tel:
731-1954. Pres.: Ron Farber.

● **WOODBURY (Area Code 609)**
R. J. Phonos, 30 Newton Ave. Zip: 08096. Pres.:
Ralph Johnson.

NEW MEXICO

● **ALBUQUERQUE (Area Code 505)**
Tommy Bee & Assocs. Inc., PO Box 8207, 410 San
Mateo N.E., Suite 4. Zip: 87108. Tel: 256-9193.
Pres.: Tommy Bee; VP: Ben Horton.
Hurricane Promos., 1927 San Mateo N.E. Zip:
87110. Tel: 265-4039. Pres.: Al Hurricane;
Mgr.: Bernie L. Sanchez.

● **BELEN (Area Code 505)**
Little Ritchie Johnson, PO Box 3. Zip: 87002.
Tel: 864-7185. Pres.: Richard Johnson.

NEW YORK

● **BINGHAMTON (Area Code 607)**
Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel:
797-3909. Opns. Mgr.: Johnathan K. Solak.

● **BUFFALO (Area Code 716)**
Entertainment Ents., PO Box 62, Sta. B; 35 Janice
St. Zip: 14207. Tel: 877-0476. Pres.: Edwin
A. (Ted) Hewson.

Edwin A. (Ted) Hewson, (see Entertainment Ents.).
Probe, PO Box 72. Zip: 14240. Tel: 895-4127. Bd.
Chm.: S. J. Sedita; Pres.: N. L. Orlowski; VP:
W. A. Orlowski.
Richards-Scott Assocs., 161 Curtis Pkwy. Zip: 14223.
Tel: 835-3411. Pres.: Jay Richards.

● **GLEN COVE (Area Code 516)**
Magnate Assocs. (div. of Memnon Amusement Co.),
PO Box 48. Zip: 11542. Tel: 676-6753. Pres.:
Chris Purzycki.

● **HURLEY (Area Code 914)**
Empire Ents., PO Box 158. Zip: 12443. Tel: 331-
7314. Pres.: Robert M. Kershaw.

● **MONROE (Area Code 914)**
Marlo Rec. Co., Pedler Hill Rd. Zip: 10950. Tel:
783-6459. Owner & Mgr.: Marlo Ketchum;
Promo.: Floyd Ketchum.

● **NEW YORK CITY (Area Code 212)**
A. D. Adams Adv., 145 E. 52 St. Zip: 10022. Tel:
PL 5-0845.

Alexis Adv. Co., 147 W. 42 St. Zip: 10036. Tel:
524-4138. Pres.: Alexis Delesus.

Avenger Prod'ns, 202 Conover St., Brooklyn. Zip:
11231. Tel: 522-0525. Exec. Dir.: Joey Napo-
leon.

Buddy Basch, 25 W. 45 St. Zip: 10036. Tel: 586-
3338.

Ivan Black, 900 W. 190 St. Zip: 10040. Tel: LO
8-2724. GR 5-5120. Owner: Ivan Black.

Tim Boxer, 155 W. 46 St. Zip: 10036. Tel: PL
7-3995.

Mel Braveman, 15 E. 48 St. Zip: 10017. Tel: EL
5-7752.

Paul Brown, 507 Fifth Ave. Zip: 10017. Tel: MU
7-3072. Owner: Paul Brown.

Budd Prod'ns-Budd Hellawell, 157 W. 57 St. Zip:
10019. Tel: CI 7-4896. (SEE ADVERTISEMENT)

Marvin Drager, 420 Madison Ave. Zip: 10017. Tel:
MU 8-1078. Pres.: Marvin Drager.

Emko Talent Assocs. Corp., 475 Fifth Ave. Zip:
10017. Pres.: Florence Kaplan; Exec. VP: Ed
Kaplan; Gen. Mgr.: Sy Kaplan; PR: Dave Kim-
mel; Promo.: Morey Weiss.

Factory East, 4653 White Plains Rd. & 241 St.,
Bronx. Zip: 10470. Tel: 325-9762. Mgr.: Joseph
Tinari.

Jack Fine Promos., 101 W. 55 St., Suite 1E. Zip:
10019. Tel: 586-1669. Contact: Jack Fine.
For A&R Men Only (see Morty Wax Promos.).
For Artists Only (see Morty Wax Promos.).
Richard Gersh Assocs., 200 W. 57 St. Zip: 10019.
Tel: 757-1101. Pres.: Richard Gersh.
Glenn Prod'ns, 157 W. 57 St. Zip: 10019. Tel: CO
5-6585. Mng. Dir.: Ben Arrigo.
Ethel Gould, 23 W. 73 St. Zip: 10023. Tel: TR
3-5668.
Idea Planning Assocs., 1700 Broadway. Zip: 10019.
Tel: 265-3337. Pres.: Murray Ross.

Jaulus & Salidor Inc., 1650 Broadway, Suite 310.
Zip: 10019. Tel: 586-6988. Contact: Paul Jau-
lus.

Branch: Nashville, Tenn. (SEE ADVERTISEMENT)
M R (Mel Richmond), 1674 Broadway, Suite 504.
Zip: 10019. Tel: 265-9010, 271-2003. Pres.:
Mel Richmond.

M R R J, 636 10 Ave. Zip: 10036. Tel: 581-4834.
Contacts: Joe Bana, Larry Skulnick.

Mike Merrick, 1414 Ave. of the Americas. Zip:
10019. Tel: PL 2-4111. Pres.: Mike Merrick.

Branch: Los Angeles, Calif.
The Music Agency (TMA), 888 Eighth Ave. Zip:
10019. Tel: 765-2154/5. Pres.: Jay Leipzig.

Music Makers Promo. Network, Shelton Towers,
Suite 427, 49 St. & Lexington Ave. Zip: 10017.
Tel: PL 3-4951. Pres.: Joey Sasso.

New Era Assocs., 79 Wall St. Zip: 10005. Tel:
HA 2-5186. VP: M. Prioleau.

Henry Okun, 157 W. 47 St. Zip: 10036. Tel: CI
5-6090.

Personality Prod'ns, 30 W. 60 St. Zip: 10023. Tel:
CO 5-3413. Rep: Frieda Gillis.

R S V P, 1650 Broadway. Zip: 10019. Tel: JU
6-6707.

Dorothy Ross Assocs., 300 W. 55 St. Zip: 10019.
Tel: 247-5560. Owner: Dorothy Ross.

S M E Prod'ns, 141-26 Rockaway Blvd., Jamaica.
Zip: 11436. Tel: 529-9806, 322-7024. Pres.:
William J. Evans; Promo. & Pub.: Ernest
Juniaus.

Ken Schaffer Assocs. (see Sound Images).
Billy Smith Assocs., 130 W. 80 St. Zip: 10024. Tel:
787-1990. Pres.: Billy Smith.

Sound Images, West Penthouse, 21 W. 58 St. Zip:
10019. Tel: PL 2-6440. Pres.: Ken Schaffer.

Bill Spitalsky, 40 W. 57 St. Zip: 10019. Tel:
246-4288. Owner: Bill Spitalsky.

Fred Stuart Assocs., 45 E. 66 St. Zip: 10021. Tel:
988-4619.

Branch: Los Angeles, Calif. (SEE ADVERTISE-
MENT)

Video Assocs. (TV Promo.), 515 Madison Ave. Zip:
10022. Tel: 355-4450. Pres.: Seymour Sietz.

Morty Wax (div. of House of Wax), 1650 Broad-
way. Zip: 10019. Tel: CI 7-2159. Pres.: Morty
Wax. (SEE ADVERTISEMENT)

● **WHITE PLAINS (Area Code 914)**
Ken Luttmann Ents., 20 Balmoral Crescent. Zip:
10607. Tel: 592-5254. Pres.: Ken Luttmann.

NORTH CAROLINA

● **AHOSKIE (Area Code 919)**
Upchurch Prod'n Co., 412 Carolina Ave. Zip: 27910.
Tel: 332-3284.
Home office: Asheville, N. C.

● **ASHEVILLE (Area Code 704)**
Upchurch Prod'n Co., Box 672, Rt. 5. Zip: 28803.
Tel: 298-5775. Pres.: Don Upchurch.
Branch: Ahoskie, N. C.

● **RALEIGH (Area Code 919)**
Coleman Prod'ns, 2622 Broadwell Dr. Zip: 27606.
Tel: 828-8882. Owner: William Coleman Jr.
Branch: Rocky Mount, N. C.

● **ROCKY MOUNT (Area Code 919)**
Coleman Prod'ns, Box 1008. Zip: 27801. Owner:
William Coleman Jr.
Home office: Raleigh, N. C.

● **WILMINGTON (Area Code 919)**
Music Makers Network of America, 306 S. 16 St.
Zip: 28401. Tel: 763-1007/8116. Pres.: John
Lewis Jones; Promo.: Janice C. Helms; Int'l
Rep: James L. Wheeler.

OHIO

● **AKRON METROPOLITAN AREA (Area Code 216)**
Robert L. Lenzy Prod'ns, 693 Longview. Zip: 44307.
Tel: 376-2584. Pres.: R. L. Lenzy.

Solid Soul, 1200 McKinley. Zip: 44306. Tel: 724-
5457. Contact: Leroy McCants.

Branch: Cleveland, Ohio.
United Promotional Prod'ns, 525 Mishler Rd., No.
1, Mogadore. Tel: 699-3180. Promo. Dir.: Bill
Cruise.

● **CANTON (Area Code 216)**
G&W Prod. & Supply Co., 1703 E. Tuscarawas St.
Zip: 44707. Tel: 453-7518. Owner: Alex Mastin.

● **CINCINNATI (Area Code 513)**
Counterpart Music, 3744 Applegate Ave. Zip: 45211.
Tel: 661-8810. Pres.: Howard Lovdal.

Julie Godsey (see Main Line).
Hitbound Recs., 3501 Section Rd. Zip: 45237. Tel:
351-4442.

Branch: Warwick, Rhode Island.
King Custom Rec. Serv., 1540 Brewster Ave. Zip:
45207. Tel: 751-6222. Pres.: Hal Neely; Exec.
VP & Gen. Mgr.: Johnnie Miller.

Main Line Cleveland, 265 Jupiter. Zip: 45238. Tel:
921-8722. Contact: Julie Godsey.

● **CLEVELAND (Area Code 216)**
Dale Davis Prod'ns, 392 E. 147 St. Zip: 44110.
Tel: 486-4151. Pres.: Dale L. Davis; VP: Paul
R. Misley.

Solid Soul, 3282 E. 119 St. Zip: 44120. Tel: 752-
1904. Exec. VP: Anthony Luke.

Branch: Akron, Ohio.
Perry Stevens, 2208 Edgerton Rd., University
Heights. Zip: 44118. Tel: 321-0641.

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• **OKLAHOMA CITY (Area Code 405)**
Bobby Boyd Promos, 2609 N.W. 36 St. Zip: 73112. Tel: 942-0462. Owner: Bobby Boyd.

• **PENNSYLVANIA**
• **FRANKLIN (Area Code 814)**
Country Star Prod'ns, 439 Wiley Ave. Zip: 16323. Tel: 432-4633. Mgr.: Norman Kelly.

• **JENKINTOWN (Area Code 215)**
Thunder Recs., PO Box 271. Zip: 19046. Tel: OS 2-5929. VPs: Stan Knight, John Sokolis; Promo.: Kathy Ryan, G. Knight.

• **PHILADELPHIA (Area Code 215)**
Ed Cotlar, 2030 Brandywine St. Zip: 19130. Tel: LO 4-3081. Owner: E. Cotlar.
Buzz Curtis, 2201 Bryn Mawr Ave. Zip: 19131. Tel: GR 3-4030.
Gospel News Journal, PO Box 1801. Zip: 19105. Tel: PO 9-9750. Contact: Marvin Bunton.
Jack Howard Promos., 2733 Kensington Ave. Zip: 19134. Tel: NE 4-8487. Owner: Jack Howard.
Benjamin Johnson Jr. Recs., 5025 Penridge St. Zip: 19143. Tel: GR 4-6613. Owner: Benjamin Johnson Jr.
Al Kelly, 7203 Marshall Rd., Upper Darby. Zip: 19082. Tel: FL 2-2793.

• **PITTSBURGH (Area Code 412)**
G & C Rec. Mfg., 2724 Penn Ave. Zip: 15222. Tel: AT 1-9898. Owner & Mgr.: Glenn E. Campbell.

• **READING (Area Code 215)**
Keystone Badge, 810 Franklin St. Zip: 19602. Tel: 373-1179. Owner: M. H. Fruchter.
McKinnon Rec. Promos. Co., Dept. P, 411 Gordon St. Zip: 19601. Tel: 374-6580. Promo. Dir.: Len McKinnon.
Roman Ents., 903 Penn St. Zip: 19601. Tel: 374-4929. Mgr.: Carlo Roman.
United Sales, 810 Franklin St. Zip: 19602. Tel: 375-4471. Gen. Mgr.: Louis J. Fruchter.
United Serv., 1148 Franklin St. Zip: 19602. Tel: 374-5700.

• **SCRANTON (Area Code 717)**
Ladd Music, 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Owner: Phil Ladd.

• **WENDEL (Area Code 412)**
Ben Palien Rec. Promos., 71 Elm St. Zip: 15691. Tel: 863-7377. Pres.: Ben Palien.

RHODE ISLAND

• **PROVIDENCE (Area Code 401)**
H. Goldberg Ents., 96 Eaton St. Zip: 02908. Tel: 421-3520, 723-3530. Pres.: Harris Goldberg; Promo. Dir.: Cheryl Bailey.

• **WARWICK (Area Code 401)**
Hitbound Recs., 225 Merrymount Dr. Zip: 02888. Tel: 463-8472. Branch: Cincinnati, Ohio.

TENNESSEE

• **CHATTANOOGA (Area Code 615)**
Chattanooga Rec'g Studio, 1077 Duncan. Zip: 37404. Tel: 629-5916. Owner: Paul F. Gray Jr.; Eng'g Dir.: Sonny Limbo.

• **MEMPHIS (Area Code 901)**
Mid-South Promos., PO Box 11522, East Memphis Sta. Zip: 38111. Tel: 324-6786. Mgr.: Style Wooten.
Style Wooten & Assocs., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Mgr.: Style Wooten.

• **NASHVILLE (Area Code 615)**
Brite Star Promos., 209 Stahlman Bldg. Zip: 37201. Tel: 244-4064. Contact: Tex Clark. Branch: Newbury, Ohio. (SEE ADVERTISEMENT)
Bonnie Bucy & Assocs. Inc., 806 17 Ave. S. Zip: 37203. Tel: 244-1526. Exec. Dir.: Bonnie Bucy; Assoc. Dir.: Judy Trout.
Jaulus & Salidor Inc., 806 16 Ave. S., Suite 214. Zip: 37203. Tel: 255-2649. Home office: New York, N.Y. (SEE ADVERTISEMENT)
Moeller Talent, 806 17 Ave. S. Zip: 37203. Tel: 256-6611. Dir.: John Bozeman Jr.
The Organization of Robert L. Holladay, 719 17 Ave. S. Zip: 37203. Tel: 244-1750. Contact: Bob Holladay.

TEXAS

• **AUSTIN (Area Code 512)**
Ignite Rec'g Studio Inc., 308 W. Sixth St. Zip: 78701. Tel: 478-1730. Pres.: Bruce H. Hooper; VP: C. F. Rowsey.

• **DALLAS (Area Code 214)**
Charles Wright Agency, 124 N. Peak St., Zip: 75226. Tel: TA 7-5023.

• **EL PASO (Area Code 915)**
California Artists, 520 Ben Swain Dr. Zip: 79915. Tel: PR 2-4950. Contact: B. R. Reyes. Home office: Fresno, Calif.
Star Discos-Recs., 102 Texas Ave. Zip: 79946. Tel: 533-7508. Owner: Joseph Gillman.

• **NASH (Area Code 214)**
Doug Davis Promos., 125 N. Pecan. Zip: 75569. Tel: 838-8657. Owner & Mgr.: Doug Davis.

• **SAN ANTONIO (Area Code 512)**
Alamo Promos., 1534 Bandera Rd. Zip: 78228. Tel: 432-0983. Contacts: Crash Stewart, Willie Nelson, Johnny Bush.
Epstein Ents., 800 Navarro St., Suite 222. Zip: 78205. Tel: CA 3-1818.

• **SAN MARCOS (Area Code 512)**
Byron Talent Mgmt., PO Box 261. Zip: 78666. Mgr.: Bo Barber.

• **TYLER (Area Code 214)**
Custom Prod'ns, PO Box 231. Zip: 75701. Tel: 597-2961. Mgr.: Curtis Kirk.

VERMONT

• **SPRINGFIELD (Area Code 802)**
Ficara Ents., 40 Clinton. Zip: 05156. Tel: 885-3820. Mgr.: Greg Ficara.

VIRGINIA

• **CHARLOTTESVILLE (Area Code 703)**
Bee-Gee Prod'ns, 117 Commonwealth Circle. Zip: 22901. Tel: 973-3422. Pres.: Bob Grant.

• **LURAY (Area Code 703)**
Earl Rothgeb Promos., PO Box 208, 111 N. Hawksbill St. Zip: 22835. Tel: 743-5394. Pres.: Earl Rothgeb.

• **NORFOLK (Area Code 703)**
Warren M. Miller & Assocs., 417 W. 21 St. Zip: 23517. Tel: 622-2998.

WASHINGTON

• **OLYMPIA (Area Code 206)**
Northwest Publ'g, 1915 N. Quince. Zip: 98501. Tel: 352-9097. Pres.: Allen P. Giles.

• **SEATTLE (Area Code 206)**
Keleidoscope Music, 4748 47 Ave. S.W. Zip: 98116. Mgr.: John W. Wood. Home office: Hamden, Conn.

WISCONSIN

• **MILWAUKEE (Area Code 414)**
Blue Hour Prod'ns, 347 E. Lincoln Ave. Zip: 53207. Tel: 482-3340. Contacts: Richard Paul Thomas, Susan Marie Lindner.

RECORDING STUDIOS

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• **BIRMINGHAM (Area Code 205)**
Boutwell, 1929 Cahaba Rd. Zip: 35223. Tel: 871-3315. Pres.: Ed Boutwell.
New London Rec'g Center, 1817 Oxmoor Rd. Zip: 35209. Tel: 871-4221.
United Rec'g & Prod'ns, 5012 First Ave. N. Zip: 35212. Tel: 595-0757. Pres.: Robert L. Grove Jr.; VP: Lawrence Bryan.

• **DECATUR (Area Code 205)**
Jerry's Rec. Ranch, Gateway Shopping Ctr. Zip: 35601. Tel: 355-3310. Owner: Jeriel Parker.

• **HAZEL GREEN (Area Code 205)**
Parasonic, Rt. 1. Zip: 35750. Tel: 828-4863, 536-4224. Gen. Mgr.: Melvin S. Draper.

• **MOBILE (Area Code 205)**
Jimmie Rogers Rec'g Studio, 1316-18 Dauphin Island Pkwy. Zip: 36605. Tel: 473-6000. Owner: Jimmie O. Rogers.

• **MONTGOMERY (Area Code 205)**
Cardona Rec'g Studio, 3658 S. Perry St. Zip: 36105. Tel: 265-9961. Pres.: Milton E. Vaughn; Prod'r: J. Von Taylor.

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Fame Rec'g Studios Inc., PO Box 2527, 603 E. Avalon Ave. Zip: 35660. Tel: 381-0801. Pres.: Rick Hall.

• **SARALAND (Area Code 205)**
Audio Master, PO Box 5777. Zip: 36571.

• **SHEFFIELD (Area Code 205)**
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• **PHOENIX (Area Code 602)**
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Phoenix Sound Rec'g Studio, 3703 N. Seventh St.
Tel: 274-6314, 939-6373. Owners: Ray Sanders,
Billy Williams, Bob Sikora.

• **TEMPE (Area Code 602)**

East Wind Rec'g Co., 1228 E. Lemon. Zip: 85281.
Tel: 266-2254. Owners: Dan & Jack Bortz, Scott
Fresener.

• **TUCSON (Area Code 602)**

Copper State Rec'g Co., 815 E. Broadway. Zip:
85719. Tel: 623-0318. Pres.: Foster S. Casey.

ARKANSAS

• **HOT SPRINGS (Area Code 501)**

Rogers Rec'gs, 617 Third St. Zip: 71901. Tel: 623-
1339. Owner & Mgr.: Patricia T. Rogers.

CALIFORNIA

• **ARCADIA (Area Code 213)**

Living Sound, 146 W. Live Oak. Zip: 91006. Tel:
446-0363. Pres.: Steven D. Waltner.

• **BAKERSFIELD (Area Code 805)**

Bakersfield Music Ent's., 1223 N. Chester Ave. Zip:
93308. Tel: 399-1674.

• **CHULA VISTA (Area Code 714)**

Bonita Rec'g Studio, 3246 Glen Abbey Blvd. Zip:
92010. Tel: 420-0244. Owner: Dwight R.
Squibb.

• **DOWNNEY (Area Code 213)**

Downey Recs., 13117 Lakewood Blvd. Zip: 90242.
Tel: ME 4-2928. Pres.: Jack Wenzel.

• **EL MONTE (Area Code 213)**

Sound House (sub. of Sidewalk Prod'ns Inc., sub.
of Transcontinental Entertainment Corp.), 2541
Merced Ave. Zip: 91733.

• **LOS ANGELES METROPOLITAN AREA
(Area Code 213)**

A & M Recs. Rec'g Studios, 1416 N. La Brea Ave.,
Hollywood. Zip: 90028. Tel: 461-9931.

Alto Fonic, 6362 Hollywood Blvd., Hollywood. Zip:
90028. Tel: 466-9261. Pres.: D. Alan Clark;
Gen. Mgr.: Lee Tate.

American Sound Systems, 1654 N. Ivar, Hollywood.
Zip: 90028. Tel: 461-3661. Contact: J. B. Lloyd.
Amigo (Studio), 11114 Cumpston Ave., North Holly-
wood. Zip: 91601. Tel: 763-4396. Mgr.: W. T.
Babb; Chief Eng.: Hank Cicalo; (Exec. office)
6922 Hollywood Blvd., Suite 704, Hollywood.
Zip: 90028.

Capitol Custom Servs., 1750 N. Vine St., Holly-
wood. Zip: 90028. Tel: HO 2-6252.

Columbia Rec'g Studio, 6121 Sunset Blvd., Holly-
wood. Zip: 90028. Tel: 466-2481.

Continental Sound Rec'rs Corp. (sub. of Sidewalk
Prod'ns Inc., sub. of Transcontinental Entertain-
ment Corp.), 6035 Hollywood Blvd., Holly-
wood. Zip: 90028. Tel: 462-9059.

Creative Sound Prod'ns, 9000 Sunset Blvd. Zip:
90069. Tel: CR 1-4843. Pres.: Bob Cottrell.
(SEE ADVERTISEMENT)

Custom Rec. Mfg., 5810 S. Normandie Ave. Zip:
90044. Tel: 750-3310. Pres.: Joe Bihari; Gen.
Mgr.: James Takeda.

Decca-Universal Rec'g Studio, 100 University City
Plaza, Universal City. Zip: 91608. Tel: 985-
4321. Chief Eng.: W. Barneke.

Fidelity Rec'g Studio, 6315 Yucca, Hollywood. Zip:
90028. Tel: HO 4-6277. Owner: Bob Fellows.

Finebilt Mfg., 931 N. Citrus Ave., Hollywood. Zip:
90038. Tel: HO 6-9511. Cable: COEXPORT.

Gold Star, 6252 Santa Monica Blvd., Hollywood.
Zip: 90038. Tel: 469-1173. Office Mgr.: Tina
Massaroni.

Harmony Rec'rs, 5611 Melrose Ave. Zip: 90038.
Tel: 466-7238. Owner: Bob Ross.

Wally Heider Rec'g, 6373 Selma Ave., Hollywood.
Zip: 90028. Tel: 466-5474.

Branch: San Francisco, Calif.
I D Sound Studio, 1556 N. La Brea Ave. Zip: 90028.
Tel: 462-6477. Owner: Ivan Fisher.

Ion Custom Rec'g, 1592 Crossroads of the World,
Hollywood. Zip: 90028. Tel: 463-3687.

Jatco, 3729 Virginia Rd. Zip: 90016. Tel: AX 5-
1101. Pres.: J. A. Toliver.

Lewis Rec. Mfg., 307 E. Beach St., Inglewood. Zip:
90302. Tel: 678-8489. Owner: T. F. Lewis;
Mgr.: Kay Jones.

Liberty/UA Studios, 8715 W. Third St. Zip: 90048.
Tel: 272-4483. Studio Mgr.: Dino Lappas.

Location Rec'g Serv., 2201 W. Burbank Blvd., Bur-
bank. Zip: 91506. Tel: 849-1321. Partners:
Allen J. Fraiberg, Steven A. Guy.

C. P. MacGregor, 729 S. Western Ave. Zip: 90005.
Tel: 384-4191. Owner: Mildred R. MacGregor;
Chief Eng.: Carl J. Yanchar.

Master, 8350 Wilshire Blvd., Beverly Hills. Zip:
90211. Tel: 653-3040. Pres.: Tom Nixon.

Monarch Rec. Mfg., 4852-56 W. Jefferson Blvd. Zip:
90016. Tel: RE 2-6185.

Mystic Studios (Div. of Mystic Recs.), 6277 Selma
Ave., Hollywood. Zip: 90028. Tel: 467-1457.
Mgr.: Chris Huston.

R C A Rec. Sales Inc.—Custom, 6363 Sunset Blvd.,
Hollywood. Zip: 90028. Tel: HO 1-9171.

Radio Rec'rs (EMC), 7000 Santa Monica Blvd., Holly-
wood. Zip: 90038. Tel: HO 3-3282. VP & Div.
Mgr.: Jerome Greenfield.

Record Plant West Rec'g Studios, 8456-60 W. Third
St. Zip: 90048. Pres. & Dir.: Gary Kellgren.
Home office: New York, N.Y.

Sage & Sand Rec'g Studios, 6520 Selma Ave., Holly-
wood. Zip: 90028. Tel: 469-1527.

The Sound Factory, 6359 Selma Ave. Zip: 90028.
Tel: 461-3096.

Branch: Sound Factory West, 8425 Melrose
Ave. Zip: 90069. Tel: 651-2311.

Spectra-Sound, 6110 Santa Monica Blvd., Holly-
wood. Zip: 90036. Tel: HO 2-6981.

Sunwest, 5539 Sunset Blvd. Zip: 90028. Tel: 466-
9611. Mgr.: Roger Dollarhide.

Ultra-Sound Co. Inc., 6725 Sunset Blvd., Suite 316,
Hollywood. Zip: 90028. Tel: 467-1422. Pres.:
L. R. Herbst Jr.

United, 6050 Sunset Blvd., Hollywood. Zip: 90028.
Tel: 469-3983. VP: Robert W. Doherty.

Vox Rec'g Studio, 15456 Cabrito Rd., Van Nuys.
Zip: 91406. Tel: 787-3722.

Western, 6000 Sunset Blvd., Hollywood. Zip: 90028.
Tel: 463-6811. VP: Robert W. Doherty.

Whitney Rec'g Studio Inc., 1516 W. Glenoaks Blvd.,
Glendale. Zip: 91201. Tel: 245-6801. Pres.:
Lorin J. Whitney.

• **LYNWOOD (Area Code 213)**
Concert Rec'g, PO Box 531, 3318 Platt Ave. Zip:
90262. Tel: 639-1341. Owner: William G. John-
son.

• **PASADENA (Area Code 213)**
Custom Fidelity, 222 E. Glenarm St. Zip: 91106. Tel:
441-1114. Pres.: David W. Berkus.

• **SAN FRANCISCO & BAY AREA
(Area Code 415)**
Coast Rec'rs, 960 Bush St. Zip: 94109. Tel: PR
5-3900. Gen. Mgr.: Mel Ryan.

Columbus Rec'g, Columbus Tower, 916 Kearny St.
Zip: 94133. Tel: 397-4922. Mgr.: George Horn.

Commercial Rec'rs, 149 Natoma St. Zip: 94105.
Tel: 362-0286. Contact: Lloyd Pratt Jr.

Golden State Rec'rs, 665 Harrison St. Zip: 94107.
Tel: 781-6306. Pres. & Chief Eng.: Leo de Gar
Kulka.

Wally Heider Rec'g, 245 Hyde St. Zip: 94012. Tel:
771-5780.

Branch: Los Angeles, Calif.
Newcomb Rec'g Studios, 4834 Bissell Ave., Richmond.
Zip: 94805. Tel: 233-7487. Owner: W. S. New-
comb.

Pacific High, 50 Brady St. Zip: 94103. Tel: 621-
8454. Mgr.: R. Flynn.

Pacific Rec'g, 1737 El Camino S., San Mateo. Zip:
94402. Tel: 349-6396. Pres.: Paul C. Curcio
Jr.; Gen. Mgr.: Robert F. Liotta.

Seagrave Prod'ns, 101 Oak St. Zip: 94102. Tel:
626-6098. Owner: James Seagrave.

Sierra Sound Labs., 1741 Alcatraz Ave., Berkeley.
Zip: 94703. Tel: 655-7636. Gen. Mgr.: Robert
C. de Sousa.

• **SAN JOSE (Area Code 408)**
Tiki Sound Studio, 792 E. Julian. Zip: 95112. Tel:
286-9840. Partners: G. O'Neal.

• **SAN MARCOS (Area Code 714)**
Record Broadcast, 237 S. Bent Ave. Zip: 92069.
Tel: 744-0633.

• **SANTA ANA (Area Code 714)**
United Audio, 1519 S. Grand. Zip: 92705. Tel:
542-4427. Owner & Mgr.: Hank Quinn.

COLORADO

• **DENVER (Area Code 303)**
Band Box, 5136 W. 41 Ave. Zip: 80212. Tel: 455-
4118. VP: Frances Olin.

Big Scott Dist'g, 1819 E. 31 Ave. Zip: 80205. Tel:
222-8062. Owner: James C. Scott Sr.

Infal Rack Serv., 2144 Champa St. Zip: 80202. Tel:
892-7141. Pres.: Victor M. Hernandez.

Western Cine, 312 S. Pearl. Zip: 80209. Tel: 744-
1017. VP: Herman Urschel.

CONNECTICUT

• **HAMDEN (Area Code 203)**
Kaleidoscope Music, Box 5325. Zip: 06514. Tel: 777-
0282. Pres. and Gen. Mgr.: David L. Speer.
Branch: Seattle, Wash.

• **HARTFORD (Area Code 203)**
Boss City Recs., 69 Ward Pl. Zip: 06106. Tel: 528-
1758. Exec. Prod'r: Jerry Boss.

Branch: East Hartford, 922 Main St.
M T R (Music Town Rec'g), 7 S. Main St., West
Hartford. Zip: 06106. Tel: 236-4439. Pres.: Irv
Jeffries.

Maratta Prod'ns, 992 Wethersfield Ave. Zip: 06114.
Tel: 249-3037. Pres.: Frank Maratta.

• **WALLINGFORD (Area Code 203)**
Syncron Sound Studios, 10 George St. Zip: 06492.
Tel: 269-4465. Pres.: Andrew B. Carlton.

DELAWARE

• **WILMINGTON (Area Code 302)**
Ken-Del Prod'ns, 111 Valley Rd., Richardson Park.
Zip: 19804. Tel: 654-8246. Pres.: H. Edwin
Kennedy.

DISTRICT OF COLUMBIA

• **WASHINGTON (Area Code 202)**
Edgewood, 1727 Riggs Pl. N.W. Zip: 20009. Tel: 667-
0407. Pres.: Edward J. Greene.

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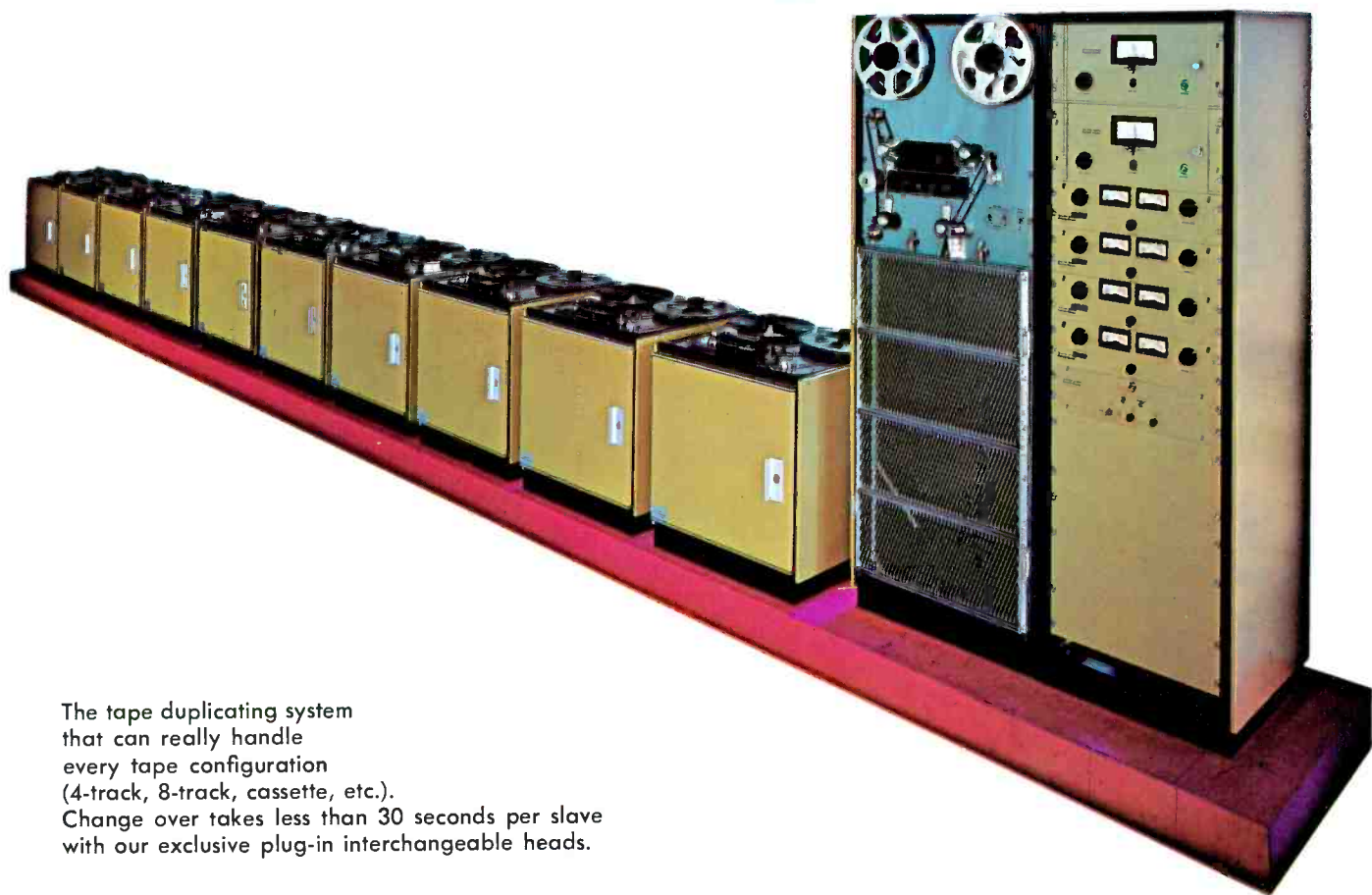
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Tri Con Prod'ns, 2741 34 St. N.W. Zip: 20008. Tel: 333-7474. Pres.: Jules Damian.

FLORIDA

• **COCOA (Area Code 305)**
T & S Sound Servs., Box 3762. Zip: 32922. Tel: 632-2030. Owner: Ron Schrader.

• **FORT LAUDERDALE (Area Code 305)**
Shadow Rec'g Studio, 790 N.E. 45 St. Zip: 33308. Tel: 564-5008. Pres.: Jerry Musgrove.
Fletcher Smith, 259 S.W. 21 Terr. Zip: 33310. Tel: LU 1-7300. Pres.: Fletcher Smith.

• **JACKSONVILLE (Area Code 904)**
Sound Laboratory of Jax, 1104 S. Edgewood Ave. Zip: 32205. Tel: 388-7572. Exec. VP: Guy E. McColskey.

• **MIAMI METROPOLITAN AREA (Area Code 305)**
Adrian Assocs. Inc., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian. (SEE ADVERTISEMENT)
Artrec Prod'ns, PO Box 549. Zip: 33101. Pres.: Bob Archibald; VP: Eddie Jacobs.
Criteria, 1755 N.E. 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman.
Platinum Recs., 567 N.W. 27 St. Zip: 33127.

• **PENSACOLA (Area Code 904)**
F. T. C. Brewer Co., Town & Country Plaza. Zip: 32505. Tel: 433-7932. Owner: Frederic T. C. Brewer.
Sound Stage Rec'g Studio (div. of Talent Coordinating Group Inc.), 3611 Navy Blvd. Zip: 32507. Tel: 456-2533. Pres.: C. B. Fowler.

• **TAMPA (Area Code 813)**
Charles Fuller Prod'ns, Studio A, 3013 Granada St.; Studio B & Film Studio, PO Box 10513, 2722 S. Macdill. Zip: 33609. Tel: 839-5471.

• **WINTER PARK (Area Code 305)**
Bee-Jay Rec'g Studio, Box T. Zip: 32789. Tel: 293-1781. Pres.: Eric T. Schabacker.

GEORGIA

• **ATLANTA (Area Code 404)**
Kin Tel Rec'g Studios, 1200 Spring St. N.W. Zip: 30309. Tel: 874-3668.
LeFevre Sound, 1314 Ellsworth Industrial Dr. N.W. Zip: 30318. Tel: 355-8680. VP & Gen. Mgr.: Maurice LeFevre.

Master Sound Rec'g Studios Inc., PO Box 9873, 1224 Fernwood Circle N.E. Zip: 30319. Tel: 237-2312. Pres.: R. B. Richardson; VP: W. J. Lowery.
Southside Sound Studios, 3759 Main St., College Park. Zip: 30337. Tel: 762-8778. Pres.: Johnny Duncan.

• **COLUMBUS (Area Code 404)**
Ben Parsons Prod'ns, 1743 Warm Springs Rd. Zip: 31904. Tel: 324-1793. Pres.: Ben F. Parsons.

• **FAIRMOUNT (Area Code 404)**
Jay-Cher Ent's., PO Box 175. Zip: 30139. Tel: 337-2508. Pres.: John Carter; VP: Cheryl Carter; Gen. Mgr.: Al Hedges.

• **MACON (Area Code 912)**
Capricorn Rec'g Studios, 534 Broadway. Zip: 31201. Tel: 745-8511. Dir.: Jim Hawkins.

• **MONTICELLO (Area Code 404)**
Middle Georgia, S. Warren St. Zip: 31064. Tel: 468-8276. Mgr.: Franklin Lynch.

• **SAVANNAH (Area Code 912)**
Gold Star Rec'g Co., 802½ Bowden St. Zip: 31401. Tel: 234-9092. VP: Leavon Shuman.

HAWAII

• **HONOLULU (Area Code 808)**
Commercial Rec'g (CR), 333 Cooke St. Zip: 96813. Tel: 536-5439, 537-4841. Gen. Mgr.: D. V. Tyler; Prod'n Dir.: Ken Hiller.
Sounds of Hawaii Inc., 1084 Young St. Tel: 537-1442.

ILLINOIS

• **CHICAGO (Area Code 312)**
Agency Rec'g Studios, 20 N. Wacker Dr. Zip: 60606. Tel: CE 6-3632. Owner: John G. Garamoni.
Balkan Music Co., 6917 W. Cermak Rd., Berwyn. Zip: 60402. Tel: GU 4-6436. Owner: Slavco A. V. Hlad.
Bel-Aire, 1740 W. 47 St. Zip: 60609. Tel: 847-0659.

Boulevard, 632 N. Dearborn St. Zip: 60610. Tel: WH 4-2752. Pres.: Hal Kaitchuck.
Columbia Rec'g Studio, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000. Nat'l Sales Mgr.: Thomas G. Van Gessel.
Filmack, 1327 S. Wabash. Zip: 60605. Tel: HA 7-4855. Pres.: Bernard Mack.
International Rec'g Co. (IRC), 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; Chm., Pub., Adv. & Promo.: Jerry Man; Sales & Mktg.: Len March.
Joy, 111 E. Ontario. Zip: 60611. Tel: 337-8055. Pres.: George M. Leatherby.
Laddie's Rec'g Ent's., 1105 E. St. Charles, Lombard.

Zip: 60148. Tel: 629-6990. Pres. & Chief Eng.: Laddie Oleson; Mgr.: O'Brien Fisher.
M B S Rec'g Studios, 228 S. Wabash. Tel: WE 9-0866. Mgr.: Fred Robbins.
Parliament, 4005-7 W. Washington Blvd. Zip: 60624. Tel: 638-6851. Contact: Katherine Alexander.
R C A Rec. Sales Inc.—Custom, 1 N. Wacker Dr. Zip: 60606. Tel: 641-5880.

Recordings Unlimited, 64 E. Van Buren St. Zip: 60605. Tel: 922-2340. Gen. Mgr.: Oren Stembel.
Sheldon, 211 E. Grand Ave. Zip: 60611. Tel: 828-9262. Pres.: Jack S. Wiener.
Sonic Film, 1230 W. Washington. Zip: 60607. Tel: 243-2600.

Sound Studios, 230 N. Michigan. Zip: 60601. Tel: 236-4814.
Stereo-Sonic Rec'g Corp., 528 N. Michigan Ave. Zip: 60611. Tel: 527-2546. Pres.: Edward Cody.
Ter-Mar, 2030 S. Calumet Ave. Zip: 60616. Tel: CA 5-2770. Mgr.: F. Summers.
Universal, 46 E. Walton. Zip: 60611. Tel: MI 2-6465. Pres.: A. B. Clapper.
Webb, 812 N. Dearborn. Zip: 60610. Tel: 664-0705. Pres.: Ed Webb.
Zenith Cinema Serv., 3252 W. Foster. Zip: 60625. Tel: 478-2103.

• **DANVILLE (Area Code 217)**
Midnite Sound Studios, RR 1, W. Ross Ln. Zip: 61832. Tel: 443-3321. Pres.: Arlyn Miller; VP: Russ Boen.

• **GRANITE CITY (Area Code 618)**
Mar-Kay Rec. Co., 2945 Madison Ave. Zip: 62040. Tel: TR 7-3416. Pres.: Mary Joyce; VP: Ron Allen.

• **SOUTH PEKIN (Area Code 309)**
Golden Voice, 700 W. Main St. Zip: 61564. Tel: 348-3112. Pres.: Jerry Milam.

• **URBANA (Area Code 217)**
RoFran Ent's., 5 Rainbow Ct. Zip: 61801. Tel: 367-9076. Pres.: Roger E. Francisco; Prod'n Mgr.: Howard A. Smith.

INDIANA

• **BLOOMINGTON (Area Code 812)**
Britestar, PO Box 825. Pres.: Red Wiseman; Gen. Mgr.: Ray Guyes.
Gilfoy Rec'g Serv., 300 Gilbert. Zip: 47401. Tel: 339-1341. Eng.: Jack Gilfoy.

• **DAYTON (Area Code 317)**
Jones & Assocs., Box 142. Zip: 47941. Tel: 447-4616. Owner & Chief Eng.: J. D. Jones.

• **EVANSVILLE (Area Code 812)**
Corbett Ent's., PO Box 2311, 2005 N. Harding, Zip: 47714. Tel: 425-4818. Pres.: D. Corbett.

• **GARY (Area Code 219)**
Ron Wheeler Ent's., PO Box 1900. Zip: 46408. Tel: 887-7009. Pres.: Ronald E. Wheeler.

• **LAFAYETTE (Area Code 317)**
L & W Rec'g, RR 9. Zip: 47906. Tel: 583-2119. Owner: John Leopold.

• **RICHMOND (Area Code 317)**
Airtown, PO Box 973, 723 N. 10 St. Zip: 47374. Tel: 966-6135. Owner: Tommy Wills; Mgr.: Ken Lane.

• **SOUTH BEND (Area Code 219)**
Thomas Zoss Prod'ns, PO Box 755, 1255 E. Madison. Zip: 46624. Tel: 232-2804. Pres.: Thomas W. Zoss.

IOWA

• **AMES (Area Code 515)**
Audiosonic Rec'g Studio, 1214 Roosevelt Ave. Zip: 50010. Tel: 232-2991. Pres.: Steve Monroe.

KANSAS

• **EMPORIA (Area Code 316)**
Webb Rec. Co., 1234 Luther St. Zip: 66801. Tel: 342-7405. Pres.: J. Thomas Webb.

• **KANSAS CITY (Area Code 913)**
Kaytown, PO Box 1208, 1401 N. Eighth St. Zip: 66117. Tel: 342-3999. A&R & Prod'n Mgr.: Lewis M. Brown.

• **WICHITA (Area Code 316)**
High Fidelity Rec'g, 445 N. Oliver. Zip: 67208. Tel: MU 2-7481. Pres.: Raymond Creely.

KENTUCKY

• **LEBANON JUNCTION (Area Code 502)**
Music Mountain Prod'ns. Zip: 40150. Tel: 833-2260. Owner: W. A. Masden.

• **LOUISVILLE (Area Code 502)**
Orbit Radio, PO Box 1644, 637 Upland Rd. Zip: 40201. Tel: 895-1143. Mgr.: S. A. Cisler.
Sambo Sound Studios, 9912 Taylorsville Rd. Zip: 40299. Tel: 267-5466. Contacts: Ray Allen, Hardy Martin.
Sonic Servs., PO Box 5142. Zip: 40205. Tel: 451-2234. Owner: Richard W. Crampton.

LOUISIANA

• **LAFAYETTE (Area Code 318)**
La Louisianne, 711 Stevenson St.; bus. office—2823 Johnston St. Zip: 70501. Tel: 234-4118.

• **RUSTON (Area Code 318)**
Americana Rec'g Studios, PO Drawer L, 707-709 W. California Ave. Zip: 71270. Tel: 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.; Promo.: Ken Selle; Special Electronics Eng.: W. T. Bush.

• **SHREVEPORT (Area Code 318)**
Sound/City Rec'g Corp., 3316 Line Ave. Zip: 71104. Tel: 861-0569.

MARYLAND

• **ACCOKEEK (Area Code 301)**
The Record Factory, PO Box 6. Zip: 20607. Pres.: Ray Vernon.

• **BALTIMORE (Area Code 301)**
Accent Sound Ltd., 48 W. Biddle St. Zip: 21201. Tel: 727-8296. Pres.: Anthony A. Smeigus.
Bradley, 531 N. Howard St. Zip: 21201. Tel: 727-0950. Owner: F. Joseph Bradley.

• **COCKEYSVILLE (Area Code 301)**
Recordings Incorporated, PO Box 405. Zip: 21031. Tel: 666-7770. VP: Burgess Macneal Jr. (SEE ADVERTISEMENT)

• **SILVER SPRING (Area Code 301)**
Adelphia Studios, 516 E. Indian Spring Dr. Zip: 20901. Tel: 585-0417. Owner: Gene Rosenthal.

MASSACHUSETTS

• **BOSTON METROPOLITAN AREA (Area Code 617)**

A A A Rec'g Studios, 835 Dorchester Ave. Zip: 02125. Tel: 288-2770. Pres.: Joseph Saia; Chief Eng.: Mike Davis.
Casa Grande, PO Box 113, 6 Carter Pl., Woburn. Zip: 01802. Tel: 933-1474. Owner: Joseph Pappalardo.
Continental Rec'gs Inc., 12 Irving St., Framingham. Zip: 01701. Tel: 879-2430. Pres.: L. Daniel Flynn.

Fleetwood, 321 Revere St., Revere. Zip: 02151. Tel: 284-0750. Sales: Vincent P. Giarusso, Raymond G. Samora.
Natural Sound, 63 Main St., Maynard. Zip: 01754. Tel: 897-7359/4704. Contacts: George G. Donald, Lou Casella, Bruce Patch, Joe Jordan.
Petrucci & Atwell, 331 Newbury St. Zip: 02115. Tel: 266-3610. Pres.: Robert J. Petrucci.

• **HOLYOKE (Area Code 413)**
Century Recs., 2 Portland St. Zip: 01040. Tel: 533-3302. Pres.: Earl A. Fortin.
W G, PO Box 732, 66 Elmwood Ave. Zip: 01040. Tel: 536-1793. Pres.: Walter J. Gonet Jr.

• **NEW BEDFORD (Area Code 617)**
Stereophonics, 403 Rivet St. Zip: 02744. Tel: 999-6489, 758-2878, 994-7255. Pres.: Carl German; VP: Peter Bonfils.

• **WEST SPRINGFIELD (Area Code 413)**
Universal, 26 Colton Ave. Zip: 01089. Tel: RE 6-7727. Mgr.: F. De Angelis.

MICHIGAN

• **DETROIT (Area Code 313)**
Amaze Inc., 11825 Hamilton, Highland Park. Zip: 48203. Pres.: Major Reynolds.
Ann-Ro Rec'g Studio, 9211 Grayton Rd. Zip: 48224. Tel: 882-5092.

BSC Rec'g Studio Inc., 417 Field St. Zip: 48214. Tel: 567-3633. Mgr.: Tony Steele.
Dada Music Prod'ns, 1587 Highland. Zip: 48206. Tel: 868-3643, 869-9868. Pres.: Dave Hamilton.
Diamond Jim Rec'g Co., 12328 Dexter. Tel: 883-7688. Pres.: Diamond Jim Riley; Gen. Mgr.: James Anderson.

Falcon Recs., 2616 Crooks Rd., Royal Oaks. Zip: 48073. Tel: 585-1810. Owners: Stan & Ted Pilchowski.

Artie Fields Prod'ns Inc., 9430 Woodward. Zip: 48202. Tel: TR 3-8900, 872-7711. Pres.: Arthur H. Fields; VP & Gen. Mgr.: Morris Dean Mounts; VP: Thomas C. Aquino.
Fortune, 3942 Third Ave. Zip: 48201. Tel: 833-5383. Contacts: Jack, Devora & Sheldon Brown.
Magic City Recs., 8912 Grand River. Zip: 48204. Tel: 896-6060. Pres.: Ernest Burt.

McCoy Rec'g Co., 7018 W. Warren. Zip: 48210. Tel: 361-2444.
Tera Shirma Sound Studios, Studio A, 15305 Livernois; Studio B & business office, 15341 Livernois. Zip: 48238. Tel: 861-5650. Pres.: Ralph R. Terrana.

United Sound Systems Inc., 5840 Second Blvd. Zip: 48202. Tel: TR 1-2570. Pres.: James Syracuse.

• **ECORSE (Area Code 313)**
Double U Sound Rec'g, PO Box 4557, 3973 18 St. Zip: 48229. Tel: 381-9216. Pres.: Felton W. Williams Jr.

• **GRAND RAPIDS (Area Code 616)**
Sound Assocs., Box M. Zip: 49501. Tel: 454-0228. Pres.: Bob Miller.

• **KALAMAZOO (Area Code 616)**
Custom Advertising Prod'ns, 7942 S. Westnedge, Portage. Zip: 49081. Tel: 327-7051. Gen. Mgr.: Neil Rogers.

• **MONROE (Area Code 313)**
C L B Ent's., 1515 Hurd Rd. Zip: 48161. Tel: 242-7942. Pres.: Tom Conner.

● **MUSKEGON (Area Code 616)**

Beft Sound Studio, 979 E. Broadway. Zip: 49444. Tel: 737-2237. Pres.: J. Black; VP: J. Mitchell; Engs.: Brian Mattson, Don Shank.

● **NEW HAVEN (Area Code 313)**

Sound Inc., 56880 North Ave. Zip: 48048. Tel: 749-5182. Pres.: Lawrence Lick.

MINNESOTA

● **DULUTH (Area Code 218)**

Star, 1615 London Rd. Zip: 55812. Tel: 728-4208. Mgr.: Howard C. Zimm.

● **MINNEAPOLIS (Area Code 612)**

Empire Photosound, 4444 W. 76 St. Zip: 55435. Tel: 920-3020. Pres.: William S. Yale; Exec. VP: Richard N. Jamieson; VP Prod'n: Arthur J. Nicol.

Sentinel Rec. Corp., 2129 Washington Ave. N. Zip: 55411. Tel: 522-4353. Pres. & Mng. Dir.: Robert G. Haacke.

Universal Audio Rec'g Equip. Sales, 2541 Nicollet Ave. Zip: 55404. Tel: 827-5443. Pres.: John A. Michaelson.

● **ST. PAUL (Area Code 612)**

E M C Corp., 180 E. Sixth St. Zip: 55101. Tel: 227-7366. Pres.: David E. Feinberg.

MISSISSIPPI

● **JACKSON (Area Code 601)**

Jackson Sound Studio, PO Box 1037. Zip: 39205. Tel: 982-4964. Pres.: Julian O. Russell; VP: Fred Mitchell; Prod'n: Phil Seymour, Jack Truett.

Malaco, 3023 W. Northside Dr. Zip: 29213. Tel: 982-4522. Pres.: Tom Couch; VP: Mitch Malouf.

MISSOURI

● **INDEPENDENCE (Area Code 816)**

Cavern, 16400 E. Truman Rd. Zip: 64050. Tel: CL 4-5600. Dir.: John J. Pearson.

● **KANSAS CITY (Area Code 816)**

Fremerman Rec'g & Tape Dupl'g Co., 4041 Central. Zip: 64111. Tel: 753-6868. Owner: B. Fremerman.

● **KIRKSVILLE (Area Code 816)**

Red Flame Recs., PO Box 563. Zip: 63501. Tel: 665-4017. Pres. & Gen. Mgr.: Dick Lowrance.

MONTANA

● **HELENA (Area Code 406)**

Valtron, 305 Allen St. Zip: 59601. Tel: 442-0734. Pres.: Lester Liedle.

NEBRASKA

● **LINCOLN (Area Code 402)**

Williams Rec. Serv., 2650 N. 48 St. Zip: 68504. Tel: 434-4745. Owner: Lee A. Williams.

● **OMAHA (Area Code 402)**

C B C Ents., 4106 Commercial Ave. Zip: 68110. Tel: 455-6404. Pres.: Scott A. Cameron; VP: Charles N. Canuso.

Sound Rec'rs, 206 S. 44 St. Zip: 68131. Tel: 553-1165. Pres.: Don M. Sears; VP: Ron Ubel.

NEVADA

● **LAS VEGAS (Area Code 702)**

Unifed Rec'g Corp. of Nev., 3143 Industrial Rd. Zip: 89102. Tel: 735-7131. Contact: Billy R. Porter.

NEW HAMPSHIRE

● **KEENE (Area Code 603)**

Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431. Tel: 352-7131.

NEW JERSEY

● **BRICKTOWN (Area Code 201)**

Surf Rec'g Prod'ns, 544 Rhode Island Ave. Zip: 08723. Tel: 899-5588. Owner: Thomas Boyles.

● **CAMDEN (Area Code 609)**

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg.), 1558-1570 Pierce Ave. Zip: 08105. Tel: 963-3000. Pres.: Edward J. Goodman; Gen. Mgr.: David H. Goodman; Sales Mgr.: Pat Landon.

● **CEDAR GROVE (Area Code 201)**

Audio, 471 Pompton Ave. Zip: 07009. Tel: 239-5511. Contacts: Vince Castellano, Lou Verrico.

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Double Echo, 521 Floyd St., Englewood Cliffs. Zip: 07632. Tel: 941-0335. Owner: Louis L. Weintraub.

Town Sound, I N. Dean St. Zip: 07631. Tel: 567-8282; NYC. Tel: (212) 564-5818. Cable: TOOTETOWN. Pres.: Gloria E. A. Toote.

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John Wagner Prod'ns, 202 Wisconsin N.E. Zip: 87108. Tel: 255-8425. Contacts: John Wagner, Richard Scovel.

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Probe, PO Box 72. Zip: 14240. Tel: 895-4127. Bd. Chm.: S. J. Sedita; Pres.: N. L. Orlowski; VP: W. A. Orlowski.

● **COMMACK, L. I. (Area Code 516)**

Top Sound Rec'g, c/o Music Guide Publ'g, 6268 Jericho Tnpk. Zip: 11725. Tel: 475-8216. Contact: Tommy Senna.

● **GARDEN CITY, L. I. (Area Code 516)**

Audio Rec'g & Mfg., 64 Vassar St. Zip: 11530. Tel: GE 7-6200. Mgr.: Roy A. Musgnug.

● **HEMPSTEAD, L. I. (Area Code 516)**

Chime, 223 Jerusalem Ave. Zip: 11550. Tel: IV 6-4767. Pres: Vaughn Wheeler.

Ultra-Sonic Rec'g Studios Inc., 149 N. Franklin St. Zip: 11550. Tel: IV 5-5066.

● **ITHACA (Area Code 607)**

Alcor, 215 S. Tioga St. Zip: 14850. Tel: AR 3-4242.

● **MAHOPAC (Area Code 914)**

J N R Rec'g Studios, Rt. 6. Zip: 10541. Tel: 628-6888.

● **MONROE (Area Code 914)**

Marlo Rec. Co., Pedler Hill Rd. Zip: 10950. Tel: 783-6459. Owner & Mgr.: Marlo Ketchum.

● **NEW YORK CITY (Area Code 212)**

A A A Rec'g Studio, 130 W. 42 St. Zip: 10036. Tel: 594-7536.

A-1 Sound Studios Inc., 242 W. 76 St. Zip: 10023. Tel: CI 6-3594. Pres.: Herb Abramson.

A & R, 799 Seventh Ave. Zip: 10019; 322 W. 48 St. Zip: 10036. Tel: JU 2-1070. Pres.: Arthur Ward; VPs: Phil Ramone, Don Frey.

Allegro Sound, 1650 Broadway. Zip: 10019. Tel: 246-5161.

Apostolic Studios, 53 E. 10 St. Zip: 10003. Tel: 982-7750. Contacts: John Townley, Michael Weiss, Daniel Weiss, Matt Hoffman.

Artcraft, 285 E. 49 St., Brooklyn. Zip: 11203. Tel: PR 8-5150. Pres.: Michael Serby.

Associated Rec'g Studios Inc., c/o Milt Schnapf, 723 Seventh Ave. Zip: 10019. Tel: CI 5-7640.

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Balkan Echo Studio, 50 W. 96 St. Zip: 10025. Tel: 866-3307.

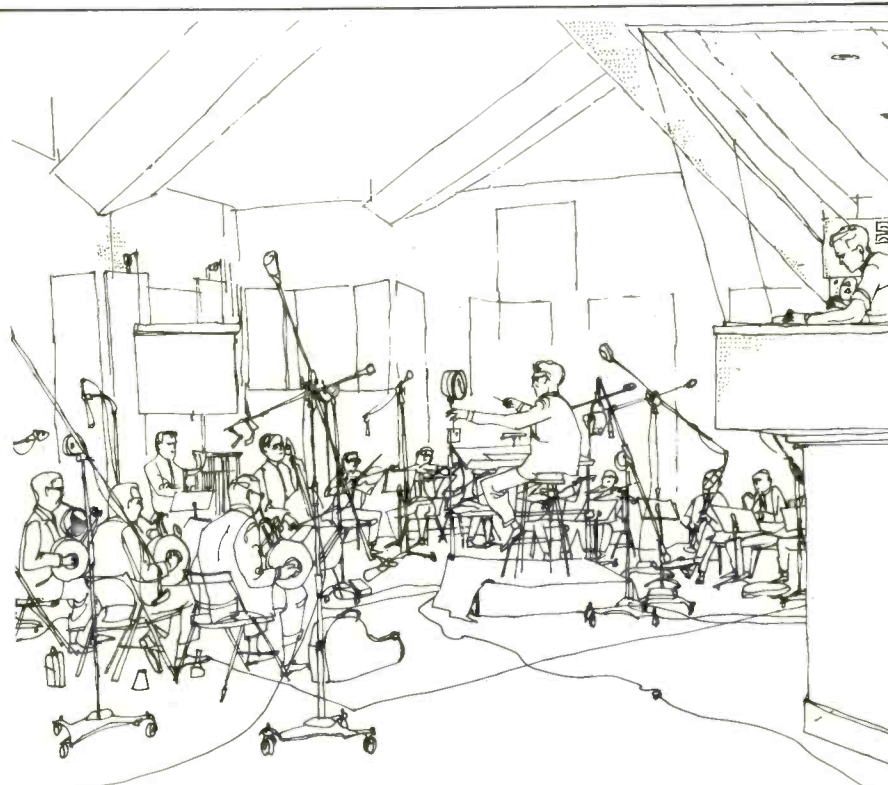
Bell Sound Studios, 237 W. 54 St. Zip: 10019. Tel: 582-4812. Gen. Mgr.: Dave Teig.

Beltone, 4 W. 31 St. Zip: 10001. Tel: OX 5-1055.

Broadway Rec'g Studios Inc., 1967 Broadway. Zip: 10019. Tel: CI 7-1690.

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- Cinema-Rec'g Co., 21 W. 46 St. Zip: 10036. Tel: JU 2-3744. Chief Eng.: Henry Markosfeld.
- Columbia Rec'g Studio, 49 E. 52 St., Zip: 10022; 207 E. 30 St., Zip: 10016. Tel: 765-4321.
- R. D. Cortina, 136 W. 52 St. Zip: 10019. Tel: JU 2-3845. Pres.: Robert E. Livesey.
- Cue, 117 W. 46 St. Zip: 10036. Tel: PL 7-3641.
- Decca Recs. Rec'g Studio, 50 W. 57 St. Zip: 10019. Tel: PL 9-7500. Chief Eng.: W. Barneke.
- Delta Rec'g Corp., 1564 Broadway. Zip: 10036. Tel: 265-4876.
- Desto Recs., 1860 Broadway. Zip: 10023. Tel: 582-5560. Pres.: Catherine M. Blackburn.
- East Coast Rec'rs, 80 W. 40 St. Zip: 10018. Tel: LA 4-9189. Mng. Dir.: H. R. Harris.
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- Glenn Prod'ns, 157 W. 57 St. Zip: 10019. Tel: CO 5-6585. Nat'l Dir.: Ben Arrigo.
- Gotham Rec'g Corp., 2 W. 46 St. Zip: 10036. Tel: JU 6-5577. Pres.: Herbert M. Moss; Exec. VP: Arnold Rosen.
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- Mastertone, 130 W. 42 St. Zip: 10036. Tel: WI 7-2940. Pres.: S. Feldman.
- Mirasound Studios, 353 W. 57 St. Zip: 10019. Tel: 586-8470.
- National Rec'g Studios Inc., 730 Fifth Ave. Zip: 10019; 228 W. 47 St. Zip: 10036. Tel: PL 7-6440.
- New Horizons Sound & Facilities Inc., c/o Mother Blues, 3855 Bronxwood Ave., Bronx. Zip: 10469. Tel: 882-9911. Pres.: Calvin Hill; VP: Jack Carroll; Sec'y-Treas.: Doug Murray.
- Nola Rec'g Studios, 111 W. 57 St. Zip: 10019. Tel: JU 6-0040.
- O-D-O Rec'g Studios, 254 W. 54 St. Zip: 10019. Tel: 757-3180. Pres.: Vincent Odo.
- Lynn Oliver Studios, 250 W. 89 St. Zip: 10024. Tel: 874-7660/9871.
- Point Sound Prod'ns Inc., 15-16 122 St., College Point. Zip: 11356. Tel: 939-2220.
- Program Rec'gs, 228 E. 10 St. Zip: 10003. Tel: OR 4-3060.
- R C A Rec. Sales Inc.—Custom, 1133 Ave. of the Americas. Zip: 10036. Tel: 586-3000.
- R K O Sound Studios (div. of RKO General Inc.), 1440 Broadway. Zip: 10018. Tel: LO 4-8000. Pres.: J. Hayes.
- Record Plant East Rec'g Studios, 321 W. 44 St. Zip: 10036. Tel: 581-7820. Dir. & Chief Eng.: Jack Adams. Branch: Los Angeles, Calif.
- Recording Studios Inc., 212 W. 48 St. Zip: 10036. Tel: 757-8855.
- Reeves Sound Studios, 304 E. 44 St. Zip: 10017. Tel: OR 9-3550.
- Regent Sound, 25 W. 56 St. Zip: 10019. Tel: CI 5-2630.

Richcraft, 1706 Flatbush Ave., Brooklyn. Zip: 11210. Tel: ES 7-1664. Owner: R. Rahmey.
 Rossi Ent's., 2005 W. Eighth St., Brooklyn. Zip: 11223. Tel: ES 2-2605.
 Sanders Rec'g Studios Inc. 167 W. 48 St. Zip: 10036. Tel: PL 7-2865.
 Sata Fortas Attractions Ltd., 320 W. 46 St. Zip: 10036. Tel: 581-3970. Pres.: David Lucas; Gen. Mgr.: George Grant.
 Select Sound Studios Inc., 1790 Broadway. Zip: 10019. Tel: 757-8570.
 Sound Ideas Studios, 1595 Broadway. Zip: 10019. Tel: 245-8221, 582-8776. Pres.: Harry Lookofsky; VP & Chief Eng.: George Kabin.
 Stereo Sound, 238 E. 26 St. Zip: 10010. Tel: MU 3-5240. Chief Eng.: Jerry Neuman.
 Studio 76, 1650 Broadway. Zip: 10019. Tel: CI 7-6010. Pres.: Ed Chalpin.
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 Variety Sound, 130 W. 42 St. Zip: 10036. Tel: 244-4256. Pres.: W. A. Smith.
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 Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.
 K & S Rec'g Studios (div. of K&S Films Inc.), 10490 Taconic Terr. Zip: 45215. Tel: 771-5523. Pres.: Jack Rabiun.
 King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Exec. VP & Gen. Mgr.: Johnnie Miller.
 Queen City Album, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken.
 Rite Rec. Prod'ns, 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt.
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Szappanos, 11705 Buckeye Rd. Zip: 44120. Tel: 561-5524. Contact: Frank Szappanos.
W B K R Broadcast Serv., 1169 Sylvania Rd. Zip: 44121. Tel: 382-0900. Contact: Jerry Willhauck.
Way-Out Rec'g Studio, 1966 E. 55 St. Zip: 44103. Tel: EX 1-0436. VP: Bill Branch.

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Harmonic Sounds Inc., 921 E. Broad St. Zip: 43207. Tel: 491-1461, 253-5283. Pres.: Clem Price.
Magnetic Studios, 1670 W. First Ave. Zip: 43212. Tel: 486-2469. Gen. Mgr.: Donald P. Whitticar.
Mus-I-Col, 780 Oakland Park. Zip: 43224. Tel: 267-3133. Pres.: Boyd P. Niederlander; VP: John W. Hull.

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Mega City Music, 38 Linden Ave. Zip: 45403. Tel: 256-6931/6557. Owner & Pres.: Ivan Freeman.

• **FREMONT (Area Code 419)**
Courier-Empire Rec'g Ents. (div. of CER Int'l), 414 Croghan St. Zip: 43420. Tel: 332-4775. Pres.: Robert T. Brown.

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Pacific Northwest Sound Prod'ns, 570 14 N.E. Zip: 97301. Tel: 362-7821. Pres.: Ray S. Connelly.

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Gateway-Associated Studios (div. of Associated Inds. Inc.), 256 Fifth Ave. Zip: 15222. Tel: 471-3484. Pres.: Ronald W. Schafer.
Hardman Assocs. Inc., 213 Smithfield St. Zip: 15222. Tel: 281-4450. Pres.: Carl Hardman.
George Heid Prod'ns, 630 Fulton Bldg., 107 Sixth St. Zip: 15222. Tel: 471-3696.
W R S Sound Studio (div. of WRS Motion Picture Lab.), 210 Semple St. Zip: 15213. Tel: 683-6300. Pres.: F. Jack Napor.

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Vantage, PO Box 212. Zip: 19464. Tel: 323-3336.

• **READING (Area Code 215)**
McKinnon Sound Rec'g Serv., 411 Gordon St. Zip: 19601. Tel: 374-6580. Dir.: Leonard McKinnon.

• **SCRANTON (Area Code 717)**
Ladd Music, 401 Wintermantle Ave. Tel: 343-6718. Owner: Phil Ladd.

• **SHARON (Area Code 412)**
Marjon, 149 E. State St. Zip: 16146. Exec. office: 930 Woodview Pl. Tel: 347-4726.

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Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222. Owner: Lewis Johnston.

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Memphis, PO Box 14522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Mgr.: Style Wooten.
Sam Phillips Rec'g Serv. Inc., 639 Madison Ave. Zip: 38103. Tel: 527-8233. Gen. Mgr.: Knox Phillips.

Royal Rec'g Studio, 1320 S. Lauderdale. Zip: 38106. Tel: 948-8776. Mgr.: Ray Harris.
Sonic Rec'g Studio, 1692 Madison Ave. Zip: 38104. Tel: 278-0850. Mgr.: Roland Janes.
Sounds of Memphis Inc., 904 Rayner St. Zip: 38114. Tel: 274-7220. Gen. Mgr.: Stan Kesler.

• **MOUNT JULIET (Area Code 615)**
Bradley's Barn, 1609 Hawkins St. Nashville. Zip: 37203. Tel: 244-1060, 758-5341. Owners: Owen & Jerry Bradley.

• **NASHVILLE (Area Code 615)**
Alamo Rec'g Studio, 410 Fourth Ave. S. Zip: 37201. Tel: 256-0453.
Bradley's Barn (see listing in Mount Juliet, Tenn.).
Chalet, 812 16 Ave. S. Zip: 37203. Tel: 244-8978. Pres.: Bobby Bobo; VP: Chuck Howard.
D B M Rec'g Studio, 1516 Hawkins St. Zip: 37203. Tel: 244-9589. Owner: Ben Hall.
Globe, 420 Broad St. Tel: 256-8248. Pres.: Jim Maxwell.
Monument Rec'g Studios Inc., 114 17 Ave. S. Zip: 37203. Tel: 244-5656.
Music City Rec'rs, 821 19 Ave. S. Zip: 37203. Tel: 242-5585. Pres. & Mgr.: Bill Connor; VP: Scotty Moore.
Nashville Rec. Prod'ns, 905 17 Ave. S. Zip: 37212. Tel: 244-2554.
Nugget Ents., 400 Tinnin Rd., Goodlettsville. Zip: 37072. Tel: 859-5268. Pres.: Fred F. Carter, Jr.
Pro-Sound Prod'ns Inc., 720 17 Ave. S. Zip: 37203. Tel: 256-0091/9964. Pres.: John Scoggins.

R C A Rec. Sales Inc.—Custom, 800 17 Ave. S. Zip: 37203. Tel: AL 5-5781.
 Spar Rec. Corp., 110 21 Ave. S. Zip: 37203. Tel: 244-1636. Pres.: Alan Bubis; VP & Gen. Mgr.: William Beasley.
 Varsity Rec'g Co., 1705 Church St. Zip: 37203. Tel: 242-6379, 291-6850. Mgr.: B. B. McCloud.
 Woodland Sound Studio, 1011 Woodland St. Zip: 37206. Tel: 227-5027. Pres.: Glenn Snoddy.

TEXAS

- **AMARILLO (Area Code 806)**
Larry Cox Studios, 3412 N.E. 24 St. Zip: 79107. Tel: 383-4401. Owner & Eng.: Larry Cox.
- **AUSTIN (Area Code 512)**
Ignite Rec'g Studio Inc., 308 W. Sixth St. Zip: 78701. Tel: 478-1730. Pres.: Bruce H. Hooper; VP: C. F. Rowsey.
- **DALLAS (Area Code 214)**
P A M S Inc., 4141 Office Pkwy. Zip: 75204. Tel: 827-0901. Pres.: Bill Meeks; VP & Gen. Mgr.: James West; Sales Mgr.: Toby Arnold.
Sellers, 2102 Jackson, Zip: 75201. Tel: 741-5836.
- **EL PASO (Area Code 915)**
Star Discos Rec., 102 Texas Ave. Zip: 79946. Tel: 533-7508. Owner: Joseph Gillman.
- **FORT WORTH (Area Code 817)**
Delta Rec'g Ctr., 910 Currie St. Zip: 76107. Tel: ED 2-3821. Owner: John A. Patterson.
Oakridge, 2001 Elton Rd. Zip: 76117. Tel: TE 8-6608. Pres.: Homer L. Sewell.
Sound City Rec'g Studios, 1705 W. Seventh St. Zip: 76102. Tel: 335-2451. Pres.: Don Schafer; Rec'g Eng.: Charles L. Strickland.
- **HOUSTON (Area Code 713)**
Houston Electronics Co. (mastering only), PO Box 36529, 7103 Walkway. Zip: 77036. Tel: 771-2020. Owner: J. F. Lockett.
- **McALLEN (Area Code 512)**
Pharaoh, PO Box 969. Zip: 78501. Tel: MU 6-0791. Owner: Jimmy Nicholls.
- **ODESSA (Area Code 915)**
Tommy Allsup, PO Box 6406, 5600 E. County Rd. Zip: 79760. Tel: 362-1512. Partners: W. G. Maxwell, Tommy Allsup.
- **PORT ARTHUR (Area Code 713)**
L & F, 1812 Procter St. Zip: 77640. Tel: YU 2-7121.
- **SAN ANTONIO (Area Code 512)**
Epstein Ent's., 735 N. General McMullen Dr. Zip: 78228. Tel: 432-9286. Owner & Mgr.: A. Epstein.
Southern Rec. Serv., 506 W. Hildebrand Ave. Zip: 78212. Tel: PE 3-1721. Mgr.: Jack Bond.
Texas Sound, 506 W. Hildebrand Ave. Zip: 78212. Tel: PE 3-1421. Mgr.: R. Jeff Smith.
- **SAN BENITO (Area Code 512)**
Ideal, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Mgr.: John Phillips.
Rio Grande Music, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Mgr.: John Phillips.
- **SAN MARCOS (Area Code 512)**
Byron, PO Box 261. Zip: 78666. Mgr.: Bo Barber.
- **TYLER (Area Code 214)**
Brians, PO Box 775. Zip: 75701. Tel: LY 2-7677. Contact: Robin H. Brians; Eng.: Randy Fouts.
Custom Sound, PO Box 231. Zip: 75701. Tel: 597-2961. Mgr.: Curtis Kirk.
Steve Wright Rec'g Studio, PO Box 626. Zip: 75701. Tel: 592-0591. Pres.: Steve Wright.

VIRGINIA

- **NORFOLK (Area Code 702)**
D'Arcy Sound Studios (div. of Broadcasting Servs. Inc.), 417 W. 21 St. Zip: 23517. Tel: 622-2111. Pres.: Warren M. Miller; Mgr.: Jacqueline Perchalla.

Fink-Pinewood Recs. Inc., 2732 Beachmont Ave. Zip: 23504. Tel: 627-0957. Pres.: Bill Johnson; Prod'n Mgr.: Walter Hale.

- **RICHMOND (Area Code 703)**
Richmond Sound Stages, 2314 W. Cary St. Zip: 23220. Tel: 355-5778. Dir.: Frank L. Brooks.
- **WAYNESBORO (Area Code 703)**
Major Rec'g Co., PO Box 2072. Zip: 22980. Tel: 942-1969/6506. Owner: John Major.

WASHINGTON

- **OLYMPIA (Area Code 206)**
Sound Preservers, 1915 N. Quince. Zip: 98501. Tel: 352-9097. Owner: Allen P. Giles.
- **SEATTLE (Area Code 206)**
Audio Rec'g, 2227 Fifth Ave. Zip: 98121. Tel: MA 3-2030. Eng.: Kearney Barton.
Demo Rec'g & Duplication Serv., 4757 17 St. N.E. Zip: 98105. Tel: 522-6138. Contact: Mike Wing.
Kaleidoscope Music, 4748 47 Ave. S.W. Zip: 98116. Mgr.: John W. Wood.
Branch: Hamden, Conn.
- **TACOMA (Area Code 206)**
Wiley Sound Studio, 5103 N. 46 St. Zip: 98407. Tel: SK 2-8583. Owner: Bill Wiley.
- **VANCOUVER (Area Code 206)**
Gibson, 4009 E. 18 St. Zip: 98661. Tel: 695-2112. Mgr.: Rick Keefer.

WISCONSIN

- **LA CROSSE (Area Code 608)**
Coulee, PO Box 968. Zip: 54602. Pres.: Bill Grafft.
- **MERRILL (Area Code 715)**
Audio Unlimited, Box 129. Zip: 54452. Tel: 536-6894. Owner & Mgr.: M. Kuehl.
- **MILWAUKEE (Area Code 414)**
Blue Hour Prod'ns, 347 E. Lincoln Ave. Zip: 53207. Tel: 482-3340. Pres.: Kenneth T. Smith; A&R Dir.: Richard Paul Thomas.
P K C Prod'ns, 3240A N. Bartlett Ave. Zip: 53211. Tel: 332-5771. Pres.: Paul Carson; VP: Phillip Klingler.
- **SAUK CITY (Area Code 608)**
Sara Sound, 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.

WYOMING

- **CHEYENNE (Area Code 307)**
R M R (Rocky Mountain Rec'g), PO Box 82. Zip: 82001. Tel: 638-8733. Mgr.: Ray Alexander.

RECORDING STUDIOS— EQUIPMENT MANUFACTURERS

A & B Duplicators, 237 W. 54 St., New York, N.Y. 10019. Tel: (212) JU 2-4812.
Chief product: Duplicating equip.
 AKG (div. of North American Philips), 100 E. 42 St., New York, N.Y. 10017. Tel: (212) OX 7-3600.
 Mgr.: A. Brakhan.
Chief product: Microphones.
 Accent Sound Ltd., 48 W. Biddle St., Baltimore, Md. 21201. Tel: (301) 727-8296. Pres.: Anthony A. Smelgus.
Chief product: Consoles, studio controls.
 Aerovox, Moncks Corner, S.C. 29461. Tel: (803) 899-2132. Sales Serv. Mgr.: Faye Anne Droze.
Chief product: Professional audio equip.
 Alco Research & Eng'g, 6201 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) HO 6-1101. Pres.: Lester A. Cottrell.
Chief product: Record presses & allied equip.
 Altec Lansing 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) PR 4-2900. Sales: H. S. Morris; Adv. Mgr.: Glenn Malme.
Chief product: General audio equip.
 Americana Business Ent's. Inc., PO Drawer L., Ruston, La. 71270. Tel: (318) 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.; Promo.: Ken Sells; Electronics Eng. & Designer: W. T. Bush.
 Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2641. Pres.: W. F. Roberts; Gen. Mgr.: A. Sroka; Sales Mgr.: L. Wortman.
Chief product: Tape recorders, duplicators, microphones, tape transports, heads, accessories. (SEE ADVERTISEMENT)
 Astatic Corp., Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 599-6916. Sales Mgr.: Frank Lintern.
Chief product: Microphones.
 Audio-Electronics, 7221 Atoll, North Hollywood, Calif. 91605. Tel: (213) 764-4700. Pres.: Sheldon Howard.
Chief product: Stereo modulator speakers, tape & capstan cleaning cartridges, automatic tape winding machines.
 Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving B. Katz; Sales Mgr.: Ray Allen.
Chief product: Winders, degaussers, loaders & other duplicating equip. (SEE ADVERTISEMENT)

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- Audiomatic Corp., 915 Westchester Ave., Bronx, N.Y. 10459. Tel: (212) LU 9-3500. Pres.: Milton Gelfand.
Chief product: General duplicating equip. (SEE ADVERTISEMENT)
- Audiotex (div. of GC-Hydrometals), 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A. C. Valiulis; VP Sales: E. Nareffa; VP Mktg.: R. Fleming.
Chief product: Test lights, stylus pressure gauges, selector switches, microphones, microphone stands, head demagnetizers, strobes & discs, audio tester tapes, cables & adapters.
- Ballantine Labs., PO Box 97, Fanny Rd., Boonton, N.J. 07005. Sales Mgr.: J. L. Garthwaite.
Chief product: Voltmeters & other electronic measuring instruments.
- R T Bozak Mfg. Co., PO Box 1166, Darien, Conn. 06820; 587 Connecticut Ave., Norwalk, Conn. 06854. Tel: (203) 838-6521.
Chief product: Columnar speakers, mixers, amplifiers.
- F. T. C. Brewer Co., Town & Country Plaza, Pensacola, Fla. 32505. Tel: (904) 433-7932. Owner: Frederic T. C. Brewer.
Chief product: Tape duplicators.
- C A D D C O Audio Inds. Corp., Drawer K, 55 Oak St., Norwood, N.J. 07648. Tel: (201) 767-1787. Pres.: H. P. Iehle. Sec'y-Treas.: Margaret A. Iehle.
Chief product: General recording equip.
- C B S Labs., 227 High Ridge Rd., Stamford, Conn. 06905. Tel: (203) 327-2000. Pres.: P. C. Goldmark.
Chief product: Recording automatic peak controllers, dynamic presence equalizers, automatic loudness controllers, FM Audiomax, Volumax.
- Concertone, 7035 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel: (213) 877-0406. VP Mktg.: Jack Cummings.
Chief product: Tape decks & tape recorders.
- Concord Electronic, 1935 Armacost Ave., West Los Angeles, Calif. 90025. Tel: (213) 478-2541. Adv. & PR Mgr.: Lee Ann Blystone.
Chief product: Tape recorders.
- Criteria, 1755 N.E. 149 St., Miami, Fla. 33161. Tel: (305) 947-5611. Pres.: M. L. Emerman.
Chief product: Amplifiers, equalizers, limiter amplifiers, complete mixing consoles—studio & location.
- Daven, Grenier Field, Manchester, N.H. 03103. Tel: (603) 669-0940. Mktg. Dir.: Fred Martini. Sales Supervisor: David M. Richard.
Chief product: Networks, attenuators, switches, amplifiers, lab measuring equip.

- Dynaco, 3060 Jefferson St., Philadelphia, Pa. 19121. Tel: (215) 232-8000. Sales Mgr.: R. Tucker.
Chief product: Amplifiers, preamplifiers, tuners, loudspeaker systems.
- Electro-Voice, 600 Cecil St., Buchanan, Mich. 49107. Tel: (616) 695-6831. Pres.: Lawrence Le Kasha-man.
Chief product: Microphones, speakers, needles, cartridges, high fidelity electronics.
- Electrodyn, 7315 Greenbush Ave., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Cable: ELECTRODYNE. Pres.: D. N. McLaughlin.
Chief product: Audio control consoles, amplifiers, equalizers.
- Elpa Mktg. Inds., Atlantic & Thorens Ave., New Hyde Park, N.Y. 11040. Tel: (516) 746-3002; NYC Tel: (212) 523-3324.
Chief product: Tape splicing equip., automatic turntables, transcription turntables, cartridges & tone arms, tape recorders, record cleaning equip.
- Fairchild Rec'g Equip. Corp., 10-40 45 Ave., Long Island City, N.Y. 11101. Tel: (212) ST 4-6163. Pres.: Edwin J. Everitt; Gen. Mgr. & Chief Eng.: George Alexandrovich; Sales Admin'r: Mrs. M. P. McLaughlin; Sales Mgr.: David Bain.
Chief product: Custom audio mixers, specialized audio devices.
- Fanta Sound, 1811 Division St., Nashville, Tenn. 37203. Tel: (615) 291-5236. Owner: Johnny Rosen.
Branch: Cincinnati, Ohio, 807 Wyoming Ave. Zip: 45215.
Chief product: All rec'g studio equip.
- Ferrocube Magnetic Rec'g Div., PO Box 359, Saugerties, N.Y. 12477. Tel: (914) 246-2811. Gen. Mgr.: J. Robinson.
Chief product: Recording, playback & duplicating heads.
- Finebilt Mfg., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) HO 6-9511.
Chief product: Consoles.
- Fisher Radio, 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Nat'l Sales Mgr.: Harry Norman.
Chief product: Amplifiers, tuners, speaker systems.
- Gately Electronics, 57 W. Hillcrest Ave., Havertown, Pa. 19083. Tel: (215) HI 6-1415. Pres.: Edward J. Gately Jr.; Sales Mgr.: John Buffington.
Chief product: Equalizers, limiters, mixers.
- Gauss Electrophysics Inc., 1653 12 St., Santa Monica, Calif. 90404. Tel: (213) 451-9876. Pres.: Keith O. Johnson; VP & Mktg. Mgr.: W. L. Cara.
Chief product: Master recorders, slave duplicators, loop bins. (SEE ADVERTISEMENT)

- General Electric Co. (admin. offices), 570 Lexington Ave., New York, N.Y. 10022. Tel: (212) PL 1-1311. Adv. Media Specialist: Virginia W. Smith.
Consumer Electronics Div., Electronics Park, Syracuse, N.Y. 13201.
Audio Prods. Dept., 2200 N. 22 St., Decatur, Ill. 62525. Tel: (217) 428-4311. Mktg. Mgr.: Norman R. Huey.
Major Televisión Div., Electronics Park, Syracuse, N.Y. 13201. Tel: (315) 456-0123. Acting Mgr.: Richard Mentzinger.
Portable Color Television Dept., College Blvd., Portsmouth, Va. 23705. Mktg. Mgr.: Edward J. Zirkle.
Radio Receiver Dept., 1001 Broad St., Utica, N.Y. 13501. Tel: (315) SW 7-0750. Mktg. Mgr.: Richard T. Gralton.
Visual Communication Prods. Dept., Electronics Park, Syracuse, N.Y. 13201. Mktg. Mgr.: William B. Gaither.
Chief product: General audio equip.
- General Radio Co., 300 Baker Ave., West Concord, Mass. 10781. Tel: (617) EM 9-4400. Mktg. Mgr.: L. J. Chamberlain.
Chief product: Testing equip.
- Grandy Inc., PO Box 672, 1275 Bloomfield Ave., West Caldwell, N.J. 07006. Tel: (201) 228-1433. Pres.: E. Kissack.
Chief product: Tape duplicators, heads & electronics.
- Grommes-Precision (div. of Precision Electronics Inc.), 9101 King St., Franklin Park, Ill. 60131. Tel: (312) 678-5350. Pres. & Adv. Dir.: William S. Grommes; VP: Albert A. Hart; Sales Mgr.: William Stow.
Chief product: Pre-amp mixers, amplifiers.
- Harvey Radio, 2 W. 45 St., New York, N.Y. 10036. Tel: (212) JU 2-1500. VP Prof. Prods: Donald J. Plunkett.
Chief product: General recording equip.
- Hewlett-Packard, 1501 Page Mill Rd., Palo Alto, Calif. 94304. Tel: (415) 326-7000. Pres.: W. R. Hewlett.
Chief product: Electronic test instruments.
- Houston Electronics Co., PO Box 36529, 7103 Walkway, Houston, Tex. 77036. Tel: (713) 771-2020. Owner: J. F. Lockett.
Chief product: Complete high-speed tape duplicator.
- I T T Canon Electric (div. of International Telephone & Telegraph Corp.), 3208 Humboldt St., Los Angeles, Calif. 90031. Tel: (213) 225-1251. Pres.: W. M. Wachos, Mdsq. Mgr.: H. G. Schubert.
Chief product: Connectors, accessories.
- Infonics Inc., 1823 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 451-4866. Pres.: Peter H. Stanton; Sales Mgr.: P. Nelson; Chief Eng.: F. Cervantes; Serv. Mgr.: S. Smith.
Chief product: Cassette & open reel duplicators. (SEE ADVERTISEMENT)
- King Instrument Corp., 11 Fox Rd., Waltham, Mass. 02154. Tel: (617) 899-5110. Pres.: James L. King.
Chief product: Cassette loaders, winders. (SEE ADVERTISEMENT)
- Koss Electronics (Rek-o-Kut), 2227 N. 31 St., Milwaukee, Wis. 53208. Tel: (414) 444-9442. Sales Mgr.: G. Cornehl, Adv. Mgr.: Harry Horning.
Chief product: Turntables, headphones.
- Lang Electronics, 507 Fifth Ave., New York, N.Y. 10017. Tel: (212) MU 2-7147. Pres.: Lou Lang.
Chief product: Complete tape duplicating systems.
- Langevin (see Scientific Inds.)
- James B. Lansing Sound, 3249 Casitas Ave., Los Angeles, Calif. 90039. Tel: (213) NO 5-4101. Pres.: William H. Thomas.
Chief product: Speakers, amplifiers, graphic controllers & energisers.
- McIntosh Lab. Inc., 2 Chambers St., Binghamton, N.Y. 13903. Tel: (607) 723-3512. Sales Mgr.: G. Gow; Chief Eng.: Sidney Corderman.
Chief product: Amplifiers, receivers.
- Mid America Electronics, 1515 Euclid Ave., Cleveland, Ohio 44115. Tel: (216) 621-9362. Pres.: Kenneth R. Hamann.
Chief product: Custom built equip., recording consoles.
- North American Philips (see AKG).
- Orbit Radio, PO Box 1644, 637 Upland Rd., Louisville, Ky. 40201. Tel: (502) 895-1143. Mgr.: S. A. Cisler.
Chief product: Assembling consoles.
- Orion Prods., 154 San Lazaro Ave., Sunnyvale, Calif. 94086. Tel: (408) 245-4479. Pres.: Jack K. Willis.
Chief product: Cartridge loaders & tape evaluating equipment.
- Parasound Inc., 680 Beach St., San Francisco, Calif. 94109. Tel: (415) 776-2808. Pres.: Bernie Kraus.
Chief product: Synthesizers.
- Pickering, 101 Sunnyside Blvd., Plainview, L.I., N.Y. 11803. Tel: (516) OV 1-0200. Sales Mgr.: Tom Donohue.
Chief product: Cartridges, styli.
- Pultec (Pulse Techniques), 1411 Palisades Ave., West Englewood, N.J. 07666. Tel: (201) TE 7-2575. VP: W. Summerlin.
Chief product: Professional audio equip.
- R C A Comm'l Electronics System Div., Front & Cooper Sts., Camden, N.J. 08102. Tel: (609) 963-8000. VP & Gen. Mgr.: Barton Kreuzer; Gen. Sales Mgr.: Ed Tracy.
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Chief product: Consoles, amplifiers. (SEE ADVERTISEMENT)

Sarex Corp., 3850 West Side Ave., North Bergen, N.J. 07047. Tel: (201) 864-9400; NYC Tel: (212) 227-6354. Pres.: O. L. Seda; Nat'l Sales Mgr.: Milton B. Kaye.
Chief product: Cartridge & cassette tape loading equip., slitting & coating machines, cassette tailoring machines. (SEE ADVERTISEMENT)

Scientific Inds., d/b/a Langevin, 1801 E. Carnegie Ave., Santa Ana, Calif. 92705. Tel: (714) 546-8830. Pres.: J. Swanson; Mktg. Dir.: Marvin Headrick.
Chief product: Complete professional broadcasting, recording consoles & mixers, equalizers, mixer attenuators, amplifiers.

H. H. Scott, 111 Powder Mill Rd., Maynard, Mass. 01754. Tel: (617) 897-8801. Sales Mgr.: Paul White.
Chief product: Amplifiers, speakers, receivers, tuners, compacts, consoles.

Scully Rec'g Instruments, 480 Bunnell, Bridgeport, Conn. 06607. Tel: (203) 335-5146. VP: H. H. Brosious.
Chief product: Recording instruments, disc cutting lathes, tape machines.

Seco Labs., 206 S. 44 St., Omaha, Neb. 68131. Tel: (402) 553-1165. Pres.: Don M. Sears; VP: Ron Ubel.
Chief product: Amplification units.

Sennheiser Electronic Corp., 500 Fifth Ave., New York, N.Y. 10036. Tel: (212) LO 4-0433. Pres.: Thomas Schillinger.
Chief product: Microphones, transformers.

Sherwood Electronic Labs., 4300 N. California Ave., Chicago, Ill. 60618. Tel: (312) IR 8-7300. Sales Mgr.: A. Fields.
Chief product: High fidelity receivers, amplifiers, FM tuners.

Shure Bros., 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) DA 8-9000. Adv. Co-ord.: N. A. Hesslink Jr.
Chief product: Microphones, microphone mixers, vocal amplifier systems, playback cartridge, headphone amplifiers, preamplifiers.

Sonic Arts Corp., 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulk.
Chief product: West Coast rep. for Gately Electronics—equalizers, limiters, mixers; US rep. for Associated Electronic Engineers Ltd. (England)—equalizers, modules.

Sony (see Superscope).

Sound Technique Inc., 321 W. 78 St., New York, N.Y. 10024. Tel: (212) 877-1730. Pres.: Sid Feldman.
Chief product: Limiting amplifiers, distributors of Telernix leveling amplifiers.

Spectra Sonics, 770 Wall Ave., Ogdon, Utah 84404. Tel: (801) 392-7531. Pres.: William G. Dilley; Eng'g Sales: A. V. Siniscal.
Chief product: Complete audio consoles, amplifiers, equalizers, compressor/limiters for recording, broadcasting & sound reinforcement.

Stanton Magnetics, Terminal Dr., Plainview, L.I., N.Y. 11803. Tel: (516) 681-0200; NYC Tel: (212) HI 5-0063. Sales Mgr.: George P. Petetin.
Chief product: Cartridges, stylis.

Superscope (Sony), 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 875-0810. Pres.: Joseph S. Tushinsky; Sales Mgr.: Paul Markoff; PR Dir.: Elyn S. Rankell.
Branches: Elmhurst, Ill., 752 Industrial Dr. Zip: 60126. Tel: (312) 832-8215—Newton, Mass., 29 Needham St. Zip: 02161. Tel: (617) 527-5447—St. Clair Shores, Mich., 23000 Industrial Dr. E. Zip: 48080. Tel: (313) 773-3730—Woodside, N.Y., 37-09 56 St. Zip: 11377. Tel: (212) 446-7227—Bellevue, Wash., 6432 129 Pl. S.E. Zip: 98004. Tel: (206) SH 6-1550.
Chief product: Recorders, tapes, microphones.

Switchcraft Inc., 5555 N. Elston Ave., Chicago, Ill. 60630. Tel: (312) 774-1515. Pres.: W. L. Larson; Dist'r Sales Mgr.: Hank Anderson.
Chief product: Mixers, plugs, jacks, audio cables, adaptors, switches, controls.

3 M., 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110. Div. Publicist: Clyde Donaldson.
Chief product: Tapes, recorders.

U T C Sound (div. of United Transformer Co.), 809 Stewart Ave., Garden City, L.I., N.Y. 11533. Tel: (516) CH 8-6404. Sales Mgr.: J. Kowaller.
Chief product: Speakers.

United Electric & Eng'g Co., 6558 N. Campbell Ave., Chicago, Ill. 60645. Tel: (312) 262-6311. Owner & Gen. Mgr.: L. Edward Beisner.
Chief product: Variable speed recorder drives.

United Transformer Co. (div. of TRW Inc.), 150 Varick St., New York, N.Y. 10013. Tel: (212) AL 5-3500. Sales Mgrs.: A. Profeta, L. Antonelli, R. Del Aquila. (See also UTC Sound).
Chief product: Transformers.

Universal Audio Rec'g Equip. Sales, 2541 Nicollet Ave., Minneapolis, Minn. 55404. Tel: (612) 827-5443. Pres.: John A. Michaelson.
Chief product: Consoles, mastering systems.

Weston Instruments, 614 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 243-4700. Field Sales Mgr.: F. F. Zoeller; Adv. & Sales Promo. Mgr.: R. E. Bilby.
Chief product: Electronic test equip.

Westrex, 1136 N. Las Palmas, Hollywood, Calif. 90038. Tel: (213) 466-7795. Pres.: Gale Livingston; Sales Mgr.: Frank Pontius.
Chief product: Professional magnetic & optical rec'g equip., mono & stereo disc cutting equip., densitometers & audio amplifying equip., motion picture theatre & sound systems.

Wiegand Audio Labs., 3402 Winsor Rd., Wall, N.J. 07719. Tel: (201) 681-6443. Pres.: Charles Wiegand.
Chief product: Mixing consoles, disc recording systems.

Worldex Mfg., 1248 S. Berendo St., Los Angeles, Calif. 90006. Tel: (213) 388-9669. Pres.: Louis R. Baptista.
Chief product: Mixing consoles & general rec'g equip.

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• **LOS ANGELES METROPOLITAN AREA**
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 Allied Rec., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)
 Container-Kraft, 721 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: A. M. Garson.
 Tim Gayle & Assocs., 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.
 C. P. MacGregor, 729 S. Western Ave. Zip: 90005. Tel: 384-4191. Owner: C. P. MacGregor.
 Monarch Rec. Mfg., 4852-56 W. Jefferson Blvd. Zip: 90016. Tel: RE 2-6185.
 Rainbo, 1041 N. Las Palmas, Hollywood. Zip: 90038. Tel: HO 6-7516. Pres.: Jack G. Brown.

• **LYNNWOOD (Area Code 213)**
 Concert Rec'g, PO Box 531, 3318 Platt Ave. Zip: 90262. Tel: 639-1341. Owner: William G. Johnson.

• **SAN FRANCISCO & Bay Area**
 (Area Code 415)
 Barrington Rec. Graphics (div. of The Motivestar Org.), PO Box 1036, South Shore, Tel: 533-7117. Pres.: W. F. Schmeltzer Jr.

CONNECTICUT

• **BRIDGEPORT (Area Code 203)**
 Allied Bindery & Mailing Serv., E. Washington Ave. Zip: 06611. Tel: 336-3211; NYC Tel: (212) 925-1687.
 Home office: New York, N.Y.

• **STAMFORD (Area Code 203)**
 Cook Labs. Inc., 351 oCurtland Ave., Glenbrook. Zip: 06906. Tel: 348-7578. Pres.: Emory Cook; Sales Mgr.: John R. Moriarty.

DISTRICT OF COLUMBIA

• **WASHINGTON (Area Code 202)**
 Ziolack Corp., 4620 Wisconsin Ave. N.W. Zip: 20016. Tel: 362-6899. Mgr.: Earl Thornton.
 Home office: Cape Girardeau, Mo.

GEORGIA

• **DECATUR (Area Code 404)**
 National Rec'g, 2871 E. Ponce de Leon Ave. Zip: 30030. Tel: 378-2379. Pres.: James G. Currie.

ILLINOIS

• **CHICAGO (Area Code 312)**
 M. M. Cole Publ'ng, E. Grand Ave. Zip: 60611. Tel: 527-2160. Pres.: S. Stern.
 Fort Dearborn Litho. Co., 6035 W. Gross Point Rd. Zip: 60648. Tel: SP 4-4321. Pres.: Thomas W. Adler; VP Sales: Richard J. Adler.
 Merchandising Dist., PO Box 1339, Evanston. Zip: 60204. Tel: 274-2702. Mgr.: F. G. Cardott.

INDIANA

• **SOUTH BEND (Area Code 219)**
 Thomas Zoss Prod'ns, PO Box 755, 1255 E. Madison. Zip: 46624. Tel: 232-2804. Pres.: Thomas W. Zoss.

MARYLAND

• **COCKEYSVILLE (Area Code 301)**
 Recordings Incorporated, PO Box 405. Zip: 21030. Tel: 666-7770. VP: Burgess Macneal Jr. (SEE ADVERTISEMENT)

MINNESOTA

• **MINNEAPOLIS (Area Code 612)**
 Sentinel Rec. Corp., 2129 Washington Ave. N. Zip: 55411. Tel: 522-4353. Pres. & Mng. Dir.: Robert G. Haacke.

MISSOURI

• **CAPE GIRARDEAU (Area Code 314)**
 Ziolack Corp., 1217 Independence, Drawer 1150. Zip: 63701. Tel: 334-6600. Pres.: James Floyd Ford; Mktg. Mgr.: D. K. Kitchen.
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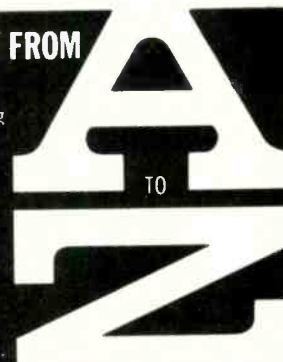
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Branch: Bridgeport, Conn.
R. D. Cortina, 136 W. 52 St. Zip: 10019. Tel: JU 2-3845. Pres.: Robert E. Livesey.
Schoenfeld's Express, Inc., 538 W. 35 St. Zip: 10001. Tel: BR 9-7730. Pres.: David Schoenfeld.

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- **CINCINNATI** (Area Code 513)
Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Loydal.
King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Exec. VP & Gen. Mgr.: Johnnie Miller.

- **TOLEDO** (Area Code 419)
Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 691-2065. Mgr.: Lowell P. Amos.

PENNSYLVANIA

- **PHILADELPHIA** (Area Code 215)
Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA 7-2277.
Hodge Rec., 1314-24 S. Howard St. Zip: 19147. Tel: DE 6-7001. Pres.: Sam Hodge.
Paramount Rec., 1314-24 S. Howard St. Zip: 19147. Tel: DE 6-7001. Pres.: Sam Hodge.

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- **NASHVILLE** (Area Code 615)
Sound of Nashville, 160 Second Ave. S. Zip: 37201. Tel: 244-1124. Pres.: Robert R. Nelson.

TEXAS

- **ARLINGTON** (Area Code 817)
Rec-O-Press Inc., 609 Great Southwest Pkwy. Zip: 76010. Tel: 261-4941. Pres. & Treas.: W. I. Spittler; VP & Gen. Mgr.: Mary D. O'Brien.
- **SAN ANTONIO** (Area Code 512)
Tanner 'N' Texas, 1422 W. Poplar. Zip: 78207. Tel: PE 2-8072. Pres.: Bob Tanner.

SLEEVES

CALIFORNIA

- **LOS ANGELES METROPOLITAN AREA** (Area Code 213)
Berf-Co Ent's., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. VP: Robert Couturier.
Container-Kraft, 721 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: A. M. Garson.
Gilmore Envelope, 4000 Medford St. Zip: 90063. Tel: An 8-3401. Art & Adv. Dir.: Art Weiss. (SEE ADVERTISEMENT)

- **SAN FRANCISCO & BAY AREA** (Area Code 415)
Barrington Rec. Graphics (div. of The Motivestor Org.), PO Box 1036, South Shore, Alameda. Tel: 533-7117. Pres.: W. F. Schmeltzer Jr.

FLORIDA

- **MIAMI METROPOLITAN AREA** (Area Code 305)
Adrian Assocs. Inc., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian. (SEE ADVERTISEMENT)

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- **FAIRMOUNT** (Area Code 404)
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- **COCKEYSVILLE** (Area Code 301)
Recordings Incorporated, PO Box 405. Zip: 21030. Tel: 666-7770. VP: Burgess Macneal Jr. (SEE ADVERTISEMENT)

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U S Envelope, PO Box 951. Zip: 01101. Tel: 736-7211.

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- **MINNEAPOLIS** (Area Code 612)
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- **NEWARK** (Area Code 201)
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Reco-Sleeve, 220 Verde St. Zip: 11735. Tel: 694-8396. Pres.: Bob Gunning.
- **GREAT NECK, L. I.** (Area Code 516)
Ivy Hill Litho (plant), Community Dr. Tel: HU 7-0200. Sales Office: New York City. (SEE ADVERTISEMENT)
- **HAUPPAUGE, L. I.** (Area Code 516)
Globe Albums, Cardinal Ind'l Park. Zip: 11788. Tel: 234-1100. Pres.: Lee Halpern.
- **HICKSVILLE, L. I.** (Area Code 516)
Andrews-Nunnery, 74 Alpha Plaza. Zip: 11801. Tel: WE 1-6500.


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Craig Braun Inc., 19 E. 53 St. Zip: 10022. Tel: 421-8255. Pres.: Craig Braun.
Branch: Chicago, Ill., Album Graphics Inc.
Equitable Bag, 45-50 Van Dam St., Long Island City. Zip: 11101. Tel: ST 6-0620. Prod. Mgr.: Joseph M. Suttor.
Fine-Tone Audio Prods., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. Pres.: Leonard Finkel. (SEE ADVERTISEMENT)
Ivy Hill Litho. (sales office), 18 E. 48 St. Zip: 10017. Tel: 752-4670. VP: Murray M. Kurland.
Plant: Great Neck, L. I., N. Y. (SEE ADVERTISEMENT)
Kaltman Press, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700. VP: Eric Kaltman.
Le-Bo, 71-08 51 Ave., Woodside. Zip: 11377. Tel: 458-7700. VP & Sales Mgr.: Leslie Dame.
Lee-Myles Assocs., 160 E. 86 St. Zip: 10022. Tel: 758-3232. Pres.: R. Miller.
One Stop Serv., 133 E. 84 St. Zip: 10028. Tel: 288-4338. Mgr.: Adam Gary. (SEE ADVERTISEMENT)

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Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.
Queen City Album, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken. (SEE ADVERTISEMENT)
Rite Rec. Prod'ns, 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt.

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• **NASHVILLE (Area Code 615)**
St. Regis Paper, 820 Seventh Ave. N. Tel: 244-2330. Sales Mgr.: Albert R. Ransom.
Southern Album Serv., PO Box 303. Zip: 37202. Tel: 254-1022. Pres.: Charles H. Potter Jr.; Gen. Mgr.: Betty Cox.

CUSTOM TAPE DUPLICATION

Reprinted from 1969 Billboard International Tape Directory, March 29, 1969.

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• **PHOENIX (Area Code 602)**
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CALIFORNIA

• **ANAHEIM (Area Code 714)**
Certron Corp., 1701 S. State College Blvd. Zip: 92806. Tel: 633-4280. Pres.: E. R. Gamson; VP: Herb Gold; Sales Mgr.: Al Kovacs; Mktg. Dir.: Jim Neiger.

• **IRVINE (Area Code 714)**
Greentree Electronics Corp. (div. of Bell & Howell Co.) PO Box BG, 2602 Michelson Dr. Zip: 92664. Tel: 833-0020. Pres.: Sidney Brandt; Sales Mgr.: Jules L. Sack.

LOS ANGELES METROPOLITAN AREA (Area Code 213)

Abbey Tape Dupl'rs, 7505½ Sunset Blvd., Hollywood. Zip: 90046. Tel: 876-6640. Owner & Mgr.: Norman C. Cooke.

Alto Fonic Programming Inc., 6362 Hollywood Blvd., Zip: 90038. Tel: 466-9261. Pres.: D. Alan Clark; Gen. Mgr.: Lee Tate; Sales Mgr.: Bob Mayfield.

American Tape Dupl'rs Inc., 5727 W. Jefferson Blvd. Zip: 90016. Tel: 870-6832. Pres.: Richard D. Allen; Sales & Mktg. Dir.: Warren D. Gray.
Audio Physics Inc., 16428 Vanowen St., Van Nuys. Zip: 91406. Tel: 782-363B. Pres.: Don Washbrook; Gen. Mgr.: John David; Sales Mgr.: Bill Richards.

Bible Voice Inc., Dupl'g Div., 6442 Coldwater Canyon, North Hollywood. Zip: 91606. Tel: 985-5600. Pres.: George Otis; VP: David J. Keklikian.

Budget Tape Cartridge Mfg. Co., 2235-37 S. La Brea Ave. Zip: 90016. Tel: 933-5867. Pres.: Don Macmillan.

Capitol Records Dist'g Corp., 1750 N. Vine St., Hollywood. Zip: 90028. Tel: 462-6252. VP & Gen. Mgr. Robert Yorke; Tape Sales Mgr.: Roger Brown.

Columbia Record Prod'ns, 6121 Sunset Blvd., Hollywood. Zip: 90028. Tel: 466-2481.

Custom Tape Corp., 5810 S. Normandie Ave. Zip: 90044. Tel: 733-2481. Pres.: Joe Bihari; Sales & Mdse. Dir.: Bob Demain; Gen. Mgr.: Don Macmillan.

Finebilt Mfg. Co., 931 N. Citrus Ave. Zip: 90038. Tel: 466-9511. Pres.: Alwin P. Schmid; VP & Gen Mgr.: Joe Bouzaglou.

International Magne-Tape Ltd., 8400 Sunset Blvd., Hollywood. Zip: 90069. Tel: 656-4722. Pres.: H. Leigh; Gen. Mgr.: M. Kopelman.

Magtec, 8120 Webb Ave., North Hollywood. Zip: 91605. Tel: 875-1707. Pres.: D. Alan Clark; Exec. VP & Gen. Mgr.: Kenneth S. Goates; VP Sales & Mktg.: James S. Walker.

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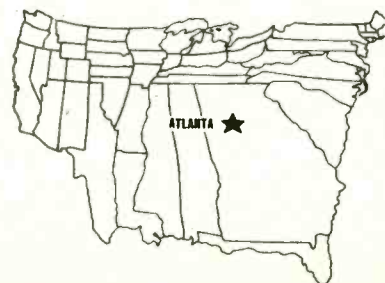
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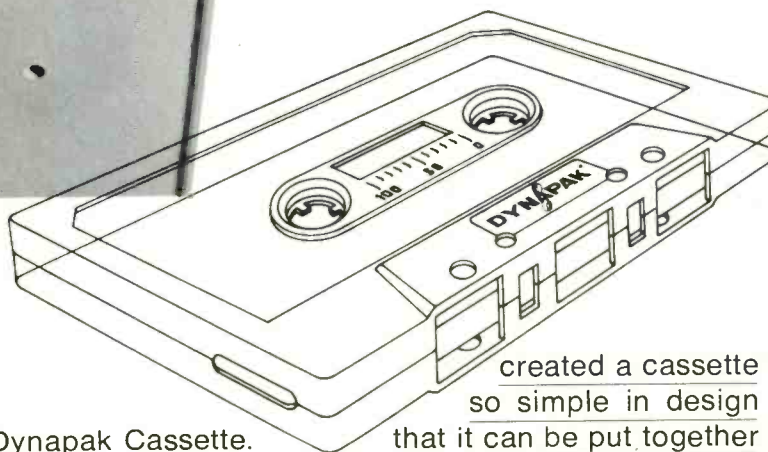
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- Radio Recorders (div. of EMC Corp.), 7000 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: 463-3282. Pres.: David E. Feinberg; Gen. Mgr.: J. Greenfield; Sales Mgr.: Phillip Schommer.
- T D K Electronics Corp., 6151 W. Century Blvd. Zip: 90045. Tel: OR 0-5515. Home office: New York, N.Y.
- Whitney Recording Studio, Inc., 1516 W. Glenoaks Blvd., Glendale. Zip: 91201. Tel: 245-6801. Pres.: Lorin J. Whitney.
- Worldex Mfg. Co. Ltd., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. Pres.: Louis R. Baptista; Gen. Mgr.: Claudio Jara.

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Sierra Sound Laboratories, 1741 Alcatraz Ave., Berkeley. Zip: 94703. Tel: 655-7636. Gen. Mgr.: Robert C. de Sousa.

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Keysor-Century Corp., PO Box 308. Zip: 91350. Tel: 365-3991. Exec. VP: R. B. Keysor.

• **SUNNYVALE (Area Code 408)**

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CONNECTICUT

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3 Do you pay extra for special dies?

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4 Do you get the benefits of high volume production by dealing with the leading supplier of graphics for the tape industry?

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5 Do you get delivery on new numbers or re-orders in only 10 working days regardless of quantity?

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Florida Tape Dupl'rs, 785 W. 83 St., Hialeah. Zip: 33012. Tel: 887-7948. Pres.: Aldo Vazquez. South Eastern Records Mfg. Corp., 170 W. 29 St., Hialeah. Zip: 33012. Tel: 888-7411/2365. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.

Universal Rec'g & Dist. Corp., 655 W. 83 St., Hialeah. Zip: 33012. Tel: 757-3741.

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continued on page 220



Playmate Industries Inc.

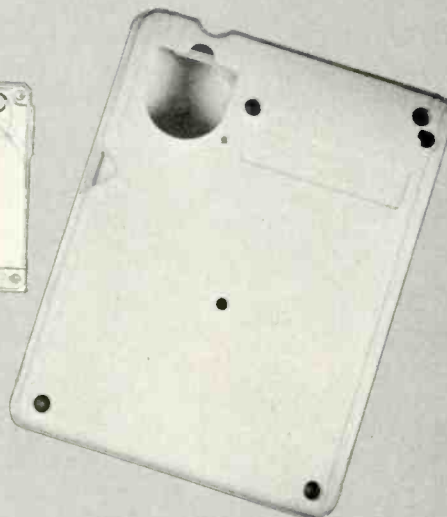
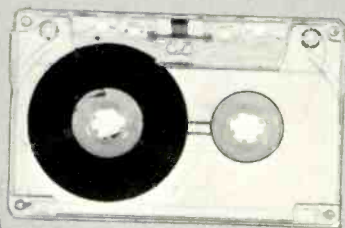
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8 TRACK

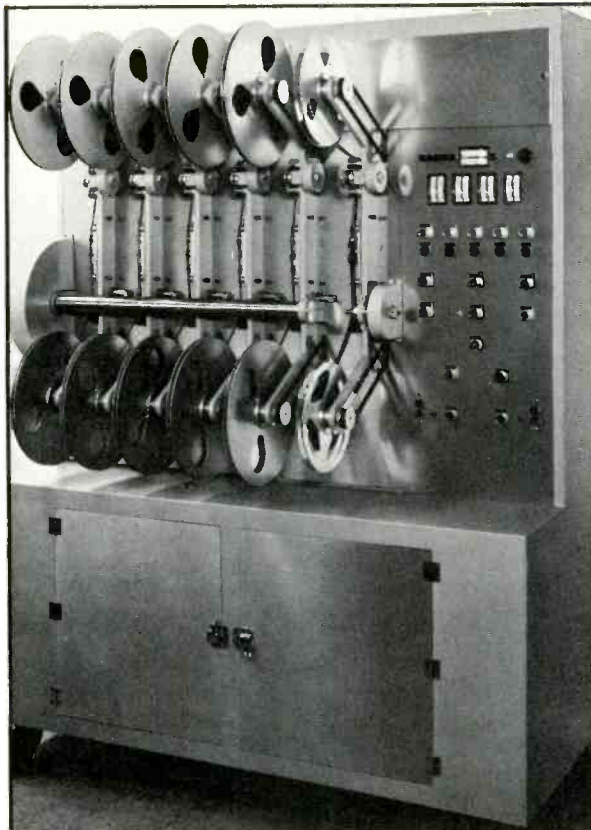
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FINEBILT HI-SPEED COMPACT TAPE DUPLICATOR

FINEBILT'S latest achievement in the tape field is the HI-SPEED compact tape duplicator.



This superbly engineered hardware is the Finebilt 69-5 highspeed tape duplicator system.

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- No installation required. The 69-5 rolls on casters to any position — plugs in readily into an ordinary electrical outlet.
- Smaller original cost, minimum maintenance and operating cost, plus matchless performance, make the multipotent 69-5 the unduplicated duplicator.

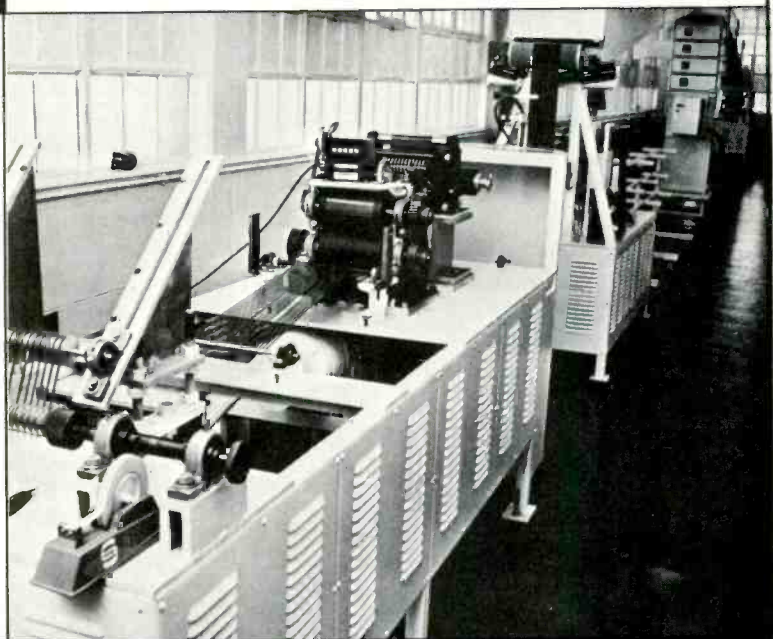
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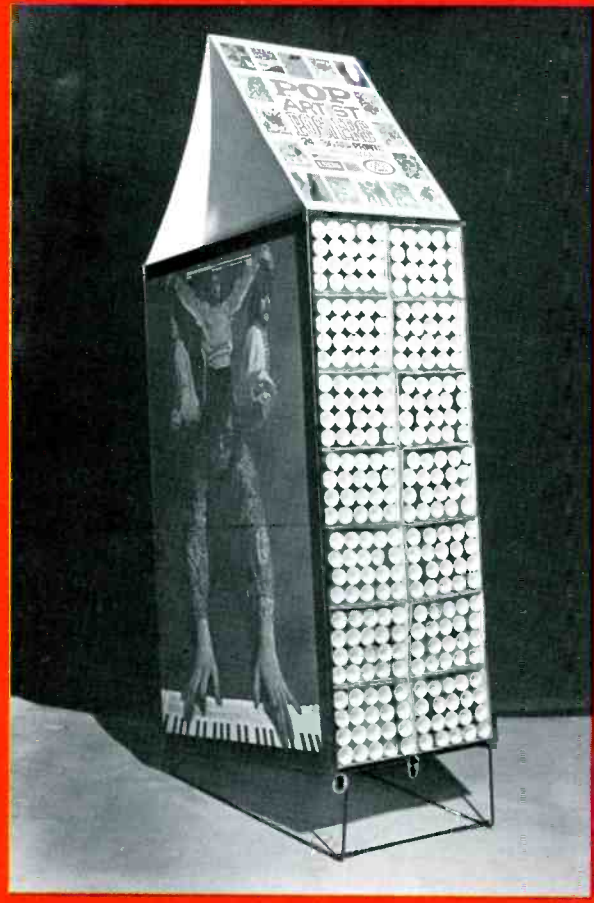
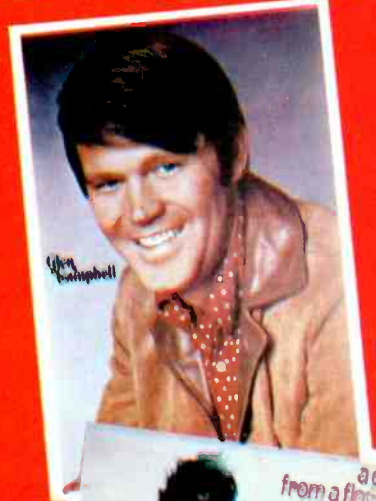
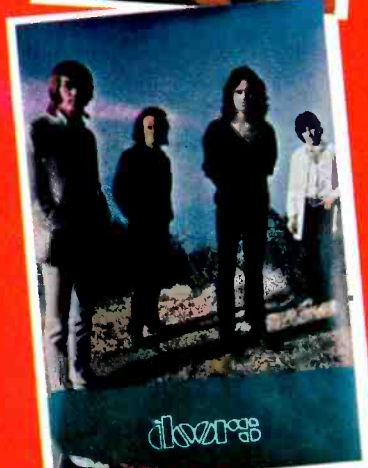
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A man and a woman are looking at a cassette tape. The man is on the left, wearing a brown jacket and a yellow turtleneck. The woman is on the right, wearing a beige coat. They are both looking down at a cassette tape that the woman is holding. In the foreground, there is a cassette deck with several cassette tapes inside it. The background is slightly blurred, suggesting an outdoor setting.

Tender Loving Care.

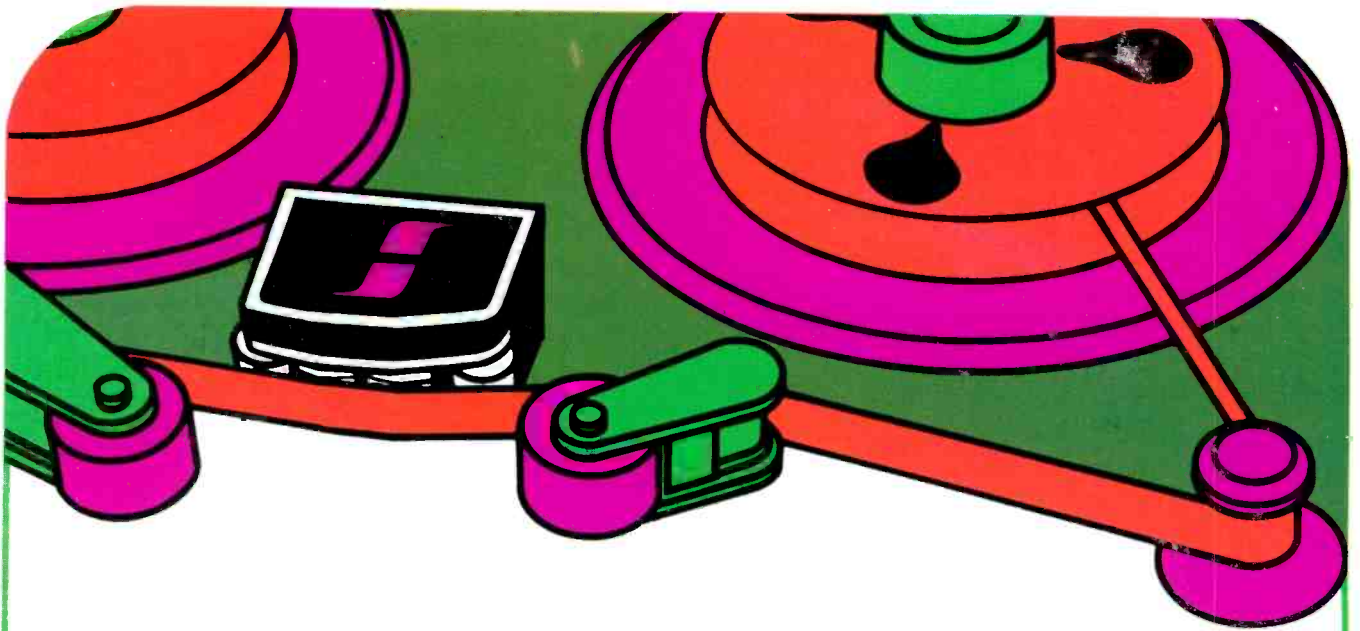
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We've prepared some technical data and a simple graph. Show the specifications to your engineers and the graph to your budget director. They'll be amazed and so will you . . . with immediate and long lasting profits that come with *Gauss Ultra High Speed Tape Duplication Systems*.

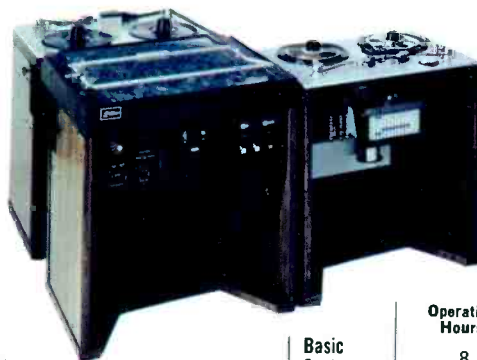
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- Total harmonic distortion: -1% THD at 500 Hz.
- Dual capstan direct drive
- Constant tape tension, servo controlled
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	16	3648	30,000	21,888
	24	5472	30,000	32,832
with 5 slaves	8	9120	65,000	54,720
	16	18,240	65,000	109,440
	24	27,360	65,000	164,160
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	24	54,720	109,000	328,320

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Tape-Tronics Inc., 4413 Fernlee, Royal Oak. Zip: 48073. Tel: 576-2777. Pres. & Sales Mgr.: Burt Mahler; Gen. Mgr.: Al Hart. (SEE ADVERTISEMENT)

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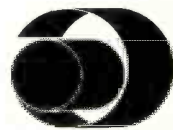
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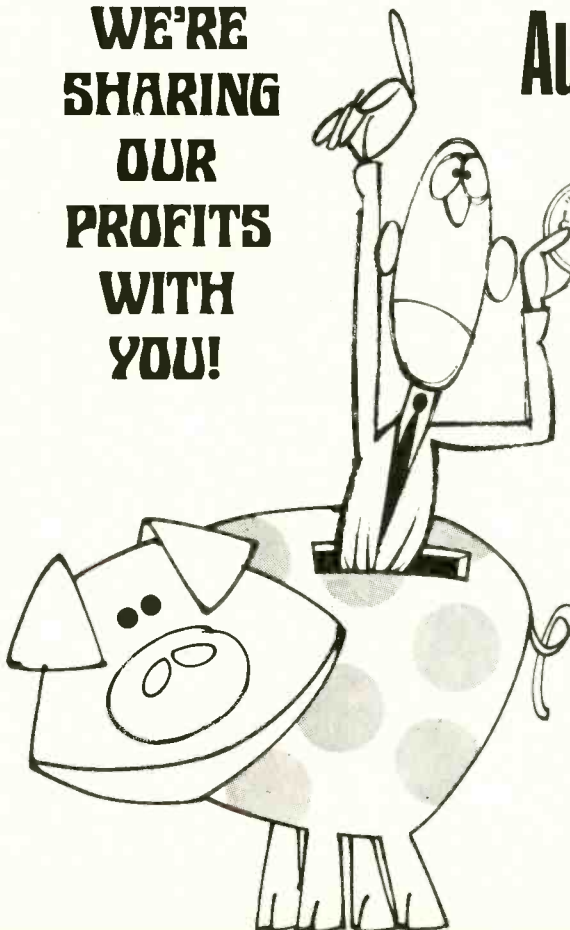
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North American Leisure Corp. (NAL), 1776 Broadway. Zip: 10019. Tel: 265-3340. Pres.: Larry Finley.
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Globe Recording Studio Inc., 420-A Broadway. Zip: 37203. Tel: 255-7645. Pres. & Gen. Mgr.: Jim Maxwell.
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● SAUK CITY (Area Code 608)

Cuca Record Corp., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Tape Sales Mgr.: Bill Atwell.

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Ampex Stereo Tapes, 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. VP & Gen. Mgr.: Donald V. Hall; Mktg. Mgr.: Julius Cohen; Nat'l Sales Mgr.: Herb Cole; Adv. Mgr.: James W. Johnson. (SEE ADVERTISEMENT)

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Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving B. Katz; Sales Mgr.: Ray Allen; Adv. Dir.: Milt Feldman. (SEE ADVERTISEMENT)

Audio Physics Inc., 16428 Vanowen St., Van Nuys, Calif. 91406. Tel: (213) 782-3638. Pres.: Don Washbrook; Gen. Mgr.: John David; Sales Mgr.: Bill Richards.

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Avery & Elkins, 653 11 Ave., New York, N. Y. 10036. Tel: (212) 586-6235. Sales Mgr.: Ron Silberman.

Berkshire (see Stereo Tape).

Budget Tape Cartridge Mfg. Co., 2235-37 S. La Brea Ave., Los Angeles, Calif. 90016. Tel: (213) 933-5867. Pres., Sales & Adv.: Don Macmillan.

Caytronics Corp. (Stereo Jet de Mexico), 240 Madison Ave., New York, N. Y. 10016. Tel: (212) 683-7911. Pres.: Joe Cayre; Adv. Dir.: Dick Shaffer.

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92805. Tel: (714) 633-4280; Los Angeles Tel: (213) 623-1437. Mktg. Dir.: James Neiger.

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DanskTape (see Lindberg).

D B I Tape Ent's., 6725 Sunset Blvd., Suite 315, Hollywood, Calif. 90028. Tel: (213) HO 2-6613. Pres.: Don Blocker.

Dubbings Electronics Inc. (see Stereo Tape).

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continued on page 232

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I T C C (International Tape Cartridge Corp.), 1275 Bloomfield Ave., Fairfield, N. J. 07006. Tel: (201) 228-1050. Pres.: James J. Elkins; Mktg. Dir.: Paul E. Adams; Sales Mgr.: T. Malia. Branch: Sun Valley, Calif., West Coast Tape Cartridge Co., 11656 Pendleton St. Zip: 91352. Tel: (213) 768-1601. VP & Sec'y-Treas.: Samuel Tobe.

International Tape Cartridge Corp. (see ITCC).

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Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N. J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; VP Sales: Thomas Hofbauer; Adv. Dir.: Ray Rand.

Mercury Rec. Corp., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) 332-5788. Pres.: Irving B. Green; Sales Mgr.: Harry Kelly; Adv. Dir.: Millie Stergis.

Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N. Y. 11218. Tel: (212) 871-4100. Contact: Charles R. Fox.

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Pacific Tape, 2978 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 387-8797. Gen. Mgr.: Sam Billis.

PlayTape, 1115 Broadway, New York N.Y. 10010. Tel: (212) 675-8050. Pres.: Frank Stanton; Sales Mgr.: Hal Dennis; Adv. Dir.: I. Bernard Sussman.

R C A Rec. Div., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. VP: N. Racusin; Sales Mgr.: J.Y. Burgess Jr.; Adv. Mgr.: G. Parkhill; Rec'd Tape Prod. Mgr.: Elliot Horne.

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Branches: Los Angeles, Calif., 6151 W. Century Blvd. Zip: 90045. Tel: (213) 670-5515—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.

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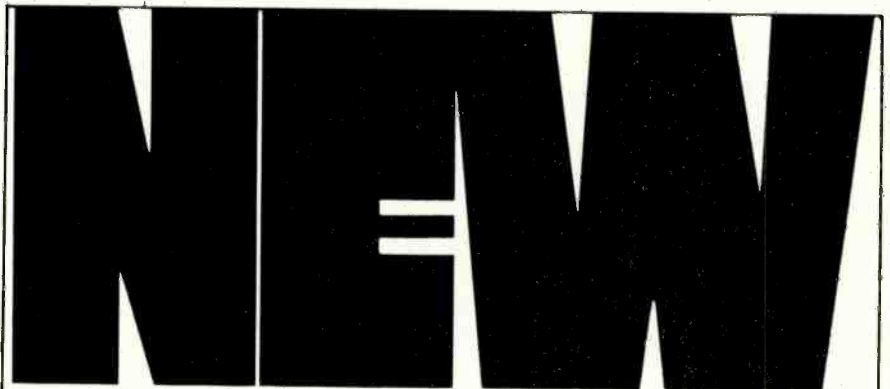
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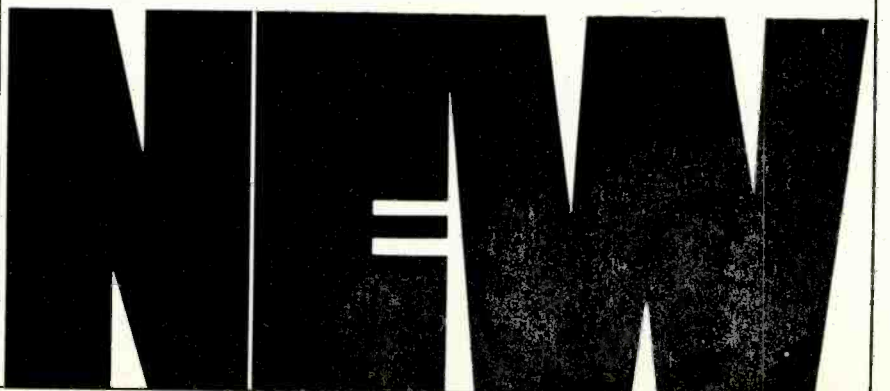
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- Fine-Tone Audio Prods., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel. (SEE ADVERTISEMENT)
- Industrial Formulations, 160 Terminal Dr., Plainville, L.I., N.Y. 11803. Tel: (516) 681-1780. Pres.: William A. Discourt.
- Le-Bo, 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. VP & Sales Mgr.: Leslie Dame.
- Le Mire Prods., 204 W. 55 St., New York, N.Y. 10019. Tel: (212) CI 7-3818.
- Lektrostat, 845 Edgewater Rd., Bronx, N.Y. 10474. Tel: (212) 323-7700.
- McMillan Music, 2815 Philmont, Huntingdon Valley, Pa. 19006. Tel: (215) 947-2922. Owner: Don McMillan.
- Olympia Mfg., 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Pres.: Ervin Litkei.
- Pfanstiehl, 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360.
- Raynor Sales, 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Owner: Ray Abrams.
- Recoton, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) EX 2-6442. Sales Mgr.: Peter Wish. (SEE ADVERTISEMENT)
- RivertOne (see American Phono-Ton).
- Robins Inds., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: Herman Post; VP: Jack Friedland; Mktg. & Sales Dir.: Robert A. Cohen.
- Seebro Prods., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) VI 2-8221. Pres.: Irving Siegal; VP & Gen. Sales Mgr.: Robert Siegal.
- Star Discos-Recs., 102 Texas Ave., El Paso, Tex. 79946. Tel: (915) 533-7508. Owner: Joseph Gillman.
- Tone-King Prods. (see Tonex).
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continued on page 238

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4 and 8-Track Cases

Three sizes with individual compartments for 10, 15 and 24 tape cartridges. All cases are covered in plastic-coated Kivar to protect tapes from moisture and dust.



No. 1090



No. 1024

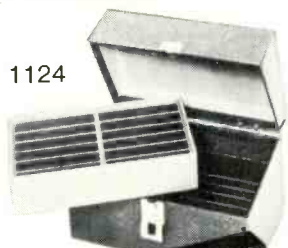


No. 910

Cassette Cases

Newest in the line is the compact double-decker No. 1124 which holds 24 Cassettes. The economy model, No. 1102 and the deluxe No. 1110 with padded lid and stylish loop handle are designed to hold 10 Cassettes.

No. 1124



No. 1102



No. 1110

Playtape Cases

Model 1324 is covered in a bright "Psychedaisy" pattern and No. 1325 is in a more conservative silver-stamped Wedgewood Blue Kivar. Both have 24 individual compartments providing maximum protection for Playtape Cartridges.



No. 1324



No. 1325

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For Music "On-The-Go!"

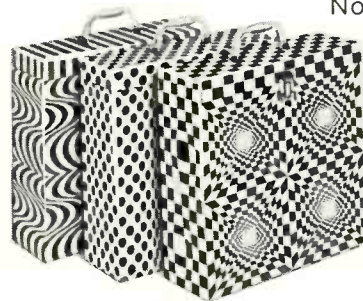
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A style and color to suit everyone. 45 rpm and LP sizes. Sturdy construction with plastic-coated Kivar covering. Handsome designs featuring conservative solid colors as well as the brite-and-bold Op-art cases.



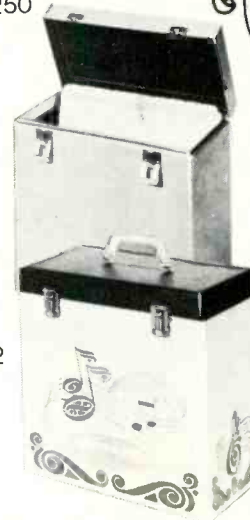
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No. 702



No. 1260

No. 1250



No. 1252

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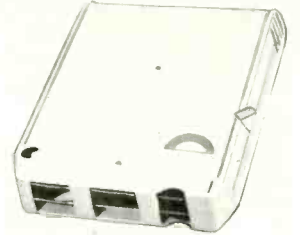
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 8-Track Head and Capstan Cleaner. For use at home or in your car. Protects your valuable tapes. Avoid expensive repairs. Shrink wrapped in Sleeves.
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Cat. No. 4T-35. 4-Track Loaded Cartridges with Blank Tape. 35 Minutes' Recording Time, Shrink Packed with Label.
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Cat. No. 8T-35. 8-Track Loaded Cartridges with Blank Tape. 35 Minutes' Recording Time, Shrink Packed with Label.
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TA-24 AUTO TAPE MAINTENANCE KIT. Prolongs life and effectiveness of auto tape player. Maintains true, clear sound. Perfect for all 4-Track and 8-Track Systems. Complete with Cleaner, Lubricant, Brush-Applicator and Cloth.
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Each cassette in its own colorful mailer packed 12 pieces in an attractive gravity feed counter display carton.



LC-60

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Cat. No. TA-86
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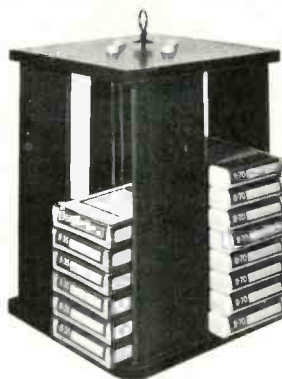
FOR TAPE CARTRIDGES



TA-52 Deluxe Tape Cartridge Case
Holds 15 cartridges



TA-54 Deluxe Tape Cartridge Case
Holds 24 Cartridges



Cat. No. TA-56

Attractive walnut finish wood and masonite construction. Holds 48 cartridges. Lazy Susan swivel base. 9 1/2" x 9 1/2" x 12 1/2" high. Weight 5 3/4 lbs. Individually packed.

Suggested List \$14.95



TA-500
Holds 500 Tapes
Pilferage Proof With
Glass Doors & Lock
H-64"—L-48"—D-16"
Weight—95 Lbs.

FOR CASSETTES

COMPACT CASSETTE CARRYING CASES

HOLDS 12 CASSETTES



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COMPACT CASSETTE CARRYING CASE

Brand new. Deluxe Black Leatherette. Holds 12 cassettes in individual slots. Attractive red velvet flocked interior. A must for every cassette owner. Packed 12 per carton

Suggested list \$3.79



CAT. No. TA-50
COMPACT CASSETTE CARRYING CASE

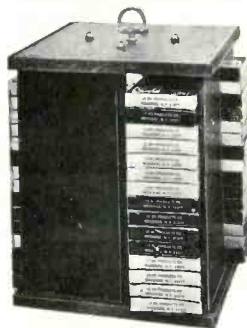
Attractive inexpensive case for cassettes. Heavy duty vinyl. Available in Black and Brown. Holds 12 cassettes in individual slots. A must for every cassette owner. Packed 12 per carton.

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TA-60

Holds 30 Cassettes
Featuring: Attractive red flocked interior; black alligator vinyl covering; padded top; high quality lock; Deluxe wood construction.



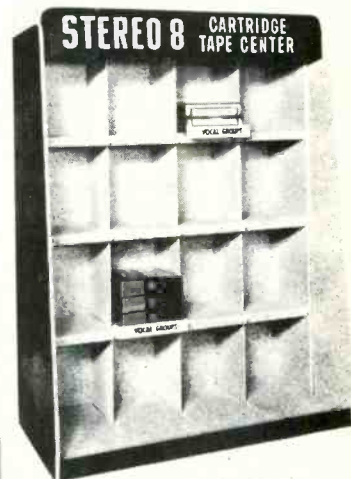
Cat. No. TA-60

Attractive walnut finish wood and masonite construction. Holds 48 cassettes. Lazy Susan base. 8" x 8" x 10" high. Weight 5 lbs. Individually packed.

Suggested List \$14.95



TA-350
Holds 350 Tapes
Pilferage Proof With
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H-54"—L-39"—D-16"
Weight—90 Lbs.



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Prods.), 5164 Alcoa Ave., Los Angeles, Calif.
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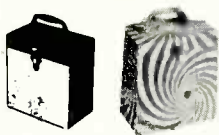
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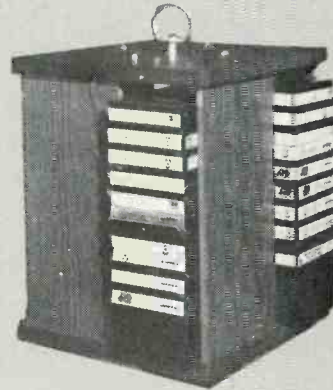
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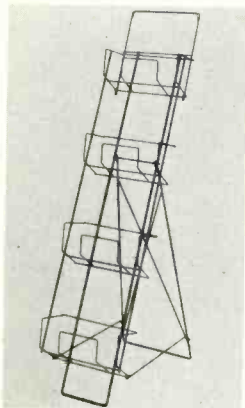
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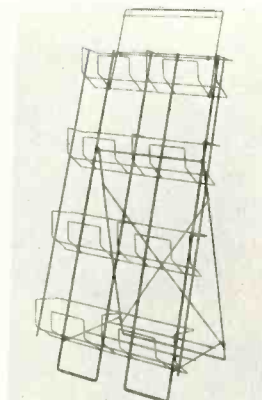
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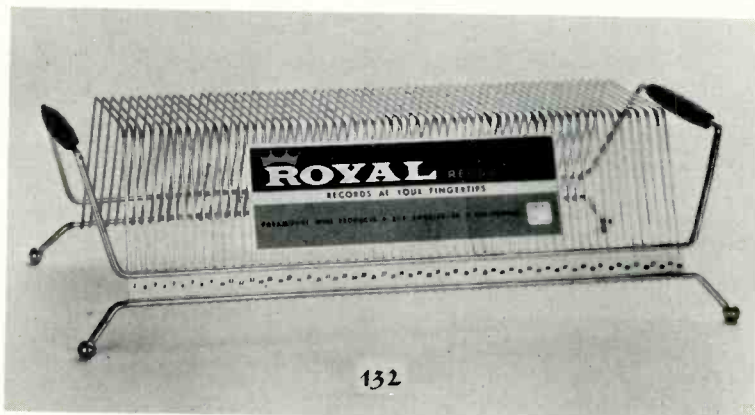
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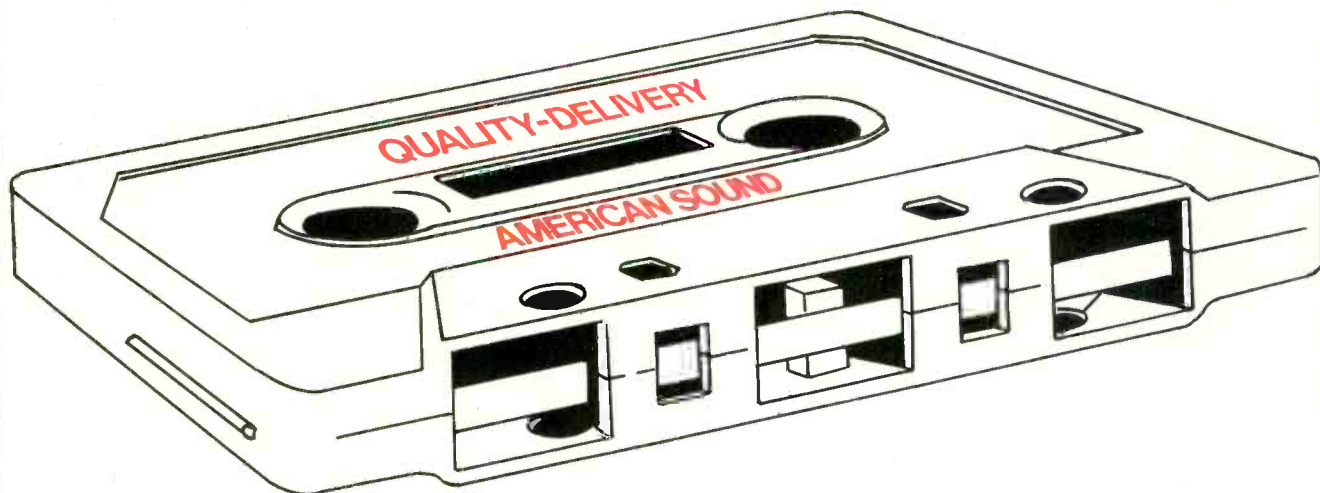
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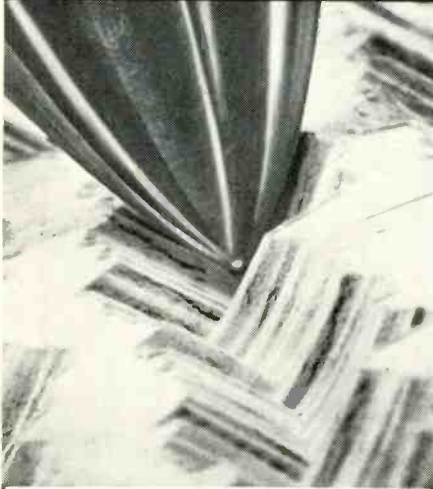
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Olympia Mfg., 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Pres.: Ervin Litkei.

Raynor Sales, 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Owner: Ray Abrams.

Recoton, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) EX 2-6442. Sales Mgr.: Peter Wish. (SEE ADVERTISEMENT)

Royal Rec. & Tape Racks (div. of Paramount Wire Prods.), 5164 Alcoa Ave., Los Angeles, Calif. 90058. Tel: (213) 589-5721. Pres.: Joseph D. Winston. (SEE ADVERTISEMENT)

Seebro Prods., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) VI 2-8221. Pres.: Irving Siegal; VP & Gen. Sales Mgr.: Robert Siegal.

Tone-King Prods. (see Tonex).

Tonex Music Inds., 354 Long Island Ave., Wyandanch, L.I., N.Y. 11798. Tel: (516) 643-9280/8333.

Wiremaster Corp. of America, 10 Kees Pl., Merrick, L.I., N.Y. 11566. Tel: (516) MA 3-3629. VP: Robert D. Slifstein; Dir.: Nat Shrifman.

TITLE STRIPS

Art-Phyl, 508 Frelinghuysen Ave., Newark, N.J. 07114. NYC Tel: (212) WO 4-2565. Adv. Mgr.: L. R. Siegler.

Bert-Co Ents., 1855 Glendale Blvd., Los Angeles, Calif. 90026. Tel: (213) 665-5137. VP: Robert Couturier.

Gopher Prods., PO Box 812, Berkeley, Calif. 94701. Tel: (415) 843-5836. Pres.: Burt Perkins. (SEE ADVERTISEMENT)

Hit Program Serv., 1175 Broad St., Newark, N.J. 07114. Tel: (201) BI 3-0222. Mgr.: Dick Steinberg.

Sound Inc., 56880 North Ave., New Haven, Mich. 48048. Tel: (313) 749-5182. Pres.: Lawrence Lick.

Star Discos-Recs., 102 Texas Ave., El Paso, Tex. 79946. Tel: (915) 533-7508. Owner: Joseph Gillman.

Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Mgr.: Norman W. Morgan. (SEE ADVERTISEMENT)

Sterling Title Strip Co., 1175 Broad St., Newark, N.J. 07114. Tel: (201) 243-0222; NYC Tel: (212) 682-7783. Mgr.: Dick Steinberg.



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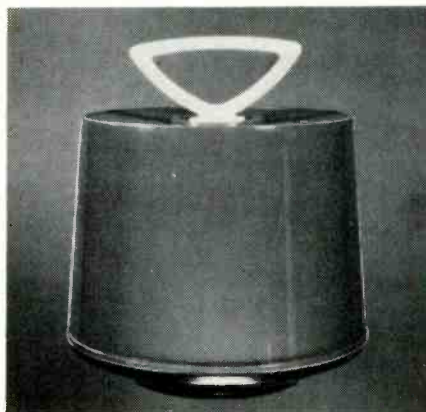


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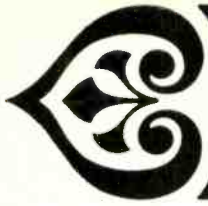


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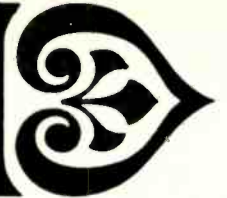
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U.S. Musical Instrument Manufacturers



DRUMS, GUITARS, HARMONICAS, ORGANS

(Including Amplifiers, Microphones & Accessories)

The following is a list of major manufacturers, importers, exporters and distributors of popular musical instruments and accessories. Instruments normally carried by record dealers are listed. Since these companies manufacture or import under various product names, a cross-reference by categories is provided following the company listings.

The following abbreviations identify function: (M) manufacturer; (I) importer; (E) exporter; (D) Distributor

- A K G (div. of North American Philips, Professional Prods. Div.), 100 E. 42 St., New York, N.Y. 10017. Tel: (212) 697-3600. Pres.: Pieter Vink; Gen. Mgr.: Andrew Brakhan; Sales Mgr.: Robert W. Miller; Adv. Dir.: George Garnes. Microphones: AKG (I,D).
- A M R A W C O Inc., 8550 W. 43 St., Lyons, Ill. 60534. Tel: (312) 447-3400. Drums: Premier (D). Accessories: Drums: heads—AMRAWCO (M).
- Accent Sound Ltd., 48 W. Biddle St., Baltimore, Md. 21201. Tel: (301) 727-8296. Pres.: Anthony A. Smelgus. Amps: Accent Sound (M). Microphones: AKG (D).
- Ace Musical Strap, 1619 N. Hoyne Ave., Chicago, Ill. 60647. Tel: (312) BR 8-7572. Pres.: Ben Steinborn. Accessories: Guitar: straps—Ace (M).
- Alamo Electronics, 922-926 W. Laurel, San Antonio, Tex. 78201. Tel: (512) PE 5-2853. Pres.: Charles Eilenberg; Sales: Milton Fink. Amps: Guitar: Alamo (M).
- Charles Alden Music, Southwest Industrial Park, Westwood, Mass. 02090. Tel: (617) 326-6040. Pres.: Charles Alden; Gen. Mgr.: Richard A. Spencer; Sales Mgr.: Robert C. Shurtleff. Amps: Almuco (D), Yamaha (D). Drums: Ralston (D), Yamaha (D). Guitars: Ralston (D), Suzuki (D), Yamaha (D). Harmonicas: Hohner (D). Accessories: Drum—Carpenter (D), Dewey (D), Duplex (D), El Rico (D), Evans (D), Gretsch (D), Pro Mark (D), Ralston (D), Regal (D), Remo (D), Rogers (D), Walburg (D), Zildjian (D); Guitar—Ace (D), Artistic (D), Black Diamond (D), Fender (D), Geib (D), Gibson (D), Grover (D), Gretsch (D), Jax (D). Microphones: Fender (D), Jax (D).
- Allen Organ Co., Locust St., Macungie, Pa. 18062. Tel: (215) 965-9801. Pres.: Jerome Markowitz; Sales: Robert Pearce. Branch: Rocky Mount, N.C., PO Box 1075. Zip: 27801. Tel: (919) 442-8068. Organs: Allen (M).
- Allied Music Corp., Box 287, Elkhorn, Wis. 53121. Tel: (414) 723-2287. Pres.: J. Robert Getzen; Gen. Mgr.: Stuart Recknagel. Branch: Santa Rosa, Calif., PO Box 6654, 1701 Piner Rd. Zip: 95406. Tel: (704) 544-8190. Gen. Mgr.: Art Kostenko. Accessories: Cases—Allied (D).
- Altec Lansing, 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) 744-2900. Pres.: A. A. Ward; VP Mktg.: H. S. Morris; Mktg. & Sales: D. H. Palmquist; Adv. Dir.: G. Malmé. Amps: Altec Lansing (M). Microphones: Altec Lansing (M).
- American Geloso Electronics, 251 Park Ave. S., New York, N.Y. 10010. Pres. & Sales Mgr.: Bernard L. Cahn. Amps: Geloso (M). Microphones: Geloso (M).
- American Plating & Mfg., 2241 S. Indiana Ave., Chicago, Ill. 60616. Tel: (312) 225-4906. Pres.: C. T. Urban Sr.; VP: Chuck Urban Jr.; N.Y. Rep.: Irving Kreiger, 41 Union Square, New York, N.Y. 10003. Tel: (212) WA 9-5015. Accessories: Guitar—Hawaiian steels, picks (M).
- Ampeg, 330 Dalziel Rd., Linden, N.J. 07036. Tel: (201) 925-6700. Pres.: A. J. Dauray; Sales Admin'r: J. Massa; Nat'l Sales Mgr.: Gene Dudd; Adv. Dir.: Jerry Melillo. Amps: Altec Lansing (D), Ampeg (M,D). Guitars: Ampeg (M,D), Armstrong (M,D), Grammer (D). Accessories: Guitar: scrambler—Ampeg (M,D). Microphones: Altec Lansing (D).
- Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2641. Pres.: W. E. Roberts; Gen. Mgr.: A. Sroka; Sales Mgr.: L. Wortman. Microphones: Ampex (M).
- Alexander Apfelbaum Co. Inc., 286 Fifth Ave., New York, N.Y. 10001. Tel: (212) 244-8144. Owner: Alexander Apfelbaum. Drums: Various brands (I). Guitars: Egmond (I). Harmonicas: Hugo Rauner (I).
- Artistic Cover Prods., 121 W. 19 St., New York, N.Y. 10011. Tel: (212) 255-5585. Pres.: Ted Wolf. Accessories: All musical instrument & amplifier equipment covers (M).
- Astatic Corp., Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 599-6916. Sales Mgr.: Frank Lintern. Microphones: Astatic (M).
- Astra Trading Corp., 175 Fifth Ave., New York, N.Y. 10010. Tel: (212) 254-9995. Pres.: Frank Friedheim; Sales Mgr.: Al Dorin. Amps: Prestige (M,D). Drums: Prestige (I,D). Guitars: Prestige (I,D). Harmonicas: Prestige (I,D). Organs: Prestige (I,D). Accessories: Drum—Prestige (I,D); Guitar—Prestige (I,D).
- Atlas Accordion, 319 W. John St., Hicksville, L.I., N.Y. 11803. Tel: (516) GE 3-2260. Owner: Jean Terranova; Sales: V. Ceccarelli. Drums: Atlas (I,D), Century (I,D), Sterling (I,D). Guitars: Atlas (I,D), Century (I,D), Sterling (I,D). Organs: Sterling (I,D). Accessories: Drum & Guitar—Atlas (I,D), Century (I,D), Sterling (I,D). Microphones: Sterling (M,D).
- Audion, 200 Fifth Ave., New York, N.Y. 10010. Tel: (212) 691-8000. Pres.: Herbert L. Merin; Sales Mgr.: Jack Oxman; Adv. Dir.: Monica Kirby. Organs: Audion (M).
- Baldwin Piano & Organ, 1801 Gilbert Ave., Cincinnati, Ohio 45202. Tel: (513) 621-4300. Pres.: Lucien Wulsin; VP Sales: J.M.E. Mixer; Adv. Mgr.: K. A. Kean. Amps: Guitar & organ—Baldwin (M). Organs: Baldwin (M).
- Ernie Ball Custom Guitar Accessories, Box L, Newport Beach, Calif. 92663. Tel: (714) 646-5078. Pres.: Ernie Ball; Sales: Gene Bresh. Accessories: Guitar: picks, strings—Ernie Ball (M).
- Barth-Feinberg (div. of Pickwick Int'l), 890 Broadway, New York, N.Y. 10003. Tel: (212) 255-7060. Pres.: Ira Moss; VP: Mark Friedman. Amps: De Armond (D), Encore (M,D), Kay (D), Supro (D). Drums: Muskatere (D). Guitars: Barth (D), Encore (I,D), Greco (D), Harmony (D), Kay (D), Supro (D). Harmonicas: Hohner (D). Organs: Rheem (D). Accessories: Drum—Muskateer (D), Pro Mark (D), Regal (D), Remo (D); guitar—Black Diamond (D), Fender (D), Goya (D), LaBella (D), Mari (D). Microphones: Jax (D), Kent (D).
- Bigsby Accessories, 3521 E. Kilgore Rd., Kalamazoo, Mich. 49002. Tel: (616) 344-1662. Pres.: Theodore McCarty; VP: John Huis. Accessories: Guitar: steels—Bigsby (M,D), strings—Bigsby (M,D), tailpieces—Bigsby (M,D).
- Bogen Communications (div. of Lear Siegler), PO Box 500, Paramus, N.J. 07652. Tel: (201) 343-5700. Pres.: John T. Morgan; Sales Dir.: Mortimer Sumberg; Adv. Dir.: David Pear. Amps: Bogen (M).
- Bridgeport Musical String Inc., 1860 State St. Ext., Bridgeport, Conn. 06605. Tel: (203) 333-0652. Pres.: Alexander Kroo. Accessories: Guitar: strings (M,I).
- Browning Labs, 1269 Union Ave., Laconia, N.H. 03246. Tel: (603) 524-5454. Pres.: Gardner Green Sr.; Sales: Gardner Green Jr. Amps: Browning (M).
- C. Bruno & Son Inc., 55 Marcus Dr., Melville, N.Y. 11746. Tel: (516) 694-9090. Pres.: Edwin C. Sonfield; Gen. Mgr.: William Davis; VP & Adv. Dir.: Matthew C. Sonfield. Branches: Los Angeles, Calif., 5720 Union Pacific Ave. Zip: 90022. Tel: (213) 685-5333. Gen. Mgr.: Tom Beckmen—San Antonio, Tex., 3043 E. Commerce St. Zip: 78206. Tel: (512) 226-6353. VP: Milton Fink; Gen. Mgr.: Sheldon Goldberg. Amps: Guitar—Alamo (D), Harmony (D). Drums: Conqueror (I,D), Lyra (I,D), Maxitone (I,D). Guitars: Ventura (I,D), Conqueror (I,D), Harmony (D), Kay (D). Harmonicas: Hohner (D). Accessories: Drum—Bruno (I,D), Maxitone (I,D). Microphones: Conqueror (I,D), Fender (D).
- Buegeleisen & Jacobson, 5 Union Square, New York, N.Y. 10013. Tel: (212) AL 3-6433. Pres.: Harry Buegeleisen; Sales: Austin Lempit. Branches: Mountain View, Calif., 2350 Charleston Ave. Zip: 94040—Atlanta, Ga., 534 Armour Circle N.E. Zip: 30324. Int'l branch: Canada, 469 King St. W., Toronto. Amps: Guitar—Abbott (M,D), Kent (M,D), Winston (M,D). Drums: Stewart (I,D). Guitars: Espana (I,D), Kent (I,D), Winston (I,D). Organs: Rockland (D). Microphones: Kent (I,D).
- J. D. Calato Mfg., 4501 Hyde Park Blvd., Niagara Falls, N.Y. Tel: (716) 284-7433. Pres.: Joseph D. Calato. Accessories: Drum: sticks, brushes—Regal-Tip (E,M).
- Camco Drum, 9221 S. Kilpatrick Ave., Oaklawn, Ill. 60453. Tel: (312) GA 3-2900. Pres.: John Rochon; Sec'y-Treas.: Claire Mayer. Drums: Camco (M). Accessories: Drum—Camco (M).
- Capitol Recs. Dist'g Corp., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6251. Sales: Roger Brown. Harmonicas: Capitol (M).
- Carpenter Co. (assoc'd with Harmon Mute), 8030 N. Ridgeway, Skokie, Ill. 60076. Tel: (312) OR 6-0404. Owner: Sidney A. Greenspan; Gen. Mgr.: Lucille Wayman. Accessories: Drum: stands, thrones—Dewey (M); Guitar: stands—Dewey (M); Microphone: booms, stands, goosenecks—Dewey (M,E).
- Cases Inc., 1305 N. 35 St., Seattle, Wash. 98103. Tel: (206) ME 3-2141. Pres.: W. L. Peterson. Accessories: Guitar: cases (M).
- Chicago Music Sales (div. of Allied Affiliates Inc.), 1838 S. Halsted St., Chicago, Ill. 60608. Tel: (312) 421-2126. Pres. & Adv. Dir.: Harry Fistell; Gen. Mgr.: M. Wolfe; Sales Mgr.: M. Pichler. Amps: Bell (D), Bogen (D), Echocord (D), Halifax (D), Lectrolab (D), Slipco (D), Theremin (D), Toby (D). Drums: Kingston (D), Slingerland (D), Zipco (D). Guitars: Kingston (D), Salamanda (D). Harmonicas: Jolly Jack (D). Organs: Halifax (D), Kingston (D). Accessories: Guitar: cables—Tonline (D), cases, covers—Lowenthal (D). Microphones: Astatic (D), Electro-Voice (D), Norelco (D), Shure (D).
- Chicago Musical Instrument (CMI), 7373 N. Cicero Ave., Lincolnwood, Ill. 60646. Tel: (312) IN 3-5616, OR 5-2000. Pres.: Arnold M. Berlin; Sales: L. B. Propp; Adv. Dir.: W. R. Vas. Amps: Guitar—Epiphone (M,E,D), Farfisa (I,D),



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Organs: Farfisa (I,D), Gibson (M,E,D), Lowrey (M,E,D), Story & Clark (M,D).
Accessories: Guitar—Gibson (M).
Coast Whsle. Music of Los Angeles, 3701 S. Broadway, Los Angeles, Calif. 90007. Tel: (213) 235-4161. Pres.: Robert M. Weitkamp; VP Purchasing: Harold Talbot; VP Sales: Eric Emerson. (See Coast Whsle. Music of San Francisco for product).
Coast Whsle. Music of San Francisco, 274 Brannan St., San Francisco, Calif. 94107. Tel: (415) 781-4840. Pres.: W. I. Moliis; VP Sales: Robert M. Gamble; Sales Mgr.: R. Gabe Ireland.
Amps: Harmony (D), Jordan (D), Supro (D).
Drums: Ludwig (D).
Guitars: Aria (I,D), Franciscan (I,D), Harmony (D), C. F. Martin (D), Orpheus (I,D), Supro (D).
Harmonicas: Hohner (D).
Accessories: Drum—Ludwig (D), Remo (D); Guitar—Aria (I,D), pickups—De Armond (D).
Microphones: Fender (D), Tiesco (I,D).
Code, 1016 Clinton St., Hoboken, N.J. 07030. Tel: (201) 792-1955. Pres.: Frank Colonese.
Guitars: Code (M).
Columbia Leather Works, Inc., 3411 S. Harlem Ave., Berwyn, Ill. 60402. Tel: (312) 788-7749. Pres.: Joseph F. Chlumsky.
Accessories: Guitar: cases (M).
Custom Music Co., 107 Allenhurst St., Royal Oak, Mich. 48067. Tel: (313) 546-7502. Pres.: Fred Marrich.
Amps: Acoustic (D), Custom (D), Marshall (D), Standel (D).
Drums: Camco (D), Gretsch (D), Ludwig (D), Premier (D), Rogers (D), Slingerland (D).
Guitars: Fender (D), Framus (D), Gibson (D), Gretsch (D), C. F. Martin (D).
Harmonicas: Hohner (D), Kratt (D).
Organs: Estey (D), Farfisa (D), Fender (D), Ideal (D).

Accessories: Drum & Guitar—all well-known brands (D).
Microphones: Electro-Voice (D), Shure (D), Turner (D).
D'Aleo's of Calif., 2912 Compton Blvd., Gardena, Calif. 90249. Tel: (213) 321-1421. Pres.: Ted D'Aleo; Sales: Robert Toomey.
Accessories: Drum: covers (M,D); Guitar: covers (M,D).
D'Andrea Mfg., 115 Eileen Way, Syosset, L.I., N.Y. 11791. Tel: (516) 921-0350. Pres.: Anthony D'Andrea Sr.; VP: Anthony J. D'Andrea.
Accessories: Guitar: cases—Viscoloid (M), picks—D'Andrea (M), Viscoloid (M).
Danelectro (div. of MCA Entertainment Inc.), 211 W. Sylvania Ave., Neptune, N.J. 07753. Tel: (201) 774-7600. Pres.: Nathan I. Daniel; VP: Milton Edelman; VP & Gen. Mgr.: Anthony LoBianco.
Amps: Coral (M,E,D), Danelectro (M,E,D).
Guitars: Coral (M,E,D), Danelectro (M,E,D).
Darco, 12-12 Astoria Blvd., Long Island City, N.Y. 11102. Tel: (212) 274-2525. Pres. & Sales: John Daddario.
Accessories: Guitar: strings—Campus (M), Darco Black Label (M), Darco New Yorker (M), Gemini (M), Puccini (M).
Decca Dist., 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Sales: Claude Brennan.
Amps: Decca (M,D).
Drums: Decca (I,D).
Guitars: Decca (I,D).
Organs: Decca (M,D).
Accessories: Drum & Guitar—Decca (M,D).
Doric Organs, 128 James St., Morristown, N.J. 07960. Tel: (201) JE 9-1040. Pres.: Alfred Mayer; Sales: John Grey.
Organs: Doric (M,D).
Dorn & Kirschner Band Instrument Co., 1565 Union Ave., Union, N.J. 07083. Tel: (201) 622-4223. Officers: Irving Kirschner, Renee Malange.
Branch: Morristown, N.J., 26 Washington St. Zip: 07960. Tel: (201) 267-5400. Gen. Mgr.: Harry Owens.
Amps: Ampeg (D), Fender (D), Gibson (D).
Drums: Ludwig (D), Rogers (D), Slingerland (D).
Guitars: Gibson (D), United (D).
Harmonicas: Hohner (D).
Organs: Farfisa (D).
Accessories: Drum: sticks—all major brands (D); Guitar: strings—all major brands (D).
Microphones: Shure & other major brands (D).
Drum City Ents., 6226 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 467-1060. Pres.: Roy Harte; Sales: Hugh Allison.
Drums: All major brands (D).

Drumland/Ralph Kester Inc., 2216 N. Dixie Hwy., Lake Worth, Fla. 33460. Tel: (305) 588-1800. Pres.: Ralph C. Kester Jr.
Drums: Flat/Jacks (M,E,D).
Accessories: Drum: ching rings, hi-steppers, trap-handis—Drumland/Ralph Kester (M,E,D); Guitar: fret rests—Drumland/Ralph Kester (M,E,D).
Duotone Co. Inc., 6875 S.W. 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres.: Stephen Nester; Gen. Mgr.: Benjamin Rosenberg; Plant Mgr.: E. J. Marcus.
Accessories: Guitar: picks, straps—Duotone (D), pitch pipes—Duotone (I); Amp: cables (D).
Dynacord of America, 1421 S. Salina St., Syracuse, N.Y. 13205. Tel: (315) 478-2173. Pres.: Bela Sternberg; Mgr.: Mrs. Edith Holmes; Sales Mgr.: Elie J. Levy; Adv. Dir.: K. H. Propst.
Amps: Dynacord (I,D), Echocord (I,D).
Drums: Halifax (I,D), Kent (I,D).
Guitars: Halifax (I), Lord (I), Van Gaugh (I).
Harmonicas: Ampner (D).
Accessories: Amp: reverb units—Dynacord (I,D), Halifax (M); Drum: thrones—Dewey (D); Guitar: picks—D'Andrea (D), straps—Bobby Lee (D), strings—La Bella (D).
Microphones: Halifax (I).
Electro String Instrument (div. of Rickenbacker Inc.), 3117 S. Kilson, Santa Ana, Calif. 92707. Tel: (714) 545-7255.
Accessories: Guitar: strings—Rickenbacker (M).
Electro-Voice, 600 Cecil St., Buchanan, Mich. 49107. Tel: (616) 695-6831. Pres.: Lawrence LeKashman.
Microphones: Electro-Voice (M).
Elger, Chestnut & Biddle Ave., Ardmore, Pa. 19003. Tel: (215) MI 9-1652. Pres.: Harry Rosenbloom; Gen. Mgr.: Gerson Rosenbloom; Sales Mgr.: Bruce Wiley.
Amps: Elger (I,D).
Drums: Star (I,D).
Guitars: Aria (I,D), Ariana (I,D), Elger (M,E,D), Nagano (I,D).
Accessories: Guitar—Elger (M,D).
L. A. Elkington Musical Prods., 2664 Park Ave., Bronx, N.Y. 10451. Tel: (212) 665-6611. Pres.: Louis P. Velaquez.
Accessories: Guitar & Drum—Elton (M).
Norman English Sales, 1131 E. Michigan Ave., Lansing, Mich. 48912. Tel: (517) 484-8368. Pres.: Norman English; VP: Margaret Eileen English.
Amps: Tonemaster (M).
Guitars: Harmony (D), National (D), Supro (D), Tonemaster (M,D).
Accessories: Guitar—De Armond (D), Tonemaster (M,D).

continued on page 246

ULTRA-SOUND

Guitar Amplifier Manufacturers

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Esquire-Merz Case Co., 629 W. Cermak, Chicago, Ill. 60616. Tel: (312) CH 3-1310. Pres.: George H. Miller.
Accessories: Amp & Guitar: cases—Esquires-Merz (M).

The Estey Co. (div. of Electro-Learner Corp.), Ziegler St., Harmony, Pa. 16037. Tel: (412) 452-7400. Pres.: Stanley Green; VP Sales & Mktg.: Joseph J. Sullivan.
Amps: Magnatone (M).
Organs: Estey (M).

Evans Prods. Inc., PO Box 58, 201 W. Trail St., Dodge City, Kan. 67801. Tel: (316) 227-3971. Pres. & Sales Mgr.: Robert Beals
Accessories: Drum: heads—Evans All Weather (M,I,E,D).

Excelsior Accordions, 333 Ave. of the Americas, New York, N.Y. 10014. Tel: (212) 929-0171. Pres.: Mario Pancotti; VP Sales: Joe Rascio.
Branch: San Francisco, Calif., 37 Leland Ave. Zip: 94134.
Amps: Excelsior (M).
Guitars: Excelsior (I).
Organs: Courvior 33 (I).

Fender Musical Instruments (div. of CBS Musical Instruments), 1402 E. Chestnut St., Santa Ana, Calif. 92701. Tel: (714) 836-5141. Exec. VP: John J. Lorenz; VPs: Stanley Compton, William E. Johnson; VP & Gen. Mgr.: William H. Glennon; Adv. Dir.: Charles H. Rosenthal.
Amps: Fender (M,E).
Guitars: Fender (M,E), Regal (I), Tarrega (I).
Organs: Fender (M,E).
Microphones: Fender (I).

G H S, 46 Liberty St., Battle Creek, Mich. 49014. Tel: (616) 965-2873. Pres.: Mae Holcomb; Sales: O. B. Holcomb.
Accessories: Guitar: strings—Color-Cue (M), Formula (M).

Gar Zim Musical Instruments, 762 Park Pl., Brooklyn, N.Y. 11216. Tel: (212) SL 6-5450. Pres.: Larry Zimmerman; Gen. Mgr.: Martin Cohen.
Drums: Zim-Gar (I,D).
Guitars: Zim-Gar (I,D).
Harmonicas: Zim-Gar (I,D).
Accessories: Drum & Guitar—Zim-Gar (I,D).
Microphones: Zim-Gar (I,D).

Geib Inc., 3704 W. North Ave., Chicago, Ill. 60647. Tel: (312) 276-5400. Pres.: N. J. Geib.
Accessories: Guitar: cases—Geib (M).

Giant Music Corp., 10861 Garden Grove, Garden Grove, Calif. 92640. Tel: (714) 537-4085. Pres.: Randy Stewart; Gen. Mgr.: Frank Paige.
Amps: Giant (I,D).
Drums: Giant Music (I,E,D), Marco Polo (I,D).
Guitars: Giant Music (I,E,D), Marco Polo (I,D).
Accessories: Drum—Giant Music (I,E,D); Guitar: strings—Checker (M,I,E,D).

Giulietti Accordion, 257 Park Ave. S., New York, N.Y. 10003. Tel: (212) 254-5450. Pres.: Julio Giulietti.
Amps: JG (M).
Guitars: JG (I).
Accessories: Guitar: strings—JG (I).

Global Musical Instrument (div. of Foreign & Domestic Trade Consultants), 829 W. Wilson Ave., Chicago, Ill. 60640. Tel: (312) 275-8400. Pres.: Roy A. Kramer.
Amps: Sorento (I,D).
Drums: Sorento (I,D).
Guitars: Sorento (I,D).
Accessories: Drum & Guitar—Sorento (I,D).
Microphones: Sorento (I,D).

Goya Music (div. of Avnet Inc.), 53 W. 23 St., New York, N. Y. 10010. Tel: (212) 255-0709. Pres.: Jerome Hershman; VP: John L. Martin.
Amps: Goya (M,E,D).
Guitars: Goya (M,E,D), Greco (I,E,D).
Accessories: Guitar—Goya (I,E,D).

Grammer Guitar Inc., 1409 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 255-1955. Bd. Chm.: Roy Wiggins; Pres.: David Sturgill; VP & Treas.: James E. O'Stein; Sec'y: Howard Butler.
Guitars: Grammer (M).

William R. Gratz, 14 Bixley Heath, Lynbrook, L.I., N.Y. 11563. Tel: (516) LY 9-3003. VP & Gen. Mgr.: John M. Connolly Jr.
Guitars: Hofner (I).

Fred Gretsch Co. Inc., 60 Broadway, Brooklyn, N.Y. 11211. Tel: (212) 387-5200. Pres.: Fred Gretsch Jr.; VP: Phil Grant.
Branch: Chicago, Ill., 218 S. Wabash. Zip: 60604. Tel: (312) HA 7-7707. VP: C. W. Kramer.
Amps: Baldwin (E,D), Gretsch (M,E,D), Harmony (E,D).
Drums: Gretsch (M,E,D).
Guitars: Baldwin (E,D), Gretsch (M,E,D), Harmony (E,D), Sho-Bud (D).
Harmonicas: Hohner (D).
Organs: Baldwin (E,D), Howard (D).
Accessories: Drum & Guitar—Gretsch (M,E,D); Guitar: strings—Sho-Bud (D).

Grossman Music, 1278 W. Ninth St., Cleveland, Ohio 44113. Tel: (216) 696-1234. Pres.: Henry S. Grossman; VP: Leo Handel.
Amps: Harmony (D), Jordan (D), Kay (D), Supro (D).
Drums: Dixie (I,D).
Guitars: Harmony (D), Kay (D), Martin (D), Mayfair (I,D), Supro (D).
Harmonicas: Hohner (D).
Organs: Combo—Rheem (D).

Hammond Organ, 4200 W. Diversey Ave., Chicago, Ill. 60639. Tel: (312) AV 3-2000. Pres.: David H. Kutner; Sales: D. F. Cunningham.
Organs: Hammond (M).

Harlin Bros., 359 N. Illinois St., Indianapolis, Ind. 46204.
Guitars: Multi-Kord (M,D).

The Harmony Co., 4600 S. Kolin Ave., Chicago, Ill. 60632. Tel: (312) LA 3-0721. Pres.: Charles A. Rubovits; VP: Jerome King.
Amps: Harmony (M).
Guitars: Classic (M), Harmony (M), Meteor (M), Monterey (M), Patrician (M), Rocket (M), Roy Smeck (M), Sovereign (M), Stella (M).

Harptone Mfg., 127-133 S. 15 St., Newark, N.J. Tel: (201) 482-4687. Pres.: Saul Brooks.
Accessories: Instrument cases (M).

Harris-Fandel, 200 First Ave., Needham Heights, Mass. 02194. Tel: (617) 444-3910. Pres.: Mrs. Sylvia Harris Wolper; Exec. VP: Martin Harris; Gen. Mgr.: Richard Di Cenzo.
Amps: Black Jack (I,D), Kay (D), Lowrance (D), Supro (D).
Drums: Black Jack (I,D), Premier (D).
Guitars: Aria (I,D), Black Jack (I,D), Diamond (I,D), Fandel (I,D), Kay (D), Rosita (I,D), Supro (D).
Organs: Rheem (D).
Accessories: Drum—Pasha (D), Premier (D), Rogers (D), Walburg (D), Zildjian (D), Zyn (D).
Guitar: all well-known brands (D).
Microphones: Claricon (D), Electro-Voice (D), Kent (D), Shure (D), Turner (D).

Harris-Teller Inc., 56 W. 103 St., Chicago, Ill. 60628. Tel: (312) 785-0700. Pres.: Edward Harris; Gen. Mgr.: Michael Harris.
Amps: Lectrolab (D), Vivant (D).
Drums: Beverley (I), Kingston (D).
Guitars: Emperador (D), Kingston (D).
Accessories: Drum & Guitar—all major accessories (D).
Microphones: Jax (D), Monarch (D).

Heit Int'l, 10 Bushes Ln., East Paterson, N.J. 07407. Tel: (201) 772-5866. Pres.: Robert Heit.
Amps: Heit (I,D).
Drums: Heit (I,D).
Guitars: Heit (I,D).
Accessories: Guitar—Heit (I,D).
Microphones: Heit (I,D).

Herc Prods. (sub. of Goya Music), 53 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-0709. Pres.: Jerome Hershman; VP: John L. Martin.
Accessories: Guitar: parts, picks, strings—Herc (M,I).

M. Hohner Inc., Andrews Rd., Hicksville, L.I., N.Y. 11802. Tel: (516) WE 5-8500. Pres.: Frank Hohner; VP: Leland James; Sales Mgr.: Galen E. Stine; Adv. Dir.: Gilbert Matthias.
Branch: Palo Alto, Calif., 790 San Antonio Rd. Zip: 94303. Tel: (415) 326-9903. Gen. Mgr.: Horst Mucha.
Amps: Contessa (I,D), Echolette (I,D), Hohner (I,D).
Drums: Sonor (I,D).
Guitars: Contessa (I,D).
Harmonicas: Hohner (I).
Organs: Cembalel (I,D), Clavinet (I,D), Pianet (I,D), Symphonic (I,D).
Accessories: Drum—Sonor (I,D); Guitar: picks, strings—Hohner (D).
Microphones: Echolette (I,D).

Humes & Berg Mfg. Co. Inc., 4801 Railroad Ave., East Chicago, Ind. 46312. Tel: (219) 397-1980. Pres.: W. Berg; Gen. Mgr.: Irwin Berg.
Accessories: Drum: cases—H&B (M,D).

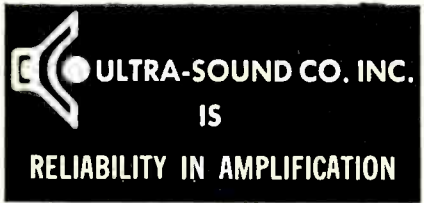
Accessories: Drum & Guitar—all well-known brands (D).

Guild Musical Instruments (div. of Avnet Inc.), 300 Observer Hwy., Hoboken, N.J. 07030. NYC Tel: (212) BA 7-5390. Pres.: Alfred Dronze; Sales: Neil Lilien.
Amps: Guild (M).

Guitars: Copical (D), Echorec (D), Guild (M).
Accessories: Amp: echo units—Binson (I); Guitar: strings—Guild (M).

Microphones: Electro-Voice (D).
L. W. Hagelin, 16 Glenwood Ave., Minneapolis, Minn. 55403. Tel: (612) 338-7037. Pres. & Gen. Mgr.: L. W. Hagelin; Sales Mgr.: Frank Ness; Adv. Dir.: R. P. Hagelin.
Amps: Harmony (D), Jordan (D), Kay (D), Supro (D).
Drums: Kent (D), Premier (D), Stetson (I,D).
Guitars: Harmony (D), Kay (D), Stetson (I,D), Supro (D).
Harmonicas: Hohner (D).
Organs: Hohner (D).

Accessories: Drum & Guitar—all well-known brands (D).
Microphones: Fender (D), De Armond (D), Shure (D).



Hammond Organ, 4200 W. Diversey Ave., Chicago, Ill. 60639. Tel: (312) AV 3-2000. Pres.: David H. Kutner; Sales: D. F. Cunningham.
Organs: Hammond (M).

Harlin Bros., 359 N. Illinois St., Indianapolis, Ind. 46204.
Guitars: Multi-Kord (M,D).

The Harmony Co., 4600 S. Kolin Ave., Chicago, Ill. 60632. Tel: (312) LA 3-0721. Pres.: Charles A. Rubovits; VP: Jerome King.
Amps: Harmony (M).
Guitars: Classic (M), Harmony (M), Meteor (M), Monterey (M), Patrician (M), Rocket (M), Roy Smeck (M), Sovereign (M), Stella (M).

Harptone Mfg., 127-133 S. 15 St., Newark, N.J. Tel: (201) 482-4687. Pres.: Saul Brooks.
Accessories: Instrument cases (M).

Harris-Fandel, 200 First Ave., Needham Heights, Mass. 02194. Tel: (617) 444-3910. Pres.: Mrs. Sylvia Harris Wolper; Exec. VP: Martin Harris; Gen. Mgr.: Richard Di Cenzo.
Amps: Black Jack (I,D), Kay (D), Lowrance (D), Supro (D).
Drums: Black Jack (I,D), Premier (D).
Guitars: Aria (I,D), Black Jack (I,D), Diamond (I,D), Fandel (I,D), Kay (D), Rosita (I,D), Supro (D).
Organs: Rheem (D).
Accessories: Drum—Pasha (D), Premier (D), Rogers (D), Walburg (D), Zildjian (D), Zyn (D).
Guitar: all well-known brands (D).
Microphones: Claricon (D), Electro-Voice (D), Kent (D), Shure (D), Turner (D).

Harris-Teller Inc., 56 W. 103 St., Chicago, Ill. 60628. Tel: (312) 785-0700. Pres.: Edward Harris; Gen. Mgr.: Michael Harris.
Amps: Lectrolab (D), Vivant (D).
Drums: Beverley (I), Kingston (D).
Guitars: Emperador (D), Kingston (D).
Accessories: Drum & Guitar—all major accessories (D).
Microphones: Jax (D), Monarch (D).

Heit Int'l, 10 Bushes Ln., East Paterson, N.J. 07407. Tel: (201) 772-5866. Pres.: Robert Heit.
Amps: Heit (I,D).
Drums: Heit (I,D).
Guitars: Heit (I,D).
Accessories: Guitar—Heit (I,D).
Microphones: Heit (I,D).

Herc Prods. (sub. of Goya Music), 53 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-0709. Pres.: Jerome Hershman; VP: John L. Martin.
Accessories: Guitar: parts, picks, strings—Herc (M,I).

M. Hohner Inc., Andrews Rd., Hicksville, L.I., N.Y. 11802. Tel: (516) WE 5-8500. Pres.: Frank Hohner; VP: Leland James; Sales Mgr.: Galen E. Stine; Adv. Dir.: Gilbert Matthias.
Branch: Palo Alto, Calif., 790 San Antonio Rd. Zip: 94303. Tel: (415) 326-9903. Gen. Mgr.: Horst Mucha.
Amps: Contessa (I,D), Echolette (I,D), Hohner (I,D).
Drums: Sonor (I,D).
Guitars: Contessa (I,D).
Harmonicas: Hohner (I).
Organs: Cembalel (I,D), Clavinet (I,D), Pianet (I,D), Symphonic (I,D).
Accessories: Drum—Sonor (I,D); Guitar: picks, strings—Hohner (D).
Microphones: Echolette (I,D).

Humes & Berg Mfg. Co. Inc., 4801 Railroad Ave., East Chicago, Ind. 46312. Tel: (219) 397-1980. Pres.: W. Berg; Gen. Mgr.: Irwin Berg.
Accessories: Drum: cases—H&B (M,D).

Ideal Musical Mds., 889 Broadway, New York, N.Y. 10003. Tel: (212) GR 7-0130. Pres.: Jack Loeb.

Drums: Ideal (I).
Guitars: Ideal (I), Karl Hauser (I), Tatra (I).
Organs: Ideal Porto-Organ (I).
Accessories: Drum & Guitar—Ideal (I).

Imperial Accordion Mfg. Co., 2622 W. 59 St., Chicago, Ill. 60629. Tel: (312) 476-4702. Owners: Carl Gasparetti, M. Malatesta.
Amps: Magnatone (D).
Drums: Asfro (I,D), Kingston (D).
Guitars: Imperial (I,D), Kingston (D).
Organs: Crumar (I,D), Estey (D), Kingston (D).
Microphones: Monarch (D), Norelco (D), Shure (D).

Jax Int'l Corp., 24 Commerce St., Newark, N.J. 07102. Tel: (201) 642-0814. Pres.: Jacqueline Teicholz; Sales Mgr.: Stuart B. Grayson.
Accessories: Guitar: leads, cords—Jax (I).
Microphones: Jax (I).

Jordan Electronics, 151 Pasadena Ave., South Pasadena, Calif. 91030. Tel: (213) 257-8280. VP Mktg.: Jerry Freed.
Amps: Jordan (M).
Accessories: Guitar: boosters, coil cords, fuzz tones—Jordan (M).

K & K Musical Instrument, 5 Union Square, New York, N.Y. 10003. Tel: (212) 255-7285. Pres.: Robert Diamond; VP: Max Freedman.
Amps: Dynamic (M,D), Kay (D), Supro (D).
Drums: Coronet (I,D), Kent (D), Regent (I,D).
Guitars: Cortez (I,D), Dynamic (I,D), Kay (D), Regent (I,D), Supro (D).
Organs: Ideal (D).

Microphones: De Armond (D), Dynamic (M,D), Jax (D), Kent (D), Turner (D).

Kamaka & Sons Ent's., 550 South St., Honolulu, Hawaii 96813. Tel: (808) 531-3165.
Guitars: Kamaka (M).

Kansas Music, 228 N. Market St., Wichita, Kan. 67202. Tel: (316) 264-6516. Owner: Henry M. Puls.
Amps: Harmony (D), Gregory (D).
Drums: Kingston (D), Star (I,D).
Guitars: Harmony (D).

Harmonicas: Bandmaster (D), Kratt (D).
Accessories: Drum & Guitar—all well-known brands (D).
Microphones: Kent (D), Turner (D).

Kapa Guitar, 7221 Wisconsin Ave., Bethesda, Md. 20014. Tel: (301) 654-0058. Pres.: Koob Veneman.
Drums: Kapa (I).
Guitars: Kapa (M,I).

Kaplan Musical String, 101 Highland Ave., South Norwalk, Conn. Tel: (203) 866-3455. Owner: Otto Kaplan; N.Y. Sales Rep: Gustave Nordenholz, 446 Walton, West Hempstead, L.I., N.Y.
Accessories: Guitar: strings—Kaplan-Maestro (M).
E. W. Kent Mfg., 1189 Military Rd., Kenmore, N.Y. 14217. Tel: (716) 873-9650. Pres.: Edward W. Kent.
Drums: Kent (M,E,D).
Accessories: Drum—Kent (M,E,D).

Kimball Piano & Organ, 15 & Cherry Sts., Jasper, Ind. 47546. Tel: (812) 482-1600. Pres.: Thomas L. Habig; Sales Mgr.: R. R. Laube; Adv. Dir.: Thomas B. March.
Organs: Kimball (M,E,D).

Kluson Mfg., 3830 N. Kilbourn Ave., Chicago, Ill. 60641. Tel: (312) AV 6-2127. Pres.: Anthony J. Kluson.
Accessories: Guitar: parts—Kluson (M).

William Kratt, 9888 Johnson Pl., Union, N.J. 07083. Tel: (201) 688-8600. Pres.: William Kratt.
Harmonicas: Kratt (M).

Accessories: Guitar: pitch pipes—Kratt (M).

Krauth & Benninghofen, 3001 Symmes Rd., Hamilton, Ohio 45012. Tel: (513) 892-7033. Pres.: Frederick Diesbach.
Accessories: Drum: stands—Hamilton (M); Guitar: capos—Hamilton (M).

Kustom Electronics Inc., PO Box 669, Chanute, Kan. 66720. Tel: (316) 431-4380. Pres.: Charles A. Ross; Sales: Keith Dodd.
Amps: Kustom (M).
Guitars: Kustom (M).
Organs: Kustom (M).
Microphones: Kustom (M).

LaPlaya Dist'g Co., 3725 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 831-5440. Sales Mgr.: William Armstrong.
Drums: LaPlaya (I,D), Starlight (I,D).
Guitars: Crestwood (I,D).

Accessories: Drum—Starlight (I,D).

Leeco Inc., 6301 N. Sheridan Rd., Chicago, Ill. 60626. Tel: (312) 274-7175. Pres.: Michael Zindell.
Accessories: Guitar: bags—Leeco (M,I,E,D); Organ: covers—Leeco (M,I,E,D).

Leedy Drum Co. (div. of Slingerland), 6633 N. Milwaukee Ave., Chicago, Ill. 60648. Tel: (312) 763-3664. Gen. Mgr.: Myron Foley.
Drums: Leedy (M).
Accessories: Drum—Leedy (M).

Lifton Mfg., 84-40 101 St., Richmond Hill, N.Y. 11418. Tel: (212) 441-9200. Pres.: Maurice Lifton; Sales: H. Shandell.
Accessories: Guitar: cases—Lifton (M).

Maurice Lipsky Music, 30 Irving Pl., New York, N.Y. 10003. Tel: (212) 673-4300. Owners: Maurice & Jack Lipsky.
Amps: Plush (I,D).
Drums: Domino (D), Jewel (D), Kent (D).

U.S. Musical Instrument Manufacturers

Guitars: Domino (I,D), Egmond (D); -Harmony (D), Orpheum (D), Stadium (D), Supro (D).
Organs: Combo King (D), Domino (I,D).
Accessories: Drum—Duplex (D); Guitar: strings—Black Diamond (D), La Bella (D), Olivieri (D).
Microphones: Electro-Voice (D), Shure (D).
LoDuca Bros. Musical Instruments, 3034 W. Walnut St., Milwaukee, Wis. 53208. Tel: (414) 344-5410.
Amps: Eko/Triumph (I,D), Worldwide (M,D).
Drums: Duke (I,D).
Guitars: Eko (I,D).
Organs: Eko (I,D), LoDuca (I,D).
Accessories: Guitar: strings—Galli (I), Eko (I), cases—LoDuca (M).
Lowenthal, 1728 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 939-3311. Sales Mgr.: David Epstein; Mfr. Rep.: Harry Fistell.
Accessories: Amp: covers—Slipco (M); Drum & Guitar: covers—Zipco (M).
Lowrance Mfg. Co. (div. of Red Flame Recs.), PO Box 563, Kirksville, Mo. 63501. Tel: (816) 665-4017. Pres. & Gen. Mgr.: Dick Lowrance.
Amps: Lowrance (M).
Ludwig Inds., 1728-42 N. Damen Ave., Chicago, Ill. 60647. Tel: (312) 276-3360. Pres.: William F. Ludwig Sr.; Sales Mgr.: F. K. Pepler; Export Mgr.: Frank Baxepher.
Drums: Ludwig (M,E), WFL (M,E).
Accessories: Drum—Ludwig (M,E), WFL (M,E).
Magnavox Consumer Electronics Co., 270 Park Ave., New York, N.Y. 10017. Tel: (212) 986-0055. Pres.: George Fezell; VP Sales: James A. Egan.
Branch: Fort Wayne, Ind., Bueter Rd. Zip: 46803. Tel: (219) 743-9721.
Amps: Magnavox (M,D).
Magnus Organ, 1600 W. Edgar Rd., Linden, N.J. 07036. Tel: (201) 925-8700. Pres.: E. A. Tracey; VP Sales: Frank X. Eagan; Adv. Dir.: Bertram Mann.
Branch: Commerce (L.A.), Calif., 2700 S. Garfield Ave. Zip: 90017.
Organs: Magnus (M).
Manhattan Novelty, 263 Canal St., New York, N.Y. 10013. Tel: (212) CA 6-1081. Pres.: N. Flomenhaft; Sales Mgr.: Ben Schragger.
Amps: St. Moritz (I).
Drums: Tulio (I).
Guitars: Tulio (I), St. Moritz (I).
Microphones: Bentone (D).
Mapes Piano String, 133 St. & Willow Ave., Bronx, N.Y. 10454. Tel: (212) 635-2606. Pres.: W. G. Schaff.
Accessories: Guitar: steel strings (M).
E. O. Mari, 38-01 23 Ave., Long Island City, N.Y. 11105. Tel: (212) AS 8-4005. Pres.: Olineto Mari; Sales: Daniel Mari.
Accessories: Guitar: strings—La Bella (M).
J. L. Marsh, 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; Gen. Mgr.: Manuel Swatez; Sales Mgr.: Gene Patch; Adv. Dir.: Alan Perper.
Drums: Mitchell (I,D).
Guitars: Mitchell (I,D).
C. F. Martin, 510 Sycamore St., Nazareth, Pa. 18064. Tel: (215) 759-2837. Pres.: C. Frederick Martin III; VP: Robert Johnson.
Guitars: C. F. Martin (M,E).
Maryland Musical Instrument Corp., 2315 Hollins St., Baltimore, Md. 21223. Tel: (301) 945-0212/6612. Pres.: Ralph C. Levy; Gen. Mgr.: Joe Preston; Adv. Dir.: F. E. Levy.
Amps: Crescendo (D), Paris (D).
Drums: Bradley (I,D), Club Date (I,D).
Guitars: Ariana (I,D), Vista (I,D).
Accessories: Drum—Bradley (I,D); Guitar—Vista (I,D).
Microphones: Jax (D).
Mastro Inds., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri.
Guitars: Maccaferri (M,E,D).
Maxwell Meyers (div. of Targ & Dinner), 830 E. Houston, San Antonio, Tex., 78205. Tel: (512) CA 7-0211. Pres.: Maxwell Meyers; VP: Gene McKinney; Ass't VP: Randy Tucker.
Amps: Harmony (D), Jordan (D), Kay (D), Supro (D).
Drums: Leedy (D), Olympian (D), Kay (D), Supro (D).
Guitars: Aria (I), Harmony (D), Yamaha (D).
Organs: Marveltone (D).
Accessories: Drum: cases, covers, heads, sticks, thrones—Dewey (D), Evans (D), Olympian (D), Pro-Mark (D), Regal-Tip (D), Remo (D), Rogers (D), Zildjian (D); Guitar: cases, carrying bags, straps, picks, strings—Black Diamond (D), D'Andrea (D), Fender (D), Geib (D), Gibson (D), La Bella (D), Maxwell (M,D).
Microphones: Fender (D), Kent (D), Shure (D).
Merson Musical Prods. Corp., 75 Frost St., Westbury, L.I., N.Y. 11590. Tel: (516) 333-9100. Pres.: Ernest J. Briefel; Gen. Mgr.: Robert F. Harrison; Sales Mgr.: Bernard Mersky.
Branches: Hollywood, Calif. (PR office), 6290 W. Sunset Blvd. Zip: 90028. Tel: (213) 469-2281. Nat'l Promo. Dir.: T. Warren Hampton III—Denver, Colo., 1110 Yuma St. Zip: 80204. Gen. Sales Mgr.: Walter Sarad—Portland, Ore., 2182 Lewis Ave. Zip: 97217. Gen. Sales Mgr.: Dick Day.
Amps: Marshall (I,D), Tempo (I,D), Unicord (M,D), Univox (M,D).
Drums: Tempo (I,D), Vibra (I,D).
Guitars: Giannini (I,D), Hagstrom (I,D), Tempo (I,D), Univox (M,D).
Harmonicas: Hohner (D).

Organs: Unicord Panther (I,D).
Microphones: Univox (M,D).
Midwest Musical Instrument, 908 W. Fayette, Effingham, Ill. 62401. Owner: Lowell D. Samuel. Tel: (217) 342-3121.
Amps: Teisco (D), Yamaha (D).
Drums: Kent (D), Kingston (D), Yamaha (D).
Guitars: Kingston (D), Suzuki (I,D), Yamaha (D).
Harmonicas: Bandmaster (D), Yamaha (D).
Organs: Teisco (D).
Accessories: Drum & Guitar—all well-known brands (B).
Microphones: Jax (D), Shure (D).
Moshay Nylon Pick, 604 N. Alta Dr., Beverly Hills, Calif. 90210. Tel: (213) 274-4460. Pres.: Joe Moshay.
Accessories: Guitar: nylon picks—Moshay (M).
Music Dists. Inc., 2106 E. Independence Blvd., Charlotte, N.C. 28205. Tel: (704) 377-3695. Pres.: Joe N. Tillman.
Amps: Lincoln (D), Magnatone (D).
Drums: Ideal (D), Kent (D).
Guitars: Ideal (D), Kapa (D).
Accessories: Drum—Remo (D), Rogers (D); Guitar—Bobby Lee (D), Criterion (D), D'Andrea (D), DeArmond (D), Fender (D), Gibson (D), Goya (D), Herco (D), Ideal (D), La Bella (D), Sekova (D), Seth Thomas (D).
Microphones: Claricon (D), Electro-Voice (D), Jax (D).
Music Inds. Promo. Serv., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-4300. Cable: MUSIND. Pres.: J. L. Morfin.
Amps: (M,I).
Guitars: (M,I).
Musical Specialties Inc., 316 Memorial Pkwy., New Brunswick, N.J. 08901. Tel: (201) 846-7333. Pres.: Walter J. Miklas; Gen. Mgr.: William G. Liddle.
Amps: Bogner (D).
Guitars: Chris (D).
Accessories: Drum: sticks—Kadent (D), Pro-Mark (D); Guitar: straps—Bobby Lee (D), strings—Gibson (D), E. O. Mari (D).
Microphones: Jax (D), Shure (D).
N H F Musical Mds., 914 Walnut St., Philadelphia, Pa. 19107. Tel: (215) 627-8340. Pres.: Nate Freilick.
Amps: Harmony (D), Kay (D), Kingston (D), Supro (D).
Drums: Emperador (D), Kent (D), Olympic (D), Premier (D).
Guitars: Emperador (D), Favilla (D), Harmony (D), Kay (D), Kingston (D), Supro (D).
Harmonicas: Hohner (D).
Organs: Ideal (D).

Accessories: Drum & Guitar—all well-known brands (D).
Microphones: Fender (D), Jax (D), Kent (D), Shure (D), Turner (D).
National Musical String, PO Box 151, New Brunswick, N.J. 08903. Tel: (201) 545-0038. Pres.: Edwin Sonfield; VP & Gen. Mgr.: Herbert N. Haged; Mgr.: James M. Voorhees Sr.
Accessories: Guitar: strings—Bell (M), Black Diamond (M).



Newark Musical Mds., 470 Broad St., Newark, N.J. 07102. Tel: (201) 642-3331. Pres.: Armidore Ciarfella.
Amps: Lectrolab (D), Yamaha (D).
Drums: Drumcraft (D), Kent (D), Kingston (D), Yamaha (D).
Guitars: Aria (D), Kingston (D), Suzuki (D), Yamaha (D).
Harmonicas: Bandmaster (D), Kratt (D).
Organs: Bernini (D), Kingston (D).
Accessories: Drum—Drumcraft (D).
Microphones: DeArmond (D), Fender (D), Jax (D).
North American Philips (see AKG).
Oahu Publishing, PO Box 279, 10333 Coggins Dr., Sun City, Ariz. 85351. Tel: (602) 933-8283. Pres.: Harry G. Stanley; Gen. Mgr.: Thomas Glynn.
Amps: Supro (D).
Guitars: Multi-Kord (D), Supro (D).
Organaire, 1155 W. Fayette St., Syracuse, N.Y. 13204. Tel: (315) 475-3712.
Organs: Organaire (M).
PANcordion (div. of Ernest Deffner), 111 Fourth Ave., New York, N.Y. 10003. Tel: (212) 477-8670. Pres.: Ernest Deffner; VP: Mrs. E. Deffner.
Amps: PANaramic (M).
Guitar: PANaramic (M).
Organs: PANorgan (M).
Accessories: Guitar—PANaramic (M).

continued on page 248

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continued

Philadelphia Music, 456 W. Ridge Pike, Limerick, Pa. 19468. Tel: (215) 495-6266. Pres.: William Bass; VP: Fred Bass.
Guitars: Framus (M,I,D).

Plush Electronics, 30 Irving Pl., New York, N.Y. 10003. Tel: (212) 673-4300. Pres.: Ronald Lipsky.
Amps: Plush (M).
Microphones: Electro-Voice (D).

Premier Drums, 825 Lafayette St., New Orleans, La. 70113. Tel: (504) 525-4235. Pres.: Warren L. Campo.
Drums: Premier (I).
Accessories: Drum—Premier (I).

R M I (div. of Allen Organ Co.), Locust St., Macungie, Pa. 18062. Tel: (215) 965-9801. Pres.: Jerome Markowitz.
Branch: Rocky Mount, N.C., PO Box 1075. Zip: 27801. Tel: (919) 442-8068.
Amps: RMI (M).
Organs: combo—Electra Piano/Harpsichord (M), Explorer (M), Rock-si-chord (M).

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Herbert Borchardt; VP: Robert Borchardt; Sales Mgr.: Peter Wish; Adv. Dir.: Ron McPherson.
Harmonicas: Recoton (M).
Accessories: Drum: sticks—Recoton (M); Guitar—Bravo (M,I).

Remo Inc., 12804 Raymer St., North Hollywood, Calif. 91605. Tel: (213) 764-7417. Pres.: Remo D. Belli.
Drums: Roto Tom (M).
Accessories: Drum: heads—SoundMaster (M), Sparki Tone (M), WeatherKing (M).

Rickenbacker, 201 E. Stevens St., Santa Ana, Calif. 92707. Tel: (714) 545-5574. Pres.: F. C. Halls.
Amps: Electro (M), Rickenbacker (M).
Guitars: Electro (M), Rickenbacker (M).

Rogers Drums (div. of CBS Musical Instruments), 1005 E. Second St., Dayton, Ohio 45402. Tel: (513) 223-4275. Dir.: Charles E. Hughes; Sales Mgr.: Ben Strauss.
Branches: Cleveland, Ohio, 3501 Chester Ave. Zip: 44114. Tel: (216) 431-1378—New York, N.Y., CBS, 51 W. 52 St. Zip: 10019. Tel: (213) 765-4321.
Drums: Rogers (M,E,D).
Accessories: Drum—Rogers (M,E,D).

Rowe Accordions, 2841 Greenbriar Pkwy., S.W., Atlanta, Ga. 30331. Tel: (404) 344-4023. Pres.: B. G. Rowe; VP: Gloria Rowe.
Guitars: Ro-Co (I,D).
Accessories: Guitar—Ro-Co (I,D).

J. M. Sahlein Music Co. Inc., 1174 Howard St., San Francisco, Calif. 94103. Tel: (415) 621-0626. Pres.: Jules M. Sahlein; Sales Mgr.: Alvin Cohen.
Amps: Crest (D), Harmony (D).
Drums: Crest (I,D), Leedy (D), Premier (D), Renown (I,D).
Guitars: Canora (D), Crest (I,D), Grenada (I,D), Harmony (D), Hauser (D), Kay (D), Supro (D), Westbrook (I,D), Yamaha (D).
Harmonicas: Hohner (D).

St. Louis Music Supply Co., 3711 W. Pine Blvd., St. Louis, Mo. 63108. Tel: (314) FR 1-4522. Pres.: Bernard Kornblum.
Amps: Apollo (I,D), Custom Kraft (M,D), Harmony (D), Kay (D), Lindell (I,D), Magnatone (D), Supro (D).
Drums: Apollo (I,D), Polaris (I,D), Slingerland (D).
Guitars: Alvarez (I,D), Apollo (I,D), Custom Kraft (M,D), Harmony (D), Kay (D), Lindell (I,D), Supro (D).
Harmonicas: Hohner (D).
Organs: Apollo (I,D), Rheem (D).
Accessories: Drum: cymbals—Apollo (I,D), Zilian (D), sticks—Pro-Mark (D), Regal (D), VeriSonic (D), Vibratone (M,D); Guitar: capos—Bill Russell (D), Hamilton (D), picks—Custom Kraft (D), Lindell (I,D), strings—Augustine (D), Black Diamond (D), Custom Kraft (D), Fender (D), Gibson (D), La Bella (D).
Microphones: Apollo (I,D), Kent (D), Shure (M), Rheem (D), Turner (D).

Sano Corp., 1281 Springfield Ave., Irvington, N.J. 07111. Tel: (201) 373-0700. Pres. & Adv. Dir.: Joseph Zon-Frilli; Gen. & Sales Mgr.: Nick Toscano.
Amps: Sano (M,E,D).
Guitars: Sano (I,D).
Organs: Sano (I,D).
Microphones: Turner (D).

Selmer (div. of The Magnavox Co.), Box 310, 1119 N. Main St., Elkhart, Ind. 46514. Tel: (219) 264-4141. VP Sales: Kenneth L. Ingram; Sales Promo. Mgr.: Charles Slinkard.
Amps: Varitone (D).
Microphones: Varitone (D).

Sennheiser Electronics Corp. Inc., 500 Fifth Ave., New York, N.Y. 10036. Tel: (212) LO 4-0433. Pres.: Thomas Schillinger.
Microphones: Sennheiser (M).

Shabbarrasi Accordions, 1068 Dewey Ave., Rochester, N.Y. 14613. Tel: (716) 467-7413.
Organs: (M).

Sherry-Brener, 3145 W. 63 St., Chicago, Ill. 60629. Tel: (312) RE 7-1711. Pres.: James Sherry.
Guitars: Barbero (I), Esteso (I), Fleta (I), Garcia (I), Hernandez (I), Hernandis (I), Ramires (I).

Sho-Bud Guitar Co. Inc., 416 Broadway, Nashville, Tenn. 37203. Tel: (615) 244-4770. Pres.: Harold B. Jackson; Gen. Mgr. & Adv. Dir.: George L. Lewis.
Amps: Baldwin (D), Gretsch (D), Sho-Bud (M,E,D).
Drums: Gretsch (D), Ludwig (D), Slingerland (D).
Guitars: Baldwin (D), Grammer (D), Gretsch (D), Guild (D), Sho-Bud (M,E,D).
Accessories: Guitar: foot volume pedal—Sho-Bud (M,E,D), strings—Sho-Bud (M,D).
Microphones: Shure (D).

Shure Bros. Inc., 222 Hartford Ave., Evanston, Ill. 60204. Tel: (312) DA 8-9000. Pres.: S. N. Shure; VP Mktg.: V. Machin; VP Sales: R. E. Ward.
Amps: Shure (M).
Microphones: Shure (M).

Slingerland Drum, 6633 Milwaukee Ave., Niles, Ill. 60648. Tel: (312) 631-5771. Pres.: H. H. Slingerland Jr.; Sales: Don Osborne.
Drums: Slingerland (M,E).
Accessories: Drum—Slingerland (M,E).

Sorkin Music, 370 Vanderbilt Motor Pkwy., Hauppauge, L.I., N.Y. 11787. Tel: (516) 231-7700. Pres.: Harold Sorkin; VP: Joseph Saltzman.
Amps: Ace Tone (D), Harmony (D), Marvel (I,D), Premier (D).
Drums: Revere (M,I,D).
Guitars: Beltone (M,I,D), Blue Comet (M,D), Egmond (I,D), Harmony (D), Hofner (I,D), Marvel (I,D), Premier (I,D).
Harmonicas: Hohner (D).
Organs: Ace Tone (I,E,D), Multivox (I,E,D).
Microphones: Shure (D), Spotlight (D).

Sottile Mfg., Beech Ave., Patton, Pa. 16668. Tel: (814) 674-8972. Pres.: B. L. Sottile; VP: Tony J. Sottile.
Accessories: Guitar: straps—Bobby Lee (M).

Sound Projects, 2410 S. Central Ave., Chicago, Ill. 60650. Tel: (312) BI 2-1712. Pres.: M. F. LeClair.
Amps: Lectrolab (M).

Southland Musical Mds., Box 6125, 826 Winston St., Greensboro, N.C. 27405. Tel: (919) 272-5123. Pres.: Harry Greenberg; Sales: Lee Ingber.
Amps: Harmony (D), Jordan (D), Kay (D), Marathon (D), Supro (D), Yamaha (D).
Drums: Leedy (D), Marathon (I,D), Yamaha (D).
Guitars: Harmony (D), Kay (D), Marathon (I,D), Melodier (I,D), Supro (D), Yamaha (D).
Harmonicas: Hohner (D).
Organs: Porto (D).
Accessories: Guitar: strings—Black Diamond (D), Fender (D), Gibson (D), Mapes (D), Mari (D), Martin (D).
Microphones: Electro-Voice (D), Jax (D), Kent (D), Shure (D), Turner (D).

V. C. Squier (div. of CBS Musical Instruments), 427-29 Capital Ave. S.W., Battle Creek, Mich. 49015. Tel: (616) 968-8191. Dir.: David L. Towns; Sales & Tech. Serv. Mgr.: Donald Johnston.
Accessories: Guitar: strings—Concert Master (M), Esquier (M), Nyl Brand (M), Squier-Trued (M).
Stradolin Corp., 370 Motor Pkwy., Hauppauge, N.Y. 11787. Tel: (516) 231-7700. Cable: LOUISOR-KIN. Sales Mgr.: Mark Saltzman.
Amps: Royalist (M,D).
Drums: Royalist (I,D).
Guitars: Egmond (I,D), Royalist (I,D).
Accessories: Guitar—Spotlight (I,D).

Strum & Drum, 177 W. Hintz Rd., Wheeling, Ill. 60090. Tel: (312) 537-7777. Pres.: Norman R. Sackheim; Gen. Mgr.: Revell Berman; Sales Mgr.: Ron Sackheim.
Amps: Norma (I,D).
Drums: Norma (I,D).
Guitars: Norma (I,D).
Accessories: Drum & Guitar—Norma (I,D).
Microphones: Norma (I,D).



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Sunn Musical Equip. Co., Amburn Ind'l Park, Tualatin, Ore. 97062. Tel: (503) 638-6551. Pres.: Conrad E. Sundholm; Sales Mgr.: Larry Lynn; Adv. Dir.: Robert P. Selby Jr.
Amps: Sunn (M,D).

T R Imports, PO Box 5444, Nashville, Tenn. 37206. Tel: (615) 228-8887. Pres.: Ted Ridings.
Guitars: Picker (I,D).

Fulvio Talso, 160 Fifth Ave., New York, N.Y. 10010. Tel: (212) 989-4707. Pres.: Andrew Pappalardo; VP: Bertha Talso.
Guitars: Various brands (I).
Organs: Marinucci (I), Roma (I).
Accessories: Guitar: straps—Various brands (I).

Targ & Dinner, 2451 N. Sacramento, Chicago, Ill. 60617. Tel: (312) 384-6200. Pres.: Samuel Targ; Sales & Gen. Mgr.: Edward A. Targ.
Branch: San Antonio, Tex., 830 E. Houston. Zip: 78205. Tel: (512) 227-0211.
Amps: Harmony (D), Jordan (D).
Drums: Leedy (D), Olympian (I,D).

Guitars: Aria (D), Goya (D), Harmony (D), Kay (D).
Harmonicas: Hohner (D).
Organs: Marvelftone (D), Porto (D), Rheem (D).
Accessories: Drum: heads—Evans (D), Gold Crown (D), Remo (D), sticks—Mylo-tip (D), ProMark (D), Regal-Tip (D), Rhythm King (D), VeriSonic (D); Guitar: picks—D'Andrea (D), Du-Pic (D), Fender (D), Henco (D), Gibson (D), Manoloff (D), Maxwell (D), strings—Augustine (D), Black Diamond (D), Fender (D), Gibson (D), Goya (D), La Bella (D), Mapes (D), Maxwell (D), Squier (D), Milton G. Wolf (D).
Microphones: Fender (D), Kent (D), Shure (D).

Tatay, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) JU 2-4280. Pres.: Gabriel Oller; Sales: Andrew Montero.
Guitars: Tatay (M,D).
Accessories: Guitar—Tatay (M).

Tel-Ray Electronics Mfg. Co., 8114 Avalon Blvd., Los Angeles, Calif. 90003. (213) 752-4155. Pres.: Ray Lubow; Gen. Mgr.: Bill Costine; Sales Mgr. & Adv. Dir.: Marvin Lubrow.
Accessories: Guitar: echo & vibrato effects—Tel-Ray (M).

Tele-Star Musical Instrument Corp., 651 Broadway, New York, N.Y. 10012. Tel: (212) 674-4900. Pres. & Adv.: Maurice Laboz; Gen. Mgr.: Jean Swedley; Sales Mgr.: Richard Carroll.
Amps: Tele-Star (I,E,D).
Drums: Laboz (I,E,D), Tele-Star (I,E,D).
Guitars: Laboz (I,E,D), Tele-Star (I,E,D).
Organs: Tele-Star (I,E,D).
Accessories: Guitar: straps—Bobby Lee (E,D), strings—La Bella (E,D), Tele-Star (E,D), cases—Tele-Star (E,D).
Microphones: Musicraft (I,E,D), Tele-Star (I,E,D).

Tele-Tone, 444 S. Ninth Ave., Mt. Vernon, N.Y. Tel: (914) OW 9-2100. Pres.: Isidore Rothman; Sales: Milton C. Perlmutter.
Amps: Tele-Tone (M).

Thomas Organ, 8345 Havenhurst, Sepulveda, Calif. 91343. Tel: (213) 894-7161. Pres.: Bob Bloomberg.
Amps: Vox (M,I,E,D).
Guitars: Vox (M,I,E,D).
Organs: Thomas (M,E,D), Vox (M,E,D).

Titano Accordion Co. (div. of Ernest Deffner), 111 Fourth Ave., New York, N.Y. 10003. Tel: (212) GR 7-8670. Pres.: Ernest Deffner; VP: Mrs. E. Deffner.
Amps: Titano (M).
Organs: Titan (M).

Toneline Mfg. Co. (div. of Allied Affiliates Inc.), 1812 S. Halsted St., Chicago, Ill. 60608. Tel: (312) 733-3285. Pres. & Gen. Mgr.: Harry Fistell; Sales Mgr.: M. Pichler.
Drums: Kingston (D).
Guitars: Kingston (D).
Organs: Kingston (D).
Accessories: Amp: covers—Slipco (D); Drum: covers—Ficca (D), Zipco (D); Guitar: covers—Zipco (D); Microphone: cables, adaptors—Tone-line (M,D).

20th Century Music (formerly Mexican Traders), 7510 N. Ashland Ave., Chicago, Ill. 60626. Tel: (312) 338-8900. Pres.: Gilbert G. Fernandez; Sales Mgr.: Greig Gibson.
Amps: Kingston (D), Matador (D), Teisco (D).
Drums: Crescendo (D), Kingston (D), Matador (D).
Guitars: Crescendo (D), Kingston (D), La Madrilena (D), Matador (D).
Harmonicas: Hohner (D), Hugo Rauner (D).
Organs: Kingston (D).
Accessories: Drum: sticks—Pro-Mark (D), cymbal & snare stands, thrones—Dewey (D).
Microphones: Balladier (D), Electro-Voice (D), Jax (D), Kingston (D).

U S Musical Mds. Corp., 860 Broadway, New York, N.Y. 10003. Tel: (212) 674-3100. Owner: Carl Davidoff; Sales: Ed Davidoff.
Amps: Harmony (D), Jordan (D), Sekova (M,D), Supro (D).
Drums: US Mercury (I,D).
Guitars: Aria (D), Harmony (D), Sekova (I,D), Supro (D), US Strad (M,I,D).
Harmonicas: Hohner (D).
Organs: Ideal (D).
Accessories: Drum—Sekova (M,D); Guitar: strings—Augustine (D), Black Diamond (D), Fender (D), Gibson (D), Goya (D), Guild (D), Harmony (D), Saverz (D), Sekova (M,D).
Microphones: Electro-Voice (D), Sekova (I,D), Shure (D), Turner (D).

Ultra-Sound Co. Inc., 6725 Sunset Blvd., Suite 316, Hollywood, Calif. 90028. Tel: (213) 467-1422. Pres.: L. R. Herbst Jr.
Amps: Ultra-Sound (M).

United Guitar, 278 Johnston Ave., Jersey City, N.J. 07304. Tel: (201) 333-1457. Gen. Mgr.: Bernard A. Forcillo.
Guitars: United (M,D).

United Rawhide Mfg., 1644 N. Ada, Chicago, Ill. 60622. Tel: (312) 276-5800. Pres.: Stefan Palansky.
Accessories: Drum: heads, covers (M).

Valco Guitars Inc., 2201 Arthur, Elk Grove Village, Ill. 60007. Tel: (312) 437-5200. Pres.: Robert Engelhardt; VP: Allen Link; Sales & Adv. Dir.: Robert E. Lynch.
Amps: Kay (M,E), National (M,E), Supro (M,E), Guitars: Kay (M,E), National (M,E), Supro (M).
Accessories: Guitar: picks—Dobro (M), National (M).

Vega Instrument Co. Inc., 155 Reservoir St., Needham Heights, Mass. 02194. Tel: (617) 449-1150. Pres.: William Nelson; Gen. Mgr.: Paul Badger; Adv. Dir.: John Burgoyne.
Amps: Vega (M,D).
Guitars: Vega (M,I,E,D).
Accessories: Guitar: strings—Vega-Nusound (M, E,D).

VeriSonic, 9617 Clinton Rd., Cleveland, Ohio 44144. Tel: (216) 651-6488. Pres.: Al Robba.
Accessories: Drum: sticks—VeriSonic (M).

Victoria Luggage Co., 8900 Aviation Blvd., Inglewood, Calif. 90301. Tel: (213) 776-4545.
 Owner: Henry Bart.
Accessories: Guitar: cases (M).

W M I Corp., 3725 W. Lunt, Lincolnwood, Ill. 60645. Tel: (312) 674-7090. Pres.: Sylvain Weindling; Sales Mgr.: Robert Weintraub.
Amps: Checkmate (M), Teisco (M,I).
Drums: Del Rey (M,I).
Guitars: Del Canto (M,I), Gaucho (M,I), Marlin (M), Teisco/Del Rey (M,I).
Organs: Teiscord (M,I).
Microphones: Teisco (M,I).

Wellcor Inc., 1214-18 N. Wells St., Chicago, Ill.

60610. Tel: (312) DE 7-1814. Pres.: Samuel N. Grode.
Organs: Grand Prix (M,I,D), Wellcor (M,I,D).
 Westheimer Importing & Mfg. Co., 1331 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) WE 9-0913. Pres. & Sales Mgr.: Jack L. Westheimer; VP & Gen. Mgr.: Max Wasserman.
Drums: Kingston (I).
Guitars: Kingston (I).
Organs: Kingston (I).
Accessories: Drum & Guitar—Kingston (I).

David Wexler, 823 S. Wabash Ave., Chicago, Ill. 60605. Tel: (312) 427-0560. Pres.: David Wexler; VP: B. R. Wexler.
Amps: Harmony (D), Kay (D), Supro (D), Whitehall (D).
Drums: Leedy (D), Whitehall (I,D).
Guitars: Conrad (D), Cordova (I,D), Harmony (D), Multi-Kord (D), Savilla (D).
Harmonicas: Hohner (D).
Organs: Whitehall (I,D).
Accessories: Guitar & Drum—all well-known brands (D).
Microphones: Electro-Voice (D), Kent (D), Primo (D), Shure (D).

White Eagle Rawhide Mfg. (WERC0), 1652 N. Troop

St., Chicago, Ill. 60622. Tel: (312) 276-0872. Owner: John R. Janac; Sales Mgr.: George W. Janac.
Drums: WERC0 (I,D).
Guitars: WERC0 (I,D).
Accessories: Drum—WERC0 (M,D), Gold Crown (M), Remo (D); Guitar—WERC0 (M).

Frank Wolf Drum Supplies, 160 W. 48 St., New York, N.Y. 10036. Tel: (212) CI 5-4778.
Drums: All major brands (D).

The Wurlitzer Co., De Kalb Div., 1700 Pleasant St., De Kalb, Ill. 60115. Tel: (815) 756-2771. Pres.: William N. Herleman; VP & Mgr.: William A. Roling; VP Mktg.: Walter R. Benson; Adv. Mgr.: Mrs. Margaret Ostrom.
Amps: Wurlitzer (M).
Guitars: Wurlitzer (M).
Organs: Wurlitzer (M).

Yamaha Int'l Corp., 7733 Telegraph Rd., Montebello, Calif. 90022. Tel: (213) 685-5135.
Branch: New York, N.Y., 200 W. 57 St. Zip: 10019. Tel: (212) 246-9778.
Amps: Yamaha (I).
Drums: Yamaha (I).
Guitars: Yamaha (I).
Organs: Yamaha (I).

Musical Instruments By Category

Where brand name differs from that of the manufacturer or importer, the company name follows in parentheses. For complete listing, see Musical Instrument Manufacturers Section.

AMPLIFIERS

Abbott (Buegeleisen & Jacobson).
 Accent Sound.
 Alamo.
 Aitec Lansing.
 Ampeg.
 Apollo (St. Louis Music).
 Baldwin.
 Black Jack (Harris-Fandel).
 Bogen.
 Browning.
 Checkmate (WMI).
 Contessa (M. Hohner).
 Coral (Danelectro).
 Custom Kraft (St. Louis Music).
 Danelectro.
 Decca.
 Doric.
 Dynacord.
 Dynamic (K&K).
 Echochord (Dynacord).
 Echolette (M. Hohner).
 Eko/Triumph (LoDuca).
 Electro (Rickenbacker).
 Elger.
 Encore (Barth-Feinberg).
 Epiphone (Chicago Musical Instrument).
 Excelsior.
 Farfisa (Chicago Musical Instrument).
 Fender.
 Geloso (American Geloso).
 Giant.
 Gibson (Chicago Musical Instrument).
 Goya.
 Gretsch (Fred Gretsch).
 Guild.
 Harmony.
 Heit.
 Hohner (M. Hohner).
 J G (Giulietti).
 Jordan.
 Kalamazoo (Chicago Musical Instrument).
 Kay (Valco).
 Kent (Beugeleisen & Jacobson).
 Kustom.
 Lectrolab (Sound Projects).
 Lindell (St. Louis Music).
 Lowrance.
 Maestro (Chicago Musical Instrument).
 Magnatone (Estey).
 Magnavox.
 Marshall (Merson).
 Marvel (Sorkin).
 Matador (20th Century Music).
 Music Inds.
 National (Valco).
 Norma (Strum & Drum).
 PANaramic (PANcordion).
 Plush (Plush & Maurice Lipsky).
 Prestige (Astra).
 R M I.
 Rickenbacker.
 Royalist (Stradolin).
 St. Moritz (Manhattan Novelty).
 Sano.
 Sekova (US Musical Mdse.).
 Sho-Bud.

Shure
 Sorento (Global).
 Sunn.
 Supro (Valco).
 Teisco (WMI).
 Tele-Star.
 Tele-Tone.
 Tempo (Merson).
 Titano.
 Tonemaster (Norman English).
 Ultra-Sound.
 Unicord (Merson).
 Univox (Merson).
 Vega.
 Vox (Thomas).
 Winston (Beugeleisen & Jacobson).
 Worldwide (LoDuca).
 Wurlitzer.
 Yamaha.

DRUMS

Alvarez (St. Louis Music).
 Apollo (St. Louis Music).
 Astro (Imperial).
 Atlas.
 Beverley (Harris-Teller).
 Black Jack (Harris-Fandel).
 Bradley (Maryland).
 Camco.
 Century (Atlas).
 Club Date (Maryland).
 Conqueror (C. Bruno).
 Coronet (K&K).
 Crest (J. M. Sahlein).
 Decca.
 Del Rey (WMI).
 Dixie (Grossman).
 Duke (LoDuca).
 Flat/Jacks (Drumland/Ralph Kester).
 Giant Music.
 Gretsch (Fred Gretsch).
 Halifax (Dynacord).
 Heit.
 Ideal.
 Kapa.
 Kent (E. W. Kent & Dynacord).
 Kingston (Westheimer).
 Laboz (Tele-Star).
 LaPlaya.
 Leedy.
 Ludwig.
 Lyra (C. Bruno).
 Marathon (Southland).
 Marco Polo (Giant).
 Maxitone (C. Bruno).
 Mitchell (J. L. Marsh).
 Norma (Strum & Drum).
 Olympian (Targ & Dinner).
 Polaris (St. Louis Music).
 Premier.
 Prestige (Astra).
 Regent (K&K).
 Renown (J. M. Sahlein).
 Revere (Sorkin).
 Rogers.
 Roto Tom (Remo).
 Royalist (Stradolin).

Slingerland.
 Sonor (M. Hohner).
 Sorento (Global).
 Star (Kansas & Elger).
 Starlight (LaPlaya).
 Sterling (Atlas).
 Stetson (L. W. Hagelin).
 Stewart (Beugeleisen & Jacobson).
 Tele-Star.
 Tempo (Merson).
 Tulio (Manhattan Novelty).
 U S Mercury (US Musical Mdse.).
 Vibra (Merson).
 W E R C O (White Eagle Rawhide).
 W F L (Ludwig).
 Whitehall (David Wexler).
 Yamaha.
 Zim-Gar (Gar Zim).
 Zipco (Lowenthal).

GUITARS

Ampeg.
 Apollo (St. Louis Music).
 Aria (Coast Whsle., Elger, Harris-Fandel & Maxwell Meyers).
 Ariana (Elger & Maryland).
 Armstrong (Ampeg).
 Atlas.
 Barbero (Sherry-Brener).
 Beltone (Sorkin).
 Black Jack (Harris-Fandel).
 Blue Comet (Sorkin).
 Century (Atlas).
 Classic (Harmony).
 Code.
 Conqueror (C. Bruno).
 Contessa (M. Hohner).
 Coral (Danelectro).
 Cordova (David Wexler).
 Cortez (K&K).
 Crest (J. M. Sahlein).
 Crestwood (LaPlaya).
 Custom Kraft (St. Louis Music).
 Danelectro.
 Decca.
 Del Canto (WMI).
 Diamond (Harris-Fandel).
 Domino (Maurice Lipsky).
 Dynamic (K&K).
 Egmond (Alexander Apfelbaum, Sorkin & Stradolin).
 Eko (LoDuca).
 Electro (Rickenbacker).
 Elger.
 Encore (Barth-Feinberg).
 Epiphone (Chicago Musical Instrument).
 Espana (Beugeleisen & Jacobson).
 Esteso (Sherry-Brener).
 Excelsior.
 Fandel (Harris-Fandel).
 Fender.
 Fleta (Sherry-Brener).
 Framus (Philadelphia).
 Franciscan (Coast Whsle.).
 Fulvio Talso.
 Garcia (Sherry-Brener).
 Gaucho (WMI).

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continued

Giannini (Merson).
 Giant Music.
 Gibson (Chicago Musical Instrument).
 Goya.
 Grammer.
 Greco (Goya).
 Grenada (J. M. Sahlein).
 Gretsch (Fred Gretsch).
 Guild.
 Hagstrom (Merson).
 Halifax (Dyncard).
 Harmony.
 Karl Hauser (Ideal).
 Heit.
 Hernandez (Sherry-Brener).
 Hernandez (Sherry-Brener).
 Hofner (William R. Gratz & Sorkin).
 Ideal.
 Imperial.
 J G (Giulietti).
 Kalamazoo (Chicago Musical Instrument).
 Kamaka.
 Kapa.
 Kay (Valco).
 Kent (Beugeleisen & Jacobson).
 Kingston (Westheimer).
 Kustom.
 La Madrilena (20th Century Music).
 Laboz (Tele-Star).
 Lindell (St. Louis Music).
 Lord (Dyncard).
 Maccaferri (Maestro).
 Marathon (Southland).
 Marco Polo (Giant).
 Marlin (WMI).
 C. F. Martin.
 Marvel (Sorkin).
 Mayfair (Grossman).
 Melodier (Southland).
 Meteor (Harmony).
 Mitchell (J. L. Marsh).
 Monterey (Harmony).
 Mozzani (Chicago Musical Instrument).
 Multi-Kord (Harlin).
 Music Ilds.
 Nagan. (Elger).
 National (Valco).
 Norma (Strum & Drum).
 Orpheus (Coast Whsle.).
 PANaramic (PANcordion).
 Patrician (Harmony).
 Picker (TR Imports).
 Premier (Sorkin).
 Prestige (Astra).
 Ramires (Sherry-Brener).
 Regal (Fender).
 Regent (K&K).
 Rickenbacker.
 Ro-Co (Rowe).
 Rocket (Harmony).
 Rosita (Harris-Fandel).
 Roy Smeck (Harmony).
 Royalist (Stradolin).
 St. Moritz (Manhattan Novelty).
 Sano.
 Sekova (US Musical Mdse.).
 Sho-Bud.
 Sorento (Global).
 Sovereign (Harmony).
 Stella (Harmony).
 Sterling (Atlas).
 Stetson (L. W. Hagelin).
 Supro (Valco).
 Suzuki (Midwest).
 Tarrega (Fender).
 Tatav.
 Tatra (Ideal).
 Teisco/Del Rey (WMI).
 Tele-Star.
 Tempo (Merson).
 Tonemaster (Norman English).
 Tulio (Manhattan Novelty).
 U S Strad (US Musical Mdse.).
 United (United Guitar).
 Univox (Merson).
 Van Gaugh (Dyncard).
 Vega.
 Ventura (C. Bruno).
 Vista (Maryland).
 Vox (Thomas).
 W E R C O (White Eagle Rawhide).
 Westbrook (J. M. Sahlein).
 Winston (Beugeleisen & Jacobson).
 Wurlitzer.
 Yamaha.
 Zim-Gar (Gar Zim).

HARMONICAS

Capitol.
 Hohner (M. Hohner).
 Hugo Rauner (Alexander Apfelbaum).
 Kraft (William Kratt).
 Prestige (Astra).
 Zim-Gar (Gar Zim).

ORGANS

Ace Tone (Sorkin).

Allen.
 Apollo (St. Louis Music).
 Audion.
 Baldwin.
 Cembale (M. Hohner).
 Clavinet (M. Hohner).
 Courvior 33 (Excelsior).
 Crumar (Imperial).
 Decca.
 Domino (Maurice Lipsky).
 Doric.
 Eco (LoDuca).
 Electra Piano/Harpsichord (RMI).
 Eminent (Doric).
 Estey.
 Explorer (RMI).
 Farfisa (Chicago Musical Instrument).
 Fender.
 Gibson (Chicago Musical Instrument).
 Grand Prix (Wellcor).
 Hammond.
 Ideal Porto-Organ (Ideal).
 Kimball.
 Kingston (Westheimer).
 Kustom.
 LoDuca.
 Lowrey (Chicago Musical Instrument).
 Magnus.
 Marinucci (Fulvio Talso).
 Multivox (Sorkin).
 Organaire.
 PANorgan (PANcordion).
 Pianet (M. Hohner).
 Prestige (Astra).
 Rock-si-chord (RMI).
 Roma (Fulvio Talso).
 Sano.
 Shabbarrasi.
 Sterling (Atlas).
 Story & Clark (Chicago Musical Instrument).
 Symphonic (M. Hohner).
 Teiscord (WMI).
 Tele-Star.
 Thomas.
 Titan (Titano).
 Unicord Panther (Merson).
 Vox (Thomas).
 Wellcor.
 Whitehall (David Wexler).
 Wurlitzer.
 Yamaha.

DRUM ACCESSORIES

A M R A W C O—drum heads.
 Apollo—Cymbals (St. Louis Music).
 Artistic Cover—covers.
 Atlas.
 Bradley (Maryland).
 Bruno (C. Bruno).
 Camco.
 Century (Atlas).
 D'Aleo's of Calif.—covers.
 Decca.
 Dewey—stands, thrones (Carpenter).
 Drumland/Ralph Kester—ching rings, hi-steppers, trap-hands.
 Elton (L. A. Elkington).
 Evans All Weather—heads (Evans).
 Giant Music.
 Gold Crown (White Eagle Rawhide).
 Gretsch (Fred Gretsch).
 H & B—cases (Humes & Berg).
 Hamilton—stands (Krauth & Benninghofen).
 Harptone—cases.
 Ideal.
 Kent (E. W. Kent).
 Kingston (Westheimer).
 Leedy.
 Ludwig.
 Maxitone (C. Bruno).
 Norma (Strum & Drum).
 Premier.
 Prestige (Astra).
 Recoton—sticks.
 Regal-Tip—sticks, brushes (J. D. Calato).
 Rogers.
 Sekova (US Musical Mdse.).
 Slingerland.
 Sonor (M. Hohner).
 Sorento (Global).
 SoundMaster—heads (Remo).
 SparkITone—heads (Remo).
 Starlight (LaPlaya).
 Sterling (Atlas).
 United Rawhide—heads, covers.
 VeriSonic—sticks.
 Vibratone—sticks (St. Louis Music).
 W E R C O (White Eagle Rawhide).
 W F L (Ludwig).
 WeatherKing—heads (Remo).
 Zim-Gar (Gar Zim).
 Zipco—covers (Lowenthal).

GUITAR ACCESSORIES

Ace—straps.
 American Plating & Mfg.—Hawaiian steels, picks.
 Ampag—scrambler.

Aria (Coast Whsle.).
 Artistic Cover—covers.
 Atlas.
 Bell—strings (National Music String).
 Bigsby—steels, strings, tailpieces.
 Black Diamond—strings (National Musical String).
 Bobby Lee—straps (Softile).
 Bravo (Recoton).
 Bridgeport—strings.
 Campus—strings (Darco).
 Cases Inc.—cases.
 Century (Atlas).
 Checker—strings (Giant Music).
 Color-Cue—strings (GHS).
 Columbia Leather Works—cases.
 Concert Master—strings (V. C. Squier).
 D'Aleo's of Calif.—covers.
 D'Andrea—picks.
 Darco Black Label—strings (Darco).
 Darco New Yorker—strings (Darco).
 Decca.
 Dewey—stands (Carpenter).
 Dobro—picks (Valco).
 Drumland/Ralph Kester—fret rests.
 Duotone—pitch pipes.
 Eko—strings (LoDuca).
 Elger.
 Elton (L. A. Elkington).
 Ernie Ball—picks, strings.
 Esquier—strings (V. C. Squier).
 Esquire-Merz—cases.
 Formula—strings (GHS).
 Fulvio Talso—straps.
 Galli—strings (LoDuca).
 Geib—cases.
 Gemini—strings (Darco).
 Giant Music—strings.
 Gibson (Chicago Musical Instrument).
 Goya.
 Gretsch (Fred Gretsch).
 Hamilton—cases (Krauth & Benninghofen).
 Harptone—cases.
 Heit.
 Herco—parts, picks, strings.
 Ideal.
 J G—strings (Giulietti).
 Jax—leads, cords.
 Jordan—boosters, coil cords, fuzz tones.
 Kaplan-Maestro—strings (Kaplan).
 Kingston (Westheimer).
 Kluson—parts.
 Kraft—pitch pipes (William Kratt).
 La Bella—strings (E. O. Mari).
 Leeco—bags.
 Liffon—cases.
 Lindell—picks (St. Louis Music).
 LoDuca—cases.
 Mapes—steel strings.
 Maxwell—strings (Maxwell Meyers).
 Moshay—nylon picks.
 National—picks (Valco).
 Norma (Strum & Drum).
 Nusound—strings (Vega).
 Nyl Brand strings (V. C. Squier).
 PANaramic (PANcordion).
 Prestige (Astra).
 Puccini—strings (Darco).
 Rickenbacker—strings (Electro Strings).
 Ro-Co (Rowe).
 Sekova (US Musical Mdse.).
 Sho-Bud—foot volume pedals, strings.
 Sorento (Global).
 Spotlight (Stradolin).
 Squier-Trued—strings (V. C. Squier).
 Sterling (Atlas).
 Tatav.
 Tel-Ray—echo & vibrato effects.
 Tonemaster (Norman English).
 Victoria Luggage—cases.
 Viscoloid—cases, picks (D'Andrea).
 Vista (Maryland).
 W E R C O (White Eagle Rawhide).
 Zim-Gar (Gar Zim).
 Zipco—covers (Lowenthal).

MICROPHONES

A K G
 Altec Lansing.
 Ampex.
 Apollo (St. Louis Music).
 Astatic.
 Conqueror (C. Bruno).
 Dynamic (K&K).
 Echolette (M. Hohner).
 Electro-Voice.
 Fender.
 Geloso (American Geloso).
 Halifax (Dyncard).
 Heit.
 Jax.
 Kent (Beugeleisen & Jacobson).
 Kustom.
 Musicraft (Tele-Star).
 Norma (Strum & Drum).
 Sekova (US Musical Mdse.).
 Sennheiser.
 Shure.
 Sorento (Global).
 Sterling (Atlas).
 Teisco (WMI & Coast Whsle.).
 Tele-Star.
 Univox (Merson).
 Zim-Gar (Gar Zim).

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*June 1969 Publisher's Statement as filed with ABC, subject to audit.

Phonograph Manufacturers

- A I W A (see Selectron).
- A M C (see Wells-Gardner).
- Admiral Corp., 3800 W. Cortland St., Chicago, Ill. 60647. Tel: (312) 292-2600. Cable: LARJMDA. Pres.: Vincent Barreca; Exec. VP: R. D. Siragusa Jr.; VP Sales & Dist'n: C. B. Flinn; VP PR: Martin Sheridan; Pres. Int'l: Norman E. Johnson.
- Int'l branches:** Canada, Mexico.
- Models:** 8 portable, \$29.95-\$119.95; 2 table, \$149.95-\$189.95; 10 console, \$200-\$500.
- Alaron (see B&B).
- Andrea Radio Corp., 27-01 Bridge Plaza N., Long Island City, N.Y. 11101. Tel: (212) ST 4-5411. VP Sales: Ray Masvidal.
- Models:** 2 console, \$1,112-\$1,895.
- Aristo Inds., 240 Fifth Ave., New York, N.Y. 10001. Tel: (212) 685-2060. Pres.: Victor Shalom; Mktg. Dir.: Jimmie Weiss.
- Models:** 2 portable, \$22.99-\$39.90.
- Arvin Inds. Inc., 1531 13 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Pres.: E. H. Stoncipher; VP & Gen. Mgr. Consumer Div.: John P. Sohn; VP Mktg. Consumer Div.: Thomas E. Wall; Adv. Mgr.: Fred Meyer.
- Branches:** Los Angeles, Calif., Home Furnishing Mart—Chicago, Ill., 1422 Merchandise Mart—Dallas, Tex., Trade Mart.
- Automatic Radio Mfg. Co. Inc., 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300. Pres.: Edward Housman; Exec. VP: Bert Housman; VP Sales: David Nager; Gen. Mgr.: James Russo; Adv. Mgr.: M. Gordon; VP Int'l Div.: Walter Semonoff.
- Int'l branch:** Canada.
- Autosonic (see Martel).
- B & B Import/Export Co., 15755 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 864-9015. Owners: Bernard Klein, Alexander Ehrmann, Emery Klein.
- Models:** 3 portable, \$19.95-\$39.95.
- Brand name:** Alaron.
- Benjamin Electronic Sound Corp., 40 Smith St., Farmingdale, L.I., N.Y. 11735. Tel: (516) 694-7960. Pres.: Joseph R. Benjamin; Sales Mgr.: Nat Gold; Adv. Mgr.: Henry Berlin.
- Models:** 2 portable, \$229.50-\$299.50; 7 table, \$299.50-\$599.50.
- Bogen Communications Inc. (div. of Lear Siegler), PO Box 500, Paramus, N.J. 07652. Tel: (201) 343-5700. Pres.: J. T. Morgan; Exec. VP: B. Lazarus; Sales Mgr.: M. Sumberg; Adv. Dir.: D. Pear.
- Models:** 6 portable, \$187.90-\$487.10.
- Bradford (see Wells-Gardner).
- Broadmoor Inds., 530 Santa Rosa Dr., Des Plaines, Ill. 60018. Tel: (312) 296-8101; Chicago Tel: 774-3047. Pres.: Robert Moore; Sales Mgr.: D. Stout.
- Models:** 3 console, \$369.
- Capitol Recs. Dist'g Corp., Hollywood & Vine, Hollywood, Calif. 90028. Tel: (213) 462-6252. Pres. Capitol Inds.: Stanley M. Gortikov; VP & Gen. Mgr. Capitol Recs. Dist'g Corp.: Robert L. Yorke; VP Special Markets, Capitol Recs. Dist'g Corp.: Oris W. Beuler; VP Capitol Inds. Int'l Div.: Lloyd W. Dunn; Press & PR Nat'l Mgr.: Larry Delaney.
- Branch:** New York, N.Y., 1290 Ave. of the Americas, Zip: 10019. Tel: (212) PL 7-7470.
- Price range of models:** \$19.95-\$119.95.
- Catalina (see Wells-Gardner).
- Channel Master Corp. (div. of Avnet), Ellenville, N.Y. 12428. Tel: (914) 647-5000. VP Sales & Mktg.: Phillip Decker; Adv. Mgr.: Walter D. Scott.
- Models:** 3 portable, \$24.95-\$49.95.
- Brand name:** Swinger.
- Cheequs Ltd., 1015 Essex St. S.E., Suite 216, Minneapolis, Minn. 55414. Tel: (612) 331-3605. Pres.: C. Poonam.
- Models:** 4 portable, \$110-\$260; 8 table, \$50-\$130; 2 console.
- Cheeseboro Prods., 3650 Somerset Dr., Los Angeles, Calif. 90016. Tel: (213) 296-7183. Pres.: Robert G. Cheeseboro; VP Mfg.: James K. Bibeau; VP Eng'g: Dr. Karl Knapp.
- Model:** 1 portable.
- Brand name:** Swinger Stereo 70.
- Clairtone Electronic Corp., 11 W. 42 St., New York, N.Y. 10036. Tel: (212) 335-6600. Pres.: V. T. Jones; VP Admin.: Morris Kravetzky; Sales Mgr.: James Klivans.
- Models:** 2 table, \$250-\$600; 14 console, \$400-\$1,800.
- Columbia Masterwork Audio Prods. (div. of Columbia Recs.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Dir.: Milton Selkowitz.
- Models:** 11 portable, \$16.95-\$99.95; 5 console, \$159.95-\$259.95.
- Brand name:** Masterwork.
- Commodore Import, 507 Flushing Ave., Brooklyn, N.Y. 11205. Tel: (212) 522-3407. Gen. Mgr.: Jack Schneider; Sales Mgrs.: Joe McLaughlin, Joe Schneider.
- Models:** 3 portable.
- Consolidated Mds. Co., 59-50 Queens Midtown Expressway, Maspeth, N.Y. 11378. Tel: (212) 894-5150. Pres.: Victor Reichenstein; VP & Gen. Mgr.: Monroe Schuller.
- Branches:** Los Angeles, Calif.; Atlanta, Ga.; Chicago, Ill.; Dallas, Tex.
- Models:** 62 portable, 37 table, 8 console.
- Brand names:** Webcor, Viscount.
- Coronado (see Wells-Gardner).
- Crown (see Industrial Suppliers).
- Curtis Mathes Sales Co., PO Box 5610, Dallas, Tex. 75222. Tel: (214) RI 8-8311. Pres.: H. B. Kelson; VP: Ray Harvey; Sec'y-Treas.: R. C. Owens Jr.
- Models:** 5 portable, \$79.95-\$299.95; 6 table, \$369.95-\$399.95; 30 console, \$399.95-\$649.95.
- Brand names:** Curtis Mathes, Rutherford.
- Decca, 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Exec. VP: William P. Gallagher; Admin. VP: E. J. Loetz; VP Mktg.: Tony Martell; Phono. Admin'r: Howard Kaye.
- Models:** 10 portable, \$16.95-\$99.95; 5 table \$99.95-\$259.95; 3 console, \$109.95-\$199.95.
- Dejay Inds., 90 N. Washington St., Boston, Mass. 02114. Tel: (617) 523-1439. Pres. & Sales Mgr.: William Blotnick.
- Models:** 12 portable, \$14.95-\$99.95.
- Delmonico Int'l Corp., 50-35 56 Rd., Maspeth, N.Y. 11378. Tel: (212) 392-7100. Pres.: Raymond J. Gincavace; VPs: Frank Durando, Hy Foster, Irving Murray; Adv. Dir.: Milton M. Kaye.
- Models:** 3 portable, \$22.95-\$219.95; portable with TV, \$219.95; 31 console \$69.95-\$319.95; 4 console with TV, \$179.95-\$409.95.
- Discomatic Inc., 640 S. Second St., Plainfield, N.J. 07060. Tel: (201) 754-8844. Pres.: M. Phipps; VP, Gen. Mgr. & Adv. Dir.: Jack Najork.
- Model:** 1 portable, \$225.
- Dumont (div. of National Union Electric Corp.), PO Box 1157, Cummings Point, Stamford, Conn. 06904. NYC Tel: (212) 993-4300. (See Emerson).
- Models:** 2 console, \$1,095.
- Dynavox Electronics Corp., 40-05 21 St., Long Island City, N.Y. 11101. Tel: (212) ST 6-3770. Pres.: Joseph Dworkin.
- Models:** 15 portable, \$17.95-\$139.95; 6 table, \$44.95-\$219.95.
- Electone (see Electron).
- Electra Radio Corp., 75 New Hook Rd., Bayonne, N.J. 07002. NYC Tel: (212) 675-7640. Pres.: Richard Beda; Sales Mgr.: Ralph Setton; Adv. Dir.: Edward Beda.
- Models:** 6 portable, \$19.95-\$49.95.
- Electro-Brand Inc., 210 W. Chestnut St., Chicago, Ill. 60610. Tel: (312) 944-5460. Pres.: Samuel Dry; Sales Mgr. & Adv. Dir.: Richard Ettelson.
- Models:** 4 portable, \$12.95-\$39.95.
- Electrohome Ltd., 919 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 787-7750. Contact: Oscar Kalov.
- Home office:** Canada.
- Models:** 7 portable, \$24.95-\$99.95; 6 table, \$119.95-\$249.95; 28 console, \$279.50-\$1,495.
- Electron Ents., 6645 W. Stanley Ave., Berwyn, Ill. 60402. Tel: (312) BI 2-2636. Pres.: J. Cimfe; VP: R. Stauber; Sales: J. R. Cimfe.
- Models:** 12 portable, \$12.95-\$89; 3 table, \$79; 5 console, \$99-\$179.
- Brand name:** Electone.
- Electrophone (see Morse).
- Emerson Television & Radio Co. (div. of National Union Electric Corp.), PO Box 1157, Cummings Point, Stamford, Conn. 06904. NYC Tel: (212) 993-4300. VP Sales: John P. Ryan; VP Opns.: Harvey Tullo.
- Models:** 13 portable, \$17.95-\$129.95; 3 table, \$79.95-\$129.95; 15 console, \$169.95-\$750.
- Brand name:** Emerson.
- Affiliated brands:** DuMont, Pilot.
- Europhon (see Sterling Hi-Fidelity).
- Fisher Radio Corp., 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Pres.: Avery Fisher; VP Mktg.: James J. Parks; Sales Mgr.: Harry Norman; Int'l: Ben Buxton.
- Models:** 3 portable, \$299.95-\$349.95; 5 table, \$199.95-\$449.95; 35 console, \$399.95-\$2,500.
- General Electric Co., Radio Receiver Dept., 1001 Broad St., Utica, N.Y. 13501. Tel: (315) 798-7011. Gen. Mgr.: J. S. Chamberlin; Mktg. Mgr.: R. T. Gralton.
- Main Branch for Audio Prods.:** Decatur, Ill., 2200 N. 22 St. Zip: 62525. Tel: (217) 429-2921. Gen. Mgr.: J. L. Hunter; Sales: J. Enggaard.
- Grommes-Precision (div. of Precision Electronics Inc.), 9101 King St., Franklin Park, Ill. 60131. Tel: (312) 678-5350. Pres.: & Adv. Dir.: William S. Grommes; VP: Albert A. Hart; Sales Mgr.: William Stow.
- Models:** 1 table, \$199.95; 4 console, \$1,750-\$2,059.
- Grundig Electronic Inc., 355 Lexington Ave., New York, N.Y. 10017. Tel: (212) 661-2020. Pres.: William B. Keepin; Sales Mgr.: Kenneth Emmer.
- Models:** 2 table, \$69.95-\$119.95; 15 consoles, \$269.95-\$1,200.
- Guild Radio & TV Corp., 460 N. Eucalyptus Ave., Inglewood, Calif. 90302. Tel: (213) OR 8-7771. Pres. & Sales Mgr.: Lou Dolgin.
- Models:** 1 table, \$219.50; 3 console, \$599.95-\$799.
- Heritage Int'l Trading, 1330 Stuyvesant Ave., Union, N.J. 07083. Tel: (201) 964-1330. Pres.: Allen Mogull; Gen. Mgr.: Robert Rothschild.
- Models:** 6 portable, \$21.95-\$76.95.
- Hitachi Sales Corp., 48-50 34 St., Long Island City, N.Y. 11101. Tel: (212) 361-3090. Pres.: E. Matsumura; Mktg. Dir.: Morton Schwartz; Nat'l Sales Mgr.: Gene Schillinger.
- Branches:** Los Angeles, Calif., 1830 W. Olympic Blvd. Zip: 90006. Tel: (213) 385-0465—Honolulu, Hawaii, 743-G Waiakamilo Rd. Zip: 96817. Tel: (808) 810-431—Chicago, Ill., 333 N. Michigan Ave. Zip: 60601. Tel: (312) 726-4572.
- Models:** 2 portable, \$24.95-\$29.95.
- Industrial Suppliers Co., 755 Folsom St., San Francisco, Calif. 94107. Tel: (415) 781-3030. Partners: James & C. C. Chiang; Nat'l Sales Mgr.: C. W. Hancock; Nat'l Mktg. Dir.: Al Barsimanto.
- Model:** 1 portable, \$49.95.
- Brand name:** Crown.
- Juliette (see Topp).
- K L H Research & Development Corp., 30 Cross St., Cambridge, Mass. 02139. Tel: (617) 491-5060. Pres.: R. H. Elman; Mktg. Mgr.: Fred Goldstein.
- Models:** 1 portable, \$200; 6 table, \$200-\$430.
- Lemart (see Martel).
- Lion Electronics Corp., 194 S. Eighth St., Brooklyn, N.Y. 11211. Tel: (212) 387-8070. Pres.: Jack Kahan.
- Brand name:** Stereo Prinz.
- M P Audio Corp., Fairfield, Conn. 06430. Tel: (203) 268-2385. Pres.: M. Paneyko.
- Models:** 1 table, \$250; 1 console, \$1,600.
- Magnavox Consumer Electronics Co., 270 Park Ave., New York, N.Y. 10017. Tel: (212) YU 6-0055. Pres.: George H. Fezel; VP Sales: James A. Egan.
- Models:** 14 portable, \$19.90-\$249.90; 44 console to \$850, Imperial line to \$1,050.
- Major Electronics Corp., 649 39 St., Brooklyn, N.Y. 11232. Tel: (212) 854-2100. Pres.: M. V. Lane; VPs: Steve & Bill Lane; Gen. Mgr.: S. Smolen; Sales Mgr.: Jack Mandell.
- Models:** 16 portable, \$17.95-\$199.95; 2 console, \$89.95-\$109.95.
- Brand names:** Major, Marjorette, Royal York.
- Marjorette (see Major).
- Mar/Lin (see Mar-Lin).
- Mar-Lin Radio Corp., 45 W. 27 St., New York, N.Y. 10001. Tel: (212) 686-8630. Pres.: Morris Dweck; Sales Mgr.: Elliott Dweck; Adv. Dir.: Jack Turzi.
- Branch:** Los Angeles, Calif., 1515 Santee St. Zip: 90015. Tel: (213) 749-3219. Contact: Jack Wellington.
- Models:** 3 portable, \$19.95-\$39.95.
- Brand names:** Mar/Lin, Starfire.
- Marque Music Inc., 3040 Hennepin Ave., Minneapolis, Minn., 55408. Tel: (612) 827-3781. Pres.: E. W. Savoie.
- Models:** 4 console, \$399-\$514.90.
- Martel Electronic Sales Inc., 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 479-4491. Pres.: David Krechman; Sales Mgr.: George Rose.
- Branches:** Chicago, Ill., 5415 N. Lincoln. Zip: 60625. Sales Mgr.: H. Freedberg—New York, N.Y., 1199 Broadway. Zip: 10001. Tel: (212) 684-5452. Sales Mgr.: M. Eisenberg.
- Brand names:** Uher, Rotel, Autosonic, Lemart.
- Mastercraft Electronics Corp., 149 Fifth Ave., New York, N.Y. 10010. Tel: (212) 989-4500. Pres. & Sales Mgr.: James Farnell.
- Models:** 4 portable, \$19.95-\$49.95; 3 table, \$99.95-\$179.95.
- Masterwork (see Columbia).

Matsushita Electric Corp. of America (Panasonic), 200 Park Ave., New York, N.Y. 10017. Tel: (212) 973-5700. Cable: MECAYORK. Pres.: K. Isomura; VP Consumer Sales: Ray Gates; Adv. Dir.: Russell W. Johnson.
Models: 10 portable, \$24.95-\$125; 3 console, \$139.95-\$299.95; 3 console, \$199.95-\$269.95.
Brand name: Panasonic.

Midland Int'l Corp., 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) VI 2-0511. Pres.: Edward L. Benson; Sales Mgr.: Jack M. Lose; Adv. Dir.: Robert L. Caldwell.
Models: 5 portable, \$14.95-\$34.95.

Morse Electro Prods. Inc., 92-00 Atlantic Ave., Ozone Park, N.Y. 11416. Tel: (212) 441-6600. Pres.: Phillip S. Morse; VP: David Cole; Adv. Dir.: Gerald Wisset.
Models: Console and compact.
Brand names: Morse, Electrophonic.

Motorola Consumer Prods. Inc., 9401 W. Grand, Franklin Park, Ill. 60131. Tel: (312) GL 1-1000; Chicago Tel: (312) NA 5-6000. Exec. VP & Gen. Mgr.: A. L. Reese; Ass't Gen. Mgr.: Edward P. Reavey Jr.; Home Entertainment Prods. Mgr.: C. V. Phillips; Personal Electronics Mgr.: Charles W. Kepler; Mktg. Dir.: Art Schnipper Jr.; Dist'n Mgr.: Robert Warren; Adv. Dir.: R. G. Farris; PR Mgr.: Ralph Jones.
Models: 13 portable, \$19.95-\$349.95; 20 console, \$199.95-\$795.

N A C O (see North American Foreign Trading).
 NordMende (see Sterling Hi-Fidelity).

North American Foreign Trading Corp., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-5400. Pres.: Maurice Lowinger; Sales Mgr. & Adv. Dir.: Andy Lowinger.
Models: 8 portable, \$9.95-\$99.
Brand names: North American, NACO.

Nuvox Electronics Corp., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-2110. Pres.: Edmond Sassoon; Sales Mgr.: Abe Liniado.
Models: 5 portable, \$24.95-\$59.95.

Olympic Radio & Television Sales Corp. (div. of Lear Siegler), 2 Pennsylvania Plaza, New York, N.Y. 10001. Tel: (212) 564-5300. Pres.: Harry Kane; Sales Mgr.: Ralph M. Kaufmann; Adv.: Tufine & Co., 280 Park Ave., New York, N.Y.
Models: 4 portable, \$19.95-\$129.95; 2 table, \$139.95-\$199.95; 15 console, \$139.95-\$369.95.

Packard Bell Electronics, 12333 W. Olympic Blvd., Los Angeles, Calif. 90025. Tel: (213) 272-6141. Pres.: Dr. W. B. Sell; Exec. VP: N. H. Carozzi; VP & Mktg. Dir.: Home Prods. Div.: W. J. Horn; Mdsq. Servs. Dir.: W. T. Reedy; Gen. Sales Promo. Mgr.: C. J. Foster.
Models: 2 table, \$169.95-\$349.95; 26 console, \$249.95-\$900.
Brand name: Matsushita).

Panasonic (see Matsushita).

Peerless Telerad Inc., 162 Fifth Ave., New York, N.Y. 10010. Tel: (212) 255-2808. Pres.: Harvey Dyer.
Branch: Chicago, Ill., 62 E. 13 St. Zip: 60605.
Models: 4 portable, \$29.95-\$49.95; 3 table, \$79.95-\$179.95.
Brand name: Peerless.

Penncrest (see Wells-Gardner).

Peter Pan (see TeleTone).

Philco-Ford Corp. (div. of Ford Motor Co.), "C" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-6491. Pres.: Robert E. Hunter; VP Int'l Div.: W. S. Bopp.
Int'l branches: Argentina, Brazil, Canada, Italy, Mexico.
Models: 17 portable & table, \$13.95-\$229.95; 11 console, \$200-\$700.

Pilot Radio-Television Corp. (div. of National United Electric Corp.), 600 Monmouth St., Jersey City, N.J. 07302. Tel: (201) 795-3232. (See Emerson).
Models: 3 table, \$149.95-\$349.95; 6 console, \$299.95-\$599.95.

R C A Sales Corp., 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000. Bd. Chm.: Bryce S. Durant; Pres.: Donald P. Dickson; VP Prod. Mgmt.: R. W. Hanselman; VP Adv. Servs.: D. E. Daly; VP Sales: R. J. O'Neil; VP Dist. Opns. Servs.: J. L. Albers; Public Affairs Mgr.: H. L. Atkinson.
Models: 21 portable, \$19-\$240; 33 console, \$130-\$800.

Radiomaster Inc., 1314 Blondell Ave., Bronx, N.Y. 10451. Tel: (212) 824-6300. Pres.: Aaron Igal; Gen. Mgr. & Adv. Dir.: Henry Fogel.
Models: 11 portable, \$14.95-\$129.95; 4 table, \$59.95-\$129.95; 18 console, \$99.95-\$399.95.

Rheem Califone (div. of Rheem Mfg. Co.), 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: C. E. Phillips; VP Mktg.: I. C. Klein; Adv. Mgr.: Geri Langsner.
Models: 20 portable, \$65.50-\$252.

Ross Electronics Corp., 2834 S. Lock St., Chicago, Ill. 60608. Tel: (312) 376-9600. Telex: 253316. Pres.: Samuel Ross; Nat'l Sales Mgr.: Bernard Leavitt; Adv. Dir.: Samuel H. Levin.
Models: 6 portable, \$29.95-\$64.95.

H. H. Scott; Pres.: V. H. Pomper; VP Mktg.: W. F. Glaser.
Models: 11 table, \$270-\$530; 10 console, \$500-\$1,010.
Brand name: Scott.

Seeburg Corp. (sub. of Commonwealth United Corp.), 1500 N. Dayton St., Chicago, Ill. 60622. Tel: (312) 642-0800. Pres. Seeburg Sales: William F. Adair.
Models: 1 console.
Brand name: Seeburg Gem.

Selectron Int'l Co. Inc., 4215 W. 45 St., Chicago, Ill. 60632. Tel: (312) 254-7900. Pres.: Nicholas Milovac; Sales Mgr.: John Mikulski; Sales Promo. Mgr.: Robert S. Stein.
Branches: Los Angeles, Calif.; Miami, Fla.; New York, N.Y.; Dallas, Tex.
Models: 44 portable, \$12.95-\$359.95; 3 table, \$119.95-\$229.95.
Brand name: AIWA.

Sharp Electronics Corp., 178 Commerce Rd., Carlstadt, N.J. 07072. Tel: (201) 933-4200. Pres.: A. Saeki; VP Sales: Gene Gold.
Home office: Japan, Hayakawa Electric.
Models: 3 portable, \$29.95-\$39.95.

Silvertone (see Warwick).

The Singer Co., 30 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) LT 1-4800. Home Entertainment Prod. Mgr.: Mel Hunger.
Models: 4 portable, \$29.95-\$99.95; 2 table, \$139.95-\$299.95.

Sonora Corp. of America, 130 Cedar St., New York, N.Y. 10006. Tel: (212) CO 7-9070. Pres.: Edwin Antin; Nat'l Sales Mgr.: Hiram W. Jones.
Models: 11 portable, \$14.95-\$99.95; 4 console, \$129.95-\$279.95.

Starfire (see Mar-Lin).

Stereo Prinz (see Lion).

Sterling Hi-Fidelity Inc., 22-20 40 Ave., Long Island City, N.Y. 11101. Tel: (212) 361-8989. Pres.: Louis Silver; VP: Robert Silver; Nat'l Sales Mgr.: Jack Passero.
Models: 8 portable, \$49.95-\$249.95; 5 table, \$39.95-\$149.95; 3 console, \$199.95-\$499.95.
Brand names: NordMende, Europhon.

Swinger Stereo 70 (see Cheeseboro).

Swingster (see Channel Master).

Sylvania Home Entertainment Electronics, 700 Elliott Ave., Batavia, N.Y. 14020. Tel: (716) 343-3470. PR Mgr.: Ralph W. Emerson Jr.
Home office: New York, N.Y., Sylvania Electric Prods., Inc., 730 Third Ave. Zip: 10017. Tel: (212) 551-1409. Pres.: Gene K. Beare; VP PR: Herbert C. Johnson Jr.
Models: 11 portable, \$99.95-\$299.95; 40 console, \$169.95-\$995.

Symphonic Radio & Electronic Corp., 470 Park Ave. S., New York, N.Y. 10016. Tel: (212) 889-6800. Pres.: Max J. Zimmer; Exec VP: T. Q. Fisher; Sales Mgr.: J. Klivans; Adv. Dir.: Peter J. Morahan.
Models: 14 portable, \$16.95-\$179.95; 14 console, \$99.95-\$399.95.

TeleTone Co. Inc., 444 S. Ninth Ave., Mount Vernon, N.Y. 10550. Tel: (914) OW 9-2100. Pres. & Gen. Mgr.: Isidore Rothman; VP, Sales Mgr. & Adv. Dir.: Milton C. Perlmutter.
Models: 13 portable, \$12.95 & up; 2 table, \$99.95.
Brand names: TeleTone, Peter Pan.

Telefunken Sales Corp., South St., Roosevelt Field, Garden City, L.I., N.Y. 11530. Tel: (516) 741-1390. Pres.: Eric Zwarg; Nat'l Sales Mgr. & Adv. Dir.: Mort Tillman.
Models: 1 portable, \$149.95; 1 table, \$199.95; 7 console, \$249.95.

Telex-Phonola (see Waters-Conley).

Topp Electronics Inc., 4201 N.W. 77 Ave., Miami, Fla. 33166. Tel: (305) 887-6201. Pres.: Louis Topp; Sales Mgr.: Charles Kates; Adv. Dir.: Selwyn Kent.

Models: 6 portable, \$29.95-\$89.95.
Brand name: Juliette.

Truetone (see Wells-Gardner).

Uher (see Martel).

V-M Corp., 305 Territorial Rd., Benton Harbor, Mich. 49022. Tel: (616) 925-8841. Pres.: Victor A. Miller; Mktg. Mgr.: M. B. Cain; Export Sales Mgr.: Merce Fisher; Adv. Mgr.: K. E. Markel.
Models: 8 portable, \$29.95-\$269.95; 2 table, \$139.95-\$199.95; 11 console, \$149.95-\$925.
Brand name: Voice of Music.

Vanity Fair Electronics Corp., 170 Michael Dr., Syosset, N.Y. 11791. Tel: (516) WA 1-4500. Pres.: Marvin J. Frank; VP: Stanley Cohen.
Models: 12 portable, \$19.95-\$99.95; 3 table, \$99.95-\$129.95.

Viscount (see Consolidated).

Voice of Music (see V-M).

Warwick Electronics Inc., 7300 N. Lehigh, Chicago, Ill. 60648. Tel: (312) 774-6400. Pres.: Glenn Evans; VP: David Eberly; VP Mktg.: Robert Guntz; Prod. Mgrs.: (portable & table) Bob Kapsaris, (console) Wilbur J. Hampel.
Models: 9 portable, \$39.95-\$149.95; 3 table, \$199.95-\$299.95; 26 console, \$129.95-\$695.
Brand name: Silvertone.

Waters-Conley Co., 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 944-5125. Pres.: Herbert M. Greenspan; Sales Mgr. & Adv. Dir.: Edward Boba; Dist. Sales Mgr.: Larry Greenberg.
Models: 13 portable, \$19.95-\$139.95; 4 table, \$99.95-\$179.95; 13 console, \$104.95-\$309.95.
Brand name: Telex-Phonola.

Webcor (see Consolidated).

Wells-Gardner Electronics Corp., 2701 N. Kildare Ave., Chicago, Ill. 60639. Tel: (312) AL 2-8220. Pres.: Grant Gardner; Exec. VP & Gen. Mgr.: A. S. Wells Jr.; Sales Mgr.: Allan Gardner.
Brand names: AMC, Bradford, Catalina, Coronado, Penncrest, Truetone.

Westinghouse Electric Corp., Portable Electronics Div., Edison, N.J. 08817. Tel: (201) 287-2000. Div. Mgr.: W. A. Coates; Mktg. Mgr.: C. W. Daigneault; Eng'g Mgr.: Irving Lempert.
Models: 10 portable, \$19.95-\$99.95; 2 table, \$99.95-\$139.95.

Zenith Sales Co. (div. of Zenith Radio Corp.), 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-5000. Cable: ZENITHRAD. Pres.: Walter Fisher; VP Sales Mgr.: J. Dougherty; VP Adv.: Gordon G. Hurt; PR Dir.: W. A. Nail.
Models: 12 portable, \$19.95-\$279.95; 24 console, \$199.95-\$800.

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ARGENTINA

POPULATION: 23,000,000.

PER CAPITA INCOME: \$560.

RATE OF EXCHANGE: \$1 (US) 350 pesos.

NO. OF HOMES WITH RECORD PLAYERS: 3,000,000.

HOLIDAYS: January 1, Good Friday, May 1 (Labor Day), Carnival Monday & Tuesday (40 days before Easter), May 25 (Anniversary of the 1810 Revolution), June 20 (Flag Day), July 9 (Independence Day), October 12 (Discovery of America), December 25, and important Christian holidays.

RADIO STATIONS: 90 commercial; 1 government; 6 FM.

Type of programming: 85% music—55% recorded, 45% live; 85% popular, 15% classical.

No. of radios: 6,200,000.

TV STATIONS: 30—1 government, 29 commercial.

Type of programming: Musicals, shows, sports, series.

No. of sets: 1,600,000.

RECORDS:

Records sold domestically: LP's 1968—5,300,000 units, \$11,400,000; 1967—4,000,000 units, \$12,000,000. EP's 1968—1,400,000 units, \$1,500,000; 1967—1,200,000 units, \$1,860,000. Singles 1968—7,000,000 units, \$5,300,000; 1967—5,000,000 units, \$5,250,000.

Records imported from USA (CIF): 1968—\$95,671; 1967—\$92,424.

Records exported to USA (FOB): 1968—4,500 units, \$6,500; 1967—8,082 units, \$8,702.

Average retail price per record: LP's—\$3.20; EP's—\$1.70; Singles—\$1.15.

Stereo sales: 4% of total.

Record club sales: 1% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-dealer.

Type of promotion: Broadcasting, disc jockey programs, magazine & newspaper advertising.

Jukeboxes: 1,000.

TAPE:

Market: This is a very new market in this country. Approximately 25,000 auto cartridge players are in use and 5,500 home models. It is estimated that sales of 8-track cartridge units have so far reached 190,000 and 4-track units, 220,000. There are practically no sales of open reel.

Average retail price per tape: 8-track cartridge—\$9; 4-track cartridge—\$8; cassette—\$6.55.

Type of distribution: The only type of distribution is from manufacturer-to-dealer.

Import/Export regulations: There is an import duty of 120% on all tapes. Ruben Machado

● record manufacturers

Ala-Nicky (see BGM-Magenta).

Ariel (see Famous).

B G M (see BGM-Magenta).

B G M-Magenta Jose Bonifacio 477, Buenos Aires. Tel: 921-3413. Pres.: Fernando Luis Labrana; Dir.: Rodolfo Enrique Ghiso; Pop A&R & Pub.: Rodolfo M. Del Villar; Classical A&R: Adalberto Levi Hambrá; Sales Mgr.: Oscar Kirovsky.

Labels: BGM, Magenta, Galatea, Ala-Nicky, Guaira, Regina.
Int'l labels represented: Chant du Monde (France), Fonior (Belgium), Hed-Arzi (Israel), Manu (Norway), Metronome (USA), Quality (Canada), Sobedi (Belgium), Sonet (Sweden), Super-tone (Germany), Tempo (Germany), Tono (Denmark), Transatlantic (UK).

Belter, Sarmiento 1721, Buenos Aires. Tel: 40-7464. Pres.: Javier Naves Aguilar; VP: Jose Naves Aguilar; Promo.: Marga Hopkins.

C B S Columbia, Paraguay 1583, Buenos Aires. Tel: 42-1201. Cable: COLRECORD. Gen. Mgr.: Harold Morris; Pop A&R: John Lear; Classical A&R: Andres Astorga; Sales Mgr.: Luis Aguado; Pub. & Adv.: Renee Mirza; Promo. Mgr.: Hugo Piombi; Promo.: Jorge Appel.
Labels: CBS, Orfeo.

Int'l labels represented: CGD (Italy), Ricordi (Italy), Astarte-Europe (Spain).
Tape: cartridge 4- & 8-track. (SEE ADVERTISE-
MENT)

Calesita (see Surco).

Coleccion Musical (see Industrias Electricas y Musicales Odeon).

Dial, Pasteur 341, Buenos Aires. Tel: 47-0145. Mgrs.: C. L. Tealdo Alizieri & Cesar A. Divaga; Adv. & Promo. Mgr.: Pablo Rossi.
Int'l labels represented: Accent, GNP Crescendo, Mainstream, Time (all USA).

Disc Jockey, Pedro Goyena 70-72, Buenos Aires. Tel: 92-7700. Pres.: Manuel Rodriguez Luque; VP: Tata Rodriguez Luque; Sales Mgr.: Ricardo Portela; Pub. Mgr.: Roberto Quirno; Promo.: Haydee G. de Araya.

Int'l labels represented: Barclay (France), CEM (Spain), Carossello (Italy), Continental (Brazil), Chantecler (Brazil), El Virrey (Peru), Fonograma (Spain), Italdisc (Italy), Major Minor (UK), Riviera (France), Sesion (Spain), Tempo (Spain).
Tape: cartridge 4- & 8-track.

E M I Suppliers South American, Mendoza 1660, Buenos Aires. Tel: 73-0051/3. Mgr.: Juan Carlos Menna; A&R Mgr.: Ramon Villanueva; Sales Mgr.: Oscar Fabri.

Labels: EMI, Parlophone.
Int'l labels represented: A&M (USA), Amy (USA), Bell (USA), Black Pearl (USA), Blue Note (USA), Capitol Mexicana (Mexico), Deram (USA & UK), Dunhill (USA), Equinox (USA), Fantasy (USA), Harvest-Ember (UK), Immediate (UK), Imperial (USA), Jab (USA), Kanwic (USA), Liberty (USA), MCA (UK), Mala (USA), Minaret (USA), Pacific Jazz (USA), Plantation (USA), Regal Zonophone (UK), SSS Int'l (USA), Soul City (USA), United Artists (USA), Vogue (France), Viva (USA), White Whale (USA), World Pacific (USA), Zapple (UK).

Epic, Sarmiento 765, Buenos Aires. Tel: 42-1201. Gen. Mgr.: Douglas Taylor.

Int'l labels represented: Artone (Netherlands), Barnaby (USA), Caedmon (USA), Cotique (USA), Encore (USA), MTA (USA), Musicor (USA), Ode (USA), Okeh (USA), Old Town (USA), Palette (Belgium), Phil-L.A. of Soul (USA), Plaza (Brazil), Rojac (USA), Sondor (Uruguay), Sonoradio (Peru).
Tape: International Magne-Tape (USA).

Famous, Venezuela 4131, Buenos Aires. Tel: 93-2651. Cable: FAMOUS. Gen. Mgr.: I. W. Morris; Mgr.: Jorge Santagatti; Promo.: Dora Greene.
Label: Ariel.

Int'l labels represented: EMI (UK), Fonograma (Venezuela), Imperial (Brazil), Musidisc (Brazil), Nilser (Brazil), Pathe-Marconi (France), Tropical (Colombia).

Fania Arenales 1875, 8th piso, Buenos Aires. Tel: 44-8825 (Distributed by Trova).

Fans (see Surco).

Fermata, San Martin 640, Buenos Aires. Tel: 31-9330. Pres.: Enrique Lebendiger & Mauricio Brenner; Mgr.: Gerardo Grassi.

Int'l labels represented: AZ (France), Ariston (Italy), CMS (Italy), Clan (Italy), Class (Uruguay), Fonit-Cetra (Italy), GTA (Italy), Inter (Italy), Jaguar (Italy), Momo (Brazil), RGE (Brazil), Shot (USA), Style (Italy).

Galatea (see BGM-Magenta).

Guaira (see BGM-Magenta).

Industrias Electricas y Musicales Odeon, Mendoza 1660, Buenos Aires. Tel: 49-6651. Cable: TURNTABLE. Gen. Mgr.: Edward Hinsley; Mgr.: George W. Ferguson; Comm'l. Dir.: Enrique Rosso; Pop A&R: Jose Angel Rota; Classical A&R: Denis Dunn; Int'l A&R: Miguel Scaglia; Sales Mgr.: Pascual D'Agostino; Adv. Mgr.: Domingo A. Ramos; Pub. Mgr.: Juanito Belmonte; Promo.: Julio Garcia.
Labels: Odeon, Odeon Pops, Pop, Coleccion Musical.

Int'l labels represented: Apple (UK), Capitol (USA), Carisch (Italy), Codiscos (Colombia), Columbia (Italy), Cubarimpex (Cuba), London (UK), Toshiba (Japan), Voce del Padrone (Italy).

Magenta (see BGM-Magenta).

Marpar (see Ver-Clark).

Martin Fierro (see Ver-Clark).

Microfon, Lavalle 1759, Buenos Aires. Tel: 49-6128. Pres. & Gen. Mgr.: Mario R. Kaminsky; VP: Int'l A&R Mgr.: Norberto Kaminsky; Pop A&R Mgrs.: Horacio Malvicino & Atilio Stampone; Sales Mgr.: Edmundo Calcagno; Promo.: Hernan Rapela.

Int'l labels represented: Audio Fidelity (USA), Bang (USA), Buddah (USA), Cadet (USA), Checker (USA), Chess (USA), Karate (USA), Seeco (USA).
Tape: cartridge 4- & 8-track.

Music Hall (see Sicamericana).

Neptuno (see Ver-Clark).

Odeon (see Industrias Electricas y Musicales Odeon).
Odeon Pops (see Industrias Electricas y Musicales Odeon).

Opus (see Surco).

Orfeo (see CBS Columbia).

Parlophone (see EMI Suppliers).

Philips (see Phonogram).

Phonogram, Moreno 2038, Buenos Aires. Tel: 47-3622. Gen. Mgr.: Hugo Persichini; Pop A&R: Santos Lipesker; Sales Mgr.: Americo Severini; Pub. & Adv.: Alfredo Zucotti; Promo. & PR Mgr.: Tomas O'Connell; Promo.: Alfredo Luetgebewer.

Labels: Philips, Polydor.

Int'l labels represented: Archiv (Germany), Atco (USA), Atlantic (USA), DGG (Germany), Disneyland (USA), Elektra (USA), Kama Suira (USA), Karussell (UK), MGM (USA), Mercury (USA), Polydor (Germany & UK), Tetragrammaton (USA), Verve (USA), Vista (USA), Volt (USA).
Tape: cassette.

Polydor (see Phonogram).

Pop (see Industrias Electricas y Musicales Odeon).

Prodisa, Thames 2472, Buenos Aires. Tel: 72-1862.

Gen. Mgr.: Jorge Cesar Esperon; Sales Mgr.: Facundo J. Martinez; Sales: Luis Pissolito; Import/Export Mgr.: Ian Wilson; Promo.: Guillermo Gimenez.

Labels: Prodisa, Tonodisc.

Int'l labels represented: Command, 20th Century-Fox, Westminster, Project 3, ABC, Monument (all USA).
Tape: cassette.

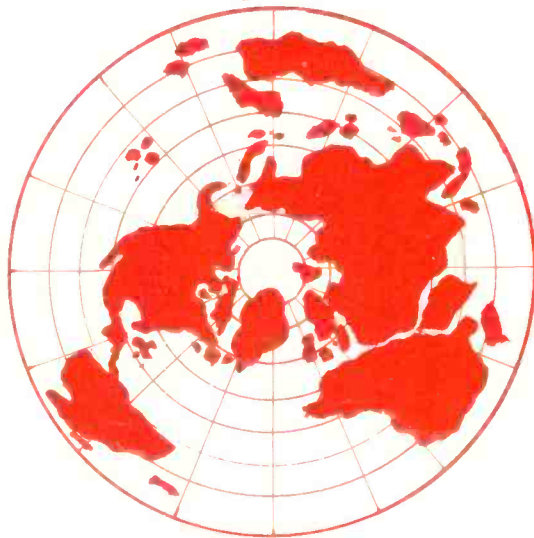
R C A Camden (see RCA Victor).

R C A Victor, Paroissien 3960, Buenos Aires. Tel: 70-4171. Pres.: Robert F. Cook; Gen. Mgr.: Adolfo Pino; A&R Pop Mgr.: Mario Osmar Pizzurro; Sales Mgr.: Manuel Silva; Classical-Jazz-Local Repertory Mgr.: Aquiles Iacometti; Pub. & Adv.: Carlos A. Garbarino; Int'l A&R: Ulises Granito & Francisco Azzaritto; New Artists Mgr.: Jacko Zeller & Jose Finkel; Promo.: Jorge A. Zeron.

Labels: RCA Victor, RCA Camden, Vik, Victrola.
Int'l labels represented: BT Puppy (USA), Colgems (USA), Groove (USA), Jubilee (USA), Mon-filla (USA & Spain), Sonolux (Colombia), Sta (Peru), Tamla-Motown (USA).
Tape: B-track cartridge.

continued on page 256

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Sanjurjo
Tel: 722-3441

SPAIN

Rafael Revert Martinez
Ponzano 26
Madrid 3
Tel: 222.1181

SWEDEN

Kjell E. Genberg
c/o Jaderius
Gotgatan 91B
Stockholm 50

SWITZERLAND

Robert Treichler
Staffelstrasse 8
Ch 8003
Zurich

UNITED KINGDOM

Mike Hennessey
7 Welbeck St.
London W.1
Tel: 486-5971

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Eleazar Lopez C.
Avenida Paraiso
Qta. Triana, San Bernardino
Caracas
Tel: 55-17-33

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Balkanska 30
Belgrade

continued

Regina (see BGM-Magenta).
Sicamericana (SACIFI), Jose E. Uriburu 40, Buenos Aires. Tel: 46-9807. Pres.: Nestor Selasco; VP: Luis Calvo; Pop A&R Mgr.: Jose Carli; Sales Mgr.: Ricardo Taverna; Pub. & Adv. Mgr.: Jorge Montes; Promo. Mgr.: Roque Yacomio; Protho: Elsa Ferreyra.
Label: Music Hall.
Int'l labels represented: Alshire Int'l (USA), Copacabana (Brazil), Demon (Chile), Dot (USA), Durium (Italy), Erato (France), Festival (France), Hispavox (Spain), Musart (Mexico), Peerless (Mexico), Pye (UK), Reprise (USA), Roulette

(USA), Vanguard (USA), Warner Bros.-Seven Arts (USA).
Tape: cassette, 4- & 8-track cartridge (Music Hall). (SEE ADVERTISEMENT)
Surco, Tucuman 439, Buenos Aires. Tel: 32-0123. Gen. Mgr.: Atilio Suva; Pop A&R: Enrique Iriberrí; Sales Mgr.: Atilio Suva; Promo.: Carlos Bruno.
Labels: Calesita, Opus, Fans.
Int'l labels represented: Athena (USA), Elite Special (Switzerland), Evolution (USA), Family-Request (USA), Stereo-Dimension (USA), Vox (USA).
Tolima, Montevideo 1178, Buenos Aires. Tel: 41-8573. Gen. Mgr.: Stanko Jerebic; Mgr. & Pop

A&R: Antonio Munoz Alvarez; Promo.: Hector Paz.
Int'l labels represented: Equipe (Brazil), La Discoteca (Colombia), Victoria (Venezuela).
Tonodisc (see Prodisa).
Trova, Corrientes 2434, Buenos Aires. Tel: 49-9996. Gen. Mgr.: Jorge Calandra; Mgr.: Alfredo Silvertstein; Pop A&R Mgr.: Alfredo Radoszynsky. Labels: (owned) Trova; (distributed) Fania.
Int'l labels represented: Concertdisc (USA), Contemporary (USA), Counterpoint (USA), Elenco (Brazil), Esoteric (USA), Folkways-Scholastic (USA), Good Time Jazz (USA), Scepter (USA).
Ver-Clark Fonografica, Chile 1529, Buenos Aires. Tel: 38-0821. Gen. Mgr.: Juan Carlos Calvo; Pop A&R, Pub., Adv. & Promo. Mgr.: Miguel J. F. Benitez; Sales Mgr.: Mario Rotmann. Labels: Neptuno, Marpar, Martin Fierro.
Int'l labels represented: Marfer (Spain), Chaco Boreal (Paraguay).
Victrola (see RCA Victor).
Vik (see RCA Victor).

● music publishers

Acorde (Ed.), see EDAMI.
Ansa, Montevideo 174, Buenos Aires. Tel: 45-7308. Gen. Mgrs.: Oscar Anderle & Mr. Sandro.
Canciones del Mundo, see Julio Korn (Ed.).
Clanort, Tucuman 1449, Buenos Aires. Gen. Mgr.: Palito Ortega & Oscar Sanders.
Int'l firms represented: RCA (Spain), Belter (Spain), Zafiro (Spain), Musicor (Germany).
Connolly Argentina, see Julio Korn (Ed.).
E D A M I—Editorial Argentina de Musica Internacional (SADAIC), Lavalle 1494, Buenos Aires. Tel: 40-1633. Gen. Mgr.: Juan Carlos Protocchini.
Affiliate: Ed. Acorde.
Int'l firms represented: EMI (Mexico), Musica del Mundo (Spain), Peer (USA), Semi (France), Southern (Italy, USA & UK).
Europa (Ed.), see Julio Korn (Ed.).
Fermata (Eds. Internacionales) (SADAIC), San Martin 640, Buenos Aires. Tel: 31-9330. Pres.: Enrique Lebendiger & Mauricio Brenner; Gen. Mgr.: Gerardo Grassi.
Int'l firms represented: Fermata (Brazil, Uruguay, Chile, Mexico, Paraguay). (SEE ADVERTISEMENT)
Julio Korn (Ed.), (SADAIC), Belgrano 1478, Buenos Aires. Tel: 37-5061. Pres. & Gen. Mgr.: Ricardo I. Korn; Gen. Prof. Mgr.: Felix Lipeskier.
Affiliates: Canciones del Mundo, Connolly Argentina, Ed. Europa, Latin, Vitale Argentina.
Int'l firms represented: Acuff-Rose (USA), Arc (USA), United Artists (USA), Brambila (Mexico), Walt Disney (USA), MCA (UK), Twentieth Century Music (USA).

continued on page 260

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continued

Lagos (SADAIC), Talcahuano 638, Buenos Aires. Tel: 40-3746. Prés.: R. Lagos.
 Latin, see Julio Korn (Ed.).
 Melograf (SADAIC), Charcas 1422, Buenos Aires. Tel: 44-2854. Gen. Mgr.: John Lear.
 Int'l firms represented: Screen Gems/Columbia Music (USA), Tree (USA).
 Edwin H. Morris S.A. (Ed.) Av. Belgrano 1478, Buenos Aires. Tel: 48-5524. Contact: Felix Lipesker.
 Neumann (SADAIC), Maipu 235, Buenos Aires. Tel: 46-53-43. Gen. Mgr.: Carlos di Liscia.
 Odeon (Ed.), Corrientes 485, Buenos Aires. Tel: 46-0751. Gen. Mgr.: Maria del Carmen de Hajdenwvurcel.
 Int'l firms represented: Beechwood (UK), Pathe-Marconi (France), Voce del Padrone (Italy), Ardmore & Beechwood (USA), Apple Music (UK), Ego Musical (Spain).
 Pirovano (SADAIC), Pasco 1267, Buenos Aires. Tel: 23-0275. Prés.: Laura C. de Pirovano.
 Relay (SADAIC), Parana 236, Buenos Aires. Tel: 46-8702. Gen. Mgr.: Beatriz Luppo.
 Int'l firms represented: EUSA (Peru), Lee Hazlewood (USA), Jobete (USA), E. B. Marks (USA), Musicals Int'l (USA), PMI (France), PPX (USA).

RCA (Brazil, Mexico, Italy), Johnny Rivers (USA), Roosevelt (USA), Trousdale (USA), Universal (Peru).
 Ricordi Americana (SADAIC), Cangallo 1558, Buenos Aires. Tel: 40-9841.
 Universal Films Argentina SA, Cinematografica y Musical, Belgrano 1478, Buenos Aires.
 Int'l firm represented: MCA (USA).
 Vitale Argentina, see Julio Korn (Ed.).

● **supplies & services**
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion de Directores de Orquesta.
 Asociacion de Profesorado Orquestal (APO).
 Asociacion Wagneriana de Buenos Aires, Santa Fe 1243, Buenos Aires.
 Collegium Musicum de Buenos Aires, Libertad 1630, Buenos Aires.
 Corp. Musical Argentina (COMAR), Montevideo 641, Buenos Aires.
 Mozartium Argentino, Rodriguez Pena 1882, Dept. 2, Buenos Aires.
 Sindicato de Musicos.
 Sociedad Argentina de Autores y Compositores de Musica (SADAIC), Lavalle 1547, Buenos Aires.

MUSIC LICENSING ORGANIZATION

Sociedad Argentina de Autores y Compositores de Musica (SADAIC), Lavalle 1547, Buenos Aires.

PRESSING PLANTS

C B S Columbia, Victor Martinez 1824, Ciudadela, Buenos Aires.
 Galvadis, 11 de Setiembre 481, Ciudadela, Buenos Aires.
 Phonogress, Perito Moreno 235, Temperley, Buenos Aires.
 Plastigal, Francisco Bilbao 2248, Buenos Aires.

RECORDING STUDIOS

C B S Columbia, Paraguay 1583, Buenos Aires.
 Constelacion, Belgrano 1666, Buenos Aires.
 Ion, Hipolito Yrigoyen 2512, Buenos Aires.
 Music Hall, Jose E. Uriburu 40, Buenos Aires.
 Odeon, Montaneses 1872, Buenos Aires.
 Philips, Cordoba 1351, Buenos Aires.
 Phonal, Santa Fe 3117, Buenos Aires.
 R C A Victor, Paroissien 3960, Buenos Aires.
 San Martin, Tucuman 451, Buenos Aires.
 T N T, Santa Fe 1050, Buenos Aires.

● **phonograph manufacturer**

Philco-Ford Argentina, Casilla de Correo 39797, Correo Central, Buenos Aires. Tel: 60-2061.
 Pres. & Gen. Mgr.: W. S. Rolston.
 Home office: USA.

AUSTRALIA

POPULATION: 11,928,889.
 PER CAPITA INCOME: \$3,360.
 OFFICIAL RATE OF EXCHANGE: \$1 (US)=\$0.93 Australian.
 NO. OF HOMES WITH RECORD PLAYERS: 5,000,000.
 HOLIDAYS: Jan. 1 (New Year), Jan. 27 (Australia Day), Good Friday, Easter Saturday, Easter Monday, April 25 (Anzac Day), June 16 (Queen's Birthday), Dec. 25-26.
 RADIO STATIONS: 111 commercial; 70 government. 10 are FM.
 Type of programming: Pattern set by Australian Broadcasting Commission followed by most stations: 25% classical, 2.4% light music & 19.2% special musical programs.
 No. of radios: 2,538,040.
 TV STATIONS: 79: 38 government, 41 commercial.
 No. of TV sets: 2,405,135.
 RECORDS (figures represent US currency)
 Records manufactured for domestic & export sale:
 LP's 1968-6,697,000 units, \$37,445,600; 1967-6,679,000 units, \$37,343,900. EP's 1968-3,081,000 units, \$8,613,500; 1967-2,099,000 units, \$5,868,200. Singles 1968-5,296,000 units, \$5,979,300; 1966/67-4,635,000 units.
 Records sold domestically: LP's 1968-6,671,465 units, \$37,302,800. Singles 1968-\$4,968,047 units, \$5,630,590.
 Records imported from USA (FOB): 1968-\$629,891; 1967-\$514,327.
 Records imported from countries other than USA (factory value): 1968-645,031 units, \$363,440.
 Records exported to USA (CIF): 1967-1,650 units, \$2,146.
 Records exported to countries other than USA (factory value): 1968-367,857 units, \$55,640.
 Average retail price per record: LP's-\$5.59; EP's-\$2.80; Singles-\$1.18.
 Stereo sales: 63% of total.
 Record club sales: 20% of total.
 Discounting: Frequent.
 Type of distribution: Manufacturer-to-wholesaler-to-retailer. Rack jobbing is growing; has become prevalent in larger cities.
 Type of promotion: Private broadcasters promote by competitive musical shows; disc jockeys have wide followings. Record companies compete in in-store field; offer incentives to retailers with competition awards.
 Jukeboxes: 3,200.
 TAPE: No information available.
 John P. Monaghan

● **record manufacturers**

A T A, 96 Glebe Rd., Glebe, Sydney, N.S.W., Tel: 68-3372. Mng. Dir.: Kevin Jacobsen. (distributed by Festival).
 Astor Electronics, Astor House, 161-173 Sturt St., South Melbourne, Victoria. Tel: 69-0300. Rec. Div. Mgr.: Neville Smith.
 Label: Astor.
 Int'l labels represented: Alshire Int'l, Audio Fidelity, Colpix, Elektra, Go, Hanna-Barbera, HiFi, Kama Sutra, Marble Arch, Nonesuch, Pye, Red Bird, Vanguard.
 Australian, 11-19 Hargrave St., East Sydney, N.S.W.; PO Box 267, Darlinghurst, N.S.W. Tel: 31-4111.
 Cable: COLRECORD. Mng. Dir.: A. W. T. Smith; Gen. Sales Mgr.: R. C. Bull.
 Label: CBS.
 Int'l labels represented: Chess, Columbia, Epic, Harmony, Hickory, Kapp, Musicor, Pacific, Palette, Reprise, Sue, Warner Bros.-Seven Arts.

continued on page 262

THESE ARE C.B. hits!

- | | |
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| Leonardo Favio | Sandro |
| R. Rimoldi Fraga | Los Naufragos |
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John Mahan, Professional Manager, West Coast • Brad McCuen, Professional Manager, Nashville.



			
Here we go looby loo I love little pussy and 3 others • BB001	London bridge is falling down • Lavender blue and 3 others • BB007	Sing a song of sixpence and 8 others • BB12	The willow pattern story the glorified man • BB17
			
The piper of hamelin The shoemaker and the elves • BB002	Snow white and the seven dwarfs • Rumpel- stiltskin BB008	Cinderella Snow white and rose red • BB13	The brave tin soldier Goose girl • BB18
			
Little miss muffet Little jack hornor and 8 others • BB003	Tom thumb Hansel and gretel BB009	The frog prince Snow white and the seven dwarfs • BB14	Sinbad the sailor The wolf in sheep's clothing • BB19
			
Rapunzel The twelve dancing princesses • BB004	Old mother hubbard This old man and 3 others • BB010	The brave little tailor The lion and the mouse BB15	Aladdin and his wonderful lamp • The little mermaid • BB20
			
Goldilocks and the 3 bears • Thumbelina BB005	Humpty dumpty and 6 others • BB11	Master singers of Bremen The emperor and the nightingale • BB16	All things bright and beautiful and 5 others • BB21
			
King Midas The grass hopper and the ant • BB006			

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11 Khartoum Road, North Ryde
NSW 2113 Australia.

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RCA

continued

C B S (see Australian).
 Carinia Co. Pty Ltd., Carinia House, No. 2 Northcote St., St. Leonards, 2065. Tel: 43-5056. Dir.: M. Kulakowski.
 This company represents: Barclay, Bel Air, Belter, Discophon, Elite Special, Fiesta, Fonit-Centra, Jugoton, Metronome, Monitor, Musidisc, Ricordi, C.M. Rood, Telefunken, Turnabout, Vedette, Vox.
 Clarion (see Festival).
 Combo (see Minstrel).
 Concert Rec'g, 10 Caloola Rd., Wentworthville, N.S.W. Rep.: John Clancy.
 Delron Recs. Pty. Ltd., 10-14 W. Parade, West Ryde, N.S.W. 2114. Tel: 80-3193/6334. Cable: DELRON SYDNEY. Pres.: Brian Flaherty.
 Durin (see Minstrel).
 E M I, Emifron House, 301 Castlereagh St., Sydney, N.S.W. Tel: 2-0912. Cable: EMITRON. Chm. & Mng. Dir.: J. M. Burnett, CBE; Asst. Mng. Dir.: N. W. Scott.
 Int'l labels represented: ABC, Ace of Clubs, Ace of Diamonds, Admiral, Amy, Angel, Bell, Beltone, Boone, Brotherphone, Bunky, Chairman, Challenge, Chapter One, Columbia (UK), Concert-Disc, Counterpoint, Crescendo, Crimson, Decca (UK), Delfi, Deram, Diamond, Discomoda, Disneyland, Electrola, Emerald, Envoy, Era, Esoteric, Everest, Fantasy, Felsted, GNP, Gordy, HMV, Hi, Hollywood, Immediate, Jay-Gee, Josie, Jubilee, London, Lucky Eleven, Mala, Major Minor, Maxx, Metronome (Sweden), Motown, New Voice, Norman Petty Prod'ns, Odeon, Page One, Panther, Parlophone, Pathe, Phillies, Philly-Groove, Pompeii, Press, Regal, Roulette, Shout, Soul, Starday, Stateside, Sun, Tania, Toshiba, Transatlantic, Tower, USA, VIP, Vault, Viking, Vista, Vocalion, Voix d'Islam, Waverley, White Whale, Workshop.
 Festival, PO Box 16, 63-79 Miller St., Pyrmont, Sydney, N.S.W. Exec. Dir.: F. C. Marks; Sales Mgr.: N. W. Brown.
 Labels: ATA, Clarion, Festival, Leedon, Spin, Sunshine.
 Int'l labels represented: (USA) ABC, A&M, Abnak, Accent, ATCA, Amanda, Atco, Athens, Atlantic, Aurora, BBC, Bakersfield-Int'l, Bethlehem, Blue Note, Bluesway, Boom, Brunswick, Carla, Chancellor, Command, Concert House, Coral, Decca, Dial, Dollie, Dot, Double Shot, Drew, Dunwich, Enterprise, Era, Evolution, Equinox, Fame, Federal, Grand Award, Imperial, Impulse, In-Sound, Independence, Jab, Jay Gee, Jetstar, Jewel, Karen, Kimberley, King, LHI, Laurie, Liberty/UA, Magic Touch, Minaret, Minit, Mr. G, Mojo, Monument, Moonglow, Murco, Music Guild, New Breed, Pacific Jazz, Paula, Peanut Country, President, Providence, Project 3, Rack, Ranwood, Rising Sons, Ronn, Rust, SSS Int'l, Senate, Shaftsbury Music, Shelby Singleton, Sirrah, Sockio, Solid State, Soul City, Sound Stage 7, South Camp, Srax, Steed, Stereo Dimension, Sunset, T&L, Talespinners, Tambourine, Tangerine, Teal, Tip Top, United Artists, Veep, Velvet Sound, Viva, Vocalion, Volt, Vortex, Wallis Original, Wand, Westminster, Whiz, World Pacific; (Europe) Dolphin, Eurovox, Ember, Elite Special, Emerald, Island, Lantern, Planet, Target; (Japan) King; (Canada) Canadian Music, Sparton; (South America) Orfeon.
 Jewel, 29 Blich St., Sydney, N.S.W. Mng. Dir.: D. B. Lockyer.
 Labels: Jewel, Talent.
 Leedon (see Festival).
 Marvel, 187 a'Beckett St., Melbourne, Victoria 3000. Tel: 329-7255. Cable: DUALSCALE. Dir. Gen.: E. A. White; Mng. Dir.: Ron Gillespie.
 Minstrel, 467 Parramatta Rd., Leichhardt, N.S.W. Tel: 56-4383. Mgr.: A. D'Ambr. Labels: Durin, Combo, Phototype.
 Phonogram, 69-79 Clarence St. Sydney, N.S.W. Tel: 2-0223. Mgr.: Paul Turner.
 Int'l labels represented: Deutsche Grammophon, Fontana, MGM, Mercury, Philips, Polydor, Tetragrammaton, Verve, Zodiac.
 Phototype (see Minstrel).
 R C A, 11 Khartoum Rd., North Ryde, Sydney, N.S.W. Tel: 88-5444. Mng. Dir.: J. W. Tyler; Gen. Mgr. Rec. Div.: W. J. Walsh.
 Int'l labels represented: Bluebird, Colgems, Contemporary, Chart, Dunhill, Good Time Jazz, President, RCA, Camden, RCA, Victrola. (SEE ADVERTISEMENT)
 Spin (see Festival).
 Star Rec. Co., 399 Chapel St., South Yarra, Victoria. Sunshine (see Festival).
 Talent (see Jewel).
 W & G, 185/7 a'Beckett St., Melbourne, Victoria. Tel: 329-7255. Mng. Dir.: E. A. White.
 Int'l labels represented: Ambassador, Artone, Banff, CGD, Carisch, Carosello, Cemea, Chapel, Diaphon, Everest, Fraternity, Gaiety, Gem, In, Jaguar, Jerden, Marvel, Master Releasing, Melbourne, Mozart, Music Minus One, Paxton, Pickwick, Prima, Quality, Rampart, Robert Stone Assocs., Rodeo, Spoken Arts, Swaggie, TCF-Hall.

INDEPENDENT RECORD PRODUCERS
 Johnny Devlin, 6 Finch Ave., East Ryde, Sydney, N.S.W.
 Syd McDonagh, PO Box 15, Roseberry, N.S.W.

● music publishers

A J S, c/o J. Belfer, T & G Bldg., 205 Elizabeth St., Sydney, N.S.W.
Affiliate: A. Schroeder.
Accolade, 83 Miller St., North Sydney, N.S.W. Mgr.: Robert Iredale.
Acuff-Rose Publ'ns Pty. Ltd., PO Box 513-J, Melbourne, Victoria.
Home office: USA.
J. Albert & Son, 137 King St., Sydney, N.S.W. Mng. Dir.: A. F. Albert.
Int'l firm represented: 20th Century Music (USA).
Int'l rep.: Germany (Leuckart).
Allans, 276 Collins St., Melbourne, Victoria.
Int'l firm represented: AMP (USA).
Int'l rep.: Germany (Leuckart).
Apollo, Astor House, 121 Sturt St., South Melbourne, Victoria. Mgr.: Neville Smith.
April, c/o Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W. Tel: 31-4111. Contact: Peter Lewis.
Belinda, 403 George St., Sydney, N.S.W. Prof. Mgr.: Gus McNeil.
Boosey & Hawkes, 250 Pitt St., Sydney, N.S.W. Mgr.: G. S. Cooper.
Castle, 301 Castlereagh St., N.S.W. Mgr.: Phillips Matthews.
Chappell, 68-70 Clarence St., Sydney, N.S.W. Tel: 29-4681. Cable: SYMPHONY. Mgr.: W. B. Ahrens.
Home office: USA.
Cricket, see Leeds.
Crown, c/o Festival Rec., 63-79 Miller St., Pyrmont, N.S.W. Tel: 68-4021.
Essex Music of Australia Pty. Ltd., King York House, 32-34 York St., Sydney, N.S.W. 2000. Tel: 61-8523. Mng. Dir.: Barry Kimberley.
Home office: UK.
Int'l firms represented: TRO (USA), Russell-Cason Music (USA).
Sam Fox, see Southern.
Kurt Jacob & Co. Pty Ltd., 42 Market St., Sydney N.S.W.
Int'l firm represented: Ed. Melodie (Switzerland).
Jaspar-Woomera (APRA), see Woomera.
Joye, c/o ATA, 96 Glebe Rd., Glebe, Sydney, N.S.W. Kangaroo (see Leeds).
Leeds Music Pty. Ltd., GPO Box 4917, Poplar & Pelican Sts., Sydney, N.S.W. Cable: LEEDS-MUSIC. Mng. Dir.: Jack H. Argent.
Home office: USA, MCA.
Affiliates: Cricket, Crown, Kangaroo, Maxana, Pincus-Gil, Screen Gems/Columbia, Spooone, Tangerine, Tu-Con, Victoria.
Maxana, see Leeds.
Ivan Mogull (APRA), 381 Pitt St., 4th Fl., Sydney, N.S.W. Pres.: Ivan Mogull.
Home office: USA.
Edwin H. Morris Co. Ltd., GPO Box 1486, Sydney, N.S.W. Tel: 29-4681.
Home office: USA.
Music Houses of Australia, 416 George St., Sydney, N.S.W. Mng. Dir.: B. J. Grant.
Music Publishing of Australia, see Southern.
Palace Music (Pty.) Ltd., White House, 403 George St., Sydney 2000, N.S.W.
Int'l reps.: Austria (Burlington Musikverlag GmbH, Germany), Benelux (N.V. Palace Music Holland, Netherlands), Canada (Burlington Music of Canada Ltd., Felsted Music of Canada Ltd.), France & French Union (Editions Musicales Palace Sarl.), Germany (Burlington Musikverlag GmbH), Italy (Edizioni Musicali Palace Srl.), Orient (Burlington-Palace Music Orient Ltd., Hong Kong), Scandinavia (Palace Music, Sweden), South Africa (Burlington Music), UK (The Burlington-Palace Music Group), USA (Burlington Music Corp., Felsted Music Corp.).
Peer Int'l, see Southern.
Pincus-Gil, see Leeds.
G. Ricordi, 164 Pitt St., Sydney, N.S.W. Mgr.: D. A. Grant.
Sandy, 27 O'Connell St., Suite 533, Sydney, N.S.W. A. Schroeder, see AJS.
Home office: USA.
Screen Gems/Columbia Pty. Ltd., Universal House, Pelican St., Sydney, N.S.W.
Home office: USA.
Affiliate: Leeds.
Southern, Carleton House, 40 York St., Sydney, N.S.W. Tel: 29-2547. Cable: SOUTHMUSIC. Mng. Dir.: C. Vaughan-Smith.
Home office: USA.
Affiliates: Sam Fox, Music Publ'g of Australia, Peer Int'l, World Music.
Spanka, 185 a'Beckett St., Melbourne, Victoria. Mng.: C. C. Bruce.
Spooone, see Leeds.
Star Rec. Co., 399 Chapel St., South Yarra, Victoria.
Int'l rep.: Greece (General Publ'g Co. Ltd.).
Sydney Tree, King York House, 32 York St., Sydney, N.S.W. Gen. Mgr.: Barry Kimberley.
Home office: USA, Tree.
T M, 403-411 George St., Sydney, N.S.W.
Tangerine, see Leeds.
Tree, see Sydney Tree.
Tu-Con Music Pty. Ltd., Universal House, Pelican St., Sydney, N.S.W.
Affiliate: Leeds.
Int'l firms represented: United Artists Music Group (USA).
Victoria, see Leeds.

Billboard 1969-1970 International Music-Record Directory

Wallaby Music Pty. Ltd., GPO Box 1486, 68-70 Clarence St., Sydney, N.S.W.
Int'l firm represented: Shapiro, Bernstein & Co. Inc. (USA).
World Music (see Southern).
Woomera (APRA), 185/7 a'Beckett St., Melbourne, Victoria. Tel: 329-7255. Mgr.: C. C. Bruce.
Int'l branches: Canada (Jasper), Germany (Jaspar), USA (Jaspar).
Affiliate: Jaspar-Woomera.
Int'l firm represented: Lowery (USA).

● record wholesalers

DISTRIBUTORS

Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.
Outlets: Newmarket, Queensland, Colin Hoodood, 309 Encoggera Rd.—Adelaide, S.A., 244 Gilbert St.—Launceston, Tasmania, K. W. McCulloch, 109 York St.—South Yarra, Victoria, 7 Claremont St.—Perth, W.A., Athol M. Hill, 613 Wellington St.
Carinia, Daking House, Bawson Pl., Sydney, N.S.W. Julius Cohn, 31 Giles St., Adelaide, S.A.
Delron Recs. Pty Ltd., 10-14 W. Parade, West Ryde, N.S.W. 2114. Tel: 80-3193/6334. Cable: DELRON SYDNEY. Pres.: Brian Flaherty.
Labels: Dewdrop, Casino, Cascade, VJ, Modern, Rickatit, Solid Gold.
Europa, Adams Chambers, 484 George St., Sydney, N.S.W.
Peter Mann Rec'gs, 294 Little Collins St., York House Basement, Melbourne, Victoria.
Label: Connoisseur.
Michaelis, Hallenstein & Co., 150 Buckhurst St., South Melbourne, Victoria.
Branches: Launceston, Tasmania, 143 Wellington St.—Hobart, Tasmania, 118-124 Bathurst St.
Minstrel, 467 Parramatta Rd., Leichhardt, Sydney, N.S.W.
Musical Whlse. Supplies, 416 George St., Sydney, N.S.W.
Supreme Prod'ns (S.E. Asia), PO Box 216, Broadway, Brisbane, Queensland.

IMPORTERS & EXPORTERS

Allen, 276 Collins St., Melbourne, Victoria.
Delron Recs. Pty Ltd., 10-14 W. Parade, West Ryde, N.S.W. 2114. Tel: 80-3193/6334. Cable: DELRON SYDNEY. Pres.: Brian Flaherty.
Edels, 88 King St., Sydney, N.S.W.
Scala Rec., Alderson Bldg., 504-520 Pacific Highway, St. Leonards, N.S.W. Tel: 43-0243. Dir.: G. Polar.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Australian Rec. Mfrs. (AARM), 103 Oxford St., Sydney, N.S.W.
Musica Viva Society of Australia, 391 George St., Sydney, N.S.W.
Recording Society of Australia, 4 Harston Ave., Mosman, Sydney, N.S.W. Pres.: Prof. Donald Peart.

MATERIALS MILLING PLANTS

Nylax Corp. Ltd., Gen. Prods. Div., Pine Rd., Yennora, N.S.W. 2165. Tel: 632-0155. Mgr.: F. A. Schubach.
Home office: Richmond, Victoria 3121, 165 Cremorne St.
Product: Vinyl compound.

MUSIC LICENSING ORGANIZATIONS

Australasian Performing Rights Assn. (APRA), GPO Box 4007, 66 Pitt St., Sydney, N.S.W.
D. Davis & Co. Pty. Ltd., PO Box 513J, Melbourne C1, Victoria.
J. McFadden, 67 York St., Sydney, N.S.W.

PRESSING PLANTS

Astor Electronics, Astor House, 161 Sturt St., South Melbourne, Victoria.
Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.
E M I, 301 Castlereagh St., Sydney, N.S.W.
Festival Recs., 63-79 Miller St., Pyrmont, Sydney, N.S.W.
Peter Mann, 3 Estella St., Melbourne, S.E. 6, Victoria.
R C A, 11 Khartoum Rd., North Ryde, N.S.W.
W & G Recs. Processing, 187 a'Beckett St., Melbourne, Victoria.

RECORDING STUDIOS

Amalgamated Wireless, 167 Queen St., Melbourne, Victoria.
Branch: Sydney, N.S.W., 47 York St.
Australian, 63-79 Miller St., Pyrmont, Sydney, N.S.W.
Clark Martin, 28 Bay View Terr., Mosman Park, Perth, W.A.
E M I, 301 Castlereagh St., Sydney, N.S.W.
Earway, 15 Mary St., Brisbane, Queensland.
Festival, 63-79 Miller St., Pyrmont, N.S.W.
Gale Sound, 576 Hay St., Perth, W.A.
Harmony House, 177 George St., Sydney, N.S.W.
Sonic & Television Engineers, 233 Rundle St., Adelaide, S.A.
W & G, 187 a'Beckett St., Melbourne, Victoria.

AUSTRIA

POPULATION: 7,320,000.

PER CAPITA INCOME: \$1,130.

RATE OF EXCHANGE: \$1 (US)=25.8 Austrian Schillings.

NO. OF HOMES WITH RECORD PLAYERS: 500,000.

RADIO STATIONS: 2 AM, 1 FM; all government.

Type of programming: 40% music—of this, 35% classical, 65% popular.

No. of radios: 2,232,463.

TV STATIONS: 9 government channels.

Type of programming: Program 1—55.5 hours/week classical music, 75.9 hours/week pop music; Program 2—43.4 hours/week classical music, 53.6 hours/week pop music.

No. of TV sets: 1,198,560.

HOLIDAYS: January 1 (New Year), January 6 (Epiphany, Easter (Sunday & Monday), May 1 (Labor Day), Ascension, Pentecost, Corpus Christi Day, August 15 (Assumption of the Blessed Virgin), October 26 (Official Austrian Holiday), November 1 (All Saints Day), December 8 (Immaculate Conception), December 25 (Christmas), December 26 (St. Stephen).

RECORDS:

Records sold domestically: LP's 1968—1,128,634 units, \$6,771,804; 1967—972,700 units, \$5,836,200. EP's 1968—337,214 units, \$741,870; 1967—396,000 units, \$792,000. Singles 1968—2,107,298 units, \$2,950,217; 1967—2,000,000 units, \$2,500,000.

Records imported from USA (CIF): 1968—\$145,001, 1967—\$118,599.

Records imported from countries other than USA (factory value): 1968—\$2,045,320; 1967—\$2,301,560.

Records exported to USA (FOB): 1968—\$5,080; 1967—\$3,280.

Records exported to countries other than USA (factory value): 1968—\$989,600; 1967—\$775,760. Average retail price per record: LP's—(12-inch) \$6, (10-inch) \$4; EP's—\$2.20; Singles—\$1.40.

Stereo sales: 95% of total.

Record club sales: 17% of total.

Discounting: Rare.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system is beginning to be replaced by manufacturer-to-retailer system. Record clubs are acquiring an increasing share of the market. Rack-jobbers and one-stops virtually nonexistent.

Type of promotion: Austrian TV & broadcasting system is main source, followed by newspapers & fan clubs.

Jukeboxes: 10,000.

TAPE:

Market: Austria leads Europe in open reel sales and exports to all EFTA (European Free Trade Assn.) countries and Western Germany. Cassettes, all of which are imported, have previously been a minimal portion of the tape market but with the new inexpensive Philips Musicassette recorder, an increase in sales is expected.

Pre-recorded tapes manufactured for domestic & export sale: (retail value) open reel 1967—4,000 units, \$20,400.

Pre-recorded tapes imported from countries other than USA: (retail value) 1967—17,000 units, \$115,600; 1966—12,000 units, \$81,600.

Average retail price per tape: 8-track cartridge—\$11.20; cassette—(LP) \$7.00, (EP) \$2.60; open reel—(mono) \$7.12, (stereo) \$7.40.

IMPORT/EXPORT REGULATIONS: Imports from EFTA (European Free Trade Assn.) countries are taxed approximately 13% and those from EWG (European Common Market) countries, 16.2% plus 13% federal tax.

Manfred Schreiber

● record manufacturers

Accordia (see Centrocord).

Amadeo Oesterreichische Schallplatten AG, Untere Donaustr. 17, 1020 Vienna. Tel: 24 35 98. Cable: AMADEODISC. Gen. Mgr.: Stephan von Friedberg; Variety A&R & Pub.: Wilhelm J. Lauringer; Classical A&R: Rudolf Wrzal.
Labels: Amadeo, Amanda, Amphora, Quodlibet. Cassette: (owned) Amadeo; (represented) Barclay (France), Ricordi (Italy).

Int'l labels represented: Barclay (France), Christophorus (Germany), Fonit-Cetra (Italy), Palette (Belgium), Qualiton (Hungary), Ricordi (Italy), Rifi (Italy), Vanguard (USA).

Int'l reps.: Belgium (Inelco), Denmark (Tono), Finland (Fazer, Finnlevy), France (CED), Germany (Philips, Phonogram Hamburg), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Inelco), Norway (Norsk Phonogram), Spain (Hispanovox), Sweden (Philips Sonora), Switzerland (Phonag), USA (Apon).

Amanda (see Amadeo).

Amphora (see Amadeo).

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Ariola Schallplatten GmbH, Meidlinger Hauptstr. 63, 1120 Vienna. Tel: 83 65 45. Telex: 11862. Cable: ARWIEN. Mng. Dir.: Egmont Luffner; Pop A&R: Georg Pendl; Sales & Mktg.: Elisabeth Rossbacher; Promo.: Walter Schrling; Int'l: Gunther Zitta.

Cassette: (owned) Ariola (Germany); (represented) Atco (USA), Atlantic (USA), Eurodisc (Germany), Golden Guinea (UK), Hansa (Germany), Imperial (USA), Liberty/UA (USA), Melodiya (USSR), Metronome (Denmark, Germany, Sweden), Pacific Jazz (USA), Piccadilly (USA), Pye (UK), Stax (USA), Volt (USA), World Pacific (USA).

Int'l labels represented: Atco (USA), Atlantic (USA), Baccarola (Germany), Blue Note (USA), Elektra (USA), Ember (UK), Eurodisc (Germany), Hansa (Germany), Liberty (USA), Major Minor (UK), Marble Arch (UK), Melodia-Auslese, Metronome (USA), Minit (USA), President (UK), Sunset (USA), World Pacific (USA).

C B S Schallplatten GmbH, Stubenring 6, 1010 Vienna. Tel: 52 31 31. Cable: COLRECORD. Mgr.: Hans van Grondelle; Adv.: Horst Bichler. Labels: CBS, Date, Direction, Epic, Harmony, Odyssey, Okeh, Realm Jazz.

Cassette: CBS (UK, W. Germany).

Int'l labels represented: Amy/Mala/Bell (USA), Arion, Artone (Netherlands), Beacon (UK), Blue Horizon (UK), CGD (Italy), Derby, Funckler (Netherlands), Maris (Germany), Movietone (USA), Musicor (USA), Nems (UK), SNB (UK), Tamla/Motown (USA), 20th Century-Fox (USA), Vee Jay (USA).

Int'l reps.: Worldwide (CBS).

Centrocord, Johannesgasse, 4/6 1000 Vienna. Tel: 52-99-55. Mng. Dir.: Helmut Bischof.

Label: (distributed) Accordia.

Cassette: (represented) Centra (W. Germany), Rhenus (W. Germany), Saba (W. Germany), Temp'o (W. Germany).

Int'l firms represented: Bellaphon, Cornet, Durium, Elite Special, Intercord, MPS, Orange, Popular, Saga, Tempo, Vedette, Vibration, Vogue (and labels licensed by Vogue).

Columbia Gramophon GmbH, Fuehrichgasse 2, A-1015 Vienna. Tel: (0222) 52 36 75/77, 52 77 45/46. Telex: 1399. Cable: COLPHO. Mng. Dir.: Frank W. Beh; Sales Mgr., A&R, Pub., Adv. & Promo.: Dr. Erich Firon.

Branches: Salzburg, Sigmundplatz 2. Tel: (0622) 83-215. Mgr.: Edmond Pichler.—Vienna, Kärntnerstr. 30. Tel: 52 36-75. Mgr.: Karl Pfeiffer.

Cassette: (represented) Apple (UK), Capitol (UK), Columbia (UK, W. Germany), Electrola (W. Germany), Hoer Zu (W. Germany), Odeon (W. Germany), Pathe (France).

Int'l labels represented: ABC, Acta, Angel, Apple, A Vox do Dono, Bell, Black Pearl, Bluesway, Brotherphone, Buena Vista, Cairophon, Capitol, Caracol, Carisch, Codiscos, Colossal, Columbia, Colmand, Cotta Diserie, Crazy Horse, Dacapo, Designe, Disneyland, Disque Markal, Dot, Dunhill, Ejectrola, Encore, Enterprize, Erato, Equinox, Everest, Gloria, Grand Award, HMV, Hamilton, Hana Ho, Harvest, Hoer Zu, Hot Biscuit, Immediate, Impulse, Isartan, Instant, Jewel, Jugoton, Kanwic, La Voce del Padrone, La Voix de son Maitre, La Voce de su Amo, MCA, Minaret, Monitor, Murco, Music Guild, Music Minus One, Musica Sacra, Odeon, Olympus, 1-2-3, Palestine Orient, Panther, Paramount, Parlophone, Pathe, Paula, Pickwick, Plantation, Regal, Revolution, Ronn, SSS Int'l, Senate, Seraphim, Sidewalk, Stax, Steed, Tangerine, Topic, Toshiba, Tower, Trianon, Uptown, Volksplatte, Volt, We Make Rock 'n' Roll Music, Westminster, Whitehall.

Int'l reps.: Worldwide (EMI).

Date (see CBS).

Decca (see Musica).

Deram (see Musica).

Direction (see CBS).

Epic (see CBS).

Harmony (see CBS).

Kabarett aus Wien/Souvenir (see Preiserecords).

Musica, PO Box 132, Neustiftgasse 2, A-1071 Vienna. Tel: (0222) 93 65 48. Gen. Dir.: Rudolf Friedmann; Pub. & Sales: Katharina Friedmann.

Labels: Decca, Deram, Telefunken.

Cassette: (represented) Coral (USA), London (UK), Monument (USA), RCA (USA), Reprise (USA), Warner Bros.-Seven Arts (USA).

Int'l firms represented: London (UK), Monument (USA), RCA (USA), Reprise (USA), Warner Bros.-Seven Arts (USA).

Int'l reps.: Germany (Teldec), Switzerland (Musikvertrieb).

Musidisc-Schallplatten, PO Box Vienna 1031/213; Stuwertstr. 35, A-1020 Vienna. Tel: (0222) 72-29-333. Gen. Dir.: Erich Moser.

Cassette: (represented) Europa (W. Germany), Falcon (W. Germany), Florett (W. Germany).

Odyssey (see CBS).

Okeh (see CBS).

Polyphon, Mariahilferstr. 127, A-1060 Vienna. Tel: 56-35-06. Mng. Dir.: Gerhard Gebhardt; A&R Mgr.: Franz J. Wallner; Classical A&R: Johann Linder; Sales Mgr.: I. Gerald Jacobs; Promo.: Alfred Mihats; Philips Label: Johann Linder; DGG (W. Germany), Fontana (USA), Heliodor

Cassette: (represented) A&M (USA), Archiv (W. Germany), Barclay (France), Command (USA), DGG (W. Germany), Fontana (USA), Heliodor (USA), MGM (USA), Mercury (USA), Philips, Polydor, (W. Germany), Supraphon (Czechoslovakia)—self-mfd.

This company represents: A&M, Amadeo, Archiv, Barclay, Command, DGG, Deutsche Grammophon, Fontana, Heliodor, MGM, Mercury, Philips, Phonogram, Polydor, Supraphon, Tetragrammaton, Verve.

Labels: Cassette & open reel.

Int'l reps.: world-wide (Philips, DGG).

Preiserecords, Fischerstiege 9/4, A-1010 Vienna. Tel: 63-62-28, 63-18-53. Owners: Otto G. Preiser, Max Werther; Sales Mgr.: Max Werther; A&R & Int'l: Juergen Schmidt.

Labels: Preiserecords, Kabarett aus Wien/Souvenir.

This company represents: Arc (UK), Harmonia Mundi (France, Germany), Vox (USA).

Int'l reps.: Germany (Electrola), Japan (Nippon Columbia), Switzerland (Emig).

Quodlibet (see Amadeo).

Realm Jazz (see CBS).

Telefunken (see Musica).

INDEPENDENT RECORD PRODUCER

Symphony Tone Prod'ns, Lothringerstr. 20, Konzerthaus, Vienna. Tel: 57 54 82. Cable: IMROSA. Pres.: Imre Rozsa.

● music publishers

Aberbach-Wien (see Hermann Schneider).

Admira (see Hermann Schneider).

Arena (see Hermann Schneider).

Austro-Gerig (see Josef Hochmuth).

Bosworth & Co. Ltd. GmbH, Dr. Karl Lueger Platz 2, 1010 Vienna. Tel: 52-81-40. Contact: Ernst Schwager.

Int'l branches: Germany, United Kingdom.

Ludwig Doblinger, Dorotheergasse 10, 1010 Vienna. Tel: 52-35-04. Cable: MUSICDOB. Gen. Mgr.: Christian Wolf.

Int'l firm represented: AMP (USA).

Int'l rep.: USA (AMP).

Josef Doerr, Wiedner-Hauptstr. 152, 1050 Vienna. Tel: 57-89-715. Gen. Mgr.: Josef Doerr.

Eberle (see Josef Hochmuth).

Gloria (see Hermann Schneider).

Josef Hochmuth Music Publ'g, Seilergasse 12, 1015 Vienna I. Tel: 52 27 51, 52 80 785. Mng. Dir.: Josef Hochmuth.

Affiliates: Austro-Gerig, Eberle, Metroton, Weltmusik Ed. Int'l, Wiener Boheme.

Jenisch, Alberichgasse 8, A-1150 Vienna. Tel: 92 32 62, 92 56 50. Dir.: Erwin H. Jenisch.

Jonny (see Hermann Schneider).

Jungbrunnen, Rauensteingasse 5, A 1011 Vienna. Tel: 52-12-99. Gen. Mgr.: Hans Matzenauer.

Johann Kliment, Kollingasse 15, 1090 Vienna. Tel: 34-51-47. Gen. Mgr.: Johann Kliment.

Ludwig Kremi, Reindorfsgasse 42, A 1150, Vienna. Tel: 83-99-474.

Georg Marton Verlag und Wiener Verlagsanstalt GmbH, Johannesgasse 12/4, 1010 Vienna. Tel: 52 32 84. Gen. Mgr.: Thomas Sessler.

Int'l reps.: Germany (Apollo, Melodie der Welt, Ed. Modern, Rex), Switzerland (Zurich AG).

Maysische, Theatergasse, 5020 Salzburg. Tel: 73-596. Contact: Otto Neugebauer.

Metroton (see Josef Hochmuth).

Oesterreichischer Bundesverlag, Schwarzenbergstr. 5, Vienna I.

Int'l rep.: USA (AMP).

Papageno, Linke Wienzeile 6, 1060 Vienna. Cable: WEINJOS. Gen. Mgrs.: Dr. Michael Muller-Blattau, Johann Michel; Gottfried Indra.

Branch: Vienna, Mahlerstr. 11. Tel: 52-16-68.

Int'l reps.: Germany (Musik und Buehne), United Kingdom (Josef Weinberger).

Otto Reidlmayer (see Solisten).

Adolf Robitschek, Graben 14, A 1011 Vienna. Tel: 52-32-89. Contact: Karl Robitschek.

Int'l branch: Germany.

Rubato, Hollandstr. 1811, 1020 Vienna. Tel: 35-46-42. Contacts: Grell Hruves, Ludwig Babinski.

Int'l firms represented: Apex (United Kingdom), Asu (Germany), Atlantic (Netherlands), Brinker (Germany), Basart (Netherlands), Bestgen (Switzerland), Biedermann (Germany), Benefeld (Germany), Barbey (Belgium), Capriccio (Germany), Crescendo (Germany), Cortina (Germany), Drei Ringe (Germany), Del Mondo (Spain), Erdo (Germany), Finale (Germany), Fuhrmann (Germany), Fonogram (Belgium), Gong (Italy), Galiko (USA), Grabau (Germany), Hoeh (Germany), Harth (Germany), Hohner (Germany), Inselton (Germany), Knoechel (Germany), A. Kalina (Germany), Komel (Germany), J. Litscher (Switzerland), E. Lunden (Sweden), Ed. Musicales Group (USA), Sede (Italy), F. Munaz (Spain), Muller U. Glogger (Germany), Meteor (Germany), Metro (Netherlands), Melodie der Welt (Germany), Orkana (Germany), Pera (Germany), Ed. Passe Partout (Belgium), Rene Albi (USA), Radio Record (Italy), Richter (Germany), Royal (Germany), The Rambolt/Los Galos (USA), Seith (Germany), Soto (Germany), Sowa (Germany), Stani (Czechoslovakia), Stuttgarter Musik (Germany), Testa (Germany), H. Thejs (Germany), Yewerka (Germany), Zeidler (Germany), Zvonetic (Yugoslavia).

Int'l reps.: all the above companies.

Hermann Schneider, Gluckgasse 1, A-1015 Vienna, PO Box 287. Tel: 52 63 46. Cable: SCHNEIDER-MUSIK.

Affiliates: Aberbach-Wien, Admira, Arena, Gloria, Jonny.

Solisten, c/o Otto Reidlmayer, Alserstr. 43, 1080 Vienna. Tel: 42-63-64. Owner: Frieda Reidlmayer.

Int'l reps.: Germany (Bosworth), Switzerland (Helbling).

Southern Music GmbH Wien, Seilergasse 12, 1015 Vienna I. Tel: 52 27 51. Cable: SOUTHMUSIC. Mgr.: Josef Hochmuth.

Home office: USA.

Stanberg, Joanneumring 12, 8010 Graz. Tel: 92-5-93. Owner: Johanna Stanberg.

Symphonia, Lothringer Str. 20, 1030 Vienna. Tel: 72-44-48. Gen. Mgr.: Prof. Herbert Wegricht.

Universal Edition, Karlsplatz 6, Vienna.

Vamoe, Fischerstiege 4, 1010 Vienna. Tel: 63-91-65. Gen. Mgr.: Rolf Chitil.

Int'l reps.: Germany (Johann Andree), Japan (Dr. Fred Schadler).

Josef Weinberger, Mahlerstr. 11, Vienna. Tel: 52-16-68. Gen. Mgrs.: Johann Michel, Dr. Michael Mueller-Blattau.

Int'l firms represented: Ascher (USA), Francis, Day & Hunter (Germany), Leonard (USA), Melodie der Welt (Germany), Ring Musik (Germany).

Int'l reps.: Germany (Melodie der Welt, Josef Weinberger).

Weltmusik, Seilergasse 12, 1015 Vienna I. Tel: 52 27 51. Mng. Dir.: Josef Hochmuth.

Affiliate: Josef Hochmuth Music Publ'g.

Int'l firm represented: Paul C. R. Arends (Germany).

Wien Melodie, Mahlerstr. 11, Vienna. Tel: 52-16-68. Cable: WEINJOS. Gen. Mgr.: Johann Michel, Dr. Michael Mueller-Blattau.

Int'l firm represented: April (Germany), Fanfare (Germany, UK), Sam Gox (USA).

Int'l rep.: Germany (Global Music).

Wiener Arion, Schoenbrunnerstr. 124, 1050 Vienna. Tel: 57-54-92. Gen. Mgr.: Franz Christ.

Wiener Boheme (see Josef Hochmuth).

SHEET MUSIC JOBBER

Metropress, Hegergasse 21, 1030 Vienna III. Tel: 73 37 45, 73 67 392. Mng. Dir.: Josef Hochmuth.

● record & tape wholesalers

DISTRIBUTORS

Johann Arietti, Kirchengasse 15, 1070 Vienna. Tel: 93-42-55.

A. Burkl (OHG), Reiserstr. 32, 1030 Vienna. Tel: 72-14-59.

Elektro Moser, Landstr.-Hauptstr. 90, 1031 Vienna. Tel: (0222) 72 29 333, 24 34 01. Owner & Mgr.: Erich Moser; Sales Mgr.: Gerhard Hoke; Promo.: Timo Ankl.

Labels: Somerset, Europa, Musidisc, Savoy, America, Pioneer, Joker, Jolly, Stereo Fidelity, Alshire, Documentary Series, Wien Melodie, Rex Royal, several low-price labels.

Cassette: same labels as above.

Record accessories: albums & record containers (Foliform).

Tube accessories: Cassette containers (Foliform).

Otto Schaeitle, Webgasse 43, 1060 Vienna. Tel: 56-56-795.

IMPORTERS AND EXPORTERS

Migo, Fuchsthallerlgasse 11, 1090 Vienna. Tel: 34-24-42. Contact: Rudolf Matiasovics.

Represents: Disco-Antistaticum.

Hans R. Weihs, PO Box 1191 Vienna/140; Kreindlgasse 8, A-1190 Vienna. Tel: (0222) 36-18-285/314.

Product: cartridge 8-track player/recorders & 8-track cartridges.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Australian Jazz-Federation, Schlossgasse 1/2, A-1050 Vienna. Tel: (0222) 65 78 31. Mgr.: Johann Fritzl.

Austrian Society for Music, Hanuschgasse 3, A-1010 Vienna. Tel: (0222) 52 42 99.

Gesellschaft der Musikfreunde in Wien, Boesendorferstr. 12, A-1010 Vienna. Tel: 65 86 81. Cable: MUSIKVEREIN. Gen. Sec'y: Prof. Rudolf Gansjaeger. (Society of Friends of Music).

International Bruckner Society, Boesendorferstr. 12, Vienna.

International Music Center, Vienna Academy of Music, Lothringerstr. 18, Vienna. Pres.: Hans Sittner.

International Society for Contemporary Music, Karlsplatz 6, Vienna.

Mozart Society of Vienna, Boesendorferstr. 12, Vienna.

Musikergewerkschaft (Gewerkschaft für Kunst & Freie Berufe), Maria Theresienstr. 11, 1090 Vienna.

Society of Authors, Composers & Music Publishers, Baumannstr. 8, Vienna.

DUPLICATOR/MARKETER

Veritas, Singerstr. 26, 1010 Vienna. Tel: 52 12 81.

LICENSOR, TAPE & RECORD

Symphony Tone Prod'ns, Konzerthaus, Lothringerstr. 20, Vienna III. Tel: 57 54 82.

MUSIC LICENSING ORGANIZATIONS

A K M (Staatlich Genehmigte Gesellschaft der Autoren, Komponisten und Musikverleger), Baumannstr. 8, Vienna III. VP: Josef Hochmuth. (Performing rights society).

Austro-Mechana, Baumannstr. 10, 1030 Vienna. Tel: 72 63 62. Dir.: Dr. Ploderer. (Mechanical rights society).

Symphony Tone Prod'ns, Konzerthaus, Lothringerstr. 20, Vienna III. Tel: 57 54 82.

PRESSING PLANT

Oskar Czeija, Hammerschmidtg. 18, 1190 Vienna. Tel: 36-12-61/35-61.

PRINTER/LITHOGRAPHER

Metropress, Hegergasse 21, 1030 Vienna III. Tel: 73 37 45, 73 67 392.

RECORDING & TAPE DUP. STUDIOS

Amádeo, Untere Donaust. 17, A 1020 Vienna. Tel: 24-35-98.

Austrophon GmbH, Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-01. Gen. Mgr.: Gerhard Mendelson.

Musikproduktion Sued, Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-01.

Polyhymnia, Linzerstr. 297, A-1140 Vienna. Tel: (0222) 94-23-31.

Symphonia (Wiener Symphoniker Tonaufnahme GmbH), Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-48, 57-72-41. Gen. Mgr.: Prof. Herbert Wegricht.

Tonstudio, Kaerntnerstr. 51, A-1010 Vienna. Tel: (0222) 52-27-56. Gen. Mgr.: Ing. Leo Haubenwallner.

• musical instruments

Akustische und Kino-Geräte, Nobileg 50, 1150 Vienna. Tel: 92-76-86.

Product: microphones.

Ferdinand Blau, Klosterneuburgerstr. 18, 1200 Vienna. Tel: 35-23-03.

Imports: drums, guitars.

Rudolf Eltner, Kaserngasse 22, 8750 Judenburg.

Imports: drums, guitars.

HEA-Werk, Friedrich Houben, Linzerstr. 235a, 1140 Vienna. Tel: 94-41-61/2.

Product: amplifiers.

Hohner, Landstr.-Hauptstr. 47-49, 1030 Vienna. Tel: 73-53-43.

Imports: harmonicas.

Anton Nogler, Universitaetsstr. 34, 6010 Innsbruck. Tel: (05222) 245975.

Imports: harmonicas.

Dr. A. Radermacher, Lidmanskyygasse 31, 9010 Klagenfurt. Tel: (04222) 5069.

Imports: guitars.

Josef Rossmel, 5760 Saalfelden, Salzburg. Tel: (06502) 538.

Manufactures: guitars.

Hans Schaffer, Wielandgasse 16, 1100 Vienna. Tel: 64-13-44.

Manufactures: drums.

Josef Schauer, Zimmermannsgasse 1, 1090 Vienna. Tel: 45-43-03.

Imports: guitars.

Hugo Stelzhammer, Linzerstr. 24/26, 1140 Vienna. Tel: 92-43-75.

Imports: drums, band organs.

BAHAMAS

POPULATION: 170,000.

PER CAPITA INCOME: \$1,000.

RATE OF EXCHANGE: \$1 (US)=\$1.02 (Bahamian dollars).

NO. OF HOMES WITH RECORD PLAYERS: 22,000.

HOLIDAYS: Jan. 1, Easter (three days Mar.-April.), Whit Monday (May-June), May 24 (Commonwealth Day), Labor Day (first Friday in June), July 9 (Queen's Birthday), Aug. (Emancipation Day), Aug. Bank holiday, Oct. 12 (Discovery of America), Dec. 25, 26.

RADIO STATIONS: 2 government AM; 2 experimental FM stations.

No. of radios: 34,000.

TV STATIONS: The Bahamas Broadcasting & Television Commission will establish a TV station late in 1969.

No. of sets: 4,000.

RECORDS: (figures represent US currency)

Records imported from USA (CIF): 1968-\$154,645;

1967-\$163,722.

Records exported to USA (FOB): 1968-\$34,303;

1967-\$33,102.

Average retail price per record: LP's-\$5.10; EP's-\$2.65; Singles-\$1.20.

Stereo sales: 50% of total.

Discounting: Rare.

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WHAT IS SIRE? Sire IS

Strength

Sire's strength lies in its distribution, network, the sales force of **LONDON** Records, the company most experienced and totally dedicated to selling international repertoire in America. That is why Sire chose **LONDON** as their national distributor.

International Awareness

Sire's roster of recording artists come from all parts of the globe: England, France, Holland, Scandanavia, India, Africa, Australia, as well as the United States and Canada, in the belief that good contemporary music knows no national boundaries.

Rack-Jobbers

Sire is affiliated with one of America's largest rack jobbers and maintains a constant relationship with most of the others in this field. Working closely with the racks who now control 80-85% of the U.S. record business. Sire sells more records.

Exploitation

Sire's own team of promotion publicity and advertising experts, combined with **LONDON**'s exploitation force, insure all our records a double measure of promotion at all levels, with particular emphasis on the underground and pop markets.

AMERICAN ROSTER

MARTHA VELEZ — AUM — PETER KELLEY — JEAN RITCHIE — STRANGELOVES — DAVID BUDIN — JAM — DAVID SANTO — SOUTHERN COMFORT — BUKKA WHITE — MISSISSIPPI FRED MacDOWELL — FURRY LEWIS — JOE CALLICOTT.

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continued

Type of distribution: Manufacturer-to-wholesaler-to-retailer. There are several rack jobbers, primarily in department stores and electrical & radio shops.

Type of promotions: Primarily through government-controlled radio. Pirate radios non-existent. "The Young Bahamian" show leading promoter of popular music.

Jukeboxes: 800.

IMPORT/EXPORT REGULATIONS: 27½% import duty on goods from US; 17½% duty on goods from United Kingdom. Little exportation.

● record manufacturers AND/OR WHOLESALERS, IMPORTERS & RACK JOBBERS

Bahama Recs., PO Box 942; George St. Nassau. Tel: 2-8055.

Besco, PO Box 6208, East St., Nassau. Tel: 2-2143, 2-4230, 2-8012.

Branch: Shirley St., Nassau.

John Bull, PO Box 737, Nassau. Tel: 2-2657.

Carter's Rec. & Juke Box Dist., PO Box 934; Shirley St., Nassau. Tel: 2-3626.

Forsythe's Radio Shop, PO Box 703, Nassau. Tel: 2-4904.

John S. George, Palmdale, Nassau. Tel: 2-8421; Freeport, Grand Bahama. Tel: 6049.

Label: Pye.

Tape: (open reel) Certron.

Tape playback equip.: Sony.

Island Music Dist. (IMD), PO Box 5432, Nassau. Tel: 28784, 21864. Cable: TROPICAL. Mgr.: Terry Nixon; Promo.: Tom Jacobs.

Branch: Miami Springs, Fla., USA (see Miami Metro area).

Labels: Carib, Island Artists, Famo, Tropical, Westlindy.

Tape (cartridge 8-track) Carib, Island Artists.

Tape playback equip.: Columbia, Capitol, Ampex, Norelco.

Musical instruments: congo & bongo drums (Carib), Steel drums (Carib & Little Sparrow).

Musical accessories: recording tape (RCA).

Moxey's Electronics & Music, Wulff Rd., Nassau. Mgr.: Edmund Moxey.

Nimbus 9 (Bahamas) Ltd., PO Box 566, Freeport. Contact: George H. Martin.

Home office: Canada.

Penny Farthing, PO Box 5668, Nassau. Tel: 2-8986.

BELGIUM

POPULATION: 9,825,000.

PER CAPITA INCOME: \$1,927.

RATE OF EXCHANGE: \$1 (US) = 50 Belgian francs.

NO. OF HOMES WITH RECORD PLAYERS: 925,000.

RADIO STATIONS: 6 government stations—4 AM, 2 FM; 3 program in Flemish, 3 in French.

Type of programming: 75% of radio music is recorded, of which 80% is pop & 20% classical.

No. of radios: 3,300,000.

TV STATIONS: 2 government channels.

No. of TV sets: 2,000,000.

HOLIDAYS: Jan. 1, May 1 (Labor Day), July 21 (Independence Day), Nov. 1 (All Saints Day), Nov. 11 (Armistice Day), Nov. 15 (King's Birthday), Dec. 25 (Christmas), Easter Monday, Ascension Day, Whit Monday, Assumption.

RECORDS:

Records sold domestically: LP's 1968—3,735,053 units; 1967—3,486,240 units. EP's & Singles 1968—6,310,069 units; 1967—6,477,357 units.

Records manufactured for domestic & export sale: LP's 1968—474,879 units; 1967—294,761 units. EP's & Singles 1968—2,210,887 units; 1967—2,947,316 units.

Records imported from USA (CIF): LP's 1968—80,574 units; 1967—86,082 units. EP's 1968—31,101 units; 1967—11,350 units. Dollar value of total import: 1968—\$160,829, 1967—\$153,710.

Records imported from countries other than USA: LP's 1968—3,279,590 units; 1967—3,105,379 units. EP's 1968—4,563,081 units; 1967—3,818,891 units.

Records exported to USA (FOB): 1968—3,595 units, \$3,206; 1967—3,031 units, \$1,665.

Records exported to countries other than USA: LP's 1968—50,000 units; 1967—42,000 units. EP's 1968—550,000 units; 1967—415,000 units.

Average retail price per record: LP's—\$2 to \$6.60; EP's—\$2; Singles—\$1.32.

Stereo sales: 5% of EP & Singles sales; 85% of LP sales.

Record club sales: 3% of total.

Discounting: Frequent.

Type of distribution: Manufacturer- or importer-to-retailer. Rack jobbing accounts for 15% of market.

Type of promotion: Government broadcasting & newspaper criticism for classical & pop promotion; also fan magazines for pop.

Jukeboxes: 33,000.

TAPE:

Market: The Philips Musicassette system prevails

with roughly 120,000 playback units of all origins sold in 1968. Playback units manufactured by Philips locally. Stereo 8 cartridges now appearing on Belgian market in limited quantities. Stereo 8 car units imported mainly from Voxson (Italy).

Pre-recorded tapes imported from USA (factory value): 1968—\$33,500; 1967—\$30,000.

Pre-recorded tapes imported from countries other than USA (factory value): 1968—\$515,000; 1967—\$468,500.

Average retail price per tape: 8-track cartridge—\$7 to \$9; cassette—\$5 to \$6; open reel—\$10 to \$12.

IMPORT/EXPORT REGULATIONS: To be reviewed in 1970 upon introduction of the TVA (taxe a la valeur ajoutee), a tax on added value (ad valorem) adopted throughout Common Market countries.

P. J. Goemaere

● record manufacturers

Adria (see Polydor).

Alpha (see Leman & Gorle).

Arcade (see PMP).

Archiv (see Polydor).

Archive Litteraire (see Polydor).

Artone, 20-21 Blvd. Baudouin, Brussels 1. Tel: 19.11.70. Mng. Dir.: Mme P. Robieffroid; Pub. & Press Mgr.: W. Delabastita; Label Mgr.: J. Tyberghem.

Home office: Netherlands.

Labels: (owned) Artone; (distributed) Palette.

Int'l firms represented: Apex (Canada), Argo (USA), Ascot (USA), Baerenreiter (Germany), CGD (Italy), Checker (USA), Chess (USA), Colpix (USA), Compo (Canada), DCP Int'l (USA), Dimension (USA), Epic (USA), Festival (France), Funkler (Netherlands), Gordy (USA), Hickory (USA), Joy (USA), MRC (Italy), Melody (USA), Okeh (USA), Prima (USA), Pythia (Netherlands), Ricordi (Italy), Soul (USA), Tamla (USA), Temporel (France), United Artists (USA), VIP (USA), Veep (USA).

Barclay Belgium, 31 Rue du Lombard, Brussels. Tel: (02) 11.81.97. Mgr.: V. Bral.

Home office: France.

Label: Barclay.

Int'l labels represented: Ariola, Atco, Atlantic, Black & Blue, Buddah, CNR, Cadet/Chess, Chant du Monde, Fleche, Jubilee, MPS, Melodia Monument, Prestige, Project 3, Ri Fi, Riviera, 20th Century-Fox.

Beldisc, 70 Frank Craeybeckxlaan, Deurne/Antwerp. Tel: (03) 24.97.73. Cable: BELREC. Pres.: Rene van Hoogten; Promo. Mgr.: Rik Joossens.

Labels (owned) Britannica, Souville, Blitz; (distributed) Monopole, Passe Partout, Ronnex, Ideal.

Blitz (see Beldisc).

Blue Jeans (see Sprl Herman Brauer).

Herman Brauer (Sprl), 30 Rue St-Christophe, Brussels. Tel: (02) 12.93.75. Mgr.: Mrs. H. Brauer. Dir. & Int'l: J. Darlier; A&R, Pub. & Promo.: G. Houssa; Sales & Mktg. & Tape: Miss N. Dethier.

Labels: Hebra, New Music Corp., Blue Jeans, Folklore, Vedette, Costa Brava. (Distributed by Anvers-Radio.)

Int'l label represented: Carisch (Italy).

Int'l reps: France (AZ), Lebanon (Melody), Netherlands (Dureco), Spain (Belter), Switzerland (Finsterwald & Cantacuzene).

Britannica (see Beldisc).

C B S, 20-21 Blvd. Baudouin, Brussels 1. Tel: 18.64.00. Mng. Dir.: Pascal Robieffroid; Pub. & Press Mgr.: Leon Deneumestier.

Int'l labels represented: Paramount, Dot.

C C A (see Polydor).

Candle, Av. du Boulevard 19, Bolwerklaan, Brussels. Tel: 78.06.83. Gen. Mgr.: Camille Saey.

Int'l labels represented: Candle, Christoforus, Europhon-Basart, Wham.

Cannon (see PMP).

Capri (see Polydor).

Cardinal, 143 Belgielei, Antwerp. Tel: 30.54.54. Pres.: Rocco Granata.

Carpenter (see Fonior).

Costa Brava (see Sprl Herman Brauer).

Deutsche Grammophon (see Polydor).

Disco Star (see Discobol).

Discobol (NV), 50 Blvd. de Regent, Brussels. Tel: (02) 13.39.44/5. Admin. Dir.: Werner Huys; Sales Mgr.: R. Vervaeft.

Label: Disco Star.

Int'l labels represented: Laudate, DRM, Europa, Gospel, Havoc, Hungaraton, Kritos, Lumen, Negram, Oiseau, Pionier, President, Qualiton, Somers-et Telstar, Weltstar.

Discotrade, 88 rue Gaillauf, Brussels 3. Tel: 16.16.40. Dir.: Robert R. Pouleff.

Labels: Discotrade, Victory.

Dureco (see Fonior).

Eurovox (see PMP).

Folklore (see Sprl Herman Brauer).

Fonior, 26 Quai des Charbonnages, Brussels 8. Tel: (02) 25.40.10. Cable: FONIORA. Pres.: E. W. Pelgrims de Bigard; Mng. Dir.: A. E. Palmans.

Classical Promo.: H. Hotchamps; Sales Mgr.: R. Dauw; Promo.: D. Vlaeminck.

Labels (owned) Weekend, Omega, Top. Vega; (distributed) Dureco, Pink Elephant, II Provincien, Te Deum, Olala, Carpenter.

Int'l labels represented: Decca, Deram, London, Chapter One, Morqan, Major Minor, Ad Rhythm, Jad, Fania, Vee Jay, Mirliton.

Fontana (see Polygram).

Gramophone, 171 Blvd. Maurice Lemonnier, Brussels. Tel: 12.98.15. Mng. Dir.: John Kirsch; Asst. Gen. Mgr.: S. J. Robins.

Branch: Rec. Div., 72 Quai des Charbonnages. Tel: 27.43.90. Comm'l Mgr.: Emile Garin; A&R Mgr.: Jeff De Boeck; Pub. & Adv. Mgr.: Robert Huysens; Promo. Mgr.: Jose Langlois.

4- & 8-track cartridge, cassette & open reel licensed to EMI, Capitol.

Int'l labels represented: Apple, Bell, Cameo, Capitol, Columbia, Cornet, Dolton, Electrola, Encore, Gloria, HMV, Immediate, Imperial, Liberty/UA, Markel, Parkway, Pathe-Marconi, Regal, Sunset, Trionon, Voix de son Maître.

Hebra (see Sprl Herman Brauer).

Heliodor (see Polydor).

Hit House (see Polydor).

Hurrah (see Palette).

Ideal (see Beldisc).

Intervox, Kastanjelaan 1, Aartselaar, Antwerp. Tel: 78.29.26. Pres. & A&R: L. Van Rymentant; Sales Mgr.: J. Kolsteren; Promo. Mgr.: Rudy Witt.

Int'l labels represented: Arcade, Dino, Intervox, Memo, PPX Ents.

Jazz Club (see Polydor).

Karusell (see Polydor).

Leman & Gorle, 52 Av. Notre Dame de Lourdes, Brussels 9. Tel: 27.33.72. Pres.: Pierre Gorle; A&R Mgr.: William Pichal.

Label: Alpha.

Int'l labels represented: Argo (United Kingdom), BAM (France), Discophiles Francais (France), Dover (USA), Emerald (United Kingdom).

Int'l reps: France (Pathe-Marconi), Germany (Baerenreiter), Netherlands (Basart, Stibbe), Switzerland (Disques Office).

Marmalade (see Polydor).

Mercury (see Polygram).

Micro (see Ranch).

Monopole (see Beldisc).

Musique Royale (see Polydor).

New Music Corp. (see Sprl Herman Brauer).

Newton (see SOBEDI).

Olala (see Fonior).

Olympia (see SOBEDI).

Omega (see Fonior).

P M P PubA, Pierstr. 310, Kontich. Tel: (03) 78.29.26. Cable: EUROHOUSE. Owner & Pres.: L. J. Van Rymentant; VP: R. Witt; A&R: L. J. Van Rymentant; Sales & Mktg.: Jos. Verviest; Pub.: Jack Horckmans; Promo.: Tony Bloemen.

Labels: Arcade, Cannon, Eurovox.

Palette Recs., 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix Faecq; VP & A&R: Roland Kluger; Promo.: Pierre Meyer & Bart van de Laer; Int'l: Ida Hallia.

Labels: Palette, Hurrah, Sphinx, Jazz Club (Distributed by Artone.)

Int'l reps: Argentina (CBS), Australia (Australian Recs.), Austria (Amadeo), Brazil (Som), Canada (Compo), Costa Rica (CBS), Denmark (Dansk), Finland (Scandia), France & French Community—Algeria, Tunisia, Morocco (Festival), Germany (Polydor), Greece (Music Box), Italy (Fonit-Cetra), Japan (Nippon Columbia), Lebanon (Societe Libanaise du Disque), Mexico (Tizoc), Netherlands (Artone), New Zealand (Viking), Norway (Arne Bendiksen), South Africa (Teal), Spain (Belter), Sweden (Sonet), Switzerland (Polydor), Turkey (Odeon/Alquadis), UK (CBS, Fontana Pye), USA (Kapp), Venezuela (Velvet).

Passe Partout (see Beldisc).

Philips (see Polygram).

Pink Elephant (see Fonior).

Polydor, 144 Chaussee de Charleroi, Brussels 6. Tel: (02) 38.71.98, 38.26.42. Cable: SIEMENS. Mng. Dir.: Walter Holzappel; Pop A&R, Sales & Mktg., Tape & Int'l: Maurice Mertens; Classical A&R: Rene Gailly; Pub., Adv. & Promo.: Bernard Mahy & Sonja Schepens.

Int'l branch: Luxembourg, 22 Rue Glesener, Luxembourg. Tel: (352) 481336. Cable: SIEMENS. Mng. Dir.: Walter Holzappel; Ass't Mgr.: Emil Buchler.

Labels (owned & distributed) Deutsche Grammophon, Archiv, Archive Litteraire, Musique Royale, Heliodor, Polydor, Polydor Int'l, Polydor Special, Polydor Privilege, Polydor Medium, Marmalade, Karusell, Swe-Disc, Tip, Triumph, Capri, Adria, CCA, Reaction, Hit House.

Int'l labels represented: A&M, Ades, Artia, Canetti, Disneyland, Le Petit Menestrel; Leo the Lion, Les Enfants Sages, MGM, Metro, Metro-musique, Storyville, Supraphon, Tetragrammaton, VSP Privilege, Verve, Vista.

Polydor Int'l (see Polydor).

Polydor Medium (see Polydor).

Polydor Privilege (see Polydor).

Polydor Special (see Polydor).

Polygram, Anderlechtstr. 37, Brussels. Tel: (02) 12.50.04. Cable: POLYGRAM. Dir.: P. J. Lebbink; A&R: Roland Verlooven; Sales & Mktg.: Paul Moens, Charles Licoppe & Daniel Poutrain; Pub.: Eric de Bisschop; Promo.: Jacqueline Van Binst.

Labels: Philips, Fontana, Mercury.

Int'l labels represented: President, Beacon, Island, Page One.

Provincien (11) (see Fonior).

Ranch, 90 Rue Gaillauf, Brussels 3. Tel: 41.22.80/7. Cable: BENSMUSIC. Gen. Mgr.: Janine Bosmans.

Labels: Micro, Ranch.

continued on page 268

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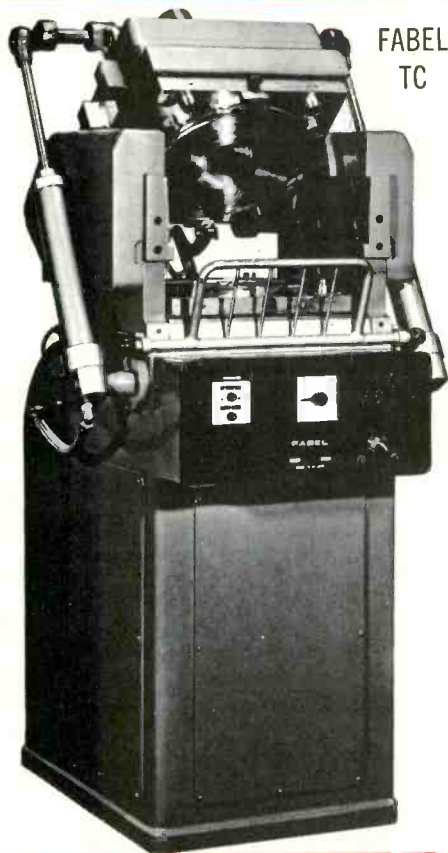
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Fabelex • Eccentric press 8 tons for cutting of centre and outside Ø 7" records



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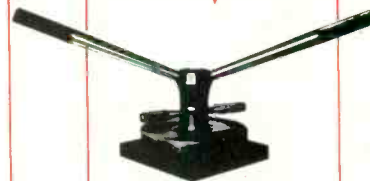
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Reaction (see Polydor).
 Ronnex (see Beldisc).
S O B E D I (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens; Mgr.: G. Martens. Labels: Newtonne, Olympia, SOBEDI. Int'l reps: Canada (London), France (Pathe-Marconi).
 Selection (see Will).
 Souville (see Beldisc).
 Sphinx (see Palette).
 Swe-Disc (see Polydor).
 Te Deum (see Fonior).
 Teenager Club (see Will).
 Tip (see Polydor).
 Top (see Fonior).
 Triumph (see Polydor).
 Vedette (see SprL Herman Brauer).
 Vega (see Fonior).
 Victory (see Discotrade).
 Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel: 11.79.91. Cable: VOGDISC. Pres.: Leon Cabat; Mng. Dir.: Roger Meylemans; A&R Mgr.: Roland Verlooven; Sales Mgr.: Jose Leruth; Adv. Promo. & PR: Gigi Bastin.
Int'l labels represented: AZ, Autumn, BT Puppy, Backbeat, Belter, Blue Cat, Brent, Chanson d'Orphe, Collection Sidney Bechet, Contrepoint, Delta, Deutsche Vogue, Diadem, Dot, Durium, Elektra, Epsilon, Franco Disques, GNP Crescendo, Glad-Hamp, Golden Guinea, Guardian, Hamilton, Hispavox, Jay Gee, Jazz Selection, Jolly, Kapp, Laurie, Legrand, Line, Loma, Lou, Mainstream, Marble Arch, May, Maya, Medallion, Miller, Mocambo, Mode, Monte Carlo, Music, Negram, Nixa, Number One, Orfeu, Orphe, Orpheon, Pacific, Piccadilly, Pop, Premier, Pye, Red Bird, Reprise, Roulette, SAAR, Scepter, Somerset, Sprint, Swing, Teichiku, Time, Tono, Trans Canada, Vogue, Vogue Int'l, Wand, Warner Bros.-Seven Arts.
 Weekend (see Fonior).
 Will, 159 Blvd. Anspach, Brussels 1. Tel: 11.02.52. Mng. Dir.: Pierre Pletinckx. Artistic Dir.: Georges Legrand; Comm'l Dir.: Juliette Debus. Labels: Selection, Teenager Club, Will.

● **music publishers**

Acuff-Rose Benelux (Eds.), 13 Rue de la Madeleine, Brussels. Tel: 11.51.20 Mgr.: Roland Kluger. Home office: USA. Affiliate: World Music Group.



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Brussels I
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Ardmore & Beechwood, 72 Quai des Charbonnages, Brussels. Tel: 27.43.90. Cable: GRAMOPHONE. Gen. Mgr.: John Kirsch; Mgr.: Jeff De Boeck.
 Arena Eds. Musicales, see Primavera.
 Audeo, see World Music Group.
 Bel, see World Music Group.
 Belg, 69 Chaussee de Diest, Aarschot. Tel: 669.99. Pres.: Jules Nijs.
 Belgo mondiales, see World Music Group.
 Beiinda-Dolfi, 155 Blvd. Anspach, Brussels. Tel: 11.83.13. Gen. Mgr.: Edgard Plumart.
 Belindamusic, see Primavera.
 Bens (Eds. Musicale), 90 Rue Gallait, Brussels 3. Tel: 41.22.80. Cable: BENS MUSIC. Gen. Mgr.: Janine Bosmans.
Affiliates: Bospel Music, Debmar Music, Ed. Kassner Music, Spanka Music, Eds. Gerard Tournier.
 Bizet, see World Music Group.
 Bospel Music, see Bens.
 Herman Brauer (Eds.) (SABAM), 30 Rue St. Christophe, Brussels. Tel: (02) 12.93.75; 12.73.61. Pres.: Mrs. H. Brauer; Gen. Mgr.: J. Darlier; Gen. Prof. Mgr.: G. Houssa.
Affiliate: New Music Corp.
 Raoul Breton, see World Music Group.
 Brussels, see World Music Group.
 Champs-Elysees, see Francis-Day.
 Chappell, 234-235 Galerie du Centre, Brussels 1. Tel: 12.73.48. Gen. Mgr.: S. de Coene-Dom.
 Comubel, see World Music Group.
 Dancing & Passe Partout, 7 Kwadenplasstr., Heist o/d Berg. Tel: (015) 21625. Gen. Mgr.: L. Lam Brechts.
Affiliates: Monopole, Passe Partout.
 Debmar Music, see Bens.
 Disco, 34 Dascottetelei, Dourne, Antwerp. Tel: 36.75.97. Prop.: Mme. Lydie Huys-Vanneste; Mng. Dir.: Werner Huys.
Affiliate: Sorbet.
 Eurovox Music (SABAM), Pierstr. 310/312 E, Kottich. Tel: (03) 78.29.26. Cable: EUROHOUSE. Pres.: L. J. Van Rymenant.
Affiliates: Intervox Music (SABAM), Lupus Music (SABAM).
 Feldman, see Francis-Day.
 Fonior, 26-28 Quai des Charbonnages, Brussels 8. Tel: 25.40.10. Cable: FONIORA. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: A. E. Palmans; Gen. Prof. Mgr.: G. Delfosse.
 Fonogram, 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens.
 France-Melodie, see Francis-Day.
 Francis-Day, 25 Pl. St. Gery, Brussels. Tel: 12.41.70. Mgr.: Mme. Henriette Dulieu.
Affiliates: Champs-Elysees, Feldman, France-Melodie.
 Frankie (BIEM), 74 Greinstr., Antwerp. Tel: 32.24.85. Mng. Dir.: Jean Meeusen.
 Granata, 143 Belgielei, Antwerp. Tel: 30.54.54. Pres.: Rocco Granata.
 I M C, see World Music Group.
 Intervox Music (SABAM), see Eurovox Music.
 Italmusic, see World Music Group.
 Kassner Music (Ed.), 90 Rue Gallait, Brussels 3. Tel: 41.22.80. Cable: BENS MUSIC. Gen. Mgr.: Janine Bosmans.
Home office: USA (American Metropolitan Ents.).
Affiliate: Bens.
 Jean Kluger (SABAM), Galeries du Centre, Bloc 3, Appt. 339, Brussels 1. Tel: 12.92.38. Gen. Mgr.: Jean Kluger.
 Lupus Music Benelux (SABAM), see Eurovox Music.
 Peter Maurice, see World Music Group.
 Metropolis, 5 Van Erborstr., Antwerp. Tel: 33.11.42. Mgr.: Albert Rollewagen.
Int'l reps: Canada (H. Elkin), UK (Hinrichsen Ed.), USA (H. Elkin).
 Ivan Mogull, c/o SABAM, 61 rue de la Loi, Brussels. Monopole, see Dancing & Passe Partout.
 New Music Corp. (SABAM), see Eds. Herman Brauer.
 Oqay, see World Music Group.
 Passe Partout, see Dancing & Passe Partout.
 Peter Plum Publ'ns (SABAM), 18 Rue des Teinturiers, Brussels. Tel: 11.52.29, 11.47.43. Cable: PLUMUSIC. Pres.: Peter Plum.
Int'l firms represented: Eds. La Compagnie, Yael's Publ'g Co. (both France).
 Primavera SA, 155 Blvd. Anspach, Brussels 1. Tel: (02) 13.37.89, 11.83.13. Dirs.: L. Vandenhout & E. Plumart; PR: Hans Kusters.
Affiliates: Arena Eds. Musicales, Belindamusic SA.
Int'l firm represented: 20th Century Music (USA).
 Radio Tele Music (Belgium-Holland) SA, 11 Av. Lloyd George, Brussels 5. Tel: 49-01.20. Gen. Prof. Mgr.: H. J. M. Terheggen.
 Rakki, 74 Greinstr., Antwerp. Tel: 32.24.85. Mng. Dir.: Jean Meeusen.
 Sab, see Voix du Rhythme.
 Schott Freres, 30 rue St. Jean, Brussels 1. Tel: 12.39.80. Gen. Mgr.: Jean-Jacques Junne.
 Screen Gems-Columbia SprL (Eds.), 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Mgr.: Roland Kluger.
Home office: USA.
Affiliate: World Music Group.
 Sorbet, see Disco.
 Southern Music (Belgium) SA, 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Cable: SOUTH-MUSIC. Mgr.: Felix Faecq.
Home office: USA. Southern.
Affiliate: World Music Group.
 Spanka Music, see Bens.
 Top, see World Music Group.
 Gerard Tournier (Eds.), see Bens.

Universal Songs, 24 Rue de l'Hopital, Brussels 1. Tel: 11.22.20. Telex: 22090. Cable: UNIVERSON. Dir.: Pierre Goemaere.
Int'l branch: Netherlands. (SEE ADVERTISE-MENT)
 Vitale, see World Music Group.
 Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel: 11.54.17. Pres.: Leon Cabat; Gen. Mgr.: Roger Meylemans; Gen. Prof. Mgr.: Harry Fraikin.
Int'l firms represented: Alpha (France), Carrousel (France), Vogue (France).
Int'l branch: Netherlands.
 Voix du Rhythme, 159 Blvd. Anspach, Brussels 1. Tel: 11.02.52. Mng'g Dir.: Pierre Pletinckx; Artistic Dir.: Georges Legrand; Comm'l Dir.: Juliette Debus.
Affiliate: Sab.
 World, see World Music Group.
 World Music Group, 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix Faecq; Gen. Mgr.: Roland Kluger; Gen. Prof. Mgr.: P. Meyer, Mlle. Ida Halila & Bart van de Laer.
Affiliates: Acuff-Rose, Audeo, Bel, Belgo Mondiales, Bizet, Raoul Breton, Brussels, Comubel, IMC, Italmusic, Peter Maurice, Oqay, Screen Gems, Southern, Top, Vitale, World.
Int'l firms represented: Charing Cross, Lowery Music, Abigail Music, Draitleaf.
Int'l reps: Argentina (Ed. Europa), Australia (World), Austria (Weft Muziek), Canada (TransCanada), Czechoslovakia (State Publ'g House), France (Magellan), Germany (Tone Kunst), Greece (Apollon), Italy (World), Japan (Shinko), Luxembourg (Luxembourg Music), Mexico (Bram-billa), Netherlands (IMC), New Zealand (South-ern), Scandinavia (INTRECO c/o Sonet), South Africa (Good), Spain (World), Switzerland (World), United Kingdom (Good), USA (Zodiac/Compton).

● **importers/distributors**

Anvers Radio SA, 10 Place de l'Yser, Brussels 1. Tel: 18.74.00/8/9, 18.73.77. Cable: ANRAD. Pres.: W. Goldschmidt; Sales Mgr.: Ph. van den Borre. Labels: ABC, Arion, Athena, Audio Fidelity, Bluesway, Command, Elite, Evolution, Fonit-Cetra, Hebra, Impulse, Marignan, Stereo Dimension, Telefunken.
 Cobedi, 32 rue St. Christophe, Brussels 1. Tel: 11.20.61. Pres.: F. Janssens.
 Inelco Belgium SA, 24 Rue de l'Hopital, Brussels 1. Tel: 11.22.20. Cable: INELCOBEL. Gen. Mgr., Tape & Int'l: Pierre-Jean Goemaere; A&R Mgr.: I. de Bie; Sales Mgr.: R. Colpin; Adv. & Promo. Mgr.: E. Moeyersons; Exec. Sec'y: Janinie Bille.
 Labels: RCA Victor, Camden, Rigolo, Amadeo, Amanda, Victrola, Vik, Calendar, Chart, Col-gems, Arc, Vanguard, Amphora, Schoepen, Frankie, Boite a Chanson, Kalliope.
Tap: RCA licensee for Benelux countries; distributors in Belgium CBS, Capitol, Decca cartridge.
 Schott Freres, 30 rue St. Jean, Brussels 1. Tel: 12.39.80. Gen. Mgr.: Jean-Jacques Junne.
 Labels: Black & Blue, Blue Note, ESP-Disk, Folkways/Scholastic, Harmonia Mundi, Monitor, Valois, Wergo.
 Sonobel, 15 Pl. Rouppe, Brussels. Tel: 12.09.28. Pres.: Pierre Borzee.
 Labels: Ambassador, Angelicum, Chant du Monde, Musidisc, Pickwick, Turnabout, Vergara, Vox.

● **supplies & services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association pour la Diffusion Artistique et Culturelle, 10 rue Royale, Brussels. Dir.: Pierre Janlet.
 Association Professionnelle des Agents Artistiques Belges, 134 rue du Midi, Brussels.
 Centrale Generale des Syndicats Liberaux de Belgique, 2 Rue Brederode, Brussels.
 Chambre Syndicale Belge de l'Industrie de la Musique Enregistree, Centre Rogier, Bureau 410, Brussels. Gen. Sec'y: George Vernaeve. Tel: 17.46.57. (Record mfrs. ass'n).
 Chambre Syndicale des Editeurs de Musique Legere de Belgique, 13 rue la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix Faecq. (Publishers' ass'n).
 Chambre Syndicale des Fabricants d'Instruments de Musique, 271 rue Royale, Brussels. Sec'y: Edmond Hautrive. (Musical instrument mfrs. ass'n).
 Comite National des Usagers du Droit d'Auteur (CNUDA), Cite de la RTB, Schaerbeek-Linthout. Contact: A. Namurois.
 Federation Belge du Spectacle, 8 rue Joseph Herens, Brussels.
 Fondation Eugene Ysaye, 29 Rue de l'Escrime, Brussels 19. Tel: 43.81.96. Pres.: Antoine Ysaye.
 Hot Club de Belgique, 34 rue d'Arenberg, Brussels.
 International Federation of Musical Youth, Palais des Beaux-Arts, 11 rue Baron Horta, Brussels. Sec'y Gen.: Paul Willems.
 National Music Committee of Belgium, Palais des Beaux-Arts, 11 rue Baron Horta, Brussels 1.
 Syndicat de Spectacle, 20 Av. de l'Astronomie, Brussels.

Union des Artistes, Fondation Lucien van Obbergh, 29 Rue Gretry, Brussels. Tel: 18.19.08. Pres.: Eric Pradier.
 Union des Chefs d'Orchestre de Belgique, 48 rue Malibran, Brussels.

PACKET MANUFACTURER

World Music Group, 13 Rue de la Madeleine, Brussels. Tel: 11.51.20.

MUSIC LICENSING ORGANIZATIONS

S A B A M (Societe Belge des Auteurs, Compositeurs et Editeurs), 61 rue de la Loi, Brussels. Tel: 12.51.30. (Performing right society).

S A C E M (Societe des Auteurs, Compositeurs et Editeurs de Musique), 54 rue du Meridien, Brussels.

PLATING PLANT

S O B E D I (Societe Belge du Disque), 4 Waalse Krook, Ghent. Tel: 25.47.60.

PRESSING PLANTS

Discopress, 88 rue Gallait, Brussels 3. Tel: 16.16.40. Dir.: Robert R. Poulet.

Fabeldis, 4-10 rue Ste. Marie, Brussels 8. Tel: 25.65.01. Gen. Mgr.: E. W. Pelgrims de Bigard.

S O B E D I (Societe Belge du Disque) 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens; Mgr.: G. Martens. Plant—pressing, plating & printing: 4 Waalse Krook, Ghent. Tel: 25.47.60.

PROCESSING PLANT

Gramophone, 171 Blvd. Maurice Lemonnier, Brussels. Tel: 12.98.15. Mng. Dir.: John Kirsch; Asst. Gen. Mgr.: S. J. Robins.

RECORDING & TAPE DUP. STUDIOS

Discopress, 88 rue Gallait, Brussels 3. Tel: 16.16.40. Dir.: Robert R. Poulet.

Fonior, Studio A—26 Quai des Charbonnages, Brussels 8. Tel: 25.40.10; Studio B—218 Chaussee de Jette, Brussels 8. Tel: 26.33.63; Gen. Mgr.: M. Smits.

Gramophone, 171 Blvd. Maurice Lemonnier, Brussels 1. Tel: 12.98.15. Mng. Dir.: John Kirsch; Asst. Gen. Mgr.: S. J. Robins.

S O B E D I (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens; Mgr.: G. Martens.

Studio Madeleine, 13 rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix R. Faecq; Gen. Mgr.: R. Verbestel.

BERMUDA

POPULATION: 55,000.
 PER CAPITA INCOME: \$2,820.
 RATE OF EXCHANGE: \$2.40 (US)=1 pound sterling.
 NO. OF HOMES WITH RECORD PLAYERS: 14,000.
 RADIO STATIONS: 4 commercial; 3 AM, 1 FM.
 Type of programming: 50% music (all pop or easy listening), 50% talk, tape & news.

No. of radios: 24,000.
 TV STATIONS: 2 commercial channels.
 Type of programming: Some local news, but mostly canned network features from USA.

No. of TV sets: 13,000.
 HOLIDAYS: January 1, Good Friday, May 24 (Commonwealth Day), July 9 (Queen's Birthday), July 28 (Cup Match Day), July 29 (Somers Day), November 11 (Remembrance Day), December 25 & 26 (Christmas).

RECORDS:
 Records imported from USA (CIF): 1968—\$179,456; 1967—\$141,837.

Average retail price per record: LP—\$5; Single—\$1.25.

Type of distribution: (domestic product) manufacturer-to-retailer; (imported product) wholesaler-to-retailer.

Type of promotion: Mainly through radio stations and live & televised in-person performances.

IMPORT/EXPORT REGULATIONS: 20% tax plus 10% of invoiced price.

● record manufacturers

B D A (see Bermuda Rec. Co.).

Bermuda Rec. Co. (div. of Bermuda International Corp. Ltd.), PO Box 452, Hamilton. Tel: 2-1122. Cable: BEREKO. Pres.: Walt Staskow; Mng. Dir.: A&R, Promo., Tape & Int'l: Kenny Harris; Pub. & Adv.: Bernard Reed.

Int'l branch: USA, ISL.

Labels: Bermuda, BDA.

Int'l labels represented: Monument, Sound Stage 7, Rising Sons, Tamborine, Warner Bros.-Seven Arts, Reprise, Vocalion, London, Parrot.

Duane (see Edmar).

Edmar Recs., Harrington Hundreds. Tel: 31387. Cable: EDMAR. Pres.: Eddy De Mello.

Labels: Edmar, Duane.

Int'l labels represented: Wirl (Barbados), Merry Disc (Barbados).

INDEPENDENT RECORD PRODUCERS

Advertising Assocs.-Compton Ltd., 308 Bermudiana Arcade, Queen St., Hamilton. Tel: 2-5942/3. Cable: AMUDA. Mng. Dir.: John H. White; Pub. Dir.: Keith Rothschild; Account Dir.: Colin M. Hind.
 Label credits: Edmar, Bermuda Recs.
 Edmar Recs., Harrington Hundreds. Tel: 31387. Cable: EDMAR. Pres.: Eddy De Mello.
 Label credits: Caravan (Canada), Wirl (Barbados).

● music publishers

Mareken, Harrington Hundreds. Pres.: Eddy De Mello.

Pembroke (BIEM), PO Box 452, Hamilton. Tel: 2-1122. Mng. Dir.: Kenny Harris.

● record distributors, importers/exporters

Bermuda Rec. Co. (div. of Bermuda International Corp.), PO Box 452, Hamilton. Tel: 2-1122. Mng. Dir.: Kenny Harris.

Labels: Monument, Sound Stage 7, Rising Sons, Tamborine, Brunswick, Uni, Kapp, Coral, Decca, Vocalion (all USA); Warner Bros.-Seven Arts, Reprise, London, Parrot (all Canada).

Eddy De Mello Prod'ns, Harrington Hundreds. Tel: 31387. Owner & Mgr.: Eddy De Mello.

Labels: Wirl (Barbados), Merry Disc (Barbados), Caravan (Canada), Rapsodia (Portugal), Radio Triunfolada (Portugal).

Music Box, Queen St., Hamilton. Tel: 2-4182. Mgr.: Max Lambert.

Music City, Par-la-Ville Rd., Hamilton. Tel: 2-5158. Mgr.: Gerald D. Paley.

Imports: records.

Exports: calypso records.

Pearlman Wattington & Co., Hamilton. Tel: PBX 2-3232. Cable: TRITON.

Labels: DGG, Tetragrammaton.

● supplies & services

DESIGN, ARTWORK, DIRECT MAIL SERVICE, PROMO. & PUBLICITY

Advertising Assocs.-Compton, Bermudiana Arcade, Suite 308, Hamilton.

RECORDING STUDIO

Z B M, PO Box 452, Hamilton. Tel: 2-1122. Dir.: Bryan Lodge.

● musical instrument distributor

Music City, Par-La-Ville Rd., PO Box 811, Hamilton. Tel: 2-5158. Cable: SOUNDS. Mus. Dir.: Gerald Paley.

Distributes: Fender, Ludwig, Gretsch, WEM, Boosey & Hawkes, Gibson, Rose-Morris.

BOLIVIA

POPULATION: 4,000,000.
 PER CAPITA INCOME: \$114.97.
 RATE OF EXCHANGE: \$1 (US)=12 pesos.
 NO. OF HOMES WITH RECORD PLAYERS: 100,000.
 RADIO STATIONS: 35; 1 government, 34 commercial.
 Type of programming: About 70% music.
 No. of radios: 525,000.

HOLIDAYS: Jan. 1, May 1 (Labor Day), July 21 (Martyr's Day), Aug. 5-7 (Independence Day), Oct. 12 (Discovery of America), plus Christian religious holidays.

RECORDS:
 Records sold domestically: 1966—115,787 units @ \$1,263,267; 1965—99,970 units @ \$1,117,214.

Records manufactured for domestic & export sale: 1966—157,978 units @ \$1,214,474; 1965—188,023 units @ \$699,442.

Records imported from USA (factory value): 1967—\$22,171; 1966—3,866 kilos @ \$16,515.

Records imported from countries other than USA (factory value): 1967 (1/2-year)—6,707 kilos @ \$24,331; 1966—14,687 kilos @ \$60,805.

Average retail price per record: LP's—\$6; EP's—\$4; singles—\$1.50.

Stereo sales: approx. 75% of total.

Type of promotion: all kinds of music promoted by commercial radio stations.

Jukeboxes: 10.

● record manufacturers

Discolandia Dueri, Evaristo Valle 239, La Paz. Tel: 8685. Pres.: Miguel A. Dueri.

Int'l firms represented: ABC, A&M, Columbia, Philips Sudamericana, Cajon Postal 2964, La Paz.

Cable: PHIBOL. Mgr.: W. Carp; Head Rec. Dept.: O. Quiroga.

Int'l firms represented: DGG, Tetragrammaton, Mercury, Philips.

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

● supplies & services

MUSIC LICENSING ORGANIZATION

S O B O D A Y C O M (Sociedad Boliviana de Autores y Compositores), 710 Indaburu (Esq. Joen), La Paz. Zone: North. Pres.: Dr. Julio Martinez Artaga.

BRAZIL

POPULATION: 90,000,000.
 PER CAPITA INCOME: \$300.
 RATE OF EXCHANGE: \$1 (US)=4.10 cruzeiros.
 NO. OF HOMES WITH RECORD PLAYERS: 980,000.
 RADIO STATIONS: 127 commercial, 2 government; 4 FM.

Type of programming: 95% recorded music, of which 90% is pop.

No. of radios: 13,000,000.

TV STATIONS: 41 channels—40 commercial, 1 government.

No. of TV sets: 3,000,000.

HOLIDAYS: Jan. 1, Jan. 6, Feb. 18-19 (Carnival), Good Friday, Apr. 21 (Tiradentes Day), May 1 (Labor Day), Sept. 7 (Independence Day), Nov. 15 (Republic Day), Dec. 25.

RECORDS:

Records manufactured for domestic & export sale:

LP's 1968—6,823,543 units, \$21,635,624; 1967—4,466,130 units, \$14,160,877. 45-rpm records (including compacts, singles & doubles) 1968—7,698,355 units, \$2,154,212; 1967—5,655,922 units, \$1,448,468.

Records imported from USA (CIF): 1968—\$254,968; 1967—\$147,725.

Records exported to USA (FOB): 1968—14,932 units, \$22,853; 1967—5,116 units, \$7,424.

Average retail price per record: LP's—\$3.17; EP's—\$1.22; Singles—\$0.98.

Stereo sales: 4% of total.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer only.

Type of promotion: Disc jockeys, magazine & newspaper publicity—news stories plus industry columns.

TAPE:

Market: The retail price of a pre-recorded cartridge or cassette is \$9. Estimated number of tape machines: (open reel) 100,000; (4-tr. players) 35,000; (8-tr. players) 5,000; (4 & 8-tr. players) 20,000; (cassette machines) 70,000.

IMPORT/EXPORT REGULATIONS: There is no importation of tape.

● record manufacturers

A U (see Rozenblit).

Abril Cultural, Rua Joao Adolfo 118, Sao Paulo. Contact: Charles A. Nobili.

Angel (see Industrias Eletricas e Musicais Fabrica Odeon).

C B S, PO Box 5304, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Cable: COLRECORD. Pres.: Dr. Terencio Cattley; VP: Evandro Ribeiro.

Labels: CBS, Epic, Okeh, Entre.

Cartridge 4-track: owned—CBS; represented—Entre, Epic, Okeh (USA).

Int'l labels represented: Columbia (USA), Epic (USA), Harmony (USA), Okeh (USA), Date (USA), Musicor (USA), Sono Radio (Peru), Plaza (Brazil).

Int'l reps.: Australia (Australian), Bolivia (Discolandia), Canada (Columbia), Central America (Indica), Chile (Philips Chilena), Ecuador (Emporio Musical), Peru (Sono Radio), Philippine (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), USA (Miami), Uruguay (Sondor), Venezuela (La Discoteca).

Caboclo (see Gravacoes Eletricas).

Camden (see RCA Eletronica Brasileira).

Capitol (see Industrias Eletricas e Musicais Fabrica Odeon).

Carrousel (see Companhia Industrial de Discos).

Cassio Muniz, Rua Aurora 1011, Sao Paulo. Contact: J. Rahmi.

Chantecler, Rua Aurora 1011, Sao Paulo. Tel: 34-7141. Pres.: Helio Muniz de Souza; Gen. Dir.: Joao Rhamy.

Branch: Sala 223, Av. Rio Branco 185, Rio de Janeiro.

Labels: Chantecler, Rosicler, Sertanejo.

Int'l labels represented: Brunswick (USA), Coral (USA), Decca (USA), Fuentes (Colombia), Peerless (Mexico), Ricordi (Italy), Roulette (USA).

Circo (see Companhia Industrial de Discos).

Codil-Comercial de Discos, Av. Rio Branco 277 grupo 1505, Rio de Janeiro. Pres.: Jose Pinheiro Ramos; Exec. Dir.: Jose Stockler de Moraes; Mgr.: Rodolfo Zuckermann.

Labels: Compacto, Ritmos.

Compacto (see Codil-Comercial de Discos).

Companhia Brasileira de Discos, Av. Rio Branco 311, 4º andar, Rio de Janeiro. Tel: 42-0964.

Cable: DISCOSINTER. Exec. Dir.: Alain Trossat.

Labels: (owned) Elenco, Forma, Heliodor, Philips, Polydor; (distributed) Festa.

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- Cartridge 4-track & cassette:** owned—Philips; represented—Polydor (Germany).
Int'l labels represented: Atco (USA), Atlantic (USA), Buddah (USA), DGG (Germany), Kama Sutra (USA), MGM (USA), Mercury (USA), Philips (Netherlands), Polydor (Germany), Reprise (USA), Tetragrammaton (USA), Verve (USA), Warner Bros.-Seven Arts (USA).
Int'l reps.: Argentina (Philips), Bolivia (Philips), Chile (Philips), Colombia (Philips), France (Philips, Polydor), Germany (Philips, DGG), Italy (Phonogram), Netherlands (Philips), Portugal (Philips), Spain (Phonogram), Uruguay (Philips), USA (Mercury), Venezuela (Siemens).
- Companhia Industrial de Discos, Rua 29 de Julho 158, Rio de Janeiro. Tel: 304871. Cable: CARDISCOS. Pres.: Hermann Zuckermann; Mgr.: Arlino Alves do Nascimento.
Labels: Itamaraty, Senador, Circo, Carroussel, Interdisc.
 Continental (see Gravacoes Eletricas).
 Copacabana (see Som Industria & Comercio).
 Dimp (see Plaza).
 Disquinho (see Gravacoes Eletricas).
 E M I (see Industrias Eletricas e Musicas Fabrica Odeon).
 Elenco (see Companhia Brasileira de Discos).
 Entre (see CBS).
 Epic (see CBS).
 Equipe, Av. Rio Branco 156-10, sobreloja-nº 233, Rio de Janeiro. Tel: 52-8921. Pres.: Oswaldo S. Cadaxo; Int'l Dept.: Roberto Nunes.
Labels: Equipe, Sept.
Int'l labels represented: Viva (USA), Hi-Fi (USA), Ember (UK), Palette (Belgium), Delron (Australia).
 Fermata do Brasil, Av. Ipiranga 1123, Sao Paulo. Tel: 239-5638, 37-2660. Pres.: Enrique Lebendiger; A&R: Julio Nagib.
Label: Fermata.
Int'l labels represented: ABC (USA), AZ (France), Durium (Italy), Fonit-Cetra (Italy), Jupiter (Germany), King (USA), Minerva (Germany), Moon-glow (USA), Original Sound (USA), Prosadis (France), C.N. Rood (Netherlands), Ranwood (USA).
 Festa, Av. Franklin Roosevelt 84, Rio de Janeiro. Tel: 52-4460. Pres.: Irineu Garcia. (Distributed by Companhia Brasileira de Discos).
 Forma (see Companhia Brasileira de Discos).
 Gravacoes Eletricas, Rua 7 de Abril 59, 8 andar. Tel: 37-54-39, 33-24-16. Pres.: Alberto Jackson Byington Neto; Exec. Sec'y: Monacir Stella; Superintendent: Miguel Gomes Campodarve; Sales Mgr.: Wilson Rodrigues Poso; Repertoire: Nazareno de Brito; Promo.: Luiz Mocarzel.
Branch: Rua Pedro Lessa 35, 7 andar, Rio de Janeiro. Tel: 32-31-41.
Labels: Cabocio, Continental, Disquinho, Musicolor.
Cartridge 4-track & cassette: Continental.
Int'l labels represented: Alvorada (Portugal), Ducretet Thomson (France), Jewel/Paula (USA), Radio Triunfo (Portugal), Teldec (Germany).
Int'l reps.: Argentina (Disc-Jockey), France (Ducretet Thomson), Japan (Teichiku), Portugal (Alvorada, Radio Triunfo), Venezuela (Musitron).
 Gravacoes Tropicana, Av. Gomes Freire, 176-s/Loja 1, Rio de Janeiro. Contact: Afranio M. Develly. Heliodor (see Companhia Brasileira de Discos).
 Imperial (see Industrias Eletricas e Musicais Fabrica Odeon).
 Industrias Eletricas e Musicais Fabrica Odeon (EMI), Rua Evaristo da Veiga 20, Caixa Postal 2752—ZC 00, Rio de Janeiro. Tel: 22-9887. Cable: TURNTABLE. Mng. Dir.: Dr. Henry Jessen; Int'l Div.: Luiz Amaral; Int'l A&R: Jose de Sa.
Labels: Odeon, Capitol, Angel, Parlophone, Pathe, Imperial.
Cartridge 4-track: owned—Odeon; represented—A&M (USA), London (USA).
Int'l labels represented: London (USA), Decca (UK), A&M (USA), Deram (UK), Immediate (UK), Bell (USA), President (UK).
 Interdisc (see Companhia Industrial de Discos).
 Itamaraty (see Companhia Industrial de Discos).
 Mocambo (see Rozenblit).
 Musicolor (see Gravacoes Eletricas).
 Musidisc, Rua da Lapa nº 120-12º andar, Rio de Janeiro. Tel: 52-0474. Cable: MUSIDISC. Pres.: Nilo Santos-Pinto.
Branch: Sao Paulo, Av. Ipiranga nº 1123-3º andar, Gr. 304.
Int'l labels represented: Pye (UK), Major Minor (UK), Riviera-Barclay (France), SAAR (Italy), Metronome (Germany), Sonolux-Industria Eletro Sonora (Colombia), Discomoda-Fabrica Venezolana de Discos (Venezuela).
Int'l reps.: Argentina (Famous), Chile (Industrias Eletricas y Musicales Odeon), Colombia (Sonolux-Industria Electro Sonora), France (Riviera-Barclay), Germany (Metronome), Italy (SAAR), Mexico (Discos Musart), San Salvador (Discos Dicesa Centroamericanos), UK (Major Minor), USA (Rec. Dist. of America), Venezuela (Discomoda-Fabrica Venezolana de Discos).
 Odeon (see Industrias Eletricas e Musicais Fabrica Odeon).
 Okeh (see CBS).
 Parlophone (see Industrias Eletricas e Musicais Fabrica Odeon).
 Passarella (see Rozenblit).
 Pathe (see Industrias Eletricas e Musicais Fabrica Odeon).
 Philips (see Companhia Brasileira de Discos).
- Plaza, Rua Alvaro Alvim 31, gr. 1302, Rio de Janeiro, GB. Tel: 428587. Pres. & Owner: H. Gandelman.
Labels: Dimp (budget), Plaza.
Int'l rep.: World-wide (Columbia).
 Polydor (see Companhia Brasileira de Discos).
 R C A (see RCA Eletronica Brasileira).
 R C A Eletronica Brasileira, Av. Ipiranga 1097, Sao Paulo. Tel: 35-0178. Cable: RADIOINTER. Pres.: Douglas J. M. Reid; Exec. Dir.: David W. Jones.
Branch: R. Correia Dutra 126, Rio de Janeiro.
Labels: (owned) RCA, Camden, Victrola; (distributed) Fermata, RGE, Som Maior.
Cartridge 8-track: RCA.
Int'l labels represented: Colgems, Buena Vista, Disneyland, Dunhill, Minit, World Pacific, Sunset, Soul City, Imperial, Dolton, Blue Note, Calendar, Chart, BT Puppy, Liberty, Equinox (all USA).
 R G E, Av. Ipiranga 1123, Sao Paulo. Tel: 34-8990, 37-2660. Pres.: Enrique Lebendiger; A&R & Int'l: Julio Nagib.
Label: RGE.
Int'l labels represented: Ariston (Italy), Barclay (France), Dot (USA), Musart (Mexico), Page One (UK), Roulette (USA).
 Ritmos (see Codil-Commercial de Discos).
 Rosicler (see Chantecler).
 Rozenblit, Estrada dos Remedios, 855, Recife, Pernambuco. Cable: MOCAMBO. Top Exec.: Jose Rozenblit; Sales: Isaac & Adolfo Rozenblit; A&R: Roberto Corte Real; Int'l: Kurt Sonderrmann.
Branches: Av. Rio Branco 14, 15 andar., Rio de Janeiro. Promo.: Jose Rozenblit Sobrinho—Rua Conselheiro Nebias 662, Sao Paulo. Promo.: Amary Mazorca.
Labels: Mocambo, AU (Artistas Unidos), Passarella.
Cartridge 4-track: Mocambo.
Int'l labels represented: Kapp (USA), Motown (USA), Scepter (USA), Vogue (France), Deutsche Vogue (Germany), Vedette (Italy).
 Sabia (see Som Industria & Comercio).
 Sacy (see Som Industria & Comercio).
 Senador (see Companhia Industrial de Discos).
 Sertanejo (see Chantecler).
 Som (see Som Industria & Comercio).
 Som Industria & Comercio, Av. Rio Branco, 43-9º andar, Rio de Janeiro. Tel: 43-4862. Cable: SOMDISCOS. Pres.: Emilio M. Vitale.
Branch: Av. Paulista, 1009-22º andar, Sao Paulo. Tel: 31-4278.
Labels: Copacabana, Sabia, Sacy, Som.
Cartridge 4-track & cassette: Copacabana.
Int'l labels represented: Verve, United Artists, Westminster, Project 3, Abnak, Montilla (all USA), Palette (Belgium), Miura (Italy), Music Hall (Argentina), Vanguard (USA).
 Som/Maior, Av. Ipiranga 1123, Sao Paulo. Tel: 37-2660. Pres.: Enrique Lebendiger; Mgr. & A&R: Julio Nagib.
Label: Som/Maior.
Int'l labels represented: CDI (Italy), CMS (Italy), Cadet, Chess, Checker (USA), Double Shot (USA), GNP (USA), Interrecord (Italy), Markal (Belgium).
 Spot (see Equipe).
 Victrola (see RCA Eletronica Brasileira).
- INDEPENDENT RECORD PRODUCER**
- Plaza, Rua Alvaro Alvim 31, gr. 1302, Rio de Janeiro. Tel: 428587. Pres. & Owner: H. Gandelman.
Label credits: CBS.
- **music publishers**
- Acuff-Rose, Rua Quintino Bocaiuva 22, Sao Paulo. Aquarela do Brazil, Rua Buenos Aires 58, Rio de Janeiro. Tel: 37-3566. Dir.: Ary Barroso.
 Arlequin, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1921. Mgr.: Waldemar Marchetti.
 Ata (Edicoes Musicais), Av. Rio Branco 156, Rio de Janeiro. Tel: 42-4336.
 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.
 Brasilrithmos Vitale, Rua Quintino Bocaiuva 22-1, Sao Paulo. Tel: 7-1136. Mgr.: Emilio Vitale.
 Clave Musical (Edicoes), Rua General Gustavo Cordeiros de Farias 545, Rio de Janeiro. Dir.: Fernando Cesar.
 Compacto Editora Musical de Discos, Av. Rio Branco 277 grupo 1504, Rio de Janeiro. Tel: 529708. Dirs.: Jose Pinheiro Ramos, Harry Zuckermann & Antonio Aguerro.
 Companhia Industrial de Discos, Rua Joao Lira 19, Rio de Janeiro. Tel: 304871. Cable: CARDISCOS. Pres.: Hermann Zuckermann.
 Copacabana, Av. Rio Branco 277, Rio de Janeiro. Mgr.: Jose Batista de 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 B R A U—Editora Brasileira Autores Unidos, Rua Siqueira Campos 143 (Loja 135), Rio de Janeiro. Tel: 36-3790. Mgr.: Ademo Fernando Anjos.
 E L A M, Rua Visconde do Rio Branco 59, Rio de Janeiro. Tel: 31-4040. Mgr.: Evandro Ribeiro.
 E M I (Editora de Musica Brasileira e Internacional SA), Av. Almirante Barroso 91, Rm. 401, Rio de Janeiro. Tel: 22-0098, 32-9401. Cable: EMBISA. Mgr.: Fiorenza Saffirio (Miss).
- Affiliates: Editora de Musica Lyra, Editora de Musica Indus.
 Euterpe (Edicoes), Av. Rio Branco, 180-2º andar, Salas 204/6, Rio de Janeiro. Tel: 32-0074. Admin.: Vicente S. Mangione.
 Affiliates: Editora de Musicas Universal (EMU), Publicacoes Panamericanas.
 Fermata do Brazil, Av. Ipiranga 1123, Soa Paulo. Tel: 35-2832, 37-2660. Mgr.: Juvenal Fernandez.
 Fontana (Edicoes Musicais), Av. Rio Branco 311, 4 andar, Sala 403, Rio de Janeiro. Tel: 42-0964. Mgr.: Jose Loureiro.
Int'l firm represented: 20th Century Music (USA).
 Frevo, Rua dos Palmares 174, Recife, Pernambuco. Mgr.: Nelson Ferreria.
 I T A I P U (Sociedade Brasileira de Edicoes, Publicidade e Servicos Artisticos), Rua Evaristo da Veiga, 20-1º andar, Rio de Janeiro. Gen. Mgr.: Dr. Henry Jessen; Int'l Div.: Luiz Amaral.
 Ilha Bela, Rua Barao de Itapetininga 255, Sao Paulo. Mgr.: Herivelto Martins.
 Indus (Editora de Musica), see EMBI.
 Irmaos Vitale SA Industria e Comercio, Rue Franca Pinto 42, Sao Paulo. Tel: 7-1136. Cable: IRVITALE. Mgr.: Emilio M. Vitale.
Int'l firm represented: United Artists Music Group (USA).
 Kassner (Editoria), Sao Paulo.
Home office: USA, American Metropolitan Ent's.
 Latin American Tree, Caixa Postal 5296, ZC-58 Rio de Janeiro. Mgr.: Henrique Gandelman.
Home office: USA, Tree.
 Lyra (Editora de Musica), see EMBI.
 M C A do Brasil Editora Musica Ltda., Av. Ipiranga 1123, Sao Paulo.
Home office: USA.
 Mangione, Av. Treze de Maio 13, Rio de Janeiro. Tel: 42-3223. Pres.: Estevao Mangione.
 Mills (Editora Musical), Av. Ipiranga 1123, Sao Paulo.
Home office: USA.
 Ivan Mogull c/o Edicoes Musicas RCA, Av. Ipiranga 1097, Sao Paulo. Pres.: Ivan Mogull; Gen. Mgr.: Osmar Zandomeni. **Home office:** USA.
 Mundo Musical (Editora), Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Gen. Mgr.: Henrique Gandelman.
Int'l firms represented: Screen Gems/Columbia Music (USA).
 Musibras, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1721. Mgr.: Waldemar Marchetti.
 Nossa Terra, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Alcir Pires Vermelho.
 Pierrot, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1721. Mgr.: Waldemar Marchetti.
 Publicacoes Panamericanas, see Edicoes Euterpe.
 R C A (Edicoes Musicais), Av. Ipiranga 1097, Sao Paulo. Tel: 35-1078. Cable: RADIOINTER. Mgr.: Osmar Zandomeni. **Branch:** Rio de Janeiro, r. Correia Dutra 126.
 Reunidas, Av. Caspar Libero 58, Sao Paulo. Tel: 36-8229.
 Ricordi Brasileira, Rua Conselheiro Nebias 773/777, Sao Paulo. Tel: 220-3131. Cable: RICORDI-BRASIL.
 Rio Musical, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Roberto Martins.
 Ritmos Edicoes Musicais, Av. Rio Branco 227 grupo 1504, Rio de Janeiro. Dirs.: Jose Stockler de Moraes, Rodolfo Zuckermann.
 Romance, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Milton Bittencourt.
 Samba, Rua General Gustavo Cordeiro Farias 545, Rio de Janeiro. Tel: 34-8105. Mgr.: Fernando Cesar.
 Sao Jorge, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Ary Monteiro.
 Seresta, Av. Ipiranga 1123-5 andar, Sao Paulo. Tel: 35-2832.
 Todamerica Musica Ltda., Rua Santa Luzia 799, 3 andar, Rio de Janeiro. Tel: 22-2642.
Int'l firms represented: Edwin H. Morris & Co. Ltd. (USA).
 Tree, see Latin American Tree.
 Universal (Editores de Musicas) (EMU), see Edicoes Euterpe.
 Vitale, see Irmaos Vitale.
- **distributor & importer/exporter**
- Campanha Industrial de Discos, Rua Joao Lira 19, Rio de Janeiro. Tel: 30-4871. Cable: CARDISCOS. Pres.: Hermann Zuckermann.
- **supplies & services**
- ASSOCIATIONS, MUSIC LICENSING & PROFESSIONAL ORGANIZATIONS**
- A D D A F (Associacao Defensora dos Direitos Artisticos e Fonomecanicos), Rua Visconde Inhauma 167, Rio de Janeiro. Tel: 23-1693. Pres.: Ataúlpho Alves.
 Associacao de Cantos Coral (ACC), Rua das Marrecas 40 9 andar, Rio de Janeiro. Pres.: Moacyr Villas-Boas.
 Associacao Brasileira dos Produtores de Fonogramas (Brazilian Association of Phonographic Producers), Rua Rego Freitas 354, Sao Paulo. Tel: 35-0665. Pres.: Sebastiao R. Bastos.
 B I E M, Rua Evaristo da Veiga 35, Rio de Janeiro. Tel: 22-7219. Mgr.: Umberto Marconi.

Bureau International de l'Édition Mécanique (see BIEM).
 Collegium Musicum, Rua Joao Pinheiro 412, Sao Paulo 5.
 Instituto Cultural Italo-Brasileiro, Rua Sete de Abril 230, 5 andar, s/580, Sao Paulo.
 Museo Villa-Lobos, Rua Imprensa 16, Palacio da Cultura, Room 911, Rio de Janeiro. Dir.: Arminda Neves d'Almeida.
 S A D E M B R A, Rua Buenos Aires 58-A, Rio de Janeiro. Tel: 52-9630. Mgr.: Cesar do Prado.
 S B A C E M (Sociedade Brasileira de Autores, Compositores e Editores de Musica), Rua Buenos Aires 58, Rio de Janeiro. Tel: 23-1935.
 S B A T, Rua Buenos Aires 58-A, Rio de Janeiro. Tel: 42-5452. Pres.: Juracy Camargo.
 U B C (União Brasileira de Compositores), Rua Visconde Inhuama 134, Rio de Janeiro. Tel: 23-16-93. Pres.: Osvaldo Santiago.

DUPLICATOR/MARKETER

Tapcar Gravações, Rua 17 de Fevereiro 159, Rio de Janeiro. Tel: 30-4255. Dir.: Manoel Vals Carneiro; Mng. Dir.: Fernando de Araujo Neves.
 Cartridge 4-track, 8-track & cassette: owned—Tapcar; distributed—Codil, Chantecler, Musidisc; represented—Decca (USA), Ricordi (Italy).

MUSIC LICENSING ORGANIZATIONS

S B A T (Sociedade Brasileira de Autores Teatrais), Caixa Postal 1503, Rio de Janeiro.
 U B C (União Brasileira de Compositores), Rua Visconde de Inhuama 134, 7 andar, Rio de Janeiro.

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.
 Gravações Elétricas, Av. do Estado 4755, Sao Paulo. Tel: 35-35-74.
 Industrias Elétricas e Musicais Fabrica Odeon (EMI), Rua Odeon s/n, Sao Bernardo do Campo.
 Musidisc, Rua Quissama 190, Petropolis.
 R C A Eletronica Brasileira, Av. Engenheiro Billings 2229, Sao Paulo.
 Rozenblit, Estrada dos Remedios 855, Recife, Pernambuco.
 Som, Rua Argentina 173, Sao Bernardo do Campo. Tel: 42-74-11.

RECORDING & TAPE DUP. STUDIOS

Audio Studio-B, 83-D Rua Anita Garibaldi, Rio de Janeiro. Tel: 35-1525, 56-5941. Pres. & Mgr.: William O. Horne. (Produces master tapes.)
 C B S, Rua Visconde do Rio Branco 53, Rio de Janeiro.
 Chantecler, Rua Aurora 1011, Sao Paulo.
 Companhia Brasileira de Discos, Av. Rio Branco 181, Rio de Janeiro.
 Gravodisc, Rua General Osorio 707, Sao Paulo.
 Industrias Elétricas e Musicais Fabrica Odeon (EMI), Av. Rio Branco 277, 4º andar, Rio de Janeiro. Tel: 22-5106.
 Musidisc, Rua Joaquim Silva, 56-5º andar, Rio de Janeiro.
 Promotion Studio, Av. Marechal Camara 271, Rio de Janeiro.
 Publi-Son, Rua Santa Luzia 799, Rio de Janeiro.
 Rozenblit, Estrada dos Remedios 855, Recife, Pernambuco.
 Tapcar Gravações Ltda., 17 Fevereiro 159, Rio de Janeiro. Tel: 30-4255. Dir.: Manoel Vals Carneiro; Mng. Dir.: Fernando de Araujo Neves. (Tape duplication only).

● phonograph manufacturer

Philco Radio e Televisao, Virginia 299 (Tatuape), Sao Paulo. Tel: 93-6193. Mng. Dir.: F. L. Sherman.
 Home office: USA.

BULGARIA

POPULATION: 8,334,000.
 RATE OF EXCHANGE: \$1 (US) = 1.17 lev.
 RADIO STATIONS: 18 government.
 No. of radios: 2,217,685.
 TV STATIONS: 4 government.
 No. of TV sets: 420,228.
 HOLIDAYS: Jan. 1, May 1, 2 (Labor Day), May 24 (Education Day), Sept. 9, 10 (National Day), Nov. 7 (October Revolution).
 RECORDS:
 Average retail price per record: 12" LP's—\$1.96; 10" LP's—\$1.54; 7" LP's—\$0.89; 7" singles—\$0.55.

● record manufacturer

Balkanton, 2 Haydushka Poljana St., Sofia 12. Tel: 52-54-51.
 Int'l labels represented: DGG, Tetragrammaton.

Billboard 1969-1970 International Music-Record Directory

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Union of Bulgarian Composers, Ivan Vazov 2, Sofia. Pres.: Filip Koutev.
 Union of Musicians in Bulgaria, Alabin 52, Sofia. Pres.: Dimitar Rouskov.

PRESSING PLANT

Balkanton, 2 Haydushka Poljana St., Sofia 12. Tel: 52-54-51.

● tape recorder manufacturer

Electroimpex, 17 G. Washington St., Sofia. Tel: 88-49-91.

CANADA

POPULATION: 20,898,000.
 PER CAPITA INCOME: \$2,312.
 RATE OF EXCHANGE: \$1 (US) = \$1.075 (Canadian dollars).
 NO. OF HOMES WITH RECORD PLAYERS: 3,558,000.
 RADIO STATIONS: 331 commercial—263 AM, 68 FM; 39 government—31 AM, 8 FM.
 Type of programming: Commercial—recorded music predominates; government—drama, talks, documentaries, live and recorded music.
 No. of radios: 10,000,000.
 TV STATIONS: 65 commercial, plus 162 satellites; 34 government, plus 39 satellites.
 Type of programming: Minimum 55% Canadian content by government regulation; balance is US and British imports.
 No. of sets: 4,950,000.
 HOLIDAYS: January 1, Good Friday, Easter Monday, Victoria Day (Monday preceding May 25), Dominion Day (July 1), Civic Holiday (first Monday in Aug.), Labor Day (first Monday in Sept.), Thanksgiving (second Monday in Oct.), Christmas.

RECORDS:

Records manufactured & sold domestically: Stereo LP's 1968—22,559,961 units; 1967—11,154,041 units. Mono LP's 1968—5,488,376 units; 1967—15,270,524 units. Singles 1968—17,734,520 units; 1967—16,961,524 units.
 Net record sales (at distributor prices) of domestic product (excluding record clubs): 1968—\$40,657,986; 1967—\$36,067,487.
 Undistributed record sales: Record clubs 1968—\$4,523,203; 1967—\$4,442,228. Custom & premium sales 1968—\$4,016,754; 1967—\$2,976,634.
 Records imported from USA (CIF): 1968—\$2,922,396; 1967—\$2,266,898.
 Records imported from countries other than USA (factory value): 1968—1,676,370 units, \$2,273,000; 1967—1,219,589 units, \$1,474,000.
 Records exported to USA (FOB): 1968—706,662 units, \$121,853; 1967—145,220 units, \$90,833.
 Records exported to countries other than USA (factory value): 1968—28,099 units, \$25,000; 1967—34,465 units, \$43,000.
 Average retail price per record: LP's—\$5.29; Singles—\$0.98.
 Stereo sales: 80% of LP sales.
 Record club sales: 11% of total.
 Type of distribution: Manufacturer-to-distributor-to-retailer still predominates, but sub-distributors are gaining in importance. About 40% of business done through rack jobbers & one-stops.
 Discounting: Frequent in major markets (and a major problem).
 Type of promotion: Much importance placed on US charts. Without them, impossible to break a record in Canada. Radio airplay has been an important aid to sales, but the growth of the underground scene has given newspapers & magazines a more important role in promotion. Dealers sometimes promote product through co-op advertising and point-of-sale display material. Major promotion entails supplying promo copies of new releases to radio stations and urging program directors—by showing US chart listings—to play them.

TAPE:

Market: Growing at phenomenal rate, now representing more than 20% of music industry and is just beginning to be felt in the home; thus far, automobile market has provided much tape business. In 1968, there were more than 100,000 cassette recorders in use & on the market and 30,000 8-track players. First domestic tape duplication began in 1967. Estimated that tape sales will hit 30% of music market by the end of 1970.
 Average retail price per tape: 4- & 8-track cartridge—\$7.95; cassette—\$6.95; open reel—\$7.95 for pop product, higher for classics & Broadway shows.
 Types of distribution: Manufacturer-to-distributor-to-dealer, plus manufacturer-to-retailer, running about 60% to 40% respectively. Rack jobbers and one stops have only recently joined in the tape market.

Type of promotion: Promotion has been limited. Manufacturers are now launching simultaneous in-store displays for record and tape product. Release is almost simultaneous on chart and standard repertoire.

IMPORT/EXPORT REGULATIONS: Import customs duty—20%; federal sales tax—12%.
 Ritchie Yorke

● record manufacturers

A B C (see Polydor).
 A Z (see Trans-Canada).
 Abnak (see Compo).
 Accent (see Compo).
 Ace of Clubs (see London).
 Ace of Diamonds (see London).
 Action (see Trans-Canada).
 Alkon (see Klondike).
 Allegro (see Pickwick).
 Alliance (see Allied).
 Allied, PO Box 517, 104 Doncaster Ave., Willowdale, Ont. Tel: (416) 889-8566. VP & Gen. Mgr.: Jack Boswell.
 Labels: Allied, Alliance.
 This company represents: Bang, Calla, Elektra, Gateway, Marathon, Nonesuch, Paragon, Pentagon, Roulette, Shout, Time. (SEE ADVERTISE-MENT)
 Alouette (see Archambault).
 Am Can (see Canadian American).
 Amaret (see London).
 Amos (see London).
 Amusement (see Trans World).
 Angel (see Capitol).
 Apex (see Compo).
 Apollo (see Trans-Canada).
 Apon (see Musimart).
 Apple Honey (see Musimart).
 Aragon Ent's. Ltd., 1234 W. Sixth Ave., Vancouver 9, B.C. Tel: (604) 732-6010. Pres.: Al Reusch.
 Labels: Aragon, Aramac, Arrex, Sixth Avenue. (Distributed by London).
 Aramac (see Aragon).
 Arc (see Arc Sound).
 Arc Centennial (see Arc Sound).
 Arc Citation (see Arc Sound).
 Arc Sound, 20 Cranfield Rd., Toronto 16, Ont. Tel: (416) 751-1613. Pres. & Gen. Mgr.: Phil G. Anderson; VP, Sales & Mktg.: Bill Gilliland; Nat'l Sales Mgr.: Tom Burney.
 Branches: Edmonton, Alta., 6811 104 St. Tel: (403) 434-3372—Vancouver, B.C., 144 Ingleton Ave., Burnaby 2. Tel: (604) 291-2871—Winnipeg, Man., 1436 Erin St. Tel: (204) 943-4087—Halifax, N.S., 960 Barrington St. Tel: (902) 423-7100.
 Labels: Arc, Arc Centennial, Arc Citation, Good Groove, Monique, Yorkville.
 This company represents: Alshire, Europa, International Artists, Kent, Metronome, Miller Int'l, Somerset, Stereo Fidelity. (SEE ADVERTISE-MENT)
 Archambault (Ed.), 500 St. Catherine St. E., Montreal, P.Q. Tel: (514) 849-6201. Cable: ARCH-MUSIC. Co-Prop.: Rosaire Archambault; Artistic Dir.: John Damant; Mgr.: Charles Pilon; Promo.: Dominique Lajeunesse.
 Labels: Alouette, Select.
 This company represents: Assimil Language Courses, Bam, Belair, Chant du Monde, Charlin, Coq Sonore, Festival, Iramac, Jericho, L'Encyclopedie Sonore, Lumen, Musidisc, Pleiade, Studio SM, Trianon, Valois, Vega.
 Cartridge 8-track & cassette: Alouette, Select.
 Archive (see Polydor).
 Argo (see London).
 Arrex (see Aragon).
 Artia (see Trans World).
 Ash (see Trans World).
 Athena (see London).
 Aura (see London).
 Avril (see Columbia).
 B T Puppy (see Compo).
 Backbeat (see London).
 Banff (see Rodeo & London).
 Barclay, 189 Rockland Rd., Town of Mount Royal, Montreal, P.Q. Tel: (514) 731-7791. Pres.: Aubert Brilliant; Gen. Mgr.: Roland Racine; Prod'n Mgr.: Yvan Gadoua.
 Home office: France.
 Labels: Barclay, Erato, Riviera. (Distributed by Trans-Canada).
 Barry (see Quality).
 Beacon (see Robert J. Stone).
 Bclair (see London).
 Beltone (see London).
 Bettini (see Video Audio Prod'ns).
 Blanche Neige (see Trans World).
 Blue Note (see London).
 Blue Rock (see London).
 Blue Thumb (see Polydor).
 Bluesway (see Polydor).
 Boo (see Rebel).
 Bravo (see Canadian Music Sales).
 Broadside (see Trans World).
 Brunswick (see Compo).
 Bunky (see Trans World).
 C B S (see Columbia).
 Cabot (see Musimart).
 Caedmon (see Trans World).
 Caledon (see Robert J. Stone).
 Camden (see RCA).
 Campus (see Rodeo).

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continued

- Canaan (see Word).
Canada Int'l (see RCA).
Canadian American Ltd., c/o Herb Britain, Box 1113, Winnipeg, Man. Pres.: Leonard Zimmer; Rep.: Herb Britain; A&R Prod'r: Joey Welz.
Int'l branch: USA.
Labels: Canadian American, Am Can.
Canadian Music Sales Corp. Ltd., 58 Advance Rd., Toronto 570, Ont. Tel: (416) 239-2361. Cable: MUSICSALES. Owner: T. St. Clair Low; A&R: Jury Krytiuk; Sales Mgr.: Terry P. Regan.
Labels: Bravo, Dominion.
This company represents: Alector, Alfred, All Nations, Arka, Barnet, Basart, Beaver, Budapest, CNR, Classic Editions, Classic Jazz, Chwili Dnistra, Edmonton, Educo, Ekipo, Fontana, Four Sisters, 49th State, Glenside, Hazam, Helios, La Louisianne, Laff, Music Minus One, Philips (Germany, UK), Proscenium, Rusalka, TRB, Sportsdisc, Steno-Disc, Telco, Telstar, Transatlantic, Triola, Turul, UTC, VIS, Venus, Wing, Xtra.
Cartridge 8-track: Bravo, Dominion, VIS.
Cassette: Bravo, Dominion, Philips (Germany), VIS.
Candide (see Musimart).
Canole (see Robert J. Stone).
Canusa Ents. Inc., 32 13 E. St. Catherine St., Montreal, P.Q. Tel: (514) 526-0841. Pres.: Tony Roman.
Labels: Canusa (distributed by Trans-Canada), Revolution.
Capitol Recs. Canada Ltd., 3109 American Dr., Malton, Ont. Tel: (416) 677-5050. Exec. VP & Gen. Mgr.: Ron M. Plumb; VP & Mktg.: E. Taylor Campbell; A&R Dir.: Paul White; Nat'l Promo. & Adv. Mgr.: Bert Renka.
Branch: Montreal, P.Q., 155 Port Royal W. Zone: 357. Tel: (514) 389-3588.
Labels: Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim.
This company represents: Buena Vista, Disneyland, Odeon, Parlophone, Pickwick, Revolution, 20th Century-Fox.
Cartridge 8-track & cassette: Capitol, Angel, Pathe.
PlayTape: Capitol.
Open reel: Capitol, Angel. (SEE ADVERTISEMENT)
Caprice (see Rodeo & London).
Caravan Rec. Sales Ltd., 117 Midwest Rd., Scarborough, Ont. Tel: (416) 757-2455. Pres.: Frank P. Swain; Mktg. & Sales Mgr.: John Loweth; Promo. Mgr.: Scoot Irwin.
This company represents: Bel Cleer, Carinia, Crown, Design, Dr. Murray Banks, Fiesta, Grecophon, Ital, Kismet, Merrydisc, Muza, Spur, UK, V Recs., Venus. (SEE ADVERTISEMENT)
Cardinal Rec. Corp. Ltd., 1244 Dufferin St., Bldg. 3, Toronto 173, Ont. Tel: (416) 531-5754. Gen. Mgr.: George E. Wade.
Labels: (owned) Cardinal, Magnaphonic; (distributed) Crown, Custom, Fax, Relar, Tartan, United.
This company represents: Imperial, Negram, Robin Hood. (SEE ADVERTISEMENT)
Carib (see Trans-Canada).
Carnaval (see Compo).
Carole (see Compo).
Carrusel (see Trans-Canada).
Cathedral (see Musimart).
Celtic (see Rodeo & London).
Century (see Word).
Challenge (see Compo).
Citation (see Trans-Canada).
Click (see London).
Cloune (see Trans World).
Coliseum (see London).
Colosseum (see Musimart).
Columbia Recs. of Canada Ltd., 1121 Leslie St., Don Mills 403, Ont. Tel: (416) 447-3311. Cable: COLRECORD. VP & Mng. Dir.: Frederick T. Wilmot; Exec. VP: T. M. Lynd; VP Mktg.: J. Robertson; Rec'g & Publ'g Dir.: J. J. Williams; Sales & Mdsq. Dir.: William Eaton; Special Prods. Mgr.: L. Friedman; Audio Prods. Dir.: W. Kearns.
Branches: Calgary, Alta., 4624 Manitoba Rd. Tel: (403) 287-1322. Mgr.: J. Davies—Don Mills, Ont., 1113 Leslie St. Tel: (416) 444-6651. Mgr.: E. Colero—Montreal, P.Q., 1168 Montee de Liesse. Zone 9. Tel: (514) 336-1744. Mgr.: J. Gagne.
Labels: Columbia, Avril, CBS, Date, Epic, Harmonie, Harmony, Legacy, Odyssey, Okeh.
This company represents: Arion, Barnaby, Dover, Dynamo, Gregar, Immediate, King, Major Minor, Musicor, Nashville, Ode, Rojac, Starday.
Cartridge 8-track: (owned) Columbia, CBS, Date, Epic; (distributed) Immediate, Ode, Musicor, Starday.
Cartridge 4-track: Columbia, Date, Epic, Immediate, Ode. (Imported from USA).
Cassette: (owned) Columbia, Epic; (distributed) Immediate, Ode, Musicor, Starday.
Open reel: (owned) Columbia, Epic. (SEE ADVERTISEMENT)
Command (see Polydor).
The Compo Co. Ltd., 2377 Remembrance St., Lachine, P.Q. Tel: (514) 637-2561. VP & Gen. Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D. Roberts; A&R: Lee Armstrong; Sales, Mktg. & Adv.: (Decca Div.) S. D. Roberts, (Apex Div.) Lee Armstrong; Pub. & Promo.: Roy Smith; Field Promo. Mgr.: Allan Matthews.
Labels: (Decca Div.) Decca, Coral, Brunswick, Vocalion; (Apex Div.) Abnak, Accent, Apex, BT Puppy, Carnaval, Carole, Challenge, Cycle 2000, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Point, Project 3, Pete, Revolver, Revue, Scepter, Shamley, Steady, Uni, United Artists, Wand.
Cartridge 8-track: Abnak, Brunswick, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Project 3, Uni, United Artists.
Cassette: Brunswick, Coral, Decca, Double Shot, GNP Crescendo, United Artists. (SEE ADVERTISEMENT)
Conversaphone (see Trans World).
Copley (see Musimart).
Coral (see Compo).
Cricketer (see Pickwick).
Crown (see Caravan & Cardinal).
Cupidon (see London).
Custom (see Cardinal).
Cycle 2000 (see Compo).
D G G (see Polydor).
D S P (see Trans-Canada).
Da Camera (see Musimart).
Damon Prod'ns Ltd., 5503 84 Ave., Edmonton 83, Alta. Tel: (403) 469-7955. Pres.: Garry L. McDonall; VP: Don R. Paches.
Labels: Damon, Point. (Distributed by Compo).
Das Alte Werke (see London).
Date (see Columbia).
Decca (see Compo).
Delta (see Phonodisc).
Deram (see London).
Design (see Pickwick & Caravan).
Deutsche Grammophon Gesellschaft (see Polydor).
Diamond (see Compo).
Diplomat (see Musimart).
Disco Marco (see London).
Disque Monde (see Trans World).
Disques Tempo (see Tempo).
Dr. Murray Banks (see Caravan & Trans World).
Dominion (see Canadian Music Sales).
Dooto (see Musimart).
Dorval (see Trans-Canada).
Double Shot (see Compo).
Douglas (see Trans World).
Duke (see London).
Durium (see London).
Dyer-Bennet (see Musimart).
ESP-DISK' (see Gamma & London).
Eagle, PO Box 3539, Winnipeg 4, Man. Tel: (204) 582-5287. Pres.: R. W. Nowosad; Sec'y-Treas.: C. D. Ward.
Labels: Eagle, Ruler.
Elan (see Gamma).
Elegante (see Trans World).
Elite (see Musimart).
Emarcy (see London).
Epic (see Columbia).
Era (see London).
Erato (see Barclay).
Etiquette (see London).
Europa (see Rodeo & London).
Evolution (see London).
Expo Recs. of Canada (div. of Molley Ents.), 1250 Bay St., Victoria, B.C. Tel: (604) 382-9606/1839. Contacts: L. J. Mollin, John Tracy.
Fan Fan (see Trans World).
Fantasy (see Musimart).
Fax (see Cardinal & Rebel).
Fiesta (see Trans World).
Folklore (see Musimart).
Folkways (see Trans World).
Fontana (see Canadian Music Sales Corp. & London).
Four Corners of the World (see Compo).
France-Canada (see London).
France Elite (see Trans-Canada).
Franklin, PO Box 1515, Winnipeg, Man. Tel: (204) 947-0092. Pres.: Frank Wiener; PR: Tania James. (Distributed by London).
Frontier, PO Box 489, Waterloo, P.Q. Pres.: B. R. Gibbs.
Int'l reps.: Netherlands (J. E. V. Ellinkhuizen), UK (Greenwood).
Funtime (see Rada).
G N P Crescendo (see Compo).
Gala (see RCA).
Galaxy USA (see Musimart).
Galaxy Rec. of Canada, 678 Polson Ave., Winnipeg 4, Man. Tel: (204) 589-1876. Pres.: Alex Moodrey.
Labels: Galaxy (distributed by London), Melody. Gaiety Recs. Ltd., 55 S. Cumberland St., Port Arthur, Ont. Tel: (807) 344-7963. Pres.: A&R, Adv. & Promo.: Don Grashey; VP, A&R, Adv. & Promo.: Charles Williams.
Gamma Recs. Inc., 389 St. Paul St. W., Montreal, P.Q. Tel: (514) 288-1592. Pres: Jack Lazare.
Int'l branch: France.
Labels: Gamma (distributed by London), Elan.
Cartridge 8-track: Gamma.
This company represents: ESP-Disk' (USA), Jacques Canetti (France), Mouloudji.
Gateway (see Musimart).
Giant, 131 Hazelton Ave., Toronto, Ont. Tel: (416) 923-3316. Pres.: Ben McPeck.
Golden (see London).
Good Groove (see Arc Sound).
Grand Award (see Polydor).
Grand Prix (see Trans-Canada).
Grecophon (see Trans World).
Guest Star (see Musimart).
Happy Time (see Pickwick).
Harmonie (see Columbia).
Harmony (see Columbia).
Heliodor (see Polydor).
Hi (see London).
Hi-Lite (see Pickwick & Robert J. Stone).
Hilltop (see Pickwick).
Ibo (see Trans-Canada).
Imperial (see London).
Impulse (see Polydor).
Innis (see London).
Instant Language (see Pickwick).
Jack London Recs., 47 Colborne St., Toronto 215, Ont. Tel: (416) 364-7566. Pres.: David Marden; Pop A&R: Jack London; Sales & Mktg.: David Hare; Pub.: Yvonne Antelle.
Jamie (see London).
Jet, PO Box 219, Outremont Sta., Montreal 154, P.Q. Tel: (514) 374-1202.
Labels: Jet, Lotta Soui.
Jetstar (see Compo).
Jupiter, 4824 Cote des Neiges, Suite 44, Montreal, P.Q. Tel: (514) 733-9673. Pres.: Yvan Dufresne; Adv. & Promo. Mgr.: Claude Palardy.
Labels: Jupiter (distributed by London), Neptune, Sonic.
Kapp (see Compo).
Kin-Gar Recs., Box 6, Kinnaird, B.C. Contact: Serge Plotnikoff.
Klondike, PO Box 561, Whitehorse, Yukon. Gen. Mgr.: Al Oster.
Labels: Klondike, Alkon.
La Voix de l'Auteur (see Trans World).
Laff (see Trans World).
Legacy (see Columbia).
Lero (see Compo).
Let's Sing (see Musimart).
Liberty (see London).
Library Editions (see Musimart).
Limelight (see London).
London Recs. of Canada (1967) Ltd., 190 Graveline St., St. Laurent, P.Q. Tel: (514) 735-5551. Cable: FULLRANGE MONTREAL. Telex: 01-2384. Pres.: F. C. Jamieson; Prod. Admin'r: Alice Koury; Nat'l Sales Mgr.: Adrian C. Bilodeau. Branches: Calgary, Alta., 429 Manitou Rd. S.E. Tel: (403) 243-1313. Mgr.: Ted Blair—Vancouver, B.C., 3166 Lake City Way, Lake City Ind'l Park, Burnaby 2. Tel: (604) CY 8-6471. Mgr.: Ormand L. Jones—Winnipeg, Man., 23 Keith Rd. Zone: 21. Tel: (204) 772-4315. Mgr.: Gerry Young—Toronto, Ont., 1630 Midland Ave., Scarborough. Tel: (416) 755-3373. Mgr.: Gilles Aubin—Quebec City, P.Q., 383 St. Paul St. Tel: (418) 529-0261.
Labels: London, Deram, Parrot, phase 4, Ace of Clubs, Ace of Diamonds, Aramet, Amos, Aragon, Argo, Athena, Aura, Backbeat, Banff, Belair, Belfona, Blue Note, Blue Rock, Caprice, Celtic, Click, Coliseum, Cupidon, Das Alte Werke, Duke, Durium, ESP-Disk', Emarcy, Era, Etiquette, Europa, Evolution, Fontana, France-Canada, Franklin, Galaxy, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jupiter, Liberty, Limelight, Mainstream, Disco Marco, Marjion, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, l'Oiseau Lyre, Pacific Jazz, Page One, Peacock, Pergola, Philips, Philles, Press, Rodeo, Rusticana, Sire, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Spar, Stereo Dimension, Sun, Sunset, Telefunken, Tribe, Viva, Wing, World Pacific.
Cartridge 8-track: (owned) London, Parrot, phase 4, Deram; (distributed) Gamma, Rodeo; (represented) Fontana, Hi, Jamie, Liberty/UA, Limelight, Mercury, Monument, Philips, Smash, Viva.
Cassette: (owned) London, Parrot, phase 4; (represented) Fontana, Hi, Liberty/UA, Limelight, Mercury, Philips, Smash, Teldec.
Open reel: (owned) London, Parrot, phase 4; (represented) Limelight, Mercury, l'Oiseau Lyre, Philips, Smash. (SEE ADVERTISEMENT)
Lotta Soul (see Jet).
Lyrichord (see Musimart).
Magnaphonic (see Cardinal).
Mainstream (see London).
Mandolino (see Musimart).
Marco (see London).
Marjion (see London).
Marvel, 4824 Cote des Neiges Rd., Montreal 26, P.Q. Tel: (514) 731-0889. Mng. Dir.: George Taylor; A&R Dir.: Dougal Trineer.
Home office: Australia (W&G).
Affiliated firm: Rodeo.
Match Music, 1966 Prospect St., Sherbrooke, P.Q. Tel: (819) 569-7321. Gen. Mgr.: Russell M. Marois.
Labels: Match, Meteor, Plus Ultra, Worth.
Melbourne (see Rodeo & London).
Melodiya/Angel (see Capitol).
Melody (see Galaxy).
Mercury (see London).
Merrydisc (see Caravan & Trans World).
Meteor (see Match).
Minit (see London).
Mobile Fidelity (see London).
Monde (see Trans World).
Monique (see Arc Sound).
Monmouth-Evergreen (see Musimart).
Montagnard (see Trans World).
Monticana Recs., 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Gen. Mgr. & A&R Dir.: Dave Leonard.
Monument (see London).
Mountain Dew (see Musimart).
Muse (see Capitol).
Music Guild (see Polydor).

Musimart Ltd., 970 McEachran Ave., Montreal 154, P.Q. Tel: (514) 273-8354. Cable: MUSCAN. Telex: 01-26456. Pres.: George Erlick; Promo.: Michel Kordupel; Sales: Jack Inhaber. Labels: (owned) Pierrot, Planet; (distributed) Apon, Apple Honey, Cabot, Candide, Cathedral, Colosseum, Copley, Da Camera, Diplomat, Dooto, Dyer-Bennet, Elite, Fantasy, Folklore, Galaxy, Gateway, Guest Star, Let's Sing, Library Editions, Lyrichord, Mandolino, Monmouth-Evergreen, Mountain Dew, Pathways of Sound, Peter Pan, Playmates, Power, Prestige, Rocking Horse, Roper, Sastruphon, Starlet, Stinson, Sunshine, Tempo, Tifton, Tikva, Topic; Turnabout, Veritas, Vox. Cartridge 8-track: Fantasy, Galaxy, Prestige. Cartridge 4-track: Fantasy, Galaxy. Cassette: Berkshire, Fantasy, Galaxy.

Muza (see Import/Export section: Toronto Music Ctre.).

Neptune (see Jupiter).
New Syndrome Recs. Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 688-2862. Pres.: Monty Greenfield; Gen. Mgr.: Jack Herschorn; A&R: Tom Northcott.

Nimbus 9 Prod'ns Ltd., 131 Hazelton Ave., Toronto 5, Ont. Tel: (416) 923-2392. Pres.: Jack Richardson; VP: Ben McPeck; Promo. Dir.: Peter Clayton. (Distributed by RCA). Int'l branch: Bahamas. (SEE ADVERTISEMENT)

Now (see Robert J. Stone).
Odyssey (see Columbia).
Off Spring (see Trans World).
l'Oiseau Lyre (see London).
Okeh (see Columbia).
Original Country Music (see Rebel).
P I P (see Pickwick).
Pacific Jazz (see London).
Page One (see London).
Panda (see Trans World).
Parliament (see Trans World).
Parrot (see London).
Pathe (see Capitol).
Pathways of Sound (see Musimart).
Peacock (see London).
Pergola (see London).
Pete (see Compo).
Peter Pan (see Musimart).
phase 4 (see London).
Philips (see London).
Philles (see London).
Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. Tel: (416) 751-9610. Pres. & Gen. Mgr.: D. A. McKim; Opns. Mgr.: T. E. Riggs; Promo. Mgr.: Richard Trotter; Sales Mgr.: Paul Clark; VP Int'l: Woody Hinderling.

Branches: Vancouver, B.C., 3931 E. Hastings St., Burnaby 2, Mgr.: Frank Weaver—Winnipeg, Man., 1117 Sanford St. Tel: (204) 774-7318. Mgr.: W. V. Sokulsky—Montreal, P.Q., 809 William St. Tel: (514) 861-5891. Mgr.: James Corbett. Int'l branch: USA. Labels: Phonodisque, Delta, Regency. This company represents: Ariston, Audio Fidelity, Cadet, Cadet/Concept, Checker, Chess, Colonial, Hickory, Jubilee, King, Marble Arch, Metromedia, Motown, Parallax, Paula, Pye, TRX, Tamla, VMC, Vanguard. Cartridge 8-track & cassette: Audio Fidelity, Cadet, Cadet/Concept, Checker, Chess, Jubilee, King, Motown, Pye, Tamla, Vanguard. (SEE ADVERTISEMENT)

Phonodisque (see Phonodisc).
Pickwick Recs. of Canada Ltd., 460 Fairall St., Ajax, Ont. Tel: (416) 942-1461. Gen. Mgr.: John E. Leetham. Home office: USA. Labels: Allegro, Cricket, Design, Happy Time, Hi-Lite, Hilltop, Instant Language, PIP, Pickwick/33, Playhour, Showcase, Sound Canada. Cartridge 4-track, 8-track & cassette: Hilltop, Pickwick—self-mfd.

Pierrot (see Musimart).
Planet (see Musimart).
Playhour (see Pickwick).
Playmates (see Musimart).
Plus Ultra (see Match).
Point (see Compo).

Polydor Recs. Canada Ltd., 4115 Sherbrooke St. W., Montreal, P.Q. Tel: (514) 933-4201. Mng. Dir.: Fred Exon; Admin. Mgr.: Charles van Rompu; Mktg. Mgr.: Guy Bertrand; Classical Div.: Gilles Marchand; Nat'l Sales Mgr.: Frank Henry; Nat'l Promo. Mgr.: Lori Bruner; Tape Mgr.: Rudi Assaly. Branches: Vancouver, B.C., 196 Smithe St. Tel: (604) 681-0268. Mgr.: Dieter Radecki—Cooksville, Ont., 3279 Lenworth Dr. Tel: (416) 625-3990. Mgr.: Don Carter—Montreal, P.Q., 5000 Buchan St. Zone 9. Tel: (514) 733-3761. Mgr.: Gaston Careau; Promo.: Bob Lorrain. Labels: (owned) Polydor, DGG; (distributed) Heliodor, Music Royale, Archive, Westminster, Command, Music Guild, Tetragrammaton, ABC group, Blue Thumb, Probe, Tangeine, Senate, Riverside, Bluesway, Impulse, Simon Says, Grand Award. This company represents: DGG Privilege, DGG Avant Garde, Ariola Import, Island, Marmalade. Cartridge 8-track, cassette & open reel: Polydor, DGG—licensed to Stereodyne. (SEE ADVERTISEMENT)

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continued

- Power (see Musimart).
 Praise (see Robert J. Stone).
 Press (see London).
 Prestige (see Musimart).
 Probe (see Polydor).
 Pronit (see Import/Export section: Toronto Music Ctre.).
 Project 3 (see Compo & Trans World).
 Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't Mng. Dir.: G. R. Struth; Gen. Sales Mgr.: Lee W. Farley.
Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel: (204) WH 3-6563. Mgr.: Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave., Rm. 4. Zone: 28. Tel: (514) HU 1-1167. Mgr.: Gilbert Gendron.
Labels: Quality, Barry, Reo.
This company represents: A&M, Amy, Atco, Atlantic, Bell, Buddha, Dot, Kama Sutra, Laurie, MGM, Ranwood, Verve.
Cartridge 4-track, 8-track, cassette & open reel: (owned) Quality; (represented) A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Paramount Stereo Tape, Ranwood, Reo, Verve, Verve/Forecast (all USA). (SEE ADVERTISEMENT)
 R C A Ltd. (Rec. Div.), 3333 Cavendish Blvd., Montreal 261, P.Q. Tel: (514) 482-9912. Cable: VICTORADIO. Telex: OS 267 347. VP & Gen. Mgr.: G. I. Harrison; Mdsgr. Mgr.: Stan Kulin; Nat'l Sales Mgrs.: (English product) Andy Nagy, (French product) Roger Belair; Tape Mgr.: W. A. Gillmeister; Specialty Sales Mgr. & Int'l: Hal Schatz.
Branches: Calgary, Alta., PO Box 5158 Sta. A, 4120 Sixth St. S.E. Tel: (403) CH 3-4661. Mgr.: I. F. MacDonald—Vancouver, B.C., 2876 Rupert St. Tel: (604) 433-6881. Mgr.: G. A. Bell—Winnipeg, Man., 2070 Notre Dame Ave., St. James. Zone: 21. Tel: (204) 772-0481. Mgr.: R. D. Day—Halifax, N.S., 3611 Commission St. Tel: (902) 455-7247. Mgr.: K. C. MacGillivray—Toronto, Ont., 1450 Castlefield Ave. Tel: (416) 651-6550. Mgr.: Ed Preston—Montreal, P.Q., 5575 Royalmount Ave. Tel: (514) 342-9220. Mgr.: Andre Beaulieu; Promo.: Yvan Deschenes.
Labels: (owned) RCA, Camden, Victrola, Canada Int'l, Gala; (distributed) Nimbus 9, Sir John A. **This company represents:** Calendar, Chart, Colgems, Dunhill, Garrett, Jad, Julmar.
Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad. (SEE ADVERTISEMENT)
 Rada Recs., 7802 Express St., Lake City Ind'l Park, Burnaby 2, B.C. Tel: (604) 291-7308. Owner: Dr. J. C. Becher; Sales & Mktg.: Leone Stewart.
Labels: Funntime, Rada, Waikiki.
 Rama Rama (see Trans World).
 Rebel Recs. of Canada, PO Box 32, Willowdale, Ont. Tel: (416) 261-5850. Pres.: John C. Irvine.
Int'l branch: USA.
Labels: Rebel, Boo, Original Country Music.
This company represents: Fax, Jay-Jay, Tunes for Tots, United, Zap.
 Regency (see Phonodisc).
 Relar (see Cardinal).
 Remember (see Trans World).
 Reo (see Quality).
 Reprise (see Warner Bros.-Seven Arts).
 Revolution (see Canusa).
 Revolver (see Revolution & Compo).
 Revolution Recs. Ltd., 31 Prince Arthur Ave., Toronto, Ont. Tel: (416) 920-5241. Pres. & A&R Dir.: Mort Ross; VP: Doug Riley.
Label: Revolver (distributed by Compo).
 Revue (see Compo).
 Riverside (see Polydor).
 Riviera (see Barclay).
 Rocking Horse (see Musimart).
 Rodeo Recs. Ltd., 215 Victoria St., Toronto 2, Ont. Tel: (416) 368-3362. Pres.: George Taylor; VP: Frank W. McKnight; A&R & Mktg. Dir.: Mel Shaw.
Home office: Australia (W&G).
Branch: Montreal, P.Q., 4824 Cote des Neiges Rd. Zone: 26. Tel: (514) 731-0889. A&R Dir.: Dougal Trineer.
Labels: Rodeo, Banff, Caprice, Celtic, Europa, Melbourne (distributed by London); Campus, Marvel.
Cartridge 8-track: Rodeo—licensed to Ampex.
 Roper (see Musimart).
 Ruler (see Eagle).
 Rumble Recs., 6549 E. Georgia St., North Burnaby 2, B.C. Tel: (604) 291-2752. Gen. Mgr.: Wayne Sterloff.
 Rusticana (see London).
 S G M, PO Box 4374, Station D, Vancouver 9, B.C. Tel: (604) 683-5332. Pres.: Stan Caver; A&R: Mel Gordon.
 Sackville Rec'gs 719 Yonge St., Suite 5, Toronto 5, Ont. Tel: (416) 929-5065. Sales & Mktg.: John Norris; Pub. & Adv.: William E. Smith.
 Sacred (see Word).
 Sacred Songs (see Word).
 Sastruphon (see Musimart).
 Scepter (see Compo).
 Select (see Archambault).
 Senate (see Polydor).
 Seraphim (see Capitol).
 Shamley (see Compo).
 Showcase (see Pickwick).
 Simon Says (see Polydor & Sparton).
 Sir John A Rec. Co., 482 Woodland Ave., Ottawa 14, Ont. Tel: (613) 722-6943. Pres. & Gen. Mgr.: Ron Greene; Pop A&R Dir.: Don Norman. (Distributed by RCA).
 Sire (see London).
 Sixth Avenue (see Aragon).
 Skye (see Trans World).
 Smash (see London).
 Societe Francaise du Son (see London).
 Sonic (see Jupiter).
 Soul City (see London).
 Sound Canada (see Pickwick & Robert J. Stone).
 Sound Stage 7 (see London).
 Spar (see London).
 Sparton, PO Box 5125, London, Ont. Tel: (519) 455-6320. VP & Gen. Mgr.: W. L. Page; Prod. Co-ord.: E. Gregory.
Branches: Toronto, Ont. Tel: (416) 364-0825—Montreal, P.Q. Tel: (514) 728-8497. Sales Mgr.: R. Boa.
This company represents: Ashley, Boone, Contemporary, Eurotone, Ford, Good Time Jazz, Mirwood, Simon Says, Summit, Surrey, Tiffany.
Cartridge 8-track, cassette & open reel: Sparton.
 Specialty Series (see Video Audio Prod'ns).
 Spectrum (see Trans-Canada).
 Spoken Arts (see Trans World).
 Starlet (see Musimart).
 Steady (see Compo).
 Stereo Dimension (see London).
 Stinson (see Musimart).
 Robert J. Stone of Canada Ltd., 172 King St. E., Oshawa, Ont. Tel: (416) 576-0262; Toronto Tel: (416) 925-6840. Cable: MUSICCAN. Pres. & Int'l: Robert J. Stone; VP: Harold E. Pounds; A&R Mgr.: William Henning; Promo. Mgr.: Terry Mann; Tape Sales Mgr.: Bob Keeler.
Labels: (owned) Caledon, Now, Stone; (distributed) Beacon, Canole, Hi-Lite, Praise, Sound, Canada, World.
This company represents: Artone, Chalet, Sonet, Troika.
Cartridge 8-tr. & cassette: Stone—licensed to Stereodyne. (SEE ADVERTISEMENT)
 Sun (see London).
 Sunset (see London).
 Sunshine (see Musimart).
 Sword (see Word).
 Tangerine (see Polydor).
 Tartan (see Cardinal).
 Telefonken (see London).
 Tempo (Disques), 412 Richard St., Laval des Rapides, P.Q. Pres.: Tony Choma.
 Tetragrammaton (see Polydor).
 Tifton (see Musimart).
 Tikva (see Musimart).
 Topic (see Musimart).
 Tournesol (see Trans-Canada).
 Trans-Canada Disques Inc., 189 Rockland Rd., Town of Mount Royal, Montreal 16, P.Q. Tel: (514) 735-5661. Pres.: Jean-Paul Rickner; VP: Aubert Brilliant; Sales Mgr.: Jean Desrosiers; Promo. Dir.: Michel Constantineau.
Labels: (owned) Trans-Canada, AZ; (distributed) Action, Apollo, Barclay, Canusa, Carib, Carrousel, Citation, DSP, Dorval, Erato, Franco Elite, Grand Prix, Ibo, Riviera, Spectrum, Tournesol, Vedettes.
Cartridge, 8-track & cassette: Trans-Canada—self-mfd.
 Transworld Rec. Co. Inc., 1180 St. Antoine St., Montreal, P.Q. Tel: (514) 866-2884. Pres. & Int'l: Art Young; Sales Mgr.: Al Gardner; Tape: Marcel Robitaille; Pub.: Allan Dalfan; Adv. Mgr.: Sam Rubin; Promo.: Maureen Fur-long.
Branches: Winnipeg, Man., 1299 Strachona Ave. Tel: (204) SU 3-0436. Mgr.: Ethel Gore Smith—Scarborough, Ont., 117 Midwest Rd. Tel: (416) 759-1638. Mgr.: Frank Swain.
Labels: (owned) Trans World, Amusement, Blanche Neige, Cloune, Disque Monde, Elegante, Fan Fan, Montagnard; (distributed) Artia, Ash, Broadside, Bunky, Caedmon, Conversaphone, Dr. Murray Banks, Douglas, Fiesta, Folkways, Grecophon, Laff, Merrydisc, Off Spring, Panda, Parliament, Project 3, Rama Rama, Remember, Skye, Spoken Arts, La Voix de l'Auteur, Wonderland.
This company represents: Dollar, Major Minor, Olga, President.
Label: (owned) Trans World, Amusement, Montagnard; (distributed) Caedmon, Douglas, GRT, Grecophon, Skye, Spoken Arts.
 Transcend (see Video Audio Prod'ns).
 Trax, 167 Mt. Royal Ave. E., Montreal 153, P.Q. Tel: (514) 844-5332. A&R Mgr.: Martin Martin; Adv., Promo. & Int'l Mgr.: Harold Finkelstein.
 Tribe (see London).
 Turnabout (see Musimart).
 U K Recs. Ltd., 937 Byng Pl., Winnipeg, Man. Tel: (204) 475-5874. Pres.: Lorraine Brittain.
 Uni (see Compo).
 United (see Cardinal & Rebel).
 United Artists (see Compo).
 Vedettes (see Trans-Canada).
 Veritas (see Musimart).
 Veriton (see Import/Export section: Toronto Music Ctre.).
 Victrola (see RCA).
 Video Audio Prod'ns, 2008 Glenwood Dr. S.W., Calgary, Alta. Tel: (403) 249-1507. Pres.: L. D. McMurchy; Prod. Mgr.: Brian E. Sullivan.
Labels: Bettini, Specialty Series, Transcend.
 Viva (see London).
 Vocalion (see Compo).
 La Voix de l'Auteur (see Trans World).
 Vox (see Musimart).
 Waikiki (see Rada).
 Wand (see Compo).
 Warner Bros.-Seven Arts Recs. of Canada Ltd., 220 Brunswick Blvd., Pointe Claire, P.Q. Tel: (514) 697-7440. VP & Gen. Mgr.: K.N. Middleton; Sales & Promo. Mgr.: C. McGregor; Tape Mgr.: M. W. Doyle.
Branches: Calgary, Alta., 3811 Edmonton Trail. Tel: (403) 276-2261—Vancouver, B.C., 2181 W. 12. Tel: (604) 731-5351—Winnipeg, Man., 435 Berry. Tel: (204) 888-4864—Toronto, Ont., 4480 Chesswood Dr., Downsview. Tel: (416) 630-3033. Mgr.: G. R. Edwards; Promo. Mgr.: G. Russell—Montreal, P.Q., 5890 Monkland. Tel: (514) 481-2763.
Labels: Warner Bros.-Seven Arts, Reprise.
This company represents: Ripcord, Vogue.
Cartridge 8-track, cassette & PlayTape: Warner Bros.-Seven Arts, Reprise.
 Westminster (see Polydor).
 Wing (see Canadian Music Sales Corp. & London).
 Wonderland (see Trans World).
 Word Recs. of Canada, 755 Cambie St., Vancouver 14, B.C. Tel: (604) 321-6785. Pres.: Gerry Scott; VP: J. E. Scott; Sales & Mktg.: Alvin Neufeld; Adv. & Promo.: Art Hagedt.
Home office: USA.
Labels: Word, Canaan, Century, Sacred, Sacred Songs, Sword, Wonderworld.
Cartridge 8-track & cassette: Canaan, Sacred, Word—self-mfd.
 World Recs. Ltd., 172 King St. E., Oshawa, Ont. Tel: (416) 576-0262. Mgr.: William Henning. (Distributed by Robert J. Stone).
This company represents: Artone, Don-Joe Pokkas.
 World Pacific (see London).
 Worth (see Match).
 Yorkville (see Arc Sound).

● budget record labels

Where parent company name differs from that of the label, the company name follows in parentheses. For complete listing, see Record Manufacturers Section.

- Allegro (see Pickwick).
 Apple Honey (see Musimart).
 Camden (see RCA).
 Cricket (see Pickwick).
 Crown (see Caravan & Cardinal).
 Custom (see Cardinal).
 Design (see Pickwick & Caravan).
 Diplomat (see Musimart).
 Emarcy (see London).
 Funntime (see Rada).
 Gala (see RCA).
 Grand Award (see Polydor).
 Grand Prix (see Trans-Canada).
 Happy Time (see Pickwick).
 Harmonie (see Columbia).
 Harmony (see Columbia).
 Heliodor (see Polydor).
 Hi-Lite (see Pickwick & Robert J. Stone).
 Hilltop (see Pickwick).
 Music Guild (see Polydor).
 Music Minus One (see Canadian Music Sales Corp.).
 Nashville (see Columbia).
 Odyssey—Classical (see Columbia).
 Parliament (see Trans World).
 Pickwick/33 (see Pickwick).
 Seraphim (see Capitol).
 Sunset (see London).
 Turnabout (see Musimart).
 United (see Rebel).
 Victrola (see RCA).
 Vocalion (see Compo).
 Wing (see Canadian Music Sales Corp. & London).
 Zap (see Rebel).

● children's record labels





Where parent company name differs from that of the label, the company name follows in parentheses. For complete listing, see Record Manufacturers Section.

- Camden (see RCA).
 Columbia CC (see Columbia).
 Columbia CR (see Columbia).
 Conversaphone (see Trans World).
 Cricket (see Pickwick).
 Era (see London).
 Folkways (see Trans World).
 Funntime (see Rada).
 Gala (see RCA).
 Golden (see London).
 Happy Time (see Pickwick).
 Harmonie (see Columbia).
 Off Spring (see Trans World).
 Panda (see Trans World).
 Pathways of Sound (see Musimart).
 Peter Pan (see Musimart).
 Robin Hood (see Cardinal).
 Rocking Horse (see Musimart).
 Simon Says (see Polydor & Sparton).
 Spoken Arts (see Trans World).
 Sunshine (see Musimart).

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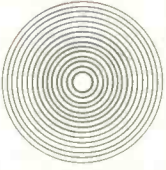


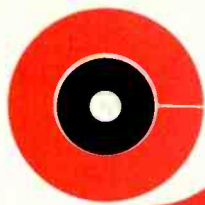
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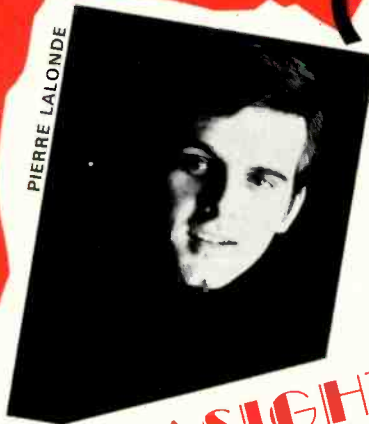




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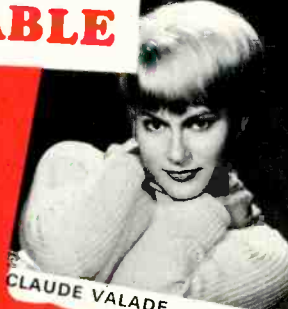
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 Astral Music (BMI), PO Box 4374, Sta. D, Vancouver 9, B.C. Tel: (604) 683-5332. Pres.: Stanley Cayer; Gen. Mgr.: Mel Gordon.
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 Bedford (see Chappell—Edwin H. Morris).
 Charles Begg (see Chappell).
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 Broadway Music Corp. (see American Metropolitan).
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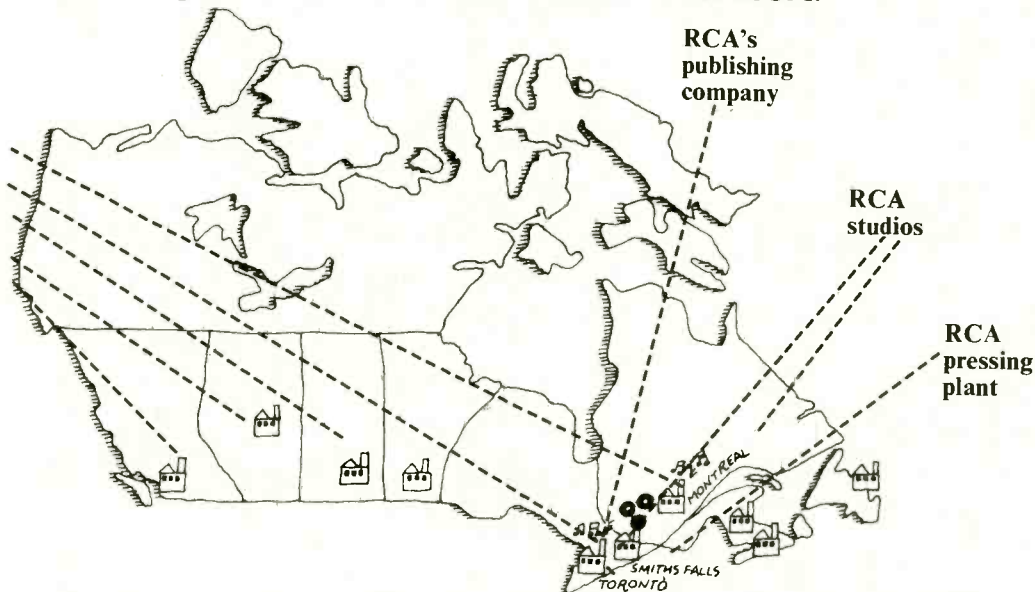
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continued on page 282

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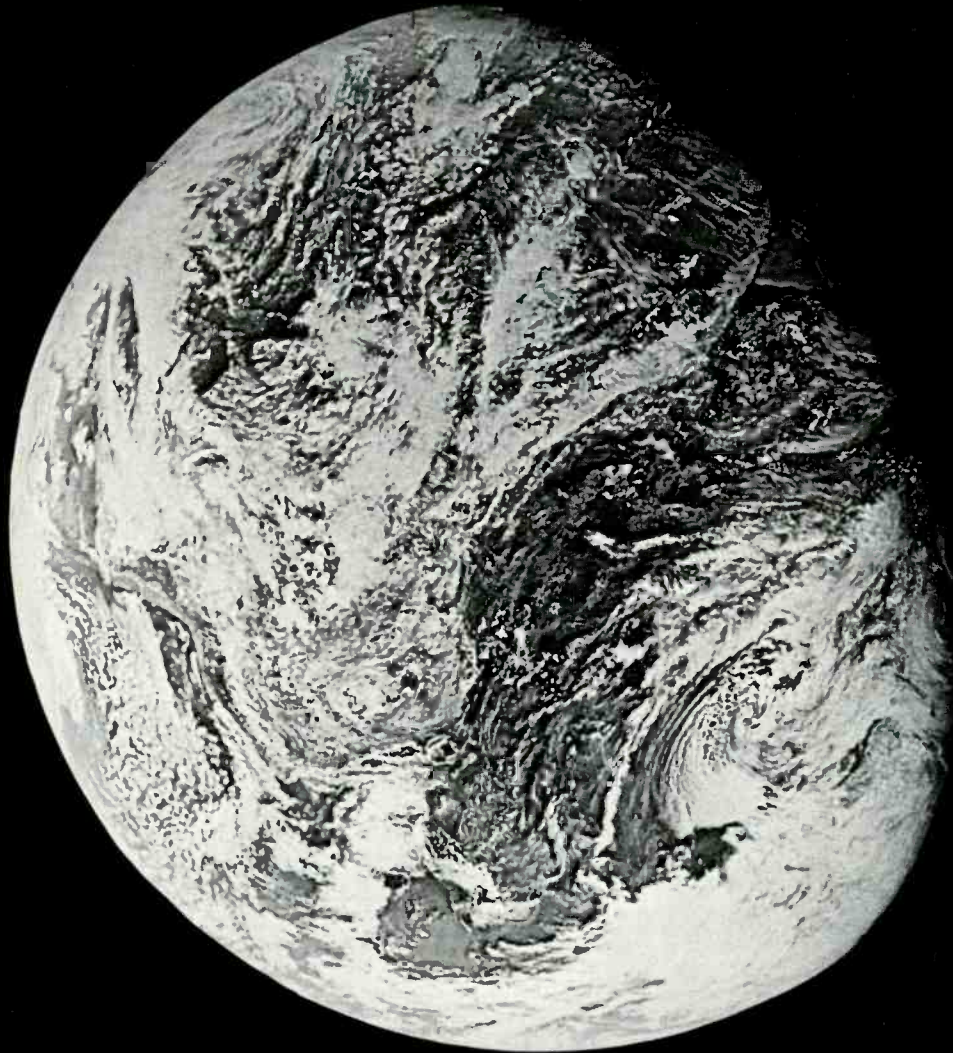
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Al Grace (see Chappell—Compass).
Gutheil, Ed. (see Boosey & Hawkes).
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Haven (see Chappell—Compass).
Hawkes & Sons (see Boosey & Hawkes).
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Hillco Music (BMI), 167 Mt. Royal Ave. E., Montreal 153, P.Q. Tel: (514) 844-5332. Pres.: Harold Finkelstein; Gen. Prof. Mgr.: Martin Martin.
Huron Press (CAPAC) (see Jaymar).
Hutchinson (see Chappell—Five Continents).
Irene (see Chappell—Five Continents).
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Iroquois Press (BMI) (see Jaymar).
Richard Irwin (see Chappell).
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Ivy (see Chappell).
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Int'l branch: England.
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Home office: Australia (Woomera).
Branch: Montreal, P.Q., 4824 Cote des Neiges Rd. Zone 26. Tel: (514) 731-0889. Gen. Mgr.: George Taylor.
Affiliate: Banff Music Publ'g Co. (BMI).
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Jaymar Music Ltd., PO Box 3083, London 12, Ont. Tel: (519) 438-5411. Pres.: Gordon D. Jeffrey; Gen. Mgr.: Peter J. Martin.
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Jubilee (see Cappel).
Julie (see Chappell).
Phil Kahl (see Chappell).
Edward Kassner Music Co. (Canada) Ltd. (see American Metropolitan).
Kin-Gar Publ'ns (BMI), Box 6, Kinnaird, B.C. Contact: Serge Plotnikoff.
Kingen-Gale Music Corp. (see Chappell—Five Continents).
Kingsley Music Corp. (see American Metropolitan).
Koussevitzky, Ed. (see Boosey & Hawkes Inc.).
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J. R. LaFleur (see Boosey & Hawkes).
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Laurentian Music (BMI), 1396 St. Catherine St. W., Montreal, P.Q. Tel: (514) 866-9016. Pres.: Robert H. Hahn, Brian Chater; Gen. Mgr.: Art Morrow.
Affiliates: Summerlea Music (BMI), Winterlea Music (CAPAC).
Laval Music (BMI), 412 Richard St., Laval des Rapides, P.Q. Pres.: Tony Choma.
Affiliate: Mascap (CAPAC).
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Lion (see Chappell—Edwin H. Morris).
Livingston & Evans (see Chappell).
Frank Loesser (see Chappell—Frank).
Lombardo (see Chappell—Bregman, Vocco & Conn.).
Lori (see Chappell—Five Continents).
Lorion (see Chappell—Five Continents).
Loubarry (see Chappell—Frank).
Lu-Jac (see Chappell).
Lyra (CAPAC) (see Franco).
Magic (see Chappell).
Majority (see Chappell).
Maiden (see Chappell—Paxwin).
Mamy (see Chappell—Five Continents).
Manitoba Music Co. (BMI), 937 Byng Pl., Winnipeg, Man. Tel: (204) 452-4276. Gen. Prof. Mgr.: H. Brittain.
Manitou Music (BMI), div. of Revue Studios, 215 Victoria St., Toronto, Ont. Tel: (416) 362-1403. Mng. Dir.: Bailey Bird; Gen. Prof. Mgr.: Al Allbutt.
Mara-Lane (see Chappell).
Marapunta-Shayne (see Chappell—Compass).
Marian Music Corp. (see American Metropolitan).
Marielle (see Chappell—Five Continents).
Marlo (see Chappell).
Marmalade Music Ltd. (see USA Music Publisher section: Copyright Serv. Bureau Ltd.)
Mascap (CAPAC) (see Laval).
Massi (see Chappell—Five Continents).
Match Music Corp. Ltd., 1966 Prospect, Sherbrooke, P.Q. Tel: (819) 569-7321. Pres.: R. M. Marois.
Affiliate: Andre Roussele.
Matt Music Co. (BMI), 415 Egan St., Suite 2-B, Port Arthur, Ont. Tel: (807) 345-8614. Pres.: Calvin T. Bostick.
Mavi (CAPAC), 5430 Jean Talon E., St. Leonard, P.Q. Tel: (514) 721-0887. Pres.: Vincenzo Ciabrone; Gen. Mgr.: Mario Ciabrone.
Maxwell (see Chappell—Five Continents).
Mecuph Publ'g Co. (BMI), PO Box 13, Hamilton, Ont. Tel: (416) JA 9-7649. Pres. & Gen. Mgr.: Sydney Kessler.
Int'l branch: USA.
Int'l rep.: Worldwide exclusive of Canada & USA (Edwin H. Morris).
Melissa (see Chappell—Five Continents).
Metro (BMI) (see Franco).
Midas (see Chappell).
Minstrel (see Chappell).
Modeles (BMI), 65 54 Ave., Pointe-aux-Trembles 530, P.Q. Tel: (514) 642-0846. Gen. Mgr.: Pat di Stasio.
Molten Music (BMI), 10534 109 St., Rm. 201, Edmonton, Alta. Tel: (403) 422-4222. Pres.: Wes Dakus; VP: Barry Allen.
Montecito (see Chappell—Edwin H. Morris).
Montina Music (BMI), 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Gen. Prof. Mgr.: Dave Leonard.
Affiliate: B + 3.
Moo Moo (see Chappell—Five Continents).
Moorpark (see Chappell—Five Continents).
Morley (see Chappell—Edwin H. Morris).
Edwin H. Morris (see Chappell).
Muirfield (see Chappell—Edwin H. Morris).
Mutual (see Chappell).
Myers Music Inc. (see American Metropolitan).
N P P (see Chappell—Five Continents).
Neiljoy Music Publ'rs (BMI), 4824 Cote des Neiges Rd., Montreal 26, P.Q. Tel: (514) 739-4774. Pres.: Ben Kaye; Gen. Mgr.: Stan Saibil.
New World (see Chappell).
Norm-Anne Prod'ns Ltd. (CAPAC), 4918 Ponsard Ave., Montreal 248, P.Q. Tel: (514) 489-6351. Pres.: M. E. Adilman.
Northern Light Music (BMI), div. of Molloy Ents., 1250 Bay St., Victoria, B.C. Tel: (604) 382-9606/1839. Contacts: L. J. Mollin, John Tracy.
Northland Music Publ'g Co. (BMI), PO Box 561, Whitehorse, Yukon. Tel: (403) 667-7439. Gen. Mgr.: A. A. Oster.
Northridge (see Chappell—Compass).
Nowar Music Publ'rs (BMI), PO Box 3539, Winnipeg 4, Man. Tel: (204) 582-5287. Pres.: R. W. Nowosad; Gen. Mgr.: C. D. Ward.
Terry Oates (see Chappell).
Omar (see Chappell).
Pamela (see Chappell).
Pamper (see Chappell—Five Continents).
Par-Ed Music Co. (see Chappell—Famous).

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 George Paxton (see Chappell—Paxwin).
 Paxwin Music Corp. (see Chappell).
 Peer Int'l (BMI) (see Southern).
 Pet-Mac Publ'g (BMI), 5503 84 Ave., Edmonton 83, Alta. Tel: (403) 469-7955. Pres.: Garry L. McDonald; Gen. Mgr.: Wallis A. Petruk.
 Piccadilly Music Corp. (see American Metropolitan).
 Pine Woods (see Chappell—Five Continents).
 Pinelawn Music Publ'g Co. Inc. (see American Metropolitan).
 Placid (see Chappell—Five Continents).
 Players (see Chappell).
 Post (see Chappell—Edwin H. Morris).
 Putnam (see Chappell).
 Quaker Ridge (see Chappell—Five Continents).
 R A O (see Chappell).
 Radford (see Chappell—Edwin H. Morris).
 Radview Ent's. (see Chappell).
 Rags (see Chappell—Five Continents).
 Ramitary (see Chappell—Five Continents).
 Fred Raphael (see Chappell).
 Walter Reade (see Chappell—Frank).
 Redheads (see Chappell—Five Continents).
 Herb Reis (see Chappell—Compass).
 Remington (see Chappell).
 Rereco Publ'g Co. (BMI), Box 32, Willowdale, Ont. Tel: (416) 261-5850. Pres.: John C. Irvine.
 Int'l branch: USA.
 Affiliate: Super Music (CAPAC).
 Int'l firms represented: Wynwood Music (USA), Zap (USA).
 Rochelle (see Chappell—Five Continents).
 Winthrop Rogers (see Boosey & Hawkes).
 Rojan (see Chappell).
 Rolyn (see Chappell—Five Continents).
 David Rose (see Chappell—Bregman, Vocco & Conn.).
 Rosemeadow (see Chappell—Bregman, Vocco & Conn.).
 Andre Rousell, Ed. (see Match Music).
 Rudall Carte (see Boosey & Hawkes).
 Rudy's Song Publ'ns (BMI), 3 Red Creek Rd., Grasmere, B.C. Tel: (604) 351-0346. Owner & Gen. Mgr.: R. Hallwas.
 Rumble Publ'g (BMI), 6549 E. Georgia St., North Burnaby 2, B.C. Tel: (604) 291-2752. Gen. Mgr.: Wayne Sterloff.
 Rush Music Corp. (see American Metropolitan).
 Russe, Ed. (see Boosey & Hawkes).
 Sahara (see Chappell).
 Saharet Music Ltd. (see USA Music Publisher section: Copyright Serv. Bureau Ltd.).
 St. George Music Ltd. (see USA Music Publisher

section: Copyright Serv. Bureau Ltd.).
 Saunders (see Chappell—Frank).
 Saxon Music Corp. (see American Metropolitan).
 Peter Schaeffers Music Corp. (see American Metropolitan).
 Select Music Inc. (see American Metropolitan).
 Severn (CAPAC), Box 255, Bala, Ont. Tel: (705) 765-3229. Pres. & Gen. Mgr.: Howard Cable.
 Shari (see Chappell).
 Sharrell Music Publ'rs (see Empire).
 Larry Shayne (see Chappell—Compass).
 Shefford Music (BMI), Box 489, 923 Main St., Waterloo, P.Q. Pres.: B. R. Gibbs.
 Sherbourne (see Chappell—Edwin H. Morris).
 Sid-Lee Music Corp. (see American Metropolitan).
 Sol-Ed (see Chappell—Compass).
 Sollari (see Chappell—Compass).
 Sonia (CAPAC) (see Franco).
 Southdale (see Chappell—Compass).
 Southern Music Publ'g Co. (Canada) Ltd. (CAPAC), 1405 Bishop St., Montreal 25, P.Q. Tel: (514) 844-1974. Cable: SOUTHMUSIC. Gen. Mgr.: Matthew Heft.
 Home office: USA.
 Affiliate: Peer Int'l (Canada Ltd.) (BMI), Sud. Spar (see Chappell—Five Continents).
 Spellbinder Music (BMI), 1018 Queen St. W., Toronto, Ont. Pres.: Edwin J. Feeny; Gen. Prof. Mgr.: C. J. Feeny.
 Larry Spier (Canada) Ltd. (see American Metropolitan).
 Springbok Publ'ns (BMI), 3610 Durocher, No. 27, Montreal 130, P.Q. Tel: (514) 843-5162. Pres. & Gen. Mgr.: Hank Squires.
 Int'l firms represented: Actueel (Netherlands), Sun-Pacific Music (South Africa).
 Springfield (see Chappell).
 Storm-Dew Publ'rs Co. (BMI), PO Box 688, Montreal 101, P.Q. Tel: (514) 842-4924. Pres.: M. McMartin; VP & Gen. Mgr.: H. Squires.
 Int'l firms represented: Actueel (Netherlands), Sun-Pacific Music (South Africa).
 Stow (see Chappell—Five Continents).
 Stranger Music Inc. (BMI), 86 Binscarth Rd., Toronto 5, Ont. Pres.: Mary Martin; Gen. Mgr.: E. Judith Berger.
 Home office: USA.
 Stratford (see Chappell).
 Stratus (CAPAC) (see Cirrus).
 Sud, Ed (see Southern).
 Summerlea Music (BMI) (see Laurentian).
 Summit (see Chappell—Compass).
 Sun-Vine (see Chappell—Famous).
 Sunbeam (see Chappell—Valando).
 Sunbury (CAPAC) (see Dunbar).
 Super Music (CAPAC) (see Rereco).
 Supreme (see Chappell—Bregman, Vocco & Conn.).

Sylva, Ed. (see Chappell).
 A. & B. Syme (BMI), PO Box 383, Salmon Arm, B. C. Tel: (604) 832-2530. Pres.: A. Syme; Gen. Mgr.: B. Syme.
 Syndicate Music Inc. (see American Metropolitan).
 T P I (see Chappell—Edwin H. Morris).
 Tesco (see Chappell).
 Thames Music Co. (BMI) (see Chinguacousey).
 Gordon V. Thompson Ltd. (CAPAC), 32 Alcorn Ave., Toronto 7, Ont. Tel: (416) 923-7329. Cable: GORTHOM. Pres. & Gen. Mgr.: John C. Bird; Gen. Prof. Mgr.: Jack Denton Illingworth.
 Int'l firms represented: Barton, Big Seven, The Big 3, Bourne, Eastman, Essex, Fred Fisher, Forster, Sam Fox, George M. Cohan, Mansion, Milene; Music, Music; George Pincus & Sons, Plymouth, St. Nicholas, Shapiro, Bernstein; TRQ.
 Int'l rep.: USA (The Big 3).
 Tidelawn Music Publ'g Corp. (see American Metropolitan).
 Tivoli (see Chappell—Bregman, Vocco & Conn.).
 Tobi-Ann (see Chappell).
 Tobi-Richard (see Chappell).
 Tournesol (CAPAC) (see Franco).
 Town & Country Music Inc. (see American Metropolitan).
 Travis (see Chappell—Edwin H. Morris).
 Tray Music Corp. (see American Metropolitan).
 Triangle (see Chappell—Bregman, Vocco & Conn.).
 Tribro Music Corp. (see Chappell—Famous).
 Tuneville (see Chappell—Five Continents).
 Twentieth Century Music Corp. (see Chappell—Bregman, Vocco & Conn.).
 Twin Chris (see Chappell—Compass).
 Two Brothers Music (BMI) 5 Ilfracombe Crescent, Scarborough, Ont. Tel: (416) 755-8346. Pres.: Warren Boswell; VP: Craig Boswell.
 U P A (see Chappell—Edwin H. Morris).
 Upario (see Chappell—Edwin H. Morris).
 Valando (see Chappell).
 Valley Spring (see Chappell—Five Continents).
 Vaughn (see Chappell—Five Continents).
 Vernon (see Chappell—Bregman, Vocco & Conn.).
 Vido (see Chappell—Valando).
 Vin-Sun (see Chappell—Famous).
 Vision (see Chappell).
 Vogue (see Chappell—Edwin H. Morris).
 W A A (CAPAC) (see Elegante).
 Waterless Melon Music (BMI) (see Canadian Music Sales).
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 Welcome (see Chappell—Edwin H. Morris).

continued on page 286

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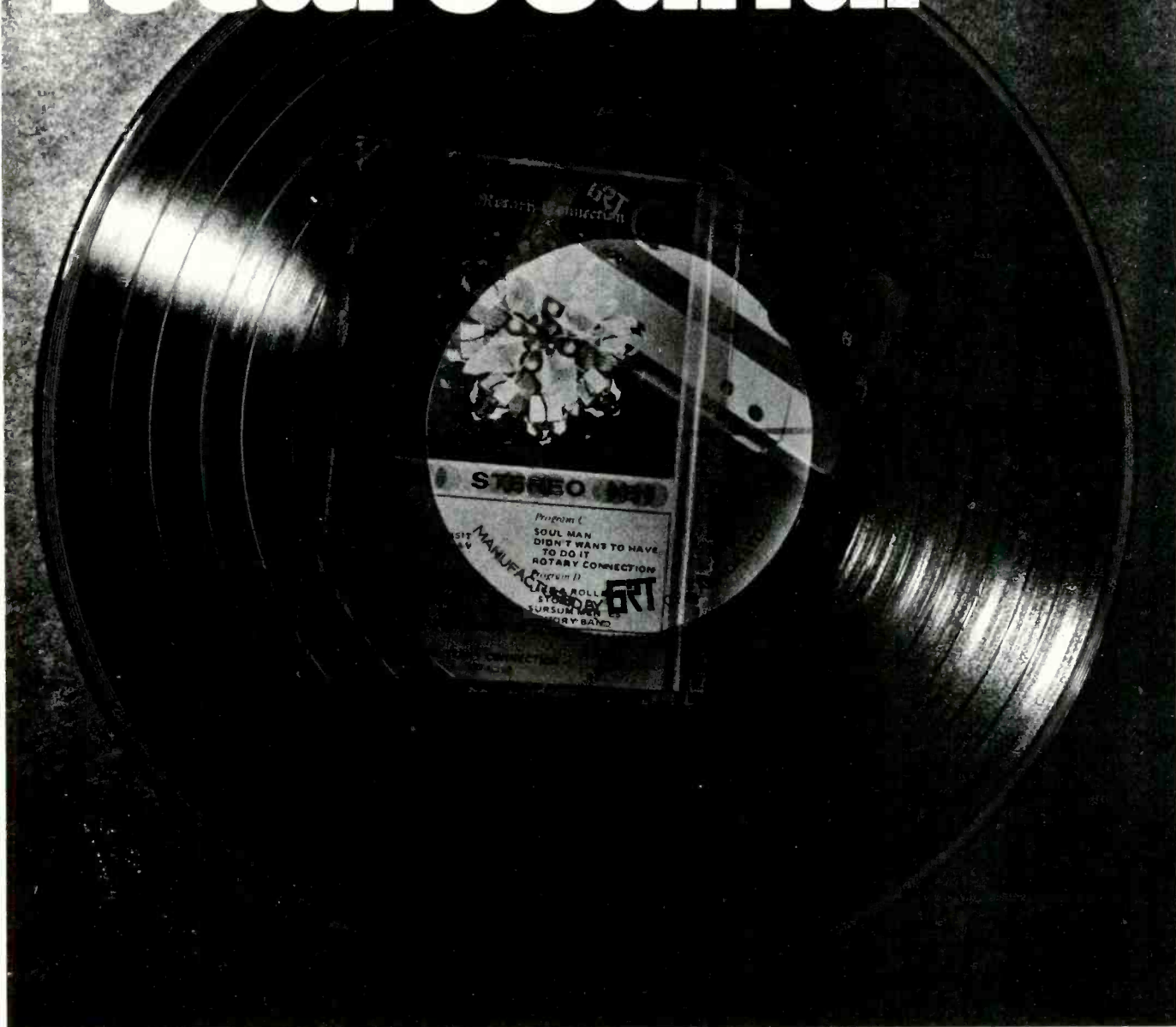
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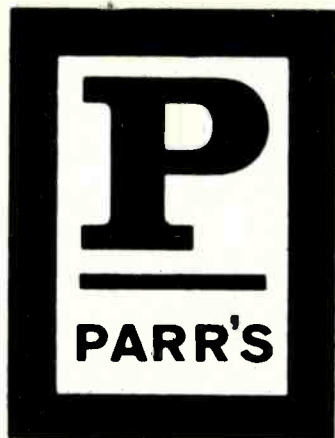
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Welzheim (see Chappell—Bregman, Vocco & Conn).
Wemco (CAPAC) (see Western).
Western (CAPAC), 570 Seymour St., Vancouver 2, B.C. Tel: (604) 681-9548. Prés.: Ian L. Drost; Gen. Mgr.: Leonard G. Pye.
Branch: Victoria, B.C., 820 Fort St. Tel: (604) 382-1311. Gen. Mgr.: Frank Tupman.
Affiliate: Wemco (CAPAC).
Int'l firm represented: J. B. Cramer (UK).
Int'l rep.: USA (Mills).
Westmont (see Chappell—Compass).
Whaley, Royce (CAPAC), 325A Yonge St., Toronto, Ont. Tel: (416) 362-6778. Dir.: E. G. Hough.
Int'l firms represented: Magnamusic Dist. (USA), Musicord (USA).
David Wilkes Music Corp. (see American Metropolitan).
Williamson Music (see Chappell).
Winterlea Music (CAPAC) (see Laurentian).
York (see Chappell).
Young Art (BMI), 1180 St. Antoine St., Montreal, P.Q. Tel: (514) 866-2884. Prés.: Art Young; Gen. Mgr.: Al Gardner.
Victor Young (see Chappell).

● **sheet music jobbers**

Canadian Music Sales, 58 Advance Rd., Toronto, Ont. Tel: (416) 239-2361.
Empire Music, PO Box 279, 934 12 St., New Westminster, B.C. Tel: (604) 522-6232.
Ray Hamerton Ltd., 476 Portage Ave., Winnipeg, Man.
Leeds Music (Canada) Ltd., 215 Victoria St., Toronto, Ont. Tel: (416) 362-1403.
Leroy Music, CP 1532, Quebec City, P.Q. (French sheet music).
J. D. MacMillan, 414-32 Welsford Gardens, Don Mills, Ont.
Home office: USA, Hansen Publ'ns.
Gordon V. Thompson Ltd., 32 Alcorn Ave., Toronto 190, Ont. Tel: (416) 923-7329/7935.
Whaley, Royce, 325A Yonge St., Toronto, Ont. Tel: (416) 362-6778.

● **distributors**

ALBERTA

● **CALGARY (Area Code 403)**

Acklands, 2918 11 St. S.E. Tel: 243-4488. Mgr.: Jack Williams; Rep.: Gene Chow.
Labels: Decca Div.—Decca, Coral, Brunswick, Vocalion; Apex Div.—Abnak, Acbent, Apex, BT Puppy, Carnaval, Carole, Challenge, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Point, Project 3, Pete, Revue, Scepter, Shamley, Steady, Uni, United Artists, Wand.
Cartridge 8-track: Abnak, Brunswick, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Project 3, Uni, United Artists.
Cassette: Brunswick, Coral, Decca, Double Shot, GNP Crescendo, United Artists.
Central Rec., 4511 Manitoba Rd. S.E. Zone: 24. Tel: 243-2586. Prés.: David I. Jones; Mgr.: Lester W. Furze.
Labels: Chart, Metromedia, Pye, Vanguard.
Columbia Recs. Dist. Canada Ltd., 4624 Manitoba Rd. Zone: 24. Tel: 287-1322. Mgr.: J. Davies.
Labels: Columbia, CBS, Epic, Date, Harmonie, Harmony, Odyssey, Okeh, Musicor, Nashville, Gregar, Ode, Rojac, Dynamo, Blue Horizon, King, Children's Book & Rec. Library, Starday, Immediate, Major Minor, Dover.
Cartridge 8-track: Columbia, CBS, Date, Epic, Immediate, Ode, Musicor, Starday.
Cassette & open reel: Columbia, Epic.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.
Musical instruments: Drums (Rogers); guitars (Fender).

Emerson Sales, 60 Windermere Rd. S.W. Mgr.: Arnold Palmer.
Home office: Vancouver, B.C. (see for product distributed).

Handleman Co. of Canada Ltd., 4644 Pacific Rd. N.E. Tel: 276-2224. Mgr. & Buyer: Edna Harris.
Home office: USA, Detroit, Mich.
Cartridge 4-track, 8-track, cassette & open reel: All lines.

London Recs. of Canada (1967) Ltd., 429 Manitoba Rd. S.E. Tel: 243-1313. Mgr.: Ted Blair.
Labels: London, Deram, Parrot, phase 4, Ace of Clubs, Ace of Diamonds, Amaret, Amos, Aragon, Argo, Athena, Aura, Backbeat, Banff, Belair, Beltona, Blue Note, Blue Rock, Caprice, Celtic, Click, Coliseum, Cupidon, Das Alte Werke, Duke, Durium, ESP-Disk, Emarcy, Era, Etiquette, Europa, Evolution, Fontana, France-Canada, Franklin, Galaxy, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jupiter, Liberty, Lime-light, Mainstream, Disco Marco, Marjon, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, l'Oiseau Lyre, Pacific Jazz, Page One, Peacock, Pergola, Philips, Philles, Press, Rodeo, Rusticana, Sire, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Spar, Stereo Dimension, Sun, Sunset, Telefunken, Tribe, Viva, Wing, World Pacific.
Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie,

Liberty/UA, Limelight, Mercury, Monument, Philips, Smash, Viva.
Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty/UA, Limelight, Mercury, Philips, Smash, Teldec.
Open reel: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.
R C A Ltd., PO Box 5158, Sta. A, 4120 Sixth St. S.E. Tel: CH 3-4661. Sales & Promo.: Ken Clark, Barry Haugen.
Labels: RCA, Camden, Victrola, Gala, Banyan Tree, Bravo, Calendar, Chart, Colgems, Dunhill, Estill, Jad, Julmar, Nimbus 9, Sir John A. Turntable.
Cartridge 8-track: RCA, Camden, Gala, Calendar, Chart, Colgems, Dunhill, Jad.
Cassette: RCA, Dunhill.
Open reel: RCA, Camden.
Tape playback equip.: RCA.
Phonographs: RCA.

T P C Rec. Div. (Taylor, Pearson & Carson), 3207 Ninth St. S.E. Zone: 24. Tel: 287-1461. Mgr.: John H. Watson.

Branch: **Edmonton, Alta.**
Labels: A&M, Acta, Atco, Atlantic, Barry, Bell, Buddah, CASL, Dot, Dunwich, DynoVoice, Gold-wax, Heritage, Jab, Kama Sutra, Karen, Laurie, Lyra, MGM, Mala, Music Factory, New Voice, Paramount, Philly Groove, Plantation, Palette, Quality, Ranwood, Reo, SSS Int'l, Sansu, Stax, Steed, Venture, Verve, Verve/Forecast, Volt, White Whale.
Cartridge 4-track, 8-track, cassette & open reel: A&M, Acta, Atco, Atlantic, Barry, Bell, Buddah, CASL, Dot, DynoVoice, Laurie, MGM, Plantation, Ranwood, Reo, SSS Int'l, Stax, Verve, Verve/Forecast, Volt, White Whale.

Van Dusen Bros., 738 11 Ave. S.W. Tel: 263-0479. Mgr.: Bill Maxim; Sales & Promo. Rep.: Bob Jonathan.

Home office: Edmonton, Alta. (See for product distributed).

Warner Bros.-Seven Arts Recs. of Canada Ltd., 3811 Edmonton Trail. Tel: 276-2261.

Labels: Warner Bros.-Seven Arts, Reprise, Rip-cord, Vogue.
Cartridge 8-track & cassette: Warner Bros.-Seven Arts, Reprise

● **EDMONTON (Area Code) 403**

Arc Sound, 6811 104 St. Tel: 433-3372.
Labels: Arc, Yorkville, Good Groove, Somerset, Alshire, International Artists, Monique.
Musical accessories: Cleaners & cloths (Arc); needles (Qualitone). (SEE ADVERTISEMENT)

T P C Rec. Div. (Taylor, Pearson & Carson), PO Box 580. Tel: 482-1531. Mgr.: John A. Ford.
Home office: Calgary, Alta. (See for product distributed).

Van Dusen Bros., 10528 123 St. Tel: 488-0440. VP: R. M. Meredith; Mgr. & Promo.: Bill Maxim.

Branches: Calgary, Alta.; Regina, Sask.; Grosvenor.
Labels: Capitol, Angel, Buena Vista, Disneyland, Hilltop, Living Language, Pickwick, Stone, 20th Century-Fox, V Recs.

Cartridge 8-track & cassette: Ampex—Amaret, Bang, Boone, BT Puppy, Deram, Elektra, Fantasy, Galaxy, Good Time Jazz, Hi, London, London Canadian, Monitor, Parrot, Rodeo, Skye, Spartan, Vanguard, Viva; GRT—Abnak, Blue Thumb, Cadet, Cadet/Concept, Checker, Chess, Diamond, ESP-Disk, Gamble, Jamie, Hickory, King, MTA, Monument, Nashville, Phil-L.A. of Soul, Scepter, Shout, Sound Stage 7, Request, Roulette, TRX, Tower, Vault, Wand, White Whale; ITCC—Audio Fidelity, Bravo, Buddah, Jad, Little Darlin', Project 3, Roulette, Scepter, Starday, Tennessee Sound, 20th Century-Fox, Vee Jay, Viva, Wand; Stereodyne—Bang, DGG, Everest, Hickory, Mainstream, Polydor, Stone, Time, Verve/Folkways.
Accessories: Various.

BRITISH COLUMBIA

● **VANCOUVER (Area Code 604)**

Arc Sound, 1442 Ingleton Ave., Burnaby 2. Tel: 291-2871.

Labels: Arc, Yorkville, Good Groove, Somerset, Alshire, International Artists, Monique.
Musical accessories: Cleaners & cloths (Arc); needles (Qualitone). (SEE ADVERTISEMENT)

Columbia Recs. Dist. Canada Ltd., 116 S.E. Marine Dr. Zone: 15. Tel: 327-0291. Mgr.: A. V. Dunseith.

Labels: Columbia, CBS, Date, Epic, Harmonie, Harmony, Odyssey, Okeh, Musicor, Nashville, Gregar, Ode, Rojac, Dynamo, Blue Horizon, King, Children's Book & Rec. Library, Starday, Immediate, Major Minor, Dover.

Cartridge 8-track: Columbia, CBS, Date, Epic, Immediate, Ode, Musicor, Starday.

Cassette & open reel: Columbia, Epic.
Tape playback equip.: Masterwork.

Phonographs: Masterwork.
Musical instruments: Drums (Roger); guitars (Fender).

Emerson Sales Ltd., 1859 W. Fourth Ave. Zone: 9. Tel: 733-3525. Owner & Sales Mgr.: Emerson Short; Rec. Mgr.: Jean Leskiw; Tape Mgr.: E. Prentice; Promo.: S. Pawliuk.

Branches: Calgary, Alta.; Victoria, B.C.
 Labels: Alecto, Allied, Alto, Artia, Bang, Beaver, Boone, Bravo, Bruno, Budapest, Bunky, Caedmon, Capilano, Checkmate, Contemporary, Conversaphone, Dance Along, Dominion, Douglas, Dyno, Edmonton, Ekipo, Elektra, Eurotone, Fantasy, Fiesta, Folkways, 49th State, Galaxy, Gateway, Good Time Jazz, Grecophon, Hazam, Hi Fi, MTA, Murril, Music Minus One, Nonesuch, Parliament, Pentagon, Recital Hall, Roulette, Skye, Sparten, Spoken Arts, Sportsdisc, Steno-Disc, Summit, Time, Trans World, Turul, Universal, Venus, Wonderland.
 Cartridge 8-track & cassette: Sparten.
 Phonographs: Benjamin, Elac, Lenco, Mirachord.
 Accessories: Audiotex, Lektrostat, Recoton, Transcriber.

Johnston Appliances, 5239 Victoria Dr. Zone: 16.
 Tel: FA 5-3261. Mgr.: Miss Pat Van Kleeck.
 Labels: Decca Div.—Decca, Coral, Brunswick, Vocalion; Apex Div.—Abnak, Accent, Apex, BT Puppy, Carnaval, Carole, Challenge, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Point, Project 3, Pete, Revue, Scepter, Shambley, Steady, Uni, United Artists, Wand.
 Cartridge 8-track: Abnak, Brunswick, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Project 3, Uni, United Artists.
 Cassette: Brunswick, Coral, Decca, Double Shot, GNP Crescendo, United Artists.

London Recs. of Canada (1967) Ltd., 3166 Lake City Way, Lake City Ind'l Park, Burnaby 2.
 Tel: CY 8-6471. Cable: FULLRANGE.
 Labels: London, Deram, Parrot, phase 4, Ace of Clubs, Ace of Diamonds, Amaret, Amos, Aragon, Argo, Athena, Aura, Backbeat, Banff, Belair, Beltona, Blue Note, Blue Rock, Caprice, Celtic, Click, Coliseum, Cupidon, Das Alte Werke, Duke, Durium, ESP-Disk, Emarcy, Era, Etiquette, Europa, Evolution, Fontana, France-Canada, Franklin, Galaxy, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jupiter, Liberty, Lime-light, Mainstream, Disco Marco, Marion, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, l'Oiseau Lyre, Pacific Jazz, Page One, Peacock, Pergola, Philips, Philles, Press, Rodeo, Rusticana, Sire, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Spar, Stereo Dimension, Sun, Sunset, Telefunken, Tribe, Viva, Wing, World Pacific.

Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty/UA, Limelight, Mercury, Monument, Philips, Smash, Viva.
 Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty/UA, Limelight, Mercury, Philips, Smash, Teldec.
 Open reel: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

Park Lane Books & Recs., 1933 W. Broadway. Gen. Mgr.: D. Cavadas.

Phonodisc Ltd., 3931 E. Hastings St., Burnaby.
 Tel: 298-5585. Mgr.: Frank Weaver.
 Labels: Ariston, Audio Fidelity, Cadet, Cadet/Concept, Chart, Checker, Delta, GWP, Gordy, Hickory, Jubilee, Marble Arch, Metromedia, Mr. G, Motown, Parallax, Paula, Phonodisque, Pye, Regency, Soul, TRX, Tamla, VMC, Vanguard.
 Cartridge 8-track: Gordy, Jubilee, Motown, Pye, Soul, Tamla.

Polydor Recs. Canada Ltd., 196 Smithe St. Tel: 681-0268. Mgr.: Dieter Radecki; Promo.: John Turner.
 Labels: Polydor, DGG, DGG Avant Garde, DGG Privilege, Archive, Heliador, ABC group, Ariola Import, Blue Thumb, Bluesway, Command, Grand Award, Impulse, Island, Marmalade, Music Guild, Music Royale, Probe, Riverside, Senate, Simon Says, Tangerine, Tetragrammaton, Westminster.

Cartridge 8-track, cassette & open reel: Polydor, DGG. (SEE ADVERTISEMENT)

R C A Ltd., 2876 Rupert St. Tel: 433-6881. Sales & Promo.: Wayne Langton, Uwe Schnack.
 Labels: RCA, Camden, Victrola, Gala, Banyan Tree, Bravo, Calendar, Chart, Colgems, Dunhill, Estill, Jad, Julmar, Nimbus 9, Sir John A, Turntable.

Cartridge 8-track: RCA, Camden, Gala, Calendar, Chart, Colgems, Dunhill, Jad.

Cassette: RCA, Dunhill.

Open reel: RCA, Camden.

Playback equip.: RCA.

Phonographs: RCA.

Select Music Co., 133 W. Fifth Ave. Zone 10. Tel: 876-3368. VP: T. A. Follitt; Mgr.: W. E. Kiss.

Labels: K Recs., Living Language, Rada, V Recs., Young People's Recs.

Cartridge 8-track: ITCC, Stereodyne.

Cassette: ITCC.

T P C Rec. Div. (Taylor, Pearson & Carson), 1505 Venables St. Zone: 6. Tel: 254-8174. Mgr.: Reg Ayres; Promo.: Peter Morch, Rich Simons.

Product distributed: See Quality Recs. Ltd., Toronto, Ont.

Warner Bros.-Seven Arts Recs. of Canada Ltd., 2181 W. 12. Tel: 731-5351.

Labels: Warner Bros.-Seven Arts, Reprise, Ripcord, Vogue.

Cartridge 8-track & Cassette: Warner Bros.-Seven Arts, Reprise.

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• VICTORIA (Area Code 604)

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Home Office: Vancouver, B.C. (See for product distributed).

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• WINNIPEG (Area Code 204)

Arc Sound, 19 Keith Rd., St. James. Tel: 774-1050.
Labels: Arc, Yorkville, Good Groove, Somerset, Alshire, International Artists, Monique.
Musical accessories: Cleaners & clothes (Arc); needles (Qualitone). (SEE ADVERTISEMENT)
Campus Recs. Dist. Co. Ltd., 1131 Fife St. Zone: 14. Tel: 589-5327. Pres.: Norman Stein; VP: Ian James; Div. Sales Mgr.: Dean Browning.
Labels: Arhoolie, Blue Classics, Old Timey, Raglan.

Laurel Recs. Dists., Box 1021, 1299 Strathcona St. Zone: 3. Tel: 783-0436. Owner: Walter V. Sokulsky; Gen. Mgr.: Ethel Sokulsky; Sales & Promo.: Garth Campbell.
Labels: Caedmon, Fiesta, Folkways, Transworld group, Wonderland, EMI imports.
Cartridge 8-track: Ampex, GRT, Fiesta.
Cassette & open reel: Ampex, GRT.

London Recs. of Canada (1967) Ltd., 23 Keith Rd. Zone: 21. Tel: 775-7125. Mgr.: Gerry Young.
Labels: London, Deram, Parrot, phase 4, Ace of Clubs, Ace of Diamonds, Amaret, Amos, Aragon, Argo, Athena, Aura, Backbeat, Banff, Belair, Beltona, Blue Note, Blue Rock, Caprise, Celtic, Click, Coliseum, Cupidon, Das Alte Werke, Duke, Durium, ESP-Disk, Emarcy, Era, Etiquette, Europa, Evolution, Fontana, France-Canada, Franklin, Galaxy, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jupiter, Liberty, Lighthouse, Mainstream, Disco, Marco, Marjon, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, l'Oiseau Lyre, Pacific Jazz, Page One, Peacock, Pergola, Philips, Philles, Press, Rodeo, Rusticana, Sire, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Spar, Stereo Dimension, Sun, Sunset, Telefunken, Tribe, Viva, Wing, World Pacific.
Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty/UA, Lighthouse, Mercury, Monument, Philips, Smash, Viva.
Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty/UA, Lighthouse, Mercury, Philips, Smash, Teldec.
Open reel: London, Parrot, phase 4, Lighthouse, Mercury, l'Oiseau Lyre, Philips, Smash.

Phonodisc Ltd., 1117 Sanford St. Tel: 774-7318. Mgr.: Walter Sorkulsky.
Labels: Ariston, Audio Fidelity, Cadet, Cadet/Concept, Chart, Checker, Chess, Delta, GWP, Gordy, Hickory, Jubilee, Marble Arch, Metro-media, Mr. G, Motown, Parallax, Paula, Phonodisque, Pye, Regency, Soul, TRX, Tamla, VMC, Vanguard.
Cartridge 8-track & cassette: Gordy, Jubilee, Motown, Pye, Soul, Tamla. (SEE ADVERTISEMENT)

Quality Recs. Ltd., Galt Bldg., 4th Fl., 103 Princess St., Tel: WH 3-6563. Mgr.: Check Porter.

Labels: A&M, Amy, Atco, Atlantic, Barry, Bell Buddah, Dot, Kama Sutra, Laurie, MGM, Quality, Ranwood, Reo, Verve.
Cartridge 4-track, 8-track, cassette & open reel: Quality, A&M, Atco, Atlantic, Barry, Bell Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast. (SEE ADVERTISEMENT)

R C A Ltd., 2070 Notre Dame Ave. Tel: 772-0481. Sales & Promo.: Duncan Anderson.

Labels: RCA, Camden, Victrola, Gala, Banyan Tree, Bravo, Calendar, Chart, Colgems, Dunhill, Estill, Jad, Julmar, Nimbus 9, Sir John A, Turntable.

Cartridge 8-track: RCA, Camden, Gala, Calendar, Chart, Colgems, Dunhill, Jad.

Cassette: RCA, Dunhill.
Open reel: RCA, Camden.
Playback equip.: RCA.
Photographs: RCA.

Thomas Rathwell, 575 Roseberry St., St. James. Tel: SP 4-4561. Pres.: Thomas Rathwell.

Labels: Decca Div.—Decca, Coral, Brunswick, Vocalion, Apex Div.—Abnak, Accent, Apex, BT Puppy, Carnaval, Carole, Challenge, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Point, Project 3, Pete, Revue, Scepter, Shamley, Steady, Uni, United Artists, Wand.
Cartridge 8-track: Abnak, Brunswick, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Project 3, Uni, United Artists.
Cassette: Brunswick, Coral, Decca, Double Shot, GNP Crescendo, United Artists.

TransWorld Rec. Co. Inc., 1299 Strathcona Ave. Tel: SU 3-0436. Mgr.: Ethel Gore Smith.

Labels: Amusement, Artia, Ash, Blanche Neige, Broadside, Bunky, Caedmon, Conversaphone, Cloude, Dr. Murray Banks, Dollar, Douglas, Elegante, Fan Fan, Fiesta, Folkways, Grecophon, Laff, Major Minor, Merry Disque, Disque Monde, Montagnard, Off Spring, Olga, Panda, Parliament, President (France), Project 3, Rama Rama, Remember, Skye, Spoken Arts, Trans World, la Voix de l'Auteur, Wonderland.

• **Labels:** Amusement, Caedmon, Douglas, GRT, Grecophon, Montagnard, Skye, Spoken Arts, Trans World.

Warner Bros.—Seven Arts Recs. of Canada Ltd., 435 Berry. Tel: 888-4864.

Labels: Warner Bros.—Seven Arts, Reprise, Riccord, Vogue.
Cartridge 8-track & cassette: Warner Bros.—Seven Arts, Reprise.

NEW BRUNSWICK

• MONCTON (Area Code 506)

Maritime Recs. Ltd., 188 Mountain Rd. Tel: 389-1341/3338. Owner & Sales Mgr.: William D. Milton; Tape Mgr.: Mrs. Hermance Corey.
Labels: Capitol, Angel Melodiya/Angel, Muse, Pathe, Seraphim.
Cartridge 8-track: Ampex, Capitol, Columbia, ITCC, London, Phonodisc, Polydor, RCA.
Cassette & open reel: Ampex, Capitol, Columbia, ITCC, Polydor.
Tape playback equip.: Automatic Radio, Craig.
Photographs: Seabreeze, Symphonic.
Musical Instruments: Buegeleisen & Jacobson Ltd., Espana, Kent, Winston.
Accessories: Channel Mktg.

NOVA SCOTIA

• AMHERST (Area Code 902)

Avalake Dists., Station St. Tel: 667-3308. Partners: Allie L. & W. S. A. Daley.
Labels: Warner Bros.—Seven Arts, Reprise, Vogue.

Cartridge 8-track & cassette: Warner Bros.—Seven Arts, Reprise.

Canadian Assemblies Ltd., Station St. Tel: 667-3309. Mgr. Dir.: W. S. A. Daley; Mgr. & Promo.: Ted Evans.

Labels: A&M, Atco, Atlantic, Barry, Bell, Buddah, CASL, Direction, Dot, Kama Sutra, Laurie, MGM, Quality, Ranwood, Reo, SSS Int'l, Stax, Steed, Verve, Verve/Forecast, Volt, White Whale.

Cartridge 4-track, 8-track, cassette & open reel: A&M, Atco, Atlantic, Barry, Bell, Buddah, CASL, Dot, Kama Sutra, MGM, SSS Int'l, Quality, Ranwood, Reo, Volt, Stax, Verve/Forecast, White Whale.

Waldale, PO Box 339. Tel: 667-3308. Pres.: W.S. A. Daley.

Labels: Decca Div.—Decca, Coral, Brunswick, Vocalion; Apex Div.—Abnak, Accent, Apex, BT Puppy, Carnaval, Carole, Challenge, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Point, Project 3, Pete, Revue, Scepter, Shamley, Steady, Uni, United Artists, Wand.
Cartridge 8-track: Abnak, Brunswick, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Project 3, Uni, United Artists.
Cassette: Brunswick, Coral, Decca, Double Shot, GNP Crescendo, United Artists.

• HALIFAX (Area Code 902)

Arc Sound, 960 Barrington St. Tel: 423-7100.

Labels: Arc, Yorkville, Good Groove, Somerset, Alshire, International Artists, Monique.
Musical accessories: Cleaners & cloths (Arc); needles (Qualitone). (SEE ADVERTISEMENT)

R C A Ltd., 3611 Commission St. Tel: 455-7247. Sales & Promo.: Hanson Josey.

Labels: RCA, Camden, Victrola, Gala, Banyan Tree, Bravo, Calendar, Chart, Colgems, Dunhill, Estill, Jad, Julmar, Nimbus 9, Sir John A, Turntable.

Cartridge 8-track: RCA, Camden, Gala, Calendar, Chart, Colgems, Dunhill, Jad.

Cassette: RCA, Dunhill.
Open reel: RCA, Camden.
Tape playback equip.: RCA.
Photographs: RCA.

ONTARIO

• COOKSVILLE (Area Code 416)

Polydor Recs. Canada Ltd., 3279 Lenworth Dr. Tel: 625-3990. Mgr.: Don Carter; Prmo.: Russ Ledger.

Labels: Polydor, DGG, DGG Avant Garde, DGG Privilege, Archive, Heliodor, ABC group, Ariola Import, Blue Thumb, Bluesway, Command, Grand Award, Impulse, Island, Marmalade, Music Guild, Music Royale, Probe, Riverside, Senate, Simon Says, Tangerine, Tetragrammaton, Westminster.

Cartridge 8-track, cassette & open reel: Polydor, DGG. (SEE ADVERTISEMENT)

• HAMILTON (Area Code 416)

Muntz Stereo-Pak Canada Ltd., 61 Sanford Ave. N. Zone 23. Tel: 525-0268. Telex: 021-8287. Pres.: D. Hoffman.

Cartridge 8-track & cassette: Ampex, Capitol, Columbia, Compo, GRT, London, Phonodisc, Polydor, Quality, RCA, Stereodyne, Warner Bros.—Seven Arts.
Tape playback equip.: Muntz car & home cartridge players.

• **LONDON (Area Code 519)**

G R T (General Recorded Tape) of Canada Ltd., 1045 Hargrieve Rd. Tel: 434-4535. Mng. Dir.: William Ross Knight.
Labels: GRT, Cadet, Cadet/Concept, Checker, Chess.
 Sparton, Box 5125. Tel: 455-6320. VP & Gen Mgr.: W. L. Page.
Labels: Ashley, Boone, Contemporary, Euro-tone, Ford, Good Time Jazz, Hi Fi, MTA, Mira, Mirwood, Sparton, Summit, Surrey, Tiffany.
Cartridge 8-track, cassette & open reel: Sparton.

• **OSHAWA (Area Code 416)**

Robert J. Stone of Canada Ltd., 172 King St. E. Tel: 576-0262; Toronto Tel: (416) 925-6840. Cable: MUSICCAN. Pres. & Int'l: Robert J. Stone; VP: Harold E. Pounds; Promo. Mgr.: Terry Mann; Tape Sales Mgr.: Bob Keeler.
Labels: Caledon, Now, Stone, Artone, Beacon, Canole, Chalet, Hi-Lite, Praise, Sonet, Sound Canada, Troika, World.
Tape: GRT, ITCC, Pickwick, Stone.

• **TORONTO METROPOLITAN AREA (Area Code 416)**

Allied Rec. Corp., PO Box 517, 104 Doncaster Ave., Willowdale. Tel: 899-8566. VP & Gen. Mgr.: J. W. Boswell; Tape Mgr.: F. McManaman.
Labels: Allied, Alliance, Bang, Calla, Elektra, Gateway, Marathon, Nonesuch, Paragon, Pentagon, Roulette, Shout, Time.
Cartridge 8-track: Bang, Elektra, Nonesuch, Paragon, Roulette.
Cassette: Bang, Elektra, Nonesuch, Roulette.
Accessories: Recoton. (SEE ADVERTISEMENT)
 Apex of Canada Ltd., 100 Skyway Ave., Rexdale. Tel: 677-2370. Cable: VIDEOTAPE. TORONTO. Telex: 02-29852. VP & Gen. Mgr.: J. E. Dettlor; Consumer Audio Mgr.: StereoTape Div.: P. Moores; Nat'l Sales Mgr.: StereoTape Div.: J. Pariselli; Adv. & Sales Promo. Mgr.: Miss J. E. Messham.
Branch: Montreal, P.Q.
Cartridge 8-track, Cassette & open reel: AST, Amaret, Amos, Ampex, Astex, Audio Fidelity, BT Puppy, Bang, Boone, Bravo, Buena Vista, Caprice, Contemporary, Deram, Elektra, Evolution, Fantasy, Galaxy, Good Time Jazz, Lee Hazlewood, Heritage, Hi, ILS, Jad, London, London Canadian, Monitor, Nonesuch, Parrot, Project 3, Recorded Treasures, Rodeo, Skye, Sparton, Vanguard, Viva.

Apex, 76 Colville Rd. Zone: 15. Tel: 249-7551. Mgr.: George Offer.

Labels: Decca Div.—Decca, Coral, Brunswick, Vocalion; Apex Div.—Abnak, Accent, Apex, BT Puppy, Carnaval, Carole, Challenge, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Point, Project 3, Pete, Revue, Scepter, Shamley, Steady, Uni, United Artists, Wand.
Cartridge 8-track: Abnak, Brunswick, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Project 3, Uni, United Artists.
Cassette: Brunswick, Coral, Decca, Double Shot, GNP Crescendo, United Artists.

Arc Sound, 20 Cranfield Rd. Zone: 16. Tel: 751-1613. Pres.: Phil D. Anderson; VP: Bill Gilliland.

Branches: Edmonton, Alta.; Vancouver, B.C.; Winnipeg, Man.; Halifax, N.S.
Labels: Arc, Yorkville, Good Groove, Somerset, Alshire, International Artists, Monique.
Musical accessories: Cleaners & cloths (Arc); needles (Qualitone). (SEE ADVERTISEMENT)

Canadian Music Sales Corp. Ltd., 58 Advance Rd. Zone: 570. Tel: 239-2361. Cable: MUSICSALES. Owner: T. St. Clair Low; Sales Mgr.: Terry P. Regan.

Labels: Alector, Alfred, All Nations, Arka, Barne, Basart, Beaver, Bravo, Budapest, CNR, Classic Editions, Classic Jazz, Chwili Dnistra, Dominion, Edmonton, Educo, Ekipo, Fontana, Four Sisters, 49th State, Glenside, Hazam, Helios, La Louisianne, Laff, Music Minus One, Philips (Germany, UK), Proscenium, Rusalka, TRB, Sportsdisc, Steno-Disc, Telco, Telstar, Transatlantic, Triola, Turul, UTC, VIS, Venus, Wing, Xtra.

Cartridge 8-track: Bravo, Dominion, VIS.
Cassette: Bravo, Dominion, Philips (Germany), VIS.

Accessories: Enterprise, Lektrostat.

Capitol Recs. (Canada) Ltd., 3109 American Dr., Malton. Tel: 677-5050. Pres.: R. M. Plumb; VP Mktg.: E. T. Campbell; VP Group Mktg.: A. Goswich; Nat'l Adv. Mgr.: B. Renka.

Branch: Montreal, P.Q.
Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Pathe, Muse, Disneyland, Pickwick, 20th Century Fox, Movietone, Odeon, Parlophone.

Cartridge 8-track: Capitol, Angel, Pathe.
Cassette: Capitol, Angel, Pathe.
Open reel: Capitol, Angel. (SEE ADVERTISEMENT)

Caravan Rec. Sales Ltd., 117 Midwest Rd., Scarborough. Tel: 757-2455. Owner: Frank P. Swain; Rec. Mgr.: H. Littlejohn; Tape Mgr.: Frieda Strohm; Sales Mgr.: John Loweth; Promo.: Scoof Irwin.

Labels: Bel Cleer, Caravan, Carinia, Crown, Design, Dr. Murray Banks, Edmar, Fiesta, Grecophon, Ittal, Merrydisc, Muza, UK Recs., V Recs., Venus.

Cartridge 8-track: Caravan, Fiesta, MMS.

Cassette: MMS.

Record accessories: Walco needles & accessories.

Tape accessories: Bel Cleer blank tapes.

Century Recs. (div. of George Wade Assocs. Ltd.), 1244 Duferin St., Bldg. 3. Zone: 173. Tel: 531-5753. Pres.: George E. Wade.

Labels: Avoca, Crown, Custom, Fax, Lodeslar, Negram, Pleasant Peasant, Robin Hood, Tartan, United.

Cartridge 8-track: Budget.

Columbia Recs. Dists. Canada Ltd., 1113 Leslie St., Don Mills. Zone: 403. Tel: 444-6651. Mgr.: E. Colero; Promo.: C. Camilleri.

Branches: Calgary, Alta.; Vancouver, B.C.; Montreal, P.Q.

Labels: Blue Horizon, CBS, Children's Book & Rec. Library, Columbia, Date, Dover, Dynamo, Epic, Gregar, Harmonie, Harmony, Immediate, King, Major Minor, Musicor, Nashville, Ode, Odyssey, Okeh, Rojac, Starday.

Cartridge 8-track: Columbia, CBS, Date, Epic, Immediate, Musicor, Ode, Starday.

Cartridge 4-track: Columbia, Date, Epic, Immediate, Ode. (Imported from USA).

Cassette: Columbia, Epic, Immediate, Musicor, Ode, Starday.

Open reel: Columbia, Epic.

Tape playback equip.: Masterwork.

Phonographs: Masterwork.

Musical instruments: Drums (Rogers); guitars (Fender).

Double Diamond Electronics Ltd., 34 Progress Ave., Scarborough. Zone: 706. Tel: 291-2503. Sales Mgr.: Ben Cass.

Cassette: ABC, A&M, Acta, Atco, Atlantic, Barry, Bell, Bluesway, Buddha, CASL, Command, DGC, Dot, Impulse, Kama Sutra, Laurie, MGM, Polydor, Quality, Ranwood, Red, Riverside, SSS Int'l, Senate, Stax, Tetragrammaton, Verve, Verve/Forecast, Volt, Westminster, White Whale.

Accessories: Philips record & tape accessories.

Gospel Recs. Unlimited, Box 2083, Scarborough "B." Tel: 293-1075. Gen. Mgr.: D. B. Lynden.

Labels: Am/Sing, Heart Warming, Hymntone, Impact.

Handleman Co. of Canada Ltd., 132 Manville Rd., Scarborough. Tel: 759-1166. Tape Mgr.: Robert Cipriani; Tape Buyer: James Pegg.

Home office: USA, Detroit, Mich.

Cartridge 4-track, 8-track, cassette & open reel: All lines.

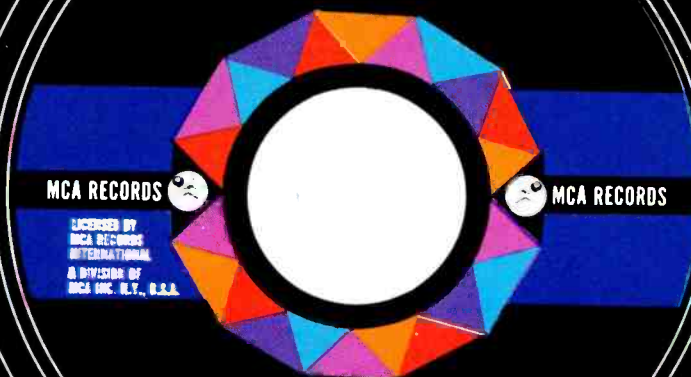
continued on page 292

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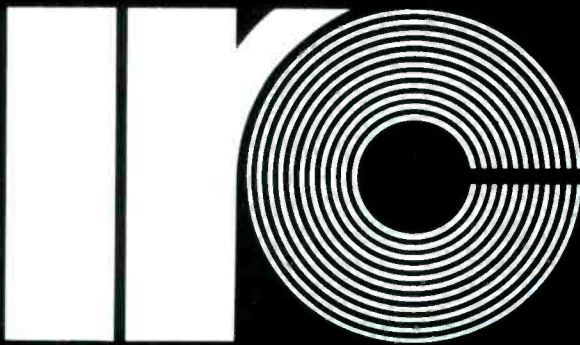
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continued

London Recs. of Canada (1967) Ltd., 1630 Midland Ave., Scarborough. Tel: 631-2061. Cable: FULL-RANGE. Mgr.: Gilles Aubin.

Labels: London, Deram, Parrot, phase 4, Ace of Clubs, Ace of Diamonds, Amaret, Amos, Aragon, Argo, Athena, Aura, Backbeat, Banff, Belair, Beltona, Blue Note, Blue Rock, Caprice, Celtic, Click, Coliseum, Cupidon, Das Alte Werke, Duke, Durium, ESP-Disk, Emarcy, Era, Etiquette, Europa, Evolution, Fontana, France-Canada, Franklin, Galaxy, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jupiter, Liberty, Lime-light, Mainstream, Disco Marco, Marjon, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, l'Oiseau Lyre, Pacific Jazz, Page One, Peacock, Pergola, Philips, Philles, Press, Rodeo, Rusticana, Sire, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Spar, Stereo Dimension, Sun, Sunset, Telefunken, Tribe, Viva, Wing, World Pacific.

Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty/UA, Limelight, Mercury, Monument, Philips, Smash, Viva.

Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty/UA, Limelight, Mercury, Philips Smash, Teldec.

Open reel: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

Magic Music Co. Ltd., 1179 Finch Ave. W., Unit 24, Downsview. Zone: 463. Tel: 630-9002. Owner: R. Hunter; Tape Mgr.: C. Hotte; Sales Mgr.: J. Leeming; Promo.: O. Baird, D. Honig-han

Cartridge 8-track: Audio Fidelity, Bravo, Buddah, Dynamo, Glad-Hamp, Horizon, ITCO, Impulse, Laff, Little Darlin', Mobile Fidelity, Moonglow, Project 3, Scepter, Skye, Starday, Stella, Tennessee Sound, 20th Century-Fox, Vee Jay, Viva, Wand.

Tape playback equip.: Clairon, Kraco, Lear Jet, Toshiba.

Phonographs: AGS, Clairatone, Panasonic.

Modern Tape Cartridge Corp. Ltd., 1179 Finch Ave. W., Downsview. Zone: 463. Tel: 630-8494.

Pres.: A. Gelgoot; VP: G. Elkins.

Cartridge 8-track & cassette: ITCC, NAL, Budget Tape, Laff, Modern (USA), Impulsive, Audio Fidelity, Bravo, Buddah, Douglas, Dynamo, Fidu, Gamble, Glad-Hamp, Hob, Horizon, ITCO, Jad, Little Darlin', Mobile Fidelity, Prima, Project 3, Roulette, Scepter, Seeco, Sesac, Stella, Stop, Tennessee Sound, 20th Century-Fox, Vee Jay, Viva, Wand, White Whale.

Phonodisc Ltd., 30 Malley Rd., Scarborough. Tel: 751-9610. Pres. & Gen. Mgr.: D. A. McKim; Opns. Mgr.: T. E. Riggs; Sales Mgr.: Paul Clark; Promo. Mgr.: Dick Trotter.

Branches: Vancouver, B.C.; Winnipeg, Man.; Montreal, P.Q.

Labels: Ariston, Audio Fidelity, Cadet, Cadet/Concept, Chart, Checker, Chess, Delta, GWP, Gordy, Hickory, Jubilee, Marble Arch, Metro-media, Mr. G, Motown, Parallax, Paula, Phonodisque, Pye, Regency, Soul, TRX, Tamla, VMC, Vanguard.

Cartridge 8-track: Gordy, Jubilee, Motown, Pye, Soul, Tamla. (SEE ADVERTISEMENT)

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough. Tel: 698-5511. VP & Mng. Dir.: George L. Keane; Ass't to Mng. Dir.: George R. Struth;

Gen. Sales Mgr.: Lee W. Farley.

Branches: Winnipeg, Man.; Toronto, Ont., 130 Mack Ave. Tel: 698-5643. Mgr.: Jack Vermeer; Montreal, P.Q.

Labels: A&M, Amy, Atco, Atlantic, Barry, Bell, Buddah, Dot, Kama Sutra, Laurie, MGM, Quality, Ranwood, Reo, Verve.

Cartridge 4-track, 8-track, cassette & open reel: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast. (SEE ADVERTISEMENT)

R C A Ltd., 1450 Castlefield Ave. Tel: 651-6550. Mgr.: E. Preston; Promo.: Scott Richards.

Labels: RCA, Camden, Victrola, Gala, Banyan Tree, Bravo, Calendar, Chart, Colgems, Dunhill, Estill, Jad, Julmar, Nimbus 9, Sir John A, Turnable.

Cartridge 8-track: RCA, Camden, Gala, Calendar, Chart, Colgems, Dunhill, Jad.

Cassette: RCA, Dunhill.

Open reel: RCA, Camden.

Tape playback equip.: RCA.

Phonographs: RCA.

Sparton. Tel: 364-0825.

Labels: Ashley, Boone, Contemporary, Eurotone, Ford, Good Time Jazz, Hi Fi, MTA, Mira, Mirwood, Sparton, Summit, Surrey, Tiffany.

Cartridge 8-track, cassette & open reel: Polydor, DGG.

Stereo Tape Prods., 1106 Dovercourt Rd. Zone: 170. Tel: 537-2534. Owners: Norman & Sam Bornstein; Sales Mgr.: Pat McQuade.

Cartridge 4-track, 8-track, cassette & open reel: All lines.

Tape playback equip.: Magnasonic, Sanyo, Webcor.

Stereodyne (Canada) Ltd., 6 Evans Court, Etobicoke. Tel: 259-4201. Gen. Sales Mgr.: Ron Newman;

Natl Sales Mgr.: Bob Kerr.

Cartridge 8-track, cassette & open reel: Accent,

Bang, DGG, Everest, Fiesta, Hi Fi, Hickory, Mainstream, Polydor, Time, Tradition.
Tape playback equip.: Lear Jet.
 Trans World Rec. Co. Inc., 117 Midwest Rd., Scarborough. Tel: 759-1638. Gen. Mgr.: Frank Swain.
Labels: Amusement, Artia, Ash, Blanche Neige, Broadside, Bunky, Caedmon, Conversaphone, Cloune, Dr. Murray Banks, Dollar, Douglas, Elegante, Fan Fan, Fiesta, Folkways, Grecophon, Laff, Major Minor, Merrydisc, Disque Monde, Montagnard, Off Spring, Olga, Panda, Parliament, President (France), Project 3, Rama Rama, Remember, Skye, Spoken Arts, Trans World, la Voix de l'Auteur, Wonderland.
Tape: Amusement, Caedmon, Douglas, GRT, Grecophon, Montagnard, Skye, Spoken Arts, Trans World.
 Warner Bros.-Seven Arts Recs. of Canada Ltd., 4480 Chesswood Dr., Downsview, Tel: 630-3033. Mgr.: G. R. Edwards; Promo. Mgr.: G. Russell.
Labels: Warner Bros.-Seven Arts, Reprise, Ripcord, Vogue.
Cartridge 8-track & cassette: Warner Bros.-Seven Arts, Reprise.

• **WATERLOO (Area Code 519)**

Carl H. Sattler & Assocs. Ltd., 160 Columbia St. W. Tel: 578-5110. Pres.: Carl H. Sattler; Mgr.: Doug Robinson; Sales Mgr.: Don Taylor.
Cartridge 8-track & cassette: Ampex, Capitol, Columbia, Decca, Dunhill, Elektra, Epic, GRT, ITCC, King, Liberty/UA, London, Motown, Parrot, Pickwick, Polydor, Quality, RCA, Reprise, Scepter, Warner Bros.-Seven Arts.
Tape playback equip.: Automatic Radio.
Phonographs: Onkyo.
Accessories: J. J. Paulson.

QUEBEC

• **MONT-JOLI (Area Code 418)**

Disbec Inc., 169 Jacques-Cartier Blvd. Tel: 775-7226. Pres.: Josette P. Ouellet; Gen. Mgr.: Raymond Paradis.
Labels: ABC, A&M, Ace, Acta, Allied, Alouette, Angel, Apex, Atco, Atlantic, Banff, Bang, Barclay, Belair, Brunswick, Buddah, Camden, Canusal, Capitol, Caprice, Carnaval, Carrousel, Celtic, Citation, Columbia, Contact, Coq Sonore, Coral, Crescendon, DGG, Decca, Disneyland, Dominion, Dot, Dunhill, Epic, Erato, Escales, Fontana, Gala, Gamma, Grand Prix, Guitare, Harmony, Jad, Jupiter, Kapp, Lero, Liberty, London, MGM, Meteor, Montagnard, Musidisc, Nashville, Neptune, Odeon, Or, Parrot, Pathe, Pergola, phase 4, Philips, Pickwick, Point, Prestige, RCA, RM, Reprise, Revolution, Riviera, Roulette, Select, Seraphim, Smash, Sparton, Sun, Sunset, Tama, Tournesol, Trans-Canada, United Artists, Vanguard, Vedettes, Verve, Vocalion, Vogue, Volt, Warner Bros.-Seven Arts, Wing.
Cartridge 4-track, 8-track, cassette & open reel: A&M, Apex, Barclay, Canusa, Capitol, Columbia, Decca, Dunhill, Epic, Gamma, Liberty/UA, London, Pathe, Philips, Polydor, Quality, RCA, Select, Trans-Canada, United Artists, Warner Bros.-Seven Arts.
Accessories: Various lines.

• **MONTREAL METROPOLITAN AREA (Area Code 514)**

Allied Rec. Corp., 190 Ronald Dr. Tel: 489-9720. Mgr.: W. H. Fisher.
Labels: Allied, Bang, Calla, Elektra, Gateway, Nonesuch, Paragon, Pentagon, Roulette, Shout, Time.
Cartridge 8-track: Bang, Elektra, Nonesuch, Paragon, Roulette.
Cassette: Bang, Elektra, Nonesuch, Roulette.
Accessories: Recoton. (SEE ADVERTISEMENT)
 Almada Corp., 380 Craig St. W. Zone: 126. Tel: 844-4006. Cable: CHANGERS. Contacts: Aaron Lipsin, Marv Drimer.
Labels: Abbey, Alector, American Rusalka, Archive of Folk & Jazz Music, Archive of Gospel Music, Archive of Piano Music, Arka, Bach, Baroque, Baronet, CMS, Cetra, Chwgli Dnistra, Comedie Francaise, Concert Disc, Connoisseur Society, Coronet, Cook, Counterpoint, Cutty Wren, Design, Desto, Eros, Esoteric, Everest, Falcon, Florett, Golden Sound, Hall of Fame, Happy Time, Haydn Society, Heritage, Iramac, Ital, Janus, Jay Jay, Laff, Living Language, Mace, Monitor, Musica Rara, Mykola Denysiuk, Nina, Olympia, Orpheum, Oryx, Pan, Period, Pirouette, Premier, Psyche, Request, Rumba, Saga, Scala, Society, Spin-O-Rama, Stella, Supradidac, Tradition, Tropical, Twinkle, UNESCO Collection, United, Venus, Young Peoples' Recs.
Cartridge 8-track: Eurotone, Monitor, Pickwick.
Cassette: Almada, Eurotone, Falcon, Florett, Monitor, Pickwick.
Open reel: Pan Canada.
Accessories: Almada, Astatic, Metrosound, Playfair, Ronette. (SEE ADVERTISEMENT)
 Ampex of Canada Ltd., 700 Cremazie Blvd. W. Tel: 273-7701. Telex: 01-026515.
 Home office: Toronto, Ont. (See for product distributed).

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Archambault (Ed.), 500 St. Catherine St. E. Tel: 849-6201. Cable: ARCHMUSIC. Dir.: Rosaire Archambault; Mgr.: John Damant; Promo.: Dominique Lajeunesse.
Labels: Ades, Alouette, Assimil Language Courses, Bam, Belair, Boite a Musique, Chant du Monde, Charlin, Coq Sonore, l'Encyclopedie Sonore, Festival, Iramac, Jericho, Lumen, Music-disc, Pleiade, Scoladisque, Select, Studio SM, Trianon, Valois, Vega.
Cartridge 8-track & cassette: Alouette, Select. Capitol Recs. (Canada) Ltd., 155 Port Royal W. Zone: 357. Tel: 389-3588.
Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Pathe, Muse, Disneyland, Pickwick, 20th Century-Fox, Movietone, Odeon, Parlophone.
Cartridge 8-track & cassette: Capitol, Angel, Pathe.
Open reel: Capitol, Angel. (SEE ADVERTISEMENT)
Car Stereo Center (see General Stereo).
Columbia Recs. Dist. Canada Ltd., 1168 Montee de Liesse. Zone: 9. Tel: 336-1744. Mgr.: Jacques Gagne; CBS Musical Instruments Mgr.: N. Charles; Promo.: P. Beauchamp, P. Gagnon.
Labels: Columbia, CBS, Epic, Date, Harmonie, Harmony, Odyssey, Okeh, Musicor, Nashville, Gregar, Ode, Rojac, Dynamo, Blue Horizon, King, Children's Book & Rec. Library, Starday, Immediate, Major Minor, Dover.
Cartridge 8-track: Columbia, CBS, Date, Epic, Immediate, Ode, Musicor, Starday.
Cassette & open reel: Columbia, Epic.
Tape playback equip.: Masterwork.
Phonographs: Masterwork.
Musical instruments: Fender guitars, Rogers drums.
The Compo Co., 2377 Remembrance St., Lachine. Tel: 637-2561. VP & Gen. Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D. Roberts.
Labels: Decca Div.—Decca, Coral, Brunswick, Vocalion; Apex Div.—Abnak, Accent, Apex, BT Puppy, Carnival, Carole, Challenge, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Point, Project 3, Pete, Revue, Scepter, Shamley, Steady, Uni, United Artists, Wand.
Cartridge 8-track: Abnak, Brunswick, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Project 3, Uni, United Artists.
Cassette: Brunswick, Coral, Decca, Double Shot, GNP Crescendo, United Artists. (SEE ADVERTISEMENT)
General Stereo Inds. Corp., 1871 St. Louis, St. Laurent. Tel: 747-7633. Pres.: M. J. Israel; VP: S. Israel; Promo.: Norman Belec, S. Watkins.

Branch: Montreal, P.Q., Car Stereo Center, 6278 St. Hubert St. Tel: 276-1413. Tape Mgr.: B. Borenstein.
Cartridge 8-track & cassette: Ampex, Capitol, Columbia, Decca, Fiesta, GRT, ITCC, Kapp, Laff, London, Motown, NAL, Pickwick, Polydor, Quality, RCA, Reprise, Stereodyne, Trans-Canada, United Artists, Warner Bros.-Seven Arts.
Cartridge 4-track: Capitol, Columbia, Encore, Muntz, Quality, Warner Bros.-Seven Arts.
Tape playback equip.: Dynatronix, GW, Tenna.
Accessories: Channel Mktg.; various tape accessories.
London Recs. of Canada (1967) Ltd., 190 Graveline St., St. Laurent. Tel: 735-5551. Cable: FULL-RANGE. Pres.: F. C. Jamieson; Ass't Prod. Admin'r: Alice Koury; Nat'l Sales Mgr.: A. G. Bilodeau; Sales & Promo. Mgrs.: (Classical) Jacques Druelle, (French Product) Jean-Pierre Beaulieu, (Philips/Mercury) Gary Kouri, (Liberty) Dave Doucette.
Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man.; Toronto, Ont.; Quebec City, P.Q.
Labels: London, Deram, Parrot, phase 4, Ace of Clubs, Ace of Diamonds, Amaret, Amos, Aragon, Argo, Athena, Aura, Backbeat, Banff, Belair, Beltona, Blue Note, Blue Rock, Caprice, Celtic, Click, Coliseum, Cupidon, Das Alte Werke, Duke, Durium, ESP-Disk', Emarcy, Era, Etiquette, Europa, Evolution, Fontana, France-Canada, Franklin, Galaxy, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jupiter, Liberty, Limelight, Mainstream, Disco Marco, Marion, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, l'Oiseau Lyre, Pacific Jazz, Page One, Peacock, Pergola, Philips, Philles, Press, Rodeo, Rusticana, Sire, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Spar, Stereo Dimension, Sun, Sunset, Telefunken, Tribe, Viva, Wing, World Pacific.
Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty/UA, Limelight, Mercury, Monument, Philips, Smash, Viva.
Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty/UA, Limelight, Mercury, Philips, Smash, Teldec.
Open reel: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.
Musimart Ltd., 970 McEachran Ave. Zone: 154. Tel: 273-8354. Cable: MUSCAN. Telex: 01-26456. Pres.: George E. Erlick; Promo.: Michel Kor-dupel; Sales: Jack Inhaber.
Labels: Apon, Apple Honey, Cabot, Candide, Cathedral, Colosseum, Copley, Da Camera, Diplomat, Dooto, Dyer-Bennet, Elite, Fantasy, Folk-

lore, Galaxy, Gateway, Guest Star, Let's Sing, Library Editions, Lyrichord, Mandolino, Monmouth-Evergreen, Mountain Dew, Pathways of Sound, Peter Pan, Pierrrot, Planet, Playmates, Power, Prestige, Rocking Horse, Roper, Sastru-phon, Starlet, Stinson, Sunshine, Tempo, Tifton, Tikva, Topic, Turnabout, Veritas, Vox.
Cartridge 8-track: Fantasy, Galaxy, Prestige.
Cartridge 4-track: Fantasy, Galaxy.
Cassette: Berkshire, Fantasy, Galaxy.
Accessories: Goldring, Tone-King.
Phonodisc Ltd., 809 William St. Tel: 861-5891. Mgr.: Jim Corbett.
Labels: Ariston, Audio Fidelity, Cadet, Cadet/Concept, Chart, Checker, Chess, Delta, GWP, Gordy, Hickory, Jubilee, Marble Arch, Playmedia, Mr. G, Motown, Parallax, Paula, Phonodisque, Pye, Regency, Soul, TRX, Tamla, VMC, Vanguard.
Cartridge 8-track: Gordy, Jubilee, Motown, Pye, Soul, Tamla. (SEE ADVERTISEMENT)
Polydor Recs. Canada Ltd., 4115 Sherbrooke St. W. Tel: 933-4201. Mng. Dir.: Fred Exon; Nat'l Promo. Mgr.: Lori Bruner; Classical Market: Vas Pollakis; Tape Mgr.: Rudy Assaly.
Branches: Vancouver, B.C.; Cooksville, Ont.; Montreal, P.Q., 500 Buchan St. Zone: 9. Tel: 733-3761. Mgr.: Gaston Careau; Promo.: Bob Lorrain.
Labels: Polydor, DGG, DGG Avant Garde, DGG Privilege, Archive, Heliodor, ABC group, Ariola Import, Blue Thumb, Bluesway, Command, Grand Award, Impulse, Island, Marmalade, Music Guild, Music Royale, Probe, Riverside, Senate, Simon Says, Tangerine, Tetragrammaton, Westminster.
Cartridge 8-track, cassette & open reel: Poly-dor, DGG. (SEE ADVERTISEMENT)
Quality Recs. Ltd., 2215 Beaconsfield Ave., Rm. 4. Zone: 261. Tel: HU 1-1167. Mgr.: Gilbert Gendron.
Labels: A&M, Amy, Atco, Atlantic, Barry, Bud-dah, Dot, Kama Sutra, Laurie, MGM, Quality, Ranwood, Reo, Verve.
Cartridge 4-track, 8-track, cassette & open reel: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast. (SEE ADVERTISEMENT)
R C A Ltd., 3333 Cavendish Blvd. Zone: 261. Tel: 482-9912. Cable: VICTORADIO. VP & Gen. Mgr.: G. I. Harrison; Mdsq. Mgr.: Stan Kulin; Sales & Promo.: Andy Nagy; Mktg. Mgr.: Knox Coupland; Specialty Sales: Hal Schatz; Tape Mgr.: W. A. Gillmeister.
Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man.; Halifax, N.S.; Toronto, Ont.; Montreal, P.Q., 5575 Royalmount Ave. Tel: 342-9220. Mgr.: Andre Beaulieu; Promo.: Yvan Deschenes; Saskatoon, Sask.—A. A. Murphy & Sons Ltd.
Labels: RCA, Camden, Victrola, Gala, Banyan Tree, Bravo, Calendar, Chart, Colgems, Dunhill, Estill, Jad, Julmar, Nimbus 9, Sir John A, Turntable.
Cartridge 8-track: RCA, Camden, Gala, Calendar, Chart, Colgems, Dunhill, Jad.
Cassette: RCA, Dunhill.
Open reel: RCA, Camden.
Tape playback equip.: RCA.
Phonographs: RCA.
R M P Rec. Sales Co. Ltd., 183 Bates Rd., Rm 304, Town of Mount Royal. Zone: 26. Tel: RE 9-5662. Pres.: Leslie Faludi; Promo.: Bill Taylor. Labels: Alshire, Arc, Good Groove, Somerset, Yorkville.
Sparton, 7677 Chambord St. Tel: 728-8497. Mgr.: R. Boa.
Labels: Ashley, Boone, Contemporary, Eurotone, Ford, Good Time Jazz, Hi Fi, MTA, Mira, Mir-wood, Sparton, Summit, Surrey, Tiffany.
Cartridge 8-track, cassette & open reel: Sparton.
Trans-Canada Disques Inc., 189 Rockland Rd., Town of Mount Royal. Zone: 16. Tel: 735-5661. Pres.: Jean-Paul Rickner; VP: Aubert Brilliant; Sales Mgr.: Jean Desrosiers; Promo. Dir.: Michel Constantineau.
Branch: Quebec City, P.Q., Musique Serv. Inc. Labels: Trans-Canada, AZ, Action, Apollo, Bar-clay, Canusa, Carib, Carrousel, Citation, DSP, Dorvel, Erafo, Franco Elite, Grand Prix, Ibo, Rada, Riviera, Spectrum, Tournesol, Vedettes.
Cartridge 8-track & cassette: Trans-Canada & all above labels available.
Trans World Rec. Co. Inc., 1180 St. Antoine St. Tel: 866-2884. Pres. & Int'l: Art Young; Sales Mgr.: Al Gardner; Tape: Marcel Robitaille; Pub.: Allan Dalfan; Adv. Mgr.: Sam Rubin; Promo.: Maureen Furlong.
Branches: Winnipeg, Man.; Toronto, Ont.
Labels: Amusement, Artia, Ash, Blanche Neige, Broadside, Bunky, Caedmon, Conversaphone, Cloune, Dr. Murray Banks, Dollar, Douglas, Elegante, Fan Fan, Fiesta, Folkways, Grecophon, Laff, Major Minor, Merrydisc, Disque Monde, Montagnard, Off Spring, Olga, Panda, Parlia-ment, President (France), Project 3, Rama Rama, Remember, Skye, Spoken Arts, Trans World, la Voix de l'Auteur, Wonderland.
Tape: Amusement, Caedmon, Douglas, GRT, Grecophon, Montagnard, Skye, Spoken Arts, Trans World.
Warner Bros.-Seven Arts Recs. of Canada Ltd., 220 Brunswick Blvd., Pointe Claire. Tel: 697-7440. VP & Gen. Mgr.: K. N. Middleton; Sales & Promo. Mgr.: C. McGregor; Tape Mgr.: M. W. Doyle.

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Labels: Warner Bros.-Seven Arts, Reprise, Ripcord, Vogue.
Cartridge 8-track & cassette: Warner Bros.-Seven Arts, Reprise.

● **QUEBEC CITY (Area Code 418)**

London Recs. of Canada (1967) Ltd., 383 St. Paul St. Tel: 529-0261.

Labels: London, Deram, Parrot, phase 4, Ace of Clubs, Ace of Diamonds, Amaret, Amos, Aragon, Argo, Athena, Aura, Backbeat, Banff, Belair, Beltone, Blue Note, Blue Rock, Caprice, Celtic, Click, Coliseum, Cupidon, Das Alte Werke, Duke, Durium, ESP-Disk, Emarcy, Era, Etiquette, Europa, Evolution, Fontana, France-Canada, Franklin, Galaxy, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jupiter, Liberty, Lime-light, Mainstream, Disco Marco, Marjon, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, l'Oiseau Lyre, Pacific Jazz, Page One, Peacock, Pergola, Philips, Philles, Press, Rodeo, Rusticana, Sire, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Spar, Stereo Dimension, Sun, Sunset, Telefunken, Tribe, Viva, Wing, World Pacific.

Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty/UA, Limelight, Mercury, Monument, Philips, Smash, Viva.

Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty/UA, Limelight, Mercury, Philips, Smash, Teldec.

Open reel: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

Music Serv. Inc., 315 St. Paul St. Tel: 524-4671.

Labels: Trans-Canada, Action, Apollo, Barclay, Canusa, Carib, Carrousel, Citation, DSP, Dorvel, Erato, Franco Elite, Grand Prix, Ibo, Riviera, Spectrum, Tournesol, Vedettes.

Cartridge 8-track & cassette: Trans-Canada & all above labels available.

● **RIMOUSKI (Area Code 418)**

Wilfrid Ouellet & Son, 101 St. Germain St. W. Tel: 723-3354.

Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad.

Tape playback equip.: RCA.

Phonographs: RCA.

Accessories: RCA.

SASKATCHEWAN

● **REGINA (Area Code 403)**

Grosvenor Dists. Tel: 488-0440. Mgr.: Bill Maxim. Home office: Edmonton, Alta., Van Dusen Bros. (See for product distributed).

A. A. Murphy & Sons Ltd., 1322 McIntyre St. Tel: 522-0620.

Home office: Saskatoon, Sask.

Labels: Barb, Calendar, Camden, Chart, Colgems, Dunhill, Heart Warming, Jad, Nimbus 9, RCA.

Cartridge 8-track: Buena Vista, Calendar, Camden, Chart, Colgems, Diamond, Dunhill, GRT, Gamble, RCA.

Cassette: Dunhill, GRT, RCA.

Open reel: Camden, RCA.

Tape playback equip.: RCA, Metro.

Phonographs: RCA.

Record accessories: Walco.

Tape accessories: RCA.

● **SASKATOON (Area Code 306)**

A. A. Murphy & Sons Ltd., 2120 St. George Ave. Tel: 652-6622. Owner: W. A. Murphy; Mgr.: Jack Smith; Sales Mgr.: Irwin Ratzlaff.

Branch: Regina, Sask.

Labels: Barb, Calendar, Camden, Chart, Colgems, Dunhill, Heart Warming, Jad, Nimbus 9, RCA.

Cartridge 8-track: Buena Vista, Calendar, Camden, Chart, Colgems, Diamond, Dunhill, GRT, Gamble, RCA.

Cassette: Dunhill, GRT, RCA.

Open reel: Camden, RCA.

Tape playback equip.: RCA, Metro.

Phonographs: RCA.

Record accessories: Walco.

Tape accessories: RCA.

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Kensington Dists. Ltd., 455 42 Ave. S.E. Tel: 287-0980. Supervisor: R. Hiscox.

Home office: Toronto, Ont., Waco Sales Ltd.

● **EDMONTON (Area Code 403)**

Kensington Dists. Ltd., 6128 103 St. Tel: 434-8783.

Alta. Div. Mgr.: D. Dunlop; Edmonton Branch Supervisor: A. Andrichow.

Home office: Toronto, Ont., Waco Sales Ltd.

BRITISH COLUMBIA

● **VANCOUVER (Area Code 604)**

Kensington Dists. Ltd., 120 W. Hastings St. Tel:

683-7501. Branch Mgr.: R. Gallo; Warehouse Supervisor: L. Alden.
Home office: Toronto, Ont., Waco Sales Ltd.

MANITOBA

● **WINNIPEG (Area Code 204)**

Kensington Dists. Ltd., No. 4 706 Beach St. Tel: 533-6569. Sales Rep.: R. Vallee.

Home office: Toronto, Ont., Waco Sales Ltd.

NEW BRUNSWICK

● **MONCTON (Area Code 506)**

Sherman Music Dists. (see Waco Sales Ltd.). Waco Sales Ltd., 1540 Main St. Tel: 382-9373.

Branch Mgr.: J. MacLeod.
Home office: Toronto, Ont.

ONTARIO

● **OTTAWA (Area Code 613)**

Sherman Music Dists. (see Waco Sales Ltd.). Waco Sales Ltd., 29 Bayswater Ave. Tel: 729-1421.

Gen. Mgr. (Sherman Music): R. Wheaton; Branch & Sales Mgr.: R. Newton.

Home office: Toronto, Ont.

● **TORONTO (Area Code 416)**

Alldisc Dists., 2316 Queen St. E. Zone: 13. Tel: 691-9948. Owner, Mgr. & Buyer: Tony Frank. (Recs. & tape).

Canada Rec. Sales, 686 Richmond St. W. Zone: 140. Tel: 316-1019. Owner, Mgr.: H. Berne; Buyers: Albums, H. Berne; Singles, J. Banda; Tape, B. Bernadetti. (Recs. & tape).

International One Stop Rec. & Tape Dist. Ltd., 1266 Queen St. W., Suite 201. Zone: 3. Tel: 536-2131. Owners: Art Sugarman, Nat Segal, Daryl Clarkson; Mgr.: Art Sugarman; Buyers: Singles, Daryl Clarkson; Albums, Nat Segal. (Recs. & tape).

Robinson's Rec. Sales Ltd., 117 Midwest Rd., Scarborough. Tel: 757-5909. Owner: Doris Robinson; Mgr.: Frank Swain. (Recs. & tape).

Taylor's Rec. Sales, 66 Industry St. Zone: 15. Tel: 766-6801. Owner: H. H. Taylor; Mgr.: H. W. Taylor; Buyers: Singles, Jessie Taylor; Albums, H. W. Taylor.

Waco Sales Ltd., 3109 American Dr., Malton. Tel: 677-6230. Mgr.: L. S. Farguharson; Purchasing Mgr.: E. E. Crosby; Sales Supervisor: Alan Reid; Toronto Branch Warehouse Supervisor: P. Wellington.

Branches: Calgary, Edmonton, Alta.; Vancouver, B.C.; Winnipeg, Man.; Regina, Sask. (Kensington Dists. Ltd.).—Moncton, N.B.; Ottawa, Ont.; Montreal, P.Q. (Waco Sales Ltd.).

QUEBEC

● **MONT-JOLI (Area Code 418)**

Disbec Inc., PO Box 219. Tel: 775-7226. Pres.: Joseffe P. Ouellet; VP & Mgr.: Raymond Paradis; Buyer: Jacques Michaud. (Recs. & tape).

● **MONTREAL METROPOLITAN AREA (Area Code 514)**

Musique Serv. Inc., 189 Rockland Rd., Town of Mount Royal. Zone: 16. Tel: 735-5661. Pres. & Gen. Mgr.: Rene Girard.

Branch: Quebec City, P.Q. (Recs. & tape).

Waco Sales Ltd., 8713 Eighth Ave., Ville St. Michel. Tel: 374-1440. Branch Mgr.: J. Y. Lamothe; Sales Supervisor: J. Grandbois.

Home office: Toronto, Ont.

● **QUEBEC CITY (Area Code 418)**

Musique Serv. Inc., 315 St. Paul St. Tel: 524-4671.

Home office: Montreal, P.Q. (Recs. & tape).

SASKATCHEWAN

● **REGINA (Area Code 306)**

Kensington Dists. Ltd., 1350 Scarth St. Tel: 525-5684. Branch Supervisor: K. Jordan.

Home office: Toronto, Ont., Waco Sales Ltd.

● **rack jobbers**

ALBERTA

● **CALGARY (Area Code 403)**

Abel's Recs. Unlimited, 1421 Ninth Ave. S.E. Tel: 264-3460. Mgr.: Chuck Faas.

Home office: Toronto, Ont.

All Recs. Supply Co. of Canada Ltd., 4620 Manitoba Rd. Tel: 287-2679. Mgrs.: Howard Edge, D. Ingue; Promo.: Frances Tochor.

Home office: Toronto, Ont. (Recs. & tape).

Conway's Ltd., PO Box 1178. Zone: 2. Tel: 244-9701.

Home office: Vancouver, B.C., E. A. Morris.

Handleman Co., 4644 Pacific Rd. N.E. Tel: 276-2224. Mgr. & Buyer: Edna Harris.

Home office: USA, Detroit, Mich.

Kensington Dists. Ltd., 455 42 Ave. S.E. Tel: 287-0980. Prairie Warehouse Supervisor: R. Hiscox.

Home office: Toronto, Ont., Waco Sales Ltd.

● **EDMONTON (Area Code 403)**

Kensington Dists. Ltd., 6128 103 St. Tel: 434-8783.

Alta. Div. Mgr.: D. Dunlop; Edmonton Branch Supervisor: A. Andrichow.

Home office: Toronto, Ont., Waco Sales Ltd.

Pro Sound Dists. Ltd., 6028 103 Rd. Tel: 435-3891.

Mgr.: J. Hewer; Branch: Vancouver, B.C., Kelly-Deyong Sound Corp.

Tape Dists., div. of Sunco Dists. Ltd. 14615 124 Ave. Zone: 42. Tel: 454-0306. VP: R. M. Meredith; Gen. Mgr.: Ken Fraser; Sales Mgr.: Steve Senuk; Sales & Promo.: William Maxim. (Tape only).

BRITISH COLUMBIA

● **NANAIMO (Area Code 604)**

E. A. Morris Ltd., PO Box 118, E. Wellington Rd. Tel: 754-6393.

Home office: Vancouver, B.C.

● **PENTICTON (Area Code 604)**

E. A. Morris Ltd., 272 Front St. Tel: 492-4176.

Home office: Vancouver, B.C.

● **POWELL RIVER (Area Code 604)**

Harper's Ltd., 4703 Marine Ave. Tel: 485-4151.

Home office: Vancouver, B.C., E. A. Morris.

● **VANCOUVER (Area Code 604)**

All Recs. Supply Co. of Canada Ltd., 118 S.E. Marine Dr. Tel: 321-0055. Mgr. & Buyer: Paul Bartsch. (Recs. & tape).

Home office: Toronto, Ont.

B. C. Rec. Servs., 780 Beatty St. Tel: 682-7321. Owner: Mrs. Margaret Kelly; Mgr.: Ray Gora; Buyers: Singles, Mrs. Carole Johl; Albums, Claire Cadieux.

Kelly-Deyong Sound Corp. Ltd., 573 Beatty St. Tel: 682-7321. Mdse. Mgr.: Ray Gora. (Recs. & tape).

Branch: Edmonton, Alta., Pro Sound Dists.

Kensington Dists. Ltd., 120 W. Hastings St. Tel: 683-7501. Branch Mgr.: R. Gallo; Warehouse Supervisor: L. Alden.

Home office: Toronto, Ont., Waco Sales Ltd.

E. A. Morris Ltd., 475 E. Broadway. Zone: 10. Tel: B76-4141. Mgr.: W. B. Kinsman; Buyers: Singles & Tape, Mrs. L. Reilly; Albums, B. Wilson. (Recs. & tape).

Branches: Calgary, Alta.—Conway's, Nanaimo, Penticton, B.C.—E. A. Morris; Powell River, B.C.—Harper's; Victoria, B.C.—E. A. Morris.

● **VICTORIA (Area Code 604)**

E. A. Morris Ltd., PO Box 1120. Tel: 384-0594.

Home office: Vancouver, B.C.

MANITOBA

● **WINNIPEG (Area Code 204)**

Campus Recs. Dists. Co. Ltd., 1131 Fife St. Zone: 14. Tel: 589-5327. Pres.: Norman Stein; VP: Ian James; Div. Sales Mgr.: Dean Browning.

Kensington Dists. Ltd., No. 4 706 Beach St. Tel: 533-6569. Sales Rep.: R. Vallee.

Home office: Toronto, Ont., Waco Sales Ltd.

National Rec. Dist. Ltd., 358 Colony St. Tel: 783-7081.

Owner & Mgr.: B. J. Samuals; Buyer: Ray Lauze. (Recs. & tape).

Branch: Regina, Sask.

NEW BRUNSWICK

● **MONCTON (Area Code 506)**

Crawford-Atlantic Ltd., 42 Brandon St. Tel: 382-9301. Cable: CRATCO. Pres.: R. W. Crawford;

Buyers: Singles, Cam Soulis; Albums & tape, Mrs. Marion Ayer. (Recs. & tape).

Branches: St. John's, Nfld.; Halifax, N.S.

Sherman Music Dists. (see Waco Sales Ltd.).

Waco Sales Ltd., 1540 Main St. Tel: 382-9373.

Branch Mgr.: J. MacLeod.
Home office: Toronto, Ont.

NEWFOUNDLAND

● **ST. JOHN'S (Area Code 709)**

Crawford-Atlantic Ltd., 139 Gower St. Tel: 726-6970. Mgr. & Buyers: R. A. MacNeill. (Recs. & tape).

Home office: Moncton, N.B.

NOVA SCOTIA

● **HALIFAX (Area Code 902)**

Crawford-Atlantic Ltd., PO Box 936, 1890 Granville St. Tel: 429-3537. Mgr.: R. W. Crawford; Buyer: Singles, Cam Soulis; Albums & tape: Mrs. Marion Ayer. (Recs. & tape).

Home office: Moncton, N.B.

ONTARIO

● **OTTAWA (Area Code 613)**

Sherman Music Dists. (see Waco Sales Ltd.).

Waco Sales Ltd., 29 Bayswater Ave. Tel: 729-1421.

Gen. Mgr.: R. Wheaton; Branch & Sales Mgr.: R. Newton.

Home office: Toronto, Ont.

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• TORONTO METROPOLITAN AREA (Area Code 416)

Abel's Recs. Unlimited, 137 Jarvis St. Zone: 210. Tel: 364-1077. Owner & Buyer: Ted G. Abel; Mgr.: Sam Zaffuto. (Recs. & tape). Branch: Calgary, Alta.

All Recs. Supply Co. of Canada Ltd., 1149 Bellamy Rd., Scarborough. Tel: 291-7341. Pres. & Gen. Mgr.: Roy J. Perini; Buyer: John Simons; Sales & Promo. Mgr.: Henry Koch. (Recs. & tape). Branches: Calgary, Alta., Vancouver, B.C.

Canada Rec. Sales, 686 Richmond St. W. Zone: 140. Tel: 363-1019. Owner: H. Berne; Buyers: Singles, B. Bernadetti; Albums, H. Berne.

Fireco Sales Ltd., 33 Racine Rd., Rexdale. Tel: 244-6481. Pres.: M. J. Firestone; Buyer: James C. Rombough. (Recs. only).

International One Stop Rec. & Tape Dist. Ltd., 1266 Queen St. W., Suite 201. Zone: 3. Tel: 536-2131. Owners: Art Sugarman, Nat Segal, Daryl Clarkson; Mgr.: Art Sugarman; Buyers: Singles, Daryl Clarkson; Albums, Nat Segal. (Recs. & tape).

Handleman Co., 132 Manville Rd., Scarborough. Tel: 759-1166. Mgr.: Robert A. Cipriani; Buyers: Singles, Doris Fujioka; Albums, Jim Pegg. Home office: USA, Detroit, Mich.

Mr. Music Mdsrs., 20 Cranfield Rd. Zone: 16. R & R Dists., 64 Raleigh Ave., Scarborough. Tel: 261-5681.

Robinson's Rec. Sales Ltd., 117 Midwest Rd., Scarborough. Tel: 757-5909. Owner & Buyer: Doris Robinson; Mgr.: Frank Swain. (Recs. & tape).

Waco Sales Ltd., 3109 American Dr., Malton. Tel: 677-6230. Mgr.: L. S. Farquharson; Purchasing Mgr.: E. E. Crosby; Sales Supervisor: Alan Reid; Toronto Branch Warehouse Supervisor: P. Wellington. (Recs. & tape). Branches: Calgary, Edmonton, Alta.; Vancouver, B.C.; Winnipeg, Man.; Regina, Sask.—Kensington Dists. Ltd.; Moncton, N.B.; Ottawa, Ont.; Montreal, P.Q.—Waco Sales Ltd.

QUEBEC

• MONT-JOLI (Area Code 418)

Disbec Inc., 169 Jacques-Cartier Blvd. Tel: 775-7226. Pres.: Josette P. Ouellet; VP & Mgr.: Raymond Paradis; Buyer: Jacques Michaud. (Recs. & tape).

• MONTREAL METROPOLITAN AREA (Area Code 514)

R M P Rec. Sales Co. Ltd., 183 Bates Rd., Town of Mount Royal. Zone: 26. Tel: 739-5662. Owner & Mgr.: Leslie Faludi; Buyers: Singles, W. Taylor; Albums, Leslie Faludi. (Recs. only).

Waco Sales Ltd., 8713 Eighth Ave., Ville St. Michel. Tel: 374-1440. Branch Mgr.: J. Y. Lamothe; Sales Supervisor: J. Grandbois. Home office: Toronto, Ont.

SASKATCHEWAN

• REGINA (Area Code 306)

Kensington Dists. Ltd., 1350 Scarth St. Tel: 525-5684. Branch Supervisor: K. Jordan. Home office: Toronto, Ont., Waco Sales Ltd.

National Rec. Dist. Ltd., 1115 Rose St. Tel: 527-1071. Mgr.: Tom Hinds. Home office: Winnipeg, Man.

• importers & exporters

Almada Corp., 380 Craig St. W., Montreal, P.Q. Tel: (514) 844-4006. Contact: Aaron Lipsin, Marv Drimer. (SEE ADVERTISEMENT)

Toronto Music Centre, 781 Queen St. W., Toronto 140, Ont. Tel: (416) 362-1168. Owner: Mrs. H. Sharoun; Mgr.: Phil Marino. Labels: Muza, Pronit, Veriton. (Imported from Poland).

• supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

American Federation of Musicians of USA & Canada, 101 Thorncliffe Park Dr., Toronto 354, Ont. Tel: (416) 425-1831. VP: J. Alan Wood.

Canadian Bandmasters Ass'n, (CBA), Admin. Bldg., Canadian Nat'l Exhibition, Toronto 2B, Ont. Tel: (416) 366-7551. Contact: Richard Edmunds.

Canadian Bureau for the Advancement of Music (CBAM), Admin. Bldg., Canadian Nat'l Exhibition, Toronto 2B, Ont. Tel: (416) 366-7551. Contact: Lt. Col. C. O. Hunt.

Canadian Federation of Music Teachers Ass'ns, 10 Kitimat Crescent, Ottawa 6, Ont. Pres.: Mrs. Flora Goulden.

Canadian Folk Music Society, c/o Dr. G. G. Allaire, Music Dept., Universite de Moncton, Moncton, N. B. Tel: (506) 855-2070, Ext. 286.

Canadian Music Centre, 33 Edward St., Toronto 101, Ont. Tel: (416) 364-8436. Exec. Sec'y: Keith MacMillan.

Canadian Music Council, 188 Elmwood Ave., Willowdale, Ont. Sec'y: John Cozens.

Canadian Music Educators Ass'n (CMEA), A. N. Myer High School, Niagara Falls, Ont.

Canadian Music Publ'rs Ass'n (CMPA), Board of Trade Bldg., 11 Adelaide St. W., Toronto, Ont. Chm.: Matthew Heft.

Canadian Record Mfrs. Ass'n, 57 Bloor St. W., Rm. 618, Toronto, Ont. Tel: (416) 964-7103. Exec. Sec'y: A. L. Betts.

Les Jeunesses Musicales du Canada (JMC), 430 St. Joseph's Blvd. W., Montreal 8, P.Q. Tel: (514) 274-4378. Gen. Dir.: Gilles Lefebvre.

DESIGN & ARTWORK

A D S, PO Box 1425, Sta. B, Ottawa 4, Ont. Tel: (613) 731-0921. Pres.: Bob Schultz; VP: A. Millar; Mktg.: George Pollard.

Parr's Print & Litho Ltd., 625 Yonge St., Toronto 5, Ont. Tel: (416) 925-5166. Pres.: V. W. Parr, Branch: Montreal, P.Q., 655 Esplanade Ave. Tel: (514) 271-3656.

What's Happenin' Publ'ns, 871 Cosburn Ave., Toronto 13, Ont. Tel: (416) 421-5537. Owner: Mike Smith.

DIRECT MAIL

Carvcraft (div. of Miracle Mailways), 3 Pennell's Ave., Curling, Newfoundland. Tel: (491) 785-2090. Pres.: R. J. Joyce.

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 172, Ont. Tel: (416) 534-7951. Gen. Mgr.: William J. Hoover; Sales Mgr.: Edward A. Ingram; Sales Rep.: Duncan H. McDonald.

Rumble Recs., 6549 E. Georgia St., North Burnaby 2, B.C. Tel: (604) 291-2752. Gen. Mgr.: Wayne Sterloff.

• supplies & services

ENVELOPES & MAILERS

A D S, PO Box 1425, Sta. B, Ottawa 4, Ont. Tel: (613) 731-0921. Pres.: Bob Schultz; VP: A. Millar; Mktg.: George Pollard.

JACKET MANUFACTURERS

Ecbo Designs & Mfg., Art Bookbinding & Novelty Div., 135 Bentworth Ave., Toronto 390, Ont. Tel: (416) 787-0241. Pres. & Gen. Mgr.: Donald Bader.

Ever-Reddy Duplicating Serv., 5505 Cote de Liesse Rd., Montreal 9, P.Q. Tel: (514) 747-1158. Pres.: Martin Tauber.

Imperial Sample Card Co. Ltd., 9775 Meilleur, Montreal 357, P.Q. Tel: (514) 384-0130. Gen. Mgr.: T. Tubie.

Metro-Graphic Corp., 9880 Parc Georges Blvd., Montreal North 459, P.Q. Tel: (514) 321-6750. Pres.: Paul Kizner; Sales Mgr.: Morris Cohen.

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 172, Ont. Tel: (416) 534-7951. Gen. Mgr.: William Hoover; Sales Mgr.: Edward A. Ingram; Sales Rep.: Duncan H. McDonald. Home office: USA.

Parr's Print & Litho Ltd., 655 Esplanade Ave., Montreal, P.Q. Tel: (514) 271-3656. Home office: Toronto, Ont.

Studio 13, PO Box 187, Oshawa, Ont. Tel: (416) 576-0262. Contact: Robert J. Stone.

LABEL MANUFACTURERS

Karn & Garber, 100 Simcoe St., Toronto 129, Ont. Tel: (416) EM 4-6224. Pres.: Irving Garber; Mgr.: Bill Grober.

Metro-Graphic Corp., 9880 Parc Georges Blvd., Montreal North 459, P.Q. Tel: (514) 321-6750. Pres.: Paul Kizner; Sales Mgr.: Morris Cohen.

Studio 13, PO Box 187, Oshawa, Ont. Tel: (416) 576-0262. Contact: Robert J. Stone.

MUSIC LICENSING ORGANIZATIONS

B M I Canada Ltd., 41 Valleybrook Dr., Don Mills 405, Ont. Tel: (416) 445-8700. Gen. Mgr.: William Harold Moon.

Branches: Vancouver, B.C., 1462 W. Pender St. Zone: 5. West Coast Rep.: H. G. Len Hopkins—Montreal, P.Q., 1440 St. Catherine St. W. Zone: 107. Ass't Gen. Mgr.: T. Clyde Moon.

C A P A C (Composers, Authors & Publ'rs Ass'n of Canada), 1263 Bay St., Toronto 5, Ont. Tel: (416) 924-4427. Gen. Mgr.: John V. Mills. Branch: Montreal, P.Q., 1245 Sherbrooke St. W., Suite 1620. Zone: 109. Tel: (514) 845-3139.

Smyth Copyright Servs., 165 Industrial Park Rd., Longueuil, Montreal, P.Q. Tel: (514) 679-5490. Cable: COMPONENTS. Pres.: J. B. Smyth.

Gordon V. Thompson Ltd., 32 Alcorn Ave., Toronto 7, Ont. Tel: (416) 923-7329. Cable: GORTHOM. Pres. & Gen. Mgr.: John C. Bird.

PRESSING PLANTS

Cardinal Rec. Corp. Ltd., 1244 Dufferin St., Bldg. 3, Toronto 173, Ont. Tel: (416) 531-5754. (SEE ADVERTISEMENT)

The Compo Co. Ltd., 2377 Remembrance St., Lachine, P.Q. Tel: (514) 637-2561. VP & Gen. Mgr.: R. A. Chislett; Plant Mgr.: A. Thompson. Branch: Cornwall, Ont., 3400 Montreal Rd. Tel: (613) 933-0450. (SEE ADVERTISEMENT)

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't Mng. Dir.: George R. Struth. (SEE ADVERTISEMENT)

Precision Rec. Prods'n, 1 Waterman Ave., Toronto 16, Ont. Tel: (416) 751-1616. Gen. Mgr.: Jack Anderson.

R C A Ltd., Hannibal St., Smiths Falls, Ont. Tel: (613) 283-4010. Plant Mgr.: J. P. Supple.

Rada Recs., 7802 Express St., Lake City Ind'l Park, Burnaby 2, B.C. Tel: (604) 291-7308. Owner: Dr. J. C. Becher; Plant Mgr.: W. C. Smith.

Sparton, Box 5125, London, Ont. Tel: (519) 455-6320. VP & Gen. Mgr.: W. L. Page.

PRINTERS & LITHOGRAPHERS

Ever-Reddy Duplicating Serv., 5505 Cote de Liesse Rd., Montreal 9, P.Q. Tel: (514) 747-1158. Pres.: Martin Tauber.

Metro-Graphic Corp., 9880 Parc Georges Blvd., Montreal North 549, P.Q. Tel: (514) 321-6750. Pres.: Paul Kizner; Sales Mgr.: Morris Cohen.

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 172, Ont. Tel: (416) 534-7951. Gen. Mgr.: William J. Hoover; Sales Mgr.: Edward A. Ingram; Sales Rep.: Duncan H. McDonald.

Parr's Print & Litho Ltd., 625 Yonge St., Toronto 5, Ont. Tel: (416) 925-5166. Pres.: V. W. Parr. Branch: Montreal, P.Q., 655 Esplanade Ave. Tel: (514) 271-3656.

What's Happenin' Publ'ns, 871 Cosburn Ave., Toronto 13, Ont. Tel: (416) 421-5537. Owner: Mike Smith.

PROMOTION & PUBLICITY

A D S, PO Box 1425, Sta. B, Ottawa 4, Ont. Tel: (613) 731-0921. Pres.: Bob Schultz; VP: A. Millar; Mktg.: George Pollard.

The Compo Co. Ltd., 2377 Remembrance St., Lachine 600, P.Q. Tel: (514) 637-2561. Telex: 01-20122. VP & Gen. Mgr.: R. A. Chislett. (SEE ADVERTISEMENT)

Donald K. Donald Prods'n Ltd., 180 Dorchester E., Montreal, P.Q. Tel: (514) 861-3341. Contact: Don Tarlton.

Monticana Ents., 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Gen. Mgr.: Dave Leonard.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't Mng. Dir.: George R. Struth. (SEE ADVERTISEMENT)

Rumble Recs., 6549 E. Georgia St., North Burnaby 2, B.C. Tel: (604) 291-2752. Gen. Mgr.: Wayne Sterloff.

Peter Stone Ass'n., PO Box 411, Winnipeg, Man. Tel: (204) 943-9061. Pres.: Peter Stone.

Superior Sound Ents., 6550 Westbury, Montreal 252, P.Q. Tel: (514) 737-7871. Gen. Mgr.: S. Kagan.

Westward Ho Prods'n, PO Box 937, Calgary 2, Alta. Mgr.: Brendan J. Lyttle.

What's Happenin' Publ'ns, 871 Cosburn Ave., Toronto 13, Ont. Tel: (416) 421-5537. Owner: Mike Smith.

RECORDING STUDIOS

Aragon Ents., 1234 W. Sixth Ave., Vancouver 9, B.C. Tel: (604) 732-6010. Pres.: Al Reusch.

Bay Music, 5 Waterman Ave., Toronto 16, Ont. Tel: (416) 751-2233. Gen. Mgr.: Phil G. Anderson; Studio Mgr.: Tony Di Maria.

D M G Sound Studio, 55 S. Cumberland St., Port Arthur, Ont. Tel: (807) 344-7963. Pres.: Don Grashey.

Damon Sound Studios, 6844 76 Ave., Edmonton, Alta. Tel: (403) 469-7955. Pres.: Garry L. McDonald; VP: Don R. Paches.

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto 185, Ont. Tel: (416) 920-2211. VP & Gen. Mgr.: Murray A. Shields; Chief Eng.: Peter F. Houston.

Hallmark Studios Ltd., 22 Sackville St., Toronto 2, Ont. Tel: (416) 924-0731. Pres.: D. M. Sanderson.

Monticana Recs., 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Gen. Mgr.: Dave Leonard.

New Syndrome Studio 3, 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 688-2862.

R C A Ltd., 910 Lagachetiere St. E. Montreal, P.Q. Tel: (514) 849-8165. Mgr.: E. Traynor. Branch: Toronto, Ont., 225 Mutual St. Tel: (416) 363-3443. Mgr.: J. R. Feeney.

Sound Canada Rec'g Center, 1262 Don Mills Rd., Don Mills, Ont. Tel: (416) 445-0878. Owner: Arthur Snider; Bus. Mgr.: Phil Bradley.

Stereo Sound, 4824 Cote des Neiges Rd., Suite 45, Montreal 247, P.Q. Tel: (514) 735-1676. Gen. Mgr.: Jack Raskin; Studio Mgr.: Maurice Bougie.

Studio Marko, 2161 St. Catherine St. W., Montreal 108, P.Q. Tel: (514) 937-3959/3059. Pres.: Jean-Marc Audet.

TAPE DUPLICATOR/MARKETERS

Ampex of Canada Ltd., 100 Skyway Ave., Rexdale, Ont. Tel: (416) 677-2370. Cable: VIDEOTAPE. Telex: 02-29852. VP & Gen. Mgr.: J. E. Dellor; Mgr. Consumer Audio & Ampex Stereo Tapes: P. Moores; Nat'l Sales Mgr. Ampex Stereo Tapes: J. Pariselli; Adv., Sales & Promo. Mgr.: Miss J. E. Messham.

Branch: Montreal, P.Q., 700 Cremazie Blvd. W. Tel: (514) 273-7701. Telex: 01-26515.

G R T (General Recorded Tape) of Canada Ltd., 1045 Hargreave Rd., London, Ont. Tel: (519) 434-4535. Mng. Dir.: William Ross Knight.

I T C C (International Tape Cartridge of Canada Ltd.), 1179 Finch Ave. W., Unit 20, Downsview, Ont. Tel: (416) 630-8494. Gen. Mgr.: Gary Salter.

PlayTape Canada, 43 Hanna Ave., Toronto 3, Ont. Tel: (416) 533-3521. Pres.: A. B. Irwin; Mktg. & Sales Mgr.: R. J. van Twist.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't Mng. Dir.: G. R. Struth; Nat'l Sales Mgr.: Lee Farley. (SEE ADVERTISEMENT)

Stereodyne (Canada) Ltd., 6 Evans Court, Etobicoke, Ont. Tel: (416) 259-4201. Gen. Mgr.: Ron Newman; Nat'l Sales Mgr.: Bob Kerr. Int'l office: USA.

● musical instruments

Arc Sound Ltd., 86C Northline Rd., Toronto 374, Ont. Tel: (416) 751-3120. Pres.: Phil G. Anderson; Gen. Mgr.: U. A. Tom Shilstra; Sales Mgr.: Ray Gray. Amps: Arc (M,D), GBX (D). Organs: Minnette (I) (Panther (I)). (SEE ADVERTISEMENT)

Buegeleisen J Jacobson, 469 King St. W., Toronto, Ont. Tel: (416) 362-4546. Mgr.: Gregory Hornberger. Home office: USA. Amps: Guitar—Abbott (M,D), Kent (M,D), Winston (M,D). Drums: Stewart (I,D). Guitars: Espana (I,D), Kent (I,D), Winston (I,D). Organs: Rockland (D). Microphones: Kent (I,D).

● phonograph manufacturers

Automatic Radio, 25 Bermondsey Rd., Toronto 374, Ont. Tel: (416) 757-8771. Contact: Al McLeod. Home office: USA. Branches: Vancouver, B.C., 157 Riverside Dr., North Vancouver—St. Laurent, P.Q., 881 Montee de Liesse. Brand names: Artisan, Automatic Radio, Titan. Electrohome Ltd., 809 Wellington St. N., Kitchener, Ont. Tel: (519) 744-7111. Contact: B. Ellis. Int'l branch: USA. Models: 7 portable, \$24.95—\$99.95; 6 table, \$119.95—\$249.95; 28 console, \$279.50—\$1495. Philco-Ford, 900 Don Mills Rd., Don Mills, Ont. Tel: (416) 444-2541. Cable: PHILCORAD. Pres.: R. A. MacDonald; Adv. & Sales Promo. Mgr.: R. Sambrook. Home office: USA. Models: 10 portable, \$49.95—\$139.95; 3 table, \$185—\$240; 14 console, \$240—\$490. Philips Appliances Ltd., 116 Vanderhoof Ave., Toronto 17, Ont. Tel: (416) 429-0747. VP & Gen. Mgr.: D. H. Prentice; Nat'l Sales Mgr.: N. Wester. R C A Ltd., 10001 Lenoir St., Montreal, P.Q. Tel: (514) 933-7551. Pres.: J. D. Houlding. Sparton, PO Box 5125, London, Ont. Tel: (519) 455-6320. VP & Gen. Mgr.: W. L. Page.

CHILE

POPULATION: 9,800,000.
PER CAPITA INCOME: \$572.
RATE OF EXCHANGE: \$1 (US) = 10 escudos.
NO. OF HOMES WITH RECORD PLAYERS: 600,000.
HOLIDAYS: January 1, May 1 (Labor Day), May 21 (Navy Day), June 29 (St. Peter and St. Paul Day), August 15 (Assumption Day), September 18 (Commemoration of Independence), October 12 (Columbus Day), December 8 (Immaculate Conception), December 25 (Christmas Day).
RADIO STATIONS: 140 commercial—123 AM, 17 FM. Type of programming: Recorded popular music & news; 2 stations have live shows; FM stations carry 20% classical music.
No. of radios: 2,500,000.
TV STATIONS: 2 non-commercial university-controlled channels.
Type of programming: Commercial filmed series from USA.
No. of TV sets: 150,000.
RECORDS:
Records sold domestically: LP's 1968—1,000,000 units, \$4,000,000; 1967—925,000 units, \$2,800,000. EP's 1968—20,000 units, \$28,000; 1967—80,000 units, \$122,000. Singles 1968—1,000,000 units, \$1,000,000; 1967—800,000 units, \$779,000.
Record blanks imported from USA (CIF): 1968—\$29,473; 1967—\$24,497.
Average retail price per record: LP's—\$4.00; EP's—\$1.80; Singles—\$1.00.
Stereo sales: 8% of total.
Type of distribution: Manufacturer-to-retailer predominates.
Discounting: Frequent.
Type of promotion: Principally by radio. Fan magazines ("Ritmo," "Ecran" or "Tele-Guia") have increased record sales in recent years.
Jukeboxes: 10,500.
TAPE:
Market: Almost none. Average retail price for tapes or cassettes is \$6.00.
IMPORT/EXPORT REGULATIONS: Record importing is forbidden. All records are pressed locally on license from company of origin.

● record manufacturers

Arco (see Asfona).
Arena, Matias Cousino 150, 6th piso, Santiago. Tel: 38-1124. Owner & Gen. Mgr.: Camilo Fernandez. (Pressed by RCA).
Int'l firm represented: Sono Radio (Peru).
Asfona (Asociacion Fonografica Nacional), Estado 235, 8th piso, Santiago. Tel: 30-637. Owner & Gen. Mgr.: Arnoldo Vera; Promo.: Mauricio Alvarez. Labels: Arco, Astral, Hit Parade, Moai, Pacifico Sur, Pena de los Parra, Primo, Tiempo, Tortuga. Int'l labels represented: 20th Century-Fox (USA), Impulse (USA), Vanguard (USA), Everest (USA), Vox (USA), Grand Award (USA), ABC (USA), Hispavox (Spain), Caravelle (Brazil), Coro (Mexico), Velvet (Venezuela), Trova (Argentina), Music Hall (Argentina), Microfon (Argentina), Quinto (Argentina).
Astral (see Asfona).
Caracol, Huerfanos 714, oficina 113, Santiago. Owner & Gen. Mgr.: Antonio Conteras. (Pressed by Odeon).
Int'l firm represented: Tolima.
E M I (see Industrias Electricas y Musicales Odeon). Ed. Ortiz, Union Central 1020, Santiago. Owner & Gen. Mgr.: L. R. Ortiz. Label: Ediciones Ortiz.
Int'l firm represented: Folkways (USA).
Goluboff Industrias Fonograficas, Miraflores 113, Santiago. Tel: 39-2238. Cable: GODAV. Owner & Gen. Mgr.: Diego Goluboff; Sales Mgr.: E. Gonzalez. Int'l firms represented: Alshire Int'l (USA), Barclay (France), Pye (UK), Ricordi (Italy).
Hit Parade (see Asfona).
Industrias Electricas y Musicales Odeon (EMI), San Antonio 551, Casilla 186D, Santiago. Tel: 8-5545. Cable: TURNTABLE. Gen. Mgr.: Enrique Epple; A&R: Ruben Nouzeilles, Jorge Onate. Promo.: Jorge Onate. Label: (owned) Odeon; (distributed) Caracol. Tape: EMI product. Int'l firms represented: Odeon (Int'l), A&M (USA), Apple (UK), Codiscos (Colombia), Dunhill (USA), London (UK), Musicdisc (Brazil), Milser (UK), BBC (UK).
Moai (see Asfona).
Odeon (see Industrias Electricas y Musicales Odeon). Pacifico Sur (see Asfona).
Pena de los Parra (see Asfona).
Philips Chilena SA, Av. Santa Maria 0760, Santiago. Tel: 39-4001. Cable: PHILCHASI. Gen. Mgr.: Jorge Undurraga; A&R: Saul San Martin; Int'l: Miriam von Schroeder; Promo.: Alfredo Barra, Rossie Guerrero. Labels: Philips, Polydor. Int'l firms represented: Reprise (USA), CBS (USA), Fontana (Italy), Polydor (Germany), MGM (USA), Atlantic (USA), Virrey (Peru), Peerless (Mexico), United Artists (USA), DGG (Germany), Warner Bros.-Seven Arts (USA), Mercury (USA), Tetragrammaton (USA), Verve (USA).
Polydor (see Philips).
Primo (see Asfona).
R C A Victor Chilena, Matias Cousino 150, 6th piso, Santiago. Tel: 38-1124. Sales Mgr.: Hector Urbina; Mgr., Rec. Dept.: Jorge Rencoret; Int'l: Camilo Fernandez Leiva; A&R: Roberto Inglez; Promo.: Antonio Genova. Label: RCA. Int'l firms represented: RCA (Int'l), Disneyland (USA), Tamla (USA), Dot (USA), Fermata (Brasil, Argentina), Telefunken (Germany), Vista (USA).
Tiempo (see Asfona).
Tortuga (see Asfona).

● music publishers

Fermata, Agustinas 853, oficina 619, Santiago. Home office: Brazil.
Fering Music, Bandera 236, 8th piso, Santiago. Mgrs.: Roberto Inglez, Camilo Fernandez. Affiliate: Southern Music.
Festival, Providencia 711, Santiago. Owner: Oscar Olivares.
Southern Music Internacional, Casilla 1424, Calle Lirios 374, Santiago. Tel: 84-588. Cable: SOUTH-MUSIC. Mgr.: Alfredo Burgos. Home office: USA. Affiliate: Fering Music.

SHEET MUSIC JOBBERS

Albeniz, MacIver 211, Santiago.
Calvetty, San Diego 611 Santiago. Tel: 84-833.
Casa Amarilla, San Diego 128, Santiago. Tel: 83-483.
Margarita Friedmann, Agustinas 1287, Santiago. Tel: 88-360.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATION

C O D A Y C O (Corporacion de Autores y Compositores), San Antonio 427, Santiago.
Centro de Profesores de Educacion Musical, Casilla 2804, Santiago.
Departamento del Pequeno Derecho de Autor, San Antonio 427, 2nd piso, Santiago.
Instituto de Extension Musical, Casilla, 14050 Santiago. Dir.: Fernando Garcia.

Instituto de Investigaciones Musicales, Casilla 2100, Santiago.
Sindicato de Artistas de Variedades, Agustinas 560, Santiago.
Sindicato Profesional de Actores, San Diego 246, Santiago. Tel: 85-268.
Sindicato Profesional de Folkloristas, Compania 1361, Santiago. Tel: 64-501.
Sindicato Profesional Orquestal, Agustinas 560, Santiago. Tel: 39-5929.
Sociedad de Autores Teatrales, San Diego 246, Santiago.

MUSIC LICENSING ORGANIZATION

D A I C, Universidad de Chile, Dept. del Derecho de Autor, San Antonio No. 427, Santiago.

PRESSING PLANTS

Odeon (Industrias Electricas y Musicales), Compania 2045, Santiago. Tel: 85-545.
R C A (Corporacion de Radio de Chile), Av. Vicuna Mackenna 3333, Santiago. Tel: 50-081.

RECORDING STUDIOS

Odeon, San Antonio 551, Santiago.
RCA, Matias Cousino 150, 6th piso, Santiago.
Splendid, Catedral 1029, Santiago.

● phonograph manufacturers

Cantolla, Sazie 1870, Santiago.
Odeon, Compania 2045, Santiago.
R C A (Corporacion de Radio de Chile), Av. Vicuna Mackenna 3333, Santiago.

● musical instrument manufacturers, exporters & importers

(Including Amplifiers & Microphones)

Cimsa Ltd., Calle Teatinos 865, oficina 201, Santiago.
Imports: musical instruments.
Doggenweiler, Santa Rosa 35, Santiago. Imports: musical instruments.
Margarita Friedmann, Agustinas 1287, Santiago. Imports: musical instruments.
Indelec, Monjitas 492, Santiago. Imports: jukeboxes (AMI).
Novaton, Carrascal 5150, Santiago. Tel: 73-2073. Manufactures: guitars.
Philips, Av. Sta. Maria 0760, Santiago. Manufactures: amps, microphones.
R C A (Corporacion de Radio de Chile), Av. Vicuna Mackenna 3333, Santiago. Manufactures: amps, microphones.
Tizona, Esperanza 1053, Santiago. Exports: guitars.

CHINA, REPUBLIC OF

POPULATION: 13,300,000.
PER CAPITA INCOME: \$209.
OFFICIAL RATE OF EXCHANGE: \$1 (US) = 40 New Taiwan Dollars.
HOLIDAYS: Jan. 1, Jan. 30, Chinese New Year, Mar. 29 (Youth Day), Sept. (Confucius' Birthday), Oct. 10, Oct. 25 (Liberation Day), Nov. 12 (Sun Yat-sen's Birthday), Dec. 25.
RADIO STATIONS: 28 commercial, 51 government (all AM).
Type of programming: Music is 70% recorded, 30% live; 20% classical, 80% popular.
No. of radios: 1,114,000.
TV STATIONS: 2—1 government, 1 commercial.
No. of sets: 150,000.
RECORDS:
Records imported from USA (FOB): 1968—\$15,176, Average retail price per record: LP's—\$0.37 to \$0.62.
Type of distribution: Manufacturer-to-wholesaler-to-retailer; manufacturer-to-retailer.
Type of promotion: Advertising in newspaper, radio & TV.
IMPORT/EXPORT REGULATIONS: Export of reproductions of foreign records is prohibited. Foreign records may be imported only with permission of the Ministry of Interior.

● record manufacturers

Ba Shian Rec. Works, 39 San Shan Li, Pingtung.
Black Cat Rec. Works, 195 Jen Fu Village, Lu Chou Hsiang, Taipei Hsien.
Fiveiteae (see Reiu).
Four Seas Publ'g Rec. Co., Ltd., 11 Omei St. Taipei.
Gold Well Chemical Inds. Co. Ltd., 45-1 Lan Ya Li, Shih Lin, Taipei.
Hai Shan Rec. Co. Ltd., 114 Pei Ling, Tu Cheng, Pan Chiao Chen, Taipei Hsien.

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continued

Hsin Chao Rec. Publ'n Co., 2nd Fl., Ping Sec., 115 Chung Hua Market, Taipei.
 Hsin Ya Rec. Factory, 187 Hsin Hsing Rd., Tainan.
 Lucky Rec. Co. Ltd., 2-1 Lane 81, Kwang Chow St., Taipei. Tel: 338075, 375374. Gen. Mgr.: Chiu-San Tseng; A&R: Fu-ju Lin.
 Mien Phone Rec. Co. Ltd., 150 Ho Pien N. St., Sanchung City, Taipei Hsien.
 Reifu Rec. Co., 5 An Lung Nan Ln., West District, Taichung.
 Label: Fivetiae.
 Song Jwu Rec. Co., 19-7 Chung Hua II Rd., Kaohsiung.
 Label: Song Twu.
 Song Twu (see Song Jwu).
 Toho Rec. Factory, 25-9 Pu Chain Li, Pan Chiao Chen, Taipei Hsien.
 Union Rec. Ent. Co. Ltd., 13 Lane 127, Hsin Sheng N. Rd., Sec. 2, Taipei.

● **music publisher**

Four Seas Publ'g Rec. Co. Ltd., 11 Omei St., Taipei.

● **importers & exporters**

RECORD EXPORTERS

Crown Eng'g & Trading Co. Ltd., 8 Chien Kuo N. Rd., Taipei.
 Dragon Gate Trading Co. Ltd., 53 Fu Ho Rd., Yung Ho Chen, Taipei Hsien.
 Golden Harvest Ent. Corp., 8 Chien Kuo N. Rd., Taipei.
 King Co. Ltd., 2nd Fl., 51 Chung Shan N. Rd., Sec. 1, Taipei.
 Yow Shin Trading Co., 47-4 Changan W. Rd., Taipei.

RECORD IMPORTER

Linfair Eng'g & Trading Ltd., 12 Shaoshing St., South Taipei. Tel: 20151.

MUSICAL INSTRUMENT IMPORTERS

Fu Ta Trading Co. Ltd., 15 Min Tsu Rd., Taichung.
 I Shih Trading Co. Ltd., 2nd Fl., 63 Yenping N. Rd., Sec. 2, Taipei.
 Kung Hsue She Trading Co. Ltd., 63 Yenping N. Rd., Sec. 2, Taipei.
 The Mandarin Corp., 32-3 Chinchou St., Taipei.
 New Central Trading Co. Ltd., 84 Chungking S. Rd., Sec. 1, Taipei.
 Yako Musical Instruments Co. Ltd., 10 Tsu Chiang II Rd., Chien Chin District, Kaohsiung.

MUSICAL INSTRUMENT EXPORTER

Fu Shing Musical Instruments Co., 240 Kunming St., Taipei.
Exports: organs, guitars, violins, ukuleles, trumpets, clarinets, flutes, drums, saxophones.

● **association**

Taiwan Importers & Exporters Ass'n, 42 Kuan Chien Rd., Taipei. Tel: 24049, 21687. Pres.: P. I. Ro.

● **phonograph manufacturers**

Admiral Overseas Corp., 44 Lien Chen Rd., Chung Ho Hsiang, Taipei Hsien.
 Copla Electronics Co. Ltd., 178-2 Nanking E. Rd., Sec. 3, Taipei.
 Crown Electric Ind'l Co. Ltd., 31 Yenping S. Rd., Taipei.
 D.K. Victory Co. Ltd., 48-2 Sining S. Rd., Taipei.
 Ford Ind'l Co. Inc., 13 Lane 201, Kunming St., Taipei.
 Fuseng Electric Trading Co. Ltd., 1804 Chung Cheng Rd., Taipei.
 Hsing Yung Ind. Co. Ltd., 12 Hsiushan St., Taipei.
 Hung Fu Electrical Appliances Corp. Ltd., 59 Min Tsu Rd., Tainan.
 Listen Electronic Co. Ltd., 18 Chang Lo St., Sanchung City, Taipei Hsien.
 Sanpo Electric Mfg. Co. Ltd., 77 Po Ai Rd., Taipei.
 Sanyo Electric (Taiwan) Co. Ltd., 1812 Chung Cheng Rd., Taipei.
 Taiwan Colum Co. Ltd., 1-10 Chi Wei St., Sanchung City, Taipei Hsien.
 Tung Cheng Dong Electric Co. Ltd., 77 Pa Ai Rd., Taipei.

COLOMBIA

POPULATION: 17,215,071.
PER CAPITA INCOME: \$280.
RATE OF EXCHANGE: \$1 (US)=17.30 pesos.
RADIO STATIONS: 238 commercial, 5 government (all AM).
No. of radios: 3,000,000.
TV STATIONS: 2 channels—1 government, 1 commercial.
No. of TV sets: 350,000.

HOLIDAYS: Jan. 1, May 1 (Labor Day), July 20 (Independence Day), Aug. 7, Oct. 12, Nov. 11 (Independence of Cartagena), Christmas and other Christian holidays.

RECORDS:

Records manufactured for domestic & export sale: 1966—7,207,757 units, \$3,386,765; 1965—10,026,878 units, \$4,357,382.

Records imported from USA (CIF): 1968 (Jan.-Sep.)—8,777 kilos. \$92,915; 1967—6,007 kilos, \$87,974.

Records imported from countries other than USA (CIF): 1968 (Jan.-Sep.)—816 kilos, \$4,950; 1967—699 kilos, \$3,864.

Records exported: Negligible.

Average retail price per record: Mono LP's—\$2.60; Stereo LP's—\$2.95; 45's—\$0.52; 78's—\$0.52.

IMPORT/EXPORT REGULATIONS: Pressed records, except educational discs, illegal; master importation only.

● **record manufacturers**

C B S (Discos) S.A., Carrera 29 No. 13-10, Bogota. Tel: 47-13-41. Cable: COLRECORD. Gen. Mgr.: Stefan Riess; Admin. Mgr.: Henry Hudson; A&R Mgr.: Gabriel Munoz; Sales Mgr.: E. Mac-Master; Adv. Mgr.: A. Ibanez.
Int'l labels represented: CBS, Epic, Musicor, Dot, 20th Century-Fox, Warner Bros.-Seven Arts, Reprise (all USA).
Caliente (see Electro Sonora).

Chavez (Discos), Carrera 23 No. 18-43, Pasto. Tel: 20-51. Cable: ALMACHAVES. Mgr.: J. Ramiro Chavez; Sales Dir.: Ilija de Chavez.

Chaves labels represented: Candil, Onix, Atriz. Codiscos (see Colombiana de Discos).

Colombiana de Discos S.A. (Codiscos), Apdo. Aereo 14-28, Medellin. Tel: 46-16-00. Cable: CODISCOS. Pres.: Alfredo Diez'M; Exec. VP: Alfredo J. Diez R. Jr.; VP: Guillermo Diez R.; Int'l: Alvaro Arango; Sales Mgr.: Horacio Alvear; Pub. & Adv. Dir.: Humberto Moreno; Promo.: Javier Garcia.

Branches: Bogota, Calle 21 No. 8-21. Tel: 34-21-17. Gen. Mgr.: Gonzalo Jimenez; Adv. & Promo. Mgr.: Alfonso Barrios.—Cali, Apdo. Aereo 14-52. Tel: 60-10-89. Gen. Mgr.: Enrique Merizalde.

Labels: Costeno, Zeida, Non Plus Ultra.
Int'l labels represented: A&M (USA), Angel (USA), Bell (USA), Capitol (Mexico & USA), Discuba (USA), Dunhill (USA), Immediate (United Kingdom), Imperial (USA), Liberty (USA), Mio (USA), Musart (Mexico), Odeon (Argentina, Brazil & Chile), Patricia (Mexico), Pye (United Kingdom), Regal (France, Italy & Spain), Riviera (France), Starbright (USA), Viva (USA), Vogue (France), World Pacific (USA).

Int'l reps: Argentina (Industrias Electricas y Musicales Odeon), Chile (Industrias Electricas y Musicales Odeon), Ecuador (J. D. Feraud Guzman), Guatemala (Dideca), Mexico (Musart), Peru (IEMPSA), UK (EMI), USA (Recs. Dist. of America), Venezuela (Distribuidora de Discos Zeida).

Costeno (see Colombiana de Discos).

Daro Int'l, Apdo. Aereo 4578, Bogota. Tel: 43-36-66. Cable: IMPODARO. Pres.: Simon Daro; 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).

Int'l reps: Chile (Odeon), USA (Daro Int'l).

Electro-Sonora (Ind.) S.A., Calle 29 No. 43 a 5, Medellin. Tel: 41-35-55. Cable: SONOLUX. Pres.: Ignacio Herrera Uribe; Dir.: Hernan Restrepo Duque; Sales Mgr.: Diego Jaramillo Cardenas; Promo.: Gabriel Cuartas Franco.

Labels: Sonolux, Real, Lyra, Caliente.
Int'l labels represented: RCA, Orfeon, Fermata, Orion.

Emilio Fortou P. Inds. Fonograficas, Calle 68-B No. 68-73, Barranquilla. Tel: 16-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Comm'l Dir.: Jaime P. Cabrera M.; Artistic Dir.: Duque Palomino Jz.; Sales & Int'l Mgr.: Genaro Fallu Z.; Pub. Dir.: Tony Fortou E.

Branches: Bogota, Calle 21 No. 14-15. Tel: 43-68-50. Cable: DISTROPICAL. Mgr.: Alfonso Roca Anaya; Sales Mgr.: Raul Molina Isaza.—Cali, Carrera 8a No. 10-29 (oficina 304), Apdo. Aereo 43-55. Tel: 78-19-16. Cable: DISTROPICAL. Mgr.: Hernando Vergara Martelo.—Cucuta, Avenida 7a No. 10-58, Apdo. Aereo 3583. Tel: 60-56. Cable: DISCOREY. Mgr.: Reinaldo Gonzales L.

Labels: Tropical, Ideal.
Int'l labels represented: Belter, Marfer, Falcon, Microfon, Son-Art.

Fonoton (see Philips).

Fuentes (Fabrica de Discos) S.A., Apdo. Aereo 1960, Medellin. Tel: 46-08-60. Telex: 06737. Cable: DISFUENTES. Pres.: Antonio J. Fuentes L.; Gen. Mgr.: Pedro A. Fuentes E.; Pop A&R: Jose M. Fuentes E.; Sales & Mktg.: Dario Escobar Calad.; Tape: John Escobar; Int'l: Pedro A. Fuentes E., Miami Recs. Dist'g Corp. (USA).
Int'l labels represented: Chantecler (Brazil), Discomoda (Venezuela), Dorado (USA), Durium (Italy), Fania (USA), Hispavox (Spain), Mag (Peru), Palacio (Venezuela), Panart (USA), Peerless (Mexico), Rondador (Ecuador), Secco (USA), Sonoradio (Peru), Tico-Roulette (USA), United Artists (USA), Virrey (Peru).
Int'l reps: Brazil (Chantecler), Central America

(Dicesa), Ecuador (Fadisa), Mexico (Peerless), Peru (Virrey), USA (Miami Recs.), Venezuela (Robergomer).

Ideal (see Emilio Fortou).

Lyra (see Electro-Sonora).

Non Plus Ultra (see Colombiana de Discos).

Ondina, Apdo. Aereo 915, Medellin. Tel: 44-10-00 & 44-33-33. Mgr.: Rafael Acosta Salinas.

Label: Ondina.

Orbe, Apdo. Aereo 8860, Bogota. Cable: AJOVER.

Contact: Luis Angel Restrepo.

This company represents: Vox (USA), Disney-land (USA).

Philips Colombiana, Departamenta de Discos, Calle 19 No. 5-51, 4th floor, PO Box 6393, Bogota D.E. Tel: 425646, 425784. Cable: DISCOPHIL.

Gen. Mgr.: Alfonso Escolar Nieto; A&R: Jaime A. Guerra.

Labels: Philips, Polydor, Fonoton.

This company represents: Philips, Mercury, Smash, Fontana, Wing, Phonogram, DGG, Poly-

dor, Archive, MGM, Verve, Atco, Atlantic, Tetragrammaton.

Polydor (see Philips).

Real (see Electro-Sonora).

Sonolux (see Electro-Sonora).

Tropical (see Emilio Fortou).

Victoria, Calle 12, No. 8-85, Cali. Mgr.: Mario

Mendoza.

Zeida (see Colombiana de Discos).

INDEPENDENT RECORD PRODUCERS

Chaves (Discos), Carrera 23 No. 1843, Pasto. Tel: 20-51. Mgr.: J. Ramiro Chaves.

Ingeson, Apdo. Aereo 4007, Calle 22, No. 6-27, Bogota. Tel: 43-60-44. Cable: INGETADA. Mgr.: Manuel Drezner.

● **music publishers**

Editorial Colombiana y Internacional de Musica (ECOMUS), Apdo. Aereo 37-20, Medellin. Gen. Mgr.: Alfredo Diez R.

Peer de Colombia, Apdo. 8665, Edif. Bristol, Calle 18, No. 6-31, Of. 406, Bogota. Tel: 41-98-64.

Cable: PEERCO.

Home office: USA, Southern.

● **record distributors importers & exporters**

Chavez (Discos), Carrera 23 No. 18-43, Pasto. Tel: 20-51. Mgr.: J. Ramiro Chaves; Sales Dir.: Ilija de Chavez.

Daro Int'l, Apdo. Aereo 4578, Bogota.

● **supplies & services**

ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion Colombiana de Musicos Profesionales (ACOMPAS), Carrera 8, No. 11-15, Of. 202, Bogota.

JACKET MANUFACTURERS

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00.

Emilio Fortou P., Industrias Fonograficas, Calle 68-B

No. 68-73, Barranquilla. Tel: 16-509. Cable:

RADIAG. Pres.: Emilio Fortou P.

LABEL MANUFACTURERS

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00.

Emilio Fortou P., Industrias Fonograficas, Calle 68-B

No. 68-73, Barranquilla. Tel: 16-509. Cable:

RADIAG. Pres.: Emilio Fortou P.

MUSIC LICENSING ORGANIZATION

S A Y C O (Sociedad de Autores y Compositores de Colombia), Av. Caracas 22, Bogota. Tel: 43-12-24, 42-84-15. Gen. Mgr.: Jorge Olaya Munoz;

Sec'y Gen.: Gilberto Cespedes Palma.

PLATING PLANTS

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00.

Emilio Fortou P., Industrias Fonograficas, Calle 68-B

No. 68-73, Barranquilla. Tel: 16-509. Cable:

RADIAG. Pres.: Emilio Fortou P.

Ondina, Apdo. Aereo 915, Medellin. Tel: 44-33-33.

Philips Colombiana, Apdo. 6393, Calle 19 No. 5-51,

Bogota. Tel: 42-56-46. Cable: DISCOPHIL. Gen. Mgr.: Alfonso Escolar Nieto.

PRESSING PLANTS

Ajoever, Apdo. 4911, Bogota.

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00.

Curro, Apdo. 1344, Cartagena.

Fonoton, Apdo. 7080, Bogota.

Emilio Fortou P., Industrias Fonograficas, Calle 68-B

No. 68-73, Barranquilla. Tel: 16-509. Cable:

RADIAG. Pres.: Emilio Fortou P.

Fuentes (Discos), Apdo. Aereo 1960, Medellin. Tel: 46-08-60. Telex: 06737. Cable: DISFUENTES.

Pres.: Antonio J. Fuentes L.

Industrias Fonograficas del Caribe, Carrera 40, No. 41-33, Barranquilla.

Ondina, Apdo. 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-33-33.

Philips Colombiana, Apdo. 6393, Calle 19 No. 5-51, Bogota. Tel: 42-56-46. Cable: DISCOPHIL. Gen. Mgr.: Alfonso Escolar Nieto.
Sello Vergara, Apdo. 3587, Bogota.
Sonolux, Apdo. 640, Medellin. Tel: 41-35-55.
Victoria, Apdo. 2264, Cali.

PRINTERS & LITHOGRAPHERS

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00.
Emilio Fortou P., Industrias Fonograficas, Calle 68-B No. 68-73, Barranquilla. Tel: 16-509. Cable: RADIAG. Pres.: Emilio Fortou P.
Ondina, Apdo. Aereo 915, Medellin. Tel: 44 33 33, 44 10 00. (Printer only).

PROCESSING PLANTS

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00.
Philips Colombiana, Apdo. 6393, Calle 19 No. 5-51, Bogota. Tel: 42-56-46. Cable: DISCOPHIL. Gen. Mgr.: Alfonso Escolar Nieto.

RECORDING & TAPE DUP. STUDIOS

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00.
Daro, Apdo. Aereo 4578, Bogota. Tel: 43-33-66.
Fonoton, Apdo. Aereo 12330, Bogota.
Emilio Fortou P., Industrias Fonograficas, Calle 68-B No. 68-73, Barranquilla. Tel: 16-509. Cable: RADIAG. Pres.: Emilio Fortou P.
Ingeson, Apdo. Aereo 4007, Calle 22 No. 6-27, Bogota. Tel: 43-60-44. Cable: INGETADA. Mgr.: Manuel Drezner.
Ondina, Apdo. Aereo 915, Medellin. Tel: 44 33 33, 44 10 00.
Suramericana de Grabaciones, Carrera 8, No. 18-27, Bogota.

DESIGN & ARTWORK MATERIALS MILLING PLANT POLYETHYLENE BAGS PROMOTION & PUBLICITY SLEEVES

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00

● phonograph manufacturers

Codiscos (COFONO), Apdo. Aereo 1428, Medellin. Tel: 46-16-00.
Ondina, Apdo. Aereo 915, Medellin. Tel: 44 33 33, 44 10 00.

COSTA RICA

POPULATION: 1,450,000.

RATE OF EXCHANGE: \$1 (US) = 7 colons.

RADIO STATIONS: 5.

No. of radios: 150,000.

TV STATIONS: 1.

No. of TV sets: 50,000.

HOLIDAYS: Jan. 1, Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 25 and all important Christian religious feasts.

RECORDS:

Records imported from USA (CIF): 1968—\$24,033; 1967—\$34,254.

● record manufacturers

I N D I C A (Industria de Discos Centroamericana SA), Avenida 8, calles 11/13, San Jose. Tel: 21 31 22. Cable: INDICA. Gen. Mgr.: Guillermo Lopez; A&R Mgr.: Luis Salas; Sales & Mktg. Mgr.: Mario Pacheco.
Int'l branches: El Salvador, Guatemala, Nicaragua.
Label: INDICA.
Int'l labels represented: Atlantic, Audio Fidelity, Columbia, DGG, Dot, Fonograma, Kapp, MGM, Orfeon, Tetragrammaton, Velvet, Verve, Viva.
Note: The Central American Common Market is serviced through INDICA (British Honduras, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama).

● music publisher

Latin American Tree, Mundo Musical Indica SA, Apdo. 4093, San Jose.
Home office: USA, Tree.

● record wholesalers

DISTRIBUTOR

Instrumentas Musicales, Juan Banschach K., Apdo. 1238, San Jose. Tel: 21-00-52.

IMPORTERS & EXPORTERS

Coronado (formerly Almacen Philco), Av. Central, calles AV/1, San Jose.
Distributes: Records, cartridges, cassettes, electric guitars & amplifiers, needles, cleaners & brushes, recording tapes, drums.

Discolandia Reuben, Calle 1, av. 1/3, San Jose.
Impo-Discos, Aptdo. 1645, San Jose. Contact: Oscar Stupp.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion de Musicos y Compositores Costarricenses, Aptdo. 4365, San Jose.

PLATING & PRESSING PLANT, PROMOTION & PUBLICITY & RECORDING STUDIO

I N D I C A (Industria de Discos Centroamericana), Aptdo. 4093, Av. 8, calles 11/13, San Jose. Tel: 21-31-22. Cable: INDICA. Gen. Mgr.: Guillermo Lopez R.

CYPRUS

POPULATION: 622,000.

PER CAPITA INCOME: \$613.

RATE OF EXCHANGE: \$1 (US) = £0.466.

NO. OF HOMES WITH RECORDS PLAYERS: 60,000.

HOLIDAYS: Jan. 1, Jan. 6 (Epiphany), March 25 (Greek Independence), Good Friday, Easter Monday, Aug. 16 (Independence Day), Oct. 1, Oct. 28 (OHI Day), Oct. 20 (Turkish Republic Day), Dec. 25, 26.

RADIO STATIONS: 1 government.

No. of radios: 150,000.

TV STATIONS: 2 government channels.

No. of TV sets: 10,000.

RECORDS:

Records imported from USA (CIF): 1967—7,113 units, \$6,280; 1966—3,804 units, \$5,224.

Records imported from countries other than USA (CIF): 1967—273,926 units, \$127,333; 1966—319,896 units, \$176,103.

Average retail price per record: LP's \$5.15; EP's—\$1.86; Singles—\$1.
Jukeboxes: 100.

● record importers

F. Colakides & Sons, PO Box 1048, Onassagoras St., Nicosia. Tel: 63778.
Delta Trading, PO Box 1488, Ledra St. 143, Nicosia. Tel: 64689.
Garabet Indjirdjian, 6-6A Const. Paleologos Ave., Nicosia. Tel: 63914.
Int'l rep.: Greece (General Publ'g Co. Ltd.).
K. S. Hassapis, PO Box 265, Independence 133, Nimassol. Tel: 2654.
Leon's Music Store, Homer Ave. 9, Nicosia. Tel: 75653.
S. Mousoulides & Son, Aeschylus St. 32-36, Nicosia. Tel: 62672.
Kh. Pappasian Ltd., PO Box 1607, 240 Ledra St., Nicosia. Tel: 63795.
Ph. Partassides & Co., PO Box 2100, 11 Phocion St., Nicosia. Tel: 62360.
J. Paschalides & Co., 130 Ledra St., Nicosia. Tel: 65423.

CZECHOSLOVAKIA

POPULATION: 14,058,000.

RATE OF EXCHANGE: \$1 (US) 7.20 koruna.

RADIO STATIONS: 3 government.

Type of programming: Three national programs with string of regional programs presenting mostly original radio recordings with fair plugging of domestic recordings; foreign records played mostly by individual private disc jockeys.

No. of radios: 3,800,000.

TV STATIONS: 1 government channel.

Type of programming: Pop music presented mostly in original broadcasts often produced in co-operation with domestic record industry.

No. of TV sets: 2,113,000.

HOLIDAYS: Jan. 1, Easter Monday, May 1, May 9, Oct. 28, Dec. 25, 26.

RECORDS:

Records sold domestically: LP's 1968—1,364,000 units, \$6,588,120; 1967—1,094,000 units, \$5,376,000. EP's 1968—636,000 units, \$1,341,960; 1967—552,000 units, \$1,170,000. Singles 1968—4,892,000 units, \$7,044,480; 1967—4,189,000 units, \$6,120,000.

Records manufactured for domestic & export sale: LP's 1968—1,852,000 units, \$8,945,160; 1967—1,827,000 units, \$8,970,570. EP's 1968—1,049,000 units, \$2,213,390; 1967—775,000 units, \$1,643,000. Singles 1968—5,143,000 units, \$7,405,920; 1967—4,646,000 units, \$6,783,160.

Records imported from USA (CIF): 1968—\$22,062; 1967—\$25,482.

Records imported from countries other than USA (factory value): 1968—\$293,600 (license deals: \$2,000).

Records exported to USA (factory value): 1968—\$1,100 (license deals: \$20,000).

Records exported to countries other than USA (factory value): 1968—\$894,430 (license deals: \$75,000).

Average retail price per record: LP's—\$4.83; EP's—\$2.11; Singles—\$1.44.

Stereo sales: 6.4% of total.

Record club sales: 11.8%.

Discounting: Rare.

Type of distribution: Supraphon (chief manufacturer) owns a net of retail shops which sell more than 80% of its total production. This retail net also used by minor manufacturers, who in addition try to build up their own distribution either by record clubs or by manufacturer-to-retailer type. Both major record companies, Supraphon and Panton, use record clubs to reach specialized audience; club distribution follows mostly the manufacturer-to-retailer system. Supraphon opening its record club to foreign catalogs.

Type of promotion: Government-owned radio & TV, with programs run by private DJ's, play most decisive part; pop magazines can help in promotions.

Jukeboxes: 400.

TAPE: No tape industry.

IMPORT/EXPORT REGULATIONS: Import & export of recordings applies practically only to East European states; for business connections with the West, license contracts are most important.
Dr. Lubomir Doruzka

● record manufacturers & music publishers

Ariston, 84 Hlavni, Klanovice u Prahy, PO Box 476, Jindriska, Prague 1.
Diskant, 35 Jiraskova, Brno.
Panton Rec. Co. & Music Publishers for the Guild of Czech Composers (Panton, vydavatelstvi Svazu ceskych skladatelu), Rictni 12, Mala Strana, Prague 1. Tel: 53 90 19/20. Dir.: Jan Hanus.
Supraphon, Rec. Co. & Music Publishing House, Palackeho 1, Prague 1, Nove Mesto. Tel: 24-92-51. Dir.: Dr. Jaroslav Seda; Deputy Dir.: Josef Rothbauer; Sales Mgr.: Miroslav Pavlovsky; Copyright Dept. & Int'l: Jiri Vinaricky.

● importer & exporter

ARTIA, Foreign Trade Corporation for the Import & Export of Cultural Commodities, Ve Smeckach 30, Prague 1. Tel: 24-62-84 & 24-63-92.

● supplies & services

ASSOCIATION

Association of Czech & Slovak Composers, Valdsteinske nam. 1, Prague. Pres.: Alexander Moyzes.

MUSIC LICENSING ORGANIZATION

O S A (Ochranný Svaz Autorský), Cs. Armady 20, Prague.

● phonograph manufacturer

Tesla Litovel, 1 Palackeho, Litovel.

● musical instruments

MANUFACTURER & EXPORTER

Czechoslovak Musical Instruments, 523 Svermova, Hradec Kralove.
Product: drums, guitars (amplified & unamplified), pianos (Petrol), reeds, brass & stringed instruments.

DENMARK

POPULATION: 4,831,000.

RATE OF EXCHANGE: \$1 (US) 7.50 Danish kroner.

NO. OF HOMES WITH RECORD PLAYERS: 650,000.

RADIO STATIONS: 1 government.

No. of radios: 1,600,000.

TV STATIONS: 1 government.

No. of TV sets: 1,100,000.

HOLIDAYS: Jan. 1, Maundy Thursday, Good Friday, Easter Monday, May 2 (St. Bededag), (Ascension Day, Whit Monday, June 5 (Constitution Day), Dec. 24, 25, 26.

RECORDS:

Records sold domestically: LP's 1968—1,700,000 units, \$8,500,000; 1967—1,650,000 units, \$7,500,000. EP's 1968—90,000 units, \$200,000; 1967—180,000 units, \$400,000. Singles 1968—1,700,000 units, \$2,400,000; 1967—1,700,000 units, \$2,400,000.

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continued

Records imported from USA (factory value): 1968—274,000 units, \$325,000; 1967—197,000 units, \$219,000.

Records imported from countries other than USA (factory value): 1968—2,906,000 units, \$1,960,000; 1967—3,167,000 units, \$1,938,000.

Records exported to USA (FOB): 1968—4,000 units, \$7,000; 1967—4,000 units, \$6,000.

Records exported to countries other than USA (factory value): 1968—152,000 units, \$119,000; 1967—164,000 units, \$113,000.

Average retail price per record: LP's—\$5.93; EP's—\$2.29; Singles—\$1.46.

Stereo sales: 95%.

Record club sales: 3%.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer.

Jukeboxes: 1,400.

TAPE:

Market: This is a small market so far. Cassettes account for most sales.

Average retail price per tape: Cassette—\$6-\$6.75.

Type of distribution: Wholesale-to-retailer is standard.

IMPORT/EXPORT REGULATIONS: Duty on non-EFTA imports (D.K. 4.00 per kilo; US dollar \$0.53 per kilo). Espen Eriksen

● record manufacturers

Dansk Grammofonpladeforlag, Vibevej 31, 2400 Copenhagen NV. Tel: (01) AEGIR 8112. Cable: DANRECORD. Pres.: K. E. Knudsen; A&R: Gustav Winckler; Pub., Adv. & Promo.: Paul Bach. Labels: (owned) Sonet, Storyville, Mascot, Life; (distributed) Jack Recs., Bob, Fiasco, Reitzel. Int'l labels represented: Artone, Chess, Epic, Europa/Somerset, Folkways, Island, Major Minor Musicdisc, Roulette, Saga, Supraphon, Transatlantic.

Int'l reps.: Finland (Scandia Musiikki), France (Polydor), Germany (Deutsche Grammophon), Italy (Polydor), Japan (Teichiku), Norway (Arne Bendiksen), Sweden (Sonet), Switzerland (Finsterwald & Cantacuzene), UK (Polydor).

E M I (see Electric & Musical Inds.).

Electric & Musical Inds. (Dansk-Engelsk) A/S, Hoffdingsvej 18, Copenhagen, Valby. Tel: (01) 306711. Telex: 6631. Cable: GRAMMOPHON. Mng. Dir.: B. B. G. Jeffery; Mktg. Mgr.: K. Hvid Mikkelsen; Pop A&R Mgr.: Per Sorensen; Classical A&R Mgr.: Ole Jerso; Adv. Mgr.: Marianne Helslev; Mgr. Int'l Popular Repertoire: Morten Koefoed Eriksen.

Labels: (owned) Angel, Capitol, Columbia, Electrola, HMV, Gloria, Imperial, Odeon, Parlophone, Pathe, Regal, Seraphim, Stateside, Die Volksplatte, Waverley; (distributed) ASA, Musicabaret, Troubadour, Regal, Zonophone, Tower.

Labels available on tape: Columbia, Dot, Electrola, HMV, Liberty, Motown, Odeon, Parlophone, Tamla.

Int'l labels represented: ABC (USA), Bell (USA), Blue Note (USA), Bluesway (USA), Buena Vista (USA), Capitol (USA), Columbia (UK), Cornet (Germany), Delyse (UK), Discophones Francais (France), Disneyland (USA), Dolton (USA), Dot (USA), Ducretet-Thomson (France), Electrola (Germany), Ember (UK), Erato (France), HMV (UK), HB Artistproduktion (Sweden), Hilltop (USA), Immediate (UK), Imperial (USA), Impulse (USA), Jugoton (Yugoslavia), Liberty/UA (USA), Motown (USA), Pacific Jazz (USA), Pickwick (USA), President (UK), Prestige (USA), Sunset (USA), Svensk-American (Sweden), Tamla-Motown (USA), Toshiba (Japan), Walt Disney (USA), World Pacific (USA), Xtra (USA).

Fona Radio, Marielundvej 28, 2730 Herlev. Tel: (01) 915322.

Int'l label represented: Vox (USA).

Wilhelm Hansen Musik-Forlag, Gothersgade 9, 1123 Copenhagen K. Tel: (01) 11 78 88. Cable: MUSIKHANSEN. Pres.: Mrs. Hanne & Lone, Wilhelm Hansen; Gen. Mgr.: A. Spliid. Labels: Wilhelm Hansen Edition, Artist.

Metronome Recs. A/S, 31 Vibevej, 2400 Copenhagen NV. Tel: AEGIR 8112. Cable: METRORECORDS. Telex: 5675. Mng. Dir.: Bent Fabricius-Bjerre; A&R: Olav Bennike.

Label: Metronome.

Labels available on tape: Atco, Atlantic, Metronome.

Int'l labels represented: Ariola (Germany), Atco (USA), Atlantic (USA), Baccarola (Germany), Bang (USA), Cameo-Parkway (USA), Checkmate (USA), Cotillion (USA), Dunwich (USA), Elektra (USA), Eurodisc (Germany), Golden "12" (Germany), Hansa (Germany), Joker (Sweden), Karusell (Sweden), Mondial (Germany), Nonesuch (USA), Pearl (Germany), SGC (USA), Snurr (Sweden), Swe-Disc (Sweden), Top Classic (Germany), Vortex (USA).

Hede Nielsen A/S, Grundtvigsvej 10 A, 1864 Copenhagen V. Tel: 214120. Cable: HENIGRAM. Gen. Mar.: Leif Risell.

Label: RCA.

Label available on tape: RCA, Reprise, Warner Bros.-Seven Arts.

Int'l labels represented: Colgems (USA), Discodis (France), Monument (USA), Musica Mundi (Germany), Musica Sacra (Germany), RCA Camden (USA), RCA Victor (USA), Reprise (USA), Sound Stage 7 (USA), Vintage (USA), Warner Bros.-Seven Arts (USA).

Nordisk Polyphon, Emdrupvej 115, Copenhagen NV. Tel: 69-25-22. Mng. Dir.: W. Hamburger; Variety A&R: Bruno Henriksen; Teen A&R: Johnny Reimar; Pub.: Elisabeth Skovdam; Adv. H. Karlsen; Promo.: (DGG) A. Arfmann, (Decca) H. Jensen, (CBS, Philips) O. Wiisholm.

Labels: A&M, Buddha, CBS, Decca, Deram, Deutsche Grammophon, Fontana, Heliodor, Kama Sutra, MGM, Melody, Mercury, Page One, Philips, Polydor, Reaction, Riverside, Tetragrammaton, Tip, Track, Verve, Wing.

Labels available on tape: CBS, DGG, Decca, Fontana, Mercury, Philips, Polydor.

Int'l reps.: Germany (Deutsche Grammophon), Netherlands (Philips), UK (Decca), USA (CBS).

Tono A/S, Dortheavej 1, 2400 Copenhagen NV. Tel: (01) 107680. Cable: TONO RECORDS. Gen. Mgr.: Svend Hansen; Label Mgr.: C. Elgstrom; Pub. & Adv.: O. Helmut Frederiksen.

Labels: Tono, Teener.

Int'l labels represented: Allegro (UK), Amadeo (Austria), Audio Fidelity (USA), Barclay (France), Fonit (Italy), Mode (France & Germany), Riviera (France), Scepter (USA), 20th Century-Fox (USA), Vanguard (USA), Vogue (France & Germany).

● music publishers

Acuff-Rose Scandia, Vesterport 247, 1614 Copenhagen V. Tel: 115000. Gen. Mgr.: Mrs. A. Moerk.

Home office: USA.

Reg Connelly Musik-Forlag A/S, Gothersgade 9, 1123 Copenhagen K. Tel: 117888. Cable: MUSIKHANSEN. Pres.: Mrs. Hanne & Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid.

Affiliate: Wilhelm Hansen Musik-Forlag.

Int'l firms represented: Campbell-Connelly & affiliates (UK).

Dacapo Musikforlag A/S, Pilestraede 2, 1112 Copenhagen K. Tel: (01) 159549. Cable: DACAPOMUSIC. Gen. Prof. Mgr.: Sv. E. Jorgensen.

Int'l firms represented: Sonora (Sweden), Warner Bros.-Seven Arts (USA).

Francis, Day & Hunter Scandinavia A/S, Gothersgade 9, 1123 Copenhagen K. Tel: 117888. Cable: MUSIKHANSEN. Pres.: Mrs. Hanne & Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid.

Affiliate: Wilhelm Hansen Musik-Forlag.

Int'l firm represented: Affiliated Music (UK).

Wilhelm Hansen Musik-Forlag, Gothersgade 9, 1123 Copenhagen K. Tel: 117888. Cable: MUSIKHANSEN. Pres.: Mrs. Hanne & Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid.

Affiliates: Reg Connelly Musik-Forlag A/S; Francis, Day & Hunter Scandinavia A/S; Melcher Musik-Forlag A/S.

Int'l firms represented: AB Nordisk (Sweden), AMP (USA), Norsk (Norway), Wilhelmiana (Germany), J. & W. Chester (UK).

Imudico, Colbjornsensgade 19, 1652 Copenhagen V. Tel: (01) 215625. Mng. Dir.: Brian Jeffrey; Gen. Mgr.: John Rasmussen.

Int'l firms represented: Accord (Germany), Ardmore & Beechwood (Belgium, Mexico, South Africa, UK, USA), Arion (Greece), Anagon (Netherlands), Belcas (New Zealand), Castle (Australia), Ego (Spain), Noel Gay (UK), Jobete (USA), Odeon (Argentina, Sweden), Pathe (Far East), Pathe-Marconi (France), Keith Prowse & Peter Maurice (UK), Saturday (USA), Sociedade Brasileira de Edoicos Publicidade e Servicos Artisticos (Brazil), Toshiba (Japan), Voce del Padrone (Italy), Walt Disney (USA), Wonderland (USA).

Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (Sociedade Brasileira de Edoicos Publicidade e Servicos Artisticos), Far East (Pathe), France (Pathe-Marconi), Germany (Accord), Greece (Arion), Italy (Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), Spain (Ego), Sweden (Odeon), South Africa (Ardmore & Beechwood), UK (Ardmore & Beechwood), USA (Beechwood).

Melcher Musik-Forlag A/S, Gothersgade 9, 1123 Copenhagen K. Tel: 117888. Cable: MUSIKHANSEN. Pres.: Mrs. Hanne & Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid.

Affiliate: Wilhelm Hansen Musik-Forlag.

Int'l firm represented: Daywin (USA).

Moerks Musik-Forlag, Vesterport 247, 1612 Copenhagen V. Tel: 115000. Cable: MUSICMOERK. Pres.: Mrs. Agnes Moerk.

Affiliates: Acuff-Rose Scandia, Presto Musik-Forlag, Tempo Musik-Forlag.

Multitone, Vibevej 31, Copenhagen NV. Tel: 34-21-28. Pres.: Harry Jensen.

Oktav Music, Hellerupvej 90, 2900 Hellerup. Tel: HE 6006, HE 8408. Pres.: Borge Binderup; Gen. Prof. Mgr.: Jorgen Kleinert.

Winckler (Musikproduktion), Dortheavej 39, 2400 Copenhagen NV. Tel: TA 2282. Cable: WINCKLERMUSIC. Pres.: Gustav Winckler, Karl Emil Knudsen.

● importer & exporter

Frøde Herloev, 14 Borgergade, 1300 Copenhagen K. Tel: 14-98-50 & 14-98-51. Cable: SELECTA-HERLOEV. Pres.: Henning B. Petersen.

Imports: recorded, cultural & cartridge tape, raw tape & playback equipment.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Den Danske Gruppe af Grammofonindustriens Internationale Federation, Sankt Annæ Plads 11, 1250 Copenhagen K. Tel: 144401. Pres.: Otto Lassen.

S C A W C, PO Box 1218, 2300 Copenhagen S. Tel: (01) SU 571. Mng. Dir.: O. Waldoff. (Country & Western Ass'n).

JACKET MANUFACTURER, PLATING PLANT, PRINTER/LITHOGRAPHER, PROCESSING PLANT, SLEEVE MANUFACTURER

E M I (Dansk-Engelsk) A/S, Hoffdingsvej 18, Copenhagen. Tel: 306711. Mng. Dir.: B. B. G. Jeffery.

LICENSOR, TAPE & RECORD

Friberg-Jacobsen Prod'ns, Chr. IX's gade 6, Copenhagen K. Tel: 11-85-26. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; VP: Paul Jorgensen.

MUSIC LICENSING ORGANIZATIONS

Gramex, Frederiksberggade 1, 1459 Copenhagen K. Tel: 118855. Dir.: E. Henriksen. (Performing Rights Society).

K O D A (Selskab til Forvaltning af Internationale Komponistretigheder Danmark), Rosenvaengets Hovedvej 14, 2100 Copenhagen. Tel: Tria 9702. Dir.: E. Larsen. (Counterpart of ASCAP).

Nordisk Copyright Bureau, Upsalagade 24, Copenhagen. Tel: TR 3660. Pres.: S. T. Wilson; Mng. Dir.: K. Nielsen.

POLYETHYLENE BAGS

E M I (Dansk-Engelsk) A/S, Hoffdingsvej 18, Copenhagen. Tel: 306711. Mng. Dir.: B. B. G. Jeffery.

Norlip Princessegade 29A, 1422 Copenhagen K. Tel: AS 3030. Pres.: H. S. Philipsen.

PRESSING PLANTS

E M I (Dansk-Engelsk) A/S, Hoffdingsvej 18, Copenhagen. Tel: 306711. Mng. Dir.: B. B. G. Jeffery.

United Recs. Mfg. Co., Frederiksbundvej 375, 2100 Bronshoj. Tel: 940200. Mng. Dir.: Axel Sorensen.

PROMOTION & PUBLICITY

E M I (Dansk-Engelsk) A/S, Hoffdingsvej 18, Copenhagen. Tel: 306711. Mng. Dir.: B. B. G. Jeffery.

Popic Prod'ns, PO Box 1218, 2300 Copenhagen S. Tel: (01) SU 571. Mng. Dir.: O. Trosborg.

S W A W C, PO Box 1218, 2300 Copenhagen, S. Tel: (01) SU 571. Mng. Dir.: O. Waldoff. (Country & Western promo.).

RECORDING & TAPE DUP. STUDIOS

E M I (Dansk-Engelsk) A/S Hoffdingsvej 18, Copenhagen. Tel: 306711. Mng. Dir.: B. B. G. Jeffery.

F H C-Electronics, Landgreen 7, 1301 Copenhagen K. Tel: 146993. Pres.: Henning B. Petersen.

Internorthern Music Studio, Chr. IX's gade 6, Copenhagen K. Tel: 11-85-26. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; Sound Engineer: Boerge Rasmussen.

Metronome, Vibevej 31, Copenhagen. Tel: Aegir 8112. Contact: Birger Svan.

Nordisk Polyphon Aktieselskab, Emdrupvej 115, Copenhagen. Tel: 692522. Cable: POLYPHON.

Tono, Dortheavej 1, Copenhagen. Tel: 107680.

● accessories & supplies

E M I (Dansk-Engelsk) A/S, Hoffdingsvej 18, Copenhagen. Tel: 306711. Mng. Dir.: B. B. G. Jeffery.

Product: Carrying cases; cleaners; cloths & brushes; 45-rpm adaptors; needles; racks.

● phonograph manufacturer

Bang & Olufsen Produktionselskab A/S, Herstedvang 7, Copenhagen. Tel: 648511.

DOMINICAN REPUBLIC

POPULATION: 4,174,490.

PER CAPITA INCOME: \$300.

RATE OF EXCHANGE: \$1 (US) = 1 DR peso.

NO. OF HOMES WITH RECORD PLAYERS: 25%.

IFES.

RADIO STATIONS: Approximately 75, including government stations.

Type of programming: Recorded popular music predominates.

No. of radios: 150,000.

TV STATIONS: 7 channels—3 government, 4 commercial.

Type of programming: Many live programs with local artists; also US programs taped & with dubbed Spanish. Many TV sets can receive transmissions from stations in Puerto Rico.

HOLIDAYS: Jan. 1, Feb. 27 (Independence day), Maundy Thursday, May 1 (Labor day), May 30 (End of Trujillo Era), Aug. 16 (Restoration day) Sept. 24 (Mercedes), December 25, all important Christian religious holidays.

RECORDS:
Records imported from USA (CIF): 1968—\$52,956 (\$26,138 from Puerto Rico); 1967—\$72,257 (\$24,293 from Puerto Rico).

Records imported from countries other than USA (factory value): 1967—\$10,969.

Records exported to USA: None.
Average retail price per record: LP's—(domestic) \$4.95, (imported) up to \$7.00; Singles—(domestic) \$1.50, (imported) \$2.00.

Stereo sales: 10% of total.
Record club sales: None.

Discounting: Rare.
Type of distribution: Manufacturer and/or importer-to-wholesaler or dealer. During past few years, there has been much individual buying by dealers and small wholesalers who fly to San Juan, Puerto Rico, and carry back records & tapes.

Type of promotion: Radio request programs most popular from of promotion. Newspapers & magazines giving more space to record industry.
Jukeboxes: 7,000 (two-thirds locally owned, one-third on commission).

EXPORT/IMPORT REGULATIONS: Dominican Republic has one of the highest import duties based on ad valorem cost.

Antonio Contreras

● record manufacturers

Discos Fabiola, Fray E. Utrera, Santo Domingo. Tel: 2-0202.

La Guarachita, PO Box 375, Autopista Duarte, Santo Domingo. Tel: 2-8258.
 This company represents: CBS, London, Muscor, Discomoda, Peerless, Sonolux, La Flor, Suaritos, Remo.

Industrias Discos Sonora, Calle Maria Montez, Santo Domingo. Tel: 3-1929.

● music publishers

Casa Americo-Europea, 30 de Marzo, Santo Domingo. Tel: SD2-6762.

Salon Mozart, El Conde 106, Santo Domingo. Tel: SD2-8548.

● wholesalers

IMPORTERS/DISTRIBUTORS

Agencia Discos San Ramon, Pena Battle 1, Santo Domingo. Tel: SD 2-7312.

Agencias Remartirc, Garcia Guerrero 189, Santo Domingo Tel: SD9-2308.

Alta Fidelidad, 30 Marzo, No. 23, Santo Domingo. Tel: SG 3203.

C I M I C, Caytano Rodriguez 15, Apdo. 807, Santo Domingo. Tel: 9-4374. Mgr.: Otto Winterer.

Casa Alegre, M. Montez 102, Santo Domingo. Tel: SD5-2265.

Casa Bartolo Primero, Mella 158, Santo Domingo. Tel: SD2-6197.

Discolandia Soler, Ave. Duarte 47, Santo Domingo. Tel: SD2-5714.

Dist. Dominicana de Discos, El Conde 94, Santo Domingo. Tel: SD2-4058.

Grabaciones Fabiola, El Conde 96, Santo Domingo. Tel: SD2-0202.

Hugo's, J. F. Kennedy 32, Puerto Plata. Tel: 405. Laboratorios Roldans, Carr. Sanchez, Santo Domingo. Tel: SD3-7203.

Musicalia, El Conde 94, Santo Domingo. Tel: SD2-2538.

Salon Estudio Mozart, El Conde 106, Santo Domingo. Tel: SD2-8548.

Tonos CA, El Conde 37, Santo Domingo. Tel: SD2-5352.

RACK JOBBER

Distribuidora Dominicana de Discos, El Conde 96, Santo Domingo. Tel: SD2-4058.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Musicians, Dancers & Singers (AMUCABA), Santo Domingo. Pres.: Andres Garcia.

PRESSING PLANTS

See Record Manufacturers.

RECORDING STUDIOS

Most local recording done at radio and television studios.

ECUADOR

POPULATION: 5,649,800.
PER CAPITA INCOME: \$201.
RATE OF EXCHANGE: \$1 (US) = 18.18 sucres.
NO. OF HOMES WITH RECORD PLAYERS: 100,000.

Billboard 1969-1970 International Music-Record Directory

HOLIDAYS: January 1, February 6, 7 (Carnival), Easter Day, May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Birthday of Simon Bolivar), Aug. 10 (Independence Day), October 9 (Guayaquil Independence), October 12 (Columbus Day), November 3 (Cuenca Independence), December 6 (Founding of Quito), December 25, religious holidays.

RADIO STATIONS: 15 commercial; 1 government.
No. of radios: 550,000.

TV STATIONS: 10 channels.
No. of TV sets: 42,000.

RECORDS:
Records imported from USA (CIF): 1968—\$23,630; 1967—\$16,395.

Records imported from countries other than USA: 1967—\$88,005.

Records exported to USA (FOB): 1966—1,138 units, \$1,509.

Average retail price per record: LP's—\$3.30; EP's—\$1.10; Singles—\$0.82.

Discounting: Rare.

Type of distribution: Manufacturer-to-wholesaler-to-retailer.

Jukeboxes: 1,000.
TAPE:

Pre-recorded tape imported from USA (CIF): 1967—47,300 units, \$946,000.

Pre-recorded tape imported from countries other than USA: 18,650 units, \$373,300.

IMPORT/EXPORT REGULATIONS: 20% duty on LP's and EP's, 30% duty on singles (pre-recorded or blank).

● record manufacturers

C B S (see Emporio Musical).
 Centenario, Apdo. 4730, Guayaquil. Contact: Medardo Angel Silva.

Condor (Grabaciones SA), Apdo. 3325, Guayaquil. Cordillera, Apdo. 1243, Quito.

Domino, Apdo. 4813, Guayaquil. Contact: Eduardo Lairala.

Ecuavox, Rosa Barja de Ycaza 634, Guayaquil. Contact: Jose Parra del Pino.

Emporio Musical SA, Apdo. 1276, Guayaquil. Tel: 14174. Cable: EMPORMUSIC. Mgr.: Carlos Pino Plaza.

Labels: CBS, Marfer, Orion, Sonolux, Tropical. This company represents: Columbia (USA).

Estelar (see IFESA).
 Fabrica de Discos (Fadisa), Casilla 201, Quito. Tel: 212820. Contact: Trajano Recalde Cruz.

Fabrica Ecuatoriana de Discos (Fediscos), Km. 7 Via a la Costa, Guayaquil. Pres.: Francisco Garcia Guerrero.

Fenix, Apdo. 933, Guayaquil. Contact: Luis F. Aguilar.

Fontana (see Philips Ecuador).
 Granja, Apdo. 3186, Quito. Contact: Luis Anibal Granja.

I F E S A (Industria Fonografica Ecuatoriana SA), Apdo. 3885, 704 Calicuchima, Guayaquil. Tel: 514103. Cable: IFESA. Pres.: Luis Pino Yerovi; Gen. Mgr.: Joseph Magen; Prod'n Mgr.: Victor Iza; Classical Mgr.: Victor Pino; Sales Mgr.: Carlos Pino; Pub. Mgr.: Carlos Cortez; Promo. Mgr.: Franklin Molinari.

Labels: (owned) Estelar; (distributed) Lluvia de Estrellas.

This company represents: A&M, EMI, Falcon, Hispavox, Mercury, Musart, Reprise, Sono-Radio, United Artists, Warner Bros.-Seven Arts, Wing.

Limelight (see Philips Ecuador).
 Lluvia de Estrellas (see I F E S A).

Marfer (see Emporio Musical).
 Melodias, Apdo. 1243, Quito.

Orion (see Emporio Musical).
 Philips (see Philips Ecuador).

Philips Ecuador CA, Casilla 343, Av. Patria 786, Esquina Calle Paez, Quito. Tel: 39080. Cable: PHILRADIO. Contact: H. Garzan.

Labels: Fontana, Limelight, Philips, Smash. This company represents: Deutsche Grammophon, Tetragrammaton.

Smash (see Philips Ecuador).
 Sonolux (see Emporio Musical).
 Tropical (see Emporio Musical).

INDEPENDENT RECORD PRODUCER

I F E S A (Industria Fonografica Ecuatoriana SA), Apdo. 3885, 704 Calicuchima, Guayaquil. Tel: 514103. Pres.: Luis Pino Yerovi; Gen. Mgr.: Joseph Magen.

Label credits: CBS, Centenario, Condor, Cordillera, Domino, Ecuavox, Fenix, Granja, Lluvia de Estrellas, Marfer, Melodias, Orion, Sonolux, Tropical.

● music publisher

S A D R A M (Sociedad Anonima de Representacion y Administracion Musical Cia. Ltd.), Calicuchima 704, Guayaquil. Tel: 5-23676. Cable: SADRAM. Pres.: Luis Pino Yerovi; Gen. Mgr.: Carlos Pino Plaza.

Int'l rep.: Colombia & Mexico (Mundo Musical).

● importer & exporter

Almacenes de Musica, J. D. Feraud Guzman, Apdo. 856, Guayaquil. Tel: 512648.

Label: Codiscos (Colombia).

continued on page 302

PYRAL

presents
 his new
 disc for
 stereo
 recording
 the "MASTEROO"

magnetic tapes
 for studios



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 Tel. 207.48.90
 Telex 23742

for Germany
PYRAL GmbH
 43-ESSEN-
 Muller Breslau-
 strasse 26

continued

● supplies & services

ASSOCIATION & PROFESSIONAL ORGANIZATION

Casa de la Cultura Ecuatoriana, Apdo. 67, Quito.
Branch: Casilla 4542, Guayaquil.

PRESSING PLANTS

Importadora Velaga, Casilla 318, Ambato.
Industria Fonografica Ecuatoriana Apdo. 3885, Guayaquil. Tel: 514103.

EIRE

POPULATION: 2,881,000.
PER CAPITA INCOME: \$750.
RATE OF EXCHANGE: \$1 (US) = 8 shillings, 4 pence.
RADIO STATIONS: 1 government (Radio Eireann).
Type of programming: General. 25% of all records broadcast are by local artists.
No. of radios: 750,000.
TV STATIONS: 1 government channel (Radio Telefis Eireann).
Type of programming: General.
No. of TV sets: 290,000.
HOLIDAYS: March 17 (St. Patrick's Day), Good Friday, Easter Monday, Whit Monday, 1st Monday in August, Dec. 25, 26.
RECORDS:
Records imported from USA (CIF): 1968—\$41,466; 1967—\$35,871.
Records exported to USA (FOB): 1968—3,892 units, \$4,141; 1967—1,150 units, \$1,238.
Average retail price per record: LP's—\$4.50; EP's—\$1.50; Singles—\$1.00.
Stereo sales: 10-12% of total.
Discounting: Rare.
Type of distribution: Manufacturer-to-wholesaler-to-retailer.
Type of promotion: Radio Eireann has added considerably to its pop coverage in the last year. Some TV promotion. Radio Luxembourg & British radio stations received clearly and are popular. There are several fan magazines.
Jukeboxes: 650.

TAPE:

Market: Cassettes dominate a small market since a dramatic increase in sales around Christmas 1968.

Average retail price per tape: cassette—\$5.76; open reel—(3¼ ips) \$9.60, (7½ ips) \$11.40.

Type of distribution: Wholesaler-to-retailer is standard.

Type of promotion: Newspapers are the chief medium, with emphasis on cassette.

IMPORT/EXPORT REGULATIONS: From United Kingdom—5.6% or 6.7 pence each, whichever is greater; from Canada—8%; from USA and other countries—12%.

Ken Stewart

● record manufacturers

E M I (Ireland Ltd.), 23 Lower Dominick St., Dublin. Tel: 46108/9. Cable: JABBERMENT. Mng. Dir.: H. D. Christmas; Commercial Mgr.: J. McCabe; Promo.: D. O'Rourke.

Labels: (owned) EMI group (HMV, Columbia, Parlophone, Capitol); (distributed) Glenside, Dolphin.

Cassette: All EMI labels—self-mfd. & licensed to Philips.

Int'l firms represented: Apple, Bell, Command, Diamond, Discourse, Dot, Ember, Encore, Harvest, Honey, Immediate, Impulse, MGM, Motown, Paramount, Phoenix, Regal-Zonophone, Spin, Stateside, Tamla, United Artists, Waverley. Int'l reps.: World-wide EMI.

Major Minor, 6 Grafton St., Dublin. Tel: 77-1758. Home office: England.

Labels: ARV, Falcon, Jad, Major Minor, Riviera, Roulette, Toast.
Cartridge 4-track, 8-track, cassette: licensed through GRT (USA).

Pye Recs. (Sales) Ltd., 24 Mountjoy Sq., Dublin 1. Tel: 46441. Mktg. & Admin.: John Woods.

Labels: (owned) Pye; (distributed) Target.

Cassette & open reel: Pye.

Int'l labels represented: CBS, Warner Bros.-Seven Arts, Reprise, A&M, Vogue, Disneyland, Buena Vista, Marble Arch.

Saga, Broombridge Rd., Finglass, Dublin 11. Tel: 301-166.
Home office: England.

● music publishers

Midway Music, Grange, Mullingar, County Westmeath. Tel: Mullingar 8671. Dir.: Seamus Casey.

Segway Music, 4/7 Cathal Brugha St., Dublin 1. Tel: 46943. Mng. Dir.: Vincent J. Nordell; Dir.: Tom Costello; Sec'y: Miss B. Sheridan.

Int'l rep.: UK (Welbeck).

Walton's Musical Galleries, 2 N. Frederick St., Dublin. Tel: 47041. Mng. Dir.: Martin Walton.

● record & tape distributors, importers & exporters

Associated Rec'gs, Broombridge Rd., Finglass, Dublin 11. Tel: 301-166.
Home office: England.

Demese Recs. Ltd., 22 Ellis Quay, Dublin 7. Tel: 772315/6/7. Owner & Mng. Dir.: Jack Walsh; Mgr. Rec. Dept.: Tony McEvoy; Sales Mgr.: Dermot A. Breen.

Labels: Hallmark, Allegro (from Pickwick Int'l).
Dolphin Discs, 164 Capel St., Dublin. Tel: 72187.

Branch: 58 Stephen's St., Dublin. Tel: 53198.

Dolphin-Seal, 22 Marjboro St., Dublin. Tel: 46525.

Prop.: Joseph P. O'Reilly.

E M I (Ireland Ltd.), 23 Lower Dominick St., Dublin 1. Tel: 46108. Cable: JABBERMENT. Dir. & Gen. Mgr.: H. D. Christmas; Sales Mgr.: J. McCabe; Promo.: D. O'Rourke.

Labels: HMV, Capitol, Encore, Columbia, Parlophone, Regal-Zonophone, Harvest, Waverley, Bell, Command, Dot, Impulse, Paramount, Stateside, Tamla-Motown, Discourse, Dolphin, MGM, Immediate, Apple, Spin, Glenside, Diamond, Honey, Phoenix, Ember, United Artists.

Cassette: All EMI labels.

Tape playback equipment: HMV, Marconiphone, Aiwa.

Phonographs: HMV, Marconiphone, Aiwa.

Record accessories: Cleaning cloths (Emitex), record racks (Metrack).

Tape accessories: Emitape product.

Gael-Linn, 54 Sraid Grafton, Dublin.

Irish Rec. Factors Ltd., 9/10 Hanover St. East, Dublin 2. Tel: 779631. Cable: IREFACTS. Gen. Mgr.: M. H. Geoghegan. Promo.: Miss Phyl Mitton.

Labels: RCA, Philips Group, Vanguard, Mercury, Liberty, Island, Release, King, Emerald, Avoca, Outlet, Denver, Page One, Song, Phoenix, Topic, Transatlantic, Spoken Arts, Daily Express, Odhams, Univox, Viva, MCA, Uni, Deram, Argo, Turnabout, Vox, Rex, Chapter 1, Lyrita, Ace of Hearts, Monument, Vocalion.

Cassette: Philips, Fontana, Mercury, Caedmon, Vanguard, Visaphone, CBS, Chess, Immediate, Kama Sutra, Liberty/UA, Page One, Pye, Reprise, Warner Bros.-Seven Arts.

Record accessories: Cleaners (Philips, Watts).

Pye (Ireland) Ltd., Dundrum, Dublin 14. Tel: 984411. 46441. Mgr.: John Woods.

Labels: Pye, Target, CBS, Warner Bros.-Seven Arts, Reprise, A&M, Vogue, Disneyland, Buena Vista, Marble Arch.

Siemens (Ireland) Ltd., 49 Middle Abbey St., Dublin 1. Tel: 49975. Cable: SIEMENS.

Labels: DGG, Tetragrammaton.

Solomon & Peras, 2 Dame Ln., Trinity St., Dublin. Labels: Decca Group, Emerald, Major Minor, Release, Tribune, BBC Rec. Ent's., Ember, King, Island, President.

Symphonia, 56 Harcourt St., Dublin 2. Tel: 807383. Rep.: J. Curran.

Home office: England.

Labels: Music for Pleasure, Spin.

Siemens (Ireland) Ltd., 49 Middle Abbey St., Dublin 1. Tel: 49975. Cable: SIEMENS.

Labels: DGG, Tetragrammaton.

Solomon & Peras, 2 Dame Ln., Trinity St., Dublin. Labels: Decca Group, Emerald, Major Minor, Release, Tribune, BBC Rec. Ent's., Ember, King, Island, President.

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Symphonia, 56 Harcourt St., Dublin 2. Tel: 807383. Rep.: J. Curran.

Home office: England.

Labels: Music for Pleasure, Spin.

● service & supplies

PRESSING PLANTS

Carlton Prod'ns, Drimnagh Ind'l Estate, Long Mile Rd., Dublin 12. Tel: 505773. Mgr.: Robert McGraffan.

E M I, Ferrybank, Waterford. Tel: 4196. Mgr.: John Baker.

RECORDING & TAPE DUP. STUDIOS

An Comhlacht Taifeadadh, 2 & 26 Upper Mount St., Dublin 2. Tel: 63330.

Eamonn Andrews, Television Club, Harcourt St., Dublin 2. Tel: 58891. Dirs.: Eamonn Andrews, Dermot Cafferky, Lorcan Bourke, Fred O'Donovan; Gen. Mgr.: T. P. Walsh.

Peter Hunt, 130 St. Stephen's Green, Dublin. Silverpine, Bray, County Wicklow.

● phonograph manufacturer

Pye (Ireland) Ltd., Dundrum, Dublin 14. Tel: 984411.

EL SALVADOR

POPULATION: 3,140,000.
RATE OF EXCHANGE: \$1 (US) = 2.5 colones.
RADIO STATIONS: 25.
No. of radios: 400,000.
TV STATIONS: 2.
No. of TV sets: 35,000.
HOLIDAYS: Jan. 1, Easter Sunday, May 1 (Labor Day), May 10 (Mother's Day), Fiesta (July-Aug.), Aug. 3 (Worker's Day), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 5 (First Call to Independence), Dec. 25.
RECORDS:

Records imported from USA (CIF): 1968—\$52,775; 1967—\$66,610.

● record manufacturers

D I C E S A (Discos Centroamericanos S.A.) Blvd. Ejercito Nacional Km. 4, San Salvador. Tel: 27-0855. Cable: DICESA. Pres.: Jose Antonio Huff; Admin. Mgr.: Carlos Dreyfus Rodriguez; Sales Mgr.: Jorge J. Velado; Int'l: Gladis Larromana.

Label: DCA.
Int'l labels represented: RCA, UA, Motown, A&M, Disneyland (all USA); Hispavox (Spain).

I N D I C A (Industria de Discos Centroamericana), Eighth Ave. S., No. 126, San Salvador. Tel: 21-5684. Rep.: Luis A. Robles.

Home office: Costa Rica.
Lesser. Apdo. 104, San Salvador.

Labels: DCA.
Int'l labels represented: RCA, UA, Motown, A&M, Disneyland (all USA); Hispavox (Spain).

I N D I C A (Industria de Discos Centroamericana), Eighth Ave. S., No. 126, San Salvador. Tel: 21-5684. Rep.: Luis A. Robles.

Home office: Costa Rica.
Lesser. Apdo. 104, San Salvador.

Labels: DCA.
Int'l labels represented: RCA, UA, Motown, A&M, Disneyland (all USA); Hispavox (Spain).

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Home office: Costa Rica.
Lesser. Apdo. 104, San Salvador.

FINLAND

POPULATION: 4,700,000
PER CAPITA INCOME: \$1,220.
RATE OF EXCHANGE: \$1 (US)=4.18 markka.
NO. OF HOMES WITH RECORD PLAYERS: 250,000.
RADIO STATIONS: 1 government station (Oy Yleisradio) w/3 networks.
Type of programming: Program 1 (General Program) mostly serious programs, relays Program 2 at times. Program 2 mostly light music with hourly news bulletins. Program 3 same programming as Program 2, except in Swedish.
No. of Radios: 1,600,000.
TV STATIONS: 2 government networks; 12 channels.
Type of programming: 1st Network seen nationally, 2nd Network in South & Southwest Finland. 14 hours commercial programming per week. Mainor-TV-Reklam and independent program unit handles commercial programming, rents time from Yleisradio.
No. of TV sets: 750,000.
HOLIDAYS: Jan. 1, Good Friday, Easter Monday, Ascension Day, Whit Monday, Mid-Summer Day around Jun. 20, All Saints' Day (Saturday before 1st Sunday in Nov.), Dec. 6 (Independence Day), Dec. 25, 26.

RECORDS:
Records sold domestically: LP's 1968—474,000 units; 1967—226,699 units. EP's 1968—76,669 units; 1967—71,217 units. Singles 1968—425,416 units; 1967—463,932 units.

Records imported from USA (CIF): 1968—\$41,165; 1967—\$24,630.

Records imported from countries other than USA (CIF): 1968—\$642,020; 1967—\$453,000.

Records exported to USA (FOB): 1968—\$3,500; 1967—\$2,340.

Records exported to countries other than USA (FOB): 1968—\$45,050; 1967—\$28,200.

Stereo Sales: 50%.
Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer and manufacturer-to-retailer.

Type of promotion: Mainly on government radio and among retailers. Pop consumer magazine advertising used very little.

Juke Boxes: 2,700.
TAPE:

Market: Musicassettes were introduced here last fall. Most tape playback equipment is still traditional 2-track mono. Some 4-track models have been introduced recently. The growth of playback machines is likely to be greater than the growth of record players. This will very much affect record sales.

Pre-recorded tapes imported from all countries (CIF): 1968—\$86,410; 1967—\$33,710.

Pre-recorded tapes imported from USA: (factory value) 1967—\$7,900; 1966—\$6,920.

Pre-recorded tapes imported from countries other than USA: (factory value) 1967—\$25,900; 1966—\$20,250.

Pre-recorded tapes exported to all countries (FOB): 1968—\$3,670; 1967—\$3,010.

Pre-recorded tapes exported to USA: (factory value) 1967—\$720.

Pre-recorded tapes exported to countries other than USA: (factory value) 1967—\$2,290; 1966—\$477.

Average retail price per tape: 4-track cartridge—\$2.90; cassette—\$5.75; open reel (2 & 4-track)—\$5.75.

continued on page 304



barclay is still growing and spreading all over the world

barclay/japon

c/o king record company ltd. 12,2 941 31 11
chome otowa/bunkyo/kv/tokyo
directeur / m. schotaro kawazoe

barclay/u.s.a.

eddie barclay records inc.
1650 broadway new york n.y. 10019. 757 5557
directeur / m. fernandez
telex 02000

barclay/canada

disques barclay limitee
189, rockland road
ville montroyal / montréal 731 85 71
directeur / m. y. gadoua

barclay/italie

c/o societa italiana fonografica s.p.a.
via crivelli n° 20 / milano 20 122. 580 867
directeur / m. simontacchi

barclay/suisse

barclay record sa
14, rue du rovenay / genève 36 56 80
directeur / m. aubert
telex 04500

barclay/Allemagne

c/o metronome records gmbh
heldenkampsweg 76 b / hamburg 24 12 61
directeur / m. marco bachmann
telex 04100

barclay/espagne

compania fonografica espanola / discos barclay sa
augusto figueroa 39 / madrid 4. 221 53 21
directeur / m. milhaud

barclay/belgique

compagnie phonographique franco-belge/barclay/1 sa nv
31, rue du lombard / bruxelles 11 81 97
directeur / m. bral
telex 04600

barclay/hollande

b. nederland nv grammofoonplatenmaatschappij
singel 104 / amsterdam 23 43 61
directeur / m. maassen
telex 04400

continued

IMPORT/EXPORT REGULATIONS: No custom charges on goods imported from EFTA countries. There is however, a purchase tax of 12.4%. Goods from non-EFTA countries are carried with 12.4% purchase tax plus approximately 6% custom duty. No licenses needed, with the exception of Communist countries. Kari Helopaltio

● **record manufacturers**

Blue Master (see PSO).
Camden (see Discophon).
Columbia (see EMI).
Discophon, Takomontie 1B, Helsinki 37. Tel: 453007. Cable: DISCOY. Mng. Dir.: Johan Vikstedt; Sales & Promo.: Risto Kaijainen & Eeva Kayhko. Labels: RCA, Camden (budget).
Int'l labels represented: Disc'AZ (France), RCA (USA).
EMI, Suomen Osasto, Kuortaneenkatu 13, Helsinki 51. Tel: 765188. Mng. Dir.: Reino Backman; Sales & Pub.: Risto Backman.
Labels: Columbia, Parlophone.
Int'l labels represented: ABC (USA), Angel (UK), Apple (UK), Bell (USA), Blue Note (USA), Capitol (USA), Columbia (USA), Command (USA), Disneyland (USA), Dot (USA), Dunhill (USA), Electrola (West Germany), Ember (UK), HB Artist (Sweden), HMV (UK), Hoer Zu (West Germany), Immediate (UK), Imperial (USA), Impulse (UK), Jubilee (USA), Liberty (USA), Minit (USA), Odeon Scandinavia & Spain), Parlophone (UK), Pathe (France), Pickwick (USA), Plantation (USA), President (UK), Regal (UK), Stateside (USA), Stax (USA), Sunset (USA), Svensk-American (Sweden), Tamla-Motown (USA), United Artists (USA), Vista (USA), Die Volksplatte (West Germany), Waverly (UK), World Pacific (USA).
Int'l rep: Worldwide (EMI).
Fennica (see Suomen Saveltajat).
Finlandia (see PSO).
Finndisc, Mannerheimintie 16, Helsinki 10. Tel: 644877. Mng. Dir.: Rolf Kronqvist; Sales & A&R: Erik Lindstrom.
Label: Safir.
Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136. Cable: FINNLEVY. Sales Dir.: Osmo Ruuskanen; A&R: Toivo Karki & Jaakko Borg; Pub. & PR: Erkki Palli & Ritva Valkama.
Labels: Finnlevy, Rytmi, Savel, Shokki. Rytmi, Savel, Shokki.
Int'l labels represented: Amadeo (Austria), Argo (USA), Barclay (France), Buddah (USA), CBS (USA), Coral (USA), Cupol (Sweden), DGG (West

Germany), Decca (UK), Dux (Sweden), Fontana (Netherlands), Hallmark (UK), Heliodor (West Germany), Hispavox (Spain), Kama Sutra (USA), Karusell (Sweden), London (UK), MCA (UK), MGM (USA), Marmalade (UK), Mercury (USA), Monument (USA), Olga (Sweden), Page One (UK), Philips (Netherlands), Polydor (West Germany), Pye (UK), Reaction (USA), Riverside (USA), Scepter (USA), Sonora (Sweden), Svenska Ljud (Sweden), Sveriges Radio (Sweden), Swe-Disc (Sweden), Tetragrammaton (USA), Tip (West Germany), Track (UK), 20th Century-Fox (USA), Verve (USA).
Cassette: Finnlevy, Amadeo, Barclay, CBS, Decca, Mercury, Philips, Polydor.
Forward (see Love).
I B R A Radiolahetus, Pengerkatu 9, Helsinki 53. Tel: 715534. Mng. Dir.: Veikko Manninen; Sales & Studio: Rauno Liukkonen.
Int'l label represented: Pilgrim (USA).
Kansan Raamattuseura, PO Box 10348, Mikonkatu 8A, Helsinki 10. Tel: 650655. Pres.: Rev. Mauri Tiilikainen; Music Mgr.: Rev. Matti Kolehmainen.
Label: Sana ja Savel.
Love, Arinatie 8C, Helsinki 37. Tel: 454025. Dirs.: Otto Donner & Christian Schwindt; PR: Atte Blom.
Labels: (owned) Love; (distributed) Forward.
Int'l rep.: Sweden (Karusell).
Mikrolevy, Vesijarvenkatu 36, Lahti. Tel: 918-23708. Dir.: Pekka Nurmikallio.
Otava, Uudenmaankatu 8-12, Helsinki 12. Tel: 10471. Dept. Dir.: Paavo Haavikko.
P S O (Pohjoismainen Sähkö Osakeyhtiö), Vuorikatu 14, Helsinki 10. Tel: 12651. Cable: NEA. Dirs.: O. W. Rokkanen & Lauri Rokkanen; Music Dept. Dir.: Martti Piha; Pub. & PR: Ritva Liikonen.
Labels: Blue Master, Finlandia, Top Voice.
Int'l labels represented: Audio-Fidelity (USA), Chant du Monde (France), Cornet (West Germany), Counterpoint (USA), Elite Special (Switzerland), Erato (France), Music Minus One (USA), Negram-Delta (Netherlands), Reality, Riviera (France), Saga (UK), Vogue (France).
Parlophone (see EMI).
Pelastusarmeijan Kauppaosasto, Castrininkatu 24/26, Helsinki 53. Tel: 768355. Music Mgr.: Jarn Wahlstrom.
Label: Pelastussointuja.
Int'l labels represented: Festival (Sweden), Regal (UK).
Pelastussointuja (see Pelastusarmeijan Kauppaosasto).
Pohjoismainen Sähkö Osakeyhtiö (see PSO).
Polydor (see Finnlevy).
Prisma (see Ristin Voitto).
R C A (see Discophon).

R C A Camden (see Discophon).
Ristin Voitto, Kaunokkatie 28B, Tikkurila. Tel: 822971. Dir.: Unto O. Kunnas; Int'l Tape Rep.: Firma E. Mattsson, Stockholm, Sweden.
Label: Prisma.
Rytmi (see Finnlevy).
Safir (see Finnlevy).
Sahkoliikkeiden, Takomontie 1B, Helsinki 37. Tel: 453007. Cable: SLOY. Mng. Dir.: Erkki Korvenranta; Rec. Dept. Dir.: Johan Vikstedt; Pub.: Raimo Javanainen.
Int'l labels represented: Monument (USA), Reprise (USA), Telefunken (West Germany), Warner Bros.-Seven Arts (USA).
Sana ja Savel (see Kansan Raamattuseura).
Savel (see Finnlevy).
Scandia (see Scandia Musiikki).
Scandia Musiikki, Arinatie 8C, Helsinki 37. Tel: 458401. Cable: SCANDIAMUSIC. Mng. Dir.: Harry Orvoma; Dir.: Paavo Einio; Sales: Eric Forsmann; Pub. & PR: Arto Helismaa.
Labels: Scandia, Sonet.
Int'l labels represented: Ariola-Eurodisc (West Germany), Athena (USA), Atco (USA), Atlantic (USA), Baccarola, Chess/Checker/Cadet (USA), Durium (Italy), Elektra (USA), Epic (USA), Europa (West Germany), Folkways (USA), Gazell, Grand Prix, Hansa (West Germany), Island (UK), Knappupp (USA), Major Minor (UK), Megaphone (Sweden), Polar (Sweden), Roulette (USA), Scan-Disc (Sweden), Snurrskivan, Somerses (USA), Storyville (USA), Supraphone (Czechoslovakia), Vanguard (USA).
Int'l rep.: Scandinavia & UK (Sonet).
Shokki (see Finnlevy).
Sonet (see Scandia Musiikki).
Suomen Saveltajat, Hietaniemenkatu 2, Helsinki 10. Tel: 448509.
Label: Fennica.
Tammi, Hameentie 15, Helsinki 50. Tel: 716522. Mng. Dir.: Jari Hellemann.
Top Voice (see PSO).
W S O Y, Bulevardi 12, Helsinki 12. Tel: 643521. Gen. Dir.: Hannu Tarmio.
Westerlund Musiikkitalo, Mikonkatu 8, Helsinki 10. Tel: 10399. Mng. Dir.: Robert Westerlund; Prod'n: Seppo Plaami.
Label: W-Star.
W-Star (see Westerlund).

● **INDEPENDENT RECORD PRODUCERS**

Finnsound Prod'n, Arinatie 8, Helsinki 37. Tel: 542791. Mgr.: Aarno Rininen.
Forward, Vilho Vuorenkuja 26 C 21, Helsinki 50. Tel: 769398. Mgr.: Mauri Numminen.
Mainosmusiikki, Raatihuoneenkatu 10, Haneenlinna. Tel: 917-2644. Mgrs.: Veikko Salmi & Antti Hammarberg.

● **music publishers**

Coda (Edition), Ritokalliontie 8-16 P, Helsinki 33. Tel: 486007. Mgr.: Johan Vikstedt.
Fazer Musiikki, Aleksanterinkatu 11, Helsinki 10. Tel: 10751. Cable: MUSICFAZER. Mng. Dir.: Roger Lindberg.
J K C Music, Mellsteninranta A, Matinkyla. Tel: 425234. Mgr.: Jukka Kuoppamaki.
Levysaval, Vuorikatu 14, Helsinki 10. Tel: 12651. Mgr.: Lauri Rokkanen.
Levytukku Oy, PO Box 10178, Helsinki 10. Tel: 314912. Mgr.: N. E. Saarikko.
Libito, Frederikinkatu 32A, Helsinki 12. Tel: 14520. Mgr.: Harry Bergstrom.
This company represents: Ed. Luden (Sweden), Michael Jary (West Germany).
Lindstrom, Mannerheimintie 16, Helsinki 10. Tel: 644877. Mgr.: Erik Lindstrom.
Love Recs., Arinatie 8, Helsinki 37. Tel: 45401. Mgr.: Otto Donner.
Odeon, Kuortaneenkatu 13, Helsinki 51. Tel: 765188. Mgr.: Reino Backman.
Otava, Uudenmaankatu 8-12, Helsinki 72. Tel: 70471.
Scandia Musiikki, Arinatie 8, Helsinki 37. Tel: 45801. Mgr.: Paavo Einio.
Suomen Saveltajat, Hietaniemenkatu 2, Helsinki 10. Tel: 441101.
Westerlund Musiikkitalo, Mikonkatu 8, Helsinki 10. Tel: 10399. Mgr.: Robert Westerlund.

● **SHEET MUSIC PUBLISHERS**

Levytukku Oy, PO Box 10178, Helsinki 10. Tel: 314912. Gen. Mgr.: N. E. Saarikko.
Nuotti ja Kirja, P. Makasiininkatu 7, Helsinki 13. Tel: 630086.
Nuottipaino Juustinen, Luotsikatu 6, Helsinki 16. Tel: 628639.
Offset, Tehtaankatu 27/29, Helsinki 15. Tel: 659608.
Offset-Print, Veteraanintie 6, Uusmaki. Tel: 541713.
Tabor, Albertinkatu 31, Helsinki 18. Tel: 627193.

● **distributors**

Fazer Musiikki, Aleksanterinkatu 11, Helsinki 10. Tel: 10751.
Distributes: Musical instruments, sheet music.
Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136.
Labels: Discophon, EMI Group, Finndisc, Sahkoliikkeiden.
Levytukku Oy, PO Box 10178, Helsinki 10. Tel: 314912. Owner: N. E. Saarikko.
Distributes: Musical instruments, records (Triola).

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PSO, Vuorikatu 14, Helsinki 10. Tel: 12651.
Labels: Those represented by PSO & Scandia Musiikki.
Distributes: Flutes—Armstrong (USA); Metronomes—Cadenza (Switzerland); Big band instruments—Covesnon (France); Small instruments—Demusa (East Germany); Harmonicas—Excelsior (Italy); Amplifiers—Meazzi (Italy); Drums—Meazzi (Italy); Wind instruments—Selmer (France); Wind instrument sheet music—Boosey & Hawkes (UK), Molenaar (Netherlands).
 Ristin Voitto, Kaunokitie 28B, Tikkurila. Tel: 822971.
Distributes: IBRA product.
 Scandia Musiikki, Arinatie 8, Helsinki 37. Tel: 458401.
Distributes: Own product, beginning Jan. 1, 1970.
 Westerlund Musiikkitalo, Mikonkatu 8, Helsinki 10. Tel: 10399.
Distributes: Musical instruments, records.

● importers & exporters

RECORDS & TAPE

Braun Electric Finska AB, Karvaamoknja 3, Helsinki 37. Tel: 457785.
Imports: Braun phonographs.
 Concert Hall Society, Hameentie 157, Helsinki 56. Tel: 790022. Mng. Dir.: Harry Soderholm.
 Label: Concert Hall (budget).
 Discophon, Takomontie 1B, Helsinki 37. Tel: 453007.
 E M I, Suomen Osasto, Kuortaneenkatu 13, Helsinki 51. Tel: 735188.
 Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136.
Labels: Discophon, Sähköliikkeiden, EMI.
Cassette: Finnlevy, Aradeo, Barclay, CBS, Decca, Mercury, Philips, Polydor.
 F U G A, Frederikinkatu 34, Helsinki 13. Tel: 631240. Dir.: Ella Nuoto.
Labels: Cantate (West Germany), De Camera (West Germany), Harmonia Mundi (West Germany), Musica Sacre (Germany), Pelca (France), Studio SM (France), Turnabout (USA), Vox (USA), Wergo (West Germany).
 Kansankulttuuri, Simonkatu 8, Helsinki 10. Tel: 632861. Rec. Dept. Mgr.: Eeva Karanko.
Labels: Kniga (USSR), Melodia (USSR), Musa (Poland), Qualiton (Hungary).
 Kaukomarkkinat, Fabianinkatu 9, Helsinki 13. Tel: 13215.
 Tape: TDK (Japan).
 PSO, Vuorikatu 14, Helsinki 10. Tel: 12651.
 Tape: Siera (Netherlands).

Reader's Digest, Yronkatu 4, Helsinki 12. Tel: 649011.
Imports: Records.
 Sähköliikkeiden, Takomontie 1B, Helsinki 37. Tel: 453007.
Imports: Records.
 Scandia Musiikki, Arinatie 8, Helsinki 37. Tel: 458401.
Imports: Records.
 Tabor Musikforlaget, Albertinkatu 31B, Helsinki 18. Tel: 627193. Dir.: Bengt Lagerstam.
 Label: Hemmet's Stjarnor (Sweden).

MUSICAL INSTRUMENTS

Fazer Musiikki, Aleksanterinkatu 11, Helsinki 10. Tel: 10751.
Imports: Organs—Ahlborn-Orgel (West Germany), Nippon Gakki (Japan), Hammond (USA), Can Orlando Quagliardi (Italy), Figli Castelfidardo (Italy); Drums—Ludwig (USA); Wind Instruments—Buffet Crampon (France), Conn (USA), Henri Selmer (France); Flutes—Adler (East Germany), Kung Blockflutenbau (Switzerland); Pianos & flygels—Bosendorfer (Austria), Grotrian-Steinweg (Germany), Wilhelm Schimmel (West Germany), Steinway & Sons (West Germany), Nippon Gakki (Japan); Amplifiers—Dynaco (USA), Helmut Schaller (West Germany), Sonab (Sweden), Nippon Gakki (Japan); Various instruments—Boosey & Hawkes (UK).
Exports: Pianos—Fazer.
 Hallas-Piano, Frederikinkatu 34, Helsinki 10. Tel: 658077.
Imports: Pianos/flygels—Geyer (East Germany), Hoffman (West Germany), Petrof (Czechoslovakia), Seiler (West Germany), Weiss (West Germany); Organs—Eminent (Netherlands), Solina (Switzerland); Harmonicas—Moreshky (Italy), La Mediocca (Italy).
Exports: Pianos—Hellas.
 PSO, Vuorikatu 14, Helsinki 10. Tel: 12651.
Imports: Organs—Farfisa (Italy), Vox (UK); Pianos—Weinbach (Czechoslovakia); Wind instruments—Besson (UK), Chicago (USA), Grassy (Italy), Rampone (Italy), SML (France); Stringed instruments—Arai (Japan), General Music Strings (UK), Gretsch (USA), Guild (USA), Hagstrom (Sweden), Vox (UK); Drums—Arai (Japan), Besson-Stradford (UK), Beverley (UK), Gretsch (USA), Thiel (Mexico), Zildjan (USA); Amplifiers—Farfisa (Italy), Gretsch (USA), Guild (USA), Hagstrom (Sweden), Vox (UK); Harmonicas—Farfisa (Italy), Scandalli (Italy).
 Westerlund-Musiikkitalo, Mikonkatu 8, Helsinki 10. Tel: 10399.
Imports: Organs—Elka (Italy), Generali Electri

Musicale (Italy), Lowrey (USA), Welson; Drums—Autocrat, Premier, Slingerland; Amplifiers & Guitars—Burns, Dynacord, Epiphone, Framus, Marshall, Selmer.
 Westerlund-Pukkila, Mikonkatu 8, Helsinki 10. Tel: 10399.
Imports: Pianos/flygels—Alfred Knights, Baldwin (USA), Bechstein, Bentley, Ibach, Lindner, Nordiska, Rippen, Zimmerman; Organs—Baldwin (USA).
 Vallola, Linnankatu 26, Turku. Tel: 921-12313.
Imports: Pianos/flygels—Danemann (UK), Kawai (Japan), Malmsjö (Sweden), Niendorf (East Germany), Robinson (UK), Ronisch (East Germany), Sauter (West Germany), Waldheim (East Germany); Organs—Kawai (Japan), Livingston (UK).

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Automaattivuokraajat ry, Ilmarinkatu 12B, Helsinki 10. Tel: 499616.
 Automaattiyhdistys ry, It. Puistotie 6B, Helsinki 14. Tel: 61169.
 Finlands Festivals, Unioninkatu 28, Helsinki 10. Tel: 12531.
 Finnish Music Information Center, Kampinkatu 8C, Helsinki 10. Tel: 646563.
 Musical Society of Turku (Sibelius Museum), Piispankatu 15, Turku.
 Musiikkialan Tuottajaliitto (for record manufacturers), Mikonkatu 13, Helsinki 10. Tel: 666726.
 Raha-automaattiyhdistys, Mariankatu 9, Helsinki 17. Tel: 658700.
 Savonlinna Music & Opera Festival, Satamakatu 3, Savonlinna. Tel: 23492/3.
 Sibelius Fund & Finnish Composers, Hietaniemenkatu 2, Helsinki 10. Tel: 448509.
 Sulasol, Kluuvikatu 8A, Helsinki 10. Tel: 637010.
 Suomen Jazz-liitto, Box 10034, Helsinki 10.
 Suomen Musiikkikauppiasliitto (for record retailers), Kauppakatu 22, Kuopio.
 Suomen Musiikkien Liitto (Musicians' Union, Uudenmaankatu 36 Helsinki 12. Tel: 657337.
 Suomen Soitinalan Tuottajaliitto ry, Mikonkatu 13A, Helsinki 10. Tel: 666726.
 Suomen Soitinteollisuusyhdistys (for musical instrument manufacturers), Mariankatu 26B, Helsinki 17. Tel: 639386.

CATALOG SERVICES

Urpo Sarrinen, Olavinlinnantie 4, Helsinki 90. Tel: 33316.

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Kirjapaino E. Kuronen, Takkatie 5, Helsinki 37. Tel: 453893.
Tilgman, Annankatu 18, Helsinki 12. Tel: 642211.

MUSIC LICENSING ORGANIZATION

T E O S T O, Hietaniemenkatu 2, Helsinki 10. Tel: 441101.

POLYETHYLENE BAGS

Amerplast, Vehmainen, Tampere.

PRESSING PLANTS

Finnvox, Arinatie 8, Helsinki 37. Tel: 454521. Mgr.: Erkki Ertesuo.

RECORDING & TAPE DUP. STUDIOS

Aanitoisto, Michelininkatu 19B, Helsinki 10. Tel: 494111. Mgr.: Harry Jokilehto.
Filmiaani, Annankatu 16E, Helsinki 12. Tel: 626142. Mgr.: E. Englund.
Finnvox, Arinatie 8, Helsinki 37. Tel: 454521. Mgr.: E. Ertesuo.
Levytystudio Kirja, Kirjatyöntekijank. 10, Helsinki 17. Tel: 14375. Mgr.: Leo Lindblom.
Microvox, Vesijärvenkatu 36, Lahti. Tel: 918-23708. Mgr.: P. Nurmikallio.
Novovox, Makitorpantie 28, Helsinki 64. Tel: 725725.
P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Mgr.: M. Piha.
Scandia Studio, Sturenkatu 4, Helsinki 51. Tel: 763868. Mgr.: J. Salo.

SLEEVES/JACKETS

Art-Print, Elimaentie 9, Helsinki 51. Tel: 711733.
Kirjapaino E. Kuronen, Takkatie 5, Helsinki 37. Tel: 453893.
Lito-Print, Pikkalantie 5, Laajalahti. Tel: 515297.
Nova, Tehtaankatu 29, Helsinki 15. Tel: 658968.
Offset Tehtaankatu 27/29, Helsinki 15. Tel: 659608.
Painoporrass, Castreninkatu 3, Helsinki 53. Tel: 768437.
Tilgmann, Annankatu 18, Helsinki 12. Tel: 642211.

● **musical instrument manufacturers**

Elektrofoto, Annankatu 16, Helsinki 12. Tel: 640317. Product: Microphones.
Elektromusiikki, Kulosaarenpuistotie 52, Helsinki 57. Tel: 688636. Product: Amplifiers.
Harmonikka Osakeyhtio, Asentajankatu 5, Kouvola. Product: Harmonicas.
Kitarateos, Tehtaankatu 5, Helsinki 14. Tel: 666059. Product: Guitars.
Landola, Box 2, Pietarsaari. Product: Guitars.
Lepiston Urheilu ja Musiikki, Forssa. Product: Amplifiers.
Sarco, Vironkatu 12 Helsinki 17. Tel: 61061. Product: Amplifiers.

FRANCE

POPULATION: 50,000,000.
PER CAPITA INCOME: \$3,000.
RATE OF EXCHANGE: \$1 (US)=4.95 francs.
NO. OF HOMES WITH RECORD PLAYERS: 36% of households.
RADIO STATIONS: 4 commercial, 1 government (3 AM, 2 FM).
Type of programming: The one ORTF station operates on 3 wavelengths with a different program on each. France Inter (AM/FM) is the popular program featuring a high percentage of popular music of which 90% is recorded. France Music (FM) features classical and contemporary music, and France Culture (AM/FM) cultural programs. There is no commercial radio in France, but the peripheral commercial stations (Europe No. 1 and Radio Luxembourg) each broadcasting a high percentage of popular music (95% recorded), are received in northern and central France. Two other southern peripheral stations, both commercial (Radio Monte Carlo in Monaco and Radio des Valleees in Andorra) feature a high pop record content in their programs and are received in southern France. A recent cutback in airplay has been given to foreign product on state radio.
Radios: 22,000,000.
TV STATIONS: 2 government channels.
Type of programming: There is a trend toward increasing emphasis on popular music on both channels with a predominance of miming to playbacks.
No. of TV sets: 8,390,000.
HOLIDAYS: January 1, May 1 (Labor Day), July 14 (Bastille Day), November 1 (All Saints Day), November 11 (Armistice Day), December 25 (Christmas), Mardi Gras, Mi-Careme, Easter, Ascension, Whit Monday, Pentecost.

RECORDS:

Records sold domestically: 12" LP's 1968-14,147,325 units; 1967-11,244,830 units. 7", 7 1/2" & 10" LP's 1968-6,443,648 units; 1967-3,842,106 units. EP's 1968-17,425,526 units; 1967-21,944,906 units. Singles 1968-15,780,842 units; 1967-9,562,536 units. Total pre-tax value of all records sold in France 1968-\$51,583,800; 1967-\$46,026,200.
Records imported from USA (CIF): 1968-\$468,165; 1967-\$347,559.
Records imported from all countries (including USA): 1968-600,000 units; 1967-350,000 units.
Records exported to USA (FOB): 1968-119,707 units, \$181,719; 1967-64,873 units, \$100,114. Total record exports in 1968 and 1967 represented 16% of total company turnover (3% to countries in the franc zone, 13% to other countries).
Average retail price per record: LP's-\$4.24; EP's-\$1.80; Singles-\$1.27.
Stereo sales: 37.4% of total sales.
Record club sales: 4.5% of total sales (approximately \$3,000,000).
Discounting: Free market.
Type of distribution: Manufacturer-to-retailer mainly. Rackjobbing in supermarkets is expanding rapidly.
Type of promotion: State radio & TV and the commercial Radio Luxembourg, Europe 1, Radio Andorra and Radio Monte Carlo are main broadcast promotion channels. Some promotion in youth-aimed magazines; new National Hit Parade, industry-sponsored, is widely used. American product sells in France largely through radio exposure, while TV plays more important role in promotion of French product. Discotheques are becoming increasingly important to expose and sell beat product.
Juke boxes: 35,000.

TAPE:

Market: Philips dominates the market, producing for most of the major companies. In 1968 they manufactured some 1,000,000 cassettes. Musidisc has approximately 50% of the 8-track cartridge market which is rapidly growing. After a trial period, 4-track has almost completely disappeared from the market and sales for prerecorded open reel tapes are very slow. There are an estimated 600,000 tape recorders in use, 36% of which are cassette players produced by Philips. Most playing equipment is imported from Japan, Italy and the US.

Average retail price per tape: cartridge 8-track-\$9-\$13.80; cartridge 4-track-\$6.40-\$13.80; cassette-\$7; open reel-\$11 (mono)-\$12.80 (stereo).

IMPORT/EXPORT REGULATIONS: Copies of all records have to be deposited with the National Phonoteque's legal depository, Michael Way

● **record manufacturers**

A F A (Artistes Francais Associees), 23 Rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.52.47. Pres.: Freddy Carrara.
A R E A (see RCA).
A Z, 32 Rue Francois 1, Paris 8. Tel: ELY 90.06. Pres.: Roger Creange; Gen. Mgr.: Lucien Morisse; Pop A&R: Jean-Yves Guihal; Classical A&R: Jean Hamon; Comm'l Mgr.: Jo Milgram; Promo. & Int'l Dir.: Barbara Baker.
Labels: (owned) AZ, BAM; (distributed) Saravah, Young, Goody, Mashprof, Sunny.
Int'l labels represented: Angelicum, Belter, Herman Brauer, Consul, Double Shot, Hungaraton, Qualiton, Super K, T-Neck, Viscojon.
Int'l reps.: Algeria (Discodis), Arab countries (EMI Lebanon), Austria (Centrocord), Belgium (Vogue), Canada (Transcanada), Denmark (Hede Nielsen), Finland (Discophon), French Africa (Discodis), Germany (Deutsche Vogue), Greece (Columbia), Israel (Hataklit), Italy (SAAR), Mexico (Gamma), Morocco (Somidex), Norway (Nera), Portugal (Trinidad), South America (Fermata), Spain (Hisvovox), Sweden (Electra), Switzerland (Vogue), Tunisia (Discodis), Turkey (Gramophon).
Ades, 141 Rue La Fayette, Paris 10. Zone: 75. Tel: 878.05.31/72.92. Pres.: Lucien Ades; Artistic Dir.: Jacques Pradere; Pub. Dir.: Monique Navratil.
Labels: (owned) Ades, Anthologie Sonore, Domaine Musical, Florilege, Petit Menestrel, Poetes d'Aujourd'hui; (distributed) Disneyland, Vista.
Int'l reps.: Belgium (Disco-Livret), Canada (Archambault), Japan (Philips), Switzerland (Disques Office), USA (Everest).
Agorilla (see Le Chant du Monde).
Akue (International Disques), 64 Rue de Richelieu, Paris 2. Zone: 75. Tel: 742.32.84. Chm.: Gerard Akueson.
Label: Akue (African recordings).
America (see Musidisc-Europe).
Anthologie Sonore (see Ades).
Argo (see Decca).
Arion (see CED & CBS).
R A M (see AZ).
Bagatelle, 10 Rue Washington, Paris 8. Zone: 75. Tel: 256.17.99. Pres.: Denis Bourgeois.
Barclay, 143 Av. de Neuilly, Neuilly-sur-Seine. Zone: 92. Tel: 722.60.30. Cable: BARCLAYDISC. Pres.: Eddie Barclay; Gen. Mgr.: Hubert Ballay; Artis-

tic Dir.: Jean Fernandez; A&R Mgr.: Gerard Cote; Commercial Mgr.: Jo Milgram; Adv. Mgr.: Sophie Caillon; Prod'n Mgr.: Marcel Romanet; A&R Int'l Mgr.: Bernard de Bosson; Admin. & Personnel Mgr.: Henri Rossi.

Int'l branches: Belgium, Netherlands, Switzerland.

Labels: (owned) Barclay, Classic; (distributed) Monestier, Black & Blue, Meys.

Cartridge 8-track: imported from USA—shared with CED.

Cassette: made by Philips.

Int'l labels represented: Areito (Cuba), Atlantic (USA), BT Puppy (USA), Bang (USA), Buddah (USA), Compass (USA), Douglas (USA), Elenco (Brazil), Gamma (Canada), HiFi (USA), Forma (Brazil), Jubilee (USA), Monument (USA), Musidisc (Brazil), RiFi (Italy), Supraphon (Czechoslovakia), Transatlantic (UK), 20th Century-Fox (USA), Vanguard (USA), Yameta Prod'ns.

Int'l reps: Algeria (Diffusion), Argentina (Disc Jockey), Austria (Amadeo), Brazil (RGE), Canada (Barclay), Czechoslovakia (Supraphon), Denmark (Tono), Finland (Finnlevy), Germany (Metronome), Greece (Helladisc), Israel (Hed Arzi), Italy (RCA), Japan (King), Lebanon (SLD), Mexico (Orfeon), Morocco (Somidex), Norway (Nordisc), Spain (Barclay-Sonoplay), South Africa (EMI), Sweden (Metronome), Turkey (Grunberg), Venezuela (El Palacio de la Musica).

Bel-Air (see Musidisc-Europe).

Belier (see Radio-Programmes SA & CED).

Belvedere (see Elysee).

Black & Blue (see Barclay).

Black & White (see RCA).

Blue Note (see Liberty/UA).

Boite a Musique (BAM), 133 Blvd. Raspail, Paris 6. Zone: 75. Tel: 548.16.12. Pres.: Albert Levi Alvares; Dir. & Int'l: Odile Levi Alvares; Pub.: R. Planet; Promo.: G. Dewing.

Labels: La Fine Fleur, Voix et Images.

Int'l rep.: Japan (Nippon Columbia).

Byg (see Promodisc).

C B S, Rue Freycinet, Paris 16. Zone: 75. Tel: 727.26.45. Pres. & Gen. Mgr.: Jacques Souplet; Asst. Mng. Dir.: Jean Quennec; Int'l A&R: Henri Renaud; Classical A&R: George Kadar; Mktg. Mgr.: Francois Dacla; Mgr., Promo. & Pub.: Christian Deffes; Mgr., Int'l & Domestic Prods.: J. Ferrari; Export: Yucco Masson.

Labels: (owned) CBS, Epic, Date, Ode, Direction, Okeh, Versailles, Odyssee, Masterworks; (distributed) Temporel, JMT, Arion, Maxi.

Int'l labels represented: Blue Horizon, Jad, Major Minor, Milestone, Vee Jay, Wergo.

C E D (Compagnie Europeenne du Disque), 19 Rue Sover, Neuilly-sur-Seine. Zone: 92. Cable: CEDISC. Pres.: Eddie Barclay; VP: Hubert Bailly; Dir. & Sales: Gerard Deserbais; Gen. Dir. & Riviera A&R: Leo Missir; Classical A&R: Michel Garcin; Adv.: Sophie Caillon; Promo.: Alain Marouani; Int'l Sales & Promo. Mgr.: Cyril Brilliant.

Int'l branches: Belgium, Canada, Italy, Switzerland.

Labels: (owned) Arion (distributed by CBS), Jag, Riviera; (distributed) Erato, CMF, Palmars, Jacques Canetti, Belier.

Cartridge 8-track: imported from USA—shared with Barclay.

Cassette: made by Philips.

Int'l labels represented: Amadeo, Atco (USA), Chess (USA), Checker (USA), Argo, Cadet (USA), Stax (USA), Tempo, Vanguard popular (USA).

Int'l reps: Algeria (Diffusion), Argentina (Disc Jockey), Austria (Ariola), Belgium (Barclay), Brazil (Musidisc), Canada (Barclay), China (Guozhi Shudan), Colombia (Codiscos), Costa Rica (Kapp), Denmark (Tono), Eire (Major Minor), Finland (PSO), Germany (Ariola), Italy (SIF), Japan (King), Lebanon (SLD), Morocco (SOMIDE), Netherlands (Bovema), New Zealand (Action), Norway (Nor-Disc), Poland (Ars Polona), Portugal (Radio Triunfo), Puerto Rico (Kapp), Rumania (Artimex), Spain (Sonoplay), Sweden (Sonet), Switzerland (Barclay), Turkey (Grunberg), United Arab Republic (Sono Cairo), UK (Major Minor), USA (Kapp), U.S.S.R. (M-K), Venezuela (Volnet), Yugoslavia (Y-K).

C M F (see CED).

Camden (see RCA).

Capitol (see Pathe Marconi).

Carrere, 14 Rue Lincoln, Paris 8. Zone: 75. Tel: 256.05.22. Dir.: Claude Carrere. (Distributed by Philips).

Cercle des Collectionneurs (see Guilde Int'le du Disque).

Chanson d'Orphee (see Vogue).

Le Chant du Monde, 32 Rue Beaujon, Paris 8. Zone: 75. Tel: 924.67.73. Cable: CHAMODISC. Pres. & Gen. Mgr.: Jean Roire; Asst. Gen. Mgr.: Jean Mialthe; Pop A&R: Mme. Yvette Loreille; Classical A&R: Georges Boyer; Sales & Mktg.: Andre Mercier; Pub., Adv. & Promo.: Melle Anne Marical.

Labels: (owned) Le Chant du Monde; (distributed) Valois, Agorilla, La Voix de l'Auteur, Melodia.

Cassette: Le Chant du Monde made by Philips (recorded material from France, USA, USSR, Spain).

Int'l labels represented: Folkways (USA), Cantata (Germany), Barenreiter (Germany), Melodia (USSR).

Int'l reps: Greece (General Publ'g Co. Ltd.),

Spain (Hispavox), Sweden (Lyra), USA (Monitor, Vanguard, Nonesuch).

Charlin, 15 Av. Montaigne, Paris 8. Zone: 75. Tel: 225.01.37. Mng. Dir.: Andre Charlin; Gen. Sec'y: Mme. Martzel; Pub.: Charles Gurnaude.

Label: Charlin (distributed by Festival).

Clartes (see Office Catholique du Disque).

Classic (see Barclay).

Club des Grandes Vedettes (see Guilde Int'le du Disque).

Cochon d'Inde (see Vogue).

Colgems (see RCA).

Columbia (see Pathe-Marconi).

La Compagnie, 11 Rue Magdebourg, Paris 16. Zone: 75. Tel: KLE 53.13, POI 46.69. Gen. Mgr.: Norbert Saada; A&R Dir.: Jose Bartel. (Distributed by Festival).

Concert Hall (see Guilde Int'le du Disque).

Contrepoin (see Vogue).

Critere, 3 Rue de Faubourg St. Honore, Paris 8. Zone: 75. Tel: 265.11.37. Pres.: Roland Douvaite.

Cycnus (see Decca).

D M O, 12 Av. Soeur Rosalie, Paris 13. Zone: 75. Tel: 402.29.07. Pres.: M. Cartayrade; A&R: M. Pinchard; Sales Dir.: M. Charrier.

Date (see CBS).

Decca (Societe Francaise du Son), 30 Rue Beaujon, Paris 8. Zone: 75. Tel: 924.19.01 & 924.33.60. Cable: DECCADIS. Pres.: Andre Jeanneret; Sales Dir.: Claude Boutin; Adv.: Mary Burlet; Promo. & Mktg.: Claude Gagniere.

Labels: (owned) Decca, Deram, London, Argo, Vega; (distributed) Cycnus.

Cartridge 8-track: self-mfd.

Cassette: made by Philips.

Int'l labels represented: Artone, Zafiro. (SEE ADVERTISEMENT)

Deese Folk Star (see Festival).

Deller Rec'gs, Saint-Michel de Provence (04). Tel: St. Michel 33. Execs.: Alfred Deller, Bernard Coutaz; Classical A&R: Alfred Deller; Sales & Mktg.: Bernard Coutaz; Int'l: Jacques Meunier. (Distributed by Harmonia Mundi).

Home office: UK.

Int'l reps: Australia (World Rec. Club), Austria (Harmonia Mundi), Belgium (Harmonia Mundi), Germany (Harmonia Mundi), Italy (Ricordi), New Zealand (World Record Club), Portugal (Belter), Spain (Belter), USA (RCA).

Deram (see Decca).

Hughes Desalle (Realisations Sonores), 4 Villa du Pont de Grenelle, Paris 15. Zone: 75. Tel: 842.56.76. Mng. Dir.: Hughes Desalle.

Labels: Disques Culturels Francais, Francais de Notre Temps, Hommes d'Auhourd'hui.

Deutsche Gramophon (see Polydor).

Direction (see CBS).

Discophiles Francais (see Pathe-Marconi).

Walt Disney Prod'ns (France), 44 Av. des Champs Elysees, Paris 8. Zone: 75. Cable: MICKMOUSE. Gen. Mgr.: Armand Bigle; Asst.: Joseph Geoffray.

Labels: Disneyland, Vista. (Distributed by Ades).

Disneyland (see Walt Disney & Ades).

Disques Culturels Francais (see Desalle).

Disques du Cavalier (see Harmonia Mundi).

Domaine Musical (see Ades).

Ducretet-Thomson (see Pathe-Marconi).

E M I (see Pathe-Marconi).

Elan (see Gamma).

Elysee, 96 Rue Thiers, Boulogne-Billancourt. Zone: 92. Tel: 825.30.94. Mng. & Sales Dir.: Genevieve Geffray; Publ'g Dept. Head: George Solovieff; A&R Dir.: Meinhard Winkler.

Labels: (owned) Elysee; (distributed) Belvedere.

Int'l reps: Austria (Centrocord), Switzerland (Phonag), UK (Tudor).

Epic (see CBS).

Erato (Disques), 60 Rue de la Chaussee d'Antin, Paris 8. Zone: 75. Tel: B74.7B.71. (Distributed by CED).

Int'l rep.: Greece (General Publ'g Co. Ltd.).

Fashion (see Vogue).

Festival (Disques de France), 3 Rue de Gramont, Paris 2. Zone: 75. Tel: 742.96.10. Pres.: Pierre Duprat; Gen. Dir.: Andre Chagneau; Variety A&R: Roger Marouani; Sales Dir.: J.L. Dasque; Adv. Mgr.: A. Tisserand; Press Officer: Monique Perou.

Labels: (owned) Festival, Totem; (distributed) Charlin, La Compagnie, Deese Folk Star, Disques JS, Mouloudji, Perides, Serizier.

Cassette: Festival made by Philips.

Int'l labels represented: Sicomerciana (Argentina), W&G (Australia), Symphonie Tone (Austria), Cassio Muniz (Brazil), Palette (Belgium), Canusa (Canada), Metronome (Denmark), Vergara (Spain), RSL (UK), Artone (Netherlands), Alvorada (Portugal), CGD & Ricordi (Italy), Cupol (Sweden), Cornet (Germany), Mira (USA), Jamie-Guyden (USA), Calla (USA), Hickory (USA).

Int'l reps: Argentina (Sicomerciana), Australia (W&G), Belgium (Artone, Gramophone & Palette), Brazil (Chantecler), Canada (Archambault, Canusa & RCA), Denmark (Morks & Metronome), Israel (Gal Ron), Italy (CGD & Ricordi), Japan (Nippon Columbia), Lebanon (SLD), Mexico (Gamma), Netherlands (Artone), Portugal (Radio Triunfo), Switzerland (Musikvertrieb), Turkey (Alquadis), West Germany (Ariola, Metronome), Spain (Vergara), USA (Playette, MGM).

La Fine Fleur (see Boite a Musique).



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Flèche, 45 Rue Pierre Charron, Paris 8. Zone: 75. Tel.: 359.93.22. Pres.: Claude Francois. Mng. Dir.: E. Eschenlohr. (Distributed by Philips).
 Florilege (see Aedes).
 Folklore de France (see Vogue).
 Folklore du Monde (see Vogue).
 Fontana (see Philips).
 Français de Notre Temps (see Desalle).
 Gala des Varietes (see Guilde Int'l du Disque).
 Gamma Int'l, l'Emitage de l'Hautil par Triel-sur-Seine. Zone: 78. Gen. Dir.: Jean Pierre Orfino. Home office: Canada. Labels: Gamma, Elan. Cartridge 8-track: Gamma.
 Goody (see Promodisc & AZ).
 Guilde du Jazz (see Guilde Int'l du Disque).
 Guilde Internationale du Disque, 97 Rue Jean-Jaures, Levallois-Perret. Zone: 92. Tel: 737.29.86. Cable: GUILDISQUE PARIS. Pres.: Wladimir Fradkin; Dir. & Sales Mgr.: Daniel Beneditte; Prod'n Dir.: Claude Chuteau; A&R Mgr.: Dorel Handman; PR Dir.: Georges Brisset; Adv. & Promo.: Agence Propart, 4 Rue de Vienne, Paris 8. Labels: Cercle des Collectionneurs, Club des Grandes Vedettes, Concert Hall, Gala des Varietes, Guilde du Jazz, Histoire Vivante, Invitation a la Musique, Phonothèque de l'Histoire, Ronde des Enfants.
 Harmonia Mundi SA, Saint-Michel de Provence (04). Tel: St.-Michel 33. Pres. & Mng. Dir.: Bernard Coutaz; Admin.: Josette Esposito; Classical A&R & Int'l: Jacques Meunier; Sales & Mktg.: Brutus Decup; Adv.: Jacques-Jules Ledoux; Pub.: Atelier Harmonia Mundi; Promo.: Gilbert de Reynaud; Tape: Pierre Studer. Labels: (owned) Harmonia Mundi, Musique de Tous les Temps, Orgues Historiques, 30-18, Opus; (distributed) Disques du Cavalier, Musique Vivante, Deller Rec'gs. Int'l labels represented: Arcophon (Italy), Dell'er Rec'gs (UK). Int'l reps.: Australia (World Rec. Club), Belgium (Schott Freres), Canada (Yves Courville SA), Germany (Harmonia Mundi), Italy (Arcophon), Japan (Universal Corp.), Sweden (Waidede), Switzerland (Torre).
 Harvest (see Pathe-Marconi).
 Histoire Vivante (see Guilde Int'l du Disque).
 Homere (Disques et Editions Musicales), 3 Cite Magenta, Paris 10. Zone: 75. Tel.: (010331) 208.93.80. Gen. Mgr.: Michel Herault; Artistic Dir.: Jean Fernandez. Label: Homere. Int'l labels represented: Berry New Music, Ashford, Sepia.
 Hommes d'Aujourd'hui (see Desalle).
 Horizon (see Vogue).
 Imperial (see Liberty/UA).
 Les Industries Musicales et Electriques Pathe-Marconi (see Pathe-Marconi).
 Invitation a la Musique (see Guilde Int'l du Disque).
 Iramac France, Rue des Tilleuls 17bis, Boulogne sur Seine. Zone: 92. Tel: 408.59.61/2. Dir.: Samama Aurele; Sec'y Gen.: Duvernay Bernard; Sales & Mktg.: Hevin Gerard. Labels: Iramac, Relax, Soul Sound. Int'l labels represented: Auditorium (USA), Center (Germany), Dover (USA), Europa, MPS (Germany), Muza (Poland), Pelca (Switzerland), Somerset, Starday (USA), Top Five.
 J M T (see CBS).
 J S (Disques) (see Festival).
 Jacques Conetti (see Radio-Programmes SA & CED).
 Jag (see CED).
 Jazz Selection (see Vogue).
 Jericho (Disques), (Centre Chretien du Disque—Les Editions du Cerf), 29 Blvd. de Latour-Maubourg, Paris 7. Zone: 75. Tel: 468 30 53.
 Kangourou (see Vogue).
 Leo the Lion (see MGM).
 Liberty (see Liberty/UA).

Liberty/UA Recs., 7 Rue de la Pepiniere, Paris 8. Zone: 75. Tel: 387.35.85/49.06. Cable LIBRECORD. Mng. Dir.: Eddie Adams. Home office: USA. Labels: Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, Sunset, Talespinners, United Artists, United Artists Int'l, United Artists Latino, World Pacific, World Pacific Jazz. (Liberty product distributed by Pathe-Marconi; United Artists product distributed by Philips).
 Int'l reps.: Argentina (EMI), Australia (Festival), Austria (Ariola), Belgium (Grammophone, Artone), Brazil (RCA, Som), Canada (London Recs., The Compo Co.), Chile (Philips), Colombia (Fuentes), Denmark (EMI), Ecuador (Ind. Fonografica Ecuatoriana), El Salvador (DICESA), Finland (EMI), Germany (Liberty/UA), Greece Music-Box), Guatemala (DICESA), Hong Kong (Colonial Trading Co.), India (Gramophone), Israel (CBS), Italy (BellDisc-Italiana, Carosello), Japan (Toshiba, King), Lebanon (Les Fils de G. Haddad), Mexico (Gamma, Musart), Netherlands (Bovema, Artone), New Zealand (Festival), Norway (EMI), Peru (El Virrey), Philippines (Dyna Prods., Home Int'l Development Corp.), Portugal (Radio Triunfo), Singapore (Chiang Huat, Diamond), South Africa (Teal, Trutone), Spain (Hispanovox), Sweden (EMI), Switzerland (EMI), Thailand (Sugree), UK (Liberty/UA), Uruguay (Sondor), Venezuela (Buena Musica, El Palacio de la Musica).
 Line, 5 Rue du Bois de Boulogne, Paris 16. Zone: 75. Tel: 704.53.53. Pres.: Louis Gaste. Int'l reps.: Belgium (Gramophone), Italy (Carisch), Switzerland (Musikvertrieb), USA & English speaking countries (Capitol).
 Loisirs (see Vogue).
 London (see Decca).
 Lumen (see Studio SM).
 M G M, 37 Rue Condorcet, Paris 9. Zone: 75. Tel: 878.78.00. Cable METROFILM. European Rep.: John E. Nathan. Home office: USA. Labels: MGM, Verve, Verve/Forecast, Metro, VSP, Leo the Lion. (Distributed by Polydor). Cassette: MGM made by Philips (distributed by Polydor).
 M N D (see Radio-Programmes SA).
 M P D Prod'ns Sonores (Mirliton Prod'ns Disques), 35 Av. du Bac, La Varenne St. Hilaire. Zone: 94. Tel: (1) 883.53.29. Cable MPD. Mng. Dir.: Mme. Pondouise; Artistic Dir.: Maurice Pon. Labels: MPD, Mirliton. Int'l rep.: Belgium (Fonior).
 Magali, 33 Rue de la Rochefoucauld, Paris. Zone: 75. Tel: 744.77.35. Pres.: Jean Lenoir; Studio Mgr.: Mme. Alice Lenoir.
 Mandy Music, 95 Rue Championnet, Paris 18. Zone: 75. Tel: 255.49.95. Dir.: Jack Robinson, Georges Chatelain & Bernard Estardy.
 Mashprof (see AZ).
 Masterworks (see CBS).
 Maxi, 67 Rue de Provence, Paris 9. Zone: 75. Tel: 874.19.41. Pres.: Gerard Tournier. (Distributed by CBS).
 Melodia (see Le Chant du Monde).
 Mercury (see Philips).
 Metro (see MGM).
 Meys, 10 Rue St. Florentin, Paris 1. Zone: 75. Tel: 742.44.34. Pres.: Gerard Meys; Mng. Dir.: Jacques Boyer. (Distributed by Barclay).
 Minit (see Liberty/UA).
 Mirliton (see MPD).
 Mode (see Vogue).
 Monestier (see Barclay).
 Monte Carlo (see Vogue).
 Mouloudji (see Festival).
 Musidisc (see Musidisc-Europe).
 Musidisc-Europe, 7 Rue Traversiere, Courbevoie. Zone: 92. Tel: 333.59.49. Pres.: Philippe Thomas; Int'l Mgr.: Pierre Beriot. Labels: Musidisc, Bel-Air, Visadisc, Score, America. Cartridge 8-track & cassette: Musidisc (Bel-Air, Visadisc, Score, America released on Musidisc

tape label)—self-mfd.
 Int'l labels represented: Cetra, Vox, Debut, Turnabout, Fantasy, Galaxy.
 Int'l reps.: Belgium (Sonobel), Italy (Cetra), Switzerland (Disc Office), USA (Italy). (SEE ADVERTISEMENT)
 Musique de Tous les Temps (see Harmonia Mundi).
 Musique Vivante, St. Michel de Provence (04). Tel: St.-Michel 33. Pres.: Gen. Mgr. & Classical A&R: Diego Masson; Sales & Mktg.: Bernard Coutaz; Pub.: Rudolf Ruby; Promo.: Pierre Boulez; Int'l: Jacques Meunier. Branch: Paris 12, Blvd. de la Bastille, 12bis. Tel: NAT 67.23. Label: Musique Vivante (distributed by Harmonia Mundi). Int'l labels represented: Belgium (Harmonia Mundi), Germany (Harmonia Mundi), Italy (Arcophon), USA (RCA).
 National (see President).
 O C O R A (Office de Co-operation Radiophonique), 46 Rue d'Amsterdam, Paris 9. Zone: 75. Tel: 285.11.11. Gen. Dir. ORTF: Jacques-Bernard DuPont; Gen. Dir.: Francois Cardin; Gen. Sec'y: Georges Ridoux. Label: Ocora.
 Ode (see CBS).
 Odeon (see Pathe-Marconi).
 Odysee (see CBS).
 Office Catholique du Disque, 31 Rue de Fleurus, Paris 6. Zone: 75. Tel: 548.49.95. Pres.: Guy Dupuy; Gen. Sec'y & A&R Dir.: Jacques Berthier; Sales Dir.: Herve de Laubier; Pub.: Genevieve Flusin. Labels: (owned) Unidisc, Pastorale et Musique; (distributed) Clartes.
 l'Oiseau-Lyre (Editions de), Les Remparts, Monte Carlo, Monaco. Tel: (93) 30 09 44. Gen. Dir.: J. B. Hanson. Int'l rep.: UK (Decca).
 Okeh (see CBS).
 Opus (see Harmonia Mundi).
 Orgues Historiques (see Harmonia Mundi).
 Orpheo-Disques, 24 Rue Assalit, Nice. (Distributed by Vogue).
 Int'l label represented: Vox.
 P D G, 68 Rue Edouard Nortier, Neuilly. Zone: 92. Pres.: Daniel Gerard. (Distributed by Philips). Branch: (studio) 134 Blvd. Haussman, Paris 8. Tel: 227.64.53.
 P C P (see Vogue).
 Pacific (see Vogue).
 Palmares (see CED).
 Paris (see President).
 Parlophone (see Pathe-Marconi).
 Pastorale et Musique (see Office Catholique du Disque).
 Pathe (see Pathe-Marconi).
 Pathe-Marconi (Les Industries Musicales et Electriques), 19 Rue Lord Byron, Paris 8. Zone: 75. Tel: 225.53.00. Cable GRAMOPHONE. Telex: 28161. Pres.: Francois Minchin; Comm'l Dir.: Jacques Helard; Prod'n Dir.: Jacques Simeon; Pop A&R Dir.: Pierre Bourgois; Classical A&R Dir.: Peter V. de Jongh; Int'l: Jean-Jacques Timmel; Export: Alain Normand; Import: Michel Delorme; Legal Dept.: Michele Lazare. Labels (owned) Columbia, Discophiles Français, Ducretet-Thomson, Pathe, Trianon, Voix de Son Maitre, Plaisir Musical, Odeon; (affiliated) Capitol, Harvest, Parlophone, Regal, Stateside; (distributed) Liberty product. Cassette: Made by Philips. Int'l labels represented: ABC (USA), Acta (USA), Africambian (Cameroons), Amy (USA), Antar (Uruguay), Baidaphon (Lebanon), Les Bantous de la Capitale (Congo), Bell (USA), Bluesway (USA), Cairophon (UAR), Cameo (USA), Capitol (USA), Caracol (Chile), Chariot (USA), Command (USA), Contemporary (USA), Dolton (USA), Dot (USA), Downey (USA), Dunhill (USA), DynoVoice (USA), Elf (USA), Fairmont (USA), Frankie Music (Belgium), Gazell (Sweden), Goldwax (USA), Good Time Jazz (USA), Goodtime (USA), Gordy (USA), Honor Brigade (USA), Immediate (UK), Impulse (USA), Ivanhoe (USA), Jed (USA), Jerden (USA), Jewel (USA), Jugoton (Yugoslavia), Lucky 11 (USA), Lyra (Greece), Mala (USA), Minaret (USA), Motown (USA), Murco (USA), Musicland (USA), New Voice (USA), OK Jazz (Congo), Paramount (USA), Parkway (USA), Paula (USA), Philly Groove (USA), Plantation (USA), Prestige (USA), Regal Zonophone (UK), Rotate (USA), Round (USA), SSS Int'l (USA), Sansu (USA), Senate (USA), Sentar (USA), Showplace (USA), Sidewalk (USA), Silver Fox (USA), Sonet (Sweden), Soul (USA), Soutelphar (UAR), Sphere Sound (USA), Starbird (USA), Steed (USA), Stenco (Congo), Sumpter (USA), Tamla (USA), Tangerine (USA), Telefunken (Germany), Tomorrow (USA), Toshiba (Japan), Tou-Sea (USA), Tower (USA), Uptown (USA), VIP (USA), Voix de l'Orient (Lebanon), Voix d'Islam (UAR), Voix du Liban (Lebanon), Windy (USA). Int'l reps.: Austria (Terraphon), Bolivia (Discolandia), Canada (Capitol), Colombia (Codiscos), Czechoslovakia (Artia), Dominican Republic (Tonos), Ecuador (Ind. Fonografica Ecuatoriana), Israel (Palestine Orient), Japan (Toshiba), Mexico (Capitol), New Zealand (Reed), Nicaragua (Sonido), Peru (EMI), Philippines (Dyna Prods.), Portugal (Valentin de Carvalho, Radio Triunfo), Thailand (Kamol Sukosol), UAR (Sono Cairo), UK (Delysee), USA (Capitol), Uruguay (R & R

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Gioscia), Yugoslavia (Jugoton); World-Wide exclusive of preceding (EMI).
 Pergola (see Philips).
 Perides (see Festival).
 Petit Menestrel (see Ades).
 Philips, 6 Rue Jenner, Paris 13. Zone: 75. Tel: 707.75.28. Cable: PHILIDISC. Pres.: Georges Meyerstein-Maigret; Dir. Gen.: Louis Hazan; Pop A&R Dir.: Jean-Jacques Tilche; Classical A&R Mgr.: Igor Maslowsky; Comm'l Dir.: Jacques Caillart; Pub. Mgr.: Robert Laplace; PR Dir.: Andre Asseo; Technical Dir. & Custom Pressing: Edmond Lang; Int'l Mgr.: Roger Marouani.
 Int'l branch: Netherlands.
 Labels: (owned) Fontana, Mercury, Philips, Pergola; (distributed) Carrere, Fleche, PDG, Somethin' Else, United Artists product.
 Cassette & mini-cassette: Philips, Mercury, Fontana, Carrere, Fleche—self-mfd. Minimal amount imported from West Germany & Netherlands. Half of the Philips France product is exported to Europe, Canada, the Middle East & Africa, principally the franc zone.
 Open reel: DMS.
 Int'l labels represented: Beacon (UK), Connoisseur (USA), Ember (UK), Island/Stable (UK), Mercury (USA), Page One (UK), Palette (Belgium), President (UK).
 Phonotheque de l'Histoire (see Guilde Int'l de Disque).
 Pingouin (see Vogue).
 Plaisir Musical (see Pathe-Marconi).
 Poetes d'Aujourd'hui (see Ades).
 Polydor, 2 Rue Cavallotti, Paris 18. Zone: 75. Tel: 522.05.39. Cable: POLYDORDISC. Gen. Mgr.: J. Kerner; Admin. Dir.: H. Simon; A&R & Promo. Head: Henri Belolo; A&R Mgrs.: J. Bedos & R. Bennett; Classical A&R Dir.: R. Ducarre; Sales & Mktg.: Claude Paulin; Pub. & Adv.: Guy d'Heudieres; Int'l Label Mgr.: Andre Poulain.
 Labels: (owned) Polydor, Deutsche Grammophon, Triomphe; (distributed) MGM product.
 Cassette: 80% imported from Germany, remainder produced in France by Philips.
 Int'l labels represented: A&M (USA), Abnak (USA), Ades (France), Archiv (Germany), Canetti (France), DGG (Germany), Heliodor (Germany), King (USA), Kama Sutra (USA), Riverside (USA), Tetragrammaton (USA).
 President, 30 Rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.49.20. Cable: PRESIDENTDISC. Pres.: Jean Moura; A&R Dir.: Roger Samyn; Comm'l Mgr.: Mme. Cats; Pub. Mgr.: Jacqueline Begou.
 Labels: Paris, President, National, Roy.

Promodisc (Societe), 29 Av. de Friedland, Paris 8. Zone: 75. Tel: 359.66.03. Pres.: Jean Georgakarakos; Mng. Dir. & Int'l: Jean Luc Young; A&R Mgr.: Roger Fennings.
 Labels: Byg, Goody (distributed by AZ).
 Int'l labels represented: Action (UK), B&C (UK), Bam Bam Prod'ns (UK), Big T (UK), Bright Orange (USA), Crown (USA), Esoteric (UK), Event (USA), Everest (USA), Hollywood (USA), Kent (USA), Look (USA), Modern (USA), NMC (UK & USA), Orpheum (USA), Pama (UK), Pickwick (UK & USA), Plexium (UK), Savoy (USA), Stable (UK), Starday (USA), Sundi (USA), Transatlantic (UK), Viva (USA), Xtra (UK & USA).
 R C A (Societe AREA), 49 Av. Hoche, Paris 8. Zone: 75. Tel: 227.16.34. Cable: AREADIS. Pres.: Andre Jeanneret; Sales Dir.: Claude Gagniere; Adv.: Mary Bulet.
 Labels: RCA, Camden, Colgems, Victrola, Vintage, Black & White.
 Cartridge 8-track: 90% imported from USA & Italy, 10% produced in France. (SEE ADVERTISEMENT)
 R O G, 7 Rue St. Lazare, Paris 9. Zone: 75. Tel: 878.76.96. Pres.: Marcel d'Anella; Gen. Mgr.: Roger Airaut; A&R: Daniele Brua, Marc Degat, Benny Layne.
 Radio-Programmes SA, Faubourg Saint-Honore 252, Paris 8. Zone: 75. Tel: 227.60.24. Cable: JACCANETTI. Pres., Mng. Dir. & A&R: Jacques Canetti; Promo.: Francoise Canetti; Tape: Jose Ponce. (Distributed by CED).
 Labels: (owned) Jacques Canetti, Belier; (distributed) MN.
 Int'l firm represented: Gamma (Canada).
 Reflets (see Studio SM).
 Regal (see Pathe-Marconi).
 Relax (see Iramac).
 Rigolo (see Salvador).
 Riviera (see CED).
 Ronde des Enfants (see Guilde Int'l de Disque).
 Roy (see President).
 S E M I, 5 Rue Lincoln, Paris 8. Zone: 75. Tel: 359.50.90. Pres.: Rolf Marbot.
 S M (see Studio SM).
 Salvador, 6 Place Vendome, Paris 1. Zone 75. Tel: 073.87.05. Pres.: Jacqueline Salvador; Gen. Dir.: Henri Salvador.
 Label: Rigolo.
 Saravah, 15 Av. Hoche, Paris 8. Zone: 75. Tel: 227.00.89 Mng. Dir.: Pierre Barouh; Gen. Sec'y: Fernand Borrso. (Distributed by AZ).
 Int'l rep.: USA (MCA).
 Score (see Musidisc-Europe).
 Serizier (see Festival).
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Metropolitaines, 3 Rue Rossini, Paris 9. Zone: 75. Tel: 770.21.78. Pres. & Gen. Mgr.: Pierre Francois Ribert.

Micro, 13 Rue Washington, Paris 8. Zone: 75. Tel: 225.43.03/04. Pres.: N. Henon.

Mills France Sarl, 67 Rue de Provence, Paris 9. Zone: 75. Tel: 874.19.41. Home office: USA, Mills Music. Affiliate: Gerard Tournier.

Le Minotaure, 128 Rue de Vaugirard, Paris 6. Zone: 75. Tel: 222.41.15. Pres.: Mme. Rolande Bismuth-Filiat.

Ivan Mogull Music Assocs., c/o SACEM, 10 Rue Chaptal, Paris 9. Zone: 75. Home office: USA.

Moisson (see Chaillot).

Monica (Eds.), 4 Rue Lincoln, Paris 18. Zone: 75. Tel: 359.06.02. Mng. Dir.: Rolf Marbot. Affiliate: SEMI. Int'l firms represented: American Metropolitan Ent's. (USA), Kassner Assoc'd Publ'rs (UK).

Montparnasse 2000, 27 Rue Brea, Paris 6. Tel: 325.02.02, 326.41.72/64.85. Gen. Prof. Mgr.: Louis Delacour.

Edwin H. Morris Sarl, 4 Rue d'Argenson, Paris 8. Zone: 75. Tel: ANJ 56.05. Mgr.: Georges Roquier. Home office: USA.

Mouloudji (see Sibecar).

Music 18 (see Bagatelle).

Musique Pour L'Image, 77 Rue du Fg. Saint-Martin, Paris 10. Zone: 75. Tel: 206.99.39. Pres.: Robert Viger; Prof. Mgr.: Jean-Pierre Girard. Int'l firms represented: De Wolfe (UK), Sylvester (UK). Int'l rep.: UK (De Wolfe).

Northern Songs (see Gerard Tournier).

Nouvelles Editions Contemporaines (see Contemporaines).

No. 57 (Eds.) (see Tutti).

l'Oiseau-Lyre, Les Remparts, Monto Carlo, Monaco Prop.: J. B. Hanson.

Ouvrieres, 12 Av. Soeur Rosalie, Paris 13. Zone: 75. Tel: 402.29.07. Pres.: M. Cartayrade; Dir.: M. Villette; Artistic Dir.: M. Pinchard.

Pacer (France) (see Gerard Tournier).

Palace Sarl (Eds. Musicales), 89 Rue La Boetie, Paris 8. Zone: 75. Tel: 924.81.93. Gen. Mgr.: Andre Rambeaud. Int'l firms represented: Burlington, Palace (UK). Int'l reps.: Australasia (Palace Music Ltd., Australia), Austria (Burlington Musikverlag GmbH., Germany), Benelux (N.V. Palace Music Holland, Netherlands), Canada (Burlington Music

continued on page 312

HITS?

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● supplies & services

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Cocelam, 13 Rue Perier, Montrouge. Zone: 92. Tel: 253.24.40.
 Dihor, 142 Rue du Faubourg Saint-Denis, Paris 10. Zone: 75. Tel: 607.44.77.
 Gaillard, 21 Rue Ch. Lecocq, Paris 15. Zone: 75. Tel: 828.41.29.
 Grandin, 72 Rue Marceau, Montreuil. Zone: 93. Tel: 328.99.90.
 Image et Son, 3 Rue des Rigoles, Paris 20. Zone: 75. Tel: 636.43.32.
 Melovox, 33 Rue de Vouille, Paris 15. Zone: 75. Tel: 828.06.20.
 Radiotechnique, 51 Rue Carnot, Suresnes. Zone: 92. Tel: 772.51.00.
 S.D.R.M., 67 Quai Paul Doumer, Courbevoie. Zone: 92. Tel: 333.62.00.
 Schneider, 12 Rue Louis Bertrand, Ivry/Seine. Zone: 94. Tel: 482.43.87.
 Sonitec, 93 Rue des Moines, Paris 17. Zone: 75. Tel: 627.92.14.
 Supertone, 34 Av. de l'Opera, Paris 1. Zone: 75. Tel: OPE 17.19.
 Teppaz, 170 Blvd. de la Croix Rousse, Lyon. Zone: 69.
 Branch: Paris 10, 106 Rue La Fayette. Zone: 75. Tel: 208.65.30.

GERMANY, EAST

POPULATION: 17,012,000.

● record manufacturers

Deutsche Schallplatten (VEB), Reichstager 4-5, 108 Berlin. Tel: 22-50-71.
 Record Playing, Kurt Ehrlich, Otto Gedlichstr. 25, Pirna Copitz.

● music publishers

Breitkopf & Haertel (VEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: 27311.
 Deutscher Verlag fuer Musik (VEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: 27311.
 Harth Musik Verlag, PO Box 467, Karl-Liebknechtstr. 12, 701 Leipzig. Tel: 32612. Cable: MUSICA. Pres.: Carl-Ernst Teichmann.
 Affiliate: Pro Musica.
 Friedrich Hofmeister (VEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: 27966.
 Lied der Zeit (VEB), PO Box 1515, Hankestr. 3, 102 Berlin. Tel: 425081. Cable: Lied der Zeit. Pres.: Herbert Taeschner.
 Neue Bachgesellschaft, Internationale Vereinigung, Postschliessfach 727, 701 Leipzig. Tel: 7351. (New Bach Society).
 Branch: West Germany.
 Neue Musik, Leipzigerstr. 26, 108 Berlin. Tel: 22 50 51.
 Peters (Ed.), (VEB), Talstr. 10, 701 Leipzig. Tel: 25953.
 Pro Musica (see Harth).

IMPORTERS & EXPORTERS

Deutscher Buchexport & Import, Leninstr. 16, 701 Leipzig.
 Lied der Zeit (VEB), PO Box 1515, Hankestr. 3, 102 Berlin. Tel: 425081. Pres.: Herbert Taeschner. Exports: Tape.

ASSOCIATION & PROFESSIONAL ORGANIZATION

Association of German Composers & Musicologists, Leipzigerstr. 26, 108 Berlin.

GERMANY, WEST

POPULATION: 58,000,000.

RATE OF EXCHANGE: \$1 (US) = 3.98 Deutsch Marks.
 NO. OF HOMES WITH RECORD PLAYERS: 60% of households.

RADIO STATIONS: 14 medium wave (Europa-Welle & Hansa Welle), 12 FM.
 No. of radios: 32,000,000.

TV STATIONS: 3 channels.

No. of TV Sets: 14,000,000 black & white; 400,000 color.

HOLIDAYS: Jan. 1, June 17 (East Berlin Rising), Nov. 2 (Day of Atonement), Dec. 25, 26 (Christmas), Easter Monday, Whit Monday.

RECORDS:

Records sold domestically: 30-cm. LP's 1968-33,400,000 units (up 37.4% from 1967); 1967-24,300,000 units. 25-cm. LP's 1968-400,000 units (down 55.6% from 1967); 1967-900,000 units. EP's 1968-3,200,000 units (down 55.6% from 1967); 1967-5,100,000 units. Singles 1968-31,900,000 units (up 17% from 1967); 1967-27,200,000 units. Total domestic record sales up 19.8% from 1967 to 1968.

Records manufactured for domestic & export sale: 30-cm. LP's 1968-42,500,000 units (up 29.2%

from 1967); 1967-32,900,000 units. 25-cm. LP's 1968-500,000 units (down 66.7% from 1967); 1967-1,500,000 units. EP's 1968-4,500,000 units (down 38.4% from 1967); 1967-7,300,000 units. Singles 1968-37,200,000 units (up 5.1% from 1967); 1967-35,400,000 units. Total record manufacture up 9.9% from 1967 to 1968.

Records imported from USA (CIF): 1968-\$757,453; 1967-\$757,200.

Records exported to USA (FOB): 1968-827,586 units, \$1,199,277; 1967-708,056 units, \$1,003,316.

Records exported to all countries (including USA): 1968-11,300,000 30-cm. LP's; negligible 25-cm. LP's; 400,000 EP's; 5,200,000 singles. 1967-9,400,000 30-cm. LP's; 500,000 25-cm. LP's; 900,000 EP's; 7,600,000 Singles. Although LP export was up 20.2% from 1967 to 1968, total exports were down 8.2%.

Average retail price per record: LP's-\$1 to \$5.25; EP's-\$0.96 and \$2; Singles-\$1.25.

Stereo sales: LP's-96%; Singles-6%.

Record club sales: 12%.

Discounting: 14% to 20%.

Type of distribution: Manufacturer-to-retailer predominates; also manufacturer-to-wholesaler-to-retailer.

Juke boxes: 65,000.

TAPE:

Market: The cassette market is about a year old and specific sales statistics are not available, but sales in 1968 are estimated at \$2,500,000. The Philips system prevails.

Type of distribution: Manufacturer-to-wholesaler-to-retailer and manufacturer-to-retailer predominates. There are a few rack jobbers, most of them inland among electrical equipment shops, bookstores, etc.

Wolfgang Spahr

● record manufacturers

A M S (see L. Schwann).

Abanori-Schallplatten, Burgstr. 21, Nuernberg. Tel: (0911) 22 77 56. Owner: Heinz Schiegl; Sec'y: Clara Troester; Sales & Mktg.: H. Lang; Pub.: Herbert Raab; Eng.: Heinz Meyer.

Int'l labels represented: Be-Ge Recs.

Int'l rep.: Switzerland (Oversea).

Acondor, Bei der Schilleroper 5-7, 2 Hamburg 50. Gen. Mgr.: Harald Goettsche; Sales: Eric Storz; Pub. & Press.: Dirk Hellweg.

Branch: Bein Gruenen Jaeger 10a, 2 Hamburg. Tel: (0411) 43.63.55.

Label: Acondor (distributed by Deutsche Oversea).

Int'l rep.: USA, Herb Wittka, 7607 W. Green-tree Rd., Milwaukee, Wis.

Amati (see Schallplatten-Dienst).

Ams-Studio (see L. Schwann).

Archiv (see Deutsche Grammophon Gesellschaft).

Ariola (see Ariola-Eurodisc & Eurodisc).

Ariola-Athena (see Ariola-Eurodisc & Eurodisc).

Ariola-Eurodisc, Arabella-Haus, 8 Munich-Bogenhausen. Tel: (0811) 91 10 71. Mng. Dirs.: Egmont Lueftner, Friederich Schmidt; Sales: Friedrich Schmidt; Int'l Div.: Nobby Vahrenholz; Pop A&R: George Ehmke; Classical A&R: Fritz Ganss; Press & Promo.: Willi Klofat. (Also see Eurodisc).

Labels: Ariola, Ariola-Athena, Baccarola, Ember-Ariola, Eurodisc, Hansa, Melodia-Eurodisc, President, Riviera.

Labels available on tape: Ariola, Eurodisc, Baccarola.

Int'l labels represented: President (UK), World Record Club (UK), Negram (Netherlands), Ariston (Italy), Clan-Celentano (Italy) Fonit-Cetra (Italy), Vergara (Spain), Laurie (USA), Delta (Netherlands), HAVOC (Netherlands), Durium (Italy).

Int'l reps: Australia (W&G), Austria (Ariola), Belgium (Barclay), Canada (Canadian Music Sales), Denmark (Metronome), UK (Disc-Imports), Finland (Scandia), Netherlands (Negram), Italy (Fonit-Cetra), Norway (Nor-Disc), South Africa (Teal), South Tyrol (Wagner), Sweden (Cupol), Switzerland (Musikvertrieb), USA (Deutschland-sender Chicago & German News).

Ariston (see Eurodisc).

Aronda, Oberurselerstr. 27a, 6375 Oberstedten/Ts. Contact: Guenther Mueller.

Avant Garde, 23 Neideckstr., 8000 Munich 60. Tel: (0811) 87 78 67. Cable: RAHNPRODUCTIONS.

Gen. Mgr.: Eckart Rahn.

Int'l branch: USA.

Baccarola (see Ariola-Eurodisc & Eurodisc).

Baerenreiter, Heinrich-Schuetz-Allee 29/37, 35 Kassel-Wilhelmshoeh. Tel: (0561) 3.00.11. Gen. Mgr.: Wolfgang Matthei; Sales Mgr.: Joachim von Hecker; Prod'r: Michel Bernstein.

Labels: Baerenreiter-Musicaphon, Laudinella, Valois (distributed by Vereinigte).

Baerenreiter-Musicaphon (see Baerenreiter).

Bel Air (see Bellaphon).

Bella Musica (see Multiklang & Schallplatten-Dienst).

Bellaphon, c/o Reidel & Co., Zeil 123, 6 Frankfurt/Main. Tel: (0611) 28.71.14 & 29.16.34. Gen. Mgr.: B. Zivanovic; Prod'n Mgr.: Roland Schneider.

Labels: Bel Air, Bellaphon, Belvedere, Musidisc, Super-Majestic, Typic, Visadisc.

Belvedere (see Bellaphon).

Bertelsmann, 483 Guetersloh. (distributed by Eurodisc).

Labels: Bertelsmann, Gong, Marcato, Parnass,

SR-Int'l.

Int'l labels represented: Amadeo (Austria).

Int'l reps.: Austria (C. Bertelsmann), Switzerland (Arcadia).

Blue Note (see Liberty).

C B S, Sontraerstr. 18, 6 Frankfurt/Main NO 14. Tel: (0611) 41 71 21. Mng. Dir.: Bernhard Mikulski; Pop A&R: Rudolf Kreuzer & Fritz Paletta; Press & Promo.: Ingo Sieff.

Branches: CBS, 1000 Berlin 31. Tel: (0311) 883-2852. Mgr.: Martha-Anne Glantz; CBS, 2000 Hamburg 13. Tel: (0411) 457-400. Mgr.: Hedy Schaeztle; CBS, 8000 Munich 12. Tel: (0811) 538-0304. Mgr.: Ursula Franz.

Int'l labels represented: Backbeat, Bell, Date, Duke, Epic, Gordy, Musicor, Okeh, Ode, Peacock, Song Bird, Soul, Sureshot, Tamla-Motown, VIP, Westminster.

Int'l rep.: Columbia Res Int'l.

Calig, Werderring 6, 78 Freiburg. (distributed by Vereinigte).

Int'l reps: Austria (Faehrmann), Switzerland (Baerenreiter).

Camarata, c/o Moeseler Verlag, Hoffmann-von-Fallerslebenstr. 8, 334 Wolfenbuettel. Tel: (05331) 22684. Cable: MOESELVERLAG. Dir.: Karl Heinrich Moeseler; Classical A&R: Friedrich Wilhelm Seifert; Sales & Mktg.: Heinz Gemmel; Pub.: Juergen Koehel; Int'l: Reinhard Huch. (distributed by Deutsche Austrophon).

Int'l branch: Switzerland.

Int'l rep.: USA (Elektra).

Cantagallo (see Italia).

Cantate, Heinrich-Schuetz-Allee 33, 35 Kassel-Wilhelmshoeh. Tel: (0561) 3.00.13. Gen. Mgr.: Dietfried Mundry; Sales Mgr.: Helmut Fricke; Prod'n: Ulrich Zimmer & Wilhelm Ehmman. (distributed by Vereinigte).

Capitol (see Electrola).

Casino (see Deutsche Oversea).

Center (see Saba).

Cetra (see Eurodisc).

Christiana, Postfach 406, 8000 Munich 13. (distributed by Vereinigte).

Christophorus, Hermann-Herderstr. 4, 78 Freiburg. (distributed by Deutsche Austrophon).

Labels: Christophorus, Lumen, Studio SM.

Int'l reps.: Austria (Amadeo), Belgium (Basart), Netherlands (Basart), Switzerland (Finsterwald & Cantacuzene).

Columbia (see Electrola).

Concert-Hall, Elbingenstr. 1-3, 6000 Frankfurt/Main. Conti (see Schallplatten-Vertrieb Delmenhorst).

Cornet, Sonnenweg 9, 5062 Forsbach b. Cologne. Tel: 02.205/29.30. Gen. Mgrs.: Heinz Gietz & Guenther Ilgner; Sales Mgr.: Rudolf Engleder; Tech. dir.: Wolfgang Hirsohmann; Pub.: Guenther Ilgner.

Crede, c/o Verlag Junge Gemeinde, Staffenbergstr. 38, 7000 Stuttgart 1. Contact: E. Schwinghammer.

Int'l reps.: Austria (Wartburg), Switzerland (Christ).

D G G (see Deutsche Grammophon Gesellschaft).

D S G (see Deutsche Schallplatten-Gemeinschaft).

Da Camera, Hollmuthstr. 48, 6903 Neckargemuend. (distributed by Deutsche Austrophon).

Decca (see Teldec).

Deram (see Teldec).

Deutsche Austrophon, 2840 Diepholz/Hann. Tel: (05 441) 344. Gen. Mgr.: Rolf Neumann Jr.; Sales Mgr.: Ulrich Wilke.

Labels: (owned) Elite Special, MCE, Pelka, Swiss Jazz, Triola; (distributed) Camerata, Christophorus, Da Camera, Hippo, Jupiter.

Int'l reps.: Austria (Centrocord), Switzerland (Turicaphon).

Deutsche Grammophon Gesellschaft mbH (DGG), Rothenbaumchaussee 5, 2 Hamburg 13. Tel: 44 17 91. Cable: GRAMMOPHON. Mng. Dir.: Richard Busch; Admin. Mgr.: Reinhart Stehn; A&R Mgrs.: Oskar Drechsler; Classical Mktg.: Michael v. Garczynski; Sales: Heinz Holle; Sales & Mktg. Budget Labels: Fritz Warncke; Adv. Mgr.: Klaus Eggetmeyer; Promo.: Larry Yaskiel (Antenna PR); Tape (cassettes): Peter Danneberg; Mktg., Int'l Labels: Michael v. Winterfeldt; Mktg., Nat'l Labels: Werner Klose.

Labels: (owned) Deutsche Grammophon Gesellschaft, Archiv, Polydor, Literarisches Archiv, Musique Royale, Heliodor, Karussell, Karussell-Goldlabel; (distributed) tip.

Tape: Deutsche Grammophon, Polydor.

Int'l labels represented: A&M, Buddha, Chess, Herifage, Kama Sutra, King, MGM, Riverside, Storyville, Tetragrammaton, Vault, Verve, Verve/Forecast.

Deutsche Oversea Recs. Schallplatten GmbH, Muntpratstr. 18, PO Box 31, 775 Konstanz. Tel: 45 17. Gen. Mgr.: Michel Liber; Asst.: Alice Liber; Sales Mgr.: J. Baer.

Labels: (owned) Oversea; (distributed) Acondor, Casino, Hilt Ton, Royal, Topas, WAM.

Int'l firms represented: Amico (Italy), Athenee (Greece), CA.DI (Italy), Campi (Italy), DET (Italy), Italmusica (Italy), Maietti (Italy), Mama (Italy), Marfer (Spain), Melody (Greece), MPMC (Italy), Primary (Italy), Ribalta (Italy), Ricordi (Italy), Rigolo (France), Ri Fi (Italy), Roman Rec. (Italy), Said (Italy), Silver (Italy), Sonor (Italy), Sunstar (Italy), Select (Greece), Saint Martin (Italy), Tank (Italy), Tiffany (Italy), Togo (Italy), Variety (Italy), Vedette (Italy), Vis Radio (Italy), Zephyr (Italy).

Deutsche Saga-OPP-Schallplatten, Caesarstr. 6210, 5
Cologne-Bayenthal. Tel: (0104) 9211-721066.
Branch: England, Saga.
Label: Saga.

Deutsche Schallplatten-Gemeinschaft GmbH (DSG),
Spreestr. 1, Darmstadt. Tel: (06151) 85086.
Mng. Dir.: Arnd Goecke.

Labels: Impression, Meteor.
Deutsche Tanzmusik, Ohmstr. 8, 8000 Munich 23.
Prod'r: Hans Lang.

Labels: Edig, Euxex, Freiton, Royal Splendid.
Int'l reps.: Austria (Royal), Canada (Royal),
Italy (Royal), Switzerland (Royal), UK (Royal).

Deutsche Vogue Recs., Zur Muehle 2, 5021 Gross-
koenigsdorf b. Cologne. Tel: (02234) 3961.
Gen. Mgr.: Guy Khavessian; Prod'n Mgr.:

Manno Ullrich; Press & Promo.: Peter De-
burba; Int'l: Manno Ullrich & Philipps Sautot;
Export: Philippe Sautot.

Branches: 2 Hamburg 1 Schopenstehl 22. Tel:
32 20 25/26-43 Essen, Dreilindenstr. 79. Tel:
22 64 69.-6 Frankfurt/Main, Pfortenstr. 45.
Tel: 41 40 03.-8 Munich, Klenzestr. 37. Tel:
26 16 38.-1 Berlin-Lichterfelde, Holbeinstr.
42. Tel: 73 64 42, 7 73 52 42.

Label: Vogue.

Int'l labels represented: Autumn, BT Puppy,
Blue Cat, Caramba, Cellograf-Simp, Celson,
Collection du Chat Botte, Collection du Musee de
l'Homme, Congress, Contrepoint, Conversaphone,
Disc'AZ, Dixieland Jubilee, Everest, GNP Cres-
cendo, Hispavox, Horizons, Jazz Selection, Jolly,
Josie, Jubilee, Line, MK, Michel-Ange, Mode
Int'l, Musette Club, Music, Negram, Orphee,
PC, Pacific, Pacific Junior, Paulette, Phono-
color, Piccadilly, Penguin, Pop, Premier,
Primavera, Pye, Red Bird, Roulette, SP, Simon,
Stella, Strike, Style, Swing, Tico, Visages de
France, Visages du Monde, Vogue, Vogue
France, Zafira.

Disconton (see P. P. Kelen & Eurodisc).

Walt Disney Micky Maus GmbH, 52-60 Taunusstr.,
6000 Frankfurt/Main. Cable: MICKYMAUS.
Mgr.: Horst Koblschek; Asst.: Rudolf Ludwig.
Labels: Disneyland, Vista. (Distributed by
Electrola).

Disneyland (see Walt Disney & Electrola).
Douglas, Luthenstr. 63, 3000 Hannover. Contact:
Alfons Dreyer.

Edig (see Deutsche Tanzmusik).

Electrola, Maarweg 149, 5 Cologne-Braunsfeld. Tel:
(0221) 49.31.31. Gen. Mgr.: Dr. L. Veder;
Comm'l Dir.: Dr. G. Hundertmark; Tech. Dir.:

B. Burkowitz; Prod'n Dir.: K. Damm; Sales &
Mktg.: W. Jung; Pub.: H. Intveen; Artist
Promo.: W. Friedrich; Export: A. Batzen; Classi-
cal Prod'n: H. Storzjohann & G. Berg.

Labels: (Owned) Capitol, Columbia, Electrola,
Odeon; (distributed) Disneyland, Hoer zu, Orange,
Vista.

Tape: Capitol, Columbia, Electrola, Hoer Zu,
Odeon, Parlophone.

Int'l labels represented: ABC (USA), Amy (USA),
Angel (USA), Appollon (Greece), Armonia
(Greece), Athenee (Greece), Avalon (Greece),
Baidaphon, BAM (France), Baronet (USA), Beca,
Bell (USA), Buena Vista (USA), Cairophon,
Capitol (Mexico), Carisch (Italy), Chrisso Mikro-
phono (Greece), Classic Editions (USA), Cortina
(Greece), DaCapo (Italy), Dede (Liberia), Desto
(USA), Diamond (USA), Directional Sound (USA),
Discophiles Francais (France), Discophon
(Greece), Dore (Greece), Dot (USA), DynoVoice
(USA), Ember (UK), Encore (UK), Erato (France),
Esenko, Favorit (Austria), Folkways/Scholastic
(USA), Greek Voice (Greece), Gloria, HMV (UK),
Imperial (Netherlands), Karbaret aus Wien
(Austria), Keravnophone (Greece), Kristall, Lawn
(USA), Lebendiges Wort (Austria), Lilly (Greece),
Logo (USA), Lyra (Greece), Mala (USA), Ma.
Miranda M. (Greece), Melody (Greece), Mocambo
(Brazil), Monitor (USA), Musart (Mexico), Music
(Austria), Music Minus One (USA), Music-Box
(Greece), Musicland (USA), Muza (Poland),
Nashboro (USA), New Voice (USA), Olutome,
Oskar (Greece), Pan-Vox (Greece), Parlophone,
Pathe-Marconi (France), Phoenix (Greece), Poly-
phone (Greece), Popular (Greece), Preiser (Aus-
tria), Premiere (USA), Die Prominente Stimme
(Austria), Pronit (Poland), Regal, Regal-Zono-
phone, Rhythmophone (Greece), Rogie, Sahibinin
Sesi (Turkey), Salonica (Greece), Simonetta
(Greece), Sout-Elephan, Souvenir (Austria),
Stateside (USA), Stella (Greece), Sun-Sing (Hong
Kong), Swan (USA), Tina (Greece), Toshiba
(Japan), Tower (USA), Trianon (France), Unikum
(Austria), Uptown (USA), Voce del Padrone
(Italy), Voix de l'Islam, Voix de l'Orient, Voix
de son Maitre (France), Voix de Liban (Leba-
non), La Voz de su Amo (Spain), A Voz do
Dono (Portugal), Waverly (UK), Zeida (Colombia).

Elite Special (see Deutsche Austrophon).

Ember-Ariola (see Ariola-Eurodisc).

Euxex (see Deutsche Tanzmusik).

Euro-Sound (see Falcon).

Eurocord, Libanstr. 5, 7000 Stuttgart 13. (distributed
by Finale).

Int'l reps.: Austria (Centrocord), Switzerland
(Phonag).

Eurodisc, Sonnenstr. 19, 8 Munich 15. Tel: 55.17.41.
Mng. Dir.: Egmont Lueftner; Pop A&R: Wolf-
gang Renk; Classical A&R: Fritz Ganss; Int'l:
Helga Verleger. (also see Ariola-Eurodisc).

Labels: Ariola, Ariola-Athena, Ariston, Baccarola,
Cetra, Discoton, Eurodisc, Gong, Hansa, Marcato,
Melodia-Eurodisc, Mentor, Opera, Orbis, Parnass,

President, Stone Assocs.

Int'l reps.: Argentina (H&R), Australia (WRC
& W&G), Austria (Ariola), Benelux (Negram),
Brazil (Fermata), Canada (Canadian Music Sales),
Colombia (Discos Fuentes), Denmark (Metro-
nome), Finland (Nor-Disc), Italy (Fonit-Cetra),
Greece (Helladisc), Japan (King), Mexico (Discos
Musari), Norway (Nor-Disc), South Africa (Teal),
Spain (Vergara, Circulo de Lectores), Sweden
(Cupol), Switzerland (Musikvertrieb), UK (WRC),
USA (RCA, Fiesta, Elektra, Kapp).

Europa (see Miller Int'l).
Falcon Schallplatten Rosner & Co. OHG, Beim
Gesundbrunnen 11, 2 Hamburg 26. Tel:
2502442.

Labels: Falcon, Euro-Sound, Golden Sound.

Fass (see Phonogram).

Fidula, Ahornweg 19/21, 5407 Boppard-Buchenau.

Contact: Johannes Holzmeister.

Label: Fidulafon.

Fidulafon (see Fidula).

Finale, Max-Ethstr. 52, 3 Hannover. Tel: (0511)

81.29.76. Gen. Mgr.: Wilhelm F. Schmid; Sales
Mgr.: Lothar Kratzel.

Branch: 7 Stuttgart-Vahingen, Hoehenrandstr. 4.

Labels: (owned) Finale; (distributed) Eurocord.

Fontana (see Phonogram).

Freiton (see Deutsche Tanzmusik).

Global, Moerikestr. 32, 7 Stuttgart 1. Tel: 64 16 26,
46 16 27.

Golden 12, Papenhuderstr. 42, Hamburg 22. Tel:
24.69.54. Contact: Reinhard Streit. (distributed
by Metronome).

Golden Sound (see Falcon).

Golden State Rec's, Forsthausweg 3, Zeppelinheim
bei Frankfurt/Main.

Int'l branch: USA.

Gong (see Bertelsmann & Eurodisc).

Graefe und Unzer, Isabellastr. 32, 8000 Munich 13.

Hansa, Wittelsbacherstr. 18, Berlin 31. Tel:
881.40.57. Gen. Mgr.: Peter Meisel; Int'l:

Irmtrud Sennert; Radio & TV Promo.: Jack
Martin; Press, Adv. & Sales: Hans-Eberhard
Blume; Prod'n: Christian Bruhn & Peter Meisel.
(Distributed by Ariola-Eurodisc & Eurodisc).

Harmonia Mundi, Postfach 662, Bismarckallee 14,
78 Freiburg. Tel: (0761) 2.54.71. Gen. Mgr.:

Rudolf Ruby; Prod. Mgr.: Dr. Alfred Krings.
(Distributed by Fono-Schallplatten).

Harrison (see Monopol).

Heliodor (see Deutsche Grammophon Gesellschaft).

Hilt Ton (see Deutsche Oversea).

Hippo Records, Hotel Stadt Altona, Apt. 606, Ham-
burg-Altona. Tel: 38.44.08. Mng. Dir.: Frank
Valdor; Dist'n Dir.: Joe Moser. (distributed by
Deutsche Austrophon).

Int'l reps.: Switzerland (Metronome, Pick).

hitsville-spectrum (div. of Karl L. Schneider), PO
Box 64, Im Leimen 21, 61 Darmstadt-Arheilgen.
Tel: (06151) 31125. Pres.: Karl L. Schneider;
Exec. VP & Int'l Mgr.: Gangolf K. Zimmermann.

Labels: (owned) hitsville, spectrum, sonate;
(distributed) Original Sound.

Int'l labels represented: Original Sound, Dibella
Prod'ns, Glenn, IGL, Kammy, Millage, Panther,
Parasonic (all USA).

Int'l rep.: USA (Parasonic Ents).

Hoer zu, Postfach B27, 5000 Cologne 1; Kaiser-
Wilhelmstr. 6, 2000 Hamburg 36. (distributed
by Electrola).

Impression (see Deutsche Schallplatten-Gemeinschaft).

International (see Italia).

Intercord Tongesellschaft, Libanonsir. 6, 7 Stuttgart
13.

Label: Intercord.

Iramac, Josefskirchplatz 5, 44 Muenster. (distrib-
uted by Fono-Schallplatten).

Labels: Iramac, Relax.

Italia, Sonnenstr. 20, 8000 Munich 15.

Labels: Cantagallo, International, Italia, Top
Hit.

Int'l labels represented: Chant du Monde,
Festival, 20th Century-Fox.

Jaguar (see Schallplatten-Vertrieb Delmenhorst).

Jalap Recs., Fochsberg 14, 675 Kaiserslautern. Tel:
58336.

Home office: USA.

Jupiter, Biederstein 7, 8 Munich 23. Tel: (0811)

34.70.11/2. Cable: SIEGELMUSIK. Gen. Mgr.
& Prod'r: Ralph Maria Siegel. (distributed by
Deutsche Austrophon).

Labels: Jupiter, Stellina.

Karusell (see Deutsche Grammophon Gesellschaft).

P. P. Kelen (Ring der Musikfreunde), Eickhoffstr.
14-16, 438 Guetersloh. (distributed by Eurodisc).

Labels: Discoton, Orbis.

Koegler (see Walter Koegler).

Walter Koegler, Fleischhauerstr. 50, 7000 Stuttgart-
Moehringen.

Labels: Koegler, K. Tanz.

Int'l rep.: Austria (Faehrmann).

Laudinella (see Baerenreiter).

Liberty/UA GmbH, Faerbergraben 1, 8 Munich 33.

Tel: 26 50 93. Cable: LIBERTYUA. Mng. Dir.:

Siegfried E. Loch; Asst. Mng. Dir.: Dr. Gerhard
Weber; Label Mgr.: Juergen Broecker; Sales
Mgr.: Peter Hube; Pub., Adv. & Promo.: Heinz
Lukas; Int'l: Dieter Junker.

Labels: Liberty, Blue Note, Minit, Sunset,
United Artists.

Tape: Liberty, Blue Note, United Artists.

Int'l labels represented: Dolton, Double Shot,

continued on page 316

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 Luxor (see Richter).
 M C A (see Miller Int'l).
 M C E (see Deutsche Austrophon).
 M P S (see Saba).
 Marcato (see Bertelsmann & Eurodisc).
 Maris, Lietzenburgerstr. 90, 1 Berlin 15. Tel: (0311) 883.52.55. Telex: 0184813. Gen. Mgr.: Herbert Maris; Prod'r: Uli Roever; PR: Henno Lohmeyer.
 Melodia-Eurodisc (see Ariola-Eurodisc & Eurodisc).
 Melodisca (see Ostinato).
 Mentor (see Eurodisc).
 Meteor (see Deutsche Schallplatten-Gemeinschaft).
 Metronome, Keidenkampsweg 76 B, 2 Hamburg 1. Tel: 24.12.61. Gen. Mgr. & Commercial Dir.: Leif E. Kraul; Sales Mgrs.: Leif E. Kraul & Reinhard Streit; Sales Ass't: Klaus Lenfeldt; Import-Export: Ursula Bull & Helge Wagner. Labels: Metronome, Golden 12, Quadriga, Three Crowns.
Labels available on tape: Metronome, Atco, Atlantic, Bang, Barclay, Belter, Elektra, Golden 12, Mondial, Olga.
Int'l labels represented: Atco (USA), Atlantic (USA), Bang (USA), Barclay (France), Belter (Spain), Brilliant, Elektra (USA), Festival, Metronome (Denmark, Sweden), RSL (UK), Rivera (France), Simon, Sonet (Denmark, Sweden), Storyville (Denmark), Supraphon (Czechoslovakia), Transatlantic (UK), Xtra (UK).
Int'l reps.: Austria (Ariola), Belgium (Polydor), Denmark (Metronome), Finland (Scandia-Musik-iki), France (Festival), Sopholest, Luxembourg (Polydor), Netherlands (Dureco), Norway (Nordisc), Spain (Belter), Sweden (Metronome), Switzerland (Jeklin), UK (EMI), USA (Atlantic, Metronome).
 Miller Int'l Schallplatten GmbH (div. of MCA Int'l), Justus von Liebig-Ring 2-4, Quickborn. Tel: (04106) 2885. Cable: MILLIN. Mng. Dir.: Harald A. Kirsten; Pop A&R: Dr. Wilhelm Wille; Classical A&R: Dr. Erich Beurmann; Sales & Mktg.: Hans M. Neumann; Pub., Adv. & Promo.: Bert Varel; Tape: Dr. Wille & Dr. Beurmann. Int'l: Harald A. Kirsten.
Labels: Europa, Somerset, MCA.
Tape: Somerset.
Int'l label represented: Alshire Int'l.
 Minit (see Liberty).
 Mondial-Schallplatten, Caesarstr. 6-10, 5 Cologne-Bayenthal.
Label: Mondial (distributed by Metronome).
 Monopol, Wittelsbacherstr. 18, 1 Berlin 31. Tel: (03 11) 8.83.23.45. Gen. Mgr. & Sales Mgr.: Will Meisel; Prod'n Dir.: Rudolf Schroeder. Labels: Harrison, Monopol.
 Monument (see Teldec).
 Multiklang, 6000 Frankfurt/Main. (distributed by Schallplatten-Dienst).
Labels: Bella Musica, Welt-Melodie.
 Musica Mundi (see L. Schwann).
 Musica Sacra (see L. Schwann).
 Musidisc (see Bellaphon).
 Musique Royale (see Deutsche Grammophon Gesellschaft).
 Odeon (see Electrola).
 Opera (see Eurodisc).
 Orange, Franz-Josef-Str. 2, 8 Munich 13. Tel: (0811) 34 63 08, 33 86 88. (Distributed by Electrola).
Orbis (see P. P. Kelen & Eurodisc).
 Original Sound (see hitsville-spectrum).
 Orpheus (see Phonogram).
 Osca (see Special-Record).
 Ostinato, Loogestr. 28, 2000 Hamburg 20.
Labels: Melodisca, Ostinato.
 Oversea (see Deutsche Oversea).
 Parnass (see Bertelsmann & Eurodisc).
 Pat (see L. Schwann).
 Patmos (see L. Schwann).
 Pelka (see Deutsche Austrophon).
 Pergola (see Phonogram).
 Philips (see Phonogram).
 Phonogram Tongesellschaft mbH (formerly Philips), Moenckebergstr. 7, 2000 Hamburg. Tel: (0411) 33 92 21. Cable: PHIHAG. Mng. Dir.: Dr. Werner Vogelsang; Prod'n Dir.: Wolfgang Kretschmar; Pop A&R: Dr. Gerhard Lichthorn; Classical A&R: Carl Wilhelm Cuerten; Sales & Mktg.: Hans Georg Baum; Pub.: Dieter Broer; Adv.: Malte Klutmann; Promo.: Fritz Koehler; Tape: Werner Hay; Int'l: Bruno Wendel.
Branches: 2000 Hamburg, Wendenstr. 25. Tel: (0411) 24 80 51. Mgr.: Heinz Dembeck—1000 Berlin, Martin-Luther-Str. 1-7. Tel: (0311) 24 02 21. Mgr.: Heinz Dembeck—5000 Cologne-Ehrenfeld, Aeusser Kanalstr. 12. Tel: (0221) 55 80 21. Mgr.: Erhard Dressler—6 Frankfurt/Main, Taunusstr. 40-42. Tel: (0611) 23 00 21. Mgr.: Lander-Bartold—8000 Munich, Brienerstr. 41. Tel: (0811) 59 85 85. Mgr.: Georg Augustin.
Labels: Fass, Fontana, Orpheus, Pergola, Philips, Star-Club.
Tape: Philips, Fontana, Star-Club.
Int'l labels represented: Amadeo, Amanda, Blue Rock, Emarcy, ESP-Disk', Island, Lansdowne, Limelight, Mercury, Mira, Skye, Smash.
Int'l reps.: Argentina (Phonogram), Australia (Phonogram), Austria (Polyphon), Belgium

(Polygram), Bolivia (Philips), Brazil (Philips), Canada (London), Chile (Philips), Colombia (Philips), Congo (Philips), Denmark (Nordisk Polyphon), Ecuador (Philips), Finland (Finnlevy), France (Phonogram), Greece (Helladic), Hong Kong (Motrie), Iceland (Stal), India (Philips), Israel (Israeltra), Italy (Phonogram), Japan (Philips), Lebanon (Philips), Mexico (DUSA), Netherlands (Phonogram), New Zealand (Philips), Nigeria (Philips), Norway (Norsk Phonogram), Paraguay (Philips), Peru (El Virrey), Portugal (Philips), Singapore (Phonogram), South Africa (Trutone), Spain (Fonogram), Sweden (Philips Sonora), Switzerland (Phonogram), Thailand (Philips), UK (Philips), USA (Philips), Uruguay (Philips), Venezuela (Siemens), Viet Nam (Tan Viet-Nam Thuong-XA).
 Polydor (see Deutsche Grammophon Gesellschaft).
 Popular (see Richter).
 President (see Ariola-Eurodisc & Eurodisc).
 Quadriga (see Metronome).
 R C A (see Teldec).
 Relax (see Iramac).
 Rendezvous, Neue Steig 243, 6984 Reicholzheim. Tel: (09342) 63.54. Mng. Dir.: Heinz Hartmann.
Int'l labels represented: Gospel (USA), Heritage (UK), Mouloudji (France), Regent (USA), SFP (France), Savoy (USA), Sharp (USA), World Wide (USA).
 Reprise (see Teldec).
 Richter, Postfach 682, Sittardsberger Allee 99, 41 Duisburg-Sud. Tel: (0 21 31) 77.16.34/5. Gen. Mgr.: Hans-Georg Michael; Sales Mgr.: Wolfgang Rothaupt.
Labels: Luxor, Popular.
Int'l reps.: Austria (Centrocord), Belgium (Barclay), Netherlands (Barclay), Switzerland (Phonag).
 Ring der Musikfreunde (see P. P. Kelen).
 Riviera (see Ariola-Eurodisc).
 Royal (see Deutsche Oversea).
 Royal Splendid (see Deutsche Tanzmusik).
 S R-Int'l (see Bertelsmann).
 Saba, Hermann Schwerstr. 2 773 Villingen/Schwarzwald. Tel: (0 77 21) 33.51/37. Gen. Mgr.: Hans Georg Brunner-Schwer; Sales Mgr.: Michael Pfeiffer; Prod'n Dir.: Willi Fruth.
Labels: Center, MPS, Saba, Victoria.
Tape: MPS, Saba, Prestige.
Int'l reps.: Austria (Centrocord), Belgium (Polydor), Denmark (CSA), France (Polydor), Italy (Durium), Netherlands (Stibbe), Switzerland (Phonag), UK (Pye), USA (Pony).
 Saga (see Deutsche Saga-OPP-Schallplatten).
 Scepter (see Teldec).
 Schallplatten-Dienst, Nymphenburgerstr. 38, 8000 Munich 2. Contact: Dr. Stein.
Labels: (owned) Amati, Starlet, Supertone; (distributed) Bella Musica, Welt-Melodie.
 Schallplatten-Vertrieb Delmenhorst Orthstr. 16, 287 Delmenhorst/Oldb. Contact: H. Schweizer.
Labels: Conti, Jaguar.
Int'l reps.: Austria (Elektra-Moser), Belgium (Saab), Switzerland (Intercool).
 Karl L. Schneider (see hitsville-spectrum).
 L. Schwann, Charlottenstr. 80/86, 4000 Dusseldorf. Tel: (0211) 3.55.83.18. Pres.: Dr. Paul Boehringer; Sales Mgr.: Hans Unnewehr.
Labels: AMS, Ams-Studio, Musica Mundi, Musica Sacra, Pat, Patmos, VMS.
Int'l reps.: Spain (Vergara), UK (Disc Imports).
 777, Im Kirling 11, 414 Rheinhausen.
Int'l reps.: Netherlands (CNR).
 Somerset (see Miller Int'l).
 sonate (see hitsville-spectrum).
 Special-Record, Rotwandstr. 16, 8021 Grosshesselohe bei Munich. Tel: (08 11) 79.42.86/66. Gen. Mgr.: Oscar Meissner; Sales Mgr.: Gerhard Draenkow.
Labels: Osca, Special-Record, Tempo.
Tape: Special-Record, Tempo.
Int'l reps.: Austria (Centrocord), Benelux (Fono-Import), Canada (European News & Import House), European Music Shop, International Sound, France (Sopholest), Italy (Ludwig Wagner), South Africa (Photo-Disc), Switzerland (Elektronmusik), USA (German News, H. Mielke).
 spectrum (see hitsville-spectrum).
 Star-Club (see Phonogram).
 Starlet (see Schallplatten-Dienst).
 Stellina (see Jupiter).
 Stern Musik, Hochallee 80, 2000 Hamburg 13.
Int'l branch: Austria.
 Stone Assocs. (see Eurodisc).
 Studio SM (see Christophorus).
 Sunset (see Liberty).
 Super-Majestic (see Bellaphon).
 Supertone (see Schallplatten-Dienst, distributed by Teldec).
 Supraphon, Schildeschestr. 2, 48 Bielefeld.
Home office: Czechoslovakia.
 Swiss Jazz (see Deutsche Austrophon).
 K. Tanz (see Walter Koegler).
 Teldec, Heussweg 25, 2000 Hamburg 19. Tel: (0411) 40191. Pres. & Gen. Mgr.: Hans Lieber; VP & Sales Mgr.: Arthur Waizenegger; VP & A&R Mgr.: Kurt Richter; Pop A&R: Guenther Borchert; Classical A&R: Gerhard Slavik; Int'l Sales: Gerhard Delfels; PR & Press Mgr.: Guenther Brauenlich.
Branches: Nortorf/Schleswig, 2353 Holstein. Tel: (043252) 911; 8000 Munich. Tel: (0811) 5161021/2.
Labels: Decca, Deram, London, Monument, RCA, Reprise, Scepter, Supertone, Telefunken, Wand, Warner Bros.-Seven Arts.

Tape: Telefunken, Decca, Deram, Monument, RCA, Reprise, Warner Bros.-Seven Arts.
 Telefunken (see Teldec).
 Tempo (see Special-Record).
 Three Crowns (see Metronome).
 tip Schallplatten-Produktion GmbH, An der Alster 26, 2 Hamburg 1. Tel: 280 26 62/63. Mng. Dir.: Hans Juergen Fruchticht; Sales & Mktg.: Helga Grapow; Promo.: Hans-Joachim Friedel.
Label: tip (distributed by Deutsche Grammophon Gesellschaft).
 Top Hit (see Italia).
 Topas (see Deutsche Oversea).
 Triola (see Deutsche Austrophon).
 Typic (see Bellaphon).
 United Artists (see Liberty/UA).
 V M S (see L. Schwann).
 Valois (see Baerenreiter).
 Victoria (see Saba).
 Visadisc (see Bellaphon).
 Vista (see Walt Disney & Electrola).
 Voggengeriter, Postfach 9020, 5320 Bad Godesberg.
 Vogue (see Deutsche Vogue).
 W A M (see Deutsche Oversea).
 Wand (see Teldec).
 Warner Bros.-Seven Arts (see Teldec).
 Welt-Melodie (see Multiklang & Schallplatten-Dienst).
 Wergo Schallplatten GmbH, Postfach 1103, Baden-Baden. Tel: 25682. Cable: WERGO. Pres.: Dr. Werner Goldschmidt.
Int'l reps.: Australia (Phonogram), Belgium (Schott Freres), Canada (Polydor), Denmark (Nordisk), France (CBS), Italy (Messaggerie Musicale), Japan (Trio Electronics), Netherlands (Bovema), Norway (Nordisk), Spain (Hispanovox), Sweden (Caroussell), Switzerland (Musikverlag Zum Pelikan), UK (Polydor), USA (Polydor).

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Eriksund Prod'n Int'l, Am Schiefelberg 43, 4151 Osterath. Tel: (02159) 4935, 4835. Owner: Erik Schoenland.
 J. & I. Famira, Eppendorfer Landstr. 44, 2 Hamburg 20. Tel: 48 10 74.
 Hippo Records, Hotel Stadt Altona, Apt. 606, Hamburg-Altona. Tel: 38.44.08. Mng. Dir.: Frank Valdor; Dist'n Dir.: Joe Moser.
 Minor Musik Produktion, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05/8. Telex: 7-21573. Cable: GLOBALMUSIC. Pres.: Peter Kirsten.
Label credits: Mercury (USA), Page One (UK), Philips (Germany), Polydor (Germany), EMI (Germany), Teldec (Germany), Ariola (Germany), Metronom (Germany), Vogue (Germany), SAAR (Italy), Negram (Netherlands) Fonior (Belgium), Decca (France), Barclay (France), GTA (Italy).
 Viktoria, Dachauerstr. 16, 8 Munich 2. Tel: 59.21.93. Mgr.: Hanns Huber; Contact: Werner Scharfenberger.
 Hans Wewerka, INMUS (Internationaler Musik-Service), Franz-Josef-Str. 2, 8000 Munich 13. Tel: 34 63 08 & 33 86 88.

record clubs

Bertelsmann Schallplattenring, Eickhoffstr. 14, 4830 Guetersloh.
 British American (div. of Karl L. Schneider), PO Box 64, 61 Darmstadt-Arheilgen. Tel: (06151) 31125. Gen. Mgr.: Gangolf K. Zimmermann.
 Deutsche Schallplatten Gemeinschaft, Spreestr. 1, 6100 Darmstadt.
 Deutscher Schallplatten-Club, Libanonstr. 3, 7000 Stuttgart 13.
 Europaischer Phonoklub, Lindenspuestr. 32, 7000 Stuttgart. Contact: Richard Mohr.

music publishers

A B C Musikhaus (see Busse).
 A M E Musikverlag Edward Kassner, Uhlhornstr. 1, Hannover. Tel: 55 62 32 & 55 52 62. Cable: AMEMUSIK. Pres.: Edward Kassner; Prof. Mgr.: Barbara Kist.
Int'l reps.: Canada (American Metropolitan Ents.), Netherlands (Edition Kassner Altona N.V.), Switzerland (Edition AME Kassner), UK (Kassner), USA (American Metropolitan Ents.).
 A-Tempo (see Hans Wewerka).
 Aberbach, Warburgstr. 22, 2000 Hamburg 36. Tel: (0211) 44 20 02. Cable: ABERMUSIK. Gen. Mgr.: Otto Demler.
Affiliates: Barton, Bella-Ton, Benday, Colby (Hamburg), Eldorado Musikverlag, Hanseatic Musikverlag, Happy Music Verlag, Harmonie Verlag, KG, Kalmann Music, Lark, Progressive, Rondo Verlags, Ronny (Hamburg) Musikverlag, Shadows Music, TM. (SEE ADVERTISEMENT)
 Accord (Edition), Lindenstr. 19, 5 Cologne/Rhein. Tel: 23 80 67. Cable: ACCORDMUSIC. Mgr.: Rudi Petry.
 Acuff-Rose Musikverlag KG, Am Biederstein 7, Munich 23. Tel: 34 70 11. Mgr.: Ralph Maria Siegel.
Home office: USA.
 Ahn & Simrock Buehnen-und Musikverlag, Mommensstr. 71, 1 Berlin 15. Tel: 881 47 66. Gen. Mgr.: Charlotte Eifelt.
 Alba (see Peer).
 Alexis (see Hans Sikorski).
 Alkor-Edition Kassel, Heinrich-Schuetz-Allee. 29, 35 Kassel-Wilhelmshoeh. Tel: 30014. Gen. Mgr.: Dr. Fritz Oeser.
 Allegro Theaterverlag (see Schacht).

- Alte un Neue Kunst Ingewald Denzer, Rheingastr. 3, 1 Berlin 41. Tel: 834153. Gen. Mgr.: Ingewald Denzer.
- Altus Musikverlag, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05/8. Cable: GLOBALMUSIC. Gen. Mgr.: Peter Kirsten.
- Affiliate:** Global Music.
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- Paul C. R. Arends, Hohenweg 22, 8211 Rimsting/Chiemsee. Tel: Prien 634. Cable: ARENDSMUSIC. Pres.: Mrs. Gerda Arends; Gen. Prof. Mgr.: Michael Arends.
- Affiliates:** Hazyland, Italmelodie.
- Int'l firms represented:** Cielo and Video (Italy), Edition Hazyville (Switzerland), Nosten Music Co. (USA), Yonah Music (USA).
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- Ralf Arnie, Wrangelstr. 5, 2 Hamburg 20. Tel: 46-40-41. Pres.: Ralf Arnie.
- Ars Viva (see B. Schott's Soehne).
- Astoria, Brandenburgischerstr. 22, 1000 Berlin 31. Tel: 881.88.98.
- Atrium, Rothenbaumchaussee 19, 2 Hamburg 13. Tel: 44-78-10. Pres.: Felix Stahl.
- Austria Sonanda Buehnenvertrieb, Tengstr. 32, 8 Munich 13. Tel: 365224. Gen. Mgr.: Sigrid Urchs.
- Baerenreiter, Heinrich-Schuetz-Allee 29-37, Kassel-Wilhelmshehoe. Tel: 30011/16. Contact: Karl Voetterle.
- Barton (see Aberbach).
- Bavariaton, Sonnenstr. 19, 8 Munich 15. Tel: 55 79 57. Gen. Mgr.: Rudolf Foerster.
- Beboton (see Buehnen- und Musikverlage Dr. Sikorski).
- Beco (see Schacht).
- Bella-Ton (see Aberbach).
- Bellevue (see Busse).
- Belmont (GEMA), Zur-Muhle 2, 5021 Grosskonigsdorf Bei Cologne. Tel: (02234) 3961. Mng. Dir.: J. J. Finsterwald; Int'l: Lawrence Yaskiel.
- Benday (see Aberbach).
- Anton J. Benjamin, Werderstr. 44, 2 Hamburg 13. Tel: 45 12 25. Pres.: Rosel Schauer, Irene Reford; Gen. Mgr.: Paul H. Suelwald.
- Blaha (see Bosworth).
- Rudolf Bohnen, Klenzestr. 65, 8 Munich 13. Tel: 292656. Gen. Mgr.: Rudolf Bohnen.
- Gustav Bosse, Landshuterstr. 14A, 84 Regensburg. Tel: (0941) 55455. Pres.: Bernhard Bosse.
- Bosworth, Hohestr. 133, 5 Cologne. Tel: 21.14.79. Pres.: Maud Sinclair; Gen. Prof. Mgr.: Reimar Segebrecht.
- Int'l branch:** UK.
- Affiliates:** Blaha, Lyra, Roehr.
- Eote & Bock, Hardenbergstr. 9a, Berlin-Charlottenburg 2.
- Int'l rep.:** USA (AMP).
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- Branch:** Leipzig C 1, Karlstr. 10.
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- Brilliant (see Hans Gerig).
- Rolf Budde, Hohenzollerndamm 54A, 1 Berlin 33. Tel: 886 50 51. Pres.: Rolf Budde.
- Int'l firms represented:** Dick James Music (UK), Northern Songs (UK), Warner Bros.-Seven Arts Music (USA).
- Buehnen- und Musikverlage Dr. Sikorski, Heimhuderstr. 36, 2 Hamburg 13. Tel: 44 62 45/7.
- Affiliates:** Arcadia, Beboton, Cineton, Neuer Theater.
- Burlington, Hoehenweg 22, 8211 Rimsting/Chiemsee. Tel: 08051/634. Cables: ARENDSMUSIC. Bd. Chm.: Dr. H. H. von Rauscher auf Weeg; Gen. Mgr.: Gerda Arends; Ass't Mgr.: Michael Arends.
- Int'l firms represented:** Acclaim (USA), Blue Crest (USA), Brent Music (USA), Burlington (UK), Cicero (USA), Four Star (USA), Glad (USA), Jack (USA), Jarb (USA), Jec (USA), Palace (UK), Passkey Music (USA), Pompeii Music (USA), Tuckahoe (USA), Tune-Kel (USA).
- Int'l reps.:** Australasia (Palace Music Ltd., Australia), Austria (Weltmusik), Benelux (N.V. Palace Music Holland, Netherlands), Canada (Burlington Music of Canada Ltd., Felsted Music of Canada Ltd.), Eire (Burlington), France & French Union (Editions Musicales Palace Sarl.), Italy (Edizioni Musicali Palace Srl.), Orient (Burlington-Palace Music Orient Ltd., Hong Kong), Scandinavia (Palace Music, Sweden), South Africa (Burlington Music), UK (The Burlington-Palace Music Group), USA (Burlington Music Corp., Felsted Music Corp.).
- Busse, Sonnenstr. 20, Munich 15. Tel: 55.80.51. Contact: Dr. Karl Heinz Busse.
- Affiliates:** ABC Musikhaus, Bellevue, Cantagallo.
- C C C (see Schacht).
- Cantagallo (see Busse).
- Canzonetta, Wannsee Petzowerstr. 13, Berlin 39. Tel: 809 17 40. Pres.: Frances Bochmann.
- Capella (see Hans Gerig).
- Capri (Musik-Edition), Sonnenstr. 33, 8 Munich 15. Tel: 55 14 21. Gen. Mgr.: Gerda Leuchert.
- Capriccio Musikverlag GmbH (GEMA), Warburgstr. 22, Hamburg 36. Tel: 410 36 62. Cable: CAPRIMUSIK. Gen. Mgr.: Peter Lach.
- Carlton (see Hans Gerig).
- Centfox Musikverlag, c/o Francis, Day & Hunter, Mittelweg 149, 2 Hamburg 13. Mgr.: Mrs. Liselotte Bornemann.
- Home office:** USA, 20th Century Music.
- Chappell, 10 Sendlinger Tor. Platz, Munich 2. Tel: 59 68 23.
- Home office:** USA.
- Int'l firm represented:** Edwin H. Morris & Co. Inc. (USA).
- Cineton (see Buehnen- und Musikverlage Dr. Sikorski).
- Colby (Hamburg) (see Aberbach).
- Cosmoton (see Hans Wewerke).
- Deutsche Austrophon, Auf dem Esch 8, 284 Diepholz/Hannover. Tel: (344) 09 41 221. Pres.: Karl Neumann (Diepholz), Hans Ostreicher (Reidikon); Gen. Mgr.: Rolf Neumann.
- Drei Ringe, Hohenzollerndamm 54A, 1 Berlin 33. Tel: 886 50 51. Cable: BUDEMUSIC. Pres.: Rolf Budde.
- Int'l firm represented:** Ricordi (Italy).
- Dreiklang-Dreimasken, Sonnenstr. 19, 8 Munich. Tel: 557957. Gen. Mgr.: Rudolf Foerster.
- Gerhard Ebeler (see Hans Gerig).
- Ebony Musikverlag (GEMA), Ottostr. 9, Munich. Tel: 55 19 77.
- Int'l firm represented:** Helios Music Corp. (USA).
- Eldorado Musikverlag (see Aberbach).
- Erster Bayrischer Musikverlag Johann Dennerlein KG, Dachauerstr. 32, 8 Munich 2. Tel: 59 43 81. Gen. Mgr.: Lotte Tuerk.
- Esplanade, Rathausstr. 25, 2000 Hamburg 39. Tel: 51 51 87, 51 82 11. Pres.: Lotar Olias; Gen. Mgr.: Harald Frahm.
- Essex Musikvertrieb GmbH, Drususgasse 7-11, Cologne 1.
- Home office:** UK.
- Affiliate:** Hans Gerig.
- Int'l firm represented:** TRO (USA).
- Eurocord, Aichelestr. 7, 7 Stuttgart/Plieningen. Tel: 25 46 77. Contact: Dr. Udo Unger.
- Europophon, Roikreuzplatz 2a, d-8 Munich. Tel: 5.16.90.49. Gen. Mgr.: Walter Kuhnert.
- Excelsior (see Hans Gerig).
- Fanfare Musikverlag, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05. Cable: GLOBALMUSIC. Gen. Mgrs.: Fred Jackson & Peter Kirsten.
- Affiliate:** Global Music.
- Int'l firms represented:** Fanfare Music Ltd. (UK), Express Music Ltd., Bron Music Ltd. (UK), Le Bill Music (USA).
- Paul Fischer, Orchideenstieg 39, 2 Hamburg 20. Tel: 51 29 73. Gen. Mgr.: Walter Fischer.
- Folklore (see Josef Preissler).
- Francis, Day & Hunter, Mittelweg 149, 2 Hamburg 13. Tel: (0411) 4 10 30 84. Cable: ARPEGGIO. Mgr.: Liselotte Bornemann.
- Home office:** UK.
- Frankfurt Bourne Co. (see Melodie der Welt).
- Frankfurt Tree, Grosse Friedbergerstr. 23-27, 6 Frankfurt 1. Mgr.: Johann Michel.
- Home office:** USA, Tree.
- Affiliate:** Melodie der Welt.
- Friedrich Wilhelm Froelich, Ansbacherstr. 52, 1 Berlin 30. Tel: (0311) 24 13 77. Owner: Hilda Froelich.
- Wilhelm Gabriel (Edition), Mueltenhoffweg 25, 2 Hamburg-Flotbek. Tel: 89 41 52. Gen. Mgr.: Emmy Gabriel.
- Gerig (see Hans Gerig).
- Hans Gerig, Drususgasse 7/11, Cologne. Tel: 23 48 33. Cable: GERIGVERLAGE. Pres.: Dr. Hans Gerig; Gen. Mgr.: Erwin Boche; Gen. Prof. Mgr.: Heinz Korn.
- Affiliates:** Brilliant, Capella, Carlton, Gerhard Ebeler, Ed. 63, Essex, Excelsior, Gerig, Goodman, Leeds, Melodia, Mondial, Willi Ostermann, Polyphon, Rialto, Paul Schmidt, Jupp Schmitz, August Schnorrenberg, Sidemton, Supra, Titania.
- Int'l firm represented:** Screen Gems Columbia Music (USA).
- Int'l rep.:** USA (MCA). (SEE ADVERTISEMENT)
- Global Musik GmbH, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05/8. Telex: 7-21573. Cable: GLOBALMUSIC. Pres. & Gen. Mgr.: Peter Kirsten.
- Affiliates:** Altus Musikverlag, Fanfare Musikverlag.
- Int'l reps.:** Austria (Wien Melodie), Netherlands (Altus Int'l), Switzerland (Go Music Establishment), UK (Altus), USA (Eviolot).
- Goodman (see Hans Gerig).
- Hanseatic (see Aberbach).
- Happy Music (see Aberbach).
- Harmonie (see Aberbach).
- Hazyland (see Paul C. R. Arends).
- G. Henle Verlag, Schongauer Str. 24, 8 Munich 55. Tel: 74 25 55. Gen. Mgr.: Dr. h.c. Guenter Henle.
- Huellenhagen & Griehl, Loogestr. 28, 2 Hamburg 20. Tel: 47 48 49. Gen. Mgr.: Fritz Huellenhagen.
- I N M U S (see Hans Wewerke).
- Intro Gebr. Meisel, Wittelsbacherstr. 18, 1 Berlin 31. Tel: 881-40-57. Cable: INTROMUSIK. Pres.: Peter Meisel & Thomas Meisel.
- Italmelodie (see Paul C. R. Arends).
- Michael Jary (see Melodie der Welt).
- Jaspar (GEMA), Wittelsbacherstr. 18, Berlin-Wilmersdorf. Tel: 91.40.57.
- K G (see Aberbach).
- Kalman Music (see Aberbach).
- Kassner (Edition), Sonnenstr. 33, 8 Munich 15. Tel: 55 14 21. Gen. Mgr.: Peter Schaeffers.
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- Leeds (see Hans Gerig).
- F.E.C. Leuckart (GEMA), Nibelungenstr. 48, Munich 19. Tel: (0811) 57 39 28. Cable: LEUCKART-VERLAG. Pres.: Erich Sander; Gen. Mgr.: Dr. Sasse; Gen. Prof. Mgr.: Marco Sander.
- Int'l firm represented:** AMP (USA, Canada).
- Int'l reps.:** Australia (Allans Music), Austria (Eirich), Italy (Carisch), New Zealand (Allans Music), Australia, UK (Novello), USA (AMP).
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- M C A Music GmbH, Drususgasse 7-11, Cologne.
- Home office:** USA.
- Majestic, Helmsstedterstr. 27, 1 Berlin 31. Tel: (0311) 21 33 144. Gen. Prof. Mgr.: Erwin Paesike.
- Marbot (Edition), Bornstr. 12, 2 Hamburg 13. Tel: 44 66 06. Gen. Mgr.: Erna Bilkenroth.
- Affiliate:** Peer Musikverlag.
- Maris, Leitzenburgerstr. 90, 1 Berlin 15. Tel: (0311) 883 52 55. Gen. Mgr.: Marlies Roever.
- Gebr. Meisel (see Intro Gebr. Meisel).
- Melodia (see Hans Gerig).
- Melodie der Welt, 23-27 Grosse Friedberger Str., 6 Frankfurt/Main. Tel: 28 78 47. Cable: MELODIE. Gen. Mgr.: Johann Michel.
- Affiliates:** United Artists Musik, Frankfurt Tree, Frankfurt Bourne Co., Michael Jary.
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- Neuer Muenchener Musikverlag Fran Pollack, Imkerweg 42 b, 8 Munich-Aubing. Tel: 87 52 37. Gen. Mgr.: Fran Pollack.
- Neuer Theater (see Buehnen- und Musikverlage Dr. Sikorski).
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- Oktave (see Schacht).
- Orion, Sonnenstr. 20, 8 Munich 15.
- Orlando, Dachauerstr. 173, 8 Munich 2. Tel: 516 26 39. Contact: Richard Gartenmaier.
- Willi Ostermann (see Hans Gerig).
- Papageno (see Hans Sikorski).
- Peer Musikverlag GmbH, Klaerchenstr. 11, 2000 Hamburg 39. Tel: 48 86 45. Cable: SOUTH-MUSIC. Mgr.: Theodor O. Seeger; Asst. Mgr.: Mrs. G. Seeger.
- Home office:** USA, Southern.
- Affiliates:** Alba, Edition Marbot, Team, Tico.
- C. F. Peters, Kennedyallee 101, Frankfurt/Main.
- Home office:** USA.
- Planetary, Trogerstr. 48/111, 8 Munich 27. Contact: Alfred Meier.
- Affiliate:** Rudolf Slezak.
- Polyphon (see Hans Gerig).
- Josef Preissler, Postfach 521, Breuhausstr., 8 Munich 2. Tel: (10811) 22 40 51. Pres.: Josef Preissler; Commercial: W. B. Renk.
- Affiliate:** Folklore.
- Int'l firm represented:** Berben (Italy).
- Progressive (see Aberbach).
- Rialto (see Hans Gerig).
- Roehr (see Bosworth).
- Rondo (see Aberbach).
- Ronny (Hamburg) (see Aberbach).
- Schacht, Adolfstr. 45, 2 Hamburg 22. Tel: 220 37 04. Pres.: Alfred K. Schacht; Gen. Mgrs.: Klaus Lorenzen & Kurt Sabathil.
- Affiliates:** Allegro Theaterverlag, Beco, CCC, Metorion, Oktave, Tonika.
- Int'l firm represented:** Ed. Mathias.
- Paul Schmidt (see Hans Gerig).
- Jupp Schmitz (see Hans Gerig).
- August Schnorrenberg (see Hans Gerig).
- B. Schott's Soehne, Postfach 3640, Weihergarten 1-13, 6500 Mainz. Tel: (06131) 24341 3. Telex: 04/187821. Cable: SCOTSON. Owners: Dr. Ludwig Strecker & Heinz Schneider-Schott; Gen. Prof. Mgrs.: Dr. Arno Volk & Gerhard Kamleiter.
- Int'l branches:** England, USA.
- Affiliate:** Ars Viva.
- Int'l firms represented:** Associated Music Publ'rs (USA), Broude Bros. (USA), Editio Mu-

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sica (Hungary), Max Eschig (France), Ernst Eulenbarg (UK), Carl Fischer (USA), Charles Foley (USA), Fuersiner (UK), Edward B. Marks (USA), Mercury (USA), Schott Freres (Belgium), Universal Edition (Austria), Suvini Zerboni (Italy).

Int'l rep.: USA (AMP).

A. Schroeder Musikverlag GmbH, Wittelsbacherstr. 18, 1000 Berlin 31. Tel: 881 40 57. Mgr.: Peter Meisel.

Home office: USA.

August Seith, Sendlinger-Tor-Platz 10, 8 Munich. Tel: 59 68 28. Gen. Mgr.: Harry Schultz-Bielefeldt.

Shadows Music (see Aberbach).

Shirley (Edition) (GEMA), Postfach 49, 8211 Rimsting. Tel: (08051) 2385. Cable: ARENDSMUSIC. Pres. & Gen. Mgr.: Michael Arends.

Int'l reps: Austria (Weltmusik), Sweden, Denmark, Norway, Finland, Iceland (Lapland Music, Stockholm), Switzerland (Hazyville).

Sidemton (see Hans Gerig).

Paul Siegel (GEMA), Taurentzien 16, Berlin.

Ralph-Maria Siegel, Biederstein 7, 8 Munich 23. Tel: 34 70 11/2. Gen. Mgr.: Ralph-Maria Siegel.

Hans Sikorski, Johnsallee 23, 2 Hamburg 13. Tel: 44 62 45.

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Affiliates: Alexis, Araldoton, Arcona, Papageno, Tempton, G.A. Zumsteeg.

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Rudolf Slezak Musikverlag GmbH (GEMA), Frauenthal 11, Hamburg 13. Tel: (0411) 45 88 53/4. Mng. Dir.: Rudolf Slezak; Gen. Mgr.: Miss Inge Mews.

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Int'l firm represented: Spanka (USA).

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Tempoton (see Hans Sikorski).

Tico (see Peer).

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Ton und Kunst Musikverlag (see Rudolf Slezak).

Tonika (see Schacht).

Tree (see Frankfurt Tree).

Trumpf GmbH (Edition) (GEMA), Postfach 20, 8211 Rimsting. Tel: (08051) 634. Cable: ARENDSMUSIC. Pres.: Mrs. Gerda Arends; Gen. Mgrs.: Gerda Arends & Michael Arends.

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United Artists Music (Germany) GmbH, 23-27 Grosse Friedbergerstr., 6 Frankfurt/Main. Tel: 26 78 47. Gen. Mgr.: Johann Michel.

Home office: USA.

Affiliate: Melodie der Welt.

Chr. Friedrich Vieweg, Limonenstr. 19, 1000 Berlin 45. Tel: 76 65 51. Gen. Mgr.: Horst Koppe.

Viktoria, Dachauerstr. 16, 8 Munich 2. Tel: 59 21 93. Mgr.: Hanns Huber; Contact: Werner Scharfenberger.

Hans Wewerka, Franz-Josef-Str. 2, 8000 Munich 13. Tel: 34 63 08, 33 86 88.

Affiliates: Edition Modern, Cosmoton, A-Tempo, INMUS.

Enno Winkler, Herbartstr. 28, 1 Berlin 19. Tel: Hamburg 722 41 87. Pres. & Gen. Mgr.: Enno Winkler; Promo. Mgr.: Ilse Winkler.

Branch: Hebelstr. 14, 2057 Reinbek/Hamburg.

Int'l branches: England, USA.

Int'l firm represented: Quincy (USA).

G. A. Zumsteeg (see Hans Sikorski).

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Int'l firm represented: Ed. Melodie (Switzerland).

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Top Hit, Sonnenstr. 20, Munich 15. Tel: 55 80 51. Pres.: Dr. Karl Heinz Busse.

Vereinigte Schallplatten-Vertriebsges, Baerenreiterweg 6-8, 35 Kassel-Wilhelmshoeh.

Labels: Baltic Recs., Baerenreiter-Musicaphon, Calig, Cantate, Christiana, Credo, Da Camera, Das Lebendige Konzert, Koegler, Qualiton, Musica et Litera, Valois, Visaphon.

IMPORTERS/EXPORTERS

Ariola-Eurodisc, Friedrichsdorferstr. 75, 483 Guetersloh. Tel: 23427.

Artists Films, c/o Paul Lazare, Muehlendamm 41, 2 Hamburg 22. Tel: 22 58 66. Contact: Paul Lazare.

Deutsche Vogue, Zur Muhle 2, 5021 Grosskoenigsdorf. Tel: 3961/2. Cable: DEUVOG.

Paul Lazare (see Artists Films).

Platten-Busse, Sonnenstr. 21, Munich 15. Contact: Dr. Karl Heinz Busse.

Records & Tapes International (div. of Karl L. Schneider), PO Box 64, 61 Darmstadt-Arheilgen. Tel: (06151) 31125. Contact: Gongolf K. Zimmermann.

Stereo Tape, Hegestr. 39, Hamburg 20. Tel: 48 10 74. Contacts: Jan & Inge Famira.

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Arbeitsgemeinschaft fuer Musikerziehung und Musikpflege, Feldbrunnenstr. 56, 2 Hamburg 13. Tel: (0411) 41 80 49. (Music Education Assn.).

Automaten-Verband Niedersachsen, 1 Alte Dohrenerstr, Hannover 12.

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

Automaten-Verband des Saarlandes, Bliesmuhle, Neunkirchen.

Bayerischer Automaten-Verband, Neuhauserstr. 34, Munich 2.

Berliner Automatenverband (BAV), Emserstr. 45, 1 Berlin 45. Tel: 883 49 35.

Bundesverband der Phonographischen Wirtschaft, Katharinenstr. 11, 2 Hamburg 11. Dir.: Joachim Viedebantt.

Deutsche Mozart-Gesellschaft eV, Maximilianstr. 89, 89 Augsburg. Tel: 25588.

Deutsche Orchestervereinigung, Graf Reckestr. 26, 4 Duesseldorf. (Orchestra Union).

Deutsche Stiftung Musikleben, Esplanade 36, B.A.T.-Haus, 2000 Hamburg 36. Tel: 34 10 21.

Deutscher Automaten-Groshandels-Verband eV, 3 Grosse Baeckerstr., 2 Hamburg 1. Tel: 36 57 45. Telex: 021 4490.

Deutscher Automaten-Verband (DAV), 6-8 Kaiser-Wilhelm-Ring, Cologne.

Deutscher Komponisten-Verband, Lagardestr. 28, 1 Berlin 38. Tel: 84 74 75. (Composer's Ass'n).

Deutscher Musikalien-Wirtschaftsverband, Dahlmannstr. 24, 53 Bonn.

Deutscher Musikrat (Deutscher Sektion des Int'l Musikrates), Feldbrunnenstr. 56, 2 Hamburg 13. Tel: (0411) 41 80 49. (Music Council).

Deutscher Musikverleger-Verband, Dahlmannstr. 24, 53 Bonn. (Publ'rs Assn).

Deutscher Saengerbund, Burgmuerstr. 68, 5 Cologne. (Choral Federation).

Gemeinschaft Deutscher Musikverbände, Dahlmannstr. 24, 53 Bonn. Tel: 22 03 04.

Genossenschaft Deutscher Buehnen-Angehoeiger, Feldbrunnenstr. 74, 2 Hamburg 13. Pres.: Heinrich Wueliner. (Theater Union).

Gesellschaft zur Verwertung von Leistungsschutzrechten mbH (GVL), Charlotte-Niese-Str. 8, 2 Hamburg 52. Tel: 82 43 41. Contact: Mr. Schoeneburg.

Institut fuer Neue Musik und Musikerziehung eV, Artilleriestr. 15, 61 Darmstadt. Tel: 84240.

International Film Union (IFU), Schloss Calmuth, Remagen. Tel: 8251. Mgr.: Gerhard Radermacher.

International Society for Contemporary Music (German Div.), Nieder Ramstaedterstr. 190, 61 Darmstadt. Tel: 13417.

Internationale Gesellschaft fuer Musikerziehung, Manderscheiderstr. 35, 5 Cologne Klettenburg. (Society for Music Education).

Internationales Musikinstitut, Nieder Ramstaedterstr. 190, 61 Darmstadt. Tel: 13416.

Landesverband Baden-Wuerttemberg des Automaten-Aufstell-Gewerbes eV, Knoedelstr. 6, 7000 Stuttgart-Ost. Tel: (0711) 48 31 41. Dir.: Ernst Bohm.

Musikalische Jugend Deutschlands eV, Hirschgartenallee 19, 8 Munich 19. Tel: 57 45 81. Contact: Dr. Eckart Rohlfis. (Jeunesses Musicals).

Neue Bachgesellschaft, Internationale Vereinigung, Rumannstr. 10, 3 Hannover. Tel: 284 88.

Branch: East Germany.

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

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

Verband der Deutschen Automaten Industrie (VDAl), 199 Aachenerstr., Cologne-Lindenthal.

Verband Deutscher Konzertdirektionen, Germanenstr. 45, 56 Wuppertal/Barmen. (Ass'n of German Concert Mgrs.).

Verband Deutscher Musikerzieher und Konzertierender Kuenstler (VDMK), Haehnelstr. 9/11, 1 Berlin 41. Tel: 83 82 24. (Ass'n of German Musicians & Music Teachers).

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

Verband des Norddeutschen Automaten-Gewerbes eV, Ahrensburgerstr. 58/bei der Hopfenkarre 28, Hamburg-Wandsbek. Tel: 689885.

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

Zentralverband der Organisationen des Deutschen Automaten-Aufstellgewerbes (ZOA), Kaiser-Wilhelm-Ring 6-8, Cologne 5.

DUPLICATOR / MARKETER

Autoplay Musik-Cassetten GmbH, Hardstr. 39, 851 Fuerth/Bavaria. Tel: (0911) 73 39 03. Gen. Mgr.: H. Brauns.

Cassette: Autoplay, Hit Music.

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Represents: K-Ark, Great. Music Town (All USA).

MUSIC LICENSING ORGANIZATIONS

G E M A (Gesellschaft fuer musikalische Auffuehrungs und mechanische Vervielfaeltigungsrechte), Herzog-Wilhelmstr. 28, 8 Munich 2. Tel: 55991. Dir.: Mr. Schiedung. (German Performing & Mechanical Rights Society).

Branch: 1 Berlin 30, Bayreutherstr. 37-38. Tel: 24.99.51.

Paradiso, Neumannstr. 3, Frankfurt/Main.

Int'l branch: USA.

PRESSING PLANTS

Electrola, Maarweg 149, Cologne-Braunsfeld. Contact: Carl Lindstrom.

Miller Int'l Schallplatten (div. of MCA Recs. Int'l), Justus von Liebig-Ring 2-4, 2085 Quickborn. Tel: (04106) 2885.

Sonopress Reinhard Mohn ohG, Friedrichsdorfer Str. 75, 483 Guetersloh. Tel: (5241) 831. Cable: SONOPRESS. Sales Mgr.: H. Kirchberg.

Teldec, Niederstr., Nortorf. Tel: 911.

PROCESSING PLANT

Berliner Union-Film, Viktoriast. 13-18, 1 Berlin 42. Tel: 75.04.61.

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 Hadeko-Film Sound, Garf Lansbergstr. 2-4, 404 Neuss/Duesseldorf. Tel: 25051. Mng. Dir.: Gustav Heidenheim; Studio Mgr.: William Schoenland; Sales Mgr.: Gerhard Senftleben; Adv. Mgr.: Guenther Wilk.
 Paul Lazare Prod'ns, Muhlendamm 41, Hamburg 22. Tel: 25 89 84.
 Polyband, Sonnenstr. 20, 8 Munich 15. Tel: 55 41 98. Contact: W. G. Winkel.
 7 7 7, Kirchstr. 8, Rheinhausen 414. Tel: 73 777.
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 Stereo Tape, Hegestr. 39, Hamburg 20. Tel: 48.10.74. Contacts: Jan Famera & Inge Famera.
 Studio Hamburg, Tonndorfer Hauptstr. 90, Hamburg 70. Tel: 66881. Gen. Mgr.: Gyula Trebitsch; Mgrs.: Joachim Frels & Claus Kuehn; Sales & Mktg. Dir.: Otto Stingl; Import-Export Dir.: Dr. Eckart Haas.
 Int'l branch: USA, 315 W. 57 St., New York, N. Y. 10019. Tel: (212) 586-6776. Contact: Ingrid Menzel.
 Teldec (Studio & Technical Div.), Berlin-Lichterfelde, 1000 Berlin. Tel: (0311) 73.01.36 & 73.60.38.
 Tonstudio Bauer, Markgroenerstr. 46, 714 Ludwigsburg-Englosheim. Tel: 31098. Contact: Rolf Bauer.

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Automaten-Service, 179 Sofienstr., 75 Karlsruhe. Tel: 55660. Contact: D. Kretz.

phonograph manufacturers

A E G-Telefunken, AEG-Hochhaus, 6 Frankfurt/Main. Tel: (0611) 6001. Telex: 0411 076.
 Arena Akustik GmbH, Rainweg 6-8, 2 Hamburg 20. Tel: (0411) 48 35 44.
 Audioson per Kriksaeter, Klosterstr. 134, 4 Duesseldorf 1. Tel: (0211) 3606 71.
 Braun AG, Postfach 6165, Ruesselsheimer Str. 22, 6 Frankfurt/Main. Tel: (0611) 23 05 11. Telex: 0412 090.
 D H F I (Deutsches High Fidelity Institut eV), Feldbergstr. 45, 6 Frankfurt/Main. Tel: (0611) 72 39 82. Telex: 0 414 263.
 Deutsche Philips GmbH, Postfach 1093, 2 Hamburg 1. Tel: (0411) 33 92 21. Telex: 2 161 587.
 Dual Gebr. Steindinger, Postfach 70, 7742 St. Georgen. Tel: (07724) 512. Telex: 792402.
 Electroacoustic GmbH (Elac), Westring 425-29, 23 Kiel. Tel: (0431) 40821. Telex: 0292 825.
 Metz Apparatewerke, Ritterstr. 5, 8510 Fuerth. Tel: (0911) 77 66 21. Telex: 0623 421.
 Nordmende, Funschneise 5-7, 28 Bremen-Hemelingen. Tel: (0421) 45851. Telex: 244 485.
 Perpetuum-Ebner, Postfach 36, 7742 St. Georgen. Tel: (07724) 451. Telex: 0792 415.
 Philips (see Deutsche Philips).
 Saba-Werke, Postfach 69, 7730 Villingen. Tel: (07721) 3351. Telex: 0792 818.
 Stereotronic Vertriebsgesellschaft, Postfach 1720, 7530 Pforzheim. Tel: (07231) 27674. Telex: 783 829.
 Wega Radio GmbH, Stuttgarterstr. 106, 7012 Fellbach. Tel: (0711) 58 16 51. Telex: 0723 754.
 Z V E I (Fachverband Phontechnik im Zentralverband der Elektronischen Industrie eV), Tronquiststr. 26, 2 Hamburg 19. Tel: (0411) 40 42 97.

GREECE

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RATE OF EXCHANGE: \$1 (US)=30 drachmas.

RADIO STATIONS: 2—one national, one military.

No. of Radios: 1,400,000.

TV STATIONS: 3 channels—two national, one military; still relatively experimental.

Type of programming: Mainly serials & feature films, news, recorded foreign music, live local music, advertisements.

HOLIDAYS: Jan. 1, Epiphany, Carnival Monday, Mar. 25 (National Day), Easter Monday, May 1, Aug. 15 (Assumption), Oct. 28, Dec. 25, 26.

RECORDS:

Records imported from USA (CIF): 1968—\$49,405; 1967—\$68,544.

Billboard 1969-1970 International Music-Record Directory

Records imported (total): 1967—36,000 kilograms @ \$182,334; 1966—55,000 kilograms @ \$237,667.

Records exported to USA (FOB): 1968—296,958 units, \$157,092; 1967—228,296 units, \$111,451.

Records exported (total): 1967—63,000 kilograms @ \$419,234; 1966—80,000 kilograms @ \$528,501.

Average retail price per record: LP's (domestic) \$4.33; (imported) \$5.33 to \$6. EP's (domestic) \$1.50; (imported) \$1.83. Singles—\$1.

Type of distribution: Manufacturer-to-distributor-to-retailer.

Type of promotion: Government sells radio time to distributors for promotion. No pirate radio. Fan magazines & trade papers rarely used.

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record manufacturers

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 Athenee (see Anthony Plomaritis Sons).
 Children's Melodies (see Piperakis).
 Columbia Graphophone, PO Box 287, Central-Athens. Tel: 203-811-4. Cable: COLGRAPH. Mng. Dir.: Alan Campbell; Admin. Mgr.: B. Toumbakaris; Tech. Mgr.: E. Aretaios; Comm'l Mgr.: E. Jones; Export: G. Giras.
 Int'l labels represented: AZ, Amy, Bell, Capitol, Columbia, Crescendo, Ducretet-Thomson, Dunhill, Ember, Gerrett, Gordy, HMV, Immediate, Mala, Markal, Motown, Norman Petty, Odeon, Parlophone, Pathe, President, Regal, Rim, Soma, Shelby Singleton, Stateside, Tamla, Trianon.
 Note: All the above repertoires are sub-leased to distributors.

Dionysos (see General Publ'g).
 Fototechniki, c/o J. Karakalos, 9 Zaimi, Athens. General Publ'g Co. Ltd., 11 Kriezotou St., Athens 134. Tel: 616.716, 633.603. Cable: LYRAHELLAS. Gen. Mgr.: Alexander Patsifas; A&R & Int'l: Popi Gaetanos; Sales & Mktg.: Kyriakos Maravelias; Pub.: Aleka Zeta; Adv. & Promo.: Katerina Georgis.
 Branch: Salonica, 12 Komnino St. Tel: (031) 77.306. Mgr.: Arsenis Stergiou.

Labels: (owned) Lyra, Dionysos; (distributed) Zodiac.

Int'l labels represented: Warner Bros.-Seven Arts, Reprise, Vanguard, Scepter, Vista, Amy-Mala-Bell, Immediate, AZ, Erato, Trianon, Vedette, Disneyland, Vista.

Int'l reps: Australia (Star), Benelux (Riviera, Pathe-Marconi), Canada (MGM, USA), Cyprus (Garabet-Indjirdjian), France (Pathe-Marconi, Erato, Le Chant du Monde, Riviera-CE), Italy (Vedette), Japan (Victor Co. of Japan), South Africa (Gallo), Spain (Pathe-Marconi), UK (EMI), USA (MGM).

Greka (see Piperakis).
 Helladic, 7 Mavrokordatou St., 142 Athens. Tel: 617.911/3. Gen. Mgr.: Nicolas Antipapas; A&R Dir.: Spyros Rallis; Sales & Mktg.: Gregoris Bastas; PR Dir.: Jacques Menahem.
 Branch: 22 Megalou Alexandrou, Salonica. Field Rep.: John Socratides.

Labels: (owned) Lyra, Dionysos; (distributed) Zodiac.
 Tape: cartridge cassette.
 Int'l labels represented: A&M, Amadeo, Archiv, Ariola-Eurodisc, Atco, Atlantic, Ariston, Barclay, Buddha, Cameo, Deutsche Grammophon, Elektra, Fidelity, Fontana, Heliodor, Jolly, Kama Sutra, MGM, Mercury, Parkway, Page One, Philips, Polydor, Ricordi, Riviera, RI Fi, Roulette, Verve.

Lucky (see Anthony Plomaritis Sons).
 Lyra (see General Publ'g).

Margophone (see Minos Matsas).
 Minos Matsas & Son Co. Ltd., 48 Stadium St., Athens 131. Tel: 316.104, 318.091, 318.096.

Cable: ODEOPARLOPHONE. Chm.: Minos Matsas; Mng. Dir.: Makis Matsas; Admin. Mgr.: Theodoros Sergakis; Promo. Mgr.: Athanas Theophilou.
 Labels: Margophone, Minos, Odeon, Parlophone, Standard.
 Int'l labels represented: Parlophone Int'l, Tamla-Motown.

Melody (see Anthony Plomaritis Sons).
 Minos (see Minos Matsas).

Music-Box, Nikis 2, Athens 126. Tel: 221.574, 225.921, 235.391. Cable: THOMS.

Labels: Pan-Vox, Music-Box.

Int'l labels represented: CBS, Carosello, Cetra, Clan, Decca, Durium, Epic, Fonit, Liberty/UA, London, Palette, Pye, Vega, Vogue.

Neodisc, 25-29 Panepistimiou St., Athens. Contacts: B. Bravos & B. Rekontiatis.

Nina Hellas, 2 Agiou Constantinou Str., Athens 101. Tel: 531.658. VP & Mgr.: Peter Nicolaou.

Int'l branch: USA.

Labels: Nina, Olympic.

Odeon (see Minos Matsas).
 Olympic (see Nina Hellas).
 Pan-Vox (see Music-Box).

Parlophone (see Minos Matsas).
 Piperakis, Nikis 54, Athens. Tel: 234.686.

Labels: (owned) Greka; (distributed) Select, Apollon, Special Music, Vendetta, Children's Melodies.

Tape: Self-mfd.

Anthony Plomaritis Sons, 3d September 13, Athens. Tel: 527.472, 813.918. Cable: MELODYRECORDS.

Pres.: Anthony Plomaritis; Sales Mgr.: Lucky

Plomaritis; Pub.: George Plomaritis; Adv.: C. Costantinou; Promo: Irene Stanro; Int'l: Evans Plomaritis.

Int'l branch: Italy.

Labels: Melody, Athenee, Popular, Lucky, Top Hot.

Tape: Melody, Popular, Lucky, Athenee licensed to Columbia Graphophone.

Int'l labels represented: Combo, Style, Miura, El Virrey, Ember, Carosello, Ronnex.

Popular (see Anthony Plomaritis Sons).
 Select (see Piperakis).

Special Music (see Piperakis).
 Standard (see Minos Matsas).

Top Hot (see Anthony Plomaritis Sons).
 Dimitrios Tsaperis, Platia Ag. Theodoron 1, Athens.

Vendetta (see Piperakis).
 Yannis & Navrogordato, Rongoti 5, Thessaloniki.

Zodiac (see General Publ'g).

INDEPENDENT RECORD PRODUCER
 Anthony Plomaritis Sons, 3d September 13, Athens. Tel: 527.472, 813.918. Cable: MELODYRECORDS. Pres.: Anthony Plomaritis.

Label credits: Select, Discophon, Apollon, Greka.

music publishers

Arion, PO Box 287, Athens. Tel: 203.811/4. Cable: COLGRAPH. Mgr.: Emyln Jones.

Int'l firms represented: Ardmore & Beechwood, Beechwood Music, Saturday Music, Genius Music, Imudico, Pathe, Castle, Accord, Anagon, VdP, Belriver, Toshiba, Odeon.

E L P A-Letteris K. Papadopoulos, 20 Kolonaki Sq., Athens 138. Tel: 625.259, 220.564.

Int'l firms represented: Chappell Group, Edwin H. Morris Group, Famous, Cinq-Continents, Warner Bros.-Seven Arts Group.

General Publ'g, 11 Kriezotou St., Athens 134. Tel: 616.716 & 633.603. Cable: LYRAHELLAS. Gen. Mgr.: Alexander Patsifas.

Greco Phon, Karagiorgi Servias St., Athens. Tel: 225.921. Cable: GRECOPHONE. Mgr.: Mrs. Marika Gesar.

Icaros, 4 Vouli St., Athens.

Lucky, 3d September 13, Athens. Tel: 527.472.

Pres.: Anthony Plomaritis; Gen. Mgr.: Evans Plomaritis; Gen. Prof. Mgr.: George Plomaritis.

Branch: Salonica (Melody Prod'ns).
 Int'l branch: Italy (Melody Prod'ns).

Int'l rep.: Italy (Leonardi).

Ivan Mogull, c/o AEFI, 7 Botassi St., Athens.

Plomaritis Prod'ns, 3d September 13, Athens. Tel: 527.472. Mng. Dir.: Lucky Plomaritis.

This company represents: Italian, French & German publishing agencies to all Middle East countries.

Int'l rep.: Italy (Leonardi).

importers/distributors

B. Bravos B. Rekontiatis O. E., 25 Panepistimiou St., Athens 122. Tel: 232.349.

This company represents: Vox.

Greek Phonograph Rec. House & Musical Eds., Georgios Orphanidis, 3 Colocotroni Pl., Syngrou

Arcade, Athens 125. Tel: 225289, 231533 & 225130. Pres.: Georgios Orphanidis.

Branch: 2 Corai St., Athens 132. Tel: 233069.

This company represents: RCA, Telefunken, Dot, ABC-Command, Carisch, Pathe, Chess-Checker-Cadet, Parade, Major-Minor, Maietta, Acta, Everest, Melophone-Olympic, Qualiton, Stax, Paramount.

Tape: cartridge 8-track, cassette, open reel.

Lambropoulos Bros. Ltd., Paparigopoulou 17 & Praxitelous, Athens 126. Tel: 222.286, 234.475.

Cable: ADELAMBRO. Pres.: P. C. Lambropoulos.

Distributes: EMI tape product; records.

Lyric High Fidelity Ctr., 52 Alexandras Ave., Athens. Tel: 819.619.

Psiktemboriki Athinon SA, 3 September St. 49, Athens 103. Tel: 822.833/4. Cable: COMPLETE.

Imports: Voxson-FARET product (Italy).

supplies & services

LICENSOR, TAPE & RECORD
 Music-Box, 2 Nikis St., Athens 126. Tel: 221.574, 235.391 & 225.921. Cable: THOMS. Top Execs.: Martin Th. Gesar & Mrs. Marika M. Gesar.

MUSIC LICENSING ORGANIZATION

A E P I (Society Anon. Hellenique pour la Protection de la Propriete Intellectuelle), 14 Deliyianni St., Athens 148. Tel: 610.322. Dir.: Constantin Macris.

PRESSING PLANT

Columbia Graphophone, PO Box 287, Athens. Tel: 880.371. Cable: COLGRAPH. Mng. Dir.: Alan Campbell.

RECORDING & TAPE DUP. STUDIOS

Columbia Graphophone, PO Box 287, Athens. Tel: 880.371. Cable: COLGRAPH. Mng. Dir.: Alan Campbell.

S. Piperakis, Nikis 54, Athens. Tel: 234.686. Pres.: Spiros Piperakis.

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continued

GUATEMALA

POPULATION: 4,800,000.

RATE OF EXCHANGE: \$1 (US) = 1 quetzal.

HOLIDAYS: January 1, Holy Thursday, Good Friday, May 1 (Labor Day), June 30 (Army Day), September 15 (Independence Day), October 12 (American Race Day), October 20 ((Anniversary of 1944 Revolution), November 1 (All Saints Day), December 25 (Christmas).

RADIO STATIONS: 71 AM-7 government, 64 commercial; 28 FM-3 government, 25 commercial.

Type of programming: Recorded music, news.

No. of radios: 30,000.

TV STATIONS: 3.

No. of TV sets: 60,000.

RECORDS:

Records imported from USA (CIF): 1968-\$43,974; 1967-\$60,200.

Average retail price per record: LP's-\$5; EP's-\$1.50; Singles-\$1.

Stereo sales: 25% of total.

Type of distribution: Manufacturer-to-wholesaler-to-retailer; manufacturer-to-retailer.

IMPORT/EXPORT REGULATIONS: Import duties on jukeboxes: \$4 per gross kilo (2.2 lbs.), and 50% ad valorem. Import duties on amusement machines: \$5 per gross kilo and 20% ad valorem. There is a surcharge of 30% on all custom duties.

● record manufacturers

Sr. Manuel Antonio Catalan, Casa Diana, 6a. Av. 15-35, Guatemala.

Discos de Centroamerica (DIDECA), 12 calle 3-27 Zona 1, Guatemala 1. Tel: 29602, 20442, 84976. Cable: DIDECA. Gen. Mgr.: Augusto Diaz-Duran; Admin. Mgr.: Otto Schwarz; Pub. & Adv.: Enrique Alarcon. Label: DIDECA.

Int'l labels represented: Liberty, Imperial, Sunset, Dolton, World Pacific, Colonial, Pacific Jazz (all USA); Philips, Fontana, Mercury (all Netherlands); Musart, Rex (both Mexico); Zeida (Colombia).

I N D I C A (Industria de Discos Centroamericana), 6a. Ave. 12-41 Zona 1, Guatemala. Tel: 85-120. Rep.: Arnaldo Calvo. Home office: Costa Rica.

● music publishers

Hits-Musicales, 4a. Av. 16-02 Zona 1, Guatemala. Musical, Ing. M. G. Wunderlich, 13 Calle 9-62 Zona 1, Guatemala.

● record wholesalers

DISTRIBUTOR

Dist. Electro Musical, 7a. Ac, No. 20-06 Zona 1, Guatemala.

IMPORTERS & EXPORTERS

Salvador Avelar, "Casa Avelar," 18 C. P. No. 3-60 Zona 1, Guatemala.

Haroldo Castillo, 6a. Av. 12-15 Zona 1, Guatemala. Dist. Electro Musical, 7a. Av. No. 20-06 Zona 1, Guatemala.

Hits Musicales, 4a. No. 16-20 Zona 1, Guatemala. Instrumentos Musicales, Apdo. 345, Guatemala.

M. A. Mena, Cadena Philco; 11 Calle 6-38 Zona 1, Guatemala. Musical, Ing. M. G. Wunderlich, 13 Calle 9-62 Zona 1, Guatemala. Label: Vox (USA).

● supplies & services

TRADE ORGANIZATIONS

A G A Y C (Asociacion Guatemalteca de Autores y Compositores), 14 Calle 11-42 Zona 1, Guatemala.

Sociedad Filarmónica de Guatemala, Conservatorio Nacional de Musica y Artes Escenicas, 3a. y 5a. Calle Zona 1, Guatemala.

GUYANA

POPULATION: 680,000.

PER CAPITA INCOME: \$476.

RATE OF EXCHANGE: \$1 (US)=\$2.02 (Guyanan dollars).

HOLIDAYS: 12.**RADIO STATIONS:** 1 commercial, 1 government.

Type of programming: Recorded popular & classical music, 35%; live popular & classical music, 15%.

No. of radios: 50,000.

RECORDS: (figures represent US currency).

Records imported from USA (CIF): 1968-\$23,227; 1967-\$50,028.

Records imported from countries other than USA (CIF): 1968 (Jan.-Jul.)-13,264 units, \$42,404; 1967-34,075 units, \$47,264.

Type of distribution: Manufacturer-to-retailer predominates.

Type of promotion: Radio most popular. Newspapers also contribute through coverage of recording artists.

TAPE:

Market: In addition to distributors, many musical marts have been opened, catering for all tape products.

EXPORT/IMPORT REGULATIONS: Countries granted preferential tariff (e.g., Australia, Canada), 25% duty; countries on general tariff (e.g., USA), 45% duty.

● distributors

Ace Rec. Club, 34 Robb & King Sts., Georgetown. Tel: 2742.

Alphonso's Modern Rec. Store, 64 King St., Georgetown. Tel: 3114.

Auto Supplies, 30 Hadfield St., Georgetown. Tel: 2406.

D. M. Fernandes, 26 Main St., Georgetown. Tel: 62021.

William Fogarty, 34-37 Water St., Georgetown. Tel: 62111.

H. B. Gajrai, 13 Water St., Georgetown 2. Chmm.: Rahman B. Gajrai.

Indian Musical, 13H Water St., Georgetown. Tel: 15000.

International Musical House, PO Box 61, 102 Middle Rd., La-Penitance, Georgetown. Mgr.: Jacob Boodoo.

Sandbach, Parker & Co. Ltd., 45-48 Water St., Georgetown. Tel: 6-2051. Cable: SANDBACH. Mgr., Rec. Dept.: Michael D. McKenzie; Sales Mgr.: Mrs. M. Baptiste.

Handles: records, tape product, record accessories (Rection needles & spray cleaner; Emitex cleaning cloth; National, BSR & Garrard adaptors).

HONDURAS

POPULATION: 2,550,000.

PER CAPITA INCOME: \$250.

RATE OF EXCHANGE: \$1 (US) = 2 lempiras.

RADIO STATIONS: 66 commercial.

Type of programming: 80% commercial; 20% news, popular & classical music.

No. of radios: 135,000.

TV STATIONS: 5 commercial channels.

Type of programming: 90% commercial; 10% news, historical & dramatic films.

HOLIDAYS: Jan. 1, Apr. 14 (Americas Day), May 1 (Labor Day), 3 days of "Semana Santa," Sept. 15 (Independence Day), Oct. 3 (Army Day), Oct. 12 (Columbus Day), Oct. 25 (Army Forces), Dec. 25.

RECORDS:

Records imported from USA (CIF): 1968-\$19,527; 1967-\$22,450.

Records imported from countries other than USA: 1968 (9 months)-25,741 kilos, \$195,600; 1967-31,432 kilos, \$219,273.

● importers & exporters

Alfredo Campos Marco, Apartado No. 26, Tegucigalpa, D.C.

Carrousel, Frente Parque Valle, Tegucigalpa, D.C.

Casa de la Musica, Hotel Prado, Tegucigalpa, D.C.

Francisco J. Jones, Ave. Paz Barahona, Tegucigalpa, D.C.

Litografía Suarez Romero, Calle Morelos, Tegucigalpa, D.C.

Palacio de la Musica, Soledad de Ramirez, Hotel Marichal, Tegucigalpa, D.C.

● associations & professional organizations

Direccion Nacional del Folklore, Secretaria de Educacion, Tegucigalpa, D.C.

Society for the Benefit of Musical Art of Libreria Navarro, Comayagua, D.C.

Type of programming: English programs are generally imported from USA, UK, Australia & Canada. About 65% of English programs in color. Chinese channels have much more live programming.

No. of TV sets: 220,000.

HOLIDAYS: Jan. 1, Chinese New Year, March 31 (Ching Ming), Good Friday thru Easter Monday, April 21 (Queen's Birthday), Tuen Ng, July 1, first Monday in August, last Monday in August (Liberation Day), Mid-Autumn Festival, Chun Yeung Festival, Dec. 25, 26.

RECORDS: (figures represent US currency)

Records imported from USA (factory value): 1968-218,215 units, \$265,221; 1967-291,732 units, \$360,596.

Records imported from countries other than USA (factory value): 1968-1,471,002 units, \$823,519; 1967-1,151,352 units, \$710,045.

Records exported to USA (factory value): 1968-20,151 units, \$33,170; 1967-3,491 units, \$5,041.

Records exported to countries other than USA (factory value): 1968-125,468 units, \$132,197; 1967-82,348 units, \$83,152.

Records re-exported to USA: 1967-660 units, \$578.

Records re-exported to countries other than USA: 1968-32,335 units, \$29,718; 1967-63,123 units, \$68,403.

Average retail price per record: LP's-\$3; EP's-\$1.00; Singles-\$0.67.

Stereo sales: 65% of imported product; 15% of domestic product.

Type of distribution: Manufacturer-to-wholesaler-to-retailer.

Discounting: Rare.

Type of promotion: TV & live shows have promoted pop music, especially by local groups. Other promotional mediums are commercial radio, newspapers, record magazines and the annual Talent Quest.

Jukeboxes: 400.

TAPE: (figures represent US currency)

Market: Open reel tapes are most popular format, though both 8-tr. cartridges and musicassettes are gaining favor with the trade. Capitol/Angel cartridges and open reel tapes prevail.

Pre-recorded tapes imported from USA (CIF) (recorded tapes, other recorded media & prepared media for sound recording): 1967-\$288,077.

Pre-recorded tapes imported from countries other than USA (CIF): 1967-\$437,738.

Average retail price per tape: 4 & 8-track cartridge-\$8.25; cassette-\$4.95; open reel-\$8.25.

Type of promotion: Manufacturers & wholesalers advertise line or label; retailers advertise contents.

IMPORT/EXPORT REGULATIONS: Hong Kong is a free port.

● record manufacturers

Angel (see EMI).

Colonial Trading Co. (Diamond-Mercury Co. Ltd.), Luk Hoi Tung Bldg., 1st Fl., Queen's Rd., Hong Kong. Tel: 221109. Cable: COLTRACO. Mng. Dir.: R. A. DaSilva; Asst. Mgr.: L. M. DaSilva; Sales Mgr.: Peter D'Almada; Sec'y: Miss B. E. Santos.

Label: Diamond. USA rep.: Mr. & Mrs. J. W. Kirk, Home Run Prodn's Inc., 4090 Balboa Ave., Las Vegas, Nev. 89109.

Int'l labels represented: CBS, MGM/Verve, Liberty/United Artists.

Columbia (see EMI).

Diamond (see Colonial Trading).

E M I, 1517 Kowloon Commercial Centre, PO Box 5263, Kowloon. Tel: K-677041. Cable: EMI-TRON. Mng. Dir.: K.F. Bruce (Singapore); Commercial Mgr.: R.H.C. Ascott; A&R: Miriam Wang & Vic Cristobal. Labels: Angel, Columbia, Parlophone, Pathe, Regal.

This company represents: ABC (USA), Audio Fidelity (USA), Capitol (USA), Columbia (United Kingdom), Disneyland (USA), Encore (United Kingdom), Odeon (United Kingdom), Parlophone (United Kingdom, Australia, India), State-side (USA), Vista (USA).

Int'l reps.: France (Pathe-Marconi), India (Gramophone), Macao (Universal Agencies), Malaysia (Borneo), Philippines (Dyna), Singapore (EMI), United Kingdom (EMI), USA (Capitol).

The Life Rec., 202 A. Princess Theatre Bldg., Kowloon. Tel: 65986. Mng. Dir.: Ng Lian Chin.

This company represents: Decca.

Parlophone (see EMI).

Pathe (see EMI).

Regal (see EMI).

INDEPENDENT RECORD PRODUCER

Colonial Trading Co., Luk Hoi Tung Bldg., 1st Fl., Queen's Rd., Hong Kong. Label Credit: Decca (UK).

● music publishers

Burlington-Palace Music Orient Ltd., 1112 Star House, 3 Salisbury Rd., Kowloon.

Int'l reps.: Australia (Palace Music Ltd., Australia), Austria (Burlington Musikverlag GmbH, Germany), Benelux (N.V. Palace Music

HONG KONG

POPULATION: 3,971,500.

PER CAPITA INCOME: \$450.

RATE OF EXCHANGE: \$1 (US) = \$6.06 (HK dollars).

RADIO STATIONS: 7-3 commercial, 4 government; 5 AM, 2 FM.

Type of programming: Music accounts for 50% of commercial & 75% of government radio. One-third of all music is live; one-third of music is classical.

No. of radios: 1,000,000.

TV STATIONS: 4 commercial; 2 English, 2 Chinese.

Holland, Netherlands), Canada (Burlington Music of Canada Ltd., Felsted Music of Canada Ltd.), France & French Union (Eds. Musicales Palace Sarl.), Germany (Burlington Musikverlag GmbH), Italy (Ed. Musicali Palace Srl.), Scandinavia (Palace Music, Sweden), South Africa (Burlington Music), UK (The Burlington-Palace Music Group), USA (Burlington Music Corp., Felsted Music Corp.).

Pathe (Far East), 1517 Kowloon Commercial Centre, Kowloon. Tel: K-677042. Cable: PATPUB. Dir.: R.H.C. Ascott; Admin. Mgr.: Mrs. J.F. Holdroyd.

● record wholesalers

DISTRIBUTORS, IMPORTERS & EXPORTERS

Ampex World Opns. S.A., 102 Kayamally Bldg., 22 Queen's Rd., Central Hong Kong, B.C.C. Tel: H-227059.

Cartridge 4-track, 8-track, cassette & open reel: Ampex Stereo Tapes imported from USA.

Colonial Trading Co., Luk Hoi Tung Bldg., 1st floor, Hong Kong, B.C.C.
Handles: Tape product.

Companion Music Corp. Ltd., 621-622 Alexandra House, Hong Kong. Tel: H-238381.
Label: Tetragrammaton (USA).

Cosdel (Far East) Ltd., 1330-1332 Prince's Bldg., Hong Kong. Tel: H-247047. Cable: HKCOLTEK. Owners: Kenneth L. Cole & T. K. Whang; Mgr.: Robert Wong.

Labels: RCA Camden, Colgems, Chart, Calendar. Tape: (cartridge, open reel) RCA, Camden, Colgems, Chart, Calendar.

Cosdel (Hong Kong) Ltd., 1330-1332 Prince's Bldg., Hong Kong. Tel: H-247047. Cable: HKCOLTEK. Owners: Kenneth L. Cole & T. K. Whang; Mgr.: Robert Wong.

Branch: 924-26 Star House, 3 Salisbury Rd., Kowloon. Tel: K-675884/70.

Labels: Warner Bros.-Seven Arts, Reprise, Atlantic, Atco, Dot, Acta, Steed, Paramount, Viva, Motown/Tamla/Gordy, Hickory, Everest, Prestige, Time, Elektra/Nonesuch, Vox/Turnabout, Chess/Checker/Cadet, Pye, Ember, Vogue, Durium, RCA, Camden, Colgems, Hit Parade, Poppy, Ranwood, MCA.

Tape: (4- & 8-track cartridge, cassette, open reel) all above labels; also Greentree.

Phonographs: Wurlitzer.

Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109 & 233370.

E M I (Electric & Musical Inds. Ltd.) 1517 Star House, 3 Salisbury Rd., Tsimshatsui, Kowloon, Hong Kong. Tel: K-677041. Mng. Dir.: K. F. Bruce; Sales Mgr.: R.H.C. Ascott.

Tape: Angel (USA), Audio Fidelity (USA), Capitol (USA), Columbia (UK), Monument (USA), Parlophone (UK), Stateside (UK).

Jardine, Matheson & Co. Ltd., PO Box 70, 22 Pedder St., Hong Kong. Tel: 228011. Cable: JARDIMPO.

This company represents: EMI (United Kingdom, Australia, Singapore), Capitol (USA), Gramophone (India), Audio Fidelity (USA), Monument (USA), Pickwick Int'l (USA), ABC (USA).

Tape: Angel (USA), Audio Fidelity (USA), Capitol (USA), Columbia (UK), Monument (USA), Parlophone (UK), Stateside (UK).

Jebsen & Co., Prince's Bldg., 24th Fl., Hong Kong. Handles: Tape product.

Lisonda Ltd., Alexandra House, Ground floor, Hong Kong.

Handles: Tape product.

Moutrie & Co. (HK) Ltd., Alexandra House, 7 Des Voeux Rd., Central Hong Kong. Tel: 243098/9. Pres.: Napoleon Ng; Tape Div. Mgr.: Fung Chi-Toa.

This company represents: Decca (UK), Phonogram (Germany).

Tape: Ampex (USA), Philips (Germany, Netherlands).

P. H. Shek Ltd., United Chinese Bank Bldg., 4th floor, Hong Kong.

Handles: Tape product.

Shun Hing Electronic Trading Co. Ltd., 602 Central Bldg., Hong Kong.

Handles: Tape product.

Sin Guen Trading Co., Man Cheong Bldg., 14th floor, Hong Kong.

Handles: Tape product.

Tatf Sanyo Electric Co., Ltd., 34-37 Connaught Rd., C, 4th floor, Wang Kee Bldg., Hong Kong.

Handles: Tape product.

Tsang Fook Piano Co., 19 Queen's Rd., Central Hong Kong.

Handles: Tape product.

T. K. Whang & Co., 1330-1332 Prince's Bldg., Hong Kong. Tel: H-222747, H-240648. Cable: TEK-WHANG. Owner: T. K. Whang; Mgr.: Robert Wong.

Labels: Alshire (USA), Stereo Fidelity (USA), Somerset (USA), Barclay (France).

Tape: (4- & 8-track cartridge, cassette, open reel) Alshire, Stereo Fidelity, Somerset, Barclay.

Wo Kee Hong Ltd., Loke Yew Bldg., 5th floor, Hong Kong.

Handles: Tape product.

● supplies & services

ASSOCIATION & PROFESSIONAL ORGANIZATION

Hong Kong Schools Music Ass'n, Kowloon Center Post Office Bldg., 6th floor, Nathah Rd., Kowloon. Chm.: J. Dunn.

PRESSING PLANTS

Colonial Trading, PO Box 950, Queen's Theatre Bldg., Hong Kong. Tel: 221109.

Diamond Music, Queen's Theatre Bldg., Central Hong Kong. Tel: 221109 & 233370.

RECORDING & TAPE DUP. STUDIOS

Diamond Music, Queen's Theatre Bldg., Central Hong Kong. Tel: 221109.

E M I, Tseuk Kiu St., Yau Yat Chuen, Kowloon.

HUNGARY

POPULATION: 10,250,000.

RATE OF EXCHANGE: \$1 (US) = 30 forints.

NO. OF HOMES WITH RECORD PLAYERS: 2,300,000. 28,000 record players sold in 1967; 20,500 sold in 1966.

RADIO STATIONS: 9 (3 mid-wave length, 1 USW, 5 regional) government stations; also several short-wave stations.

Type of programming: about 70% music, of which 90% is pop, 10% classical. 90% of all music recorded. Sports events, particularly football, popular.

No. of radios: 2,478,800.

TV STATIONS: 12 government channels with identical programming.

Type of programming: news, children's & educational programs, films (foreign & domestic), live coverage of theater, opera, other concert events, sports, international song festivals. Radio & TV will transmit entire 1968 Olympics from Mexico City.

HOLIDAYS: Jan. 1, April 4 (Liberation Day), Easter Monday, May 1 (May Day), Aug. 30 (Constitution Day), Nov. 7 (October Revolution Day), Dec. 25, 26.

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numero uno

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continued

RECORDS:

Records sold domestically: 12" LP's 1967-36,000 units \$719,330. 10" LP's 1967-52,000 units, \$77,330. Stereo LP's 1967-16,418 units, \$38,330. EP's 1967-262,000 units, \$227,330. Singles 1967-1,711,000 units, \$1,140,500.

Records manufactured for domestic & export sale: LP's 1967-424,137 units, \$810,660. Stereo LP's 1967-16,418 units, \$38,330. EP's 1967-262,000 units, \$227,300. Singles 1967-2,250,889 \$1,663,000.

Records imported from USA: (factory value) 1967-84 units, \$480; 1966-345 units, \$326.

Records imported from countries other than USA: (factory value) 1967-200,493 units, \$271,300 (down 35.4% from 1966); 1966-390,000 units, \$420,000.

Records exported to USA (FOB): 1968-13,336 units, \$9,983; 1967-8,802 units, \$5,287.

Records exported to countries other than USA: (factory value) 1967-539,889 units, \$523,400 (up 17.6% from 1966); 1966-405,000 units, \$445,000.

Average retail price per record: 12" Mono LP's-\$2.00; 12" Stereo LP's-\$2.33; 10" LP's-\$1.50; EP's-\$0.87; Singles-\$0.67.

Stereo sales: 4.56% of total (LP's only).

Record club sales: 1 1/2% of total; LP's only sold through slowly-developing club. In 1967, 4,372 mono and 1,981 stereo records sold.

Postcard record sales: 1967-\$130,000.

Type of distribution: Hungarian Record Co. is sole wholesale outlet. Some state department stores sell records. No rack jobbers.

Discounting: Rare.

Type of promotion: Although TV and radio are state-owned, a popular disc jockey manages to compete on radio with Radio Luxembourg and Radio Free Europe to attract young audience. Youth and other magazines give great publicity to new artists and popular beat groups.

Jukeboxes: None.

TAPE: No tape industry. In May 1968 Budapest Fair showed some tape equipment, but effect on industry not yet perceptible.

IMPORT/EXPORT REGULATIONS: Import duty. Contact with manufacturers and publishers should be made only through the Kultura Foreign Trading Co. Paul Gyongy

● **record manufacturer & importer/exporter**

Kultura Foreign Trading Co., PO Box 149, I. Fo u. 32, Budapest 62. Tel: 159 450. Telex: 494. Cable: KULTURPRESS. Gen. Mgr.: Marton Vertes; Chief, Recs. Dept.: Josef Meszaros. Labels: Qualiton, Hungaroton. Int'l reps.: Austria (Boosey & Hawkes), Austria (L. Doblinger, Hofmeister-Figaro, Universal Edition), Belgium (Schott Freres), Bulgaria (Hemus), Canada (Boosey & Hawkes), Czechoslovakia (Artia), Denmark (Wilhelm Hansen), Finland (Fazer), France (Boosey & Hawkes), East Germany (Deutsche Buchexport), West Germany (Boosey & Hawkes), Israel (From Musikverlag), Italy (Suvini Zerboni), Japan (Nippon Gakkai), Netherlands (Broekmans & Van Poppel), Norway (Norsk Musikforlag), Poland (Ars Polona), Roumania (Cartimex), Sweden (Nordiska), Switzerland (Edition Eulenburg), USA (Boosey & Hawkes), USSR (Mezhdunarodnaja Kniga), UK (Boosey & Hawkes). Note: All correspondence and catalogs should be sent to this address. (SEE ADVERTISEMENT)

● **music publisher**

Edito Musica (Anemukiado Vallat), Semmelseutca 1-3, Budapest V. Tel: 184-682. Cable: EDITIO-MUSIC. Mng. Dir.: Lazzlo Sáros; Artistic Dir.: Dr. Laszlo Eosze. Int'l representation through Kultra Foreign Trading Co.

● **supplies & services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Hungarian Musicians (Magyar Zenemuvesszek Szovetsege), Semmelweiss u. 1-3, Budapest v. Cable: MUSICUNION. Sec'y Gen.: Tibor Sarai.

Budapest Office of Music Competitions & Festivals (Budapesti Zenei Versenyek es Fesztivalok Irodaja) & Office of Bartok Seminar, Liszt Ferenc ter 8, Budapest VI. Cable: FESTIVAL-BURO. Dir.: Imre Kun.

Hungarian Academy of Sciences, Institute of Musicology, Bartok Archives, Orszaghaz u. 9, Budapest I. Dir.: Prof. B. Szabolcsi.

Magyar Nepoztarsasag Muveszeti Alapja (Artistic Foundation of the Hungarian Peoples Republic), Bathori u. 10, Budapest V. Vice-dir.: Paul Gyongy.

Magyar Zenemuvesszek Szovetsege (Musicians' Union), Gorkij fasor 38, Budapest VI. Cable: MUDOSZ. Pres.: Janos Kerekes.

Szerzoei Jogvedoe Hivatal (Hungarian Bureau for the Protection of Copyright), Deak Ferenc u. 15, Budapest V. Cable: ARTISJUS. Dir.: Istvan Timar; Dir., Music Section: Dr. I. Mora.

PRESSING PLANT

Villamoszigiteloe es Mueanyaggyar, Fehervari u. 120, Budapest XI.

RECORDING & TAPE DUP. STUDIOS

Hanglemez Studio, Jozsefkorut 19, Budapest VIII. Tel: 139-691. Dir.: Istvan Lakatos.

Qualiton, Rottenbiller u. 47, Budapest VII.

● **phonograph manufacturer**

Electro Acustical Cooperative Society, Szegediut 57/63, Budapest XIII. Tel: 201-020. (Sole manufacturer.)

● **musical instrument manufacturers**

Electrical, Television & Radio Factory, Bajcsi Zsilinszkyut 35, Budapest VI. Tel: 115-839. Products: amplifiers, microphones.

Electro Acustical Cooperative Society, Szegediut 57/63, Budapest XIII. Tel: 201-020. Products: amplifiers, microphones.

Instrument Mfg. Cooperative Society, Rosenbergutca 15, Budapest V. Tel: 316-772. Product: drum equipment.

Instrument Mfg. Ent., Szeged. Product: guitars, with and w/o amplifiers.

Correspondent indicates guitars and drums also made by some small, private manufacturing firms.

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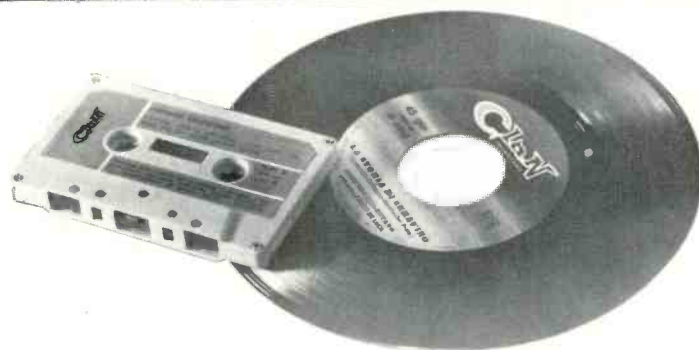
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ITALY

continued

ICELAND

POPULATION: 196,550.
PER CAPITA INCOME: \$2,450 (annual average wage of married workers).
RATE OF EXCHANGE: \$1 (US) = 57.16 Icelandic Krona.

RADIO STATIONS: 1 commercial, 1 government.
Type of programming: About 40% of listening time (broadcasting and telecasting time) is spoken word. Classical and semi-classical music has a considerable share of the rest. There are some special pop music programs.

No. of radios: 75,000.
TV STATIONS: 1 government channel.
No. of TV sets: 5,000.

HOLIDAYS: Jan. 1, Maundy Thursday, Good Friday, Easter Monday, Apr. 30 (First Day of Summer), May 1 (Labor Day), May 29 (Whitsun), June 17 (National Day), August Bank Holiday, Dec. 25, 26.

RECORDS:
Records sold domestically: LP's 1966-39,895 units, \$62,077; EP's 1966-69,840 units, \$40,540; Singles 1966-133,334 units, \$46,447.

Records imported from USA (CIF): 1967-\$14,051.
Records imported from countries other than USA: 1966-234,499 units, \$133,117 (factory value), \$386,037 (retail value).

Average retail price per record: LP-\$7.55; EP-\$2.90; Single-\$1.75.

Stereo sales: 75% of total sales.
Type of distribution: Importer to retailer system predominates.

Record club sales: Very small share of market.
Type of promotion: Direct advertising in the press, radio, and movie theaters predominates. State Radio & Television Services provide considerable indirect promotions through their own programs.

Jukeboxes: 8.
IMPORT/EXPORT REGULATIONS: 80% import duty on foreign records and 30% duty on records of Icelandic music issued by Icelandic companies but manufactured overseas.

● record manufacturers

Falkinn, Laugavegur 24, Reykjavik. Tel: 18670.
Sales, Pub., Promo., Mfg., Mng. Dir.: Haraldur

V. Olafsson; Pop A&R Mgr.: Olafur Haraldsson; Classical A&R, Sales & Mktg. Mgr.: Rec. Dept. Mgr.: Sigridur Sigurbjornadottir; Adv.: Solvi Eysteinnsson.

This company represents: EMI (United Kingdom), Decca (United Kingdom), including all their labels and subsidiaries.

Hljodfaerzlun Sigridar Hedgadóttur, Vesturveri, Reykjavik.

S G Recs., Midstraeti 8b, Reykjavik. Tel: 20549.
Mng. Dir.: Svavar Gest.

Stal, PO Box 737, Reykjavik.
This company represents: CBS (USA), Philips (Netherlands & UK), Phonogram (Germany).

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Iceland Music Information Center, Hverfisgata 39, Reykjavik. Tel: 21185. Dir.: Thorkell Sigurbjornsson.

Icelandic Composers Society (Tonskaldafelag Islands), Bokhlodustig 2, Reykjavik. Tel: 24972. Pres.: Jon Leif.

Icelandic Div. of Int'l Federation of the Phonographic Industry, Laugaveg 24, Reykjavik. Tel: 18670. Chm.: Haraldur V. Olafsson.

Icelandic Musicians Union (Félag íslenskra hljófaerleikara), Doingsgotu 7, Reykjavik. Tel: 19785. Dir.: Sverrir Gardarsson.

Society of Icelandic Musical Artists (Félag íslenskra tonlistarmanna), Hiðallabrekku 23, Kopavogi. Tel: 42037. Pres.: Thorkell Sigurbjornsson.

MUSIC LICENSING ORGANIZATION

S T E F (Samband Tonsklada og Eigenda Flutningsrettar), Bokhlodustig 2, Reykjavik.

INDIA

POPULATION: 524,100,000.
PER CAPITA INCOME: \$65.
RATE OF EXCHANGE: \$1 (US) = 7.5 rupees.

NO. OF RADIOS: 4,350,000.
HOLIDAYS: Jan. 26 (Republic Day), Aug. 15 (Independence Day), Oct. 2 (Mahatma Gandhi's Birthday), Nov. 1 (Guru Nanak's Birthday), Dec. 25.

RECORDS EXPORTED TO USA (FOB): 1968-37,913 units, \$55,766; 1967-29,234 units, \$49,279.

● record manufacturers

The Gramophone Co. of India, PO Box 699, Calcutta 1; 33 Jessore Rd., Dum Dum, Calcutta 28. Tel: 57-24-31. Cable: EMITRON. Chm., Mng. Dir. & Int'l: Bhaskar Menon.

Branches: Bombay, Sir Phirozshah Mehta Rd., PO Box 1880, Fort. Tel: 252327. Cable: EMITRON. Mgr.: P. K. P. Rama Iyer.—Delhi, 4770 Bharat Ram Rd. 23, Darya Gunji. Tel: 274453. Cable: EMITRON. Mgr.: V. D. Gautam.—Madras, 122 Mount Rd., Cathedral. Tel: 84513. Cable: EMITRON. Mgr.: A. Thangiah. Labels: HMV, Columbia, Angel, Parlophone, Capitol, Odeon.

Int'l labels represented: ABC (USA), RCA (USA), A&M (USA), Decca (UK), Dot (USA), Tamla/Motown (USA), Liberty (USA), Monument (USA), Pye (UK), Ember (UK), United Artists (USA). Philips India, Philips House 7 Justice Chandra Madhab Rd., Calcutta 20.

Siemens India Ltd., PO Box 6597, 134-A Dr. Annie Besant Rd., Bombay 18. Tel: 373261/4. Cable: SIEMENS.

Int'l labels represented: DGG, Tetragrammaton. Yoga Int'l, 54 The Mall, Simla. Pres.: Shri H. N. Khanna.

Int'l branch: USA.

● supplies & services

ASSOCIATION & PROFESSIONAL ORGANIZATIONS

Bombay Madrigal Singers-Organization, 9 Oak Ln., Bombay 1.

Delhi Music Society, 16-B Sujjan Singh Park, New Delhi 3.

Inter-National Cultural Centre, 16 Hailey Rd., New Delhi 1. Exec. Dir.: Mrs. Rekha Menon.

Madras Musical Association, c/o Honey Secretary, Chelliah E. Peter, Metal Box Co. of India Ltd., PO Box 152, Madras 1.

Triveni Kala Sangam, 205 Tansen Marg, New Delhi.

INDONESIA

POPULATION: 112,000,000.
RATE OF EXCHANGE: \$1 (US)=295 rupiahs (variable).
NO. OF RADIOS: 1,400,000.
NO. OF TV SETS: 50,000.

continued on page 326

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"Com'E' Piccolo Il Mondo," United Artists Records. Un juke box per l'estate.

PATRICK SAMSON

"Soli Si Muore" (Crimson and Clover), Carosello Records. Festivalbar - Cantagiro '69.

IRENE CONTE

"... Manchi Solo Tu," Carosello Records. Cantagiro '69.

ALICE & ELLEN KESSLER

"Star!," Carosello Records. From the motion picture "Star!"

ROBERTINO

"Intorno A Me Mulini," Carosello Records. Un disco per l'estate '69.

MEMO REMIGI

"Cosa C'E' Nel Sole" (I'll Catch in the Sun), Carosello Records. From the motion picture "Johanna."

EDIZIONI CURCI and affiliated companies:
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(Suisse)
CO-MUSIC Gmbh, MUNICH
(Germany)
SIMEPP S.A. 14, Av. Lincoln
Paris 8me (France)

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continued

HOLIDAYS: Jan. 1, May 1 (Labor Day), June 1 (Birth of Pantjasila), Aug. 17 (Independence Day), Christian and Moslem religious holidays.

RECORDS IMPORTED FROM USA: None.

● **record manufacturers**

Dimita Moulding Inds. Ltd., Kali Besar Barat 26, Djakarta-Kota. Tel: 22181. Cable: DIMITA-MOLDING. Pres. & Dir.: M. Tamimi; Dir.: M. S. Tamimi.
Label: Mesra (budget).
Indonesian Music, Irama, Tjikini Raya 78, 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), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432. Cable: Remaco. Dir.: Raden M. Moestari.

● **music publisher**

Indonesian Music, Tjikini Raya 78, Djakarta. Tel: 1892.

● **distributor**

Fa. Suara Mas, Pasar Baru 117, Djakarta=Kota. Tel: 49137.

● **supplies & services**

PRESSING PLANTS

Dimita Moulding Inds. Ltd. Bandengun Utara 40 B, Djakarta-Kota. Tel: 21215.
Indonesian Music, Irama, Tjikini Raya 78, Djakarta.
P. N. Lokananta (Government Enterprise), Djalalan Terusan, Surakarta.
Republic Manufacturing, Tanah Pasir (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432.

RECORDING STUDIOS

Dimita Moulding Inds. Ltd. Bandengan Utara 40 B, Djakarta-Kota. Tel: 21215.
Indonesian Music, Irama, Tjikini Raya 78, Djakarta. Tel: 1892.
R R I (Government's Radio Republic Indonesia), Djakarta.
Republic Manufacturing, Tanah Pasir (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432.

ISRAEL

POPULATION: 2,806,000.
PER CAPITA INCOME: \$1,386.
RATE OF EXCHANGE: \$1 (US)=3.5 Israeli Pounds.
NO. OF HOMES WITH RECORD PLAYERS: 200,000.

RADIO STATIONS: 1 commercial, 2 government.

Type of programming: Government main wave (Shidurei Israel) features documentary, news, interviews & live performances; Government light wave (Hagal Hakal) features light music, pop music, entertainment & commercials; Defense Forces Broadcasting (Galei Zahal) features light music, pop & classical music & documentary programs

No. of radios: 800,000.

TV STATIONS: 1 government—2 channels.

Type of programming: One channel is educational and other general, featuring documentary, news & entertainment programming.

No. of TV sets: 20,000.

HOLIDAYS: Channukka (Jan.), Purim (Mar.), Passover (Apr.), May 2 (Independence Day), Shavu'ot (June), Rosh Hashnna, Yom Kippur, Succoth (all November).

RECORDS:

Records sold domestically: LP's 1968—554,212 units, \$2,248,858 (up 8%); 1967—470,000 units, \$1,775,000. EP's 1968—269,000 units, \$389,000 (up 295%); 1967—80,000 units, \$120,000. Singles 1968—120,000 units, \$103,200 (up 2,050%); 1967—5000 units, \$5,000.

Records manufactured for domestic & export sale: LP's 1968—714,129 units, \$3,027,906 (up 8.5%); 1967—620,546 units, \$1,872,596. EP's 1968—275,000 units, \$396,000 (up 300%); 1967—85,000 units, \$135,000. Singles 1968—135,000 units, \$116,100 (up 2,076%); 1967—6,500 units, \$6,500.

Records imported from USA (factory value): 1968—10,000 units, \$30,000; 1967—6,746 units, \$20,240.

Records imported from countries other than USA (factory value): 1968—12,000 units, \$20,500; 1967—10,900 units, \$17,800.

Records exported to USA (factory value) 1968—30,000 units, \$45,010; 1967—20,823 units, \$35,123.

Records exported to countries other than USA (factory value) 1968—55,500 units, \$84,400; 1967—51,812 units, \$79,424.

Average retail price per record: LP's—\$4.24; EP's—\$1.43; Singles—\$0.86.
Stereo sales: 50% of total.

Record club sales: 6% of total.
Discounting: Frequent (15%).
Type of distribution: Manufacturer-to-wholesaler-to-retailer. Very few rack-jobbers or one-stops.
Type of promotion: Four main sources: radio broadcasting, public performance, advertising & music columnists. The opening of the General TV channel in 1969 adds strong promotion channel.
Jukeboxes: 30.
TAPE: Open reel imported from USA & Europe. At present no cartridge or cassette tapes are manufactured.

Avner Rosenblum

● **record manufacturers**

Arton (see Hed Arzi).
C B S Recs. (Israel) Ltd., PO Box 681, Tel Aviv. Tel: (03) 840191/2/3. Cable: COLRECORD. Mng. Dir.: Simon Schmidt; Dir., A&R & Creative Servs.: Shirley Schmidt; Dir., Mktg. & Export: Alan Feinberg; Copyright Mgr.: Ran Kedar; Domestic A&R & Rec'g Mgr.: Carla Czezik. Labels: (owned) CBS, Columbia, Epic, Harmony; (distributed) Hataklit, RTA.
Int'l labels represented: Artone (Netherlands), CGD (Italy), Fantasy (USA), Galaxy (USA), Liberty/UA Group (USA), Musicor (USA), Nems (UK), Ricordi (Italy), SNB.
Int'l reps.: World-wide (CBS).

Columbia (see CBS).
D R G (see Gal-Ron).
Dzigan (see Gal-Ron).

Eastronics Ltd., PO Box 21095, 75 Haifa Rd., Tel Aviv. Tel: 440466. Telex: 033-638. Cable: EASTRONIX. Mng. Dirs.: Dov Peleg & T. Kenny; A&R & Int'l: Dov Peleg; Sales & Mktg.: Noah Eitan.

Int'l labels represented: Acta (USA), BT Pupy (USA), Calendar (USA), Camden (USA), Chart (USA), Colgems (USA), Dot (USA), Movietone (USA), Poppy (USA), RCA (USA), RCA Italiana (Italy), Stax (USA), Steed (USA), 20th Century-Fox (USA), Victrola (USA).
Int'l reps.: RCA world-wide.

Epic (see CBS).
Gal-Ron, 94 Allenby St., Tel Aviv. Tel: 611445, 612162, 614838. Mgrs.: Abraham Zbrovsky & Issachar Levy; A&R: Henry Teicher.

Labels: (owned) DRG, Galton, Ron-Phon; (distributed) Dzigan, Studio.
Int'l labels represented: Atlantic (USA), Beacon (UK), Festival (France), MK (USSR), Monument (USA), OSI (France) Reprise (USA), Sonoplay (Spain), Warner Bros.-Seven Arts (USA).

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Distribuzione Messaggerie Musicali - Milano - Roma - Daniele Usellini



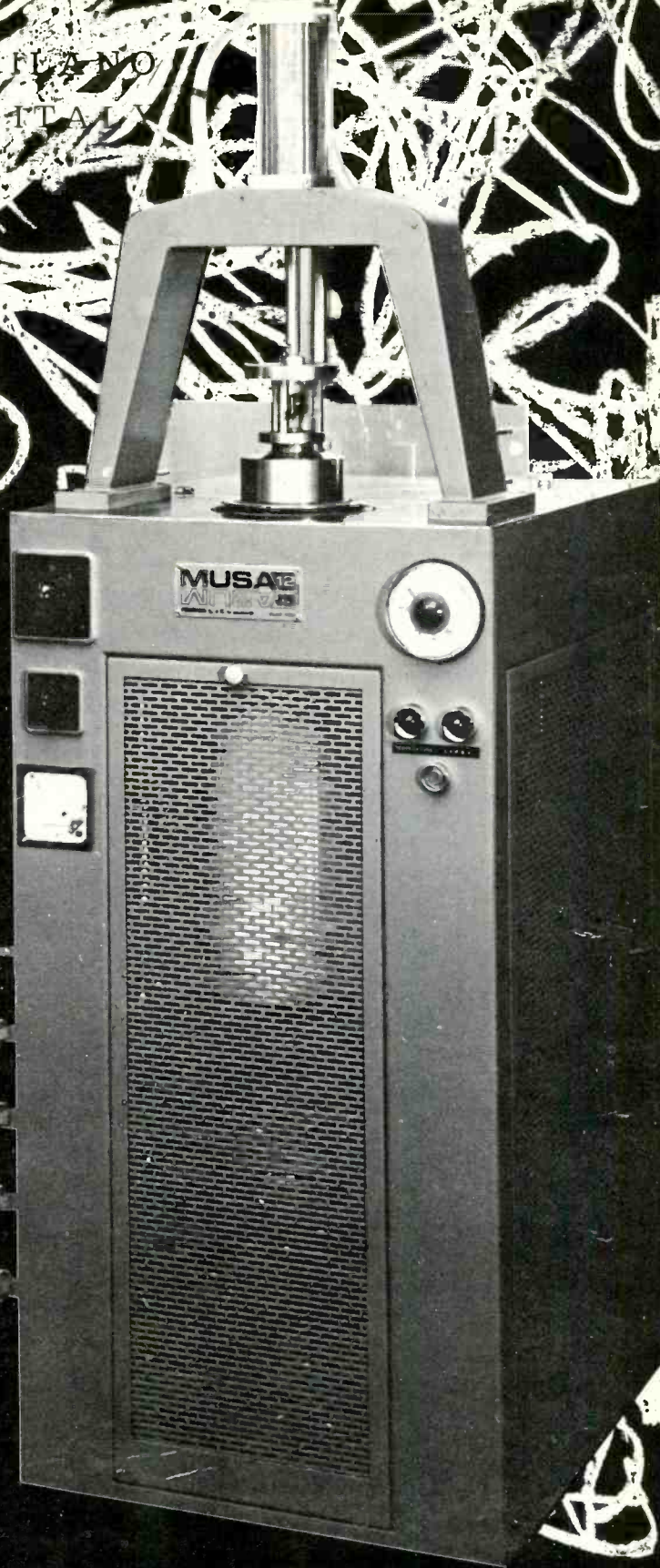
<i>herb alpert</i>	<i>betty curtis</i>	<i>françoise hardy</i>	<i>marisol</i>	<i>massimo ranieri</i>
<i>frida boccara</i>	<i>riccardo del turco</i>	<i>marie laforet</i>	<i>dean martin</i>	<i>frank sinatra</i>
<i>caterina caselli</i>	<i>johnny dorelli</i>	<i>sergio leonardi</i>	<i>sergio mendes</i>	<i>nancy sinatra</i>
<i>gigliola cinquetti</i>	<i>france gall</i>	<i>enrico macias</i>	<i>gene pitney</i>	<i>mario tessuto</i>
				<i>dionne warwick</i>

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Gal-Ton (see Gal-Ron).
 Golden Classics (see Hataklit).
 Harmony (see CBS).
 Hataklit, 11 Herzl St., PO Box 4292, Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir.: & Variety A&R: Dov Zeira; Sales Dir.: M. May; Pub. Adv. & Promo.: Sarah Ben Zvi.
 Labels: Hataklit (distributed by CBS), Teen, Golden Classics.
 Int'l firms represented: AZ (France), Chess (USA), Deutsche Vogue (Germany), Durium (Italy), Everest (USA), Hispavox (Spain), Negram (Netherlands), Piccadilly (UK), Project 3 (USA), Pye (UK), Ri Fi (Italy), Vogue (France), Walt Disney (USA).
 Int'l reps.: France (Vogue), Netherlands (Negram), UK (Pye).
 Hed-Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003 & 723605. Cable: HEDARZI. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr. & Sales: Dan Fainaru.
 Branch: General Music, 101 Dizengof St., Tel Aviv. Tel: 231491.
 Labels: Arton, Hed-Arzi.
 Int'l firms represented: ABC (USA), Barclay (France), Command (USA), Cetra (Italy), Decca (USA), Grand Award (USA), Vanguard (USA).
 Isradisc (see Palestine Orient).
 Isralectra, 12 Allenby St., Haifa. Tel: 526231. Cable: ISRALECTRA. Mng. Dir.: Leon Sh. Levy; A&R & Sales Mgr.: Rec. Dept.: David Fuchs.
 Branch: Tel Aviv, 151 Jabutinsky St. Tel: 266490.
 Label: Litratone, Phonodor.
 Int'l labels represented: A&M (USA), Audio Fidelity (USA), Deutsche Grammophon (Germany), Fontana (France & UK), Mercury (France & USA), MGM (USA), Pergola (France), Philips (Netherlands, France & USA), Phonogram (Germany), Polydor (Germany), Riverside (USA), Tetragrammaton (USA), Verve (USA).
 Int'l reps.: Philips world-wide.
 Israphon, Ind'l Zone B, Azur. Tel: 86542. Mng. Dir.: Naftaly Alshech. Dir.: Jacques Alshech.
 Litratone (see Isralectra).
 Makolit Gramophone, 15 Hamanor St., PO Box 8031, Tel Aviv. Tel: 821694. Cable: MAKOLIT. Mgrs.: Daniel Antanir & Shlomo Pe'er.
 Label: Makolit.
 Palestine Orient Co. Ltd., PO Box 230, 4 Herzl St., Tel Aviv. Tel: 57557, 50440. Cable: PALORIENT. Mng. Dir.: Yigal Kimchi; Dir. & Int'l: Avshalom Rubin; Pop A&R: A. Zfati; Classical A&R: Mrs. I. Drori; Adv. & Promo.: Shem Advertising, Tel Aviv.

Label: Isradisc.
 Int'l labels represented: Capitol (USA), EMI Group (UK), Carisch (Italy), Dunhill (USA).
 Pax (see Symphonia).
 Phonodor (see Isralectra).
 R T A (see CBS).
 R Z A (see Ron Ly Zakiphon).
 Ron Ly Zakiphon (see Ron Ly Zakiphon).
 Ron Ly Zakiphon 29 Raziell St., Jaffa-Tel Aviv. Tel: 826370. Gen. Mgr.: Raphael Azouly.
 Factory & Studio: 6 Hassadna St., Azur Zone, Tel Aviv. Tel: 845347.
 Labels: RZA, Ron-Ly, Zakiphon.
 Int'l firms represented: Monitor (USA), Roulette (USA), Scepter (USA).
 Ron-Phon (see Gal-Ron).
 Studio, 33 Allenby St., Tel Aviv. Mgr. & Int'l: Herbert Russcol.
 Label: Studio (distributed by Gal-Ron).
 Symphonia (Wholesale) Ltd., 296 Hayarkon St. Tel Aviv. Tel: 449940, 773070. Cable: SYMPHONICA. Mgr.: Gad Barkuz.
 Labels: Pax, Symphonia.
 Int'l labels represented: Decca (UK & France), Fonior (Belgium), London (USA), Tarantula (USA), Teldec (Germany).
 Teen (see Hataklit).
 Unalex, PO Box 2467, 29 Lilienblum St., Tel Aviv. Tel: 55776. Cable: UNATEX. Gen. Mgr.: Jerry Yanovsky.
 Int'l labels represented: Amadeo (Germany), Buddha (USA), Elektra (USA), Telefunken (Germany).
 Zakiphon (see Ron Ly Zakiphon).

INDEPENDENT RECORD PRODUCER

Pashanel, 108 Dizengof St., Tel Aviv. Tel: 226205. Gen. Mgr.: Avraham Deshe (Pashanel). (Distributed by Hed Arzi).

music publishers

April Music Ltd., PO Box 681, 50 Tehon St., Tel Aviv. Tel: (03) 840191. Cable: COLRECORD. Pres.: Simon Schmidt; Gen. Prof. Mgr.: Ran Kedar.
 Home office: USA.
 Int'l firms represented: Anna Bella (Switzerland), April (Australia, Canada, France, Germany, Italy, Japan, Sweden, UK, USA), Blackwood (Canada, USA), ELAM (Brazil), GRPC (South Africa), Melograf (Argentina), Mundo Musical (Argentina, Brazil, Costa Rica, Mexico), Portengen (Netherlands), Wien Melodie (Austria).
 Int'l reps.: Argentina (Melograf, Mundo Musical), Australia (April), Austria (Wien Melodie), Brazil (ELAM, Mundo Musical), Canada (April,

Blackwood), Central America (Mundo Musical in Costa Rica), France (April), Germany (April), Italy (April), Japan (April), Mexico (Mundo Musical), Netherlands (Portengen), South Africa (Music Publ'g Co. of Africa), Sweden (April), Switzerland (Anna Bella), UK (April), USA (April, Blackwood).
 Illan Melody Press (ACUM), 105 Ben-Yehuda St., Tel. Aviv. Tel: 232078. Dir.: Dr. Peter Gradenwitz.
 Int'l firms represented: 20th Century Music (USA); sub-publishers for most int'l publ'g firms.
 Israel Composers League Publ'ns, PO Box 11180, 73 Nordau Blvd., Tel Aviv. Tel: 440395. Vice-Bd. Chm.: Benjamin Bar-Am.
 Int'l firm represented: SESAC (USA).
 Int'l rep.: Mills (USA).
 Israeli Music Publ'ns Ltd. (ACUM), Rehov Ben Yehuda 105, Tel Aviv. Tel: 232078. Cable: ISMUSICA. Dir.: Dr. Peter Gradenwitz.
 Int'l firms represented: Carisch (Italy), J & W Chester (UK), Curci (Italy), Faber (UK), Impero-Verlag (West Germany), Oxford Univ. Press (UK), Schott (West Germany & UK).
 Int'l reps.: Austria (Hofmeister-Figaro), France (Peters), West Germany (Impero-Heinrichshofen), Italy (Carisch), Netherlands (Broekmans & van Poppel), Switzerland (Hug), UK (J & W Chester), USA (Southern).
 Izrazemer, PO Box 4292, 11 Herzl St., Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir.: Dov Zeira.
 Int'l firms represented: Walt Disney (USA), Harvard (USA), Ivan Mogull (USA), Wonderful (USA).
 Ivan Mogull Music Assocs., c/o Izrazemer, 11 Herzl St., Haifa. Tel: 69950. Gen. Mgr.: Dov Zeira.
 Home office: USA.
 Musicor, PO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 033-638. Cable: EASTRONIX. Joint Mng. Dirs.: Dov Peleg, T. Kenny.
 Int'l firms represented: Dunbar (USA), Sunbury (USA).
 Osnath, 4 Hilazon St., Ramat Gan. Tel: 722003 & 723605. Dirs.: Zeev Lewin, Benny Amdursky.
 Pa'amonim (see Subar).
 Sharon (see Subar).
 Subar, 1 Any Ma'amin St., Ramat-Hasharon. Tel: 771323. Gen. Mgr.: Dr. Ophira Bar-Elan.
 Affiliates: Pa'amonim, Sharon.
 Tarbut Wechinuch, PO Box 303, 93 Arlarzof St., Tel Aviv. Tel: 26111. Cable: HISTADRUT. Pres.: B. Shachar; Gen. Mgr.: I. Kotonsky; Gen. Prof. Mgr.: S. Kaplan.

continued on page 330



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 ray conniff
 donovan
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*June 1969 Publisher's Statement as filed with ABC, subject to audit.

continued

● record wholesalers

IMPORTERS/EXPORTERS & DISTRIBUTORS

C B S Recs. (Israel) Ltd., PO Box 681, 50 Tehon St., Holon/Tel Aviv. Tel: 840191/2/3. Cable: COLRECORD. Mng. Dir.: Simon Schmidt; A&R: Shirley Schmidt; Mktg. Dir.: Avraham Fineberg. Eastronics, FO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 440466. Telex: 033-638. Cable: EASTRONIX. Joint Mng. Dir.: Dov Peleg, T. Kenny. Gal-Ron, 94 Allenby St., Tel Aviv. Tel: 611445, 612162 & 615838. Mgrs.: Abraham Zbrovsky, Issaschar Levy; Variety A&R: Henry Teicher. Hataklit, PO Box 4292, 11 Herzl St., Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir. & Variety A&R: Dov Zeira; Pub., Adv. & Promo.: Sara Ben Zvi. Hed Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003 & 723605. Cable: HEDARZI. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr. & Sales: Dan Fainaru. Branch: Tel Aviv, General Music, 101 Dizengoff St. Tel: 231491. Unatex, PO Box 2467, 29 Lilienblum St., Tel Aviv. Tel: 55776. Cable: UNATEX. Gen. Mgr.: Jerry Yanovsky.

● supplies & services

MUSIC LICENSING ORGANIZATION

A C U M, PO Box 11201, 118 Rothschild Blvd., Tel Aviv. Tel: 240105. Cable: ACUMENIS. Gen. Dir.: Menachem Avidom.

PRESSING PLANTS

C B S, PO Box 681, Tel Aviv; 50 Tehon St., Holon. Tel: 840191-2-3. Cable: COLRECORD. Mng. Dir.: Simon Schmidt; A&R: Shirley Schmidt; Mktg. Dir.: Avraham Fineberg. Hed Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003, 723605. Cable: HEDARZI. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr. & Sales: Dan Fainaru. Israphon, Industrial Zone B, Azur. Tel: 86542. Mng. Dir.: Naftaly Alshech; Dir.: Jacques Alshech. Makolit Gramophone, 15 Hamanor St., PO Box 8031, Tel Aviv. Tel: 821694. Cable: MAKOLIT. Mgrs.: Daniel Antanir & Shlomo Pe'er. Ron Ly Zakiphon, 29 Raziel St., Jaffa-Tel Aviv. Tel: 826370. Gen. Mgr.: Raphael Azouilly.

RECORDING STUDIOS

Gol-Simoitronic, 5 Pri-Megadim St., Tel Aviv. Tel: 255942. Gen. Mgr.: Uri Grossman. Israkol, 25 Frug St., Tel Aviv. Tel: 238330. Gen. Mgr.: Meir Eshell. Koliner, 28 Bar-Cochba St., Tel Aviv. Tel: 232581, 238310. Gen. Mgr.: Emil Bar. Branch: 10 Gilkson St., Tel Aviv. Tel: 238538, 249270. Makolit, 15 Hamanor St., Tel Aviv. Tel: 821694. Mgrs.: Daniel Antanir & Shlomo Pe'er. Radio-Doctor, 18 Shalom Aleichem St., Tel Aviv. Tel: 244118. Mgr.: Dip. m.i.r.e. m.i.e.t. H. Ralf Hellinger. Regie Israel, 224 Ben Yehuda St., Tel Aviv. Tel: 447273. Cable: REGIEKOL. Studio Mgr.: Dany Bein. Roll Ltd. Film Prod'n 43 Shimon Hartarsy St., Tel Aviv. Tel: 440496. Mgr.: Yair Pradelski. Ron Ly Zakiphone, 6 Hassadna St., Azur Zone, Holon. Tel: 845347. Mgr.: Raphael Azouilly.

SLEEVE MANUFACTURING & OFFSETS

Grapholit, 9 Hagra St., Tel Aviv. Tel: 32983. Gen. Mgr.: Oded Moxes. Hazincographiot Hameuchadot, PO Box 407, 12 Lilienblum St., Tel Aviv. Tel: 55131-2-3. Mng. Dir.: S. Kamin. Or-Sy Offset, 40 Neve Sha'anani St., Tel Aviv. Tel: 32914. Mgrs.: F. Segal, J. Yakoblevitch. United Artists Lithographers, 111 Allenby St., Tel Aviv. Tel: 615374, 624898. Mgrs.: Moshe Orbach & Leon Lopata.

ITALY

POPULATION: 53,129,000.

PER CAPITA INCOME: \$1,000.

RATE OF EXCHANGE: \$1 (US)=623.5 lire.

NO. OF HOMES WITH RECORD PLAYERS: 3,000,000.

RADIO STATIONS: 3 government (2 AM, 1 FM).

Type of programming: 95% of music is pre-recorded.

Two stations broadcast pop, the third classical.

No. of radios: 11,490,000.

TV STATIONS: 2 government channels.

Type of programming: Varied, with music playing relevant part. Many filmed programs are aired after long delays, thus spoiling any promotional drives for record companies, publishers and artists.

No. of TV sets: 7,591,820.

HOLIDAYS: Jan. 1, Jan. 6 (Epiphany), March 19 (St. Joseph's Day), April 7 (Easter Monday), April 25 (Liberation Day), May 1 (Labor Day), May 15 (Ascension Day), June 2 (Anniversary of the Republic), June 5 (Corpus Christi), June 29 (St. Peter, St. Paul), Aug. 15 (Assumption), Nov. 1 (All Saints' Day), Nov. 4 (National Unity Day), Dec. 8 (Immaculate Conception), Dec. 25, 26.

RECORDS:

Records sold domestically (wholesale value): 12" LP's 1968-3,139,246 units, \$10,045,587; 1967-3,640,000 units, \$9,840,000. 10" LP's 1968-874,610 units, \$2,116,556; 1967-227,000 units, \$432,000. 7" LP's 1968-1,088,802 units, \$1,578,763; 1967-1,743,000 units, \$2,788,000. EP's 1968-567,880 units, \$823,426; 1967-370,000 units, \$350,000. Singles 1968-34,083,824 units, \$27,267,059; 1967-33,160,000 units, \$24,190,000.

Records imported from USA (CIF): 1968-\$489,130; 1967-\$414,733.

Records exported to USA (FOB): 1968-237,326 units, \$242,650; 1967-205,099 units, \$112,707.

Average retail price per record: 12" LP's-\$4.10; 10" LP's-\$2.88; 7" LP's-\$2.40; EP's-\$1.44; Singles-\$1.12.

Stereo sales: 5% of total 12" LP sales.

Record club sales: 5% of total LP sales.

Type of distribution: Manufacturer-to-wholesaler-to-retailer & manufacturer-to-retailer.

Discounting: Frequent.

Type of promotion: Primarily via TV/radio (with government control resulting in minimal promotional value); also San Remo Festival/Cantagiro (singing tour of Italy).

Jukeboxes: 31,000.

TAPE:

Market: Cassettes command about 85% of the market, 8-track cartridges have 13.5% and 4-track cartridges 1.5%. There is no market for open reel or PlayTape. There are about 30 companies licensed by Philips to make their cassette players. An estimated 250,000 cassette players have been sold and 60,000 8-track cartridge players.

Pre-recorded tape manufactured for domestic & export sale: (factory value) 8-track cartridge 1968-\$65,000, 4-track cartridge 1968-\$15,000; 1967-\$7,000; 1966-\$1,600. Cassette 1968-\$202,000.

Pre-recorded tapes imported from countries other than USA (mainly Netherlands & Germany): (factory value) 1968-\$445,000; 1967-\$140,000; 1966-\$70,000.

continued on page 332



the trade mark

of a high quality stereo tape cartridge catalog

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OF THE
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Ecofina is a leading independent company in Europe with a productive capacity of 3,000 musicassettes and 1,500 8-track cartridges a day. Manufacturers of cartridge and cassette players.

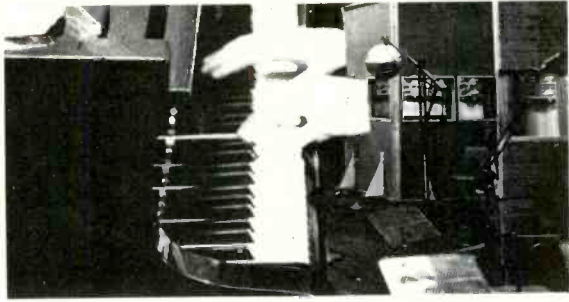
Ecofina has been the first company in the Common Market to have licensing agreements with record companies, since 1965, for duplication and sales of 4 and 8-track cartridges and cassettes.

We also manufacture cartridge and cassette players.

Exhibiting at all Italian Trade Fairs.

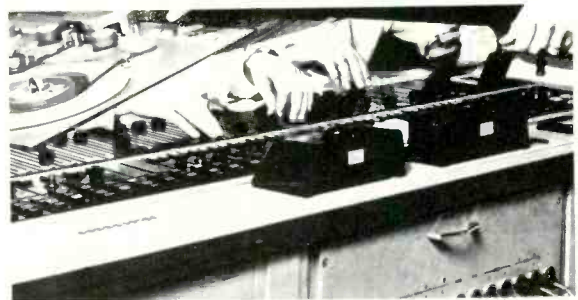
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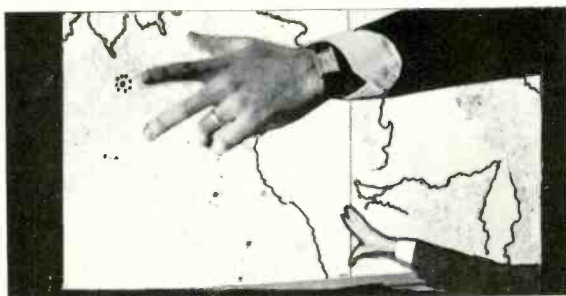
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continued

Average retail price per tape: 4-track cartridge—(EP) \$2.40, (LP) \$7.20; 8-track cartridge—\$7.82; cassette—(EP) \$2.40, (LP) \$6.33; open reel—\$15. (All prices plus 10% luxury tax and 4% income tax.)

Type of distribution: Most record companies distribute their tape product through record wholesalers and retailers. RCA-Italiana is branching out into other forms of distribution and is selling 8-track product through gas stations.

Type of promotion: Posters, racks and newspaper ads are used. Extra sales stimulation comes from discounts to retailers and an exchange program—an old cartridge plus 80¢ gets a new cartridge.

IMPORT/EXPORT REGULATIONS: No duties from Common Market countries. However, imports are still subject to accessories fees and 10% luxury tax. For non-Common Market countries, duty varies according to reciprocal policies, plus the accessories fees and 10% luxury tax. Export is free, with 4% return income tax favoring exporters.

Marc Anthony Messina

● record manufacturers

Ace of Clubs (see Decca Dischi Italia).
 Ace of Hearts (see Decca Dischi Italia).
 Amico (see DET).
 Angel (see EMI-Italiana).
 Angelicum (see Discangelicum).
 Antoniano (see Ri Fi).
 Arc (see RCA-Italiana).
 Arcophon Edizioni Musicali SaS, Corso Europa 16, 20122 Milan. Tel: 790.073. Pres.: Giovanni Pirelli; A&R Dir.: Angelo Ephrikian; Mgr. Dir.: Viscardo Pontini; Sales Mgr.: Carlo Maria di Lenna.
 Label: Arcophon.
 Int'l label represented: Harmonia Mundi (France).
 Arjefe (see Carosello).
 Ariston (see IFI).
 Arpeggio (see Meazzi).
 Astrophon (see Meazzi).
 Auditorium (see Carisch).
 Baby (see Meazzi).
 Baby Popular (see Meazzi).
 Belldisc Italiana SpA, Via Turati 28, 20121 Milan. Tel: 650.675/77. Mng. Dir. & Gen. Mgr.: Antonio Casetta; A&R: Adriano Solaro; Jazz A&R: Pino Candini; Pub.: Nicoletta Arcari;

Int'l: Mary Brioschi; Prod'n: Arnaldo Morosi; Adv.: Pino Tuzzi.
 Labels: (owned) Belldisc, Bluebell, Canadian-American, Minit; (distributed) Off, Hockey.
Cartridge 4-track & 8-track: Belldisc licensed to Ecofina.
Cassette: Bluebell licensed to Phonogram; Belldisc licensed to Ecofina & Phonogram.
Int'l labels represented: Alshire Int'l, Blue Note, Double Shot, ESP-Disk, Hanna-Barbera, Imperial, Liberty/UA, Minit, Pacific Jazz, Pickwick, Somerset, Sunset, World Pacific (All USA).
Int'l reps.: Australia (Liberty/UA), Canada (Liberty/UA), Germany (Miller Int'l), Greece (Helladisc), Japan (Philips), Mexico (Gamma), Portugal (Radio Triunfo), Spain (Hispavox), South Africa (Liberty/UA), Turkey (Yasef Alquadis), UK (Philips), USA (Liberty/UA).
 Bentler Rec., Via Mercato 3, 20121 Milan. Tel: 898.635. Pres.: Gualtiero Guerrini; A&R: Maria Luisa Nobile; Sales Dir.: Nicola Ruffini; Press & Promo.: Silvano Marzenta.
 Big Ben (see Cellograf-Simp).
 Blue Horizon (see CBS-Italiana).
 Bluebell (see Belldisc Italiana).
 Brio (see Miura).
 Broadway (see Ducale Italdisc).
 Bruber SpA, Piazza Duomo 31, 20122 Milan. Tel: 897.097. Mng. Dir.: Bruno Berri; Promo, Press & Sales: Andrea Montagna; A&R: Peppino Pincipe.
 Labels: Interrecord, River, Ifi, Mignon, Capitan.
 C A M (see DET).
 C B S-Italiana SpA, Galleria del Corso 4, 20122 Milan. Tel: 702.563. Cable: COLREC. Mng. Dirs.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax & Sandro Delor; Pop A&R: Franco Monaldi; Classical A&R: Silvio Cerutti; Promo. & Pub.: Gian Borasi; Press: Marina Testori; Int'l: Andrea Bianchi; Prod'n & Co-ord.: Cesare Brunelli.
 Labels: CBS, Epic, Blue Horizon. (Distributed by Messaggerie Musicale).
Cartridge 8-track & cassette: CBS catalog (distributed thru Messaggerie Musicali).
Int'l label represented: Major Minor (UK).
Int'l reps.: Argentina (CBS), Australia (Australian), Austria (CBS), Belgium (Artone), Bolivia (Discolandia Dueri), Brazil (CBS), Canada (Columbia), Costa Rica (INDICA), Chile (Philips), Colombia (CBS), Denmark (Nordisk), Ecuador (Emporio Musical), Finland (Finnlevy), France (CBS), Germany (CBS), Greece (Music Box), Hong Kong (Colonial), Israel (CBS), Japan (Sony), Malaysia (Hup Hup), Mexico (CBS), New Zealand (Philips), Norway (Norsk Phonogram), Netherlands (Artone), Peru (Industrial Sono

Radio), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), Sweden (Philips Sonora), Switzerland (CBS), Uruguay (Sondor), Venezuela (La Discoteca), UK (CBS), Yugoslavia (RTB). (SEE ADVERTISEMENT)
 C D B-Italiana, Via Montesanto 10/A, 00195 Rome. Tel: 356.2147. Mgr.: Carmine de Benedictis. (Distributed by IFI).
 C D I (Compagnia Discografica Italiana), Via Balilla 36, 20136 Milan. Tel: 847.2672/3. Gen. Mgr. & Int'l: Pier Quinto Cariaggi.
 Labels: CDI, California, Discolino, Discomec, PCD.
 C E D I (Compagnia Editrice e Discografica Internazionale), Via Massena 58, 10128 Turin. Tel: 502.371. Mng. Dir.: Armando Dell'Utri; Gen. Mgr.: Anna Dell'Utri.
 Labels: CEDi, Moon. (Distributed by MPMC of Milan).
Int'l labels represented: Ocora (France), Topic (UK).
 C E M E D (see Carosello).
 C G D (Compagnia Generale del Disco SpA), Galleria del Corso 4, 20122 Milan. Tel: 794.841, 702.563. Cable: COMGEDISC. Admin.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax & Sandro Delor; Variety A&R: Renato Angiolini; Promo.: Johnny Porta; Int'l: Andrea Bianchi & Giuliana Quadrelli; Press: Marina Testori; Prod'n & Co-ord.: Cesare Brunelli. (Distributed by Messaggerie Musicali).
 Branch: Via delle Carrozze 3, Rome. Tel: 681.618. Mgr.: Giampiero Todini.
 Label: CGD.
Cartridge 8-track & cassette: owned—CGD; represented—A&M (USA), Audio Fidelity (USA), Festival (France), GNP Crescendo (USA), Hickory (USA), Musicor (USA), Project 3 (USA), Reprise (USA), Scepter (USA), Warner Bros.-Seven Arts (USA)—self-mfd.
Cartridge 4-track: owned—CGD; represented—A&M (USA), Audio Fidelity (USA), Festival (France), GNP Crescendo (USA), Hickory (USA), Musicor (USA), Project 3 (USA), Reprise (USA), Scepter (USA), Warner Bros.-Seven Arts (USA) licensed to Ecofina.
Int'l labels represented: A&M (USA), Festival (France), Hickory (USA), Musicor (USA), Project 3 (USA), Reprise (USA), Scepter (USA), Warner Bros.-Seven Arts (USA).
Int'l reps.: Argentina (CBS), Australia (Australian), Austria (CBS), Belgium (Artone), Bolivia (Discolandia), Brazil (CBS), Canada (Columbia), Denmark (Nordisk), Ecuador (Emporio Musical), Norway (Norsk Phonogram), Netherlands (Artone), Peru (Industrial Sono

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STEREO PAK



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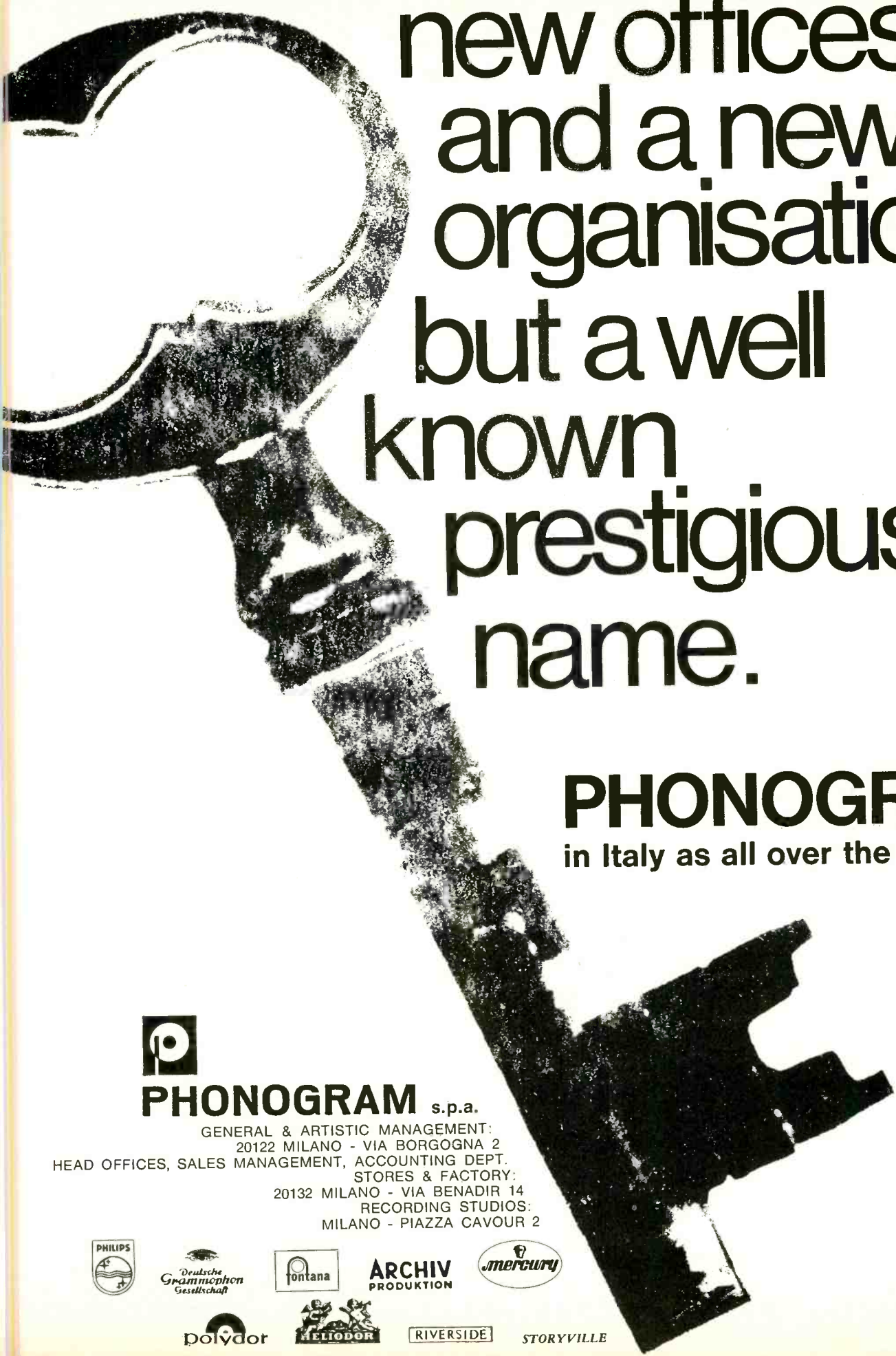


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RECORDING STUDIO:
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ITALY-

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Musical), Finland (Oy Finnlevy), France (Festival), Germany (CBS), Greece (Music Box), Hong Kong (Colonial Trading), Israel (CBS), Jamaica (West Indies, Japan (King), Lebanon (SLD), Malaysia (Hup Hup), Mexico (CBS), Netherlands (Arrtone), New Zealand (Philips), Norway (Phonogram), Peru (Sono Radio), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), Sweden (Philips), Switzerland (CBS), Uruguay (Sondor), Venezuela (Disco-teca), UK (CBS), Yugoslavia (RTB). (SEE AD-VERTISEMENT)

C G O, Galleria del Corso 4, 20122 Milan. Tel: 709.508.

Cadis (see Phonotype).
California (see CDI).
Campi Editore (see DET).
Canadian-American (see Bellidisc Italiana).
Capitan (see Bruber).
Capitol (see EMI-Italiana).
Capri (see King Universal).
Carisch SpA, Via General Fara 39, 20124 Milan. Tel: 650.741/2/3. Cable: CARISCH. Pres.: Aldo Pardi; Mng. Dir.: Sandro Galli; A&R, Pub., Promo. & Adv.: Gino Mazzocchi; Classical A&R: Calisto Ravizza; Sales Dir. & Int'l: Giuseppe Cremascoli.
Labels: (owned) Carisch; (distributed) Auditorium.
Cartridge 4-track: Carisch catalog—self-mfd. Cassette duplicated by Philips-Phonogram.
Int'l labels represented: Valois (France), Barenreiter Musicaphon (Germany), Qualiton (Hungary), Hugaroton (Hungary), Muza (Poland).
Int'l reps.: Australia (W&G), Benelux countries (Hebra), Canada (Bravo), Germany (Electrola), Greece (Orphanidis), Israel (EMI), Lebanon (Zevencherchiar), Portugal (Radio Triunfo), Spain (Hisvapox), South Africa (Gallo), Switzerland (EMI), Turkey (Alquadis), USA (Regalia).
Carosello (CEMED), Galleria del Corso 4, 20122 Milan. Tel: 794.746, 793.008. Cable: CURCI-MUSIC. Pres.: Giuseppe Gramitto Ricci; VP: Theo Treppiedi; Gen. Mgr. & Int'l: Davide Matalon; Pop A&R: Tony De Vita; Classical A&R: Mario Magenta; Press & Pub.: Luisa de Toni.
Labels: (owned) Ariete, Carosello, Costanza, Curci, Italian Yank, Mustang; (distributed) Ducale Italdisc Group, Meazzi Group.
Cartridge 8-track & cassette: owned—Carosello catalog; represented—United Artists (USA).
Int'l labels represented: Buena Vista (USA), Disneyland (USA), Erato (France), Page One (UK), Topolino (USA), Viva (USA).

Int'l reps.: Argentina (Disc-Jockey), Australia (W&G), Canada (Bravo), France (Festival), Greece (Music Box), Lebanon (SLD), Libya (Martinez), Mexico (Gamma), Spain (Belter), Switzerland (Musikvertrieb), Turkey (Medina), UK (Liberty/UA), USA (Carosello).
Cellograf-Simp SpA, Via Maffucci 18, 20158 Milan. Tel: 376.3141/2/3. Cable: CELLOGRAFSIMP. Mng. Dir.: Natale Sciascia; Gen. Mgr.: Riccardo Rota; Sales Mgr.: Giovanni Albani; A&R: Gino Mescoli.
Labels: Big Ben, Oscar, Phonocolor, Primavera, Style.
Cartridge 4-track: Phonocolor, Style licensed to SIL.
Cassette: Phonocolor, Style licensed to Phonogram & SIL.
Int'l reps.: Argentina (Fermata), Austria (Turicaphon), Benelux countries (Basart), Brazil (Fermata), Canada (Bravo), France (Festival), Germany Deutsche Vogue, Greece (Plomaritis), Israel (Hed-Arzi), Lebanon (SLD), Mexico (Fermata), Peru (Dimusa), Portugal (Radio Triunfo), Scandinavia (Sonet), South Africa (Meteor), Switzerland (Turicaphon), Turkey (Gramophone), Uruguay (Sondor), Venezuela (Favedica).
Cetra (see Fonit-Cetra).
Ciao Ragazzi (see Clan Celentano).
Cinevox, Via Veneto 10B, Rome. Tel: 470.764. Admin.: C. A. Bixio; Sales Mgr.: Franco Rizzi; Int'l: Carlo Bixio.
Labels: Cinevox, Rang. (Distributed by MPMC).
City, Galleria del Corso 4, 20122 Milan. Tel: 794.266. Mgr.: Alessandro Friggieri; A&R: Paolo Gatti; Press & Promo.: Bruno Baresi.
Labels: City, Metropole. (Distributed by IFI).
Int'l rep.: USA (CID).
Clan (see Clan Celentano).
Clan Celentano SRL, Corso Europa 7, 20122 Milan. Tel: 704.261. Mng. Dir. & Gen. Mgr.: Corrado Pintus; A&R: Roberto Negri; Int'l: Monica Dahl; Admin.: Mario Di Maggio; Promo. & Pub.: Gabriella Zanotti.
Labels: (owned) Clan, Ciao Ragazzi, Totem; (distributed) Sidet Edizioni Group.
Cartridge 8-track: Clan licensed to RCA-Italiana.
EP & LP cassette: Clan licensed to Phonogram.
Int'l labels represented: Basart (Netherlands), Big-T (UK), Everest (USA), Extra (UK), Gazell (Sweden), Alex Marco (France), Sayton (Spain), Sonet (Sweden), Transatlantic (UK).
Int'l reps.: Canada (Global), Germany (Ariola), Greece (Music Box), Japan (Nippon Columbia), Libya (Ariston), Mexico (Tizoc), Netherlands (Basart), Spain (Sayton), Switzerland (Overseas), Turkey (Yasaf Alquadis), USA (CID). (SEE ADVERTISEMENT)
Club (see Ricordi).
Columbia (see EMI-Italiana).
Combo Rec. SnC, Via S. Martino della Battaglia 5/7, 20122 Milan. Tel: 848.0454. Int'l: Mario Trevisan.
Labels: Combo, Humour, RT Club.
Int'l label represented: Marfer (Spain).
Int'l reps.: Australia (Minstrel), Canada (Leon Vellone), South Africa (L'Edicola), Spain (Marfer), Switzerland (Rothlisberger), Turkey (Say-anplak), USA (Carosello).
Compagnia Discografica Italiana (see CDI).
Compagnia Editrice e Discografica Internazionale (see CEDI).
Compagnia Generale del Disco (see CGD).
Corsair (see Vedette).
Costanza (see Carosello).
Creazioni Walt Disney (see Walt Disney listed under "D").
Cricket (see Fonit-Cetra).
Curci (see Carosello).
d B (see Folklore).
D D F (see Folklore).
D E T (Discografica Editrice Tirrena SpA), Via Virgilio 8, 00193 Rome. Tel: 382.021. Cable: CAMUSIC. Pres.: Giuseppe Campi; Gen. Mgr.: Sergio Federici; A&R Dir.: Luigi Campi; Sales Mgr.: Bruno Bianchi; Press & Promo.: Franca Crocchio; Int'l Mgr.: Luigi Campi.
Labels: (owned) DET, DET Int'l, CAM, Campi Editore, Tank, Amico, Mama, Intro; (distributed) Parade, Omicron. (Distributed by Ca-Di).
Cartridge 8-track: DET licensed to RCA-Italiana.
EP & LP cassette: DET, Amico, Cam licensed to Phonogram.
Int'l reps.: France (Simepp), Japan (Camjapan), USA (Camusa).
D E T Int'l (see DET).
D K F (see Folklore).
Decca (see Decca Dischi Italia).
Decca Asso di Quadri (see Decca Dischi Italia).
Decca Dischi Italia SpA, Via Brisa 3, 20123 Milan. Tel: 874.048, 891.848 & 862.057. Cable: DECCITAL. Gen. Mgr.: Romano Bacchini; A&R & Int'l: Paolo Tosi; Sales Mgr.: Luigi Negro; Press: Livia Hendel.
Labels: Ace of Clubs, Ace of Hearts, Decca, Decca Asso di Quadri, Deram, London, Dire, Technophon.
Cassette: Decca imported.
Int'l labels represented: Argo (UK), Cynus (France), L'Oiseau Lyre (France), Telefunken (Germany), Vega (France).
Int'l reps.: Decca worldwide.
Deram (see Decca Dischi Italia).
Dire (see Decca Dischi Italia).
Discanlegum SRL, Piazza S. Angelo 2, 20121 Milan. Tel: 654.610. Pres.: Leopoldo Giulini.
Label: Angelicum (distributed by Ricordi).
Dischi del So'e (see Vedette).

Dischi Ricordi (see Ricordi).
Discografica Editrice Tirrena SpA (see DET).
Discolino (see CDI).
Discomec (see CDI).
Walt Disney Sal (Creazioni), Via Agnello 20, 20121 Milan. Cable: MICKMOUSE. Gen. Mgr.: Antonio Bertini; Ass't: Luciano Monteson.
Labels: Disneyland, Vista.
Disneyland (see Walt Disney).
Dominator (see Vis-Radio).
Ducale (see Ducale Italdisc).
Ducale Italdisc, Via Cavallotti 13, 20122 Milan. Tel: 705.370. Cable: FONORECORD. Admin., Gen Mgr. & Int'l: Davide Matalon; Pub. & Promo.: Luisa de Toni.
Labels: Broadway, Ducale, Italdisc, Happy Hippie. (Distributed by Carosello).
Int'l labels represented: Discophon (Spain), Qualiton (Hungary), Rediffusion (UK).
Int'l reps.: Brazil (Fermata), Japan (Nippon Columbia), Spain (Espectra), Switzerland (Musik-vertrieb), Turkey (Yasaf Alquadis), USA (Carosello).
Durium SpA, Via Manzoni 40/42, 20121 Milan. Tel: 701.705/03. Cable: DURIMUM. Pres. & Mng. Dir.: Krikor Mintangian; Admin.: Franco Martinego; Export Mgr.: Elisabel Mintangian; Producers: Aurelio Airolidi, Giampiero Scussel, Felice Piccaredda & Gino Paoli; A&R: Franco Cassano.
Branch: Rome, Via Montanelli 11. Gen. Mgr.: Dino Caruana; Promo.: Franco de Crescenzo.
Labels: (owned) Durium, Sprint; (distributed) PDU, Sun.
Cartridge 8-track: Durium, PDU licensed to RCA-Italiana.
EP & LP cassette: Durium, PDU licensed to Phonogram.
Int'l labels represented: Cadet, Checker, Chess. (All USA).
Int'l reps.: Argentina (Sicamericana), Australia (Minstrel), Austria (Centrocord), Canada (London), Chile (Philips), Colombia (Fuentes), France (Pathe Marconi), Germany (Ariola, Hansa), Greece (Music Box), Hong Kong (Cosdel), Japan (Cosdel), Lebanon (SLD), Mexico (Gamma), Netherlands (Stibbe), Peru (E.I. Virrey), Philippines (Mico), Portugal (Trinidad), Scandinavia (Sonet), Singapore (Cosdel), South Africa (Teal), Spain (Vergara), Switzerland (Finsterwald & Cantacuzene), Turkey (Yasaf Alquadis), UK (Pye), Yugoslavia (Jugoton).
Dynamic (see Folklore).
E M I-Italiana SpA, Piazza Cavour 1, 20121 Milan. Tel: 652.577/668.738. Cable: EMIGRAM. Mng. Dir.: Michel Bonnet; Local Repertoire A&R: Mansueto de Ponti; Classical A&R: Jurg Grand; Sales & Int'l: Carlo Barbareschi; Pub. & Press: Eraldo di Vita; Int'l Rep. Coord.: Sergio Bono.
Labels: Angel, Capitol, Columbia, La Voce Del Padrone, Pathe, Regal, Stateside, Odeon, Parlophone.
Cartridge 8-track & cassette—self-mfd. & imported.
Int'l labels represented: ABC (USA), Apple (UK), Beacon (UK), Bluesway (USA), Command (USA), Dunhill (USA), Immediate (UK), Impulse (USA), Tower (USA).
Eco, Via S. Antonio 5, 20122 Milan. Tel: 802.301, 892.686. Gen. Mgr. & Int'l: Eugenio Consonni; Sales Mgr.: Luigi Grazioli.
Labels: Eco, Gulliver, Rusty.
Eda (see Equipe).
Edibi (see Sviluppo Discografico del Mezzogiorno).
Embassy (see Italmusica).
Epic (see CBS-Italiana).
Equipe SRL, Via Enrico Toti 4, 20123 Milan. Tel: 435.093. Mng. Dir. & A&R: Italo Allione; Sales Mgr.: Luigi Cazzola.
Labels: Equipe, Eda.
Esse (see Vedette).
Eterfon (see Phonotype).
Excelsius (see Fonit-Cetra).
Fans (see Phonotype).
First (see IFI).
Folklore SRL, Via Pietro Micca 17, 10121 Turin. Tel: 518.668. Cable: FOLK. Mng. Dir.: Carlo Margaria; Variety A&R: Happy Ruggiero; Vice-Dir., Sales: Franco Coda; Press: Happy Ruggiero & Dino Tedesco.
Labels: DDF, DKF, dB, Folklore, Music Int'l Flash, LDC, Dynamic.
Cartridge 4-track & 8-track: FP 4 licensed to Ecofina.
Cassette: FP 4—self-mfd. & licensed to Ecofina.
Int'l label represented: El Virrey (Peru).
Fonit (see Fonit-Cetra).
Fonit-Cetra SpA, Via Bertola 34, 10122 Turin. Tel: 5753. Cable: CETRA. Pres.: Enrico Carrara; Mng. Dir.: Renato Zaccone; A&R: Mario Zanoffi; Sales: Luigi Arduino; Int'l: Maurizio Golla; Pub. & Press: Rosita Robba.
Labels: Cetra, Cricket, Excelsius, Fonit, International.
Cartridge 8-track: owned—Fonit-Cetra catalog; represented—Kapp (USA)—self-mfd.
Cartridge 4-track: owned—Fonit-Cetra catalog; represented—Kapp (USA)—self-mfd. & licensed to SIL.
Cassette: Fonit-Cetra licensed to Phonogram.
Int'l labels represented: Ariola (Germany), Hachette (France), Harmonia Mundi (Germany), Musidisc (France), Palette (Belgium).
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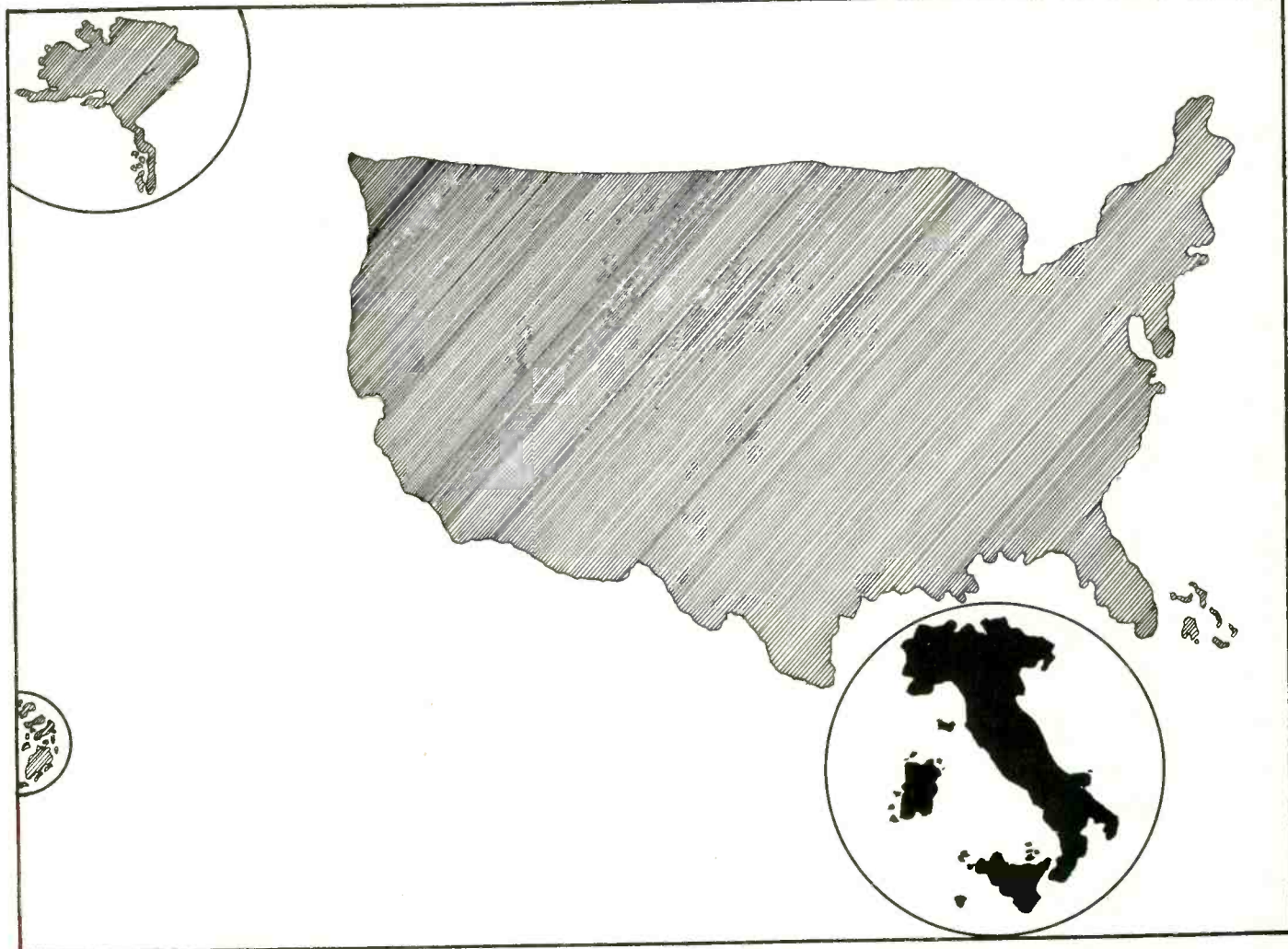
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(Carinia), Belgium (Anvers Radio), Brazil (Fermata), Denmark (Tono), France (Philips, Musidisc), Greece (Music Box), Germany (Ariola), Japan (King), Mexico (Gamma), Netherlands (Rood), Peru (Virrey), Portugal (Rapsodia), Spain (Vergara, Zafiro), Switzerland (Phonag), South Africa (Gallo), USA (Everest), Venezuela (Venevox), Yugoslavia (Ploca).

Fonorama C. A. Rossi, Via Barletta 11, 20141 Milan. Tel: 539.2392/251. Mng. Dir.: Carlo Alberto Rossi.

Labels: Fonorama C. A. Rossi (distributed by IFI), Job (distributed by Miura).

Fox Rec. Srl, Galleria del Corso 2, 20122 Milan. Tel: 709.491. Gen. Mgr.: Gabriele Abbate; Sales: Lidia Bianchi; Variety A&R: Glaucio Rosignoli; Promo. & Pub.: Gabriele Abbate. Labels: Fox, Popular, Rex.

Int'l labels represented: Ambassador, Diplomat, Mountain Dew, Peter Pan, Power, Scripture, Tifton (all USA).

Gulliver (see Eco).

Happy Hippie (see Ducale Italdisc).

Hockey (see Belldisc Italiana).

Hollywood (see Meazzi).

Humour (see Combo).

1 Best-sellers (see Ricordi).

1 Classici della Musica Classica (see Ricordi).

1 F I (Industria Fonografica Italiana SaS) (Ariston Recs.), Piazzetta Pattari 1/3, 20122 Milan. Tel: 897.745/6/7. Pres.: Alfredo Rossi; A&R: Gianni Guarnieri; Press: Donata Giachini; Gen. Mgr., Co-ord. & Promo.: Giuseppe Tarozzi; Sales Dir.: Gaetano Papadia; Int'l: Pier Tacchini.

Labels: (owned) Ariston, First, (distributed) CDB, City, Juke-Boxe, Metropole, Starlet, Karabo, Pele Recs., Fonorama C. A. Rossi. Cartridge 4-track: Ariston licensed to Ecofina & SIL.

Int'l label represented: President (UK).

Int'l reps.: Argentina (Fermata), Austria (Amadeo), Australia (Phonovox), Brazil (Fermata), Canada (Phonodisc), Germany (Ariola), Greece (Helladisc), Mexico (Fermata), Netherlands (Phonogram), Portugal (Tecla), Spain (Vergara), Switzerland (Nespolo), Venezuela (Velvet), USA (CIDI).

I L (see RCA-Italiana).

I P M (see Italmusica).

IFI (see Bruber).

Industria Fonografica Italiana SaS (see IFI).

International (see Fonit-Cetra & Ricordi).

Interrecord (see Bruber).

Intro (see DET).

Italdisc (see Ducale Italdisc).

Italian Yank (see Carosello).

Italmusica, Corso Genova 22, 20123 Milan. Tel: 854.641. Mng. Dir.: Marna Pignini.

Labels: Embassy, IPM, Mondial, Pig, Silver, Sir.

Job (see Fonorama C. A. Rossi & Miura).

Joker (see SAAR).

Jolly (see SAAR).

Juke-Boxe (see IFI).

Karabo (see IFI).

Kappa-O (see Phonotype).

King Jazz (see SAAR).

King Universal SpA, Via Egiziaca a Pizzofalcone 41/A, 80132 Naples. Mng. Dir.: & Int'l: Aurelio Fierro.

Labels: Capri, King Universal, Star.

L D C (see Folklore).

Las Vegas (see Sidet Edizioni).

Leondisco (see Phonotype)/London (see Decca Dischi Italia).

M R C (see Miura).

Mama (see DET).

Meazzi Srl, Via Piatti 4/6, 20123 Milan. Tel: 867.361. Cable: MEFROM. Mng. Dir. & Int'l: Enrico Meazzi; A&R: Agnese Farinella; Promo.: Alberto Martinelli.

Labels: Arpeggio, Astrophon, Baby, Baby Popu-

lar, Hollywood, Meazzi, Meazzi Classica. (Distributed by Carosello).

Cartridge 4- & 8-track licensed to Ecofina.

Cassette duplicated by Philips-Phonogram.

Meazzi Classica (see Meazzi).

La Mela (see Vis-Radio).

Metropole (see City & IFI).

Mignon (see Bruber).

Milano (see RCA-Italiana).

Minit (see Belldisc Italiana).

Miura Recs. SpA, Corso Europa 5, 20122 Milan. Tel: 794.751. Pres.: Lorenzo Sampietro; Gen. Mgr.: Ilter Pattacini; Press, Pub. & Promo.: Ludovico Socci.

Labels: (owned) Brio, Miura, (distributed) MRC, North, Job.

Cartridge 4-track, 8-track & cassette licensed to Ecofina.

Int'l labels represented: Spark (UK), Copacabana (Brazil).

Mondial (see Italmusica).

Moon (see CEDI).

Music (see SAAR).

Music Int'l Flash (see Folklore).

Mustang (see Carosello).

North (see Miura).

Number One (see Saint Martin). (SEE ADVERTISEMENT)

Odeon (see EMI-Italiana).

Off (see Belldisc Italiana).

Omicron (see DET).

Original Cast (see RCA-Italiana).

Oscar (see Cellograf-Simp).

P C D (see CDI).

P D U Italiana SpA, Via Senato 12, Milan. Tel: 793.459/381/001. Mng. Dir.: Riccardo Bonadeo; Pres.: Giangio Spies; Promo.: Giacomo Mazzini; Press: Luciano Tallarini; Sales Mgr.: Renzo Gramigna; A&R: Augusto Martelli.

Labels: PDU, Sun. (Distributed by Durium). (SEE ADVERTISEMENT)

Parade Srl, Via Asiago 6, 00195 Rome. Tel: 311.131. Cable: PARADE. Mng. Dir. & A&R: Carlo Rossi. (Distributed by DET).

Parlophone (see EMI-Italiana).

Pathe (see EMI-Italiana).

Pele Recs. (see IFI).

Philips (see Phonogram).

Phonocolor (see Cellograf-Simp).

Phonogram SpA, Via Borgogna 2, 20122 Milan. Tel: 796.094, 793.243, 705.504, 791.566. Cable: COMINFON. Mng. Dir.: Alain Trossat; Sales Mgr.: Franco Paradiso; Pub.: Dario Pogliani; Press: Adriano Frosi.

Int'l labels represented: Archiv (Germany), Battle (USA), DGG (Germany), Ember (UK), Fontana (UK), Fontana Special (UK), Heliodor (Germany), Jazzland (USA), Mercury (USA), Philips (Netherlands), Polydor (Germany), Polydor Special (Germany), Riverside (USA), Storyville (Denmark), Tetragrammaton (USA).

Cassette: Philips, DGG, Polydor, Mercury, Fontana catalogs—self-mfd. (SEE ADVERTISEMENT)

Phonotype, Via Enrico de Marinis 4, 80134 Naples. Tel: 322.694. Mgrs.: Raffaele, Fernando, Roberto & Vincenzo Esposito.

Labels: Eterfon, Fans, Kappa-O, Phonotype, Universal, Leondisco Cadis.

Int'l reps.: Australia (Minstrel), Canada (Italcord Dist'g), USA (Luigi Rossi), Venezuela (Radio Capri).

Pig (see Italmusica).

Pop (see Ri Fi).

Popular (see Fox).

Populart (see Tiffany Recs.).

Primary (see Ri Fi).

Primavera (see Cellograf-Simp).

Publiscio (see Ri Fi).

R C A-Italiana SpA, Via Tiburina Km. 12, 00131 Rome. Tel: 416.041. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Ass't Gen. Mgr.: Ennio Melis; Italian Pop Labels Mgr.: Riccardo Michelini; A&R Co-ord. Mgr.: Ettore Zeppegno; Opns. Mgr.: Luciano Bernacchi; Special Projects Mgr.: Giacomo Peroni; Publ'g Mgr.: Mario Cantini; Adv. Mgr.: Nicola Onorati; Business Planning & Development: Francesco L. Fantì.

Branches: Bari, Bologna, Cagliari, Catania, Florence, Genoa, Milan, Naples, Padua, Pescara, Turin, Rome.

Labels: RCA-Italiana, Arc, Talent, Original Cast, IL, RCA Victor, Victrola, Milano.

Cartridge 8-track: RCA-Italiana & RCA International catalogs—self-mfd.

Int'l labels represented: Barclay (France), RGE (Brazil), Belter (Spain), Tamla-Motown (USA).

Int'l reps.: Argentina (Fermata), Austria (Centrocord), Belgium (Vogue), Brazil (Fermata), Canada (Transcanada), Chile (Fermata), Denmark (Hede Nielsens), Finland (Discophon), Germany (Deutsche Vogue), Greece (Columbia Gramophone), Israel (Hatakliit), Japan (Nippon Columbia), Lebanon (EMI), Mexico (Gamma), Netherlands (Dureco), Norway (Nera), Peru (Fermata), Portugal (M. Arnaldo Trindade), South Africa (Teal), Spain (Hispavox), Sweden (Grammofon), Switzerland (Vogue), Turkey (Gramofon), Venezuela (Fermata).

R C A Victor (see RCA-Italiana).

R T Club (see Combo).

Radio (see Sidet Edizioni).

Rang (see Cinevox).

Rare (see SIF).

Regal (see EMI-Italiana).

Rex (see Fox).

Ri Fi SpA, Corso Buenos Aires 77, 20124 Milan. Tel: 273.641/2/3/4/5. Cable: RIFIRECORD. Mng. Dir.: Giovanbattista Anoldi; Pres.: Gianpiero Rossi; Int'l Mgr.: Giuseppe Velona; Pop A&R: Antonio Anoldi; A&R Prodr's: Gianfranco Intra, Ezio Leoni & Giordano Bruno Martelli; Sales, Mgr.: Piero La Falce; Pub. & Promo.: Vladimiro Albera; USA Business Agent: Richard H. Roemer, 400 Madison Ave., New York, N.Y. Branch: Rome, Via Ravenna 34. Mgr.: Enrico Albi.

Labels: Antoniano, Pop, Primary, Publiscio, Ri Fi, Variety.

Cartridge 8-track—self-mfd.

Cartridge 4-track—licensed to Ecofina & SIL.

Cassette—self-mfd. & licensed to Phonogram.

Int'l labels represented: Atlantic, Atco, Laurie, Monument, 20th Century-Fox, Jay-See, Vox, Supermajestic, Turnabout, Westminster (all USA), Supraphon (Czechoslovakia), Reditune (UK).

Int'l reps.: Argentina (Phonogram), Austria (Amadeo), Brazil (Philips), Canada (Global), Chile (Philips), Colombia (Philips), France (Ri Fi France), Germany (Oversea), Greece (Philips), Iran (Sufer), Israel (Hatakliit), Japan (Philips), Libya (Salem Bedrusci), Mexico (Philips), Middle East (SLD), Peru (Philips), Portugal (Marfer), South Africa (Trutone), Spain (Marfer), Switzerland (Oversea), USA (CIDI), Venezuela (Philips), Yugoslavia (Edit).

Ricordi (Dischi Ricordi SpA), Via Berchet 2, 20121 Milan. Tel: 871.313, 893.366. Cable: RICORDISC. Mng. Dir.: Guido Rignano; Domestic A&R: Gianni Sanjust; Int'l A&R: Vittorio Castelli; Promo. Mgr.: Lucio Salvini; Prodr's Mgr.: Paolo Ruggeri; Foreign Exploitation: Mimma Guastoni; Sales: Renzo Benini.

Labels: (owned) Dischi Ricordi, International, 1 Classici Della Musica Classica, 1 Best-sellers, Club, Tavola Rotonda; (distributed) Angelicum.

Cartridge 8-track: Ricordi catalog licensed to Ecofina & RCA-Italiana.

Cartridge 4-track: Ricordi catalog licensed to Ecofina & SIL.

EP cassette: Ricordi catalog licensed to Phonogram.

LP cassette: Ricordi catalog self-mfd.

Int'l labels represented: Amadeo (Austria), Impact (France & USA), Bang-Shout (USA), Bell (USA), Vanguard (USA), Dot (USA), Kama Sutra (USA), MGM (USA), Verve (USA), Metro (USA), VSP (USA), Verve/Forecast (USA), Buddha (USA), Stax/Volt (USA), Pye (UK), Vogue (France).

River (see Bruber).

Rusty (see Eco).

S A A R Srl, Viale di Porta Vergellina 14, 20123 Milan. Tel: 469.6251/2/3/4, 483.058. Cable: SAAR. Mng. Dir.: Walter Gurtler; Gen. Mgr.: Italo Prandini; Sales Mgr.: Sergio Balloni; Prodr'n Mgr. & Int'l: Giuseppe Da Gioia; Promo. & Press: Italo Gilardetti.

Labels: Jolly, Joker, Music, Stella, King Jazz, Vibraton, Signal.

Cartridge 8-track & cassette licensed to SIL.

Int'l labels represented: Zafiro (Spain), Contact (USA), Roulette (USA), Vogue (France).

Int'l reps.: Argentina (Fermata), Australia (Minstrel), Austria (Centrocord), Belgium (Vogue), Brazil (Fermata), Canada (Colangelo), France (Festival), Germany (Rundfunk), Greece (Helladisc), Japan (King), Lebanon (SLD), Malta (Elektro), Mexico (Dusa), Netherlands (Vogue), Portugal (Radio Triunfo), Spain (Zafiro), Sweden (Sonet), Switzerland (Finsterwald & Cantacuzene), Syria (Tertzakian), Turkey (Alguadis), Venezuela (Favedica), USA (CIDI).

S I F (Societa Italiana Fonografica SpA), Via Crivelli 20, 20122 Milan. Tel: 580.867/573. Mng. Dir.: Giampiero Simontacchi; A&R: Bruno Pallesi; Sales Dir.: Amleto Silvestri; Prodr'n: Franco Simontacchi; Press: Nino Romano & Mirka Ghidotti; Promo.: Floranna Panetta.

Labels: SIF, Rare.

Int'l labels represented: Fleche (France), Riviera (France). (SEE ADVERTISEMENT)

Saint Martin, Via Porro Lambertenghi 34, 20159 Milan. Tel: 688.44.34. Pres.: Gino Caselli; Gen. Mgr. & Int'l: Primo Del Comune; Press & Pub.: Antonio Marrapodi.

Labels: Saint Martin, Number One, Vip. (Distributed by MPMC).

Int'l labels represented: Calla, Gamble, Gulf Pacific (all USA).

Int'l reps.: Spain (Marfer), UK (Morgan).

Sidet Edizioni Srl, Piazzetta Pattari 2, Milan. Tel: 804.818. Int'l: Emanuele Daniel.

Labels: Las Vegas, Radio. (Distributed by Clan).

Cartridge 4-track, 8-track & cassette licensed to Ecofina.

Signal (see SAAR).

Silver (see Italmusica).

Sir (see Italmusica).

Societa Italiana Fonografica SpA (see SIF).

Sprint (see Durium).

Star (see King Universal).

Starlet (see IFI).

Stateside (see EMI-Italiana).

Stella (see SAAR).

Storm (see Sviluppo Discografico del Mezzogiorno).

Style (see Cellograf-Simp).

Sun (see PDU & Durium).

Sviluppo Discografico del Mezzogiorno SpA, Via Morgantini 3, 80134 Naples. Tel: 210.325, 212.184. Mng. Dir.: Luciano Villevielle Bideri.

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Labels: Edibi, Storm.
Talent (see RCA-Italiana).
Tank (see DET).
Tavola Rotonda (see Ricordi).
Technophon (see Decca Dischi Italia).
Tempo (see Vedette).
Tiffany Recs., Galleria del Corso 2, 20122 Milan.
Tel: 781.694, 793.896. Gen. Mgr. & Int'l:
Marino Marini; Variety A&R: Carlo Marini.
Labels: Tiffany, Populart. (Distributed by
MPMC).
Cartridge 4-track, 8-track & cassette licensed
to Ecofina.
Totem (see Clan Celentano).
Universal (see Phonotype).
Variety (see Ri Fi).
Vedette Recs., Via Lumiere 2 (Cinelandia), 20093
Cologno Monzese (Milan). Tel: 912.4691/2/3.
Mng. Dir. & Gen. Mgr.: Armando Sciascia;
Pop A&R: Francesco Anselmo; Classical A&R &
Int'l: Aliko Andris; Sales Dir.: Sergio Sciascia;
Press & Pub.: Antonio Pasqui.
Branches: Rome, Via Guido Mazzoni 36/38.—
Naples, Piazza Garibaldi 73.—Florence, Via
delle Panche 128.—Padua, Via P. Vergerio 7.
Labels: (owned) Corsair, Tempo, Vedette; (dis-
tributed) Dischi del Sole, Esse.
Cartridge 8-track: owned—Vedette; represented—
Everest (USA)—self mfd. & licensed to Ecofina;
Ember (UK), Lyra (Greece)—self-mfd.
Cartridge 4-track: owned—Vedette; represented
—Everest (USA) licensed to Ecofina.
Cassette: owned—Vedette; represented—Ember
(UK), Everest (USA), Lyra (Greece)—self-mfd.
Int'l labels represented: Rosenbilit (Brazil),
Baerenreiter-Musicaphone (Germany), Lyra
(Greece), Ember (UK), Elektra-Nonesuch (USA),
Everest (USA), Scala (USA).
Int'l reps.: Australia (Carinia), Austria (Centro-
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 (France).
 Messaggerie Musicali, Galleria del Corso 4, Milan.
 Tel.: 794.841. Cable: SUGARMUSIC. Gen. Mgr.:
 Sergio Di Gennaro.
Branches: Turin, Milan, Rome, Genoa, Padua,
 Florence, Bari, Catania, Naples.
Labels: CGD, CBS, Blue Horizon, Epic, Audio
 Fidelity, A&M, Derby, Festival, Musicor, Project
 3, Reprise, Scepter, Warner Bros.-Seven Arts.
Cartridge 8-track & cassette: CBS catalog,
 CGD, A&M, Audio Fidelity, Festival, GNP
 Crescendo, Hickory, Musicor, Project 3, Reprise,
 Scepter, Warner Bros.-Seven Arts.
Cartridge 4-track: CGD, A&M, Audio Fidelity,
 Festival, GNP Crescendo, Hickory, Musicor,
 Project 3, Reprise, Scepter, Warner Bros.-Seven
 Arts.
 Phonogram SpA, Via Benadir 14, Milan, Tel.:
 28.26.241. Cable: COMINFON. Mng. Dir.: Man-
 lio Baron; Gen. Mgr.: Alain Trossat; Sales
 Mgr.: Franco Paradiso; Pub: Dario Pogliani;
 Press: Paoli Frosi.
Cassette: Philips, Fontana, Mercury, DGC, Poly-
 dor catalogs; Amico, Ariston, Belldisc, Bluebell,
 CAM, Clan, DET, Durium, Fonit-Cetra, PDU,
 Phonocolor, RRR, Ricordi, Ri Fi, Style.

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continued

IMPORTERS & EXPORTERS

Bongiovanni, 28 Rizzoli, Bologna. Tel: 225.722.
Gen. Mgr.: Mr. Giancarlo.
Dal Bon Lorenzo, Via Oberdan 6, Verona.
Label: Connoisseur.
Messaggerie Musicali, Galleria del Corso 2, Milan.
Tel: 794.841/5. Cable: MESSMUSIC. Gen. Mgr.:
Sergio Di Gennaro.
Ricordi, Via Berchet 2, Milan. Tel: B71-313. Mgr.:
Frederico Cella.
Ludwig Wagner, Viale Duca D'Aosta 82, Bolzano.

supplies & services**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

A F I (Associazione dei Fonografici Italiani), Via
Palagi 10, 20129 Milan. Tel: 225.966. Gen.
Sec'y: Luigi Edgardo Lisi; Pres.: Romano
Bacchini. (Ass'n of Italian Record Companies).
A I D E M (Associazione Italiana degli Edori di
Musica), Piazza del Liberty 2, 20121 Milan.
Tel: 780.035. Pres.: Giuseppe Gallazzi; VPs:
Alberto Carisch & Pericle Boschetti; Sec'y:
Emilio Daniele. (Italian Ass'n of Music Pub-
lishers).
P A D I, Piazzetta Pattari 2, 20122 Milan. Tel:
804.818, 861.165. Pres.: Edgardo Trinelli.
(Ass'n of Independent Record Companies).
L A C O I M, PO Box 736, Milan. (Independent
Ass'n of Singers & Orchestras).
U N E M I, Corso di Porta Vittoria 47, Milan.
Tel: 792.669. Gen. Sec'y: Paolo Dell'Erba.
(Union of Italian Music Publishers).

DUPLICATOR/MARKETERS

Ecofina Srl, Via Leopardi 8, Milan. Tel: 86.90.121,
806.125. Gen. Mgr.: Mourad Sabet.
Cartridge 8-track: Belldisc, Everest, FP 4, Meaz-
zi, Miura, Ricordi, Sidet, Tiffany.
Cartridge 4-track: A&M, Ariston, Audio Fidelity,
Belldisc, CGD, Everest, FP 4, Festival, GNP
Crescendo, Hickory, Meazzi, Miura, Musicor,
Project 3, Reprise, Ricordi, Rifi, Scepter, Sidet,
Tiffany, Warner Bros. Seven Arts.
Cassette: Belldisc, FP 4, Miura, Sidet, Tiffany.
Phonogram SpA, Via Benadir 14, Milan. Tel:
28.26.241. Cable: COMINFON. Mng. Dir.:
Manlio Baron; Gen. Mgr.: Alain Trossat; Sales
Mgr.: Franco Paradiso; Pub.: Dario Pogliani;
Press: Paolo Frosti.
EP cassette: Philips, Fontana, Mercury, DGG,
Polydor catalogs; Amico, Belldisc, Bluebell,
Cam, Clan, Det, Durium, Fonit-Cetra, PDU,
Phonocolor, RRR, Ricordi, Rifi, Style.
LP cassette: Philips, Fontana, Mercury, DGG,
Polydor catalogs; Amico, Belldisc, Bluebell, Cam,
Clan, Det, Durium, PDU, Phonocolor, RRR, Style.
R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel:
41.60.41. Cable: RADIOINTER. Mng. Dir. &
Gen. Mgr.: Giuseppe Ornato; Tape Dept. Mgr.:
Benito Vassura; Ass't Gen. Mgr.: Ennio Melis;
Opns. Mgr.: Luciano Bernacchi; Pub. Mgr.:
Giacomo Peroni.
Cartridge 8-track: RCA-Italiana, RCA Interna-
tional catalogs; Clan, Det, Durium, Motown,
PDU, Ricordi, Tamla.
S I L SpA, Via Gaudenzio Ferrar 3, Turin. Tel:
87-17.26. Gen. Mgr.: Mr. Boldetti.
Cartridge 8-track: SAAR.
Cartridge 4-track: Ariston, Fonit-Cetra, Kapp,
Phonocolor, Ricordi, Rifi, Style, Westminster.
Cassette: Phonocolor, SAAR, Style.

LABEL MANUFACTURERS

Casellato S., Via Spazio Farsaglia 3, Milan. Tel:
546.0207.
Grafica Gallati, Via Friuli 8b, Milan. Tel: 54.53.321/
337.

MUSIC LICENSING ORGANIZATIONS

Editori Indipendenti (Independent Publishers), c/o
Sandro Fumagalli, Via Besasa 2, Milan. Tel:
790.040. Mgr.: Sandro Fumagalli.
Sandro Fumagalli, Via Besasa 2, Milan. Tel:
79.00.40.
S E D R I M (B I E M) (Societa Esercizi Diritti de
Riproduzione Meccanica), Via A. Bardonis 32,
Milan. Tel: 667.956/58/60. Mng. Dir.: Taddelo
Collova. (Mechanical Copyrights Collecting
Company).
S I A E (Societa Italiana Autori Editori), Viale
della Letteratura 30, Rome. Tel: 5990. (Gen-
eral Performing Rights Society).

PRESSING PLANTS

Ambrosio, Via Brasile 9, Limite (Milan). Tel:
90.46.185/6.
Audio Ediz. Paoline, Via Castro Portico 21, Albano
Laziale (Rome).
Bellu F.LLI, Via Per Seregno 114, Seregno (Milan).
Bideri, S. Pietro a Majella 17, Naples.
Blueplast, Via Druso 3, Milan. Tel: 73.85.575.
C G D, Via Moretto 9, Milan. Tel: 712.497.
C I F (Phonogram-Philips), Via Benadir 14, Milan.
Tel: 282.62.41.
Cellograf-Simp, Via Maffucci 18, Milan. Tel: 371.
130/171.

Durium, Via Trieste, Erba (Como). Tel: 61426.
E M I-Italiana, Via Bergamo 45, Caronno Pertusella
(Milan).
Fonit-Cetra, Via Meda 45, Milan. Tel: 843.25.51.
Fonocrom, Via Martiri della Libertà, Ballano (Como).
Tel: 81.434.
Fonola, Via Leopardi 25, Milan. Tel: 872.882.
G F/Guerrini, Via Goldoni 18, Trezzano d'Adda
(Milan).
I F I (Ariston), Via M. Gorki, San Giuliano Milanese
(Milan). Tel: 98.45.501.
I R I (Rifi), Via Vespolate 22, Conienza (Pavia-
Milan). Tel: 64.054.
Industrie Italiane Lingue Vive Nel Mondo, S. Colom-
bano al Lambro (Milan).
Italmusica, Ripa Ticinese 75, Milan. Tel: 84.86.270.
Ma-Plast, Via Teocrito 22, Milan. Tel: 25.76.586.
Microwatt, Via Principato 2, Vimercate (Milan). Tel:
62.209.
Phonotype, Vicoletto S. Giovanni Maggiore 5-6,
Naples.
R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel:
416.041.
Giampiero Rossi (formerly Calypso/Rifi), Via Quin-
tino Sella 93, Busto Arsizio (Varese-Milan). Tel:
35.214.
S A A R, Via Gramsci 20, Pero (Milan). Tel:
35.30.564.

RECORDING & TAPE DUP. STUDIOS

Angelicum, Piazza S. Angelo 2, Milan. Tel: 654.610.
Bideri, S. Pietro a Majella 17, Naples. Tel: 210.325.
C G D, Galleria del Corso 4, Milan.
Cinevox, Via Gregoriana 16, Rome. Tel: 683.486.
Durema, Via Marsala 7, Milan. Tel: 664.161. Mgr.:
Claudi Occhiena. (Duplication only).
E M I-Italiana, Via S. Eufemia 25, Milan. Tel:
802.622.
Folklore, F.F. Stereo Studio, Via Ventimiglia 194,
Turin. Tel: 697.125.
Fonit-Cetra, Via Meda 45, Milan. Tel: 84.32.551.
Branches: Via Nicola dei Cesarini 3, Rome. Tel:
565.451—Via Bertola 3, Turin. Tel: 57.53.
Fono Radio, Via Maria Cristina 5, Rome. Tel:
382.051.
Branch: Via Lumiere 4, Cinelandia di Cologno
Monzese (Milan). Tel: 91.23.073.
Fonorama di C.A. Rossi, Via Barletta 11, Milan. Tel:
53.92.392.
Int'l Rec'g, Via Urbana 172, Rome. Tel: 480.667.
Microphone, Via Mantova 10, Milan. Tel: 593.053.
New Phone, Corso Europa 5, Milan. Tel: 700.008.
(Duplication only)
Phonogram, Piazza Cavour 2, Milan. Tel: 790.071.
Phonotype, Via A.De Marinis 4, Naples. Tel: 322.694.
Play-Co (Rifi), Via Stroboli 18, Milan. Tel: 463.
900/257.
R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel:
416.041.
Regson di Carlo Zanibeli, Via Lodovico il Moro 57,
Milan. Tel: 422.46.20.
Ricordi, Via dei Cinquecento 1, Milan. Tel: 530.394.
S A A R, Via Gramsci 20, Pero (Milan). Tel:
35.30.564.
Sax, Via P. Borsieri 41, Milan. Tel: 688.44.23.
Studio 7, Corso Venezia 7, Milan. Tel: 700.027.
Tiffany, Galleria del Corso 2, Milan. Tel: 781.694.
Titanus, Via Sommacapagna 28, Rome. Tel: 386.184.
Vedette (Sound Studio Cinelandia), Via Lumiere 4,
Cinelandia di Cologno Monzese (Milan).
Vis-Radio, Via Cupa Cajafa 36, Naples. Tel: 386.164.

RECORDING STUDIO EQUIPMENT MANUFACTURERS

Costruzioni Elettromeccaniche Bomar, Via Seneca 37,
Rome. Tel: 343.549.
Siemens Italiana, Piazza Zavattari 12, Milan. Tel:
43.88.

SLEEVE MANUFACTURERS

Barbieri Stampa, Via S. Rocco 6, Milan. Tel:
585.677.
Campi, Foligno. Mgr.: Feliciano Campi.
Casellato Tipografia, Via Spazio Farsaglia 3, Milan.
Tel: 54.60.207.
Corporazione Arti Grafiche, Rome.
Cremona Nuova, Via Bergamo 36, Cremona. Tel:
30.281/2/3.
Grafica Gallati, Via Friuli 8b, Milan. Tel: 54.53.321/
337.
Grafiche Dotti, Via 5 Giornate 38, Cernobbio (Como).
Tel: 37.308.
Litouric, Via Ariosto 32, Milan. Tel: 490.686; Via
Puccini 6, Buccinasco Corsico (Milan). Tel:
447.3146.
La Magica, Via Marco Aurelio 42, Milan. Tel: 2894.
619.
M Z Grafiche, Via Bisleri 19, Milan. Tel: 407.08.83.
Morrell F.LLI, Osnago (Como). Tel: 58.112.
Pizzi Amilcare, Via de Vizzi 8/6, Cinisello Balsamo
(Milan). Tel: 928.88.21/25.
Saita, Via Simone D'orsenigo 2, Milan.
Stab. Tipolit. U.Pinto, Via di Tor Cervara 283, Rome.
Tel: 221-609.

phonograph manufacturers

Admiral Formenti, Via Fuggi 2, Milan.
Europhon, Via Mecenate 86, Milan.
G B C Italiana, Via Matteotti 66, Cinisello Balsamo
(Milan).

Geloso, Viale Brenta 29, Milan.
Lenco Italiana, Via del Guazzatore 225, Osimo
(Ancona).
Lesia, Via Bergamo 21, Milan.
Philco Italiana, Via G. Marconi 14-22, 24036 Ponte
San Pietro, Bergamo. Tel: 611.560. Pres. &
Gen. Mgr.: R. DiPiramo.
Home office: USA.
Philips, Piazza IV Novembre 3, Milan.

musical instruments

(Amplifiers, drums, guitars, harmonicas & organs).

MANUFACTURERS & DISTRIBUTORS

Ballole Burini F.LLI, Via Marconi 48, Castelfidardo
(Ancona). Tel: 78016. Mgrs.: Armando & Lido
Ballone Burini.
Product: amplified guitars, organs.
Beccacece Cav Ugo, Via Angelo Giunta 31, Recanati
(Ancona). Tel: 88389/88478. Cable: BECCACECE.
Mgrs.: Ugo & Giorgio Beccacece.
Product: steel guitars.
Binson, Via Guinizelli 4, Milan. Tel: 283.319 &
289.35.93. Cable: BINSON. Gen. Mgr.: Bini
Bonfiglio.
Product: electric organs, amplifiers.
Krunaldi A. Davoli, Via F. Lombardi 6/8, Parma.
Tel: 40885/3. Cable: RADIODAVOLI. Gen.
Mgr.: Mr. Bini.
Product: amplifiers, microphones, amplified
guitars.
Elka Electronics, Casella Postale 1, Castelfidardo
(Ancona). Tel: Loreto 8622-8621. Cable: ELKA.
Pres.: Piero Crucianelli.
Product: amplifiers, electronic organs.
Excelsior, Via Martiri della Libertà, Castelfidardo
(Ancona). Tel: 78006/78206. Cable: ACCORDING.
Product: steel guitars, electronic organs,
amplifiers.
F I S A P, Via Paulucci di Calboli 20, Milan. Tel:
642.74.82. Mgrs.: Umberto Curiel, Giuseppe
Ronchi & Artorige Alberti.
Product: drums.
Farfisa, Aspioterme (Camerano-Ancona). Tel: 95136/
95236. Cable: FARFISA. Pres.: Paolo Settimio
Soprani; Ass't to Pres. & PR: Gino Baldoni;
Export Sales Mgr.: Giovanni Sernani; Home
Sales Mgr. & Musical Consultant: Felice
Fugazza.
Product: amplified & steel guitars, organs,
electronic organs, amplifiers.
Galanti Egidio, Mondaino (Forli). Tel: 70.105.
Product: electronic organs, amplified guitars.
Galanti F.LLI, Via Borgo 50, Mondaino (Forli). Tel:
70.134. Mgr.: Umberto Tenti.
Product: electronic guitars.
Guerrini & Sons, Via S. Lucia 14, Castelfidardo
(Ancona). Tel: 78.143.
Product: amplified guitars.
Kroma, Via Giotto, Sirolo (Ancona). Cable: KROMA.
Tel: 958.354. Mgrs. & Owners: Domenico
Dubini & Remo Giordani.
Product: amplified guitars.
Meazzi, Via Piatti 6, Milan. Tel: 867.361. Cable:
MEFROM. Int'l Mgr.: A. Casale Rossi.
Product: harmonicas, amplified & regular
drums, steel & amplified guitars, amplifiers,
microphones.
Monzino, Via Donatello 5, Milan. Tel: 225.215 &
272.243.
Product: steel & amplified guitars.
Polverini, PO Box 83, Castelfidardo (Ancona). Tel:
780.097. Cable: POLVERINIBROS. Mng. Dir.:
Gino Polverini.
Product: drums, steel & amplified guitars.

IMPORTERS & DISTRIBUTORS

Casale Bauer, Via S. Petronio Vecchio 38, Bologna.
Imports: drums (Ludwig)—USA, Trixon—Germany,
amplified guitars & amplifiers (Fender—USA),
guitars (Framus Werke—Germany).
Davoli (Krunaald), Via F. Lombardi 6, Parma.
Imports: electronic organs (Eminent—Nether-
lands), amplified guitars (Edmond—Netherlands).
Meazzi, Via Piatti 6, Milan. Tel: 867.361. Cable:
MEFROM. Int'l Mgr.: A. Casale Rossi.
Imports: electronic pianos (Claviset—Germany).

JAMAICA

POPULATION: 1,900,000.
PER CAPITA INCOME: \$366.
RATE OF EXCHANGE: \$1 (US) = 8/2 shillings.
RADIO STATIONS: 1 Commercial, 1 government
(both AM).
No. of radios: 375,000.
TV STATIONS: 1 government channel.
No. of TV sets: 30,000.
HOLIDAYS: Jan. 1, Ash Wednesday, Good Friday,
Easter Monday, May 23 (Labor Day), 1st Mon-
day in Aug. (Independence Day), Oct. 20
(National Heroes' Day) Dec. 25, 26.
RECORDS:
Records imported from USA: (CIF): 1968—\$79,621;
1967—\$114,247.
Records exported to USA (FOB): 1968—11,888 units,
\$3,908; 1967—26,202 units, \$9,149.
Average retail price per record: LP—\$5 (domestic),
\$6 (imported); EP—\$1.80; Singles—\$1 (domestic),
\$1.50 (imported).
Type of record distribution: Manufacturer-to-dealer.

● record manufacturers

AND/OR WHOLESALERS & IMPORTERS

Blank (see Record Specialists).
Cariffa (see Record Specialists).
D K J, c/o Ken Khouri, PO Box 27, Hagley Park Post Office. Partners: Ken Khouri, Danny Sims & Johnny Nash.

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 22321, 36062. Mgr.: Byron Lee.

Int'l labels represented: Atlantic, Atco, Cotillion. Federal, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11. Tel: 38817.

Cable: FEDERREC. Mng. Dir.: Kenneth Khouri. Int'l labels represented: Kapp, Philips, RCA Victor, Sound Stage 7, Rising Sons, Liberty, Imperial, United Artists, Blue Note, World Pacific, DGG, Tetragrammaton, MGM, Verve.

Jamaica, 13 Brentford Rd., Kingston's 5. Tel: 65141. This company represents: Coxone, Studio 1, Supreme, Porto Jam, Muzik City, Money Disc.

Jupiter (see Record Specialists).

Mars (see Record Specialists).

Stanley Motta, 109 Harbour St. Tel: 25416. Paradisc, 220 Foreshore Rd., Kingston W.1. Cable: FEDERREC. Dir.: Ken Khouri.

This company represents: ABC, Impulse. Record Specialists Ltd., 1 Torrington Rd., Kingston W.1. Tel: 24865, 26278, 26162. Cable: SOUND-TRACK. Exec. Dir.: George Benson; Dir./Sec'y: Jean Benson; Sales Mgr.: Alric Iton.

Labels: Venus, Mars, Jupiter, Star, Blank, Cariffa.

Int'l labels represented: Columbia, Dot, Date, Mercury, Dynamo, Fontana, Ode, Smash, Pickwick, Happy Times, Limelight, Design, Hilltop, Okeh, Crossroads, Acta, Guardian, Steed, Tropico, Folksongs, MTA, Stax, Volt, Duke, Peacock, Viva, Ember, Artone.

Star (see Record Specialists).

Tropical, 40 Port Royal St., Kingston.

Venus (see Record Specialists). West Indies, 13 Bell Rd., Industrial Estate, Kingston 11. Tel: 37340. Cable: WIRL. Dir.: Clifford Rae.

This company represents: Checker, Chess, Coral, Decca, Folksways/Scholastic, Reprise, Warner Bros.-Seven Arts.

● supplies & services

PRESSING PLANTS

Federal, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11. Tel: 38817. Cable: FEDERREC. Mng. Dir.: Kenneth Khouri.

Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141. Sound Tapes & Recs., 1 Torrington Rd., Kingston. Mng. Dir.: Mrs. Jean Benson.

West Indies, 13 Bell Rd., Industrial Estate, Kingston 11. Tel: 37340. Cable: WIRL. Dir.: Clifford Rae.

RECORDING STUDIOS

Federal, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11. Tel: 38817.

Cable: FEDERREC. Mng. Dir.: Kenneth Khouri.

Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141. West Indies, 13 Bell Rd., Industrial Estate, Kingston 11. Tel: 37340. Cable: WIRL. Dir.: Clifford Rae.

JAPAN

POPULATION: 101,988,020.

PER CAPITA INCOME: \$1,050.

RATE OF EXCHANGE: \$1 (US)=360 yen.

HOLIDAYS: Jan. 1, Jan. 15 (Adults' Day), Mar. 21 (Vernal Equinox Day), Apr. 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 24 (Autumnal Equinox Day), Nov. 3 (Culture Day), Nov. 23 (Labor Thanksgiving Day).

RADIO STATIONS: 46 commercial, 1 government network; 47 AM, 2 FM.

Type of programming: Primarily recorded music—60% popular, 40% classical.

No. of radios: 30,000,000.

TV STATIONS: 62 commercial channels, 1 government network.

No. of sets: 20,000,000.

RECORDS:

Records manufactured for domestic & export sale (factory price w/o tax): LP's 1968—27,973,575 units, \$61,646,000; 1967—19,076,140 units, \$46,261,000. EP's (including 7" LP's) 1968—16,967,705 units, \$12,311,000; 1967—15,686,324 units, \$11,064,000. Singles 1968—75,488,772 units, \$47,253,000; 1967—65,338,247 units, \$38,891,000.

Records sold domestically (estimated on 80% of production): LP's 1968—22,378,860 units, \$49,317,000; 1967—15,260,912 units, \$37,010,000. EP's (including 7" LP's) 1968—13,574,164 units, \$9,849,000; 1967—12,549,059 units, \$8,851,000. Singles 1968—60,391,018 units, \$37,803,000; 1967—52,270,598 units, \$31,131,000.

Records imported from USA (declared value at customs): 1968—440,512 units, \$848,167; 1967—524,674 units, \$935,167.

Records imported from countries other than USA (declared value at customs): 1968—947,825 units, \$1,295,850; 1967—825,682 units, \$1,153,105.

Records exported to USA (declared value at customs): 1968—171,302 units, \$163,667; 1967—148,993 units, \$122,583.

Records exported to countries other than USA (declared value at customs): 1968—1,402,225 units, \$695,325; 1967—1,863,047 units, \$815,650.

Average retail price per record: LP's—\$5.00; EP's—\$1.39; Singles—\$1.03.

Stereo sales: 85% of total.

Record club sales: 7% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer predominates; distributors gaining in importance.

Type of promotion: Radio, TV & weekly magazines carry lively news about popular singers and hit records.

Jukeboxes: 20,000.

TAPE:

Market: To date the largest selling tape product is the 8-track cartridge with the cassette rapidly gaining in sales. The 4-track cartridge is in a decline. According to a survey conducted by the Industrial Market Research Laboratory dated April 25, 1968, approximately 1,000,000 car stereo cartridge players were exported and 250,000 units sold domestically during 1967, while the 1968 estimates are for 2,000,000 units exported and a domestic sale of 500,000. This tremendous growth is due in part to the large number of transistor radio manufacturers who, having saturated the market with transistor radios, have turned to the production of car stereos.

Pre-recorded tape sales: Oct. 1967-Sept. 1968—cartridges, 4,476,125 units; cassettes, 431,647 units; open reel, 159,923 units.

Pre-recorded tapes exported to USA: (factory value—cartridges only) 1968—2,900,000 units; 1967—1,500,000 units.

Type of distribution: Major manufacturers mostly deal directly with the retailer, while the smaller manufacturers utilize wholesalers who also handle product from the larger companies.

IMPORT/EXPORT REGULATIONS: Free, effective October 1, 1962.

J. Fukunishi

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last week
30,808*
people
were filled in on
what's happening
in the International
Music • Record • Tape Industry.

(maybe they know something you don't know!)

fill this
out,
and
Billboard
will fill
you in,
too!

BILLBOARD/2160 Patterson St., Cincinnati, Ohio 45214
Fill me in, too! Please enter my subscription for the term checked below and start BILLBOARD coming to me first-thing, every week!

26 weeks \$12.50 1 year \$25.00
(Offer void after January 1, 1970)

Name _____

Address _____

City _____ Zip _____ State _____

Company Name _____

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*June 1969 Publisher's statement as filed with ABC, subject to audit.

continued

● record manufacturers

C B S-Sony, 17 Roppongi 3-Chome, Minato-ku, Tokyo. Tel: (585) 0411. Pres.: A. Morita; Mng. Dir.: W. Ohga; A&R, Sales, Pub., Adv., Int'l & Tape: T. Nirazuka.

Int'l label represented: CBS (USA).

Columbia (see Nippon Columbia).

Cosdel, Nikkatsu Int'l Bldg., Rm. 525, 1 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: (271) 5861/2. Pres.: Kenneth L. Cole.

Int'l labels represented: Reprise (USA), Vox (USA).

Crown (see Nippon Crown).
Denon (see Nippon Columbia).
Express (see Toshiba).

King, 1 Otowa-cho 2-Chome, Bunkyo-ku, Tokyo. Tel: (941) 3111. Cable: KINGRECORD. Pres.: K. Machijiri; A&R: M. Suzuki & B. Tanabe; Sales: M. Masuo; Int'l: M. Suzuki; Pub. & Adv.: T. Osawa.

Labels: King, Seven Seas.

Int'l labels represented: ABC (USA), Argo (UK), Ace of Diamonds (UK), A&M (USA), Barclay (France), Command (USA), Contemporary (USA), Deram (UK), Good Time Jazz (USA), Impulse (USA), London (UK), Project 3 (USA), Telefunken (Germany), United Artists (USA), Vanguard (USA), Westminster (USA), Seven Seas (Japan) consisting of Ariola (Germany), CGD (Italy), Fermata (Brazil), Fonit-Cetra (Italy), Festival (Australia), Harmonia Mundi (Germany), Music Hall (Argentina), Moonglow (USA), Orsen (Mexico), Qualiton (Hungary), Ricordi (Italy), Riviera (France), Waikiki (USA), Zafir (Spain).

Minorophone, Dai-ichi Taihei Bldg., 45-1 Tsunohazu 2-Chome, Shinjuku-ku, Tokyo. Tel: (434) 1111. Pres.: M. Endo; A&R: R. Harada; Sales: K. Nakayama; Pub. & Adv.: M. Kimura; Tape: K. Nakayama.

Nippon Columbia, 14-14 Akasaka 4-Chrome, Minato-ku, Tokyo. Tel: (584) 8111. Pres.: J. Kanzaki; A&R: H. Kaneko; Sales: K. Terajima; Pub. & Adv.: T. Sakata; Int'l: H. Saito; Tape: M. Kamata.

Labels: Columbia, Denon.

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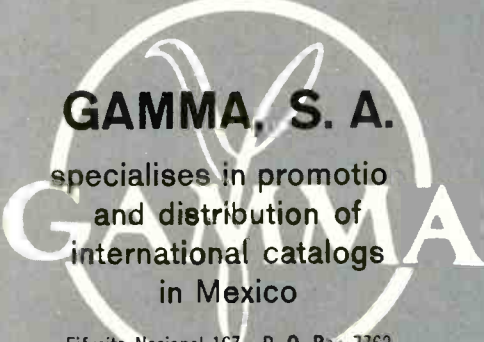
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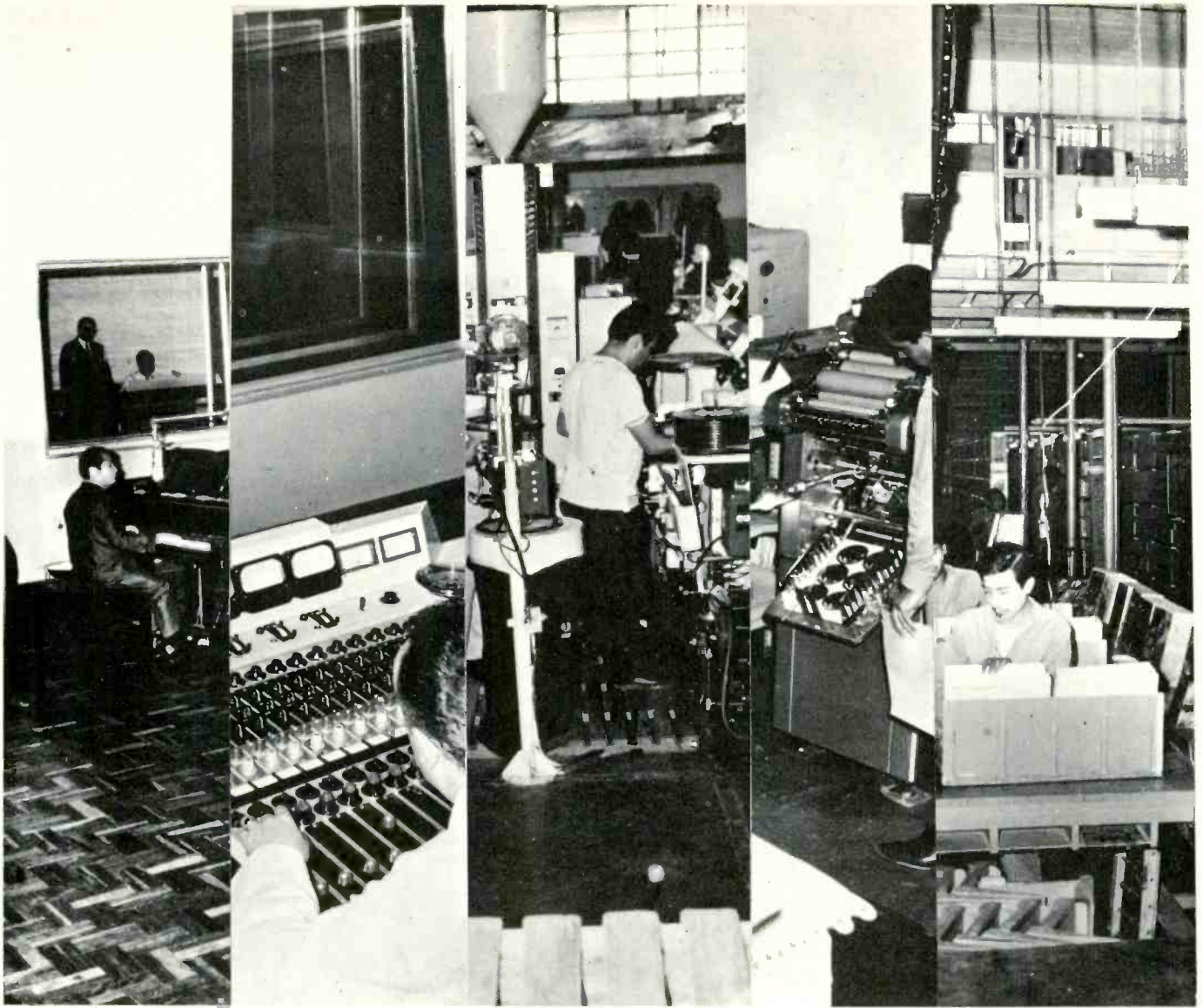


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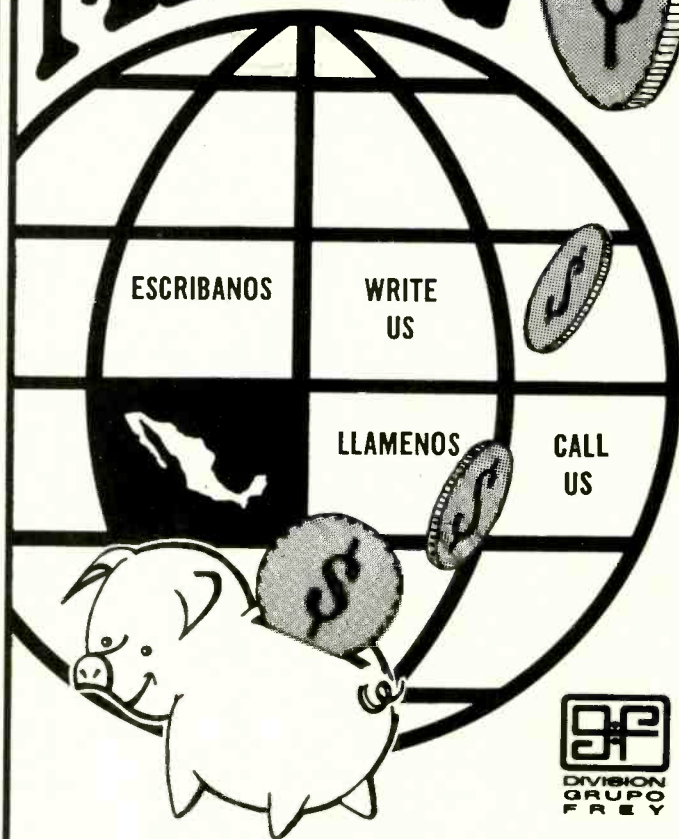
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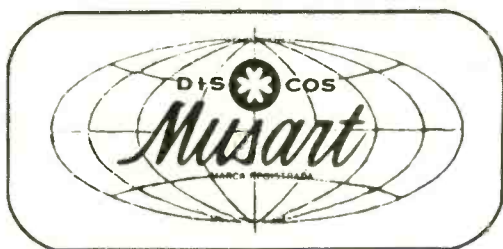
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Lilac Shoji, 50 Kawaraya-machi Nibancho, Minamiku, Osaka.

Lucky Shukal, 4 Sudacho 2-Chome, Kanda, Chiyoda-ku, Tokyo.

Nippon Broadcasting System Serv., 7 Yurakucho 1-Chome, Chiyoda-ku, Tokyo. Tel: (281) 5251. Cable: NBSSPONY. Exec. Mng. Dir.: Tatsuro Ishida.

Nishiyama Gramoshop, 157 Minami-Sakamachi, Minamiku, Osaka.

Phenix Trading, Central PO Box 631, Osaka 53091. Tel: (363) 7106. Cable: PHENIXTRDG.

Seiko-Do, 46-11 Itabashicho 2-Chome, Itabashiku, Tokyo.

Shinko Tsusho, 33 Aoyama-Minamicho 5-Chome, Akasaka, Minatoku, Tokyo.

Shinei Service, 51 Andijobashidori 3-Chome, Minamiku, Osaka.

Sumija, 6-9 Gofukucho 1-Chome, Shizuoka-Shi.

Yamano Gakki, 21 Nishikicho, Kanda, Chiyoda-ku, Tokyo.

● importers & exporters

RECORD IMPORTERS
Modern Import Shokai, Fukoku Bldg., 2 Uchisaiwaicho 2-Chome, Chiyoda-ku, Tokyo. Tel: (591) 5521/3.

Muse Sha, 7 Jimbocho 1-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (293) 8191/2.

Nippon Gakki, Pearl Bldg., 1 Ginza 7-Chome, Chuoku, Tokyo. Tel: (572) 3111.

Phenix Trading, Central PO Box 631, Osaka 53091. Tel: (363) 7106. Cable: PHENIXTRDG.

Trio Electronics Inc., 6-5 Shibuya 1-Chome, Shibuya-ku, Tokyo. Tel: (051) 32-5790.

Label: Wergo (Germany).
Universal Corp. of Japan, 9 Tsukasa-cho 1-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (291) 0326.

RECORD EXPORTERS
Kikka Trading, Akasaka Queen Bldg., 10-5 Akasaka 3-Chome, Minatoku, Tokyo. Tel: (583) 5476.

Liberty Shokai, Nippon Bldg., 8 Otemachi 2-Chome, Chiyoda-ku, Tokyo. Tel: (270) 7821/6821.

Modern Import Shokai, Fukoku Bldg., 2 Uchisaiwaicho 2-Chome, Chiyoda-ku, Tokyo. Tel: (591) 5521/3.

Nippon Shuppan Boeki, 3 Sarugakucho 1-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (292) 3751.

MUSICAL INSTRUMENT IMPORTERS & EXPORTERS
Arai Boeki, 15-20 Nishikicho 2-Chome, Nakaku, Nagoya. Guitars and ukuleles.

Asahi Tsusho, 2 Hirakawacho 2-Chome, Chiyoda-ku, Tokyo. Harmonicas, accordions and brass instruments.

Asuka Boeki, Kameyama Bldg., 3-5 Shimbashi 6-Chome, Minatoku, Tokyo. Guitars and drums.

Ataka Sangyo, Otemachi Bldg., 4 Otemachi 1-Chome, Chiyoda-ku, Tokyo. All instruments.

Chiyoda Gakki Boeki, 47 Jimbocho 1-Chome, Kanda, Chiyoda-ku, Tokyo. All instruments.

Matsuo Gakki, 23 Imaicho, Azabu, Minatoku, Tokyo. Pianos, harps, marimbas and electronic instruments.

Nonaka Boeki, 6 Otacho 1-Chome, Nakaku, Yokohama. All instruments.

Suganuma Gakki Boeki, Shinden 421, Ueno, Nadaku, Kobe. All instruments.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

All-Japan Federation of Brass Bands, c/o Asahi Shimbun, Yurakucho, Tokyo.

All-Japan Federation of Choirs & Choruses, c/o Asahi Shimbun, Yurakucho, Tokyo.

Council of University Musical Depts., c/o Musashino University of Music, 1-13 Hazawa, Nerima-ku, Tokyo.

Japan Academy of Musicology, c/o Tokyo University of Arts, Ueno Park, Tokyo.

Japan Chopin Society, c/o Kawai Gakki, 1-10 Ginza Higashi, Tokyo.

Japan Federation of Musical Societies, Saiwai Bldg., Uchisaiwaicho, Tokyo.

Japan Haydn Society, c/o Ochanomizu University, Bunkyo-ku, Tokyo.

Japan Gustav Mahler Society, 4-8-4 Nishi-Ochiai, Shinjuku, Tokyo. Sec'y: Jack K. Hirano.

Japan Mozart Society, c/o Nippon Gakki, Ginza, Tokyo.

Japan Musical Copyright Assn., 30 Akasaka Tameike, Tokyo.

Japan Phonograph Record Ass'n, 8-9 Tsukiji 2-Chome, Chuo-ku, Tokyo. Tel: (541) 4411.

Japan Smetana-Dvorak-Janacek Society, c/o Musashino Academy of Music, Nerima-ku, Tokyo. Pres.: Nachiro Fukui.

Japan Society of Christian Music, 2-193 Ogikubo, Suginami-ku, Tokyo.

Japan Society of Gregorian Music, 59 Takata Oimatsucho, Bunkyo-ku, Tokyo.

Japan Hugo Wolf Society, c/o Kawai Gakki, 1-10 Ginza Higashi, Tokyo.

Japanese Composers Society, Naka Ginza Bldg., 8-5 Ginza, Tokyo.

Japanese Conductors Guild, Mihashi Bldg., 1-1 Aoyama Kitamachi, Tokyo.

Music & Ballet Critics' Ass'n of Japan (organized by critics of the leading English-language newspapers in Japan), 4-8-4 Nishi-Ochia, Shinjuku, Tokyo. Tel: (951) 5710. Cable: MUSIKIRANO. Pres.: Klaus Pringsheim; Sec'y: Jack Hirano.

National Record Dealers Union, Yaesu Bldg., 5 Yaesu 6-Chome, Chuoku, Tokyo. Tel: (271) 3820.

Nippon Geijutsuin (Japan Academy of Arts), Ueno Park, Tokyo.

Twentieth Century Music Society, c/o Nippon Gakki, Ginza, Tokyo.

MUSIC LICENSING ORGANIZATIONS

Mrs. Folster & Assoc. (Agents for Bourne, Burlington, Chappell, Campbell-Connelly, Mills, Edwin H. Morris, Southern and others), Nikkatsu International Bldg., T. Yurakucho 1-Chome, Chiyoda-ku, Tokyo. Tel: (271) 6084. Pres.: Mrs. G. T. Folster.

J A S R A C (Japanese Society of Rights of Authors & Composers), agent for ASCAP, BMI, BIEM, Fox, GEMA and others. Tameike Meisam Bldg., 1-12 Akasaka 1-Chome, Minatoku, Tokyo. Tel: (582) 0231. Pres.: K. Horiuchi.

PRESSING & PLATING PLANTS

Athena Rec. Industry, 675 Miyahatake, Katase, Fujisawa City, Kanagawa.

Canary Rec. Industry, 1166 Ichibacho, Tsurumiku, Yokohama.

King Rec., 44 Okucho 6-Chome, Arakawaku, Tokyo.

Nippon Columbia, 125 Minatocho, Kawasaki.

Nippon Grammophon, 1333 Kami-Kotanaka, Kawasaki.

Teichiku Rec., 148 Hijitsukacho, Nara.

Toshiba Rec., 5000-2 Ryokacho, Kawaguchi.

Toyo Kasei, 1163 Ichibacho, Tsurumiku, Yokohama.

Victor, 3-12 Moriyacho, Kanagawaku, Yokohama.

RECORDING STUDIOS

Abako, 22 Midorigaokacho, Shibuyaku, Tokyo.

Aoi, 1-1 Jubancho, Azabu, Minatoku, Tokyo.

Bancho, 12 Nibancho, Chiyoda-ku, Tokyo.

Chuo Rokuon, Hideyoshi Bldg., 5 Ginza Nishi 5-Chome, Chuoku, Tokyo.

Electronic Research & Development, 6th floor, Shiozaki Bldg., No. 7 2-Chome, Hirakawa-cho, Chiyoda-ku, Tokyo. Tel: (263) 4841. Cable: TAPEVIEW. Pres.: Robert Schreiber.

Hikokan, 3 Tamuracho 1-Chome, Shiba, Minatoku, Tokyo.

Kojimachi, 2 Hirakawacho 1-Chome, Kojimachi, Chiyoda-ku, Tokyo.

Kokusai Radio Ctr., 13 Shinsakacho, Akasaka, Minato-ku, Tokyo.

ACCESSORIES & SUPPLIES—NEEDLE MANUFACTURERS

Nagaoka Seiki, 2570 Nishi Sugamo 2-Chome, Toshimaku, Tokyo.

Nippon Kichushin, 112 Tozokacho 3-Chome, Shinjuku, Tokyo.

Ogura Hoseki, 7-12 Omori Kita 5-Chome, Otaku, Tokyo.

● phonograph manufacturers

Aiwa, 2-3 Sotokanda 5-Chome, Chiyoda-ku, Tokyo. Contact: Shinjuro Oku.

Fukuyo Coral, 1971 Shibakatsu Horiai, Kawaguchi-Shi.

Hayakawa Electric, 232 Nishi Tanabecho 1-Chome, Abenoku, Osaka.

Hitachi, Marunouchi 1-Chome, Chiyoda-ku, Tokyo.

Matsushita Electric, 1006 Kadoma, Kadoma-Shi, Osaka-Fu.

Mitsubishi Electric, 12 Marunouchi 2-Chome, Chiyoda-ku, Tokyo. Contact: Mr. Futogawa.

Nippon Columbia, 14-14 Akasaka 4-Chome, Minatoku, Tokyo.

Nippon Electric, 7 Shiba 5-Chome, Minatoku, Tokyo.

Sansui Electric, 460 Izumi-cho, Shinagawa-ku, Tokyo.

Sanyo Electric, 18 Keihan Hondori 2-Chome, Moriguchi-Shi, Osaka-Fu.

Sony, 351 Kita Shinagawa 6-Chome, Shinagawaku, Tokyo.

Tokyo Shibaura Electric, Hibiya Mitsui Bldg., 12 Yorudou-cho 1-Chome, Chiyoda-ku, Tokyo. Contact: Yoshihika Yamaguchi.

Victor, 1-1 Honcho 4-Chome, Nohombashi, Chuo-ku, Tokyo.

● musical instrument manufacturers

Eko, 37 Shiroyamacho, Nakanoku, Tokyo. Tel: (369) 7361.

Fukuyama Piano, 14 Jimbocho 1-Chome, Kanda, Chiyoda-ku, Tokyo.

Product: Pianos.

Hitachi Gakki, 85 Hisakatacho, Bunkyo-ku, Tokyo.

Product: Classic & electric guitars & amplifiers.

Kawai Gakki, 200 Terajimacho, Hamamatsu-Shi.

Product: Pianos, harmoniums, guitars, harmonicas, electric organs, brass instruments & drums.

Nippon Gakki, 10-1 Nakazawacho, Hamamatsu-Shi.

Product: Pianos, harmoniums accordions, xylophones, harmonicas classic & electric guitars, amplifiers, ukuleles & drums.

Nippon Kangakki, 1196 Kamei, Kamekubo, Oi-mura, Iruma-gun, Saitama-ken.

Product: All brass instruments.

Suzuki Violin, 1-1 Hirokawacho, Nakagawaku, Nagoya-Shi.

Product: All string instruments, guitars, mandolins & ukuleles.

Tombo Harmonica, 143 Tabatacho, Kitaku, Tokyo.

Product: Harmonicas.

Zen-on Gakki, 1138 Koikecho, Hamamatsu-Shi.

Product: Pianos, harmoniums & guitars.

● amplifier and microphone manufacturers

Aiwa, 2-3 Soto-Kanda 5-Chome, Chiyoda-ku, Tokyo. (Microphones).

Electric Research & Development, 6th floor, Shiozaki Bldg., No. 7 Hirakawa-Cho, 2-Chome, Chiyoda-ku, Tokyo. Tel: (263) 4841. Cable: TAPEVIEW. Pres.: Robert Schreiber. (Amplifiers & Microphones.)

Fukuyo Coral, 1971 Shibakatsu Horiai, Kawaguchi-shi, Saitama-ken. (Amplifiers).

Matsushita Electric, 1006 Kadoma, Kadoma-shi, Osaka-fu. (Amplifiers & Microphones).

Pioneer, 15-5 Omori Nishi 4-Chome, Ota-ku, Tokyo. (Amplifiers).

Rion, 20-41 Higashi-Motomachi 3-Chome, Kokubunji-shi, Tokyo-to. (Microphones).

Sansui Electric, 460 Izumi-cho, Suginaki-ku, Tokyo. (Amplifiers).

Sony, 351 Kita-Shinagawa 6-Chome, Shinagawa-ku, Tokyo. (Amplifiers & Microphones).

Tokyo Shibaura Electric, 1 Uchisaiwai-cho 1-Chome, Chiyoda-ku, Tokyo. (Amplifiers & Microphones).

Trio 6-5 Shibuya 1-Chome, Shibuya-ku, Tokyo. (Amplifiers).

Victor, 1-1 Honcho 4-Chome, Nihombashi, Chuo-ku, Tokyo. (Amplifiers & Microphones).

KENYA

POPULATION: 10,000,000.

PER CAPITA INCOME: \$100.

RATE OF EXCHANGE: \$1 (US) = 7.2 Shillings.

HOLIDAYS: Jan. 1, May 1, June 1 (Madaraka Day), Aug. 7 (Bank Holiday), Oct. 20 (Kenya Day), Dec. 12 (Independence Day), Dec. 25, 26. Traditional Christian and some Moslem holidays.

RADIO STATIONS: 1 government AM station.

No. of radios: 400,000.

TV STATIONS: 1 government channel.

No. of TV sets: 10,000.

RECORDS:

Records imported from USA (CIF): 1968—\$13,972.

Records imported from countries other than USA: 1967—111,046 units.

Records exported to countries other than USA: 1967—5,604 units.

Average retail price per record: LP's—\$4.86; EP's—\$1.80 (domestic), \$1.90 (imported); Singles—\$1.04 (domestic), \$1.21 (imported).

Stereo sales: 15% of total.

Record club sales: 2% of total.

Type of distribution: Manufacturer-to-agent/wholesaler-to-retailer prevails.

Discounting: Rare.

Jukeboxes: 500.

TAPE:

Market: Cartridge playback units are catching on, but as yet they have had no effect on the sale of records or phonographs. Philips Musicassettes are produced, but Japanese Musicassettes are also becoming popular.

IMPORT/EXPORT REGULATIONS: Records originating in the USA may be imported under an open general license (OGL).

● record manufacturer

East African Recs., PO Box 30256, Nairobi. Tel: 58300. Cable: TOPTEN. Mgr.: W. Becker.

INDEPENDENT RECORD PRODUCERS

Associated Sound (E.A.) Ltd., PO Box 3695, Nairobi. Tel: 22481. Cable: ASSOUND. Mng. Dir.: R. Hattersley.

Equator Sound Studios Ltd., PO Box 30068, Nairobi. Mng. Dir.: C.H. Worrod.

Kasanga Star Prod'ns, PO Box 6586, Nairobi. Tel: 22508. Mgr.: D. Amunga.

Lamore Ltd., PO Box 7222, Nairobi. Tel: 24092. Mng. Dir.: S. Osore.

● record wholesalers

IMPORTERS/DISTRIBUTORS

Assanand & Sons, PO Box 377, Bazaar Rd., Nairobi. Tel: 23809.

Branch: Mombasa, PO Box 414. Tel: 3110. East African Music Stores, Box 578, Nairobi. Tel: 28071 & 20395.

Shankardass & Sons, PO Box 43, Nairobi. Tel: 20663.

Branch: Mombasa, PO Box 486. Tel: 5619.

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We're the people,
that people
like us get movin'...
sometimes.

Too bad we're not infallible. We've made campaigns that flopped, for records that didn't measure up. Still we didn't catch any rockets.

Because most times we make hits. Big hits. Like Blue Cheer's "Sum mertime blues". Became number one on the charts after the heaviest campaign ever held for one record.

Like "Pearls Before Swire". Both albums are the best-selling underground albums in Holland.

We could give you more examples. But we don't want you to think that we're infallible after all.

Therefore, please send us your underground material and we'll send you our promotion proposal in return.

People agree with us... sometimes.

Send your material to the people that get other people movin'...:

Phonogram's Promotion Team
— N.V. Phonogram
Drentestraat 11 — Amsterdam — Holland.

continued

EXPORTERS

Associated Sound (E.A.) Ltd., PO Box 3695, Nairobi. Tel: 22370. Cable: EQUASOUND.
 Equator Sound Studios Ltd., PO Box 30068, Nairobi. Tel: 22370. Cable: EQUASOUND.

● **supplies & services**

PRESSING PLANTS

East African Recs., Box 30256. Nairobi. Tel: 22370.

RECORDING & TAPE DUP. STUDIOS

East African Recs., Box 30256, Nairobi. Tel: 22370. Cable: EQUASOUND.
 Equator Sound Studios Ltd., PO Box 30068, Nairobi. Tel: 22370. Cable: EQUASOUND.

LEBANON

POPULATION: 2,405,000.
 RATE OF EXCHANGE: \$1 (US) = 3 Lebanese pounds.
 NO. OF RADIOS: 400,000.
 NO. OF TV SETS: 150,000.
 HOLIDAYS: Jan. 1, Nov. 22 (Independence Day), Dec. 25 and Moslem Religious holidays.
 RECORDS IMPORTED FROM USA (CIF): 1968—\$19,886.

● **record manufacturers**

Capitol (see EMI).
 A. Chahine & Sons, Picot St., PO Box 1729, Beirut. Columbia (see EMI).
 EMI Lebanon, PO Box 6062, Beirut. Tel: 280013. Mng. Dir.: James Plunkett.
 Labels: EMI Group (HMV, Columbia, Pathe, Capitol, Stateside, Regal, Parlophone, Odeon, Voix de Leban).
 Int'l labels represented: AZ (France), Bell (USA), Brotherphone (Middle East), Byblos (Middle East), CBS (USA), Discophile Francais (France), Dot (USA), Ducretet Thomson (France), Immediate (USA), Jewel (USA), Liberty (USA), Mala (USA), Markal (Belgium), Monitor (USA), Monument (USA), Musidisc (France), Parlo (USA), Paula (USA), Ricordi (Italy), Tamla-Motown (USA), Trianon (France), Vis Radio (Italy), Voix de L'Islam (Middle East), Voix de L'Orient (Middle East).

Empire (see Societe Libanise du Disque).
 Les Fils de Georges Haddad, Cinema Empire Bldg., Beirut. Tel: 252222. Cable: CINEMPIRE. Mng. Dir.: Mario G. Haddad.
 Int'l labels represented: ABC Festival, Palette, RCA, Reprise, Scepter, Vogue, United Artists, Warner Bros.-Seven Arts.
 Flex Sal, PO Box 5070, Dsouki Bldg., Hoyek St., Beirut.
 H M V (see EMI).
 Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Mgr. & Int'l: Robert S. Kattan. Sales: William S. Kattan. Label: Ruby.

Melodisc (see Societe Libanise du Disque).
 Odeon (see EMI).
 Parlophone (see EMI).
 Pathe (see EMI).
 Philips Liban (see Phonogram).
 Phonogram—Middle East S.A.L., Verdun St., PO Box 670, Beirut. Tel: 232203, 232458, 232459. Gen. Mgr.: Bert Bueninck; Sales: Fady El-Khoury.
 Int'l labels represented: ABC (USA), ADES (France), Archiv (Germany), Atlantic (USA), Cannelle (France), DGG (Germany), Fontana USA, Mercury (USA), MGM (USA), Philips (USA), Polydor (Int'l), Roulette (USA), Tetragrammaton USA, Verve (USA).

Regal (see EMI).
 Ruby (see Kattan Bros.).
 S L D (see Societe Libanise du Disque).
 Societe Libanise du Disque SaL, PO Box 4758, Cinema Empire Bldg., Beirut. Tel: 252222/3. Cable: CINEMPIRE. Pres. & Mng. Dir.: Mario G. Haddad; Pop A&R: E. Rahbani; Classical A&R: S. Charelian; Sales & Mktg.: M. Nasr; Pub., adv. & Promo. Mgr.: Selim Ramia. Labels: Empire, SLD, Melodisc.
 Int'l labels represented: Motown, Barclay, Riviera, Major Minor, Pama, Durium, Ri Fi, CGD, Style, Miura, DET, La Compagnie, Granata Music.
 Societe Rimaphone (Mohamed Salman & Cie.), Rue de la Mere Gellas, PO Box 4902, Beirut. Stateside (see EMI).
 Voix de Leban (see EMI).

● **music publishers**

Editions Musicales Libanaises, PO Box 4758, Cinema Empire Bldg., Beirut. Tel: 252222/3. Cable: CINEMPIRE. Dir.: Mario G. Haddad.
 Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Mgr. & Int'l: Robert S. Kattan; Sales: William S. Kattan.

● **importers**

La Discotheque de l'Empire, rue Gouroud, Beirut. Tel: 223272. Cable: CINEMPIRE. Owners: Les Fils de Georges Haddad. Gen. Mgr.: Michel Nasr.
 Phonogram Middle East, PO Box 670, Verdun St., Beirut. Tel: 232203 & 232458/9. Sales Mgr.: Fady El-Khoury.
 Top-Ten, Rue de Phenicie, Ajram Bldg., Beirut. Tel: 246086. Owners: Les Fils de Georges Haddad; Gen. Mgr.: Miss Suzanne Charelian.

● **supplies & services**

PRESSING PLANTS

E M I, Imm, Cesar Eliane, Mkalles, PO Box 6062, Beirut.
 Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073.
 Societe Libanise du Disque, Bldg. Halabi, Sod El Bouchrieh, Beirut. Tel: 262066.

RECORDING & TAPE DUP. STUDIOS

Arts Center, Chateaubriand St., Salameh Bldg., Beirut.
 Baalbeck Studios SaL, PO Box 4655, Sin El Fil, Beirut. Tel: 260150, 160151, 260152. Cable: STUBAAL.
 Lebanese Rec'g, Sin el Fil, PO Box 4872, Belt Mery Rd., Beirut.
 Metrophon Rec. (Mitri Murr & Sons), Weygand St., PO Box 1211, Beirut.
 Near East Sound Studios, 46 Rue Jbeil, PO Box 4627, Beirut. Tel: 222758. Cable: SOUNDLAB. Owner, Mng. Dr.: Raymond Aouad.

MALAYSIA

POPULATION: (Malaya, Sabah, Sarawak) 20,500,000.
 PER CAPITA INCOME: \$900.

OFFICIAL RATE OF EXCHANGE: \$1 (US)=\$3 (Malaysian).

NO. OF HOMES WITH RECORD PLAYERS: 255,000.

HOLIDAYS: New Year's Day, Chinese New Year, Hari Raya Puasa, Hari Raya Haji, Prophet Mohammed's Birthday, King's Birthday, Wesak Day, Malaysia Day, Deepavali & Christmas.

RADIO STATIONS: 1 government-owned AM station in Kuala Lumpur with sub-stations in West Malaysian states of Panang, Malacca, Johore, Ipoh & Kota Bahr. Sabah & Sarawak operate their own stations. Rediffusion Ltd. operates wired service in States of West Malaysia.

Type of programming: Four languages (English, Malay, Chinese, Tamil); programming is 30% commercials, 70% entertainment (recorded music, DJ programs, plays). Popular music predominates over classical.

TV STATIONS: 1 government-owned; 6 channels. Type of programming: 20% commercials; films in English, recorded shows in Malay, news in all 4 languages.

RECORDS: (figures represent US currency).
 Records imported from USA (including blanks & pre-recorded tape): 1968—\$88,110 (FOB); 1967—\$109,459 (FOB).

Records imported from countries other than USA: 1967—(factory value) \$222,085, (retail value) \$562,329.

Records exported to countries other than USA: 1967—(factory value) \$239,882, (retail value) \$719,646.

Average retail price per record: LP's—\$4.25; EP's—\$1.50; Singles—\$0.80.

Stereo Sales: 80% of total.
 Record club sales: 10% of total.
 Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer; only occasionally manufacturer-to-retailer.

Type of promotion: Radio programming, tie-ins with local cinema help sustain imports against local product.

Jukeboxes: Prohibited by law.
 EXPORT/IMPORT REGULATIONS: Import duty of 20% on all goods direct from manufacturers plus 2% surtax. Imports via Singapore are charged a total of 27% duty and surtax. This is to encourage direct imports into Malaysian States Goods in transit from Malaysia or Singapore are taxed 27% on arrival in Sabah and Sarawak.

Sally Chan

● **record manufacturers**

Life (see Music City).
 Music City, Hup Hup Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: 52119. Cable DISCKING. Dir.: NG Lian Chin; Mgr., A&R Dir., Pub., Adv. & Promo.: Rudy Lee; Sales Supervisor: Danny Ngol.
 Branches: 13A, Upper Circular Rd., Singapore 1. Tel: 982819. Contact: Ronnie Foo—2nd Fl., 62 Beach St., Penang. Tel: 24296—154-B Jalan Bunga Raya, Malacca. Tel: 5056.
 Label: Life.

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 and still more, we are in an excellent position to handle your interests and TO MAKE MONEY FOR YOU out of local recordings.
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 PHONES: (020)—22.78.81/22.78.82 CABLES: Altonmusic
 Same company handles:
PALACE MUSIC HOLLAND / U.A. MUSIC NEDERLAND / KASSNER-ALTONA
 General Manager: Wim van Vught


BASART RECORDS INTERNATIONAL
 IS THE RECORD DIVISION OF
BASART MUSIC PUBLISHERS GROUP
 NUMBER ONE IN BENELUX
 Amsterdam-11 Leidsegracht—phone 222626/Brussels 1-20 Bld M.Lemonnier—phone 125034

INDEPENDENT RECORD PRODUCER

Malaysia Recs. Sdn. Bhd., PO Box 1013, Jalan Semangat, Selangor. Tel: 54585. Cable: MAYREC.

Label credits: Polydor, DGG, Mercury.

● importers/distributors

Borneo, PO Box 151, Kuala Lumpur.
Branches: Maxwell Rd., Ipoh.—6-A Weld Quay, Penang.

This company represents: Capitol (USA), Columbia (USA), Parlophone (UK), EMI (UK), Pathe (France & Hong Kong), Angel (India).
Cosdel, Rm. 305, 8th Fl., China Insurance Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: B2234.

Int'l branch: Singapore.
This company represents: RCA (Int'l), Atlantic (USA), Pye (UK), Marble Arch (UK), Festival (Australia), Motown (USA), Dot (USA), Warner Bros.-Seven Arts (USA), Reprise (USA), Camden (USA), A&M (USA), Elektra (USA), Atco (USA).
Cycle & Carriage, 362 Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 23381.

Int'l branch: Singapore.
This company represents: Polydor (Int'l).
Decca, 241-A Victoria St., Penang. Tel: 60671.
Branch: 141 Jalan Bandar, Kuala Lumpur. Tel: 23810.

This company represents: Decca, London, Deram, Ace of Clubs, Ace of Diamonds, Argo, Emerald, Contemporary, Chapter 1, London Globe (all U.K.).

Far East Rec. Co. Ltd., 6006 Jalan Tong Seng, Kuala Lumpur. Tel: 25893.
Int'l branch: Singapore.

This company represents: EMI (UK).
Hup Hup, 61 Bukit Bintang, Kuala Lumpur. Tel: 87809.

Branches: 5 Jalan 13/2 Petaling Jaya, Kuala Lumpur. Tel: 53213.—10 Lemon St., Seremban. Tel: 4356.—25 Green Hill Dr., Ipoh. Tel: 4299.—11-11 Yau Tet Shin Market, Ipoh. Tel: 2300.
This company represents: Life, CBS, Kapp, Vocalion, Harmony (all USA).

E. S. Issac, 205 Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 80630.
Int'l branch: Singapore.

This company represents: HMV (India), Columbia (India), Angel (India), Parlophone (India), Vogue (France), Crescendo (Int'l), Hi Fi (Int'l), Accent (Int'l), Telefunken (Int'l), Everest (Int'l).
William Jacks, Chartered Bank Bldg., Jalan Ampang, Kuala Lumpur. Tel: 25431.
Branches: Eastern Bank Bldg., 2 Benteng, Kuala

Lumpur. Tel: 23161.—94 Brewster Rd., Ipoh. Tel: 2616.—20 Chartered Bank Chambers, Penang. Tel: 64731.

Int'l branch: Singapore.
This company represents: Philips (Netherlands), Fontana (Netherlands), Smash (USA), Mercury (USA), Verve (USA), MGM (USA).
Cassette: Mercury, Fontana, Philips.
Phonogram (Far East) Ltd., 8 Jalan Mountbatten, Kuala Lumpur. Tel: 21611.
Home office: Singapore.

MEXICO

POPULATION: 48,933,000.
PER CAPITA INCOME: \$520.
RATE OF EXCHANGE: \$1 (US)=12.5 pesos.
NO. OF HOMES WITH RECORD PLAYERS: 475,000.
RADIO STATIONS: 505 commercial, 2 government; 476 AM, 29 FM.

Type of programming: Little live programming or soap opera. Most stations play records.

No. of radios: 8,300,000.
TV STATIONS: 49 channels—1 government, 48 commercial.

Type of programming: Films, live programs, soap operas, sports, educational programs.

No. of TV sets: 1,900,000.
HOLIDAYS: Jan. 1, Feb. 5 (Promulgation of the Constitution), March 21 (Birthday of Don Benito Juarez), May 1 (Labor Day), May 5 (Victory of Gen. Ignacio Zaragoza), Sept. 16 (Independence Day), Oct. 12 (Columbus Day), Nov. 20 (Anniv. of the Revolution), Dec. 25, all Christian holidays.

RECORDS:
Records manufactured for domestic & export sale:
LP's 1968—7,504,804 units, \$31,219,984; 1967—5,431,878 units, \$22,596,612. EP's 1968—5,780,037 units, \$7,860,850; 1967—5,290,526 units, \$7,195,115. Singles 1968—6,697,789 units, \$6,429,877; 1967—4,833,917 units, \$4,640,560.

Records sold domestically: LP's 1968—6,699,383 units, \$27,869,433; 1967—5,703,746 units, \$23,727,583. EP's 1968—5,364,553 units, \$7,295,792; 1967—5,045,754 units, \$6,862,225. Singles 1968—5,124,325 units, \$4,919,352; 1967—3,921,608 units, \$3,764,743.

Records imported from USA (CIF): 1968—\$473,964; 1967—\$523,123.
Records exported to USA (FOB): 1968—553,820 units, \$165,438; 1967—122,690 units, \$169,630. Also

in 1967—\$1,690 in master recs. or matrices for making recs. for export.

Average retail price per record: LP's—\$4.16; EP's—\$1.36; Singles—\$0.96.

Stereo sales: 17% of total.
Record club sales: 1.5% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer only.

Type of promotion: Press, radio, TV, magazines, in-store promotion.

Jukeboxes: 45,000.
TAPE:

Market: Annual sales: 9,600 open reel tapes, 132,000 4-track cartridges, 72,000 8-track cartridges, no cassette at present. Sales of tape playback equipment in 1967 were up 300% over 1966.

Type of distribution: Manufacturer to retailer only. Enrique Ortiz

● record manufacturers

Advanced (see Tizoc).
Angel (see Capitol).
Archiv (see Universales).
Ariel (see Orfeon VideoVox).
Aristos (see Tizoc).
Belart (see Universales).

C B S/Columbia Internacional SA, 16 de Septiembre 51, Naucalpan. Pres.: Manuel Villarreal; Exec. VP: Armando De Llano; A&R Mgr.: Manuel Cervantes; Prod'r: Guillermo Lowder; Sales Mgr.: Raul Bejarano; Pub. Adv. & Promo. Mgr.: Hector Mejia; Int'l Prod'r: Guillermo Lowder, Luis Alberto San Martin.

Branch: Guadalajara, Jalisco, Av. 16 de Septiembre 420. Tel: 3-38-85. Admin'r & Supervisor: Manuel Garcia Garcia.
Labels: CBS, Harmony, Okeh.

Camden (see RCA).
Capitol de Mexico SA (Discos), Ayuntamiento 54, Mexico D.F. 1. Tel: 18-13-20. Cable: CAP-RECORDS. Gen. Mgr.: Ramon Dosal; A&R Mgr.: A. M. Gil; Int'l A&R: Rafael Acosta; Sales Mgr.: Luis Gomez O.; Mdsq. & Promo.: Rene H. Leon.

Labels: Capitol, Odeon, Capitol-Pops, Torre, Angel.
This company represents: Apple, Bell group, Borinquen, Cap-Latino, Dunhill, Motown, Pickwick, Raphael's, Tamla, Velvet & all EMI labels.

Int'l reps.: Worldwide (EMI, Capitol). (SEE ADVERTISEMENT)

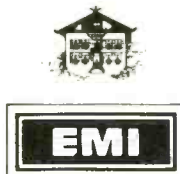
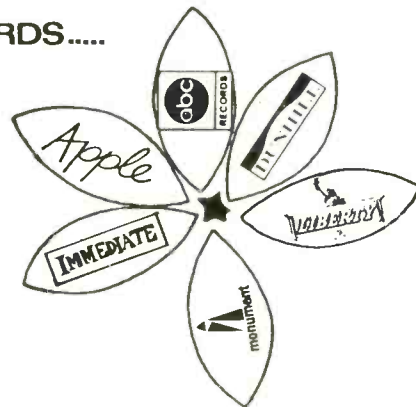
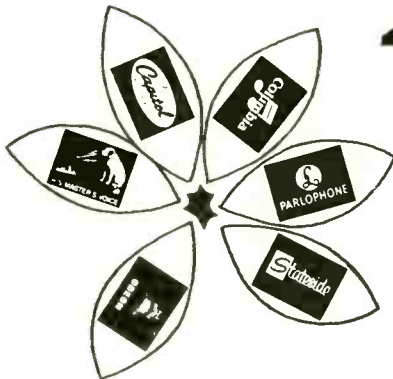
Capitol-Pops (see Capitol).

continued on page 354

HOLLAND
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THEY BLOSSOM!



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HAS A WAY WITH RECORDS.....
THEY SELL!



N.V. BOVEMA GRAMOPHONEHOUSE HEEMSTEDDE HOLLAND

continued

Charlie Parker (see Coro)
 Cisne SA (Discos), Carracci 64, Mexico 19, D.F. Tel: 63-13-70. Pres.: Rafael Fiacchi G.; Gen. Mgr.: Raul Fiacchi G.; Artistic Dir.: Jesus Rincon; Int'l Mgr.: Raul J. Castro. Labels: Cisne, Raff, Riviera. This company represents: Caravelle (Brazil), Crown (USA), Marfer (Spain), Robergomer (Venezuela), Vergara (Colombia). Tape: Cisne, Raff-self-mfd.
 Corito (see Coro).
 Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 31-29-00. Pres.: Federico Rijoias. Labels: Coro, Corito, Lyra, Selekt, Charlie Parker. Tape: (owned) Corito, Coro, Selekt; (represented) Repco (USA). Int'l reps.: Muntz Stereo-Pak (USA).
 D U S A (see Universales).
 Dalion (Discos), Av. Cuiflahauc 2305, Mexico 16, D.F. Tel: 27-66-67, 27-17-32. Owner: Rogelio Brambila.
 Delta (see Tizoc).
 Diana (see Gamma).
 Dimsa (see Orfeon VideoVox).
 Eco (see Peerless).
 Fermata SA (Discos), Division del Norte 31, Mexico 12, D.F. Tel: 43-72-40. Cable: FERMATAMEX. VP & Int'l: Mario Freidberg; Artistic Dir.: Miguel Angel Sarralde; Sales: Hector Mejia; Promo.: Hector Gordillo. Int'l branches: Argentina, Brazil, USA. This company represents: Cellograph Simp (Italy), Major Minor (UK), Premier (Brazil), RGE (Brazil), Som Maior (Brazil).
 Fontana (see Universales).
 Fresa (see Orbi-Vox).
 Gamma SA, Apdo. 7762, Mexico 1, D.F.; Ejercito Nacional 167, Mexico 5, D.F. Tel: 45-73-60. Pres.: Jose Manuel Vidal Zapater; Gen. Mgr.: Carlos J. Camacho; Prod'n Mgr.: Luis M. Moyano. Labels: Gamma, Diana. This company represents: ABC USA, AZ (France), Alvorada (Portugal), Amadeo (Austria), BWD Prod'ns, Bang (USA), Bluebell (Italy), Cadet (USA), Cadef/Concept (USA), Cemed-Carosell (Italy), Chant du Monde (France), Checker (USA), Chess (USA), Command (USA), Discomodo, Ducretet-Thomson (France), Double Shot (USA), Durium (Italy), Erato (France), Everest (USA), Festival (France), Fonit-Cetra (Italy), Hallmark, Hispavox (Spain), Jewel (USA), Laurie (USA), Paula (USA), Project 3 (USA), Pye (UK), Re-

prise (USA), Stereo Dimension (USA), Supraphon (Czechoslovakia), Symphonie Tone, Vanguard (USA), Warner Bros.-Seven Arts (USA), 20th Century-Fox (USA). Int'l reps.: Worldwide (Hispavox in Spain & affiliates). Tape: (owned) Gamma; (represented) Bluebell (Italy), Cadet (USA), Cadet/Concept (USA), Checker (USA), Chess (USA), Double Shot (USA), Ducretet-Thomson (France), Durium (Italy), Erato (France), Hispavox (Spain), Project 3 (USA), Pye (UK), Reprise (USA), 20th Century-Fox (USA), Vanguard (USA), Warner Bros.-Seven Arts (USA). (SEE ADVERTISEMENT)
 Grever International SA, Insurgentes Sur 473, Penthouse, Mexico 11, D.F. Tel: 64-67-48. Pres.: Charles E. Grever; Gen. Mgr.: Enrique Marquez. (SEE ADVERTISEMENT.)
 Harmony (see CBS/Columbia).
 Heliodor (see Universales).
 Jade (see Orbi-Vox).
 Lyra (see Coro).
 Maya (see Orfeon VideoVox).
 Musart SA (Discos), Av. Cuiflahauc 2327, Mexico 16, D.F. Tel: 28-00-20. Bd. Chm.: Eduardo C. Baptista; Pres. & Int'l Dir.: Eduardo L. Baptista; VP: Luis A. Gil; A&R Mgr.: Guillermo Acosta; Sales Mgr.: Jose Luengo M.; Pub. Mgr.: Jose Valdivia; Adv. & Promo. Mgr.: Jesus Acosta; Studio Mgr.: Jorge Mendoza. Labels: Musart, Trebol. This company represents: Ascot (USA), Blue Note (USA), Codiscos (Colombia), DIDECA (Guatemala), Imperial (USA), Liberty (USA), Mint (USA), Music-Hall (Argentina), Musidisc (Brazil), Nilser (Brazil), Novola (Spain), Pacific Jazz (USA), Soul City (USA), Sunset (USA), Tale-spinners (USA), Tom Glozer's (USA), True Action (USA), Unart (USA), United Artists (USA), Veep (USA), World Pacific (USA), Zafiro (Spain), Zeida (Colombia). Int'l reps.: Argentina (Sicamericana), Bolivia (Discolandia Dueri), Central America (DIDECA in Guatemala), Chile (Odeon), Colombia (Codiscos), Dominican Republic (Distribuidora Dominicana), Ecuador (IFESA), Panama (Discos de Panama), Peru (IEMPSA), Spain (Zafiro), USA (Musical Recs.), Venezuela (La Discoteca). Tape: Musimart-self-mfd. (SEE ADVERTISEMENT)
 Odeon (see Capitol).
 Okeh (see CBS/Columbia).
 Omega (see Son*Art).
 Orbi-Vox SA, Organizacion (div. discos), Veracruz 60, Mexico 7, D.F. Tel: 11-15-09. Pres. & Gen. Mgr.: Arturo Valdes; A&R: Eduardo Salamovovitz; Sales Mgr.: Manuel Vital. Labels: (owned) Fresa, Jade, VC. This company represents: Ansonia, Major Minor, Monmouth-Evergreen, Monument, Ranwood, Toast. Orfeon VideoVox SA, Av. Universidad 1273, Mexico, D.F. Tel: 24-25-00. Cable: DISMEXSA. Pres.: Rogelio Ascanruga, Sales Mgr.: M. R. Conde; A&R: Porfirio Reyna, Peco de la Barrera. Labels: Orfeon, Ariel, Dimsa, Maya. This company represents: Alshire (USA), Barclay (France), Copacabana (Brazil), King (Japan), Somerset (USA). Int'l reps.: Argentina (Sicamericana), Brazil (Copacabana), Colombia (Sonolux), Ecuador (Emporio Musical), France (Vogue), Japan (King), USA (Orfeon), Venezuela (Antor). Lines available on tape: (owned) Orfeon, Dimsa; (represented) Audio-Spectrum (USA), Barclay (France), Decca (USA), Kapp (USA), Scepter (USA). (SEE ADVERTISEMENT)
 Peerless de Mexico SA, Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40. Pres.: Heinz Klinckwort; Gen. Mgrs.: Leo Porias, Fritz Ulrich; Ass't Gen. Mgr.: Alejandro Zaldivar; Pop A&R: Marco Aurelio Frontana; Sales Mgr.: Bruno Vogt; Pub., Adv. & Promo. Mgr.: Roberto Salinas; Int'l: Rene Vera Sanchez. Labels: Peerless, Eco. This company represents: Chantecler (Brazil), Decca (UK), Fuentes (Colombia, Ecuador), Indeca (Costa Rica), Imperio (Bolivia), London (USA), Palacio de la Musica (Uruguay), Richmond (USA), Seeco (USA), Telefunken (Germany), El Virrey (Peru), Vox (USA). Int'l reps.: Argentina (Sicamericana), Brazil (Cassio Muniz), Chile (Philips), Colombia (Fuentes), Ecuador (Fuentes), Japan (Nippon Columbia), Paraguay (Antar), Peru (El Virrey), Portugal (Triunfo), Puerto Rico (P.R. Recs.), South Africa (Coronet), Spain (Hispavox), USA (Sunshine), Uruguay (Antar), Venezuela (Palacio de la Musica). Cartridge 4-track & 8-track: (owned) Peerless; (represented) London (USA). (SEE ADVERTISEMENT)
 Philips (see Universales).
 Polydor (see Universales).
 R C A SA de CV, Av. Cuiflahauc 2519, Mexico 16, D.F. Tel: 27-60-20. Cable: RADIOINTER. Pres.: Louis Couffolenc; Gen. Sales Mgr.: Ruben Fuentes; Pub., Adv. & Promo. Mgr.: Constantino Escobar; Int'l Mgr.: Enrique Gutierrez Zamora. Labels: RCA, Camden. This company represents: Buena Vista (USA), Disneyland (USA), Dot (USA), Elenco (Brazil), A&M (USA), RCA affiliates. Int'l reps.: Worldwide (RCA). Cartridge 8-track: (owned) RCA, Camden; (repre-

ented) A&M (USA), Dot (USA), Elenco (Brazil). (SEE ADVERTISEMENT)
 Raff (see Cisne).
 Regis (see Son*Art).
 Riviera (see Cisne).
 Selekt (see Coro).
 Son*Art SA (Discos), Hamburgo 49, 4th piso, Mexico 6, D.F. Tel: 35-81-19, 35-81-50. Gen. Mgr.: Teodoro Mantecon O.; Admin. Mgr.: Bernardo Gonzales B.; Artistic Dir.: Jesus Borda Perez; Sales Mgr.: Francisco Herrera. Labels: Son*Art, Omega, Regis. This company represents: Microfon, Tropical, Vergara.
 Tizoc SA (Discos), Av. Division del Norte 31, Mexico 11, D.F. Tel: 43-72-40. VP & Int'l: Mario Friedberg; Artistic Dir.: Miguel Angel Sarralde; Sales Supervisor: Hector Mejia; Promo.: Hector Gordillo. Labels: Tizoc, Advanced, Aristos, Delta. This company represents: Belter (Spain), Challenge (USA), Clan Celentano (Italy), Ember (UK), Everest (USA), Fantasy (USA), GNP Crescendo (USA), Hi Fi (USA), Jad (USA), Riviera (France), Vedette (Italy), W&G (Australia). Int'l reps.: Argentina (Tolima), Belgium (Pallette), Italy (Ariston), New Zealand (Viking), USA (PPX Ent's). (SEE ADVERTISEMENT)
 Torre (see Capitol).
 Trebol (see Musart).
 Universales SA (Discos), Av. Insurgentes Sur 1877, Mexico 20, D.F. Tel: 48-35-29, 48-41-68. Cable: GRAMMOPHON. Telex: 01771227. Gen. Mgr.: Hans Schrade; A&R Mgr.: Andre Toffel; A&R Classical: Sergio Cardona; Sales Mgr.: Enrique de Noriega. Labels: (owned) Philips, Polydor, Fontana, DGG, Heliodor, Archiv; (distributed) Belart. This company represents: Amadeo (Austria), Ansonia (USA), Archiv (Germany), Atlantic (USA), Buddah (USA), Columbia Espanola, DGG (Germany), Elektra (USA), Elite (Switzerland), Fontana (Netherlands), Kama Sutra (USA), King (USA), MGM (USA), Mercury (USA), Metro (USA), Philips (Netherlands), Phonogram (Germany), Polydor (Germany), Ri Fi (Italy), Riverside (USA), Skye (USA), Sonvel, Tetragrammaton (USA), Velvet (USA), Verve (USA), Wing (USA). Int'l reps.: Worldwide (Philips, Polydor). Cassette: (owned) Belart; (represented) Archiv (Germany), Atlantic (USA), Buddah (USA), DGG (Germany), Elektra (USA), Fontana (USA), Heliodor (USA), Kama Sutra (USA), King (USA), MGM (USA), Mercury (USA), Metro (USA), Philips (USA), Polydor (Germany), Velvet (USA), Verve (USA). V C (see Orbi-Vox).

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● **budget line record manufacturers**

Where parent company name differs from that of the label, the company name follows in parentheses. For complete listing, see Record Manufacturers Section.

Aristos (see Tizoc).
 Camden (see RCA).
 Capitol-Pops (see Capitol).
 Delta (see Tizoc).
 Diana (see Gamma).
 Fresa (see Orbi-Vox).
 Harmony (see CBS/Columbia).
 Jade (see Orbi-Vox).
 Okeh (see CBS/Columbia).
 Pickwick (see Capitol).
 Torre (see Capitol).

● **music publishers**

Alba (Ed.), Proc. General de Justicia 376, Mexico 9, D.F. Owner: Jose Albarran Martinez.
 Bajacalifornia (Impulsora Musical), Apdo. 1243, Rio Enota y Av. de Mendoza 1099, Mexicali, Baja California. Tel: 60-67. Owner: Roberto V. Lemus.
 Bolero Musimex (Ed. de Musica), Tlatelolco, Edif. Estado Morelos, Manuel Gonzalez 142, Depto. 20, Mexico 1 D.F. Tel: 64-38-06. Owner: Javier Rodriguez Quintana.
 Brambila Musical Mexico SA, Av. Cuiflahauc 2305, Mexico 16, D.F. Tel: 27-66-67, 27-17-32. Owner: Rogelio Brambila. Int'l firms represented: Bourne Co. (USA), Walt Disney (USA), Edwin H. Morris & Co. Inc. (USA).
 Campel, Tenayuca 187-102, Mexico 13, D.F.
 Boni Collazo (Ed. Musicales), Apdo. 9982, Fray Servando Teresa de Mier 229-27, Mexico 1, D.F. Contacts: Boni & Jose Collazo.
 Corona (Ed. Musical), Mosqueta 191, Altos 3, Mexico 3, D.F. Tel: 26-72-50. Owner: Cirenia Corona Romero.
 Demetrio (Ed. Musicales SA), Alpes 1145, Mexico 10, D.F. Tel: 40-10-56. Owner: Luis Demetrio Tráconis Molina.
 E D I M E X (Ed. Mexicanas de Musica AC), Av. Juarez 18, Rm. 206, Mexico 1, D.F. Tel: 46-39-41, 46-91-68. Owner: Rodolfo Halfter Schriche.
 E M I S A (Ed. de Musica Intercontinental SA), Av. Universidad 1273, Mexico 12, D.F. Gen. Dir.: Mariano Rivera Conde.

E M L A S A (Ed. Musical Latino Americana SA), Melchor Ocampo 212-201, Mexico 5, D.F. Tel: 66-21-47. Owner: Mario de Jesus.
Int'l firms represented: Screen Gems/Columbia Music (USA), United Artists Music Group (USA).

E M M I (Ed. Mexicana de Musica Internacional SA), Apdo. 1465, Dr. Valenzuela 10, Mexico 7, D.F. Tel: 21-03-31. Mgr.: Mario Alvarez.
Int'l firm represented: Southern Music Publ'g Co. Inc. (USA).

E M R I S A (Ed. Musicales y Representaciones Internacionales SA), Xochicalco 242-2, Mexico 12, D.F. Tel: 43-24-70. Owner: Jose Jesus Hinojosa Gonzalez.

Essex de Mexico SA, Insurgentes Sur 473, Penthouse, Mexico 11, D.F. Tel: 64-67-48. Mgr.: Charles E. Grever.
Home office: UK.
Int'l firm represented: TRO (USA).

Fermata Mexicana SA (SACM), Division del Norte 31, Mexico 11, D.F. Tel: 43-72-40. VP: Mario Freidberg; Gen. Mgr.: Carlos Cardenas.
Int'l branches: Argentina, Brazil, USA.
Int'l firms represented: Acordo (Italy), Bendig Music (USA), Charles Brull (UK), Canciones del Mundo (Spain), Commander (USA), Leonard (Italy), Keith Prowse (UK).

Grever Int'l SA, Insurgentes Sur 473, Penthouse, Mexico 11, D.F. Tel: 64-67-48. Pres.: Charles E. Grever; Gen. Mgr.: Enrique Marquez.
Int'l firm represented: Twentieth Century Music (USA). (SEE ADVERTISEMENT)

Juventa, Tonalá 194-6, Mexico 7, D.F. Tel: 11-80-09. Mgr.: Rosamaria Gonzalez y Romero.

Marquez Hnos. SA, Av. Chapultepec 43, Mexico 1, D.F. Tel: 12-02-28. Mgr.: Ramon Marquez.

Maximusic SA, Division del Norte 31, Mexico 11, D.F. Tel: 43-72-40. VP: Mario Freidberg; Gen. Mgr.: Carlos Cardenas.
Int'l firms represented: Arvee Music (USA), Copyright Serv. Bureau (USA), Nempor Music Ltd. (USA), Sweden Music AB (Sweden), Vogue Music Inc. (USA).

Mills Music de Mexico, Cumbres de Maltrata 375, Mexico 6, D.F. Tel: 43-71-40. Mgr.: Alfredo Gil.
Home office: USA.

Mundo Musical SA (Ed.), Puebla 282-301, Mexico 7, D.F. Tel: 25-10-42. Mgr.: Emilio Prado Benavides.
Int'l firms represented: SADRAM (Ecuador), Tree (USA).

Musart SA (Ed. Musical), Av. Cuicahuac 2327, Mexico 16, D.F. Tel: 27-00-20. Mgr.: Eduardo L. Baptista. (SEE ADVERTISEMENT)

P H A M (Promotora Hispano-Americana de Musica SA), Apdo. 542, Dr. Valenzuela 10, Mexico 7,

D.F. Tel: 12-96-50. Mgr.: Luis Martinez Serano.
Int'l firm represented: Southern Music Publ'g Co. Inc. (USA).

P R E D I S A (Promociones y Ed. Internacionales SA), Mariano Escobedo 201 (Altos), Mexico 17, D.F. Tel: 45-63-40. Owner: Jose Luis Vela y Gomez Lamadrid.

P R O A R T (Promotora y Grabadora Artistica Comercial SA de CV), Escobedo 832, Sur 213, Monterrey, N.L. Tel: 3-47-31. Pres.: Humberto Fasci.

P R O M A Z T E C (Promotora Musical Azteca), Cumbres de Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40. Mgr.: Mario Lopez Sanchez.

P R O M U S O (Promocion Musical Sonora S de RL), Bucareli 85-120, Mexico 1, D.F. Tel: 10-15-40. Mgrs.: Emiliano Salgado Mendoza, Enrique Hernandez Diaz.

Angela Peralta (Ed.), Calle Venustiano Carranza 6-B, Mexico 1, D.F. Tel: 18-38-97, 13-32-94, 10-31-65. Owner: Isidoro Lopez Casas.

Folyphon de Mexico SA (Ed.), Av. Insurgentes Sur 1877, Mexico 20, D.F. Tel: 48-35-29, 48-41-68. Gen. Mgr.: Hans Schrade.

Prado Music Co., Ponciano Arriaga 17, Mexico 1, D.F. Owner: Miguel Prado.

R C A SA de CV (Ed.), Av. Cuicahuac 2519, Mexico 16, D.F. Tel: 27-60-20. Mgr.: Alfonso Garcia Santillana.

G. Ricordi y Co., Paseo de la Reforma 481-A, Mexico 5, D.F. Tel: 25-57-22. Mgr.: Mario Balestrini Velardeci.
Home office: Italy.

Teocali SA (Ed.), Division del Norte 31, Mexico 11, D.F. Tel: 43-72-40. VP: Mario Freidberg; Gen. Mgr.: Carlos Cardenas.
Int'l firms represented: Les Editions Michel Legrand (France), Les Rideau Rouge Editions (France).

Zorzano SA (Ed. Musica de Mexico), Calle Ignacio Esteva 26-A, Mexico 18, D.F. Tel: 15-35-90. Owner: Dario Antonio Zorzano Dominguez.

● distributors

Acetatos Profesionales SA, Londres 179, Mexico 6, D.F. Tel: 33-19-72. Owner: Teodoro A. Dehesa; Rec. Mgr.: Federico Riquias; Tape Mgr.: Fritz Jacobson; Sales Mgr.: Teodoro A. Dehesa Jr. Branch: Mexico, D.F., Audio Vision Internacional SA.
Cartridge 4-track, 8-track, cassette & open reel: All lines.
Phonographs: Garrard, several others.
Musical instruments: Organs (Ahiborn Orgel).
Accessories: Crown, Fairchild, TEAC.

Ampex de Mexico SA de CV, Division del Norte 1832, Mexico 13, D.F. Tel: 39-68-70. Cable: VIDEOTAPE. Gen. Mgr.: Miguel A. Hernandez Diaz; Tape Mgr.: Armando Rangel; Sales & Serv. Mgrs.: (Central America), Elias Fernandez; (Mexico) Oscar Garcia Rubio.
Cartridge 4-track, 8-track, cassette, PlayTape & open reel: Ampex Stereo Tape imported from USA.
Tape playback equip.: Ampex.
Accessories: Ampex.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A M P E M (Asociacion Mexicana de Promotores y Editores de Musica), Av. Chapultepec 43, Mexico 1, D.F. Tel: 12-02-28. Pres.: Ramon Marquez.

Camara Nacional de la Industria de Radiodifusion, Plaza de la Reforma 400-302, Mexico 6, D.F.

MUSIC LICENSING ORGANIZATION

S A C M (Sociedad de Autores y Compositores de Musica SA), Calzada Mayorazgo 96-A, Xoco, Coyoacan, Mexico 29, D.F. Tel: 24-55-95. Cable: COMPAS.

PRESSING PLANTS

C B S/Columbia Int'l SA, San Bartolo Naucalpan, Estado de Mexico. Tel: 76-03-33. Exec. VP: Armando de Llano.

Capitol de Mexico SA (Discos), Postes No. 57, Col. Tacubaya, Mexico 20, D.F. Tel: 15-96-21. Plant Mgr.: Mario Wilson; Prod'n & Co-ord. Mgr.: Armando Uriarte. (SEE ADVERTISEMENT)

Cisne SA (Discos), Carracci 64, Mexico 19, D.F. Tel: 63-13-70.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 31-29-00.

Gamma SA, Apdo. 7762, Mexico 1, D.F.; Ejercicio Nacional 167, Mexico 5, D.F. Tel: 45-73-60. Prod'n Mgr.: Luis M. Moyano. (SEE ADVERTISEMENT)

Musart SA (Discos), Apdo. 17503, Tacuba, Mexico, D.F. (SEE ADVERTISEMENT)

Orfeon VideoVox SA, Av. Universidad 1273, Mexico, D.F. Tel: 24-25-00. (SEE ADVERTISEMENT)

Peerless de Mexico SA, Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40. (SEE ADVERTISEMENT)

R C A SA de CV, Av. Cuicahuac 2519, Mexico 16, D.F. Tel: 27-60-20. (SEE ADVERTISEMENT)

continued on page 356

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CNR in Holland offers complete coverage of the Benelux market. For first-class pressing and bulk distribution of your records - contact CNR. For designing and manufacturing of your record-sleeves - contact CNR.

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CNR RECORD COMPANY
 Postbox 420 Leiden - Holland

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PROMOTION & PUBLICITY

Promociones y Representaciones Artísticas SA, Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40.

RECORDING & TAPE DUP. STUDIOS

C B S/Columbia Int'l SA, San Bartolo Naulcan, Estado de Mexico. Tel: 76-03-33. Exec. VP: Armando de Liano.
Musart SA (Discos), Apdo. 17503, Tacuba, Mexico, D.F. (SEE ADVERTISEMENT)
Peerless de Mexico SA, Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40. (SEE ADVERTISEMENT)
R C A SA de CV, Av. Cuiflahuac 2519, Mexico 16, D.F. Tel: 27-60-20. (SEE ADVERTISEMENT)

phonograph manufacturer

Philco, Clavel 157, Mexico 4, D.F. Tel: 47-46-00. Pres. & Gen. Mgr.: Lorenzo Carbia. Home office: USA.

NETHERLANDS

POPULATION: 13,430,000.
PER CAPITA INCOME: \$1,350.
RATE OF EXCHANGE: \$1 (US)=3.63 Dutch Florins.
NO. OF HOMES WITH RECORD PLAYERS: 1,600,000.
RADIO STATIONS: 1 commercial, 3 government.
Type of programming: Variety 70% (90% recorded); classical 30% (70% recorded).
No. of radios: 3,100,000.
TV STATIONS: 2 government channels.
Type of programming: 4 or 5 pop musical programs per week; 2 or 3 classical programs per week.
No. of TV sets: 2,300,000.
HOLIDAYS: Jan. 1; March 27 & 30; Apr. 30; May 5, 7 & 18; Dec. 25.

RECORDS:
Records sold domestically: 1968—\$33,000,000; 1967—\$28,000,000.
Records imported from USA (CIF): 1968—\$354,754; 1967—\$304,572.
Records imported from countries other than USA: 1968—5,314,587 units; 1967—5,197,080 units.
Records exported to USA (FOB): 1968—23,051 units, \$23,051; 1967—10,117 units, \$11,786.
Records exported to countries other than USA: 1968—9,890,768 units; 1967—8,676,680 units.
Average retail price per record: LP's—\$2.72 to \$6.60; EP's—\$1.72; Singles—\$1.17.
Stereo sales: 85%.
Record club sales: 15%.
Discounting: Rare.

Type of distribution: Manufacturer-to-retailer system predominates. Most manufacturers and retailers are united in special unions. There are very few manufacturers, importers, and retailers working outside these unions. Since May 1968 rack-jobbing has begun on a small scale.

Type of promotion: Music magazines (Muziek Express, Pop Magazine, Muziek Parade); TV programs, radio programs (legal stations Hilversum 1, 2 & 3 and by pirate station Radio Veronica).

Jukeboxes: 15,000.

TAPE:

Market: The Dutch tape market has grown rapidly since its inception in 1965. The growth in the use of playback equipment in 1968 was considered extraordinarily high, but comparable growth is not expected in 1969. The cassette system predominates, with a moderate use of open reel, few 4 & 8-track players, and no PlayTape. The use of cassettes in cars have expected to develop soon because few cars have radios. There is no manufacture of raw tape or tape playback equipment in the Netherlands. A special stimulus to the use of tape for recording purposes is the Dutch Union of Soundhunters, with 1,500 members.

Average retail price per tape: 8-track cartridge—\$6.90; cassette—\$2.60; open reel—\$8.

Type of distribution: Retailers are supplied directly by the manufacturer or importer. A special entrepot stock of 4 & 8-track cartridges has been created at Schiphol Airport, carrying mainly RCA and CBS labels.

Type of promotion: Most tape promotion is carried on by manufacturers and importers in conjunction with normal record promotion. Philips makes a special promotion effort for its cassette players. Promotion is difficult owing to a lack of good pop material for an attractive teenage catalog on cassettes.

IMPORT/EXPORT REGULATIONS: No import duty on records or tapes from Common Market countries, 12% of net amount for Additional Value Tax from Jan. 1, 1969, on; also on home-market sales of domestic product. Bas Hageman

record manufacturers

Archiv (see Polydor).
Ariola Holland, Fred. v. Eedenplein 32, Heemstede. Tel: (023) 284999. Mng. Dir.: P. van Schaik-wijk. Home office: Germany.

Artone Gramophone NV, Artone Bldg., Kruisstr. 8-10, Haarlem. Tel: (023) 319250. Telex: 41051 Argam. Cable: ARTONE. Mng. Partners: Bill C. & Casper D. Slinger; Pres.: Bill C. Slinger; A&R & Prod. Dir.: John J. Vis; Mktg. Mgr.: Pete Fellemann.
Int'l branch: Belgium.
Labels: (owned) Artone; (distributed) Blue Horizon.

Int'l labels represented: Baerenreiter, Epic, Festival, Milestone, Palette, Prestige, Tamla/Motown, United Artists.

Barclay Nederland NV, Singel 104, Amsterdam. Tel: (020) 234-361. Pres.: Reinder Maassen; Promo.: Marjan Jager.
Home office: France.

Labels: Barclay, Riviera, Erato, Princess. (Distributed by CNR Recs.).
Int'l labels represented: Buddah, Team, Curtom, Josie, Jubilee (all USA).

Basart Recs. Int'l 11 Leidsgracht, Amsterdam. Tel: (020) 222626. Cable: EDITORAS. Dir.: G. Jansen Jr. & F. Basart; Pop A&R: John de Mol; Classical A&R: Frans Basart; Int'l Mgr.: Ferry Wieneke.

Labels: Europhone, Stibbe, Park, Turnette, Whamm, Musiphone.
Int'l labels represented: Camerata, Cantate, Christophorus, Da Camera, Donald Duck, Durium, Folkways, IDR, Mandolino, Pelca, Rim, Style, Trianon, Turnabout, Vox. (SEE ADVERTISEMENT)

Blue Horizon Recs. of Holland, Kruisstr. 8-10, Haarlem. Tel: 17476. Contacts: P. Visser & Leo Moolenijzer. (Distributed by Artone).
Home office: UK.
Int'l branch: USA.

Boschek Grammofoonplaten, Zandvoort Allee 43, Heemstede. Tel: (023) 283355, 280031, 285003. Pres.: W. W. E. Boschek; Sales Mgr.: Peter J. van Epen.

Labels: (owned) Kritos, Onyx, Mezzo, Missie, Nevofoon, Deo Cantemus; (distributed) CPR.
Int'l labels represented: Alvorada, Alpha, Orfeu, Oryx, P&M, Rapsodia, Tell, Unidisc-Disophon.

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Cable: BOVEMA. Mng. Dir.: G. M. Oord; Finance & Admin. Mgr.: N. L. A. Hutter; Studio Artistic Mgr.: J. G. Moerling; Studio Tech. Mgr.: G. Hali; Commercial Rec. Dept. Mgr.: B. J. van den Berg; Pub. Dept. Mgr.: C. J. Sprangers; Promo. Mgr.: P. M. Fock; Label Mgr.: R. R. Kruijze; Commercial Electronics Mgr.: M. Naar.

Labels: Imperial, Iramac, Relax.
Int'l labels represented: ABC (USA), Angel (UK), Arhoolie (USA), Barclay, Band Met God, Bell, Blue Note (USA), Bluesway (USA), Buddah, (USA), Buena Vista (USA), Capitol, Center, Classic, Columbia, Command (USA), Delys, Die Volksplatte, Disque Aides, Electrola, Ember, Erato (France), Eyemark, Gloria, Hilltop, His Master's Voice, Immediate, Impulse (USA), Liberty (USA), Minit (USA), Monument (USA), Movietone (USA), Odeon, Pacific Jazz (USA), Parlophone, Pathe (France), Pickwick, Playboy, Pref, Regal, Regal Zonophone, Rising Sons, Riviera (France), Ryemuse, 77, Sidewalk, Soul City (USA), Sound Stage 7 (USA), Stateside, Studio SM, Sunset, Tangerine (USA), Topic, Tower (USA), Transatlantic, 20th Century-Fox (USA), Walt Disney (USA), Wergo (Germany), Westminster (USA), Whitehall, World Pacific (USA), World Prod'n, Waverly, Xtra (USA).

C B S, Artone Bldg., 8-10 Kruisstr., Haarlem. Tel: 319250. Cable: COLREC-ORD. Telex: 41051. Mng. Partners: Bill C. Slinger & Casper D. Slinger; Mktg. Dir.: John J. Vis; Special Projects Mgr.: Hemmy Wapperom; Mktg. Mgr.: Gerard Hulsebosch; Promo.: Ko Kooymann; Radio/TV Promo.: Frans van Schaik.

Int'l labels represented: CBS (world-wide), Date (USA), Harmony (USA), Musicor (USA), Hurricane (USA), Tay-Ster (USA), Rojac (USA), MTA (USA), Money (USA), Old-Town (USA), Dynamo (USA), Direction (UK), Ode (USA), Maxi (France), Arion (France).

C N R Rec. Co., Postbox 420, Rembrandtstr. 17, Leiden. Tel: (01710) 44244. Cable: CENER. Pres. & Int'l: Hans van Zeeland; Pop A&R: Anco Dragt; Classical A&R: Joh. van Woerkens; Sales & Mktg.: Jan Bax; Pub., Adv. & Promo.: Gert T. K. van der Meent; Tape: Frad Hartog

Labels: (owned) CNR, Injection; (distributed) Barclay, Erato, Riviera, Princess.
Int'l labels represented: Abnak, Ars Polona, Buddah, Calla, Curtom, Josie, Jubilee, Melodia, Moonshot, Qualiton, Team, Telefunken, Viva. (SEE ADVERTISEMENT)

C P R (see Boscheck).
Capi (N.V.), Basisweg 38, Amsterdam. Tel: (020) 111555. Mng. Dir.: W. Lans.
Int'l labels represented: Harmonia Mundi, Musica Sacra.

Cid (see Dureco).
Cinerec Supraphon Holland (N.V.), Vaartweg 14, Hilversum. Tel: (2150) 15353. Cable: SUGRAM. Pres.: Peter M. Bronkhorst; Mng. Dir.: Frances Holdert; Sales Mgr.: Hans Beijersbergen van Henegouwen.

Branch: Langestr. 51. Tel: 49438.
Label: Supraphon.
Int'l label represented: Supraphon (Czechoslovakia).

Delta (see Negram-Delta).
Deo Cantemus (see Boscheck).
Deutsche Grammophon (see Polydor).

Dureco, 21 Beursstr., Amsterdam. Tel: 242288. Cable: RECMUS. Pres. & A&R: Mrs. Marjan de Raaf; Sales: R. Aardse.

Labels: Cid, Dureco, Metronome, Omega, Te Deum, Vega, Weekend, Zafiro.
Int'l labels represented: Major Minor (UK), Omega-Cid (Belgium, France), Pink Elephant (UK), Saga (UK), Stella (France), Vega (France), Weekend (France), Wonderland, Herman Brauer Sprl (Belgium).

Int'l reps: Belgium (Omega), Germany, Scandinavia (Metronome).

Erato (see Barclay).
Europhon (see Basart).
Fontana (see Phonogram).

Funkler (div. of Artone), Artone Bldg., 8-10 Kruisstr., Haarlem. Exec. Mgr.: Pete Fellemann.
Int'l label represented: Baerenreiter, Chess Int'l, Colpix, Epic, Hickory, High Fidelity, Palette, Prestige, Tamla-Motown.

Golden Age Recs., Zwolseweg 121, Deventer. Havoc (see Negram-Delta).
Heliodor (see Polydor).

Hollandse Decca, Drentestr. 11, Amsterdam-Buitenveldert. Tel: (020) 440888. Mng. Dir.: Reinhard H. Klaassen.

I F O—International Rec. Prod'ns, PO Box 3524, 39 Middenweg, Amsterdam. Tel: (020) 59625 & 941470. Mng. Dir.: Peter Rensen; A&R Mgr.: Richard Wedekind; PR & Int'l Sales Mgr.: R. Faber; Press & Pub.: Emanuel Damsteeg.

Imperial (see Bovema).
Inelco Holland N.V., A. J. Ernststr. 801, Amsterdam 2. Tel: (020) 421722. Cable: INTELECT. Mng. Dir. & Int'l: W. Brandsteder; Asst. Mng. Dir.: J. F. Mascini; Pop A&R Mgr.: J. Maarse; Classical A&R Mgr.: A. N. Prins; Sales Mgr.: J. Beutler; Pub. Adv. & Promo.: P. F. J. Dam; Tape Sales Mgr.: K. C. Goudswaard; Admin. Mgr.: J. Westerhuis.

Int'l labels represented: Amadeo group, RCA group, MCA group, Vanguard, Elite.
Injection (see CNR).

Intercontinental Rec. N.V., Regentesselaan 18, Hilversum. Tel: (02150) 42549. Mng. Dir.: M. R. v. Rijnsburg.
This company represents: Studio 33.

Iramac (see Bovema).
Kritos (see Boscheck).
Laudate (see Telgram).
Mercury (see Phonogram).
Metronome (see Dureco).
Mezzo (see Boscheck).

Miller Int'l Holland, Pampuslaan 221, Weesp. Tel: (02940) 4557. Mng. Dir.: Henk C. Majoer.
Int'l labels represented: Europa, Somerset.

Missie (see Boscheck).
Munnikendam, Fa. B., Kromme Waal 18, Amsterdam. Tel: 248994. Pres.: B. Munnikendam.

Int'l labels represented: America, Ansonia, Arc, Archive of Folk Music, Asco, Baronet, Bel Air, Bronio, Collector, Commodore, Contrepoint USA, Counterpoint, Esoteric, Excito, Fidelity, Harvest, Jazz Collector, Joc, Mace, Mainstream, Monitor, Movietone, Musidisc, Opus, Orpheum, Period, Premier, Presto, Request, Saga-Kid, Savoy, Scala, Selection-Jazz, Seraphim, Society, Surrey, Tap, Tiffon, Topas, Tradition, Tropical, Tonic, Vedette, Vista Disc, VSP.

Musiphone (see Basart).
Musique Royale (see Polydor).
Muzikale Meesterwerken Serie, 12 Paulus Potterstr., Amsterdam. Tel: 734911. (Record Sales Club).
Negram (see Negram-Delta).

Negram-Delta (N.V. Verkoopmaatschappij), Herenweg 101, Heemstede. Tel: (023) 287350. Mng. Dir.: Hans I. Kellerman; Label Mgrs.: Hans Officier & Bart Klimmer; Pub. Mgr.: Cor Aaftink; Promo. Mgr.: Evert Wilbrink; Prod'r: Richard de Bois.

Labels: (owned) Negram, Delta, Havoc; (distributed) Tee Set.
Int'l labels represented: Acta, Ariola, Baccarola, Clave, Cornet, Dot, Elektra, Enterprise, Eurodisc, Green Light, Hansa, Hatakli, Hip, Hispavox, Joker, Jolly, Kapp, Marble Arch, Marfer, Nonesuch, Paramount, Piccadilly, Pye, Reprise SAAR, Saga, Stax; Steed, Stella, Trans World, Volt, Warner Bros.-Seven Arts.

Nevofoon (see Boscheck).
Ojee (see Telgram).
Omega (see Dureco).
Onyx (see Boscheck).

P R P-Int'l Rec. Prod'ns, PO Box 3524, Damrak 19-22, Amsterdam. Tel: (020) 63562, 59625. Mng. Dir.: Peter Rensen; A&R: Peter King; Press, Pub. & Promo.: Emanuel Damsteeg.

Int'l labels represented: IFO (Italy), Davoli (Italy), Davion (UK).
Park (see Basart).

Philips (see Phonogram).
Philips Phonografische Industrie (N.V.), Gerrit van der Veenlaan 4, Baarn. Tel: (02154) 351. Cable: PHILREC. Pres.: C. Solleveld; Mng. Dir.: Dr. H. W. Steinhilber & Dr. J. van der Velden; Dep. Mng. Dir.: J. H. Buinink, J. C. van Houten & W. L. Zalsman; PR Mgr.: A. L. Bouma; Adv. Mgr.: H. J. van Ramstor.

Phonogram (N.V.), Drentestr. 11, Amsterdam-Buitenveldert. Tel: (020) 440888. Telex: 12038. Cable: PHONOGRAM. Pres.: Jack Haslinhuus; VP: Rein H. Klaassen; A&R: Gerrit den Braber; Gen. Label Mgr.: Leo Boudewijn; Pub. Mgr.: Rolf ten Kate; Adv. Mgr.: Henk Scippers; Promo. Mgr.: Jaap Stamer; Radio & TV Promo.: Jan Corduener.

Labels: Philips, Mercury, Fontana.

Phonogram (see Bovema).

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Phonogram (see Bovema).

Phonogram (see Bovema).

Phonogram (see Bovema).

Tap: cassette, open reel.
Int'l labels represented: Ace of Clubs, Ace of Diamonds, Ace of Hearts, Arcade, Argo, Arston, Beacon, Bigtop, Bronco, Caedmon, Candle, CBM, Challenge, Contemporary, Cretere, Deram, Emerald, Era, Fraternity, Good Time Jazz, Granata, Halo, Impact, Island-Sue, Jamie/Guyden, Jay Boy, Jazzland, Jerhart, Joy, Kellmac, King (UK), London, M-Pac, Maravilla, Mar-V-Lus, Mira, Mustang, Off Beat, l'Oiseau Lyre, One-Derful, Page One, Passe Partout, President, Riverside, Rojac, Scarlet, Scepter, Smash (USA), Speciality, Star-Club, Sue (USA), Sun, Toddlin' Town, Vee-Jay, Vocalion, Wand. (SEE ADVERTISEMENT)

Polydor Nederland N.V., Piet Heinplein 6, Den Haag. Tel: 658833. Telex: 31481. Pres.: Evert Garretsen; Dir. of Mktg. & Sales: Robert Oeges; Asst. Sales Mgr.: Jan Gaasterland; Classical Label Mgr.: Jan van Bart; Popular Label Mgr.: Nico van Biemen; Adv. Mgr.: Wiebe Andringa; Admin.: Adri Twigt; A&R Mgr.: Peter Nieuwerf.
Labels: Archiv, Deutsche Grammophon, Heliodor, Musique Royale, Polydor.
Int'l labels represented: A&M, Atco, Atlantic, CCA, Jacques Canetti, Chess, Dial, Diskanto, Folkways, Kama Sutra, Karusell, MGM, Marmalade, Riverside, SGC, Storyville, Studio 33, Supraphon, Tetragrammaton, Tip, Track, Verve.

Princess (see Barclay).
Relax (see Bovera).
Riviera (see Barclay).
Stibbe (see Basart).
Supraphon (see Cinerec Supraphon).
Te Deum (see Dureco).
Te Set (see Negram-Delta).
**Telgram, St. Maartenslaan 1, Weert. Tel: (04950) 2620, 4269, 5640. Pres.: Johnny Hoës; Sales Mgr.: Charles Noordendorp; Pub.: Hans Timman; PR: Ger Caris.
Labels: Telstar, Weltstar, Ojee, Lauda'è, Uniek.
Int'l label represented: Gospelstar (USA).**

Telstar (see Telgram).
Turnette (see Basart).
Uniek (see Telgram).
Vega (see Dureco).
Vogue Nederland N.V., Spaarne 55, Haarlem. Tel: (023) 320055. Mng. Dir.: R. Meylemans; Sales Mgr.: J. Le Ruth; Pub.: Miss J. Visser.
Home office: France.
Weekend (see Dureco).
Weltstar (see Telgram).
Whamm (see Basart).
Zafiro (see Dureco).

INDEPENDENT RECORD PRODUCERS

Goldway Prod'ns, De Wittenkade 118, Amsterdam 1014. Tel: (020) 187138.
John Mill Prod'ns, Klapwijkseweg, 99 Pijnacker. Tel: (01736) 3255. Pres.: Jan Vermeulen Jr.
Purple Evening Prod'ns, Damrak 19-22, Amsterdam. Tel: (020) 63562.
Radio City Prod'ns, PO 312, Hilversum. Gen. Mgr.: Cees van Zytveld.
**Red Bullet Prod'ns Nederland N.V., De Rijklaan 1, Hilversum. Tel: (02150) 40759. Cable: RED-BULLETT. Gen. Mgr.: Fred C. Haayen; Press & Pub Mgr.: Jerry Voisin.
Label credits: Atlantic, Toast.
Peter Rensen Prod'ns, PO Box 3524, Amsterdam. Tel: (020) 941470, 59625.
Label credit: IFO-International.
Ring Prod'ns, NZ Vorbingwal 48-50, Amsterdam. Tel: (020) 65418.
Show-Unit, Damrak 19-22, Amsterdam. Tel: (020) 63562. Mng. Dirs.: Emanuel Damsteeg & Peter Rensen.**

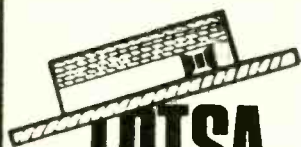
music publishers

Aberbach, see Belinda.
Action, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Cable: ANAGON. Pres.: Hans Boskamp. Int'l firm represented: Fanfare (UK).
**Actueel, Fred v. Eedenplein 32, Heemstede. Tel: (023) 284999. Mng. Dir.: P. van Schalkwijk.
Affiliate: Montana.
Alsbach & Doyer, Raamgracht 10, Amsterdam. Tel: (020) 244009.
**Altona (N.V. Eds.), Symphony House, Singel 170, Amsterdam 1. Tel: (020) 227881/2. Cable: ALTONMUSIC.
Affiliates: Kässner-Altona, N.V. Uitgeverij Climax, UA Music (Nederland) N.V., Palace Music, Holland N.V., Fa. Jac. Jorgensen, N.V. Symphonie.
Affiliated firm: Basart.
Int'l firm represented: 20th Century Music (USA). (SEE ADVERTISEMENT)
**Altus Int'l, Frederic v. Eedenplein, Hemstede. Tel: (232) 84999.
Int'l rep.: Global Music (Germany).
**Amsterdam Tree, c/o Muziekuitgeverij J. Portengen N.V., 8-10 Kruisstr., Haarlem. Mgr.: Frans van Tongeren.
Home office: USA, Tree.
**Anagon Music Publ'rs, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Cable: ANAGON. Pres.: G. Oord; Gen. Mgr.: H. Boskamp.
Affiliates: Capriole, Lyons, Marange, Morotone, Schalltone.
Ars Nova (Muziekuitgeverij), 92 Oostsingel, Goes. Tel: (01100) 5816. Pres.: A. Kousemaker.
Aura, Oude Gracht 305, Utrecht. Tel: (030) 12051.**********

Annie Bank, Anna Vondelstraat 13, Amsterdam. Tel: (020) 85483.
**Basart, Leidsegracht 11, Amsterdam. Tel: (020) 222626. Cable: EDITORAS. Mng. Dir.: C. Ch. Gomperts; Dir.: Guus Jansen Jr.; Gen. Mgr.: Ferry Wienneke.
Affiliated firms: Altona, Belinda. (SEE ADVERTISEMENT)
**Belinda, Singel 170-172, Amsterdam 1. Tel: 220162. Cable: BELINDAMUSIC. Mgr.: E. van Zoeren.
Affiliates: Aberbach, Hill & Range, Mix, Molen, Progressive, Sunrise, Victoria.
Affiliated firm: Basart. (SEE ADVERTISEMENT)
Benelus Music, St. Maartenslaan 1-3, Weert. Tel: (04950) 2620. Pres.: Johnny Hoës.
**Bospel Music N.V., Warmoesstr. 86, Amsterdam. Tel: 226394. Telex: 14409. Cable: RECMUS. Pres.: Mrs. Janine Bosmans & Eddy Palmans; Gen. Mgr.: Joop Gerrits.
Int'l affiliates: Bens (Belgium), Fonior (Belgium), Grande Avenue (France), Ed. Gerard Tournier (France).
Int'l firms represented: Bospel (Belgium, Luxembourg), Grande Avenue (France).
**Broekmans & van Poppel, Van Baerlestraat 92-94, Amsterdam-Z. Tel: (020) 796126.
Capriole, see Anagon.
**Chappell, Singel 170-172, Amsterdam. Tel: 46790. Gen. Mgr.: Jan de Winter.
Home office: USA.
Int'l firm represented: Edwin H. Morris Co. Inc. (USA).
Climax (N.V. Uitgeverij), see Altona.
Coolsma Solo, Oude Gracht 305, Utrecht. Tel: (030) 12051.
**Creyghton Musicology-Musica Antiqua, 45 Lassuslaan, Bilthoven. Tel: (030) 783714. Cable: MUSICANT. Owner: A. B. Creyghton.
Affiliate: Nederlandse Muziekgeschiedenis.
**Dayglow Music, De Rijklaan 1, Hilversum. Tel: (02150) 16451. Cable: REDBULLETT. Gen. Mgrs.: Willem van Kooten & Fred C. Haayen; PR Mgr.: Jerry Voisin.
**De Eerste Muziekcentrale, Raamgracht 10, Amsterdam. Tel: (020) 246933 & 65256.
Int'l firm represented: Ed. Melodie (Switzerland).
**De Harp-Muziekfonds, Cromme Camp 2, Amsterdam-Osdorp. Tel: (020) 196291. Pres.: J. M. Pijlman.
**De Toorts, Nijverheidsweg 1, Haarlem. Tel: 15238. Exec. & Gen. Mgr.: Hans Schnabel; Exec.: Cor Hesseling; Prof. Mgr.: C. J. M. Klemann; other personnel: Paul C. M. Dirken & Pierre Janzen.
**Diligentia (Muziekgravure), Stationsstr. 11, Maasland. Tel: (01899) 2613.
**Dreissen, Muziekuitgave, 11 Leidsegracht, Amsterdam. Tel: 222626. Gen. Mgr.: Ferry Wienneke.
**Dutch Rec. Centre, "In de Blockfluyt," Oude Gracht 305, Utrecht. Tel: (030) 12051.
**Essex-Holland (Les Eds.), Liedsegracht 11, Amsterdam-C.
Home office: UK.
Int'l firm represented: TRO (USA).
Hangmen, see IFO.
**Harmonia Uitgave, Roeltjesweg 23, Hilversum. Tel: 02150-14318.
**Joh. de Heer, Jensiusstr. 54, Rotterdam. Tel: 010-241871.
**Hees, Choorstr. 1-3, Delft. Tel: 01730-24183.
**Heinrichshoten-Edition, Raamgracht 10, Amsterdam. Tel: (020) 246933.
Hill & Range, see Belinda.
**Holland Music N.V., Singel 500, Amsterdam 1. Tel: (020) 231163. Cable: SOUTHMUSIC. Dir.: Han Dunk; Gen. Sec'y: Pars Zegers; Asst.: Jan Vermeulen; Serious Music Div.: Aat Swart.
Home office: USA, Southern.
**I F O, Box 3524, Amsterdam. Tel: (020) 941470/59625. Mng. Dir.: Peter Rensen.
Affiliate: Hangmen.
Affiliated firm: PRP.
**Immediate Music (Holland) N.V., Herengracht 4, Amsterdam-C. Tel: (020) 231390. Mng. Dir.: Cees van Zijtveld; Copyright Mgr.: Pauline Kouwenhoven.
**Intermusic, Herengracht 4, Amsterdam-C. Tel: (020) 231390. Mng. Dir.: Cees van Zijtveld; Copyright Mgr.: Pauline Kouwenhoven.
This company represents: R&R Music, Morgan Music, Benelus, Radio City Prod'ns.
Michael Jary-Prod'n, see Nagel.
Jolio Music, see J. Portengen.
Jac. Jorgensen (Fa), see Altona.
Kassner-Altona, see Altona.
Peter King Music, see PRP.
**Klavarscribo, Benedenrijweg 355, Slikkerveer. Tel: (01804) 2724. Prop.: C. Pot.
Int'l branch: England.
**Konefa Muziekuitgaven, Jensiusstr. 54, Rotterdam 11. Tel: (010) 241871.
**Krips Muziek, Thorbeckelaan 71, The Hague. Tel: (070) 330550.
**de Kruyff, Rijkswaagweg 115, PO Box 12, Gaanderen. Tel: 08350-4181.
**Leeds Muziek Holland NV, Leidsegracht 11, Amsterdam.
Home office: USA, MCA.
**Van Leest N.V. (Muziekhandel), Hermanus Boexstr. 12-14, Eindhoven. Tel: (040) 65859.
W. F. Lichtenauer, Kruisplein 44, Rotterdam. Tel: 010-118235.********************************************************

J. J. Lispet, Chrystantenstr. 57, Hilversum. Tel: 02150-47016.
Lotus Publ'ns, see J. Portengen.
Lyons, see Anagon.
Malando (Ed.), see J. Portengen.
Marange, see Anagon.
**Melodia, Amstel 52, Amsterdam. Tel: 020-238800. Pres.: Cor Smit Jr.; Gen. Mgr.: Bram Keizer; Prof. Mgr.: Christa Guuenhagen; Gen. Sec'y: Monica Huijzer; Copyright Sec'y: Kiki Huijzer.
Affiliate: Trident.
Int'l firms represented: Robbins (USA & UK), Leo Feist (USA), Miller (USA), Hastings (USA).
**Mills, Leidsegracht 11, Amsterdam. Mgr.: Hans Gomperts.
Home office: USA.
Mix, see Belinda.
**Ivan Mogull, c/o Stemma, Morius Bauerstr. 30, Amsterdam 17.
Molen, see Belinda.
**Molenaar, PO Box 19, Wormerveer. Tel: (02980) 82013.
Montana, see Actueel.
Morotone, see Anagon.
**Nagel, Singel 160-162, Amsterdam. Tel: 64664-64790.
Affiliate: Michael Jary-Production.
**J. Nauta, Loosmagracht 18, Sneek. Tel: (05150) 3127.
Nederlandse Muziekgeschiedenis, see Creyghton Musicology-Musica Antiqua.
**P R P—Int'l Music Publ'rs, Damrak 19-22, Amsterdam. Tel: (020) 63562, 59625. Mng. Dir.: Peter Rensen.
Affiliates: IFO, Peter Rensen Music, Purple Evening Songs, Peter King Music.
**Pablo Dr. J. R. Thorbeckelaan 146, Heemstede. Tel: (02500) 85957. Contact: Wim Joh Kuiper.
**Palace Music Holland N.V., Vondelstr. 90, Amsterdam-W.
Affiliate: Altona.
Int'l reps: Australasia (Palace Music Ltd, Australia), Austria (Burlington Musikverlag GmbH, Germany), Canada (Burlington Music of Canada Ltd., Felsted Music of Canada Ltd.), France & French Union (Editions Musicales Palace Sarl.), Germany (Burlington Musikverlag GmbH.), Italy (Edizioni Musicali Palace Srl.), Orient (Burlington-Palace Music Orient Ltd., Hong Kong), Scandinavia (Palace Music, Sweden), South Africa (Burlington Music), UK (The Burlington-Palace Music Group), USA (Burlington Music Corp., Felsted Music Corp.).
**J. Portengen N.V. (Muziekuitgeverij), Kruisstr. 8-10, Haarlem. Tel: (023) 320525. Gen. Prof. Mgr.: Frans van Tongeren.
Affiliates: Ed. Malando, Jolio Music, Lotus Publ'ns.
Int'l firms represented: April & Blackwood (USA), Music Rights Society (Belgium), New Music Corp. (Belgium), Sparta (United Kingdom), Tree (USA).
Progressive, see Belinda.
Purple Evening Songs, see PRP.
Peter Rensen Music, see PRP.
**Ronipers, 's-Gravendijkwal 165 B, Rotterdam. Tel: (010) 252427.
Schalltone, see Anagon.
**A. Schroeder Holland (Basart) N.V., Liedsegracht 11, Amsterdam. Tel: (020) 222626. Mgr.: Ferry Wienneke.
Home office: USA.
**S. Spiero, Kerkstr. 19, 's-Hertogenbosch.
**Stichting Zingende Stemmen, 1 Jacob van Campenstr. 59, Amsterdam.
Sunrise, see Belinda.
Symphonie (N.V.), see Altona.
**Van Teeseling Muziekuitgeverij, Jan Willem Passtr. 16, Nijmegen. Tel: (08800) 33165. Execs.: Rob & Daan van Teeseling.
**Tierloff-Muziekcentrale, Markt 90/92, Roosendaal. Tel: (01650) 34551. Cable: TIERLOFFMUSIC. Dir.: A. W. H. Vergouwen; Mgr.: A. Hector.
Affiliates: Dreissen/Basart.
Int'l firms represented: Edition Musica (Belgium), Edition Andel (Belgium), Emil Ruh (Switzerland), Edition Champel, Scherzando (Belgium).
Int'l reps: Belgium (Edition Gasp), France (Edition Champel), Germany (Norbisath), Norway (Edition A. L. Tonika), Switzerland (Emil Ruh), USA (Elkan).
Top, see Altona.
Trident, see Melodia.
**Trio-Music, Singel 262, Amsterdam. Tel: (020) 238728.
**U A Music (Nederland) N.V., Singel 170, Amsterdam 1. Mgr.: W. B. van Vught.
Home office: USA, United Artists Music Group.
Affiliate: Altona.
**Universal Songs N.V., 52 Vossiusstr., Amsterdam 7. Tel: 799973. Cable: UNISONG. Gen. Mgr.: P. J. Goemaere; Gen. Prof. Mgr.: Wim Landman.
Int'l branch: Belgium.
**Van't Hoens Periodieke Pers, 's-Gravendijkwal 165 B, Rotterdam. Tel: (010) 252427.
Victoria, see Belinda.
**Wed. J. R. Van Rossum, Korte Minnebroederstr. 1-3, Utrecht.
Weekend Music, De Wittenkade 118, Amsterdam 1014. Tel: (020) 187138. Pres. & Gen. Mgr.: Johan C. Keijser.******************************************

continued on page 358



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● record wholesalers

DISTRIBUTORS

Aeropagus N.V., Beursstr. 33, Amsterdam. Tel: (020) 248051.
Nederlandse Boekenclub, Prinsevinkelpark 2, Den Haag. Tel: (070) 512081.

IMPORTERS AND EXPORTERS

Basart, Houtmankade 20, Amsterdam. Tel: (020) 222192, 63209, 241260.
Bosheck, 43 Zandvoortse Allee, Heemstede. Tel: (023) 280031, 285003. Pres.: W. W. E. Bosheck.
This company represents: Alpha, Alpina, Alvorada, Anmore, Benelux, Carioca/Copa Cabana, Combo, Oiseau d'Europe, KTB & Joc, Rapsodia, Spoken Arts, Tell/Alpha, Musique.
Bovema Gramophone House (N.V.), Bronsteeweg 49, Heemstede. Tel: (023) 280750. Gen. Mgr., Dist'n & Sales: B. J. van den Berg.
C N R Rec. Co., Postbox 420, Rembrandtstr. 17, Leiden. Tel: (01710) 44244.
Capi (N.V.), Basisweg 38, Amsterdam. Tel: (020) 111555.

Cinerec Supraphon-Holland, Vaartweg 14, Hilversum. Tel: 02150-15353.
Delta, Herenweg, 101 Heemstede. (See Negram-Delta in Rec. Mfrs. section).
Dureco, 21 Beursstraat, Amsterdam. Tel: 020-242288.
Europese Fono Club, 262 Singel, Amsterdam. Tel: (020) 238728.
I F O, 39 Middenweg, Amsterdam. Tel: (020) 59625.
Inelco-Holland, A. J. Ernststraat 801, Amsterdam, Z.2 Tel: 421722. Telex: 14622. Mng. Dir.: W. Brandsteder.
Miller Int'l Holland, Pampuslaan, Weesp. Tel: (02153) 3036.
B. Munnikendam, 18-19 Kromme Waal, Amsterdam. Tel: (020) 248994.
Muzikale Meesterwerken Serie (MMS), Paulus Potterstraat 12, Amsterdam. Tel: (020) 734911. Mng. Dir.: J. A. Koolbergen.
Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn. Tel: (02954) 3551.
Phonogram (N.V.), Drentestr. 11, PO Box 7104, Amsterdam. Tel: (020) 440888.
Polydor Nederland N.V., Piet Heiplein 6, Den Haag. Tel: (070) 658833.
Trail Recs., Pieferlangendijkstr. 38, Den Haag 14. Vogue Nederland N.V., Spaarne 5, Haarlem. Tel: (023) 320055.

ONE-STOP

Intermedia, Nassaulaan 46a, Baarn.

RACK JOBBER

N.V. Grammoservice, Zijlweg 286, Haarlem. Tel: (023) 325840.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Amsterdam Arts Council, Town Hall, Rm. 167, O. Z. Voorburgwal 199, Amsterdam.
C C G C (Committee for Collective Gramophone Campaigns), Oostleinde 23, Amsterdam. Tel: (020) 241032. Pres.: Piet Bieshuizen.
Foundation Donemus (Documentation in the Netherlands for Music), Jacob Obrechstr. 51, Amsterdam. Dir.: Andre Jurrès.
Foundation "Netherlands Musical Interests," Marius Bauerstr. 30, Amsterdam 17.
International Disc-Jockey Organization, Damrak 19-22, Amsterdam. Tel: (020) 63562.
International Society for Contemporary Music, Herengracht 458, Amsterdam.
N V G D (Nederlandse Vereniging van Grammofoonplaten Detailhandelaren), Nieuwe Binnenweg 132, Rotterdam.
N V G I (Nederlandse Vereniging voor Grammofoonplaten Importeurs en Fabrikanten), Drentestr. 11, Amsterdam.
National Music Committee, Jacob Obrechstr. 51, Amsterdam Sec'y Gen.: Andre Jurrès.
Ned. Bond van Piano- en Orgelhandelaren en Fabrikanten, Nwe. Binnenweg 132, Rotterdam. Tel: (010) 251660, 252472.
Royal Netherlands Musicians' Society (Koninklijke Nederlandse Toonkunstenaars Vereniging), Vondelstr. 66, Amsterdam. Pres.: Johan van den Boogert.
Show-Unie, Damrak 19-22, Amsterdam. Tel: (020) 63562. Dirs.: Emanuel Daamsteeg & Peter Rensen.
Society for Netherlands Musical History (Vereniging voor Nederlandse Musiekgeschiedenis), Fagotstr. 23, Rijswijk Z-H.
Society "Office for Music Copyright" (De Vereniging Het Bureau voor Muziekauteursrecht), Marius Bauerstr. 30, Amsterdam 17. Tel: 020-156822. Dir.: Th. Limpere.
Society of Music Dealers and Publishers in Netherlands (Vereniging van Muziekhandelaren en Uitgevers en Nederland), Nieuwe Binnenweg 132, Rotterdam (Dealers' Section). AND: Leidsegracht 11, Amsterdam (Publishers' Section).

Ver. van Muziekinstrumentenhandelaren, Nwe. Binnenweg 132, Rotterdam. Tel: (010) 251660, 252472.

CUSTOM DUPLICATION

Philips Phonographische Industrie (PPI), Torenlaan 17, Baarn. Tel: 02154-3551.
Configuration: cassette.

MUSIC LICENSING ORGANIZATION

Bureau STEMRA, Marius Bauerstr. 30, Amsterdam 17. Tel: (020) 156822.
Bureau voor Muziek-Auteursrecht (BUMA), Marius Bauerstr. 30, Amsterdam 17.

PRESSING PLANTS

C N R Rec. Co., Postbox 420, Leiden. Tel: (01710) 44244.
Fugram Phonographic Industry, Noorderduinweg 54, Zandvoort.
Interphono Industrie N.V., Kruisstr. 8-10, Haarlem. Tel: (023) 319250. Telex. 41051.
Plant: Nijverheidsweg 34, Haarlem.
Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.

PRINTING PLANT

Arprint, Stephensonstr. 44, Haarlem.

PROMOTION & PUBLICITY

Europhoto, PO Box 1410, Ookmeeweg 232, Amsterdam. Tel: (020) 63562. Mng. Dir.: Emanuel Damsteeg.
Fonorama, PO Box 26, Amersfoort. Tel: (03490) 18745. Pres.: Frits Versteeg.
Pop-Telescoop, PO Bx 2100, Amsterdam. Tel: (020) 63552. Editor: Emanuel Damsteeg; Rec'g Editor: Peter Rensen.
Radio Paramaribo (Commercial), PO Box 3524, Amsterdam. DJ: Peter King.
Red Bullet Prod'ns, De Rijklaan 1, Hilversum. Tel: 02150-40759. Cable: REDBULLET. Gen. Mgr.: Fred C. Haayen; Publ'g Dir.: Willem J. van Kooten; Press & Pub. Mgr.: Jerry Voisin.
Show-Business, PO Box 2100, Amsterdam. Tel: (020) 63562.
Show-Unie, Damrak 19-22, Amsterdam. Tel: (020) 63562. Dirs.: Emanuel Damsteeg & Peter Rensen.

RECORDING STUDIOS

Bovema, Bleekersvaartweg 45, Heemstede.
Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.
Studio Sound-Push, Huizerweg 13, Blaricum. Tel: 02153-6050.

● musical instruments

MANUFACTURERS

Apollo N.V., PO Box 51, Wormerveer. Tel: (02980) 82613.
Product: Flutes.
Rippen N.V., Schoklandstr., Hoogeveen. Tel: (05280) 5434.
Product: Pianos.

IMPORTERS & DISTRIBUTORS

G. L. Adams, Biest 15, Weert. Tel: (04950) 2158.
Handles: Flutes, saxophones, trumpets, clarinets.
Christoph & Co., Oude Gracht 58-60, Utrecht. Tel: (030) 22330.
Handles: Flutes (Joh. Adler).
J. Domp N.V., Anth. van Dieckstr. 100, Amsterdam. Tel: (020) 714003.
Handles: Pianos (Zimmerman, Ritterhaus), clavecimbels, spinets (Lindholm, concert-pianos (Bluetheuer)).
N.V. Electricalarm, Huidenstr. 26, Amsterdam. Tel: (020) 232674.
Handles: Electronic drums (Rhythm Ace), organs (combo & portable).
A. Harder N.V., Utrecht.
Handles: Drums (Yamaha).
A. B. Muelink, van Musschenbroekstr. 70, Den Haag. Tel: (070) 181513.
Handles: Guitars (Oskar Teller, Perl-Gold).
Gebr. Muller, Raadhuisstr. 43, Amsterdam. Tel: (020) 248592.
Handles: Flutes, clarinets, trumpets, drums (Ludwig).
Gebr. Serlui, Achtergracht 10-14, Amsterdam. Tel: (020) 236057.
Handles: Flutes (Mollenhauer).
N. V. Timmermans, Bilderdijkstr. 136, Amsterdam. Tel: (020) 85449.
Handles: Drums (Pearl, Olympic), organs (Vox), electronic accordions (Vox, Accordiola, Charron Freres, Crosio).
J. van Urk, Westersingel 42-46, Rotterdam 3. Tel: (010) 135025.
Handles: Pianos, organs (combo & portable).
A. J. de Vreng & Zns., Nieuwendijk 124, Amsterdam. Tel: (020) 245774, 248570.
Handles: Electronic accordions (Transicord), portable organs (Farfisa).
Weerts Import & Export, Singel 488, Amsterdam. Tel: (020) 231520.
Handles: Drums (Premier).
Van Wouw N.V., Molenpad 15-17, Amsterdam. Tel: (020) 235153.
Handles: Guitars (Hoefner).

● phonograph manufacturer

Philips Nederland N.V., Eindhoven. Tel: (040) 60000.

NETHERLANDS ANTILLES

POPULATION: 216,355.

PER CAPITA INCOME: \$985.

RATE OF EXCHANGE: \$1 (US) = 1.905 Curacao Guilders (NAF).

RADIO STATIONS: 11 commercial stations (4 are AM).

Type of programming: On an average, 64 hours hours per week classical music programming and 365 hours per week popular music programming.

No. of radios: 110,000.

TV STATIONS: 2 government channels.

Type of programming: serials & live programs.

No. of TV sets: 30,000.

HOLIDAYS: Jan. 1, Good Friday, Easter Monday, Queen's Birthday (April 30), Labor Day, Ascension Day, Whit Monday, Constitution Day (December 15), Christmas (December 25 & 26).

RECORDS:

Records imported from USA (factory value): 1968—\$114,180. 1967—Curacao \$67,192; Aruba \$17,848.

Records imported from countries other than USA (factory value); 1967—Curacao \$78,215; Aruba \$9,448.

Average retail price per record: LP's—\$5.35; EP's—\$1.62; Singles—\$1.13.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer.

Type of promotion: Radio stations promote mostly popular music, with some special programs promoting classical music.

TAPE:

Market: Increasing.

Pre-recorded tapes imported from USA (factory value): 1967—Curacao \$46,194; Aruba \$8,399.

Pre-recorded tapes imported from countries other than USA (factory value): 1967—Curacao \$19,948; Aruba \$3,150.

Average retail price per tape: 4- & 8-track cartridge—\$6.95; Cassette: \$5.95; Open reel—\$5.95 to \$7.95.

● importers

Acme Store, B.v.d. Veen Zeppenfeldstr. St. Nicolaas, PO Box 146, Aruba. Imported by Jose S. Trappenberg.

Imports: records & tapes.

All Electric Sales & Services, B.v.d. Veen Zeppenfeldstr. 19, St. Nicolaas, PO Box 210; Nassaustr. 73-A, Oranjestad, Aruba. Imported by: George Britton.

Bang Bang Record Shop, Rodgerstr. 6, St. Nicolaas, Aruba. Imported by: Ronald N. Croes.

La Bonaza, Breedestr. 10 & 33-35, Curacao. Imported by: A. R. Capello & A.A. Capello.

Discolandia Cuales N.V., Pietermaai 15, PO Box 738, Curacao. Owner & Mgr.: T. S. Cuales.

Imports: records & tapes.

Discoteca Brion, Brionplein 26, Willemstad, Curacao. Imported by R. E. Yrausquin & Co.

Imports: records & tapes.

Edon Sales, Wolkstr. 12-14, PO 600, Curacao. (Also jukebox operators & dealers).

La Ganga, Prinsenstr. 86, Curacao. Imported by: J. W. Sprockel.

La Gitana, Hendrikplein 11, Curacao. Imported by: G. R. E. Sprockel.

Marconiphone Radio Sales & Services, Van Slobbestr. 9, St. Nicolaas, Aruba. Imported by: Alfred Vieira.

Imports: records & tapes.

Marvella, Wolkstr. 12-14, Curacao.

Music, Sport & Gift Shop, B.v.d. Veen Zeppenfeldstr. 71, St. Nicolaas, Klipstr. 13-A, Oranjestad, Aruba. Imported by George H. Dongen.

Nandwani's B.v.d. Veen Zeppenfeldstr. 64, PO Box 79, St. Nicolaas, Aruba. Imported by: T. N. Nandwani.

Roger Sales, Nassaustr. 7B, Oranjestad, PO Box 254, Aruba. Imported by: H. Christina.

Boekhandel Salas, Wilhelmplein, PO Box 44, Curacao. Imported by: Obam E. Salas.

Tik Tak, Middenstr. 8, Curacao. Imported by: Angel Job.

Union Store, B.v.d. Veen Zeppenfeldstr. 81, PO Box 54, St. Nicolaas, Aruba. Imported by: Wed. A. G. Welfenzao.

NEW ZEALAND

POPULATION: 2,776,265.

PER CAPITA INCOME: \$2,176.

RATE OF EXCHANGE: \$1 (US) = \$0.87 (New Zealand dollars).

NO. OF HOMES WITH RECORD PLAYERS: 483,000.

HOLIDAYS: Jan. 1 (New Year), Good Friday, Easter Monday, Apr. 25 (Anzac Day), June 2 (Queen's Birthday), Oct. 27 (Labour Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

RADIO STATIONS: 1 commercial, 47 government.

Type of programming: 70% music of which 10% is live. The New Zealand Broadcasting Corp. (NZBC)—a financially self-supporting statutory body controlling both sound and television broadcasting in New Zealand—is one of the largest advertising bodies in New Zealand and, like any other large trading organization, pays income tax on its commercial activities. The NZBC operates throughout the country 47 medium-wave stations which broadcast commercial, semi-commercial and non-commercial programs. There is only one privately owned station in New Zealand and this is subsidized by the Corporation. The Corporation's two short-wave transmitters broadcast non-commercial programs to the Pacific Islands, the Ross Dependency and Australia. One pirate radio station has been set up at Hauraki and is undergoing difficulties. Recently established by legislation is a controlling body, Broadcasting Licensing Authority. Function is to guide development of radio transmission to balance commercial & government interests.

NO. OF RADIOS: 1,970,904. Radio-TV licenses combined 656,968 radios, 1967-68.

TV STATIONS: 4 NZBC, no commercial.

Type of programming: 20% local shows; 45% shows purchased from United Kingdom; 35% shows purchased from USA. The NZBC operates four main television stations—at Auckland (AKTV-2), Wellington (WNTV-1), Christchurch (CHTV-3) and Dunedin (DNTV-2). Each broadcasts for a total of 65 hours a week, during the evenings and on Saturday and Sunday afternoons. There are no privately owned television stations in New Zealand. The Corporation is the sole purchasing authority of television programs and there are no program contractors involved in the commercial transmissions. It also runs 12 television repeater stations which relay the programs of the nearest main station to viewers in regions farther afield. Several more repeaters are planned as part of the NZBC's plan to develop television coverage over the whole country. Viewers in 18 regions so far not covered by NZBC transmitting equipment are served by smaller transmitters owned and operated by private societies under license from and subsidized by the Corporation.

No. of TV sets: 607,815.

RECORDS: (figures represent US currency).

Records manufactured for domestic & export sale: LP's 1968—1,699,809 units, \$5,323,801. Singles 1968—1,690,399 units, \$1,186,660.

Records sold domestically: LP's 1968—1,578,577 units, \$4,944,103; 1967—1,483,000 units, \$5,344,410. Singles 1968—1,690,399 units, \$1,186,660; 1967—1,833,000 units, \$1,403,650.

Records imported from USA (CIF): 1968—\$18,839; 1967—\$26,325.

Records imported from countries other than USA (CIF): 1968—6,500 units, \$25,447; 1967—50,711 units, \$50,970.

Records exported to USA (FOB): 1968—2,769 units, \$2,462; 1967—1,349 units, \$2,495.

Records exported to countries other than USA: 1968—21,000 units, (factory value) \$61,752; (retail value) \$100,485. 1967—18,000 units, (factory value) \$52,930; (retail value) \$86,130.

Average retail price per record: LP's—\$3.13; Singles—\$0.78.

Stereo sales: 50% of total.

Record club sales: 25% of total.

Discounting: Rare but increasing.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system predominates, though record clubs have a stable share of the market. Discounting has made small inroads and industry sources indicate that this will rapidly grow to market tolerance.

Type of promotion: Principal promotion strategy is aimed through disc jockeys who conduct sponsored commercial programs with a minimum of control through government-owned stations. Station leases to private companies and establishment of private transmitters are under negotiation between private enterprise and the Broadcasting Licensing Authority.

Juke boxes: 549.

TAPE:

Market: Import restrictions make it desirable that companies concentrate on high sale lines in their use of overseas funds. As a result little or no interest has been shown in taped pre-recorded music. Philips allocates a minimum of funds for the import of musicassettes for tourists who have brought recorders into the country. All tapes are imported and there are an estimated 150,000 open reel recorders in the country.

Pre-recorded tapes imported from countries other than USA: 1968—\$3,045.

Average retail price per tape: Cassette—\$4.78.

IMPORT/EXPORT REGULATIONS: All records sold in New Zealand irrespective of origin bear sales tax; sales tax is levied at 20% of wholesale (distributor) value. Gramophone records, magnetic recordings of sound or other phenomena,

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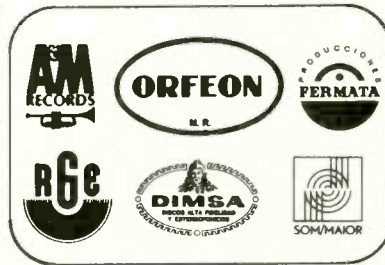
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matrices for production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips, and like articles of a kind commonly used for magnetic recording, blank tapes and recorded discs, are all subject to import licensing. Master recordings & master tapes may be imported free of license on declaration that they are part of the manufacturing process. Records are included in the New Zealand-Australian Free Trade Agreement. Licenses for the 1967-1968 licensing period are based on 80% for 1966 of licenses issued. Import licenses issued for 1964 amounted to \$20,456 N.Z. Import duty is charged on the basis of current domestic value. No duty is incurred under the British Preferential Tariff; a duty of 20% is applied to the import from countries entitled to M.F.N. (most favored nation) treatment, while imports from other sources incur a duty of 30%.

John P. Monaghan

● **record manufacturers**

Academy of Dancing (see Salem).
Action, PO Box 2144, Christchurch. Tel: 41.212.
Cable: HITSOUND. Mng. & Int'l Dir.: Paul M. Marks; Import-Export: Gavin Millard; Promo.: A. Brittenden.
Labels: (owned) Action, Fusion, Mecca; (distributed) Kiwi.
Apollo (see Houghton Hughes Ent.).
Audio Fidelity, PO Box 2144, Christchurch. Tel: 41.212. Cable: HITSOUND. Mng. Dir.: Paul M. Marks; Export: Gavin Millard; Promo.: A. Brittenden.
Int'l firms represented: Audio Fidelity, Happening, Truth, Karate (all USA).
Carinia (see Salem).
Festival, PO Box 1170, Auckland. Tel: 33885. Sales: Ray Porter.
Int'l firms represented: A&M, Abnak, Accent, Acta, Alston, Amanda, Ascot, Atco, Atlantic, Aurora, BBC Radio, Bakersfield Int'l, Bethlehem, Britania, Blue, Blue Note, Brunswick, Canadian Music, Carla, Chancellor, Coral, Cotillion, Decca, Dial, Dollie, Dolphin, Dolton, Dot, Double Shot, Dunwich, Elite Special, Emerald, Enterprise, Era, Eurovox, Fame, Federal, Festival, Focus, GNP Crescendo, Imperial, In-Sound, Island, Jab, Jetstar, Jewel, Karen, Kimberley, King, LHI, Lantern, Laurie, Leedon, Liberty, Magic Touch, Metromedia, Minaret, Minit, Mr. G, Mojo, Monument, Movietone, Murco, Ode, Orfeon, Page One, Paula, Peanut Country, Planet, Plan-

tation, President, Project 3, Providence, Rack, Ranwood, Rising Sons, Ronn, Rust, SGC, SSS Int'l, Scepter, Shaftesbury, Music, Sir-rah, Sockio, Solid State, Soul City, Sound City, South Camp, Sparton, Spectrum, Spin, Stax, Steed, Sunset, Sunshine, T&L, Talespinners, Tambourine, Tarantula, Target, Thomas, Tip Top, 20th Century-Fox, Uni, United Artists, Veep, Velvet Sound, Viva, Vocalion, Vogue, Volt, Vortex, Wallis Original, Wand, Whiz, World Pacific.

Fusion (see Action).

Green & Hall, Taia Hall, Bay Rd., Wellington E.3.
H M V, PO Box 296, 162-172 Wakefield St., Wellington C.I. Tel: 553-749. Cable: GRAMOPHONE.
Mgr.: A. J. Wyness; Sales: Graham B. Feasey; Prod. Mgr.: Nigel Wilkinson.

Int'l firms represented: ABC, Ace of Clubs, Ace of Diamonds, Amos, Angel, Apple, Beacon, Big Top, Bluesway, Bovema, Brookmount, Buena Vista, Chapter 1, Chariot, Checker, Command, Crazy Horse, Delyse, Disneyland, Dunhill, Electrola, Elf, Ember, Emerald, Encore, Fat Fish, Flashback, Galaxy, Goldwax, Good Time Jazz, Grand Award, Harvest, Horizon, Hot Biscuit, Hot Line, Impulse, Jed, Loma, London, Luv, Mainstream, Melodiya/Angel, Mona Lee, Nashville, New Voice, Odeon, Our, Pacemaker, Palette, Pathe-Marconi, Phoenix, Pompeii, Prestige, Probe, Pyramid, Regal, Regal-Zonophone, Reprise, Rex, Sansu, Sidewalk, Sire, Sphere Sound, Sport, Starday, Stateside, Sunburst, Taurus, Timmy, Tou-sea, Twin Stacks, Vault, Vocalion, Warner Bros.-Seven Arts, Waverley, White Whale.

Houghton Hughes Ents., PO Box 1728, 330 Wilson's Rd., Christchurch. Tel: 30-187. Gen. Mgr.: H. Hughes; Sales: Miss S. Atkinson.

Labels: (owned) Master, Spotlight; (distributed) Apollo, Kiwi, Mark, Robbins, Sailor-Boy, Supreme, Word.

Int'l firms represented: Spotlight (Australia), W&G (Australia), Zel (UK).

Impact (see Pye).

Joe Brown (see Manufacturers Dists.).
Kiwi Recs., PO Box 6002, Te Aro, Wellington. Tel: 58849. Contact: A. A. Tony Vercoe (distributed by Action & Houghton Hughes Ents.).

Label: Kiwi
Int'l firms represented: Hibiscus, Folkways (USA), Pathe-Marconi (France), Bach Rec'gs (UK), MK (USSR).

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

Labels: Mark (distributed by Houghton Hughes Ents.), Minex, Tala.

Int'l firms represented: Singspiration, Zondervan.

EN LIMA, PERU.



UNA ORGANIZACION DISQUERA COMPLETA:

**GRABACION • GALVANO • IMPRENTA
OFFSET • PRENSAJE • DISTRIBUCION**

CINTAS ESTEREOFONICAS Y DISCOS



PRENSAMOS Y DISTRIBUIMOS:

**ODEON - CAPITOL - REPRISSE - MUSART
LONDON - SEECO - WARNER BROS**

INDUSTRIAS ELECTRICAS Y MUSICALES PERUANAS S.A.

PROL. GUILLERMO DANSEY 1247 - TELFS. 36494 - 39139 CABLES IEMPSA - LIMA-PERU

Manufacturers Dist., PO Box 1488, 77 Ferry Rd., Christchurch. Tel: 65244. Cable: MANDISCO. Mgr.: Austin Hadler.

Branches: PO Box 8753, Auckland. Tel: 16.123 —PO Box 3517, Wellington. Tel: 57250. Labels: (distributed) Joe Brown, Viking. Int'l firms represented: Blue Note, CBS, Crown, Diplomat, ERW, Ember, Fontana, Kapp, King, Kingsway, Mercury, Octagon, Peak, Peter Pan, Philips, Polydor, Riverside, Robbins, Spin-O-Rama, Word.

Mark (see Levin Rec'g Studios Hoghton Hughes Ents. Master (see Hoghton Hughes). Mecca (see Action).

Minex (see Levin Rec'g Studios). Ode Rec'g Co. Ltd., PO Box 9314, Wellington. Tel: 766-485. Dir.: Mr. Dalley.

Peak, Box 1757, 76 Chester St., Christchurch. Tel: 65-982. Cable: HITDISC. Mng. Dir.: Jack Urrwin; Promo. Mgr.: Jacqueline Clegg. Label: Peak.

This company represents: Artone (Holland), Bellaire (USA), Centaur (USA), Circa (USA), Claridge (USA), Columbia (USA), Delta (USA), Don Ray (USA), Downey (USA), Durium (Italy), Ember (England), Epic (USA), Ford (USA), GTA (Italy), Joda (USA), Kent (USA), King (USA), Lee Magid (USA), Modern (USA), North Lake Prod'ns (USA), CBS/Oriole (England), Okeh (USA), Prestige (USA), Prima Magnagroove (USA), Saga (USA), So Deska (USA), Turicaphon (Switzerland).

Philips, PO Box 3517, Philips House, 181-195 Wakefield St., Wellington C.3. Tel: 59859. Cable: ARGENTA. Gen. Mgr.: W. Morton; Sales Mgr.: J. McCready; A&R Pop: Robin Robinson; Classical A&R: Chris Thompson; Sales Promo.: Leonie Hinde.

Int'l firms represented: Buddah (USA), CBS (USA), Caedmon (USA), Coronet (USA), DGG (Germany), Fontana (Netherlands), Harmonia Mundi (UK), Kama Sutra (USA), Limelight (USA), MGM (USA), Mercury (USA), L'Oiseau Lyre (France), Musicor (USA), Philips (Netherlands), Polydor (Germany), Riverside (USA), Smash (USA), Tetragrammaton (USA), Vanguard (USA), Verve (USA), Wing (USA), Zodiac (USA).

Plastics Inds. (Auckland), 72 Surrey Crescent, Auckland.

Pye, PO Box 2839, Auckland. Tel: 21.949. Gen. Mgr.: Robert Spencer; A&R: Fred Noad. Labels: Impact, Pye.

This company represents: Goldengroove, Marble Arch, Phreadd, Pye. (All UK).

Radio Corp. of New Zealand, PO Box 3044, Auckland. Tel: 59.679. Branch: PO Box 23, Paeroa, Auckland. This company represents: RCA (USA), RCA Camden (USA).

Robbins (see Hoghton Hughes Ents.).

Sailor-Boy (see Hoghton Hughes Ents.).

Salem, 96 Courte, Wellington. Tel: 552-650. Cable: SALEMCO. Dirs.: Peter Cairthness, Dennis Bailey. Labels: Academy of Dancing, Carinia, Salem.

Int'l firm represented: Telefunken (Germany).

Spotlight (see Hoghton Hughes).

Supreme (see Hoghton Hughes).

Tala (see Levin Rec'g Studios).

Viking/La Gloria, PO Box 1431, Wellington. Tel: 59759. Cable: VIKING. Mng. Dir.: Murdock Riley.

Label: Viking (distributed by Manufacturers Dist.).

This company represents: Backbeat (USA), Criterion (USA), Checker (USA), Delmark (UK), Dominion (Canada), Duke (USA), Elektra (USA), Meazzi (Italy), Palette (Belgium), Peacock (USA), Quality (Canada), CN Rood (Holland), Roulette (USA), Tahiti (Tahiti).

Int'l reps.: Australia (Viking), Canada (Quality), United Kingdom (EMI), France (EMI), South Africa (Troubador).

Word (see Hoghton Hughes).

INDEPENDENT RECORD PRODUCERS

Action, PO Box 2144, Christchurch. Tel: 41.212. Prod'r: Phil Cohen.

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

Maverick Ents. New Zealand, Box 1837, Auckland.

Exec. Prod'r: Antonio Santa Maria-Fernandez; Ass't Prod'rs: John Bridson & Eldon H. Hatfield.

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Box 656, 12 Security Bldg., 198 Queen St., Auckland C.1. Tel: 23-851. Cable: SOUTHMUSIC.

Mgr.: Warwick Ranson. Home office: USA.

Int'l firm represented: Sam Fox (USA).

● record wholesalers

RECORD DISTRIBUTORS

Allied Int'l, PO Box 3043, Auckland, C.1. Tel: 21.949. Cable: GROOVE. Contact: Mr. Puiham.

This company distributes: Ply, RCA.

Astor Rec. T.V. Studios, Grafton Rd., Auckland.

Delta Trading Co., PO Box 6022, Wellington. Tel: 554-717. Cable: PICKUP. Contact: P. Gorter.

Labels: DGG, Archive, Heliodor, Supraphon, Argo, Jupiter, Tetragrammaton.

Record Dist'g Co. of New Zealand, PO Box 86, 377 Oxford St., Levin. Dir.: W. L. Clark.

Labels: Mark, Minex, Tala, Singspiration, Zondervan.

A.H. & A.W. Reed, PO Box 6002, Te Aro, Wellington. Tel: 58849. Contact: A. A. (Tony) Vercoe.

Sacred, PO Box 275, Levin. Tel: 1423. Cable: SACORDS. Contact: Mr. Harris.

Stebbing, 7 Saratoga Ave., Herne Bay, Auckland, W.1. Tel: 12.426. Contact: E. C. Stebbing.

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MUSIC LICENSING ORGANIZATIONS

Attorneys & Trustees for Composers & Authors & Publishers of Music.

Australian Performing Rights Ass'n Ltd., Conference Chambers, Corner Wakefield & Farish Sts., Wellington.

Phonographic Performances, PO Box 2885, Wellington.

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NIGERIA

POPULATION: 57,500,000.

RATE OF EXCHANGE: \$1 (US)=0.3571 pounds.

NO. OF RADIOS: 600,000.

NO. OF TV SETS: 30,000.

RECORDS IMPORTED FROM USA (CIF): 1967-

continued

HOLIDAYS: Jan. 1, July 1 (Birth of Prophet), Oct. 1 (Independence Day), Dec. 26 (Boxing Day), Traditional Moslem and Christian holidays.

● **record manufacturers**

E M I (Nigeria) Ltd., PO Box 417, 7 Wharf Rd., Apapa. Tel: 45164. Cable: EMINIG LAGOS. Mng. Dir.: P. S. Homewood; Sales Dir.: M. S. Wells.
Labels: HMV, Parlophone, Columbia, Capitol, Stateside, Regal.
Int'l labels represented: Bell, CBS, Command, Dot, Dunhill, Happy Time, Immediate, Impulse, Melodisc, Pama, Pickwick, President, Stax, Tamla-Motown.
 Philips (West African) Recs. Ltd., PO Box 2997, 6 Ijora Causeway, Lagos. Tel.: 45414. Cable: PHILREC. Mng. Dir.: A. van Leeuwen.
Labels: Philips, Fontana, Pye, Badejo, Niger-Phone.
 This company represents: All Philips, DGG, Mercury & Pye labels available to Nigeria.

NICARAGUA

POPULATION: 1,800,000.
PER CAPITA INCOME: \$333.
RATE OF EXCHANGE: \$1 (US)=7 cordobas.
RADIO STATIONS: 26 commercial, 1 government. Type of programming: one station only broadcasts classical music; all others broadcast pop music, 95% recorded. No. of radios: 100,000.
TV STATIONS: 5 commercial channels. Type of programming: about 2% live; remainder canned feature fare from USA & Mexico. No. of TV sets: 16,000.
HOLIDAYS: Jan. 1, Holy Thursday, Good Friday, May 1, Sept. 14 & 15, Oct. 12, Dec. 25.
RECORDS:
Records imported from USA (CIF): 1968—\$22,761; 1967—\$26,266.
Records imported from countries other than USA: (factory value CIF) 1967—38,814 kilos, \$304,063 (down 25.15% from 1966); 1966—54,317 kilos, \$406,253.
Records exported to USA: (factory value FOB) 1967—93 kilos, \$764; 1966—none.
Records exported to countries other than USA: (factory value FOB) 1967—23,806 kilos, \$191,480 (up 69.04% from 1966); 1966—8,496 kilos, \$59,277.
Average retail price per record: LP's—\$10.43 (stereo imported), \$7.86 (mono imported); EP's—\$4.86 (mono & stereo imported); Singles—\$1.14.
Record club sales: None.
Type of distribution: Manufacturer- or importer-to-retailer.
Discounting: Rare.
Type of promotion: Little done, all by manufacturer or importer.
IMPORT/EXPORT REGULATIONS: No regulation other than duty, which is \$1.50 per kilo gross weight plus 40% ad valorem.

● **record manufacturers**

Discos S.A., KM 5 1/2 Carretera Norte, Apdo. 2571, Managua. Tel: 2-4924. Cable: DISCOSA. Mng. Dir.: Carlos Alvarado; Promo.: Alejandro Lugo. Labels: Holiday, Discosa, Del Campo, Discos Nacionales.
Int'l labels represented: Crescendo, Pickwick, Zafiro-Novola, Cisne, Alegria, Audio Mex, Microfon, Dorado.
 Discos Murra, Apdo. 2503, 6a Av. N. 702, Managua, DN. Cable: MURRADIS. Gen. Mgr., Pub. & Adv.: Juan J. Mourra; Promo.: Donal Muniz.
 I N D I C A (Industria de Discos Centroamericana), 4a Ave. N.E. No. 401, Managua. Tel: 59-73. Rep.: Gabriel Munoz.
 Sonido Industrial SA, Edif. Robela 2, Apdo. 2751, Managua. Mgr.: Luis H. Pallais de Bayle. Int'l label represented: ABC.

INDEPENDENT RECORD PRODUCER

Discos Murra, Apdo. 2503, 6a Av. No. 702, Managua, DN. Cable: MURRADIS. Gen. Mgr., Pub. & Adv.: Juan J. Mourra; Promo.: Donal Muniz.

● **music publisher**

Edimourra Ed. Musical, Apdo. 2503, 6a Av. No. 702, Managua, D.N. Cable: MURRADIS. Gen. Mgr.: Juan J. Mourra.

● **importers & exporters**

Elias Argenal, Apto. 555, Managua.
 Discolandia, Ave. Roosevelt 110, Apto. 24, Managua. Tel: 3596 & 71530. Contact: Edmund Tefel.
 Discos S.A. Apto. 2571, Managua, D. N. Tel: 2-4924. Cable: DISCOSA.

Discoteca Universal, Calle 15 de Sept. 301, Managua. Contact: Jaime Argenal.
 Miguel G. Hernandez, 5a Calle S.E. 504, Managua. Tel: 2038.
 Solorzano, Villa Pereira Comercial, Apto. 481, Managua. Tel: 3501/2/3. Mgr.: Enrique Vanegas.

NORWAY

POPULATION: 3,900,000.
PER CAPITA INCOME: \$2,200.
RATE OF EXCHANGE: \$1 (US)=7.15 Norwegian Kroner.
NO. OF HOMES WITH RECORD PLAYERS: 543,000.
RADIO STATIONS: 1 government FM station with varied programming.
TV STATIONS: 1 government channel with 6-7 hours/day varied programming.
HOLIDAYS: Jan. 1, Easter (Holy Thursday to Easter Monday), May 1, May 17, Ascension day, Whitsuntide (Saturday to Monday), Dec. 25, 26.
RECORDS:
Records sold domestically: LP's 1968—908,000 units, \$3,496,000; 1967—680,000 units, \$2,950,000. EP's 1968—86,000 units; \$157,000; 1967—152,000 units, \$293,000. Singles 1968—1,820,000 units, \$2,000,000; 1967—2,000,000 units, \$2,139,000.
Records imported from USA (CIF): 1968—\$295,385; 1967—\$149,957.
Records exported to USA (FOB): 1967—83 units, \$2,396.
Average retail price per record: LP's—\$4.48; EP's—\$2.10; Singles—\$1.18.
Stereo sales: 60% of total (100% of LP sales).
Record club sales: None.
Discounting: Never.
Type of distribution: Manufacturer-to-retailer. No rack jobbing or one-stop operations.
Type of promotion: The Norwegian market is dominated by Anglo-American & Swedish records, launched through Radio Luxembourg and Swedish Melody radio, and increasingly through domestic TV and radio. Newspapers and magazines willingly promote domestic production.
Juke boxes: 1,400.
TAPE:
Market: All tapes are imported. Cassettes dominated the market during the last half of 1967 and the first half of 1968 with sales of 10,000. During 1968, 8-track cartridges took the lead due to the popularity of tapes in cars. Recent sales figures have fallen because of a popular exchange system—75c plus an old tape gets a new tape. The relative success of cartridges is due in part to poor radio reception. Those who wish music while traveling must rely on tapes.
Pre-recorded tapes imported from USA: (factory value) 1968—40,000 units, \$115,000.
Pre-recorded tapes imported from countries other than USA: (factory value) 1968—35,000 units, \$110,000.
Average retail price per tape: 8-track cartridge—\$8.25-\$9.00; cassette—\$6.25.
IMPORT/EXPORT REGULATIONS: 10 cents per pound from non-EFTA countries.

Espen Eriksen

● **record manufacturers**

Aksent (see Kare Korneliusen).
 Ansgar, Mollergaten 26, Oslo 1. Tel: 420747. Dir.: T. Torgussen.
 Artimpex, Vibesgate 10, PO Box 5308 Maj. Oslo 3. Tel: 46 85 07. Cable: ARTIMPEx. Dir.: N.E. Larsgaard.
Int'l labels represented: Da Camera (West Germany), Supraphon (Czechoslovakia).
 Barneplaten (see Norsk Grammofon).
 Arne Bendiksen A/S, Osterdalsgate 1, Oslo 6. Tel: 67 67 90. Cable: BENDIKMUSIC. Dir.: Arne Bendiksen; Sec'y Frances Hasle; A&R: Tone Sandlie Nilsen; Promo. & Sales: Halvard Kvale; Rec'g Studio Dir.: Jan Erik Kongshaug; Tape Div.: Ola A. Sorli.
Labels: (owned) Forum, Flora, Flower, Triola, Sonet; (distributed) Manu, Nor-Artist.
Int'l labels represented: Amigo (Sweden), Argo (USA), Allegro (USA), Artone, Bel Air (France), CBS (USA), Cadet (USA), Chess (USA), Crescendo (USA), Colpix (USA), Cornet (Germany), Dimension, Durium (Italy), Elite Special (West Germany), Epic (USA), Europa (West Germany), Funckler (Netherlands), Gazell (Sweden), Hickory (USA), Island (UK), Joy (UK), Knappucc (Sweden), MK (USSR), Major Minor (UK), MPS (West Germany), Megafon (Sweden), Musidisc (France), Okeh (USA), Omega, Palette (Belgium & USA), Prima (USA), Project 3 (USA), Reprise (USA), Ri-Fi (Italy), RIC, Rivera (France), Roulette (USA), Sabs (West Germany), Sonet (Denmark, Sweden & USA), Speciality (Denmark), Storyville (Denmark), Sue (USA), Super Majestic (France), Symbol (West Germany), Tempo (West Germany), Transatlantic (UK), Triola (Denmark & Sweden), Turnabout (France), Vanguard (USA), Vogue (France & West Germany), Vox (France), Warner Bros.-Seven Arts (USA).
Tape: CBS, Epic, Reprise, Scepter, Triola, Warner-Bros.-Seven Arts. (SEE ADVERTISEMENT)

Camp (see Nor-Disc).
 Continental Music Prod'n, Youngsgaten 1, Oslo 1. Tel: 20 92 75. Gen. Mgr.: Barry Matheson; Sec'y: Unni Weng; A&R & Promo.: Leif Memmingsen & Johnny Saresussen.
Labels: Continental, Studio 11. (Distributed by Nor-Disc).
Tape: cartridge 8-track, cassette.
 E M I Norsk A/A, Postboks 42, Korsvoll, 33 Frysjaveien, Oslo B. Tel: 23 14 88. Cable: EMI-GRAM. Mng. Dir.: John Bush; Gen. Mgr.: Hans Ro A&R Mgr.: Rolf Syversen; Sales Mgr.: Rolf Ruud.
Int'l firms represented: ABC Group (USA), Apple (UK), Artists Films Inc., Apache (USA), Allen/Asher & Assocs. (USA), Arlin (USA), Bell Group (USA), Canusa (USA), Capitol Group (USA), Caracol, Celtic Rec'g Prod'ns (USA), Codiscos (Colombia), Courtney (USA), Dot Group (USA), Disney Prod'ns (USA), Dellwood (USA), Downey (USA), Voix de l'Islam, Dunhill Group (USA), Dyna Products Inc. (USA), Ember Int'l, EMI Group (UK), G-Clef (USA), Golden Recs., Immediate (USA), Jay-Gee Group (USA), Jugoton (Yugoslavia), Kanwic (USA), Liberty/UA Group (USA), Lucky Eleven (USA), Motown Group (USA), MCA Group (USA), Musa Ents. Ents. (USA), Music Note Group (USA), Melic (USA), Nashboro Group (USA), Palestine Orient Co., Panther (USA), President (UK), Pickwick Int'l, Platina, Rendesvouz (USA), Shelby Singleton Group (USA), Sage & Sand (USA), Stax Group (USA), Sun Pacific, Svensk-American (Sweden), Transatlantic (USA), Tuba (USA), Toshiba (Japan), United Rec. Co. (USA), Ultimate Sound (USA), Virtue Rec'g Studios (USA), Westminster, Wedge (USA).
Tape: Columbia, Dot, Electrola, HMV, Liberty, Motown Odeon, Parlophone, Tamla.
 Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo. Tel: 33 69 95. Cable: TROLLMUSIC. Dir.: Jorg-Fr. Ellertsen.
Labels: Kristne Toner, Troll. (distributed by Nera).
 Emanuel (see Manu).
 Eventyrplaten (see Norsk Grammofon).
 Filadelfia, St. Olavsgate 24, Oslo 1. Tel: 336127. Top Exec.: M. Rudd.
 Flora (see Arne Bendiksen).
 Flower (see Arne Bendiksen).
 Fontana (see Norsk Phonogram).
 Fontana Special (see Norsk Phonogram).
 Forum (see Arne Bendiksen).
 Grandioso (see Norsk Phonogram).
 Harmoni (see Norsk Grammofon).
 Carl M. Iversen, Youngsgaten 1, Oslo 1. Tel: 20 92 75. Cable: PLANOREFLEX. Gen. Mgr.: John Poole; A&R & Pub.: Rolf Syversen; Sales: Rolf Rudd.
Int'l labels represented: Avenue (UK), Imperial (Germany).
 Kare Korneliusen, Mjondalen. Tel: 84 87 22. Pres., A&R, & Sales: Kare Korneliusen.
Label: Aksent.
 Kristne Toner (see Jorg-Fr. Ellertsen).
 Manu, Tollbodgaten 12, Oslo 1. Tel: 427212. Top Exec.: Per Gunnar Jensen. (distributed by Arne Bendiksen).
Labels: Manu, Emanuel (religious).
 Mercury (see Norsk Phonogram).
 Musica (see Nera).
 Nera, Pilestradet 75 C, Oslo 3. Tel: 46 19 50. Cable: MUSICA. Dir.: E. Meyer; A&R Mgr.: J. Johansen; Sales Mgr.: A. Tegmeier; Pub., Adv. & Ass't A&R Mgr.: A. Sigvaldsen; Promo.: I. Thorstensen.
Branch: Birger Gjestland, PO Box 219, Bergen. Contact: Ingv. Borhaug.
Labels: (owned) Musica; (dist'd) Troll.
Tape: RCA, Telefunken.
This company represents: Cupol, HB Artist-produktion (Sweden), Monument, Olga, RCA, RCA Camden, Telefunken.
Int'l reps.: all RCA licenses.
 Nor-Artist (see Arne Bendiksen).
 Nor-Disc A/S, Rosenborggt. 19, Oslo 3. Tel: 46 39 52. Telex 8521. Cable: ASNORDISC. Mng. Dir.: Totto Johannessen; Pop A&R: Rita Westby; Classical A&R & Sales/Mktg.: Sverre Dahl; Pub., Adv. & Promo.: Kari Neegaard; Tape: Rolf Ussler; Int'l: Odd Loken.
Labels: (owned) Nor-Disc; (distributed) Camp, Continental, Studio 11.
Int'l labels represented: A&M (USA), Ace of Clubs (United Kingdom), Ace of Diamonds (United Kingdom), Ace of Hearts (United Kingdom), Archiv (West Germany), Argo (United Kingdom), Ariola/Eurodisc (West Germany), Atco (USA), Atlantic (USA), Baccarola (West Germany), Bang (Denmark), Barclay (France), Belfona (West Germany), Bill (Sweden), Brilliant (Denmark), Buddah (USA), Cameo (USA), DGG (West Germany), Decca (United Kingdom), Deram (United Kingdom), Elektra (USA), Eurodisc/Melodia (West Germany), Heliodor (West Germany), Joker (West Germany), Kama Sutra (USA), Karusell (West Germany & Sweden), L'Oiseau Lyre (France), London (United Kingdom), MGM (USA), Marmelade (United Kingdom), Metronome (Denmark & Sweden), Nonesuch (USA), Polydor (France, West Germany & United Kingdom), Swe-Disc (Sweden), TIP (West Germany), Tetragrammaton (USA), Verve (USA).
Tape: A&M, Atco, Atlantic, DGG, Decca, Metronome, Polydor.

Norsk Grammofon, Wergelandsveien 1, Oslo 1. Tel: 20 86 53. Cable: NOGRAKO. Gen. Mgr.: O. Knudsen; A&R Consultant: Erling Eriksen; Sales Mgr.: Arnt Hellum; Adv. Consultant: Finn S. Seeburg.

Labels: Barneplaten, Eventyrplaten, Harmoni. This company represents: Design.

Norsk Phonogram A/S, Rosenborggaten 19, Oslo 3. Tel: 69 59 02. Cable: PHONOGRAM. Mng. Dir.: Haakon Tveten; Admin.: Albert Gerhard Doornbos; Pop A&R & Promo.: Michael Aas; Classical A&R: Lars-Erik Lysell; Sales Dir.: Tor Gravlif; Pub. & Adv.: Bjorg Larson; Sec'y: Brita Lindberg.

Labels: Fontana, Mercury, Philips; (budget) Fontana Spezial, Grandioso.

Int'l labels represented: Amadeo, Amanda, Blue Horizon, CBS, Direction, Dux, Fontana Int'l, Hallmark, Limelight, Marble Arch, Mercury Int'l, Musicor, Odyssey, Page One, Polar, Pye, Rondo, Sonora, Star Club, Svenska Ljud, Tono, Wing.

Int'l rep.: worldwide (Philips). Cassette licensed to Philips (Netherlands).

Philips (see Norsk Phonogram).

Sonet (see Arne Bendiksen).

Studio 11 (see Continental).

Triola (see Arne Bendiksen).

Troll (see Jorg-Fr. Ellertsen).

INDEPENDENT RECORD PRODUCER

Continental Music Prod'ns, Youngsgaten 1, Oslo 1. Tel: 20 92 75. Gen Mgr.: Barry Matheson; Sec'y: Unni Weng; Exec. Prod'r: Johnny Sarussen.

music publishers

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67 67 90. Cable: BENDIKMUSIC. Dir./Prod'r: Arne Bendiksen; Gen Mgr.: Frances Hasle; Conductor/Arranger: Kjell Karlsen; Rec'g Eng.: Jan Erik Kongshaug.

Affiliates: Skandia Musikkproduksjon, Harmoni House, Manu.

This company represents: April Music, Acuff-Rose, Blackwood, Bron, Essex, Robbins, Southern.

Disco, Pilestredet 75 C, Oslo 3. Tel: 46 19 50. Cable: MUSICA. Dir.: E. Meyer; Gen. Mgr.: J. Johanson; Prof. Mgr.: L. Thorstensen; Ass't A&R Mgr.: A. Sigvaldsen.

This company represents: Sunbury (USA).

Int'l rep.: All RCA licensees

Jorg-Fr. Ellertsen, Jernbanstorvet 4, Oslo. Tel: 33 69 95. Cable: TROLLMUSIC. Dir.: Jorg-Fr. Ellertsen.

Harmoni House (see Arne Bendiksen).

Carl M. Iversen, Youngsgaten 1, Oslo. Tel: 20 92 75. Gen Mgr.: John Poole. Cable: CEMIYOUNG.

Harold Lyche, Kongensgate 2, Oslo. Tel: 41 44 85. Contact: P. Kroemer.

Manu (see Arne Bendiksen).

Musikk-Huset, Karl Johansgate 45, Oslo 1. Tel: 33 48 97. Gen. Mgr.: Sigurd Kielland; A&R & Sales: Arne Damsgaard.

This company represents: Anderssons Musik (Sweden), Abr. Lundqvist Musikforlag (Sweden), Carl Genrmans (Sweden), Keith Prowse (United Kingdom), Peter Maurice (United Kingdom), G. Henle Verlag (Germany), Warner Bros.-Seven Arts Music (USA).

Int'l reps.: Sweden (Carl Genrmans), USA (C.F. Peter).

Norsk Musikkforlag, Karl Johansgate 39, Oslo. Tel: 410574. Contact: Backer Groendahl.

Skandia Musikkproduksjon (see Arne Bendiksen).

Sonora, Rosenborggt. 19, Oslo 3. Tel: 46 39 52. Exec.: Fredrik Friis; Gen Mgr. & Prof. Mgr.: Torio Johannessen.

Int'l branch: Sweden.

supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Grammofonplategrossistene Forening (record wholesalers' organization), N. Slottsgate 11, Oslo 1. Tel: 42 09 93. Contact: Brodrene Johnsen A/S.

Norges Musikkhandlerforbund (record dealers' organization), Meltzergate 4, Oslo. Tel: 56 22 95. Dir.: Per Oldeman Isaksen.

Norsk Musikerforbund (Musicians Union), Stortingsgaten 28, Oslo 1. Tel: 42 55 21. Dir.: Sigurd Lonseth.

MUSIC LICENSING ORGANIZATIONS

Norwegian Composers Society, Klingenberg G 5, Oslo. Pres.: Klaus Egge.

T O N O (Norsk Komponistforenings Internasjonale Musikkbyra) Klingenberggaten 5, Oslo 1. Tel: 421808. Dir.: Knut Tvedt.

PRESSING PLANTS

Heger Plastics, Kjelsasveien 141/143, Oslo 4. Tel: 21 72 17.

Musikkindustri A/S, Sandakerveien 16, Oslo 4. Tel: 37 99 44.

Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 20 86 53.

Norsk Teknisk Porselensfabrikk, Seiersborg, Fredrikstad.

Ulf Corneliusen, Steinsfjæringen pr., Honefoss. Tel: 067/39 20 8.

PROMOTION & PUBLICITY

Barry Matheson Music Prod'n, Trondheimsveien 65, 2050 Jessheim. Tel: 1685/6/7. Gen. Mgr.: Barry Matheson; Sec'y: Berit Nordengen; Rec. Pub.: Børre Bentzen. Branch: Youngsgaten 1, Oslo 1. Tel: 20 92 75.

RECORDING STUDIOS

Roger Arnhoff Lydstudio, St. Olavsgate 26, Oslo 1. Tel: 20 09 23.

Arne Bendiksen, Osterdalsveien 1, Oslo 6. Tel: 67 67 90.

Carl M. Iversen, Youngsgaten 1, Oslo 1. Tel: 41 38 67.

Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 20 86 53.

musical instrument

MANUFACTURERS

Leif Hansson A/S, Torggaten 13, Oslo 1. Tel: 20 39 00.

Product: Guitars.

Tema A/S, Lobergsveien 87 h, 5000 Bergen. Tel: 97 741.

Product: Brass instruments.

IMPORTERS

Note: Most Norwegian importers deal in all kinds of instruments; they are usually retailers.

Brodrene Jorgensen Musikk A/S, Aslakveien 20, Oslo 7. Tel: 24 52 90.

J. W. Cappelen Pianoavdeling A/S, Kirkegaten 15, Oslo 1. Tel: 33 62 80.

Hagstrom Musikk A/S, Ammerdveien, Oslo 9. Tel: 25 15 50.

H. Henschien Musikcenter, Stabellsgate 7, 3500 Honefoss. Tel: 21 488.

Ragnv. A. Hornaas, Storgaten 43, Oslo 1. Tel: 20 54 45.

Carl M. Iversen A/S, Youngsgaten 1, Oslo 1. Tel: 20 92 75.

Narud Musikk A/S, St. Olavsplass 1, Oslo 1. Tel: 20 11 77.

Ranum Engros, Kjøpmannsgaten 16, 7000 Trondheim. Tel: 22 636.

Chr. Rian, Olav Tryggvasonsgate 30, 7000 Trondheim. Tel: 20 636.

Schlagerforlaget A S. Storgaten 23, Oslo 1. Tel: 33 02 87.

PAKISTAN

POPULATION: 120,000,000.

RATE OF EXCHANGE: \$1 (US)=4.76 rupees.

RADIO STATIONS: 9 government.

NO. OF RADIOS: 834,963.

TV STATIONS: 2 government.

NO. OF TV SETS: 100,000.

HOLIDAYS: Mar. 23 (Pakistan Day), Aug. 14 (Independence Day), Sept. 6 (Defense of Pakistan Day); Sept. 11 (Death of Quid-e-Azam), Oct. 27 (Revolution Day), Dec. 25.

RECORDS IMPORTED WORLD-WIDE: 1967-68—\$377,620.

record manufacturers

Grammophone Co. of Pakistan, PO Box 451, Mauripur, Karachi 13. Tel: 29149 & 79566. Cable: JABBERMENT. Mng. Dir.: W. J. Richmond; Comm. Dir.: Mujib-Ur-Rahman.

This company represents: Capitol (USA), Columbia (UK), Decca (UK), HMV (UK), Liberty (USA), Mercury (USA), MGM (USA), Parlophone (UK).

Int'l reps.: Africa (EMI), Middle East (EMI), United Kingdom (EMI).

Siemens Pakistan Eng'g Co. Ltd., Ilaco House, Victoria Rd., PO Box 7158, Karachi. Tel: 55861.

Cable: SIEMENS.

Int'l labels represented: Deutsche Grammophon (Germany), Tetragrammaton (USA).

PANAMA

POPULATION: 1,417,100.

PER CAPITA INCOME: \$477.

RATE OF EXCHANGE: \$1 (US)=1 Balboa.

RADIO STATIONS: 99 commercial, 1 government, 73 AM, 27 FM.

No. of radios: 500,000.

TV STATIONS: 10 commercial channels.

No. of TV sets: 70,000.

HOLIDAYS: Jan. 1-2 (Day of National Mourning), March 1 (Constitution Day), May 1 (Labor Day), Nov. 4 (Day of the National Flag), Nov. 28, (Independence Day), Dec. 25 and other Christian holidays.

RECORDS: Records imported from USA (CIF): 1968—\$386,609; 1967—\$305,553.

Records imported from countries other than USA (factory value): 1968—184,213 units, \$128,225; 1967—192,956 units, \$164,466.

TAPE:

Pre-recorded tapes imported from USA (including blanks & educational tapes): 1968—\$88,388; 1967—\$46,428.

Pre-recorded tapes imported from countries other than USA (including blanks & educational tapes): 1968—\$57,604; 1967—\$30,539.

record manufacturers

Discos Istmenos SA, Apdo. 3340, Calle 45 (Martin Sosa) No. 46, Panama 4. Tel: 23-8665. Cable: DISMENOS. Gen. Mgr.: Rodrigo de Diego R.

Discos de Panama SA (PADISCO), Apdo. 427, Panama 9-A. Tel: 61-0201/67. Pres.: Jose A. Huff; VP & Gen. Mgr.: Ramon Navarro; Promo. Mgr.: Luis A. Caraso; Int'l Mgr.: Domingo Romano.

Label: Padisco.

Int'l labels represented: A&M, Bronco, Discuba, Disneyland, Falcon, Fuentes, Hispavox, MAG, Modiner, Motown, Musart, Musidisc, RCA, RCA Camden, Tito, United Artists, Velvet, Virrey, Vista.

importers/distributors

Almacen Grecha, Apdo. 6770, Panama 5.

Almacen Reco, Apdo. 1333, Panama 3.

Artelec SA, Apdo. 1620, Panama 1.

Discolandia SA, Apdo. 6759, Panama 5.

Distribuidora de Discos, Apdo. 4928, Panama 5.

Electra SA, Apdo. 617, Av. Justo Arosemena, Panama 1. Tel: 25-1960. Cable: ELECTRA.

Exec. Jerry Halman; Mgr., Rec. & Tape Dept.: Judy de Gomez.

Note: Electra purchases all records from its affiliate company, Panama Radio.

Guardia & Cia, SA, Apdo. 481, Panama 1.

Indica, Rene Miro SA, Apdo. 1721, Panama 1.

Novedades Ina, Apdo. 2055, Colon L.

Panama Radio SA, Apdo. 617, Av. Central Plaza 5 de Mayo, Panama 1. Tel: 62-1100. Cable: PARADCO. Exec. Dir.: Jerry Halman; Mgr., Rec. & Tape Dept.: Dora de Angeles.

Note: Panama Radio has no exclusive arrangements with US manufacturers. It buys domestic Latin music product and other labels not available locally from other Latin American countries.

Panama Sonido SA, Apdo. 6916, Panama 5.

Sonido Industrial SA, Apdo. 7419, Panama 5.

Tropelco SA, Apdo. 8465, Panama 7. Tel: 23-1285/6157. Mgr.: Roy Belitts.

Imports: All brands of tape & recs.

recording studio

Grabaciones Luna SA Apdo. 1620, Panama 1.

PARAGUAY

POPULATION: 2,094,000.

PER CAPITA INCOME: \$600.

RATE OF EXCHANGE: \$1 (US)=125 guarani.

NO. OF HOMES WITH RECORD PLAYERS: 15,000.

RADIO STATIONS: 7.

No. of Radios: 160,000.

TV STATIONS: 1.

HOLIDAYS: Jan. 1, Mar. 1 (Heroes' Day), May 1 (Labor Day), May 14, 15 (Independence Day), Sept. 29 (Battle of Boqueron), Dec. 25, 31 (Bank Holiday).

RECORDS IMPORTED FROM USA: None.

Average retail price per record: LP's—\$4.65; EP's—\$1.65.

record manufacturers

Albatros Sac 1, L. A. Herrera No. 592 Casi Paraguari, Casilla de Correo 551, Asuncion. Tel: 8267, 1407.

Int'l labels represented: DGG, Tetragrammaton.

Cielito, Manuel Dominquez 430, Asuncion. Gen. Mgr.: Pura Aguero Vera; Folk-Classical A&R Mgr.: Miguel Benitez. (distributed by Fonopar.)

Int'l rep.: Argentina (Bienvenido Aguero Vera).

Fonopar, Caballero 204, Asuncion. Tel: 41.333.

Gen. Mgr.: Miguel Benitez.

Labels: (owned) Fonopar; (distributed) Cielito, Marpar Paraguayo.

Int'l labels represented: Neptuno, Martin Fierro (both Argentina).

Int'l rep.: Argentina (Ver-Clark).

Guaranía Industrials Fonoelctronicas, Antequera 662, Asuncion. Tel: 1241. Gen. Mgr.: Jorge Urdapilleta.

Marpar de Marcelino Paredes, Cerro Cora 779, Asuncion. Tel: 46551. Gen. Mgr.: Marcellino Paredes; Mgr.: Miguel Benitez.

Label: Marpar Paraguayo (distributed by Fonopar).

Philips de Paraguay, Casilla Correo 605, Asuncion.

music publishers

Fermata, Estrella 151 altos, Asuncion.

Paraguay Music Ctr. Inc., Chile 850, Asuncion. Tel: 45795, 41918. Pres.: Angel Peralta

Arellano; Int'l Dir.: Oscar Escobar.

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continued

● supplies & services

MUSIC LICENSING ORGANIZATION

A P A (Autores Paraguayos Asociados), Chile 850, Asuncion, Tel.: 45795, 41918. Pres.: Angel Peralta Arellano; Int'l Dir.: Oscar Escobar.

RECORDING STUDIO

Guaranía, Antequera 662, Asuncion.

PERU

POPULATION: 12,012,000.
PER CAPITA INCOME: \$672.
RATE OF EXCHANGE: \$1 (US) = 38 soles.
NO. OF HOMES WITH RECORD PLAYERS: 250,000.
RADIO STATIONS: (medium wave) 103. 100 AM, 3 FM (1 stereo).
No. of radios: 2,100,000.
TV STATIONS: 12.
No. of TV sets: 210,000.
HOLIDAYS: Jan. 1, Easter, May 1 (Labor Day), July 28, 29 (Independence Anniversary), Nov. 1 (All Saints Day), Dec. 25 (Christmas), and other Christian holidays.

RECORDS:

Records imported from USA (CIF): 1968-\$109,149; 1967-\$216,861.
Average retail price per record: LP's—\$4.50; EP's—\$1.50; Singles—\$.88.

Type of distribution: Manufacturer to retailer with a 30% mark-up.
Jukeboxes: 10,000.

IMPORT/EXPORT REGULATIONS: Duties on popular records is approx. \$4. per record; classical records may be imported duty-free.

● record manufacturers

Columbia (see Industrial Sono-Radio).
Corona (see Distribuidora Musical).
D I M U S A (see Distribuidora Musical).
D I N S A (Disco Industria Nacional SA), Domingo Ponte 539, Magdalena del Mar, Lima, Tel.: 236165, 614825. Cable: DINSADISC. Gen. Mgr.: Warsaw Lamtenzan; A&R: Julio Lamtenzan; Sales & Int'l: Jorge Botteri.
Labels: DINS A, Nusta, Suceso, Wiracocha, Imoala.
Int'l labels represented: Gema (USA), Onix (Ecuador), Tauro (Argentina), Tropical (Colombia). (SEE ADVERTISEMENT)
Decibel, Moquegua 182, Of. 306, Lima. Mgr.: Mauricio Santa Maria.
Labels: Decibel, Fermata.
Int'l labels represented: A&M (USA), Fermata (Brazil), Orfeon (Mexico), RGE (Brazil).
Disco Industria Nacional SA (see DINS A).
Discofom, Moquegua 270, Of. 402, Lima. Tel.: 77995. Cable: Discofom. Gen. Mgr.: Alberto Salaverry.
Label: Discofom.
Int'l labels represented: Ducretet-Thomson (France), Kapp (USA), Les Discophiles Francaises (France), Fonograma (Venezuela), Pickwick (USA).
Discos Smith (see entry under "S").
Disperu (see Distribuidora Peruana Sudamericana).
Distribuidora Musical SA (DIMUSA), Los Topicos 141, Lima 13. Tel.: 231854. Cable: DIMUSA. Dir. Mgr.: Alejandro Parodi.
Label: Corona.
Int'l labels represented: Epic (USA), Cisne (Mexico), Remo (USA).
Distribuidora Peruana Sudamericana, Jiron Antonio Miro Quesada 309, Of. 210, Lima. Tel.: 73624. Cable: Joesal. Gen. Mgr.: Jose L. Salazar; Mgr.: Jaime Guzinsky; Sales: Javier L. de Mola.
Label: Disperu.
Int'l labels represented: Command (USA), Co-Ro (Mexico), Dot (USA), Imperial (USA), Liberty (USA), Music Hall (Argentina), Musidisc (Brazil), Niiser (Brazil), Roulette (USA), Tico (USA), Vee Jay (USA), World Pacific (USA).

Doremi (see Perudiscos).
El Inca (see Industrias Fonograficas El Inca).
El Virrey (see entry under "V").
F T A (Fabricantes Tecnicos Asociados SA), PO Box 3662, Panamericana Norte, Km. 6, Lima. Tel.: 231320. Cable: FTA. Gen. Mgr.: Nilo Marchand Oneto; Asst. Mgr. & Adv.: Jorge de los Heros; Sales & Mktg.: Osvaldo Vasquez; Int'l: Sussy Monge Conzales.
Labels: FTA, Gaviota, Varv-Bo.
Int'l labels represented: Bambuco (Columbia), Belter (Spain), Microfon, Ala Nickey (Argentina), Quinto, Request (USA), Sonolux (Columbia).
Fabricantes Tecnicos Asociados SA (see FTA).
Fermata (see Decibel).
Gaviota (see FTA).
I E M P S A (Industrias Electricas y Musicales Peruanas SA), Guillermo Dansey, Lima. Tel.: 239139, 236494, 277399. Mng. Dir.: Augusto Sarría; Mgr.: Rodolfo Canseco; A&R: Fernando Morello; Sales & Mktg.: Ricardo Rivera; Pub.: Jose Carrasco; Int'l Nora Catanzaro.

Labels: IEMPSA, Lider.
Int'l labels represented: A&M, Angel, Capitol, Discomoda, London, Musari, Odeon, Reprise, Seeco, Warner Bros.-Seven Arts, Zeida.
Impala (see DINS A).
Imperial del Peru, Carabaya 685, Of. 310, Lima. Tel.: 70908 Mgr.: Eduardo Salazar; Sales: Oscar Bata.
Label: Imperial.

Int'l labels represented: Imperial (Brazil).
Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13. Tel.: 231854. Telex: SONORAD 345226. Cable: SONORADIO. Mng. Dir.: Luis A. Aubry; Sales: Mario Cavagnaro; A&R: Enrique Lynch; Int'l: Miss Malena Tassara.
Labels: SonoRadio, Columbia, Tico.
Int'l labels represented: CBS (Int'l), EFESA (Ecuador), Roulette (USA), Tico (USA).
Industrias Electricas y Musicales Peruanas SA (see IEMPSA).
Industrias Fonograficas El Inca, Jiron Miro Quesada 309, Of. 510, Lima. Gen. Mgr.: Jose L. Salazar; Sales: Jose Hernandez.
Labels: Riko, El Inca.
Int'l labels represented: Crescendo (USA), Hamilton (USA), Paradise (USA).

Lider (see IEMPSA).
M A G (see Sica Peruana).
Nusta (see DINS A).
Perudiscos SA, A. Panamericana 3551, San Isidro, Lima. Tel.: 404600. Cable: DOREMI. Pres.: Polidoro Garcia; Mng. Dir.: Enrique Brenner; Mgr. & A&R: Alberto Maravi.
Label: Doremi.
Int'l labels represented: Codiscos (Colombia), Falcon (USA), Fania (USA), Marfer (Spain), Starbright (USA).
Int'l reps.: Colombia (Codiscos), Ecuador (FA DISA). (SEE ADVERTISEMENT)

Riko (see Industrias Fonograficas El Inca).
Sica Peruana, PO Box 3102, Oroya 224, Lima. Tel.: 36371, 47559. Cable: SICAPERU. Gen. Mgr.: Manuel A. Guerrero; Int'l: Fernando Rubio B.; A&R: Angelica Roman; Sales: Alfonso Bueno.
Label: MAG.

Int'l labels represented: Carish (Italy), Montilla (USA), Panart (USA), Modiner (USA), Onix (Ecuador).
Int'l reps.: Ecuador (Onix), Colombia (Fuentes), Venezuela (Panart), Mexico (Audioton), Puerto Rico (Modiner-Discuba), USA (Discuba-Modiner), Panama (Discos Panama).
Smith (Discos), Parque Chicama 1425, Balconcillo, Lima. Tel.: 32851. Mgr.: Manville Smith.
Label: Smith.
SonoRadio (see Industrial Sono-Radio).
Suceso (see DINS A).

Talia Imdisa, Av. Canada 200, Balconcillo, Lima. Tel.: 46810. Cable: Distalia. Pres.: Gino Sangalli; Sales: Dante Capella.
Label: Talia.
Int'l labels represented: Caife (Ecuador), Ember (England), Time (USA), Vogue (France).
Tico (see Industrial Sono-Radio).
Varv-Bo (see FTA).
Virrey (see El Virrey).

El Virrey Industrias Musicales SA, Av. Panamericana 3551, San Isidro, Lima. Tel.: 404600. Telex: 3540276. Cable: VIRREY. Pres.: Henri M. Meijer; Mng. Dir.: Polidoro Garcia; Mgr.: Enrique Brenner; Sales: Lorenzo Noto; Pub.: Ricardo Miranda; A&R: Raul del Mar; Int'l: Alberto Maravi; Chief, Tech. Dept.: Gerd Nieckau.
Label: Virrey.
Int'l labels represented: ABC (USA), Atlantic & Atco (USA), Barclay (France), Chantecler (Brazil), DGG (Germany), Disneyland (USA), Dorado (USA), Durium (Italy), Fonit Cetra (Italy), Fuentes (Columbia), Hispavox (Spain), MGM (USA), Mercury (USA), Palacio (Venezuela), Peerless (Mexico), Philips (Int'l), Polydor (Int'l), Ricordi (Italy), United Artists (USA), Verve (USA).
Int'l reps.: Bolivia (Hermen), Brazil (IMAGE Discos & Tapes), Chile (Philips), Colombia (Fuentes), Ecuador (FADISA), Greece (Melody), Honduras (Sikaffy), Italy (Folklore), Mexico (Peerless), South Africa (Meteor), Spain (Marfer), Venezuela (Robogomer). (SEE ADVERTISEMENT) Wiracocha (see DINS A).

● music publishers

Consortio de Editoras Musicales Peruanas SA, Av. Larco 743, Of. 402, Lima 18. Tel.: 258548. Cable: CONEDISA.
Affiliates: Editorial Luz, Editorial Continental, Editoras Musicales.
Ediciones Internacionales Perumusic, Jr. Arequipa 271, Of. 138-140, Lima. Tel.: 77995. Cable: PERUMUSICA. Dir.: Ruben Alberto Salaberry.
Edimusa (Sono. Radio), Av. Republica de Panama 1427, Balconcillo, Lima.
Editora Universal SA, Apdo. 3662, Lima. Tel.: 242050, 247018. Cable: FTA. Gen. Mgr.: Nilo Marchand O.; Gen. Prof. Mgr.: Amadeo Armento A.
Editoras Musicales ("Edimusa"), Los Topicos No. 141, Balconcillo, Lima. Mgr.: Alejandro Parodi.
Affiliated firm: Consortio de Editoras Peruanas.
Editorial Continental (IEMPSA), Guillermo Dansey 1225, Lima. Tel.: 36494.
Affiliated firm: Consortio de Editoras Peruanas.
Editorial Luz SA, Av. Panamericana 3551, San Isidro, Lima. Mgr.: Manuel Garcia Larco.

Affiliated firm: Consortio de Editoras Peruanas.
Editorial MAG, Jr. Oroya 224, Lima. Tel.: 36371, 37559. Cable: SICA PERU.
La Rosa Hnos., Cailloma 125, Lima.

● supplies & services

MUSIC LICENSING ORGANIZATION

A P D A Y C (Asociacion Peruana de Autores y Compositores), Jr. Washington 1206 y Esq. Av. Uruguay, Lima. Tel.: 230954. Pres.: Pedro Espinel; Mgr.: Hector Sapelli.

PRESSING PLANTS

Discos Smith, Parque Chicama 1427, Balconcillo, Lima. Tel.: 32851.
Fabricantes Tecnicos Asociados, Km. 6 Autopista Ancón, Lima. Tel.: 47018.
Industrias Electricas y Musicales Peruanas (IEMPSA), Prolongacion Guillermo Dansey 1225-1247, Lima. Tel.: 39139, 36494 & 77399. Cable: IEMPSA.
Sono-Radio, Av. Republica de Panama 1427, Lima. Tel.: 31854. (Also plating and processing.)
"El Virrey" Industrias Musicales Av. Panamericana 3551, San Isidro, Lima.

PRINTERS & LITHOGRAPHERS

Discosa, Paseje Velarde 106-112, Lima. Tel.: 78962. Cable: DISCOSA.
Sica Peruana, Oroya 224, Lima. Tel.: 36371, 37559. Sono-Radio, Av. Republica de Panama, 1427, Lima. Tel.: 31854. (Also design & artwork, jacket & label manufacturing.)

PROMOTION & PUBLICITY

Industrias Electricas y Musicales Peruanas (IEMPSA), Prolongacion Guillermo Dansey, 1225-1247, Lima. Tel.: 39139 & 36494. Cable: IEMPSA.
Sono-Radio, Av. Republica de Panama 1427, Lima. Tel.: 31854.

RECORDING STUDIOS

Industrias Electricas y Musicales Peruanas (IEMPSA), Prolongacion Guillermo Dansey 1225-1247, Lima. Tel.: 39139 & 36494. Cable: IEMPSA.
MAG (Sica Peruana), PO Box 3102, Miguel Baqueros 166, Lima. Tel.: 35823.
Sono-Radio, Av. Republica de Panama 1427, Lima. Tel.: 31854.
"El Virrey" Inds. Musicales, Av. Panamericana 3551, San Isidro, Lima.

SHIPPING SERVICES

Industrias Electricas y Musicales Peruanas (IEMPSA), Prolongacion Guillermo Dansey 1225-1247, Lima. Tel.: 39139 & 36494. Cable: IEMPSA.
Sica Peruana, Jr. Oroya 224, Lima. Tel.: 36371, 37559.
Sono-Radio, Av., Republica de Panama 1427, Lima. Tel.: 31854.
"El Virrey" Industrias Musicales, Av. Panamericana 3551, San Isidro, Lima.

PHILIPPINES

POPULATION: 37,985,000.
PER CAPITA INCOME: \$75.
RATE OF EXCHANGE: \$1 (US) = 3.88 pesos.
RADIO STATIONS: 146 commercial, 8 government.
No. of radios: 1,800,000.
TV STATIONS: 6 commercial channels.
No. of TV sets: 250,000.
HOLIDAYS: Jan. 1, Maundy Thursday, April 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), June 19 (Rizal Day), Nov. 30 (National Heroes' Day), Dec. 25.

RECORDS:

Records manufactured for domestic & export sale: LP's 1968-3,391 units; EP's 1968-1,024 units; Singles 1968-4,004 units.
Records sold domestically: LP's 1968-84,884 units, \$305,602; EP's 1968-1,024 units, \$1,280; Singles 1968-4,004 units, \$2,002.
Records imported from USA (CIF): 1968-\$39,556; 1967-\$40,533.
Records exported to USA (FOB): 1968-1,920 units, \$4,690; 1967-2,621 units, \$6,586.
Average retail price per record: LP's-\$3.60; EP's-\$1.25; Singles-\$.50.
Record sales: 50% of total sales.
Stereo club sales: none.
Tape: no real demand as yet.
Type of distribution: Manufacturer to wholesaler to retailer system prevails.
Discounting: rare.
Type of promotion: Disk jockeys, juke boxes, and musical TV programming contribute to popularity of songs as well as recording artists.
Juke boxes: 6,500.

TAPE:

Market: There is rampant sales & dubbing on tape of every available LP in the market, much to the business detriment of pre-recorded tape distributors. Popular tape brands are Akai, Teac, Sony & National.
Average retail prices of some tape product: Cartridge or cassette-\$15.52; 4-track tape playback equipment-\$200 (Akai is \$170); 8-track tape playback equipment-\$750 (Akai is \$267).

IMPORT/EXPORT REGULATIONS: Importing of phonograph records prescribed by Section 185 of BIR Code provides 50% mark-up & 30% Adv. Sales Tax. Duties under TCC, Philippines—80% Ad Val plus specific duty of 1 peso per record.
Luis Ma. Trinidad Sr.

● record manufacturers

Accident (see Sound).
Allan (see House of Recs.).
Altec Prod'ns, 7 San Luis St., Pasay. Tel: 8-2846.
Mgr.: Sy Bon Kay.
Allied Artists (see Sound Inc.).
Asco (see House of Recs.).
Big Sound (see Sound Inc.).
Boss (see Sound Inc.).
Clique (see House of Recs.).
Comet (see House of Recs.).
Dimension (see House of Recs.).
D'Swan (see Playtex).
Dyna (see Dyna Prod'ns).
Dyna Prod'ns, PO Box 4591, 135 Second Ave. at D. Aquino St., Grace Park, Caloocan City. Tel: 4-64-23 & 2-29-74. Cable: DYPRO. Pres.: Albert Tan; VP: James Dy; Gen. Mgr.: Tan Huy Bin; Int'l: Albert Tan, James G. Dy.
Label: Dyna.

This company represents: A&M, Apple, Cadence, Capitol, Chancellor, Disneyland, Dolton, Liberty, Parlophone, Stateside, Pye, Polydor, Sue, Vanguard, Vista World Pacific.

Dynamic (see House of Recs.).
Empire Int'l, 508 L. Gruet St., San Juan, Rizal. Tel: 7-47-31. Mng. Dir.: Alexander S. Co.
Branch: Manila, 4th Fl., Leyba Bldg., 381 Dasmariñas St. Tel: 40-01-39. Cable: EMPINT.
Label: Movie.

Excellent (see Sound).
Fame (see House of Recs.).
Filipinas, 131 Del Monte Ave., Quezon City. Tel: 23-66-17. Cable: FILRECO. Pres. & Sales: Manuel Villar.

This company represents: RCA Victor (USA).

Golden (see House of Recs.).
Grand (see House of Recs.).
Great (see Sound Inc.).
Guest Star (see House of Recs.).
H R (see House of Recs.).
Hallmark (see Sonic).
Hit Sound (see Sound Inc.).

Home Industries Development, PO Box 34, Republic Super Market Bldg., Suites 234-239, Rizal Ave., Manila. Tel: 3-52-07. Cable: HIDCOR. Pres.: Alfredo M. Lustre.

This company represents: Brunswick, Coral, Decca, Fontana, Mercury, Palette, Philips, United Artists. Vee Jav.

House of Recs., Leyba Bldg., Dasmariñas St., Manila 10101. Tel: 3-42-51. Gen. Mgr.: Lorenzo Yco.
Labels: (owned) Asco, Fame, Golden, HR, MG Mitten, Saturday; (distributed) Allan, Clique, Comet, Dimension, Dynamic, Grand, Guest Star, Hub, Independent, Marean, Minerva, Number 1, Paris, Ray, Sunrise, Swallow, Target, Top Hits, Virgo, Winston.

Hub (see House of Recs.).
Independent (see House of Recs.).
Lapu-Lapu (see Playtex).
MG Mitten (see House of Recs.).
Mabuhay (see Mareco).

Marean (see House of Recs.).
Mareco, 131 Del Monte Ave., Quezon City. Tel: 60-17-82 & 23-62-42. Cable: VILMARECO. Gen. Mgr. & Int'l: Luis Villar; Sales: Jose Villar.
Labels: Mabuhay, Villar.

This company represents: ABC/Impulse, Athena, Atlantic/Atco, Bang, Capitol/Tower, Colgems, Columbia/Enic, Command, Duke/Peacock/Backbeat, Dunhill, Embassy, Evolution, Hickory, Hispavox, Joy/Select, Kapp/Medallion, Kama Sutra, Laurie, MGM/Verve, Metromedia, Monument, Musicor, Project 3, Scepter, 20th-Fox, Valiant, Warner Bros.-Seven Arts/Reprise.

Mico (see Mico Inds.).
Mico Inds., 667 St. Quiaop, Manila. Tel: 3-82-48, 3-69-30 & 3-29-68. Cable: MICO. Mgr.: A&R & Int'l: Eusebio Contreras; Sales: Elena Macaraeg.
Label: Mico.

This company represents: Acta, Backbeat, Bonand Music Box Co., CGD, Cameo-Parkway, Coca, Concert Disc, Counterpoint, Dart Int'l, Dot, Ducium, Elektra, Ember, Everest Ent's., Fraternity, GNP Crescendo, Gordy, Motown, Mustang, Pickwick, Prestige, Quality, Seeco Int'l, Sleetwood, Soul, Steed, Tamla, Vox, Minerva (see House of Recs.).

Movie (see Empire Int'l).
Number 1 (see House of Recs.).
Oompah (see Playtex).

Paris (see House of Recs.).
Playtex, PO Box 2209, 420 Roman Santos Bldg., Rm. 420 Manila. Gen. Mgr.: Miguel Lee; Ass't Gen. Mgr. & Int'l: Luis Lee.

Labels: D'Swan, Lapu-Lapu, Oompah, Playtex, Sampaguita.
This company represents: Garrawak Music, Viscoian.

Ray (see House of Recs.).
Sampaguita (see Playtex).
Saturday (see House of Recs.).
Solid (see Sound Inc.).

Sonic Inds., Republic Super Mkt. Bldg., Suite 205, Rizal Ave., Manila. Tel: 4-38-57. Gen. Mgr.: Perfecto Tan; Prod'n & Sales Mgr.: Ignacio Jose.

Labels: (owned) Sonic; (distributed) Hallmark.

Sound Inc., Leyba Bldg., 381 Dasmariñas St., Manila 405. Tel: 3-42-58. Cable: SOUNDINC. Pres. & Int'l Rep.: Hubert S. Co.

Labels: (owned) Allied Artists, Big Sound, Excellent, Great, Hit Sound, Trend; (distributed) Accident, Boss, Solid, Young America.
Int'l labels represented: Anvick, Bar-Bare, Big Beat, Bo-Bo, Bronze, Chi-Line, Della, Ecco, Hines, Landra, Leno, Lynn's, Odex, Olga, Plexium, Reginald, Terrell, Yolanda, Zel.

Sunrise (see House of Recs.).
Super, ABC Bldg., 252 Escolta St., Manila. Tel: 3-73-22 & 3-85-83. Mgr.: Sian Yok Cheng.

This company represents: Ace of Clubs, Ace of Diamonds, Deram, Hi, Impact, Parrot, Tribe, White Whale.

Swallow (see House of Recs.).
Target (see House of Recs.).
Top Hits (see House of Recs.).
Trend (see Sound Inc.).
Villar (see Mareco).
Virgo (see House of Recs.).
Winston (see House of Recs.).
Young America (see Sound Inc.).

INDEPENDENT RECORD PRODUCER

J P L Prod'ns, 261 San Vicente St., Manila. Tel: 3-88-76. Cable: LOZAMCO. Mng. Dir.: J. P. Lozano.
Label credits: Limelight, JPL, Look Out, Golden Recs. of La.

● music publishers

Expression, Republic Super Mkt. Bldg., Suite 243, Rizal Ave., Manila. Mgr.: Simplicio U. Suarez.
This company represents: Mechanical Copyright Protection Soc., Campbell-Connelly & Co.

Lustre, Republic Super Mkt. Bldg., Rms. 234-238, Manila. Pres.: Alfredo M. Lustre.

Manlapaz, 425 Espana Extension, Cubao, Quezon City. Pres.: Delfin Manlapaz.

Mareco, 131 Del Monte Ave., Quezon City.
Philippine, 70 Boston St., Cubao, Quezon City. Pres.: Felipe P. de Leon.

Saharef Music Ltd., see USA Music Publisher Section: Copyright Service Bureau Ltd.

St. George Music Ltd., see USA Music Publisher Section: Copyright Service Bureau Ltd.

Sound Inc., Leyba Bldg., 381 Dasmariñas St., 4th floor, Manila 405. Cable: SOUNDINC. Pres. & Int'l Rep.: Hubert S. Co.

S.S. Suarez, 28 Prosperidad St., Tugatog, Malabon, Rizal. Mgr.: Simplicio U. Suarez.

This company represents: Robbins, The Big Three, Maclen, Northern Songs, Dick James, Abigail, Nemperor, Dratleaf, Copyright Service Bureau.

Super, ABC Bldg., 252 Escolta St., Manila. Tel: 3-73-22 & 3-85-33. Mgr.: Sian Yok Cheng.
Factory address: 5 J. Basa St., Quezon City.
Distributes: London product.

Distributes: London product.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Artists Guild of the Philippines, c/o College of the Holy Spirit, 163 E. Mendiola St., Manila. Pres.: (Miss) Jovita Fuentes.

Cultural Foundation of the Philippines, San Luis Terrace, Room 502, Ermita, Manila. Cable: CUFOPHIL. Exec. Dir.: Antonio Quintos.

Fiestamakers, PO Box 270, Manila. Pres.: Luis Ma. Trinidad.

League of Filipino Composers, 1665 Taft Ave., Manila. Chm.: (Miss) Lucrecia R. Kasilag.

Manila Symphony Society, 1011 R. Hidalgo, Manila. Pres.: (Mrs.) Rosario L. Valdes.

Music Promotion Foundation of the Philippines, Ysmael Bldg., 1845 Taft Ave., Manila. Cable: MUSIPROM. Chm.: (Miss) Jovita Fuentes.

National Band Association of the Philippines, c/o Cultural Office, City Hall, Manila. Pres.: Felipe P. de Leon.

National Music Council of the Philippines, c/o UNESCO National Commission, 1580 Taft Ave., Manila. Cable: UNACOM. Exec. Sec'y: (Miss) Lucrecia R. Kasilag.

Philippine Choral Society, 33 N. Domingo, San Juan, Riza. Dir.: (Mrs.) Liwanag P. Cruz-Field.

Philippine Music Educators Group, c/o U. P. Theater, Diliman, Quezon City. Chm.: Dr. Eliseo M. Pajaro.

MUSIC LICENSING ORGANIZATIONS
Filipino Society of Composers, Authors & Publishers, Republic Supermarket Bldg., Rm. 243, Rizal Ave., Manila. Pres.: Felipe P. de Leon.

S.S. Suarez, 28 Prosperidad St., Tugatog, Malabon, Rizal. Mgr.: Simplicio U. Suarez.
Collection Agent for: Robbins, The Big Three, Copyright Service Bureau, Northern Songs, Dick James, Abigail, Nemperor, Dratleaf, Maclen.

PRESSING PLANTS
Altec Prod'ns, 7 San Luis St., Pasay. Tel: 8-28-46.
Mgr.: Sy Bon Kay.

Dyna Prods., 135 Second Ave. at D. Aquino St., Grace Park, Caloocan City.

Hidcor, Republic Super Market Bldg., Suite 234-238, Rizal Ave., Manila. Tel: 3-52-07.

Mareco, 131 Del Monte Ave., Quezon City. Tel: 60-17-82 & 23-62-42.

Mico Inds., 667 Sales St., Manila. Tel: 3-82-48.
Sound Inc., Leyba Bldg., 381 Dasmariñas St., Manila 405. Tel: 3-42-58. Cable: SOUNDINC. Pres. & Int'l Rep.: Hubert S. Co.

Super, 51 Basa St., Quezon City. Tel: 98-33-06.
Mgr.: Sian Yok Cheng.

PROMOTION & PUBLICITY
Empire Int'l, 4th Fl., Leyba Bldg., 381 Dasmariñas St., Manila 405. Tel: 40-01-39. Cable: EMPINT.
Mng. Dir.: Alexander S. Co.

Fiestamakers, PO Box 270, Manila. Pres.: Luis Ma. Trinidad.

J P L Prod'ns, 261 San Vicente St., Manila. Tel: 3-88-76. Cable: LOZAMCO. Mng. Dir.: J. P. Lozano.

RECORDING STUDIOS
Cinema Audio, 841 Torres St., Mandaluyong, Rizal.
Mareco, Muelle del Banco Nacional, Manila. Tel: 3-11-83 & 4-10-81.

POLAND

POPULATION: 32,000,000.
PER CAPITA INCOME: \$952.

RATE OF EXCHANGE: \$1 (US)=24 zlotys.
NO. OF HOMES WITH RECORD PLAYERS: 18 per 100.

HOLIDAYS: Jan. 1, Easter, May 1 (Labor Day), June 9 (Corpus Christi), July 22 (Polish National Day), Nov. 1 (All Saints Day), Dec. 25, 26.

RADIO STATIONS: 18 government—18 AM, 1 FM.
Type of programming: Mostly recorded music—70% pop, 24% classical, 6% other.

No. of radios: 5,700,000.
TV STATIONS: 18 government channels.
Type of programming: Film, theater, educational programs, news, variety, music.

No. of TV sets: 2,100,000.
RECORDS:
Records manufactured for domestic & export sale:
LP's 1968—3,100,000 units, \$9,393,000; 1967—2,303,900 units, \$7,679,666. EP's 1968—1,370,000 units; \$1,712,500; 1967—2,475,200 units, \$3,094,000. Singles 1968—530,000 units, \$328,000; 1967—107,000 units, \$183,500.

Records sold domestically: LP's 1968—2,178,000 units, \$6,670,040; 1967—2,135,068 units, \$7,116,893. EP's 1968—1,528,300 units, \$1,910,375; 1967—2,177,750 units, \$1,599,631; 1967—255,310 units, \$159,568.

Records imported from USA (CIF): 1968—none; 1967—\$16,912.

Records imported from countries other than USA: 1968—\$300,000.

Records exported to USA (FOB): 1968—39,587 units, \$36,248; 1967—42,537 units, \$38,710.

Records exported to countries other than USA (factory value): 1968—\$360,000; 1967—\$340,000.

Average retail price per record: LP's—\$3.03; EP's—\$1.25; Singles—\$0.62.

Stereo sales: 1% of total.
Type of distribution: Manufacturer-to-wholesaler-to-retailer.

Type of promotion: Radio promotion & "musical postcards" issued by small private manufacturers.

IMPORT/EXPORT REGULATIONS: Import duty. Contact with manufacturers & publishers through Ars Polona.

Roman Waschko

● record manufacturer

Muza (see Polskie Nagrania).
Polskie Nagrania, Długa 5, Warsaw. Tel: 31-32-31.
Dir.: Pawel Kruk; Chief Sales & Adv.: Franciszek Pukacki.

Labels: Muza, Pronit, Veriton.
Int'l reps.: Australia (Contal), Canada (Toronto Music Center), Germany (Disco-Center), UK (Vistula), USA (Cepelia Corp., Polish Record Center of America).

Pronit (see Polskie Nagrania).
Veriton (see Polskie Nagrania).

● music publishers

Polskie Wydawnictwo Muzyczne, Al. Kraskiego 11a, Cracow. Tel: 252-10. Dir. & Gen. Mgr.: Mieczyslaw Tomaszewski; Technical Chief: Henryk Wniewski.

Int'l reps.: Austria (Universal Edition), Czechoslovakia (Les Fonds Musicaux Tcheques), Hungary (Kultura), Italy (G. Ricordi & Co.), Switzerland (Universal Edition).

W A I F Synkopa (Wydawnictwa Artystyczne I Filmowe, Pulawska St. 61, Warsaw. Tel: 444031.
Dir.: Jerzy Jasienski.

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continued

● importer-exporter

Ars Polona, Krakowskie Przedmiescio 7, Warsaw. Tel: 26-12-01. Cable: ARSPOLONA. Dir.: Stefan Lutkiewicz; Rec. Dept. Mgrs.: Edmund Ronowicz, Bohdan Gierlicki.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Authors' Agency, Hipoteczna 2, Warsaw.
 Conseil Polonais de la Musique (Polish section of the Conseil International de la Musique), Krucza 24/26, Warsaw.
 Jeunesses Musicales of Poland, Chief Council, Castle of Ostrogski, Okolnik 1, Warsaw. VP: Anna Kociecka.
 Stowarzyszenie Polskich Artystow Lutnikow (Association of Polish Violin Makers), Krakowskie Przed. 16/18, Warsaw. Tel: 26-71-52.
Membership: Manufacturers of violins, violas, cellos, double-basses, ancient stringed instruments.
 Stowarzyszenie Polskich Artystow Muzykow (SPAM) (Association of Polish Musicians), Krucza 24/26, Warsaw.
 Towarzystwo im. Fryderyka Chopina (TIFC—Chopin Society), Okolnik 1, Warsaw. Pres.: Prof. Kazimierz Sikorski; Gen. Dir.: Wiktor Weinbaum.
 Warszawskie Towarzystwo Muzyczne (Warsaw Music Society), Podwale 23, Warsaw.
 Henryk Wieniawski Society, Poznan ul. Wodno 27. Tel: 526-42. Dir.: Edmund Grabkowski.
 ZAIKS (Authors and Composers Ass'n), Hipoteczna 2, Warsaw.
 Zwiasek Kompozytorow Polskich (Union of Polish Composers), Rynek Starego Miasta 27, Warsaw.

RECORDING & TAPE DUP. STUDIO:

Polskie Nagrania, Dluga 5, Warsaw. Tel: 31-32-31. Dir.: Pawel Kruk.

● musical instruments

Ars Polona, Krakowskie Przed. 7, Warsaw. Tel: 26-12-01.
 Universal, Al. Jerozolimskie 44. Tel: 26-74-41

PORTUGAL

POPULATION: 10,000,000.
PER CAPITA INCOME: \$400.
RATE OF EXCHANGE: \$1 (US) = 28 escudos.
NO. OF HOMES WITH RECORD PLAYERS: 200,000.
RADIO STATIONS: 5 commercial, 1 government.
Type of programming: 50% of radio broadcasting is controlled by Radio Clube Portugues. Music—60% (10% classical, 10% live); News—20%; Cultural programs—20%.
No. of radios: 1,173,000.
TV STATIONS: 1 government channel.
Type of programming: 60% of time is devoted to films (mostly American); 7% to musical programs. The remainder is comprised of news, sports, cultural programs.
No. of sets: 180,000.
HOLIDAYS: Jan. 1, June 10 (National Day), Aug. 15 (Assumption), Oct. 5 (Confirmation of the Republic), Nov. 1 (All Saints Day), Dec. 1 (Declaration of Independence), Dec. 8 (Immaculate Conception), Dec. 25.
RECORDS:
 Records sold domestically: 1967—2,000,000 units, \$4,000,000.
 Records imported from USA: (CIF) 1968—\$81,957; 1967—\$38,093.
 Records exported to USA (FOB): 1968—63,104 units, \$67,007; 1967—101,202 units, \$81,353.
 Average retail price per record: LP's—(stereo) \$7, (monaural) \$6.40; EP's—\$2.15; Singles—\$1.40.
 Stereo sales: 5% of total.
 Record club sales: 1% of total.
Type of distribution: Manufacturer-to-retailer.
 Jukeboxes: 100.
 Discounting: Never.
Type of promotion: Via radio (95%), TV (2%), trade magazines (3%).
TAPE: Importing of cassettes began in 1968.
IMPORT/EXPORT REGULATIONS: Free.

● record manufacturers

Alvorada (see Radio Triunfo).
 Alvorada Int'l (see Radio Triunfo).
 Aquila (see Radio Triunfo).
 Discos Belter, Avda. Defensores de Chaves 3-2, Lisbon. Tel: 59026. Cable: BELTERDISC. Pres.: Cassiano Goncalves de Azevedo; Dir.: C. Goncalves de Azevedo; Gen. Prof. Mgr.: Mello Pereira.
 Branch: Entreparedes 74, Porto. Tel: 25859.
Int'l labels represented: ACM (Great Britain), Belter (Argentina & Spain), CNR (Holland), Cantagallo (Germany), Carosello-Curci (Italy), MRC (Italy), Meazzi (Italy), Metronome (Den-

mark, Germany, Sweden, USA), Palette (Belgium), Ri-Fi (Italy), Serfaty (Venezuela).
 Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-97, Lisbon. Tel: 367051/2/3/4. Cable: TIM. Exec. Dir.: Dr. Grace B. & Rui Valentim Carvalho; Pop A&R Mgr.: Mario Martins; Classical A&R Mgr.: Julio Cunha; Sales & Mktg. Mgr.: Abella dos Santos; Pub. Mgr.: Helder Pereira; Adv. Mgr.: M. Virginia P. Domingues; Promo. Mgr.: J. Belchior Viegas.
Branch: Angola, PO Box 1199, Luanda. Mgr.: J. Correia Nobre.
Int'l labels represented: Ace of Clubs, Ace of Diamonds, Ace of Hearts, Angel, Argo, Capitol, Columbia, Decca, Deram, HMV, Immediate, London, London Globe, Odeon, l'Oiseau Lyre, Parlophone, Pathe, Regal, Stateside, Tamla/Motown.
 Chave (see Philips Portuguesa).
 Discos Estudio, Rua Castiho, 61-2°-i79, Lisbon. Tel: 533570. Dir.: Emilio Mateus; Artistic Dir.: Ruy Castelar.

Int'l labels represented: Monitor (USA).
 F F (see RR).
 Melodia (see Radio Triunfo).
 Orfeu (see Arnaldo Trindade).
 Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1. Tel: 683121. Cable: PHILAMP. Dir.: J. J. van de Panne; Pop A&R & Promo.: Antonio Manuel Coelho Ribeiro; Publicity: Joaquim Rodrigues Faisca.
Labels: (owned) Chave, (distributed) Tecla.
Int'l labels represented: Archiv (Germany), Buddah (USA), Cynus (France), DGG (Germany), Fontana (Int'l), Kama Sutra (USA), Mercury (USA), Octave (USA), Philips (Int'l), Polydor (France & Germany), Riverside (USA), Scepter (USA), Sinter (Brazil), Tetragrammaton (USA).
 R C A (see Telectra).
 R R, Calzada de Quintinha, 2 subcave, Lisbon. Dir.: Francisco Nicholson; Exec.: Armando Cortes.
Labels: FF, RR.
 Radio Triunfo, 309 Praca do Municipio, Porto. Tel: 21 445. Cable: RATRIL. Pres.: Rogerio de Seixas Costa Leal.
Branch: 23 Rua do Carmo, Lisbon. Tel: 01 34708.
Labels: Alvorada, Alvorada Int'l, Aquila, Melodia.
Int'l labels represented: Amadeo (Austria), Artone (Netherlands), Atco (USA), Atlantic (USA), Bluebell (Italy), Buena Vista (USA), C B S (USA), C G D (Italy), Cadet (USA), Carisch (Italy), Carioca (Brazil), Chantecler (Brazil), Command (USA), Continental (Brazil), Copacabana (Brazil), DCP (USA), Disneyland (USA), Ducretet Thompson (France), Epic (USA), Erato (France), Festival (France), Gamma, (Mexico), Hispavox (Spain), Jolly (Italy), Mocambo (Brazil), Musicor (USA), Peerless (Mexico), Project 3 (USA), Stella (Italy), Style (Italy), 20th Century-Fox (USA), United Artists (USA), Venevox (Brazil).

Int'l reps: Brazil (Continental), Mexico (Gamma), South Africa (Gallo), Spain (Hispavox), Venezuela (Venevox).
 Sonoplay, Rua Andrade Corvo 27, 7 Dt., Lisbon 1. Tel: 56,22,51/2. Dir.: Perez Alvaro.
Home office: Spain.
 Tagus (see Tecla).
 Tecla (Sociedade Comercial de Discos Lda.), Rua Eca de Queiros 20-3, Dt., Lisbon. Tel: 560405. Cable: TECLARECORDS. Pres.: Jorge Costa Pinto; Pop A&R: L. Vilas-Boas; Sales & Mktg.: Maria de Fatima; Pub.: Domingos Costa Pinto; Promo.: Carlos Pereira; Tape & Int'l: Francisco Agarez.
Labels: Tecla, Tagus.
Int'l labels represented: Ariston (Italy), Alfama (Brazil), Bentler (Italy), GNP Crescendo (USA), MAG (Peru), Vedette (Italy).

Telectra (Empres Tecnica de Equipamentos Electricos), Rua Rodrigo da Fonseca 103 r/c, Lisbon. Tel: 686072. Pres.: A. Vaz Pinto; Mgr.: Jose Varatojo da Silva.
Labels: All RCA labels.
 Arnaldo Trindade, Rua Santa Catarina 117, Porto. Tel: 21232. Cable: RADILECTRA. Dir.: Arnaldo Trindade & Manuel Albuquerque; Pop A&R: Fernando Pereira; Classical A&R: Carlos Sardinha; Sales & Mktg.: Adalberto Pinheiro; Pub.: Manuel Esteves.
Branch: Rua Carmo 51 3 B., Lisbon. Tel: 321455. Contact: Manuel Esteves.
Label: Orfeu.
Int'l labels represented: Durium, Kapp, Pye, RR, Reprise, Vogue, Warner Bros.-Seven Arts.
Int'l reps: France (Vogue), Italy (Durium), United Kingdom (Pye), USA (Kapp, Reprise, Warner Bros.-Seven Arts).

Telectra (Empres Tecnica de Equipamentos Electricos), Rua Rodrigo da Fonseca 103 r/c, Lisbon. Tel: 686072. Pres.: A. Vaz Pinto; Mgr.: Jose Varatojo da Silva.
Labels: All RCA labels.
 Arnaldo Trindade, Rua Santa Catarina 117, Porto. Tel: 21232. Cable: RADILECTRA. Dir.: Arnaldo Trindade & Manuel Albuquerque; Pop A&R: Fernando Pereira; Classical A&R: Carlos Sardinha; Sales & Mktg.: Adalberto Pinheiro; Pub.: Manuel Esteves.
Branch: Rua Carmo 51 3 B., Lisbon. Tel: 321455. Contact: Manuel Esteves.
Label: Orfeu.
Int'l labels represented: Durium, Kapp, Pye, RR, Reprise, Vogue, Warner Bros.-Seven Arts.
Int'l reps: France (Vogue), Italy (Durium), United Kingdom (Pye), USA (Kapp, Reprise, Warner Bros.-Seven Arts).

● music publisher

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM. Pres.: Dr. M. Grace B. Carvalho; Gen. Mgr.: Dr. J. Magalhaes Pereira.
 Costa Pinto Edicoes Musicais (SECTP), Rua Eca de Queiros 20-3, Dt., Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto; Gen. Mgr.: Dr. Francisco Agarez.
 Edicoes Musicais Triunfo, Praca do Municipio 309, Porto. Tel: 21445, 33624 & 32462. Cable: RATRIL.

● importers & exporters

Oreves, Rua do Madalena 237-2 Dt., Lisbon. Label: Vox (USA).
 Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1. Tel: 683121. Cable: PHILAMP.
 Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445. Cable: RATRIL.
 Tecla (Sociedade Comercial de Discos), Rua Eca de Queiros 20-3 Dt., Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto; Sales & Mktg., Maria de Fatima.
 Arnaldo Trindade e Cia. Ltd., Rua de Santa Catarina 117, Porto. Tel: 21232. Cable: RADILECTRA.

● supplies & services

LICENSOR, TAPE & RECORD

Telectra, Rua Rodrigo da Fonseca 103 f/c Lisbon. Tel: 686072. Asst. Dir.: F. Serrano.

MUSIC LICENSING ORGANIZATIONS

S E C T P (Sociedade de Escritores e Compositores Teatrais Portugueses), Av. Duque de Loule 111, 1 Lisbon.
 Telectra, Rua Rodrigo da Fonseca 103 r/c Lisbon. Tel: 686072. Asst. Dir.: F. Serrano.

PRESSING PLANTS

Valentim de Carvalho Ci. SarL, rua Nova do Almada 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM.
 Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445. Gen. Mgr.: Rogerio de Seixas Costa Leal.

PROCESSING PLANT & RECORDING STUDIO

Valentim de Carvalho Ci. SarL, rua Nova do Almada 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM.

PUERTO RICO

POPULATION: 2,749,000.
PER CAPITA INCOME: \$1,129.
CURRENCY: US dollar.
NO. OF HOMES WITH RECORD PLAYERS: 75% of homes in San Juan area; 35-50% elsewhere.
HOLIDAYS: Jan. 1, Jan. 6 (Epiphany), Jan. 11 (De Hostos' Birthday), Feb. 22 (Washington's birthday), Mar. 22 (Emancipation Day), Apr. 16 (Jose de Diego's birthday), May 30 (Memorial Day), July 4 (Independence Day), July 17 (Luis Munoz birthday), July 25 (Constitution Day), July 27 (Barbosa's birthday), Oct. 12 (Columbus Day), Nov. 11 (Veterans' Day), Nov. 19 (Discovery of Puerto Rico), Dec. 25 (Christmas) Good Friday, Labor Day, Thanksgiving.
RADIO STATIONS: 42 commercial, 2 government, 2 armed forces; 23 AM, 23 FM.
Type of programming: consists almost entirely of recorded popular & Puerto Rican folk music; remainder is soap operas & sports.
No. of radios: 500,000.
TV STATIONS: 10 channels (2 government, 8 commercial).
Type of programming: improved in last two years due to sponsorship by local banks, airlines & auto dealers of spectacular-type variety programs using local talent. Important world-wide events received via satellite. Programs taped in Puerto Rico and South America and later also shown on Channel 47 in New York are gaining in importance and will help develop new recording artists.

No. of TV sets: 350,000.
RECORDS:
 Records sold domestically: 1968—\$2,983,750; 1967—\$2,395,000 (estimates).
 Records imported from USA: 1968—\$2,104,707; 1967—\$1,701,494.
 Records imported from countries other than USA: Venezuela 1968—\$56,844; 1967—\$95,161. Trinidad-Tobago 1967—\$313. Mexico 1968—\$630; 1967—\$280. Netherlands 1968—\$680. Japan 1968—\$361. West Germany 1968—\$1,676. Totals 1968—\$60,191; 1967—\$95,754.
 Records exported to USA (excluding Virgin Islands): 1968—\$300,000; 1967—\$241,242.
 Records exported to Virgin Islands: 1968—\$60,191; 1967—\$95,754.
 Records exported to countries other than USA: Barbados 1968—\$572; 1967\$1,141. Dominican Republic 1968—\$26,138; 1967—\$24,293. Colombia 1968—\$500. Haiti 1968—\$2,849; 1967 \$4,470. French West Indies 1967—\$10,129. French Guiana 1967—\$544. Guyana 1967—\$2,714. Jamaica 1967—\$2,724. Leeward & Windward Islands 1968—\$1,977; 1967—\$4,470. Libya 1967—\$1,228. Netherlands Antilles 1968—\$4,206; 1967—\$3,143. Trinidad-Tobago 1968—\$1,992; 1967—\$2,991. West Germany 1968—\$600. Spain 1968—\$360. Totals 1968—\$42,171; 1967—\$56,897.
 Average retail price per record: LP's—(stereo) \$2.98 \$3.98 (mono) \$1.98 to \$2.98; EP's—no sale; Singles—\$0.85.
 Stereo sales: 20% of total.
 Record club sales: no statistics, since merchandise arrives direct to consumer from USA.

Discounting: frequent & increasing.

Type of distribution: Since it is estimated that 90% of the records sold in Puerto Rico are imported from the USA and that most importers are also wholesalers/rack jobbers/retailers, record distribution is somewhat different.

Type of promotion: The increase in interest by local teen-agers for music and records and the appearance of local fan magazines have accounted for a large increase in the sale of rock-type records.

Jukeboxes: 12,000.

TAPE:

Market: There is no manufacturing of tape product in Puerto Rico; most product is imported from New York & Hialeah, Fla. Sales of cartridge, cassette, open reel & PlayTape increased considerably during 1968.

Tapes imported from USA: 1968—\$239,417.

Tapes imported from countries other than USA: none.

Tapes exported to USA: 1968—\$14,186.

Tapes exported to Virgin Islands: 1968—\$24,515.

Tapes exported to countries other than USA: 1968—Dominican Republic, \$802; French west Indies, \$244; Jamaica, \$812; Netherlands Antilles, \$1,538; Panama, \$600; Trinidad-Tobago, \$10,820. Total: \$14,816.

Average retail price per tape: 4-track cartridge—\$6.95; 8-track cartridge—\$5.95, \$6.95 & \$7.95; cassette—\$5.95, \$6.95; PlayTape—\$1.98; open reel—\$6.95, \$7.95.

IMPORT/EXPORT REGULATIONS: Since Puerto Rico is governed by the same regulations that apply to the USA, there is no custom duty or local tax on records coming from the USA. On records imported from foreign sources, the federal custom rate of about 15% ad valorem applies.

Parcel post shipments: Records can be shipped from any point in the USA to Puerto Rico under the classification "Special 4th class rate—sound recordings" and at the same rate that apply in the USA. Postage rates and currency are the same as in the USA. Many USA banks have branches here and many Puerto Rican banks have branches in New York City. Checks drawn by firms or individuals on Puerto Rican banks clear through USA banks without any charges or red tape.

● record manufacturers

LOCAL PRODUCERS

Note: These producers press their records locally or in New York or Miami.

A & C, Allied Wholesale Co., PO Box 512, Catano 00632. Tel: 788-1912.

Alacazar, PO Box 292, San Juan. Tel: 723-3213.

Pres.: Arturo Somohano.

Batey (see Kubaney-Batey).

Belter (see Kubaney-Batey).

Borinquen, 403 San Jorge St., Santurce. Tel: 725-1895.

Pres.: Dario Gonzalez.

Branch: USA—c/o Eduardo Cuervo, 446 W. 50 St., New York, N.Y. Tel: (212) 581-0655.

Ca-Jo, PO Box 70, Mayaguez 07708. Tel: (174) 832-2435. Owner: John G. Croff.

Colorama of Puerto Rico (see Alfred D. Herger Prod'ns).

Cotique Dists., 234 Eleanor Roosevelt Ave., Hato Rey 00918. Tel: 766-4120. Mgr.: F. Hernandez.

D N D, 606 Cerra St., Santurce.

Fragoso, PO Box 2774, San Juan. Tel: 723-0505.

Pres.: Lino Fragoso.

Guarani (see Island Recs.).

Alfred D. Herger Prod'ns Inc., PO Box 13732, Santurce 00908. Tel: 725-0158/0988. Pres.: Alfred D. Herger.

Labels: Musicolor, Colorama of Puerto Rico.

Hit Parade, Cordero Entis., PO Box 1282, Hato Rey. Tel: 765-2545.

Inca, Sound Echo Corp., 4 Ochoa St., Hato Rey.

Island Recs., PO Box 13732, Santurce. 00908. Tel: 725-0159/0988. Pres.: Bernardo Herger.

Labels: Rico Vox, Guarani.

Cartridge 4-track, 8-track, cassette & open reel: Rico-Vox, Guarani, Island Recs.

Int'l labels represented: Atlantic, Hispavox, Palacio.

Jenny Dists., 210 Parque St., Rio Piedras 00925.

Tel: 764-4155. Mgr.: A. L. Pizarro.

Kubaney (see Kubaney-Batey).

Kubaney-Batey Dists., 403 San Jorge St., Santurce 00912. Tel: 725-0018. Mgr.: A. Olarrriaga.

Home office: USA—South Eastern Rec. Co., 150 W. 29, Hialeah, Fla. 33012. Tel: (305) 887-7411.

Branch: USA—Universal Rec'g Corp., 655 W. 83 St., Hialeah, Fla. 33012. Tel: (305) 821-1431.

Labels: Kubaney, Batey, Belter.

Cartridge 8-track & cassette: Kubaney, Belter, Vergara.

Maribel, 604 Cerra St., Santurce.

Marvela, PO Box 2027, San Juan. Tel: 722-5171.

Pres.: Carlos Julia.

Musicolor (see Alfred D. Herger Prod'ns).

Petty, PO Box 73, Bayamon.

R C A, PO Box BG, Rio Piedras 00928. Tel: 765-1360. Pres.: Carlos Rom; Rec. Mgr.: Ignacio Mena.

Rex, 172 Diez Andino St., Santurce.

Rico Vox (see Island Recs.).

Triunfo, PO Box 13732, Santurce.

Vergara (see Kubaney).

Vilton, PO Box 3428, San Juan.

NEW YORK MANUFACTURERS FOR PUERTO RICAN SALE

Albany, 748 Flushing Ave., Brooklyn.

All One Stop, 315 W. 47 St.

America, 151 E. 116 St.

Angel-Nicky, 834 Union Ave., Bronx.

Ansonia, 922 Columbus Ave.

Armada & Rodrigues, 446 W. 50 St.

Azteca, 109 Moore St., Brooklyn.

B M C, 12-08 37 Ave., Long Island City.

Beta, 599 Tenth Ave.

Bronx, 1219 South Blvd., Bronx.

Caban, 172 Delancey St.

Casa Latina, 107 E. 110 St.

Casa Rivington, 106 Rivington St.

Casino, 135 W. 23 St.

Cesta, 1139 Anderson Ave., Bronx.

Coames, 216 Willis Ave., Bronx.

Colon, 614 E. 138 St., Bronx.

Coral, 1226 S. Boulevard, Bronx.

Darionex, 154 Smith St., Brooklyn.

Discos Tudor, 213 E. 117 St.

Discoteca Suaritos, 155 E. 116 St.

Distribuidora Nacional, 214 W. 96 St.

Distribuidora Ponce, 562 S. Boulevard, Bronx.

Dorado, 250 W. 57 St.

Fania, 850 Seventh Ave.

Fonseca, 760 Tenth Ave.

Gema, 693 Tenth Ave.

Hopes, 429 W. 46 St.

Iglesias Dists., 689 Tenth Ave.

J A B, 535 E. 137 St., Bronx.

Jamaris, 534 Sutter Ave., Brooklyn.

La Cumbre, 39 Clinton St.

La Flor, 660 Tenth Ave.

La Sultana, 147 E. 116 St.

M R J, 636 Tenth Ave.

Magda, 950 E. 163 St., Bronx.

Marvela, 175 E. 116 St.

Mary Lou, 631 Prospect Ave., Bronx.

Maseda, 442 E. 149 St., Bronx.

Mayra, 1060 Sheridan Ave., Bronx.

Mercado de Discos, 660 Tenth Ave.

Met Richmond, 1637 Utica Ave., Brooklyn.

Waldo Moretti, 643 Tenth Ave.

Musart Musical Recs., 502 W. 51 St.

Myko, 237 Columbia St., Brooklyn.

Palma, 439 W. 48 St.

Parnaso, 275 S. Second St., Brooklyn.

Patty, 738 Tenth Ave.

Premier, 515 Sutter Ave., Brooklyn.

Record Shack, 2132 Second Ave.

Remo, 664 Tenth Ave.

Rival, 151 E. 116 St.

Solfedo, 429 W. 46 St.

Soto, 972 E. 165 St., Bronx.

Spanish Music Center Recs., 319 W. 48 St.

Spanish World, 151 W. 14 St.

Spanoramic, 106 Rivington St.

Starbright, 39 Prospect Pl., Brooklyn.

Tangolandia, 136 Rivington St.

Trinity Rec. Dist. Corp., 524 W. 43 St.

Universal, 274 Wilson St., Brooklyn.

FLORIDA MANUFACTURERS FOR PUERTO RICAN SALE

Antillas, PO Box 4072, Miami.

Continental, 1046 N. Miami Ave., Miami.

Gozalo, 273 N.W. 29 St., Miami.

La Flor, 530 W. 27 St., Hialeah.

Miami, 2819 N.W. Seventh Ave., Miami.

Mur, PO Box 3038, Hialeah.

Musical, PO Box 75, Miami.

South Eastern, PO Box 33011, Hialeah.

Velvet, 124 W. 29 St., Hialeah.

OTHER MANUFACTURERS & DISTRIBUTORS FOR PUERTO RICAN SALE

Alo, 89 M Manhattan St., Stamford, Conn.

Borimex, 2711 W. Division St., Chicago, Ill.

Borinquen, 121 76 St., North Bergen, N.J.

Chicago-Spanish, 2610 N. California Ave., Chicago, Ill.

Discorama, 1428 W. Chicago Ave., Chicago, Ill.

Fernandez, 4312 Taney Ave., Alexandria, Va.

Hisponorama, 2511 W. North Ave., Chicago, Ill.

M A M Recs., 2938 N. Fifth St., Philadelphia, Pa.

Vic Mar, 442 State St., Perth Amboy, N.J.

Pan American, 3751 W. 26 St., Chicago, Ill.

Spanish, 734 W. Lehigh Ave., Philadelphia, Pa.

Trinity Dist., 477 Park Ave., East Hartford, Conn.

Villanueva, 401 W. Girard Ave., Philadelphia, Pa.

INDEPENDENT RECORD PRODUCER

Alfred D. Herger, PO Box 13732, Santurce 00918.

Tel: 725-0158/0988.

Label credits: Hit Parade, Rico Vox, Dorado, Triunfo.

● music publisher

Peer Int'l Corp. of Puerto Rico, Edif. Banco de

Ponce, Ponce de Leon Ave. 1250, Of. 705,

Santurce. Tel: 725-2380. Cable: SOUTHMUSIC.

Mgr.: Angel I. Fonfrías.

Home office: USA, Southern.

● record & tape whslrs.

DISTRIBUTORS, RACK JOBBERS & IMPORTERS/EXPORTERS

Note: In Puerto Rico, due to accessibility to mainland suppliers, so-called wholesalers are also distributors, rack jobbers, one stops, importers, and in many cases, retailers.

Allied Wholesale Co. of Puerto Rico Inc., PO Box 512, Catano. Zip: 00632. Tel: 788-1912. Cable: AWCO. Pres.: Charles Tarrab; VP: Alberto Dirice.

Labels: Fania, Parnaso and many budget lines. **Note:** They are wholesalers and rack operators with one of the largest record tape stocks in Puerto Rico. They operate a fleet of trucks that cover the Island.

Bono Rack Jobbers Inc., PO Box BR, San Juan. Zip: 00936. Tel: 783-0660. Pres.: Guillermo Gonzales.

Casa Aponte, 628 Cerra St., Santurce. Zip: 00907. Tel: 724-7790. Pres.: Pablo Aponte.

Labels: Hit Parade (singles only) and other labels including many budget labels; also tape goods.

Casa Fragoso Inc., PO Box 2772, San Juan. Zip: 00903. Tel: (809) 723-0505. Pres.: Lino Fragoso; VP: Daniel Garrido.

Labels represented: Fragoso and South American labels. **Cartridge 8-track:** Fragoso.

Note: They do a large wholesale business and carry heavy stock of many labels. They also operate a retail store in San Juan.

Castillo Rack Serv. Inc., San Jose Ind'l Park, Rio Piedras.

Antonio Contreras, PO Box 6886, Loiza Sta., Santurce. Zip: 00914.

Factory rep. for: Kapp, Dot, Monument, A&M.

Distribuidora Electronic Dec. Inc., GPO Box 3993, San Juan. Zip: 00936. Tel: (809) 783-5818.

Pres.: Jack Delaster; Sales Mgr.: Willey Rosell.

Home office: USA—Dyn Assocs. Inc., 270 W. 22 St., Hialeah, Fla. 33010.

Tape represented: Mercury.

Note: They are wholesale distributors of all kinds of pre-recorded tapes with special attention to Latin Music. They import tape playback equipment manufactured in Japan under their own label "Galaxy."

Distribuidora Nacional de Discos Inc., 606 Cerra St., Santurce. Zip: 00907. Tel: (809) 724-4964.

Pres.: Gilberto Gonzalez; VP: Pedro Oruna.

Labels represented: Liberty, Imperial, Dolton, World Pacific, Blue Note, Sunset, Monument, A&M, Borinkuen.

Tape: They carry a large stock of 4 & 8-track cartridges, cassettes and open reel tapes of many labels.

G M A Dists. Inc., 71 Rodrigues Serra St., Santurce. Zip: 00907. Tel: 725-4408. Pres.: Angel L. Mont.

Home office: USA—693 10 Ave., New York, N.Y. 10036. Tel: (212) JU 2-4943. Pres.: Guillermo Alvarez Guedes.

Label: Gema.

Cartridge 8-track, cassette & Playtape: Gema.

Galas Rec. Dist. Inc., PO Box 1272, San Juan. Zip: 00936. Pres.: Ernesto Herger; VP: Angel L. Mont.

Note: They operate record-tape concessions in local discount chain.

Island Recs., 504 Sirio St., Urb.—Altamira, Rio Piedras. Zip: 00920. Pres.: Bernardo Herger.

Labels: Caribe, Hispavox, Palacio, Rico-Vox, Atlantic-Atco.

Note: They carry a large stock of all pre-recorded tapes and operates record-tape concessions in two of the leading department stores in the San Juan area.

Kelvinator Sales of Puerto Rico Inc. PO Box BG, Rio Piedras. Zip: 00928. Tel: (809) 765-1360. Pres.: Carlos Rom; Rec. & Tape Mgr.: Ignacio Mena.

Labels: RCA, Disneyland, Vista.

Cartridge 8-track: RCA.

Note: They operate several appliance stores that also carry records and tapes.

Lozano Dists., PO Box 7826, Santurce. Zip: 00916. Tel: 791-1868. Distributes: All labels.

Mariel Dists., 604 Cerra St., Santurce. Zip: 00907. Tel: 725-7845. Pres.: L. Mojena.

Labels: Mariel, Falcon, Mary Lou, all other labels.

Martinez Vela Inc., PO Box 2027, San Juan. Zip: 00903. Tel: 722-5171. Cable: MARVELA. Pres.: Felix V. Rodriguez.

Labels: United Artists, Warner Bros.-Seven Arts, Reprise, Mercury-Philips, Sonus (Venezuela), Marvela.

Note: They carry a large stock of all tape goods. They do little wholesaling but operate record-tape departments in local discount chain that move a lot of merchandise.

Thomas A. McGuinness, 175 Hostos St., Rm. 719, Hato Rey 00918.

Distributes: All Columbia product.

Musical Recs. & Tapes, PO Box 3353, San Juan. Zip: 00936. Tel: 765-5301. Mgr.: Emilio Jorge.

Home office: 780 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638/9.

Branch: Hato Rey, Tous Soto No. 266, Urb. Baldrich. Zip: 00928. Tel: (809) 765-5301.

Mgr.: Emilio Jorge.

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continued

Labels: Musart, Discuba, Musidisc, Nilser, Peerless, Eco, Rex.
Cartridge 8-track & cassette: Musart, Discuba, Musidisc, Nilser, Peerless.
Cartridge 4-track: Musart Discuba, Musidisc, Peerless.
 Solfeo Dist., Bonaparte St. C 10, Urb. Vila Contesa, Rio Piedras. Zip: 00918. Tel: 785-7109. Mgr.: Ismael Lopez.
 Branch: USA—New York, N.Y.
 Labels: Hopes, Starbright.
 Trans American Dist., PO Box 73, Bayamon. Zip: 00619. Tel: 785-9025.
 Labels: Javier, Pety, Davila, Tari.
 Ultra Dist., 710 Europa St., Santurce. Zip: 00909. Tel: 725-1140. Mgr.: Freddy Garcia.
 Labels: Montilla, 4 Points.
 United Dist., PO Box 228, Hato Rey. Zip: 00919. Tel: 761-2360. Pres.: Alberci Girod.
 Handles: all labels & tape goods.
 Nelson Velazquez Dist., 1756 Eduardo Conde St. Zip: 00912. Tel: 723-5995.
 Labels: BMC, Neliz.
 Velvet Dist., 558 Maximo Gomez St., Urb. Baldrich, Hato Rey. Zip: 00918. Tel: 766-7137. Mgr.: Roberto Page.
 Home office: USA—PO Box 398, Hialeah, Fla. 33012. Tel: (305) 888-1377.
 Label: Velvet.
 Cartridge 8-track: Velvet.
 Vieras One Stop, 610 Cerra St., Santurce. Zip: 00907. Tel: 724-8251. Mgr.: Rafael Viera.
 Label: Patty; also all labels & tapes.

● musical instrument importers

INCL. FOLIOS & SHEET MUSIC

Bazar Andreu, 157 Tetuan St., San Juan. Zip: 00901.
 Bazar Atocha, PO Box 1750, Ponce. Zip: 00731.
 Casa Isern, 53 Arzuaga St., Rio Piedras. Zip: 00918.
 Casa Margarida, 562 Munoz Rivera Ave., Hato Rey. Zip: 00918.
 Instruments: guitars (Fender), other instruments (Selmer).
 Casa Villa, 1602 Fdz. Juncos Ave., Santurce. Zip: 00907.
 Instruments: Guitars, drums, amplifiers.
 Fine Pianos Inc., 356 Parque St., Santurce. Zip: 00912.
 Giusti Inc., 202 Fortaleza St., San Juan. Zip: 00901.
 Guitar Inds. Inc., Urb. Minillas Ind., Bayamon. Zip: 00619.
 Hato Rey Accordions, 3 Vela St., Hato Rey. Zip: 00918.
 Instruments: Accordions (Excelsior).
 Hicks Music, 2 Betances St., Bayamon. Zip: 00619.
 Melody Center, 555 De Diego St., Puerto Nuevo. Zip: 00920.
 Mendez Rec. Store, 1460 Ponce de Leon Ave., Santurce. Zip: 00907.
 Million, 258 Fortaleza St., San Juan. Zip: 00901.
 Instruments: Spanish guitars, percussion.
 Music Center, 108 Arzuaga St., Rio Piedras. Zip: 00925.
 Branch: Santurce, 1009 Ponce de Leon Ave. Zip: 00907.
 Musical Trading, 1893 Ponce de Leon Ave., Santurce. Zip: 00909.
 Quality Music, 272 San Agustin St., San Juan. Zip: 00901.
 Sentif Music Center, 14 Urb. Flamingo, Bayamon. Zip: 00619.
 Suarez Musical Supply, 311 Italia St., Hato Rey. Zip: 00918.
 J. Martinez Vela, 358 San Francisco St., San Juan. Zip: 00901.
 Instruments: Guitars, electric guitars, amplifiers.

● service and supplies ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Federation of Musicians, Local 468, 255 Canal St., Santurce. Zip: 00907.
 Music Asociatfes, 1705 Loiza St., Santurce. Zip: 00911.
 Puerto Rico Artists & Technicians Assn. (APATE), 651 Ponce de Leon Ave., Santurce. Zip: 00907. Pres.: David Ortiz.

MUSIC LICENSING ASSOCIATIONS

E M E Americana Inc., PO Box 512, Catano. Zip: 00632.
 Peer Int'l, PO Box 10192, Santurce.
 S P A C E M (ASCAP), 1105 Ponce de Leon Ave., Santurce.

PRESSING PLANTS

Montilla of Puerto Rico Inc., PO Box 594, Canovanas. Zip: 00629. Tel: (137) 876-4350. Cable: FEMONTILIA. Pres.: Fernando Montilla.
 Note: This plant offers a complete record manufacturing unit including the making of stampers & jackets.
 Puerto Rico Recs. Inc., PO Box 2027, San Juan. Zip: 00903. Tel: 724-1742. Cable: MARVELA. Pres.: Felix V. Rodriguez.

Rio Piedras Rec. Mfg. Inc., PO Box 4785 GPO, San Juan. Zip: 00936. Tel: 764-3960. Pres.: Dario Gonzales.
 Note: This plant offers a complete record manufacturing unit including the making of stampers & jackets.
 San Juan Recs. Inc., PO Box 2027, San Juan. Tel: 724-0333. Cable: MARVELA. Pres.: Felix V. Rodriguez.

RECORDING & TAPE DUP. STUDIOS

Mayoral Studios, 1 Chile St., Hato Rey. Zip: 00918. Tel: 764-0321.
 Montilla, PO Box 594, Canovanas. Zip: 00629. Tel: 876-4350.
 Ochoa, 1105 Fernandez Juncos Ave., Santurce. Zip: 00907. Tel: 724-1772.
 Trans-Rec'g, 1506 Roosevelt Ave., Puerto Nuevo. Zip: 00920. Tel: 783-3711.
 Atlantic-Atco.

SINGAPORE

POPULATION: 2,700,000.
 PER CAPITA INCOME: \$600 (US).
 OFFICIAL RATE OF EXCHANGE: \$1 (US)=\$3 (Singapore).
 NO. OF HOMES WITH RECORD PLAYERS: 200,500.
 HOLIDAYS: New Year's Day, Chinese New Year (2 days), Hari Raya Puasa, Hari Raya Haji, Good Friday, Labour Day, Vesak Day, National Day, Deepavali, Christmas.

RADIO STATIONS: 1 government—4 channels.
 Type of programming: 60% of broadcasting is entertainment, of which 70% is recorded music, disc jockey shows, plays, quizzes. Broadcasting in English, Malay, Chinese, Tamil. Redifusion Ltd. broadcasts wired service.
 No. of radios: 90,000 (estimated).
 TV STATIONS: 1 government station with 2 channels.
 Type of programming: Live quiz shows biggest attraction; also popular are live musical shows and recorded music dance shows.
 No. of TV sets: 105,000 (estimated).
 RECORDS: (figures in US currency).
 Records imported from USA (including blanks & pre-recorded tape): 1968—\$323,677 (FOB); 1967—\$485,738.

Records exported to USA (CIF): 1968—13,759 units, \$18,537.
 Average retail price per record: LP's—\$4.00; EP's—\$1.25; Singles: \$0.65.
 Stereo sales: 80% of total.
 Record club sales: 10% of total.
 Discounting: Frequent.

Type of distribution: Manufacturer-to-distributor-retailer and manufacturer-to-retailer. Some rack jobbers, primarily among book and department stores.

Type of promotion: Aggressive promotion by importers on radio and diffusion stations. Sponsored quiz shows give away records. Variety stage shows & tie-ins with local cinemas help sustain imports against strong local companies. Increasing number of discount street stalls and travelling night stalls (door-to-door). Distributors and retailers allow these vendors credit with generous discounts for prompt settlement of accounts.

Jukeboxes: Prohibited by law.

TAPE:

Market: Improving enormously, with cassettes being especially popular. Cartridge sales (both 4-track & 8-track) good; open reel sales slow. Imported tape duplicated locally to meet the demand.

IMPORT/EXPORT REGULATIONS: No tax on all imports or exports. Imports intended for Malaysia are liable to 17% tax on arrival at any center in Malaysia, whether opened or unopened in Singapore.

Sally Chan

● record manufacturers

Ace of Clubs (see Decca).
 Ace of Diamonds (see Decca).
 Angel (see EMI).
 Argo (see Decca).
 Capitol (see EMI).
 Chapter 1 (see Decca).
 Chiang Huat Co., 164 South Bridge Rd., Singapore 1. Tel: 74144, 97721. Cable: CHIPMUNK. Mgr.: T. T. Quek; Promo.: Johnson Koh.
 Labels: Echo, Maggie, Cogent.
 Cogent (see Chiang Huat).
 Columbia (see EMI).
 Contemporary (see Decca).
 Cosdel (Singapore) Ltd., 50E/F Armenian St., Singapore 6. Tel: 361684, 30480, 35047. Cable: COSDEL. Mng. Dir., Cosdel (Far East) Ltd.: T. K. Whang; Admin. Officers: Sim Swee Pang & Tommy Low; A&R Mgr., Promo. & Tape: Bernard Solosa; Sales Asst. to Mng. Dir.: Cheong Yip Seng; Chief, RCA Rec. Div.: Willie Lim; Adv. & Pub.: Sebastian Galaura; Int'l: Kenneth L. Cole, President, Cosdel, Inc., Rm. 503, The Nikkatsu Int'l Bldg., No. 1, 1-chome, Yuraku-cho, Chiyoda-ku, Tokyo, Japan.
 Int'l branch: Malaysia.
 Label: Cosdel.

DGG (see Phonogram).
 Decca Orient (Pte) Ltd., E6, MacDonald House, Orchard Rd., Singapore 9. Tel: 27071, 361196, 20437. Cable: DECCA. Mng. Dir.: Derrick J. Coupland; Dir.: E. H. D'Netto & W. Bell, MBE; Regional Sales Mgr.: Mrs. Esther Lim; Adv.: Grant Adv. Int'l Inc.
 Home office: UK.
 Int'l branch: Malaysia.
 Labels: Decca, London, Deram, Ace of Diamonds Ace of Clubs, Argo, Emerald, Contemporary, Chapter 1, London Globe.
 Tape: London.
 Int'l reps: Ceylon (Lewis Brown), Hong Kong (Moutries), India (Gramophone), Japan (King), Korea (Eun Sung Trading), Macao (Universal Agencies), Manila (Super), Pakistan (Gramophone), Republic of China (Linfair Eng'g & Trading), Thailand (Black & White, Ching Thai), Viet Nam (Georges Bonnet).

Deram (see Decca).
 EMI Recs. (S.E.A.) Ltd., 4th Fl., MacDonald House, Orchard Rd., Singapore. Tel: 32001/2. Cable: EMITRON. Mng. Dir.: K. F. Bruce; A&R Mgr.: Mrs. D. Devan; Planning & Admin.: H. T. Chua; Prod'n Mgr.: A. Chia.
 Int'l branch: Malaysia.
 Labels: HMV, Columbia, Parlophone, Pathe, Angel, Capitol, Stateside, Odeon, Phoenix, Regal.

Echo (see Chiang Huat).
 Emerald (see Decca).
 Fontana (see Phonogram).
 H M V (see EMI).
 Hup Hup (see Music City).
 Kwang Sia Rec. Co., 104 Hill St., Singapore 6. Tel: 32154, 34501. Cable: KWANGSIACO. Owner: Ang Mia Yang; Mgr.: Ang Keng Hui; Asst. Mgr.: Ang Keng How.
 Branch: 7. Ground Floor, Int'l Bldg., Orchard Rd., Singapore. Tel: 26649.
 Label: Star Swan.

Life (see Music City).
 London (see Decca).
 London Globe (see Decca).
 Maggie (see Chiang Huat).
 Mercury (see Phonogram).
 Music City, Hup Hup Ltd., 13-A Upper Circular Rd., Singapore 1. Tel: 982819. Supervisor: Ronnie Foo; Promo.: Rudy Lee.
 Label: Life.
 Odeon (see EMI).
 Parlophone (see EMI).
 Pathe (see EMI).
 Philips (see Phonogram).
 Phoenix (see EMI).

Phonogram Far East Private Ltd., PO Box 1117, 8th Fl., Int'l Bldg., 360 Orchard Rd., Singapore 9. Tel: 362218. Cable: PHILIGRAM. Mng. Dir.: E. Niewenhuus; A&R Mgr.: Lee H. King.
 Int'l branch: Malaysia.
 Labels: Philips, Fontana, Polydor, Polydor Special, DGG, Pop Sound, Mercury.
 Polydor (see Phonogram).
 Polydor Special (see Phonogram).
 Pop Sound (see Phonogram).
 Regal (see EMI).
 Star Swan (see Kwang Sia).
 Stateside (see EMI).

INDEPENDENT RECORD PRODUCERS

Phonographic Industries Private Ltd., 1st fl., Flatted Factories, 701E Commonwealth Dr., Singapore 3. Tel: 649457, 645012. Mng. Dir.: F. Niewenhuus; Mgr.: B. G. Horst.
 Label credits: Fontana, Philips, Pop Sound.

● record wholesalers

IMPORTERS/DISTRIBUTORS

Allen & Gledhill, Rm. 3, 1st Fl., Meyers Chambers, Singapore 1. Tel: 94391.
 Distributes: Cosdel product.
 Beethoven Rec. House, 248-D Orchard Rd., Singapore 9. Tel: 39773.
 Distributes: Cosdel product.
 Borneo, 71 Robinson Rd., Singapore 1. Tel: 76181. Cable: BORNEO.
 This company represents: Capitol (USA), Columbia (USA), Parlophone (UK), EMI (UK), Pathe (France & Hong Kong), Angel (India).
 Chiang Huat Co., 164 South Bridge Rd., Singapore 1. Tel: 74144, 97721. Cable: CHIPMUNK. Mgr.: T. T. Quek; Promo.: Johnson Koh.
 This company represents: Cosdel (Singapore), EMI (UK), Philips (Netherlands), DGG (Germany), Liberty (USA).
 Tape: cassette, cartridge (4- & 8-track).
 Cosdel (Singapore) Ltd., 50E/F Armenian St., Singapore 6. Tel: 361684, 30480, 35047. Cable: COSDEL. Mng. Dir., Cosdel (Far East) Ltd.: T. K. Whang; Admin. Officers: Sim Swee Pang & Tommy Low; A&R Mgr., Promo. & Tape: Bernard Solosa; Sales Asst. to Mng. Dir.: Cheong Yip Seng; Chief, RCA Rec. Div.: Willie Lim; Adv. & Pub.: Sebastian Galaura; Int'l: Kenneth L. Cole, President, Cosdel, Inc., Rm. 503, The Nikkatsu Int'l Bldg., No. 1, 1-chome, Yuraku-cho, Chiyoda-ku, Tokyo, Japan.
 Int'l branch: Malaysia.
 This company represents: RCA (USA), Pye (UK), Motown (USA), Dot (USA), Atlantic (USA), Warner Bros.-Seven Arts (USA), Reprise (USA).

continued on page 370

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RECORDING COMPANY



PUBLISHING
COMPANY

continued

SOUTH AFRICA, REPUBLIC OF

Monument (USA), A&M (USA), Elektra (USA), Festival (Australia), Atco (USA), Camden (USA), Marble Arch (UK).

Cycle & Carriage, PO Box 142, 41-43 Orchard Rd., Singapore 9. Tel: 39381. Cable CYCLECARRI.
Int'l branch: Malaysia.
This company represents: Polydor (Int'l).

Far East Rec. Co. Ltd., 43 Upper Pickering St., Singapore. Tel: 96888.
Distributes: EMI product.

Hup Hup (see Music City).

E. S. Issac, 168-A Cecil St., Singapore 1. Tel: 78466, 78460. Cable: ISSACNCO.
Int'l branch: Malaysia.
This company represents: HMV (India), Columbia (India), Parlophone (India), Angel (India), Vogue (France), Crescendo (Int'l), Hi Fi (Int'l), Accent (Int'l), Telefunken (Int'l), Everest (Int'l).

William Jacks, Int'l Bldg., Ground Fl., Singapore 9. Tel: 362211.
Int'l branch: Malaysia.
Distributes: Philips, Fontana, Mercury tape; Philips playback equipment.

Kwang Sia Rec. Co., 104 Hill St., Singapore 6. Tel: 32154, 34501. Cable: KWANGSIACO. Owner: Ang Mia Yang; Mgr.: Ang Keng Hui; Asst. Mgr.: Ang Keng How.
This company represents: A&M (USA), Polydor (Int'l), Philips (Netherlands), Decca (USA), Capitol (USA), DGG (Germany), Columbia (USA), Verve (USA), CBS (USA), RCA (USA), MGM (USA), Bell (USA), Warner Bros.-Seven Arts (USA), Vogue (France), Dot (USA), Motown (USA), London (USA), Apple (UK), Reprise (USA), Audio Fidelity (USA), Festival (Australia), Cosdel (Singapore).

Music City, Hup Hup Ltd., 13-A Upper Circular Rd., Singapore 1. Tel: 982819. Supervisor: Ronnie Foo; Promo.: Rudy Lee.
This company represents: CBS (USA), Kapp (USA), Vocalion (USA), Harmony (USA), Cosdel (Singapore).

Phonogram Far East Private Ltd., PO Box 1117, 8th Fl., Int'l Bldg., 360 Orchard Rd., Singapore 9. Tel: 362218. Cable: PHILIGRAM. Mng. Dir.: F. Niewenhuis; A&R Mgr.: Lee H. King.
Int'l branch: Malaysia.
This company represents: MGM, Verve, Ariola, Buddah, Kama Sutra, Roulette, Tetragrammaton.

Victory Recs., 487 North Bridge Rd., Singapore 7. Tel: 23932.
Distributes: Cosdel product.

RACK JOBBERS
Amateur Photo Store, 109 North Bridge Rd., Singapore 7.
Ideal Silk Store, 24 Change Alley, Singapore 1. Tel: 77660, 97314.
Keller Piano Co. Ltd., 2 Orchard Rd., Singapore 9. Tel: 33349.
King's Department Store, 16 Collyer Quay, Singapore 1. Tel: 95263.
Leela Department Store, 7 Stamford Rd., Singapore 6. Tel: 26817.
Malaysia Publ'g House Ltd., 71/77 Stamford Rd., Singapore 6. Tel: 31121/2, 24257.
Donald Moore Galleries Ltd., Liat Towers, Orchard Rd., Singapore 9. Tel: 34163.

● supplies & services
MUSIC LICENSING ORGANIZATION
Rediffusion, 182 Clemenceau Ave., Singapore 9. Tel: 25011/5. Gen. Mgr.: J. Snowden.

PRESSING PLANTS
E M I (Southeast Asia), Jurong Industrial Estate, Singapore. Tel: 650183 & 650544.
Kinetex, 9 Wan Tho Ave., Singapore 13. Tel: 86209.
Phonographic Industries, 701E Commonwealth Dr., Singapore 3. Tel: 645012, 649457. Mng. Dir.: F. Niewenhuis; Factory Mgr.: B. G. Horst.
Rudy Rec. Ind., 92 Koon Seng Rd., Singapore 15. Tel: 43670.

PROMOTION & PUBLICITY
Benson (Singapore) Pte. Ltd. S. H., 16-C Cecil St., Singapore 1. Tel: 92821.
Grant Advertising Int'l Inc., MacDonald House, Singapore 9. Tel: 361333, 20160, 20217.
Graphic Advertising Ltd., 63 Robinson Rd., Singapore 1. Tel: 97575.

RECORDING STUDIOS
E M I (Southeast Asia), Jurong Industrial Estate, Singapore. Tel: 650183 & 650544.
Kinetex, 9 Wan Tho Ave., Singapore 13. Tel: 882321 & 882322.
Phonographic Industries, 701E Commonwealth Dr., Singapore 3. Tel: 645012, 649457. Mng. Dir.: F. Niewenhuis; Factory Mgr.: B. G. Horst.
R T S, Caldecott Hill, Thomson Rd., Singapore 11. Tel: 50401.
Rediffusion, 182 Clemenceau Ave., Singapore 9. Tel: 25011 & 23672. Gen. Mgr.: J. Snowden.

POPULATION: 18,500,000 (20% white).
PER CAPITA INCOME: (white) \$3,800; (non-white) \$800.

OFFICIAL RATE OF EXCHANGE: \$1 (US) = .71 rand.
HOLIDAYS: Jan. 1, April 6 (Van Riebeeck Day), May 31 (Republic Day), July 8 (Family Day), Sept. 4 (Settlers' Day), Oct. 10 (Kruger Day), Dec. 26 (Boxing Day), and traditional Christian holidays.

RADIO STATIONS: 9 FM, 3 AM & FM; all government.
Type of programming: The South African Broadcasting Corp. controls all broadcasting. Springbok Radio is its major commercial station. There are 3 spot channel regional services. Africans (non-white) are served by Radio Bantu which operates 6 regional language spot channel services. Lourenco Marques Radio situated in Mozambique operates a commercial service which is heard extensively in South Africa. Programming relies heavily on commercial records, predominantly pop material.

No. of radios: 2,600,000.
TV STATIONS: None.

Records sold domestically: LP's 1968-2,471,892 units, \$14,363,829 (up 11.7% from 1967); 1967-2,211,243 units, \$12,352,002. EP's 1968-143,249 units, \$300,822; 1967-151,354 units, \$317,843. Singles 1968-(white) 2,426,049 units, \$2,971,910 (up 2.5% from 1967); (non-white) 1,661,048 units, \$1,569,690 (up 4.8% from 1967); 1967-(white) 1,927,783 units, \$2,294,061; (non-white) 1,583,535 units, \$1,551,863.

Records (including masters & pre-recorded tape) imported from USA (FOB): 1968-\$318,262; 1967-\$163,648.

Records imported from countries other than USA (factory value): 1968-231,282 units, \$252,592; 1967-202,114 units, \$213,569.

Average retail price per record: LP's-\$5.13; EP's-\$1.82; Singles-(white) \$1.09; (non-white) \$0.86.

Stereo sales: 60% of total.
Record club sales: 18% of total.

Discounting: Rare; Resale Price Maintenance scheduled to be abolished 1 July 1969.

Type of distribution: Manufacturer-to-retailer predominates. One major record company handles most established labels. Reader's Digest and Time-Life operate on mail-order basis. Rack jobbing has increased in last two years.

Type of promotion: Personal appearances by South African artists are on the increase, which has encouraged greater coverage of local artists' recording activities by newspapers and magazines. Extensive programming of pop records on radio.

Jukeboxes: 1,550.
TAPE:
Market: Open reel never became established in South Africa and is now superseded by 8-track cartridge and cassette. Presently all product imported, attracting customs and sales duty; this produces a retail price disproportionate to corresponding disc price. Since mid-1968 8-track cartridges have made large market impact; cassettes now making up lost ground. Both markets seem likely to develop in 1969.

Average retail price per tape: 8-track cartridge-\$11.18; cassette-\$8.38; open reel-\$6.30.

Pre-recorded tape manufactured for domestic & export sale: None.

Pre-recorded tape imported from USA (factory value): 1968-25,000 units @ \$122,500.

Pre-recorded tape imported from countries other than USA (factory value): 1968-10,000 units @ \$36,400.

IMPORT/EXPORT REGULATIONS: Import permits are required for South Africans desiring to import.
W. F. Fraser

● record manufacturers
A G S (see Trutone).
A R M (see Teal).
Ad-Rhythm (see Brigadiers).
Angel (see EMI).
Atlantic City (see Teal).
Berg (see Teal).
Big Beat (see Meteor).
Blue Horizon (see Gramophone).
Boom (see Teal).
Brigadiers, PO Box 8480, Braamfontein, Johannesburg. Tel: 35-1124. Cable: BRIGADIERS. Mng. Dir.: Henk Oosthuysen; A&R Sales Dir.: Albie Venter.
Labels: Brigadiers, Luistergenot, Melodia, Ad-Rhythm, Treffer, Klank (distributed by Gallo).

C M S (see Trutone).
C T C Star (see Gallo).
Capitol (see EMI).
Church (see Gallo).
City Special (see Teal).
Columbia (see EMI).
Continental (see Gallo).
Cool Beat (see Teal).
Date (see Grainophone).

E M I, PO Box 11254, 32 Steele St., Steedeale, Johannesburg. Tel: 869-2661/2/3/4/5/6/7. Cable: SOUNDBOX. Chm.: W. J. Richmond; Dir. & Gen. Mgr.: J. A. Bailes; A&R & Promo.: J. Nofal & Derek Hannan; Mktg.: J. M. Plumley; Music Publ'g: W. F. Fraser.

Labels: Columbia, HMV, Parlophone, Capitol, Stateside, Angel, Regal, N'Kanyezi, Uitspan, Umsakaso, Little Giant.

Int'l labels represented: Immediate (UK), Motown (USA), Ember (UK & USA), Dunhill (USA).

E N V E E (see Trutone).
F M (see Gallo).
Fakkell (see Gallo).
G B (see Gallo).
Galaxie (see Meteor).
Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts. Johannesburg. Tel: 28-2400. Cable: GALLOTONE. Mng. Dir.: Alec Delmont; Chm.: Eric Gallo; A&R & Sales: Phil Goldblatt & Roy Evans; Mdsr. Mgr.: Max Harris; Info. officer: Jo Oothuizen.

Labels: CTC Star, Church, Continental, FM, Fakkell, GB, Goli Hit, Gospel, Gumba Gumba, Inkonkoni, Jazzville, Modden, Motella, New Sound, Smanje Manje, Troubadour, USA, Welkom.

Int'l labels represented: Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Alshire (USA), Apple (UK), Amaret (USA), Amadeo (Austria), Alon (USA), Alvorada (Portugal), Argo (UK), Audio Fidelity (USA), Brute Puppy (USA), Beltona (UK), Bravo (USA), Brite Leaf (USA), Brunswick (USA), Buddah (USA), Budget Sound (USA), Buena Vista (USA), Bunky (USA), Busy B (USA), Carisch (Italy), Carosello (Italy), Chalice (USA), Chantecler (Brazil), Coliseum (USA), Compass (USA), Contemporary (USA), Coral (USA), Curton (USA), Decca (UK & France), Deram (UK), Disneyland (USA), Emerald (UK), Enterprise (USA), Good Time Jazz (USA), Hi (USA), Hi Fi (USA), Hip (USA), Hob (USA), Horizon (USA), Impact (USA), Inferno (USA), Instant (USA), Innis (USA), Jad (USA), Jamie (USA), Jubilee (USA), Kapp (USA), Laurie (USA), L'Oiseau Lyre (UK), London (USA), MCA (USA & UK), Major Minor (UK), Mainstream (USA), Mr. C. (USA), Orfeu (Portugal), Palomar (USA), Parallax (USA), Parrot (USA), Phil-L.A. of Soul (USA), Phoenix (USA), Pompeii (USA), President (UK & USA), Press (USA), Prestige (USA), Qualiton (UK), Ranwood (USA), Rex (UK), Ricordi (Italy), Riviera (France), Scepter (USA), Seven B (USA), Sire (USA), Shamley (USA), Som/Major (Brazil), Specialty (USA), Somerset (USA), Spectrum (USA), Stax (USA), Straight Ahead Prods (UK), Team (USA), Telefunken (Germany), Time (USA), Toast (UK), Toddlin' Town (USA), Tunekel (USA), 20th Century-Fox (USA), Uni (USA), Viva (USA), Volt (USA), Viking (New Zealand), Vista (USA), Wand (USA), White Whale (USA), W & G (Australia), Zeus (USA).

Goli Hit (see Gallo).
Gospel (see Gallo).
Gramophone Rec. Co. Ltd. (GRC), PO Box 2445, 132 Kerk St., Johannesburg. Tel: 23-0546. Cable: AFRICORD. Mng. Dir.: Arnold Golembu; A&R: Ivor Golembu & Alan McInnes; Sales: Vic Kulling; Pub.: Muriel Pienaar.

Branches: Cape Town, Durban, Port Elizabeth, Bulawayo.

Labels: Unika, Date, Blue Horizon.
Int'l labels represented: CBS Int'l (USA), Project 3 (USA), Alvorada (Portugal).

Gumba Gumba (see Gallo).
H M V (see EMI).
Inkonkoni (see Gallo).
Jazzville (see Gallo).
Juwel (see Trutone).
Kalahari (see Teal).
Klank (see Brigadiers).
Kristal (see Meteor).
Little Giant (see EMI).
Luistergenot (see Brigadiers).
Melodia (see Brigadiers).
Meritone (see Meteor).
Meteor Recs. (Pty) Ltd., PO Box 6640, 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Cable: METEORDISC. Mng. Dir.: R. R. Moskovitz; A&R: Pierre Lombard.

Labels: Meteor, Kristal, Saffier, Big Beat, Meritone, Galaxie, Panorama, Themba, Minaret.

Int'l labels represented: Design (USA), Pickwick (USA), Marfer (Spain), Metronome (Germany), Special (Germany).
Minaret (see Meteor).
Modden (see Gallo).
Motella (see Gallo).
N E M (see Trutone).
New Sound (see Gallo).
N'Kanyezi (see EMI).
O K Winner (see Trutone).
Panorama (see Meteor).
Parlophone (see EMI).
Perel (see Trutone).
Plastic (see Teal).
President (see Teal).
Quality (see Trutone).
R P M (Pty) Ltd., PO Box 33223, 3d Fl., Craftsman Centre, 288 Commissioner St., Johannesburg. Tel: 24-6327. Cable: PHONOSOUND. Mng. Dir.: Matt Mann; A&R: Dan Hill; Sales Mgr.: Michael Traub; Pub.: Mervyn John.

Int'l labels represented: Stereo Dimension (USA), Evolution, (USA), Athena (USA), Morgan, Abnak (USA), Hurrah (USA), Spark, Barclay (France), Calla (USA), Erator, Ariston.

Labels: CTC Star, Church, Continental, FM, Fakkell, GB, Goli Hit, Gospel, Gumba Gumba, Inkonkoni, Jazzville, Modden, Motella, New Sound, Smanje Manje, Troubadour, USA, Welkom.

Int'l labels represented: Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Alshire (USA), Apple (UK), Amaret (USA), Amadeo (Austria), Alon (USA), Alvorada (Portugal), Argo (UK), Audio Fidelity (USA), Brute Puppy (USA), Beltona (UK), Bravo (USA), Brite Leaf (USA), Brunswick (USA), Buddah (USA), Budget Sound (USA), Buena Vista (USA), Bunky (USA), Busy B (USA), Carisch (Italy), Carosello (Italy), Chalice (USA), Chantecler (Brazil), Coliseum (USA), Compass (USA), Contemporary (USA), Coral (USA), Curton (USA), Decca (UK & France), Deram (UK), Disneyland (USA), Emerald (UK), Enterprise (USA), Good Time Jazz (USA), Hi (USA), Hi Fi (USA), Hip (USA), Hob (USA), Horizon (USA), Impact (USA), Inferno (USA), Instant (USA), Innis (USA), Jad (USA), Jamie (USA), Jubilee (USA), Kapp (USA), Laurie (USA), L'Oiseau Lyre (UK), London (USA), MCA (USA & UK), Major Minor (UK), Mainstream (USA), Mr. C. (USA), Orfeu (Portugal), Palomar (USA), Parallax (USA), Parrot (USA), Phil-L.A. of Soul (USA), Phoenix (USA), Pompeii (USA), President (UK & USA), Press (USA), Prestige (USA), Qualiton (UK), Ranwood (USA), Rex (UK), Ricordi (Italy), Riviera (France), Scepter (USA), Seven B (USA), Sire (USA), Shamley (USA), Som/Major (Brazil), Specialty (USA), Somerset (USA), Spectrum (USA), Stax (USA), Straight Ahead Prods (UK), Team (USA), Telefunken (Germany), Time (USA), Toast (UK), Toddlin' Town (USA), Tunekel (USA), 20th Century-Fox (USA), Uni (USA), Viva (USA), Volt (USA), Viking (New Zealand), Vista (USA), Wand (USA), White Whale (USA), W & G (Australia), Zeus (USA).

Goli Hit (see Gallo).
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Gramophone Rec. Co. Ltd. (GRC), PO Box 2445, 132 Kerk St., Johannesburg. Tel: 23-0546. Cable: AFRICORD. Mng. Dir.: Arnold Golembu; A&R: Ivor Golembu & Alan McInnes; Sales: Vic Kulling; Pub.: Muriel Pienaar.

Branches: Cape Town, Durban, Port Elizabeth, Bulawayo.

Labels: Unika, Date, Blue Horizon.
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Kalahari (see Teal).
Klank (see Brigadiers).
Kristal (see Meteor).
Little Giant (see EMI).
Luistergenot (see Brigadiers).
Melodia (see Brigadiers).
Meritone (see Meteor).
Meteor Recs. (Pty) Ltd., PO Box 6640, 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Cable: METEORDISC. Mng. Dir.: R. R. Moskovitz; A&R: Pierre Lombard.

Labels: Meteor, Kristal, Saffier, Big Beat, Meritone, Galaxie, Panorama, Themba, Minaret.

Int'l labels represented: Design (USA), Pickwick (USA), Marfer (Spain), Metronome (Germany), Special (Germany).
Minaret (see Meteor).
Modden (see Gallo).
Motella (see Gallo).
N E M (see Trutone).
New Sound (see Gallo).
N'Kanyezi (see EMI).
O K Winner (see Trutone).
Panorama (see Meteor).
Parlophone (see EMI).
Perel (see Trutone).
Plastic (see Teal).
President (see Teal).
Quality (see Trutone).
R P M (Pty) Ltd., PO Box 33223, 3d Fl., Craftsman Centre, 288 Commissioner St., Johannesburg. Tel: 24-6327. Cable: PHONOSOUND. Mng. Dir.: Matt Mann; A&R: Dan Hill; Sales Mgr.: Michael Traub; Pub.: Mervyn John.

Int'l labels represented: Stereo Dimension (USA), Evolution, (USA), Athena (USA), Morgan, Abnak (USA), Hurrah (USA), Spark, Barclay (France), Calla (USA), Erator, Ariston.

Labels: CTC Star, Church, Continental, FM, Fakkell, GB, Goli Hit, Gospel, Gumba Gumba, Inkonkoni, Jazzville, Modden, Motella, New Sound, Smanje Manje, Troubadour, USA, Welkom.

Int'l labels represented: Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Alshire (USA), Apple (UK), Amaret (USA), Amadeo (Austria), Alon (USA), Alvorada (Portugal), Argo (UK), Audio Fidelity (USA), Brute Puppy (USA), Beltona (UK), Bravo (USA), Brite Leaf (USA), Brunswick (USA), Buddah (USA), Budget Sound (USA), Buena Vista (USA), Bunky (USA), Busy B (USA), Carisch (Italy), Carosello (Italy), Chalice (USA), Chantecler (Brazil), Coliseum (USA), Compass (USA), Contemporary (USA), Coral (USA), Curton (USA), Decca (UK & France), Deram (UK), Disneyland (USA), Emerald (UK), Enterprise (USA), Good Time Jazz (USA), Hi (USA), Hi Fi (USA), Hip (USA), Hob (USA), Horizon (USA), Impact (USA), Inferno (USA), Instant (USA), Innis (USA), Jad (USA), Jamie (USA), Jubilee (USA), Kapp (USA), Laurie (USA), L'Oiseau Lyre (UK), London (USA), MCA (USA & UK), Major Minor (UK), Mainstream (USA), Mr. C. (USA), Orfeu (Portugal), Palomar (USA), Parallax (USA), Parrot (USA), Phil-L.A. of Soul (USA), Phoenix (USA), Pompeii (USA), President (UK & USA), Press (USA), Prestige (USA), Qualiton (UK), Ranwood (USA), Rex (UK), Ricordi (Italy), Riviera (France), Scepter (USA), Seven B (USA), Sire (USA), Shamley (USA), Som/Major (Brazil), Specialty (USA), Somerset (USA), Spectrum (USA), Stax (USA), Straight Ahead Prods (UK), Team (USA), Telefunken (Germany), Time (USA), Toast (UK), Toddlin' Town (USA), Tunekel (USA), 20th Century-Fox (USA), Uni (USA), Viva (USA), Volt (USA), Viking (New Zealand), Vista (USA), Wand (USA), White Whale (USA), W & G (Australia), Zeus (USA).

Goli Hit (see Gallo).
Gospel (see Gallo).
Gramophone Rec. Co. Ltd. (GRC), PO Box 2445, 132 Kerk St., Johannesburg. Tel: 23-0546. Cable: AFRICORD. Mng. Dir.: Arnold Golembu; A&R: Ivor Golembu & Alan McInnes; Sales: Vic Kulling; Pub.: Muriel Pienaar.

Branches: Cape Town, Durban, Port Elizabeth, Bulawayo.

Labels: Unika, Date, Blue Horizon.
Int'l labels represented: CBS Int'l (USA), Project 3 (USA), Alvorada (Portugal).

Gumba Gumba (see Gallo).
H M V (see EMI).
Inkonkoni (see Gallo).
Jazzville (see Gallo).
Juwel (see Trutone).
Kalahari (see Teal).
Klank (see Brigadiers).
Kristal (see Meteor).
Little Giant (see EMI).
Luistergenot (see Brigadiers).
Melodia (see Brigadiers).
Meritone (see Meteor).
Meteor Recs. (Pty) Ltd., PO Box 6640, 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Cable: METEORDISC. Mng. Dir.: R. R. Moskovitz; A&R: Pierre Lombard.

Labels: Meteor, Kristal, Saffier, Big Beat, Meritone, Galaxie, Panorama, Themba, Minaret.

Int'l labels represented: Design (USA), Pickwick (USA), Marfer (Spain), Metronome (Germany), Special (Germany).
Minaret (see Meteor).
Modden (see Gallo).
Motella (see Gallo).
N E M (see Trutone).
New Sound (see Gallo).
N'Kanyezi (see EMI).
O K Winner (see Trutone).
Panorama (see Meteor).
Parlophone (see EMI).
Perel (see Trutone).
Plastic (see Teal).
President (see Teal).
Quality (see Trutone).
R P M (Pty) Ltd., PO Box 33223, 3d Fl., Craftsman Centre, 288 Commissioner St., Johannesburg. Tel: 24-6327. Cable: PHONOSOUND. Mng. Dir.: Matt Mann; A&R: Dan Hill; Sales Mgr.: Michael Traub; Pub.: Mervyn John.

Int'l labels represented: Stereo Dimension (USA), Evolution, (USA), Athena (USA), Morgan, Abnak (USA), Hurrah (USA), Spark, Barclay (France), Calla (USA), Erator, Ariston.

Labels: CTC Star, Church, Continental, FM, Fakkell, GB, Goli Hit, Gospel, Gumba Gumba, Inkonkoni, Jazzville, Modden, Motella, New Sound, Smanje Manje, Troubadour, USA, Welkom.

Int'l labels represented: Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Alshire (USA), Apple (UK), Amaret (USA), Amadeo (Austria), Alon (USA), Alvorada (Portugal), Argo (UK), Audio Fidelity (USA), Brute Puppy (USA), Beltona (UK), Bravo (USA), Brite Leaf (USA), Brunswick (USA), Buddah (USA), Budget Sound (USA), Buena Vista (USA), Bunky (USA), Busy B (USA), Carisch (Italy), Carosello (Italy), Chalice (USA), Chantecler (Brazil), Coliseum (USA), Compass (USA), Contemporary (USA), Coral (USA), Curton (USA), Decca (UK & France), Deram (UK), Disneyland (USA), Emerald (UK), Enterprise (USA), Good Time Jazz (USA), Hi (USA), Hi Fi (USA), Hip (USA), Hob (USA), Horizon (USA), Impact (USA), Inferno (USA), Instant (USA), Innis (USA), Jad (USA), Jamie (USA), Jubilee (USA), Kapp (USA), Laurie (USA), L'Oiseau Lyre (UK), London (USA), MCA (USA & UK), Major Minor (UK), Mainstream (USA), Mr. C. (USA), Orfeu (Portugal), Palomar (USA), Parallax (USA), Parrot (USA), Phil-L.A. of Soul (USA), Phoenix (USA), Pompeii (USA), President (UK & USA), Press (USA), Prestige (USA), Qualiton (UK), Ranwood (USA), Rex (UK), Ricordi (Italy), Riviera (France), Scepter (USA), Seven B (USA), Sire (USA), Shamley (USA), Som/Major (Brazil), Specialty (USA), Somerset (USA), Spectrum (USA), Stax (USA), Straight Ahead Prods (UK), Team (USA), Telefunken (Germany), Time (USA), Toast (UK), Toddlin' Town (USA), Tunekel (USA), 20th Century-Fox (USA), Uni (USA), Viva (USA), Volt (USA), Viking (New Zealand), Vista (USA), Wand (USA), White Whale (USA), W & G (Australia), Zeus (USA).

Goli Hit (see Gallo).
Gospel (see Gallo).
Gramophone Rec. Co. Ltd. (GRC), PO Box 2445, 132 Kerk St., Johannesburg. Tel: 23-0546. Cable: AFRICORD. Mng. Dir.: Arnold Golembu; A&R: Ivor Golembu & Alan McInnes; Sales: Vic Kulling; Pub.: Muriel Pienaar.

Branches: Cape Town, Durban, Port Elizabeth, Bulawayo.

Labels: Unika, Date, Blue Horizon.
Int'l labels represented: CBS Int'l (USA), Project 3 (USA), Alvorada (Portugal).

Rave (see Trutone).
Re al (see EMI).
Renown (see Trutone).
Saffier (see Meteor).
Smanje Manje (see Gallo).
Stafeside (see EMI).
Ster Rec. Inds. (Pty) Ltd., President House, 102
President St., 4th Floor, Johannesburg. Tel:
22-9114.

Int'l label represented: Vox (USA).
Stokvel (see Trutone).
Teal, PO Box 4105, 124 President St., Johannes-
burg. Tel: 28-2950. Cable: TEALREC. Pres.:
A. G. J. McGrath; A&R: H. R. Friedman; Sales:
A. Marshall.

Labels: Berg, Boom, Kalahari, President, World,
Atlantic City, City Special, Cool Beat, Plastic,
Top Beat, ARM.
Int'l labels represented: ABC (USA), A&M (USA),
Ariola (Germany), Atlantic (USA), Cadet (USA),
Camden (USA), Chess (USA), Crescendo (USA),
Durium (Italy), Eurodisc (Germany), Hickory
(USA), Imperial (USA), Liberty (USA), Monu-
ment (USA), Palette (Belgium), Reprise (USA),
Starday (USA), Vogue (France), Warner Bros.-
Seven Arts (USA), World Pacific (USA), Com-
mand (USA), Impulse (USA), Blue Note (USA),
Transatlantic, Canary (USA).

Tee Vee (see Trutone).
Tempo (see Trutone).
Themba (see Meteor).
Top Beat (see Teal).
Treffler (see Brigadiers).
Trobador (see Gallo).
Trutone, PO Box 9299, 5th floor, 132 Kerk St.,
Newkirk, Johannesburg. Tel: 23-0791. Telex:
J0153. Mng. Dir.: D. G. Fine; Gen. Mgr.: T.
Rosengarten; Sales Mgr.: J. H. Otto; A&R:
Art Heatlie & Mrs. E. Lax; Teenage Prod'n:
W. Boardman; PR: Mrs. Anita Friedman.

Labels: AGS, CMS, ENVEE, Juweel, OK Winner,
Perel, Quality, Rave, Renown, Stokvel, Tee Vee,
Tempo, Trutone, NEM.
Int'l labels represented: Caedmon (USA), DGG
(Germany), Dot (USA), Elektra (USA), Fontana
(USA), MGM (USA), Mercury (USA), Polydor
(Germany), Philips Int'l, Page One (UK), Smash
(USA), Tetragrammaton (USA), United Artists
(USA), Vanguard (USA), Verve (USA).

U S A (see Gallo).
Uitspan (see EMI).
Umsakaso (see EMI).
Unika (see Gramophone).
Welkom (see Gallo).
World (see Teal).

INDEPENDENT RECORD PRODUCERS
Brigadiers, PO Box 8480, Braamfontein, Johannes-
burg. Tel: 35-1124. Cable: BRIGADIERS. Mng.
Dir.: Henk Oosthuysen; A&R & Sales: Albie
Venter.
Golden Sound Promos., PO Box 7186, Johannesburg.
Tel: 22-8146. Dir.: Anton de Waal.
Label credits: Columbia, HMV.
Mervyn John Prod'ns, PO Box 10217, Johannesburg.
Tel: 24-7312.
Pinecones, PO Box 27877, Yeoville Johannesburg.
Tel: 43-4859. Dirs.: P. Llewellyn & D. A.
Stevenson.
Reklama, 608 Hunstanton, Twist St., Hillbrow,
Johannesburg. Tel: 724-8278. Mng. Dir.: Gilbert
Gibson.
Universal Rec'gs, PO Box 31682, Braamfontein. Tel:
724-8591. Mng. Dir.: I. H. Sackheim.

music publishers
Acuff-Rose, 124 President St., Johannesburg. Tel:
22-0355. Pres.: A. G. J. McGrath; Contact: Ray
Walker.
Home office: USA.
Ardmore & Beechwood, PO Box 11254, Music Centre,
124 President St., Johannesburg. Tel: 23-1874.
Cable: ABBEMUSIC. Dir.: W. F. Fraser.
Int'l branch: USA, Beechwood.
Arwin Music of South Africa (Pty) Ltd., (see Gallo).
Bandstand, PO Box 10217, Johannesburg. Tel: 24-
7311. Cable: BANDSTAND.

Belinda, PO Box 10678, 5th floor, Newkirk, 132
Kerk St., Johannesburg. Tel: 23-0791. Cable:
BELINDSONG. Telex: J 0153. Mng. Dir.: D. G.
Fine; Dirs.: H. Voight, T. Rosengarten; Mgr.:
Art Heatlie.
Brown Hut Music (see Gallo).
Burlington Music (Africa), div. of Music Publ'g Co.
of Africa (Pty) Ltd., Corner Kerk & Goud Sts.,
Johannesburg.

Int'l reps.: Australasia (Palace Music Ltd., Aus-
tralia), Austria (Burlington Musikverlag GmbH,
Germany), Benelux (N.V. Palace Music Holland,
Netherlands), Canada (Burlington Music of
Canada Ltd., Felsted Music of Canada Ltd.),
France and French Union (Editions Musicales
Palace Sarl.), Germany (Burlington Musikverlag
GmbH.), Italy (Edizioni Musicali Palace Srl.),
Orient (Burlington-Palace Music Orient Ltd.,
Hong Kong), Scandinavia (Palace Music, Swe-
den), UK (The Burlington-Palace Music Group),
USA (Burlington Music Corp., Felsted Music
Corp.).

Carstens de Waal, PO Box 9973, Johannesburg. Tel:
22-8146. Mng. Dir.: Anton de Waal.
Affiliate: Impala.
Chappell Music (Africa) Pty Ltd. (see Gallo).
Home office: USA.

Clan Music, 3rd Fl., Craftsman Centre, 288 Com-
missioner St., Johannesburg. Tel: 24-6327.
Branch: Jeppestown, Transvaal, PO Box 33223.
Dee-Jay, PO Box 7186, Johannesburg. Tel: 48-303B.
Pres.: Louis Combrinck.
Essex Music Group (Pty) Ltd., PO Box 6857, 603
Franwell House, President & Eloff Sts.,
Johannesburg. Mng. Dir.: K. D. McManus.
Home office: UK.
Int'l firms represented: TRO (USA).
Francis-Day, 901 Silvern House, 139 Commissioner
St., Johannesburg.

G R P C Music Co. (see Gallo).
Gallo (Africa) Ltd., PO Box 6216, Gallo Centre,
Johannesburg. Tel: 28-2400. Mgr.: Ralph Tre-
whela.
Affiliates: Arwin Music of South Africa (Pty)
Ltd., Brown Hut Music, Chappel Music (Africa)
Pty Ltd., GRPC Music Co., Gold Music Co., Good
Music (Africa) Pty Ltd., Edward Kassner Music
Co. (S.A.) Pty Ltd., Melody Music (Pty) Ltd.,
Edwin H. Morris (Africa) Pty Ltd., Music Publ'g
Co. of Africa (Pty) Ltd., Planetary-Nom Africa
(Pty) Ltd.

Gold Music Co. (see Gallo).
Good Music (Africa) Pty Ltd. (see Gallo).
Impala (see Carstens de Waal).
Edward Kassner Music Co. (S.A.) Pty Ltd. (see Gallo).
Home office: UK.
Laetrec, 124 President St., Johannesburg. Tel: 28-
2950. Pres.: A. G. J. McGrath.
Int'l firm represented: Screen Gems/Columbia
Music (USA).
Edwin H. Morris (Africa) Pty Ltd. (see Gallo).
Home office: USA.

Melody Music (Pty) Ltd. (see Gallo).
Music Publ'g Co. of Africa (Pty) Ltd. (see Gallo).
Planetary-Nom Africa (Pty) Ltd. (see Gallo).
Home office: USA, Big Seven.
Plymouth, PO Box 6639, Johannesburg.
Protea, 803 Newkirk, 132 Kerk St., Johannesburg.
Branch: Honeydew, Johannesburg, PO Box 300.
Southern, 6th floor, Newkirk, 132 Kerk St.,
Johannesburg. Tel: 22-6222. Cable: SOUTH-
MUSIC. Dir.: Glyn Taylor.
Home office: USA.

Sun Pacific, PO Box 17004 Hillbrow, Johannes-
burg. Tel: 724-8278. Cable: REKLAMA. Dir.:
Gilbert Gibson.

● importers, exporters & distributors

Boosey & Hawkes, PO Box 3966, Johannesburg.
Handles: musical instruments, accessories.
Coronet Recs. & Publ'g, PO Box 749, Johannesburg.
Tel: 22-5084. Cable: CORODISC. Dir.: Hilary
Saidel.

E M I, PO Box 11254, Johannesburg. Tel: 869-2661.
Handles: 8-track cartridges; cassettes (Musicas-
ettes); phonographs; rec'g tape (Emitate);
rec'g & playback equipment (HMV); hi-fi stereo
playback equipment (HMV); accessories: clean-
ers (Emitex), record stands, recording blanks
(Emidisc).
Gallo Centre, PO Box 6216, Johannesburg. Tel:
28-2400.

Handles: cassettes (MCA, Ampex); phonographs
(Gallo, Teppaz); tape playback equip. (Ampex,
Toshiba); rec'g tape (Ampex, Gallo, Scotch);
musical instruments: accordions (Scandalli),
drums Gallo Pearl), organs (Farfisa), guitars
(Fender, Framus, Gallo, Hagstrom, Levin), guitar
amplifiers (Fender, Gallo, Selmer), microphones
(Astatic, Gallo, Gelo), saxophones (Embassy,
Selmer), trumpets (Embassy, Selmer), harmoni-
cas (Gallo, Hohner), guitar accessories—strings
(Bell Brand, Black Diamond, Gallotone, Mono-
pole).

Magnet Music, PO Box 1248, Johannesburg.
Handles: musical instruments & accessories.
Meteor Recs., PO Box 6640, Johannesburg.
Handles: cassettes, 8-track cartridges; musical
instruments & accessories (Meritone).
Morkel/Muller, 290 Commissioner St., Johannesburg.
Handles: musical instruments & accessories.
Teal, PO Box 4105, Johannesburg.
Handles: cassettes, 8-track cartridges.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of the Southern African Phonographic
Industry, PO Box 5411, Johannesburg. Tel:
23-1874. Chm.: J. A. Baines; Sec'y-Treas.: W. F.
Fraser.

South African Co-ordinating Performing Arts Council,
c/o PACT, Silverton, Pretoria. Sec'y: U.G.
Stark. (Co-ordinating secretariat for all the
government-sponsored performing arts councils
in South Africa).

Southern African Rec. Mfrs. & Dists. Ass'n, PO
Box 8213, Johannesburg. Tel: 23-1874. Chm.:
A.G. McGrath; Sec'y-Treas.: W. F. Fraser.

MUSIC LICENSING ORGANIZATIONS

S A M R O (South African Music Rights Organiza-
tion Ltd.), PO Box 9292, Johannesburg. Tel:
23-4025.

S A R R A L (South African Rec'g Rights Assn. Ltd.),
Silvern House, 139 Commissioner St., Johannes-
burg. Tel: 23-8757.

PLATING & PRESSING PLANTS

E M I, PO Box 11254, Johannesburg. Tel: 869-2661.
Gallo, PO Box 6216, Johannesburg. Tel: 28-2400.
Meteor Recs. (Audio Inds.), PO Box 6640, Johannes-
burg.

RECORDING STUDIOS

E M I, Music Centre, Troye St. & President St.,
Johannesburg.
Gallo, PO Box 6216, Johannesburg. Tel: 28-2400.
Meteor Recs., 109 Sniit St., Braamfontein, Johannes-
burg.
Manley van Niekerk, Summit House, Troye St.,
Johannesburg.
R P M, 3rd Fl., Craftsman Centre, 288 Commissioner
St., Johannesburg.
Universal Rec'gs, PO Box 31682, Braamfontein. Tel:
724-8591/2/3/4. Mng. Dir.: I. H. Sackheim.

● musical instrument manufacturer

Gallo, PO Box 6216, Johannesburg.
Instruments: guitars (acoustic & electric), man-
dolins, ukuleles, drums, harmonicas.

SOUTH VIETNAM

POPULATION: 15,715,000.
RATE OF EXCHANGE: \$1 (US)=118 piastres.
TV STATIONS: 2—V.N. channel 9, USAF channel 11.
HOLIDAYS: New Year, in January; Lunar New Year
in February; Nat'l Feast, in November.
RECORDS IMPORTED FROM USA (CIF): 1968—
\$120,778; 1967—\$25,000.

● record manufacturers

Asia-Disques, 626 Ben Ham Tu, Cholon. Cables:
ASIDIS. Mgr.: Ngo Van Duc.
Labels: Song Nhat, Hong Hoa.
Messrs. Tan, Viet-Nam Thuong-Xa, 183 rue Tu Do,
Saigon.

● distributor

Georges Bonnet, 146 Cuong Tu-Do, Saigon. Tel: 330.
Represents: Decca (UK).

● supplies & services

PRESSING PLANT
Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo
Van Duc.
Xuong To Van Ngoc, 49 Pasteur St., Saigon.

SPAIN

POPULATION: 33,000,000.
PER CAPITA INCOME: \$450.
RATE OF EXCHANGE: \$1 (US)=70 pesetas.
NO. OF HOMES WITH RECORD PLAYERS: 900,000.
RADIO STATIONS: 166 commercial, 6 government.
Type of programming: 60% music, 3% live. Rem-
ainder recorded or taped. 10% is classical.
No. of radios: 14,000,000.
TV STATIONS: 2 government channels.
Type of programming: One-third US action and
adventure movies (including TV series), one-
fourth Spanish productions. Remainder is cul-
tural and informational programs. One hour
a week is devoted to pop music, another hour
to variety programs.

No. of sets: 2,800,000.
HOLIDAYS: Jan. 1 (Circumcision of the Lord), Jan.
6 (Epiphany), March 19 (St. Joseph Day), May
1 (Labor Day), June 29 (St. Peter & St. Paul),
July 18 (National Holiday), July 25 (St. James),
Oct. 12 (Columbus Day), Nov. 1 (All Saints Day),
Dec. 8 (Immaculate Conception), Dec. 25 (Christ-
mas), also Holy Thursday, Holy Friday, Ascen-
sion of the Lord, Corpus Christi, Holy Virgin's
Assumption.

RECORDS:
Records sold domestically: LP's 1967—1,460,000
units \$4,700,000 (up 45% from 1966); EP's
1967—5,500,000 units, \$8,640,000 (down 1%
from 1966); Singles 1967—2,200,000 units,
\$2,360,000 (up 80% from 1966).
Records manufactured for domestic & export sale:
LP's 1967—1,523,000 units, \$4,900,000 (up
47% from 1966); EP's 1967—5,545,400 units,
\$8,711,000 (down 1% from 1966); Singles 1967
—2,213,200 units, \$2,374,000 (up 81% from
1966).
Records imported from USA (CIF): 1968—\$81,983;
1967—\$69,570.
Records exported to USA (FOB): 1968—6,523 units,
\$7,703; 1967—15,651 units, \$16,247.
Records exported to countries other than USA:
1967—115,520 units, \$162,450 (factory value),
\$270,750 (retail value); up 4% from 1966.

continued on page 372

THE INDEPENDENT

SONET

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SONET GRAMMOFON AB
Stockholm, Sweden

ARNE BENDIKSEN A/S
Oslo, Norway

SCANDIA-MUSIK AB
Helsinki, Finland



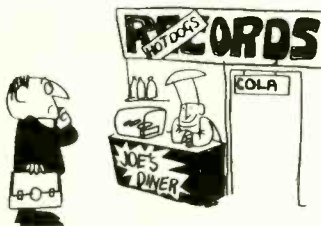
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SONET PRODUCTIONS LTD.
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London W. 1, England
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116 25, Stockholm, Sweden

Record Company
Producers — Distributors

Starton & Abr. Lundquist
Publishing Coies



BEEN SOME CHANGES MADE!

Buyer's Guide keeps everybody right up to date. . . .

continued

Average retail price per record: LP's—\$2.55 to \$3.85; EP's—\$1.55; Singles—\$1.05.
Stereo sales: 20% of total sales.
Record club sales: 10% of total sales.
Type of distribution: Manufacturer-to-retailer.
Discounting: Rare.

Type of promotion: Through radio, TV, fan magazines. Effective 1 March 1969, 50% of pop music broadcast in Spain must belong to Spanish or Spanish-speaking composers. Not less than 75% of all pop vocal must be in Spanish. 10% of all music broadcast must be classical.
Jukeboxes: 10,000.

TAPE:
Market: The Philips musicassette system completely dominates with approximately 50,000 recorder/players in use. The cartridge 4-track and open reel market is relatively insignificant while the production of cartridge 8-track tapes and playback units is non-existent. The production of musicassettes started in 1968 with an estimated 230,000 tape units manufactured. It is expected that these figures will at least double in the near future. The 4-track and open reel markets are not expected to develop.

Pre-recorded tape manufactured for domestic & export sale: (factory value) 4-track cartridge 1968—200 units, \$1,715. Cassette 1968—230,000 units, \$821,430. Open reel 1968—500 units, \$1,858.

Pre-recorded tapes imported from USA: (factory value) 1968—500 units, \$3,000.

Pre-recorded tapes imported from countries other than USA: (factory value) 1968—30,000 units, \$100,000.

Average retail price per tape: 4-track cartridge—\$14.30; cassette—\$5.30-\$5.60; open reel—\$7.15.

Type of distribution: Manufacturer to retailer or manufacturer to tape club to consumer.

Type of promotion: Newspapers, street advertisements, catalogues and shops.

IMPORTS/EXPORT REGULATIONS: Record exportation is free. Importation requires special import licenses; therefore it is cheaper to manufacture than to import, as the licenses involve high customs taxes. Rafael Revert

● record manufacturers

Accion (see Zafiro).
Alhambra (see Columbia).
Alma (see Vergara).
Alondra (see Ekipo).
Als 4 Vents, Vergara 3, Barcelona 2. Gen. Mgr.: Angel Fabreques. (Distributed by Concentric).
Archiv (see Fonogram).
Arlequin (see Belter).
Barclay (see Compania Fonografica Espanola, Discos Barclay).
Barlovento (see Concentric).
Belter (Discos), Calle Gomis 1, Barcelona 6. Tel: 211.55.00. Cable: BELTERDISC. Pres.: Jose Ramon Batalla; Artistic Mgr.: Joaquin Alfonso; Sales Mgr.: Juan Fernandez; Pub. & Promo.: Gabriel Orfila & Carlos Ayerbe; Int'l: Francisco Figueras.
Branch: Madrid, calle Salud 17. Tel: 231-28.60. Cable: BELDISC. Rep.: Jorge Turull.
Int'l branches: Argentina, Portugal.
Labels: Belter, Arlequin, Saef.
Tape: Cassette.
Int'l labels represented: Herman Brauer SprL (Belgium), Carinia (Australia), Carosello (Italy), Deller (France), Eurovox (Belgium), Everest (USA), Hansa (Germany), Jugoton (Yugoslavia), Metronome (Denmark, Germany & Sweden), Montana (Germany), Minerva (Germany), Palatte (Belgium), Saba (Germany), Serfaty (Venezuela), South Eastern (West Indies), Ster (South Africa), Vox (USA).
Int'l reps: Central America (Caceres), Colombia (Discos Tropical), Australia (Carinia), Belgium (Vogue), France (Disc'AZ, Discodis), Germany (Metronome), Netherlands (HOSAI), Switzerland (Finsterwald & Cantacuzene), UK (Disc Imports), USA (Penco), Puerto Rico (Universal).

C A R (see Sesion).
C E M (see Compania Espanola de Musica).
Cancela (see Zafiro).
Canigo (see Sayton).
Capitol (see Compania del Gramofono-Odeon).
Classic (see Compania Fonografica Espanola, Discos Barclay).
Clave (see Hispavox).
Columbia, Libertad 24, Madrid 4. Tel: 2.21.10.95. Cable: DISCOLUMBIA. Dir.: Enrique Inurrieta; Artistic Dir.: Enrique M. Gareja; Classical Dir.: Indalecio Cisneros; Sales Dir.: Francisco Florez; Pub & Promo.: Gerhard Haltermann; Int'l: Linda C. B. Meredith.
Branch: Venta Berri, Apdo. 84, San Sebastian. Tel: 23600. Dir.: Francisco Florez—Gerona 176, Barcelona. Tel: 2.57.45.72. Contact: Rafael Olive.
Labels: Alhambra, Columbia.
Tape: cassette duplicated by Fonogram.
Int'l labels represented: Teldec (Germany), Roulette (USA), White Whale (USA), Decca (UK), Deram (UK), Chapter One (UK), Emerald (Ireland), CDI (Italy).
Int'l reps: world-wide (Decca).

Compania del Gramofono-Odeon SaE, Calle Tuset 23/25, Barcelona 6. Tel: 227.31.81. Cable: GRAMOFONO. Mng. Dir.: P. N. Brodie; Asst. Gen. Mgr.: P. Maget; Finance & Admin.: A. Cardona; Factory Mgr.: S. Maramoros; Sales & Mktg.: E. Gasco; Accounts: S. Castellet; Pop A&R: J. Jarabo; Classical A&R: W. Raehse. Branch: Madrid, Arenal 9. Tel: 266.52.84. Mgr.: Luis Sagi-Vela.
Labels: Odeon, Capitol, Pathe, Regal, Stateside, La Vox de su Amo.
Int'l labels represented: EMI Group (world-wide), Bell (USA), Dunhill (USA), MCA (USA).
Int'l reps: Argentina (Industrias Electricas y Musicals Odeon), France (Pathe-Marconi), Germany (Electrola), Japan (Toshiba), Mexico (Capitol), Switzerland (Emig Verkaufs), UK (EMI), USA (Capitol), World-Wide (EMI).

Compania Espanola de Musica, General Moscardo 3, Madrid 20. Tel: 253.15.01. Cable DISCOCEM. Chief Exec.: Emilio Velo; Artistic Dir.: Pascual Ortega; Sales Dir.: Pedro Rizo; Pub., Adv. & Promo.: Daniel Tamirada; Int'l: Rafael Iparaguirre.
Branches: Baron de Esponella 4 y 6, Barcelona. Contact: Raul del Castillo—Avda. de los Mallos 2, La Coruna. Contact: Eduardo Diel—Pataje de Palafox 16, Zaragoza. Contact: Emilio Serrano.

Int'l labels represented: Jewel (USA), Monitor (USA), Everest (USA), ILS (UK), Industrial Sonoradio (Peru), Discos Istmenos (Panama), Parade (Italy), Disk-Jockey (Argentina), Microfon (Argentina), Equipe (Italy), Robinson (Italy), La Buena Musica (Venezuela), Copacabana (Brazil).

Int'l reps: Argentina (Disk-Jockey), Mexico (Rex), Panama (Discos Istmenos), Peru (Industrial Sonoradio), Venezuela (La Buena Musica).

Compania Fonografica Espanola, Discos Barclay, Augusto Figueroa 39, Madrid 4. Tel: 222.74.74. Cable: BARCLAYDISC. Gen. & Artistic Mgr.: Alain Milhaud; Mgr.: Raimon Cuxart; Admin. Mgr.: Feliciano Martin; PR: Paco Delafuente; National Promo. & Pub.: Jose-Luis Izaguirre; Int'l Promo.: Annie Reig; Mgmt. Dept.: Vicente Salas.

Labels: Barclay (distributed by Movieplay), Classic, Fleche, Princess, Riviera, Poplandia (distributed by RCA).

Tape: cassette (distributed by Movieplay).
Int'l labels represented: Toast, Calla, La Compagnie.

Int'l reps.: Belgium (Barclay), France (Barclay), Germany (Ariola), Italy (SIF), UK (Major Minor).

Concentric, Apdo. 717, Muntaner 45, Barcelona 11. Tel: 253.73.82/69.80. Chief Exec.: Ermengol Passola Badia; Gen. Mgr.: Roser Domingo Francas; Artistic Dir.: Josep M. Espinas Masip; Pub.: Jose Tordera; PR: Francis Jofre; Labels: (owned) Concentric; (distributed) Als 4 Vents, Barlovento.

D D C (see Discophon).
Deutsche Grammophon (see Fonogram).

Discophon, Calle Valencia 288, Barcelona. Tel: 215.38.56. Cable: DISCOPHON. Gen. Dir. & Sales Dir.: Manuel Alavedra Invers; Gen. Dir. & Artistic Dir.: Francisco S. Ortega.
Branch: Calle Concepcion Arenal 3, Madrid. Tel: 231.08.49. Contact: Miguel Mezquiriz.
Labels: Discophon, DDC, Top Hit.
Tape: cassette.

This company represents: CBS (Int'l), Epic (Int'l), Supraphon (Czechoslovakia), Sonet (Sweden), Scepter (USA), Vee-Jay (USA).

Int'l reps.: world-wide (CBS).

Discoteca Pax, Calle Acebo 54, Madrid 16. Tel: 250.53.10. Cable: DISCOTECA PAX. Dir.: Jose R. Boeta; Sec'y: Jose Fernandez; Sales & Mktg.: Catalina Jaume; Promo. Mgr.: Juan Jose Ruso.

Label: Pax.
E D I G S A (Editora General SA), Avda. Jose Antonio 654, Barcelona. Tel: 232.35.01/2. Gen. Mgr.: Josep M. Macip; Pop A&R: Salvador Gratacos; Classical A&R: Oriol Martorell; Pub. & Promo. Dir.: Claudi Martí.

Labels: EDIGSA, Edigsa-Galaxia, Edigsa-Xistral.
Tape: Cassette.

Edigsa-Galaxia (see EDIGSA).
Edigsa-Xistral (see EDIGSA).

Ekipo SA, Rosellon 79, Barcelona. Tel: 230.30.37. Gen. Mgr.: Arturo Mass Aguado; Sales & Mktg. Dir.: Francisco L. Soler; Pub., Adv. & Promo.: Xavier Ciurana; Int'l: Luis Semur.

Labels: (owned) Ekipo, Exit, Subur, Alondra, Elite; (distributed) Unic, Trebol.

Int'l labels represented: Elite Special (Switzerland), Emerald (UK), Europa (Switzerland), 10S (France), Kent/Modern (USA), Shelby Singleton (USA), Star (Switzerland), Stein (Germany).

Int'l reps.: Australia (W&G Rec. Processing Co.), Belgium (Sonobel), Canada (Canadian Music Sales), Germany (Bertelsmann), Japan (Japan Merchandise Co.), South Africa (Ster Rec.), Switzerland (Disques Office, Turicaphon), USA (Universal Rec'g & Dist'g).

Elite (see Ekipo).
Espectra SA, Joaquin Garcia Morato 17, Madrid. Tel: 223.98.81. Cable: ESPECTRA. Mng. Dir. & Int'l: Jose Miguel Estebanaraz; Sales Dir.: Bartolome Espadale; Artistic Dir.: Alfonso

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ALPHA record manufacturing equipment

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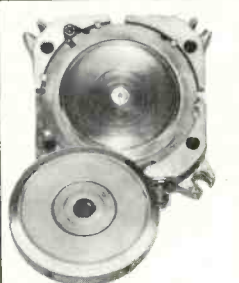
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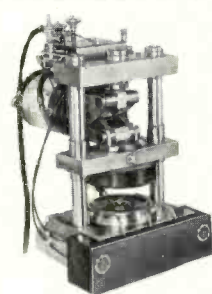
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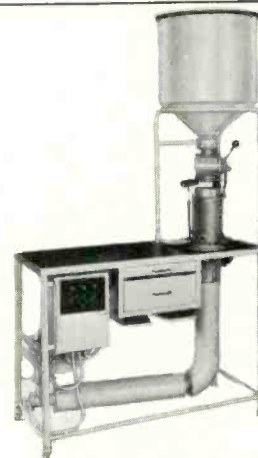
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Carlos Santisteban; Pub. & Adv.: Armando Salas; Promo.: Jose Manuel Gonzales Cuevas. Branches: Barcelona, Cardoner 10. Mgr.: Fidel Lopez Moral.—Valencia, En Proyecto 2. Mgr.: Joaquin Lopez de Brinas.—Mallorca, Nuno Sanz 48, Palma. Mgr.: Jose Miguel Taltavull. Labels: (owned) Espectra, Triangulo; (distributed) Sintonia.

Cassette & open reel: self-mfd.

Int'l labels represented: Amico (Italy), Alcazar (Puerto Rico), Basart (Netherlands), Beatt (UK), CAM (Italy), Codiscos (Colombia), Ducale (Italy), Line (France), MM (UK), Marco (France), Paris 8 (France), President (UK), Rim (UK).

Int'l rep.: Puerto Rico (Alcazar).

Exit (see Ekipo).

Fabrica de Discos Columbia (see Columbia).

Fidias, Claudio Coello 76, Madrid. Tel: 276.42.09. Dir.: Erich Ruiz Albrecht; Exec. & Int'l: Benito Montuenga Garcia; Artistic Dir.: Jose Luis Navarro; Poetical Section Dir.: Benjamin Arbeteta; Pub. Adv. & Promo.: Jose Francisco Zambrana; Sales Dir.: Andres Herrero; Admin.: Julian Herrero; Sec'y: Rosario Perdiguero. Branch: Colon de Larreategui 31, Bilbao. Tel: 215.250. Contact: Felix Agüero.

This company represents: Baerenreiter (Germany), Musicaphon (Germany), Ember (United Kingdom).

Int'l reps.: Mexico (Editorial Alhambra Mexicana), United Kingdom (Ember).

Fleche (see Compania Fonografica Espanola, Discos Barclay).

Fonogram SA, Av. de America s/n, Madrid. Tel: 267.42.00. Cable: FONOGGRAM. Gen. Mgr.: Mariano de Zuniga; Factory Mgr.: C. H. F. Maschewski; Finance Dir.: Jose Fernandez Alonso; Pop A&R: Rafael Niederleytner; Classical A&R: Ricardo Fernandez de Latorre; Sales Mgr.: Saul Tagarro; Pub. & Adv.: Jesus Campos; Promo.: Victor Villegas; Tape: Manuel Bejar; Int'l: Mr. Niederleytner & Mr. Fernandez de Latorre.

Branch: Barcelona, Plaza Narciso Oller 9. Tel: 228.10.13. Cable: FONOGGRAM. Mgr.: Ruperto Castro.

Labels: Archiv, Deutsche Grammophon, Fontana, Heliodor, Mercury, Philips, Polydor.

Cassette: self-mfd.

Int'l labels represented: BCD, Buddah (USA), CAM (Italy), Connoisseur (USA), DET (Italy), Kama Sutra (USA), King (USA), MGM (USA), Marmalade (UK), Ricordi (Italy), Riverside (USA), Telfragrammaton (USA), Tip (Germany), Verve (USA).

Fontana (see Fonogram).

G T A (see Sesion).

Happy Band (see Sayton).

Heliodor (see Fonogram).

Hispavox SA, Torrelaguna 102, Madrid. Tel: 415.23.04. Cable: VOX. Mng. Dir.: J. M. Vidal Zapater; Comm'l Dir.: Luis Vidal Zapater; Artistic Dir.: Rafael Travuchelli; Classical: Roberto Pla; Pub., Adv. & Promo.: Fernando Salaverry; Int'l: Luis Calvo; Asst. Gen. Mgr.: Tomas Munoz.

Labels: (owned) Hispavox, Clave; (distributed) Niguna.

Branch: Barcelona, Corcega 516. Tel: 236.68.19. Mgr.: Eusebio Sceanell.

Cassette licensed to Fonogram.

Int'l labels represented: A&M (USA), ABC (USA), AZ (France), Abnak (USA), Alvorada (Portugal), Amadeo (Austria), Apple (UK), Athena (USA), Atlantic (USA), Bluebell (Italy), Carisch (Italy), Carrere (France) Le Chant du Monde (France), Chess (USA), Command (USA), Cynous (France), Disneyland (USA), Dot (USA), Double Shot (USA), Erato (France), Evolution (USA), Gamma (Mexico), Impulse (USA), Laurie (USA), Liberty/UA (USA), Music Hall (Argentina), Peerless (Mexico), Project 3 (USA), Pye (UK), Reprise (USA), Stereo Dimension (USA), 20th Century-Fox (USA), United Artists (USA), Vanguard (USA), Viva (USA), Warner Bros.-Seven Arts (USA), Wergo (Germany).

Int'l reps.: Argentina (Sicamericana), Bolivia (Hermen), Brazil (Gravacoas Eletricas SA), Central America (DICESA, El Salvador), Chile (Aston), Colombia (Fuentes), Ecuador (IFESA), Eire (Pye), France (Erato), Greece (Columbia), Israel (Hataklit), Japan (Nippon Columbia), Mexico (Gramma), Netherlands (Negram), Peru (El Virrey) Philippines (Mareco), Portugal (Radio Triunfo), Puerto Rico (Islane-Gema), Scandinavia (Pye), Switzerland (Finsterwald & Cantacuzene), UK (Pye), USA (ABC, Columbia, Command, Decca, Epic, MGM, Musical Heritage, United Artists, Westminster), Uruguay (Palacio de la Musica), Venezuela (Fabrica Venezolana de Discos).

Marfer SA, Alto Virgen del Puerto 7, Madrid 5. Tel: 265.78.00. Gen. Mgr.: Emilio Fernandez; A&R: Antonio Martinez; Sales Mgr.: Jose Luis Navarro; PR: Luis Lasala; Promo. & Int'l Mgr.: Jose Coma.

Branches: Barcelona, Via Julia 14. Tel: 234.34.03. Contact: Antonio Closas & Eduardo Finestres.—Zaragoza, Pasaie Palafox 16. Tel: 214.799. Contact: Mr. Guateque.—Canary Island, General Mola 25, Santa Cruz de Tenerife. Tel: 229.291. Contact: Manuel Trujillo.

Labels: Marfer, Valor, Trama, Succes.

Int'l labels represented: Ariston (Italy), Artone (Netherlands), Arv-Falcon (USA), Bellaphon (Germany), Cisne (Mexico), Le Club Francais de Disque (France), Combo (Italy), Egrem/Areito (Cuba), Emporio Musical (Ecuador), Everest Group (USA), Monitor (USA), Musidisc-Europe (France), Negram-Delta (Netherlands), Palacio de la Musica (Venezuela), Quailton (Hungary), Ri Fi (Italy), Rozenblit/Mocambo (Brazil), Turicaphon (Switzerland).

Int'l reps.: Argentina (Quinto), Australia (Phono Vox), Colombia (Emilio Fortou), Ecuador (Emporio Musical), France (Musidisc-Europe/Belfort), Germany (Deutsche Oversea), Italy (Combo), Japan (Nippon Gramophone), Mexico (Cisne), Netherlands (Negram Delta), Peru (Perudiscos), Syria (Zaven Cherchian), South Africa (Meteor), UK (Pye), USA (Monitor, Tone Dists.), Venezuela (Palacio de la Musica).

Mercury (see Fonogram).

Montilla (see Zafiro).

Movieplay Recs. SA, Av. America s/n, Madrid 17. Tel: 246.72.03. Gen. Mgr.: Manuel Sancho; A&R & Int'l Mgr.: Carlos Guitart; Sales Mgr.: Laurentino Ramos; Pub. & Promo. Mgr.: Gerardo Mongelli; Adv. Mgr.: M. A. Machin; Tape Mgr.: J. F. Beaudet.

Branch: Barcelona, Tuset 34. Tel: 227.14.93. Sales Mgr.: Carlos Gimenez; Promo. Mgr.: Ramon Crespo.

Int'l branches: Portugal, USA.

Labels: (owned) Movieplay; (distributed) Barclay. Tape: cassette licensed to Iberofon.

Int'l labels represented: Alshire Int'l (USA), BT Puppy (USA), Beacon (UK), Black & Blue (France), CED (France), Calla (USA), Canetti (France), Classic (France), La Compagnie (USA), Folkways/Scholastic (USA), Jubilee (USA), Major Minor (UK), Monument (USA), Moshe-Naim (France), Page One (UK), Saravah (France), Toast (UK), Transatlantic (UK).

Niguna (see Hispavox).

Novola (see Zafiro).

Odeon (see Compania del Gramofono-Odeon).

Pa-Lo-Bal (Discos), Parque Valle Hebron, Manzana 5, bloque 3, casa 3, Barcelona. Tel: 220.34.00. Mgr.: Pablo Lopez Balada.

Branches: Madrid, Caunedo 40, bajos E. Tel: 204.56.79. Mgr.: Julio Lopez Betrian.—Canaries, Juan Rejon 101, Las Palmas G. C. Tel: 26.41.63. Rep.: Antonio Sanchez Bravo.

Label: Pa-Lo-Bal.

Cassette licensed to Phonodisc & Estudios Gema.

Int'l labels represented: Everest (USA), Crescendo (USA), Vedette (Italy).

Pathe (see Compania del Gramofono-Odeon).

Pax (see Discoteca Pax).

Penelope Discos SA, General Mola 57-59, Madrid. Tel: 275.72.04. Dirs.: Manuel Alejandro & German Alvarez Beigbeder; A&R: Manuel Alejandro; Prod'n: Alfonso Agullo; Pub.: Fernando Galvan; Adv.: Mr. Cotelo; Promo.: Manuel Diaz Criado; Int'l: Conchita Zumalacarrregui.

Branch: Barcelona, Canuda 45. Contact: Jose Cruells.

Label: Penelope.

Tape: licensed to Celada.

Int'l label represented: Gema.

Int'l rep.: Gema.

Philips (see Fonogram).

Polydor (see Fonogram).

Poplandia (see Compania Fonografica Espanola, Discos Barclay & RCA).

Princess (see Compania Fonografica Espanola, Discos Barclay).

R C A Espanola, Torre de Madrid, Princesa 1, Madrid. Tel: 248.49.12. Cable: RCASPAIN. Gen. Dir.: Gil Belfran; Controller: Luis Lara; Artistic Dir.: Eleuterio Juarez; Classical Dir. & Pub.: Luis Alberto Moreno; Sales Dir.: Alberto Galtes; Adv.: Emilio Ponce de Leon; Int'l: Manuel Diaz; Sound Engs.: Jesus Alarcos, Francisco Rivera.

Branches: Barcelona, Bilbao, Valencia.

Labels: (owned), RCA; (distributed) Poplandia.

This company represents: Dunhill, Colgems, Tamla, Motown, Calendar, Soul, VIP (all USA), Telefunken (Germany), Sonolux.

Int'l reps.: world-wide (RCA).

Regal (see Compania del Gramofono-Odeon).

Riviera (see Compania Fonografica Espanola, Discos Barclay).

Saef (see Belfer).

Sayton SA, Gran Via de Carlos III 17-19, Barcelona. Tel: 230.31.04, 239.93.03. Cable: SAYTON-DISCOS. Mng. Dir.: Luis Ferrer; A&R: Jose Valero; Pub. & Promo.: Cecilia Calvet; Sales Mgr.: Carlos Capaces.

Branches: Madrid, Bilbao, Zaragoza, Valencia, Las Palmas de Gran Canaria, Pamla (Mallorca), Gerona, Lerida, Alicante.

Labels: Canigo, Happy Band, Sayton.

Tape: cassette & open reel.

Int'l label represented: Clan (Italy).

Int'l rep.: Italy (Clan).

Sesion, Garcia de Paredes 78, Madrid 3. Tel: 224.88.12. Cable: SESION. Pres. & Artistic Dir.: Fernando Garcia Morcillo; Gen. Dir.: Jacobo Morcillo; Sales, Adv., Pub. & Promo. Dir.: Jose Luis Navarro; Opls. Dir.: Francisco Sanz Cantos.

Labels: Sesion, GTA, CAR.

This company represents: GTA (Italy), CAR (Italy).

Sintonia, Vallehermoso 32, Madrid 15. Tel: 224.23.97. Commercial Dir.: Jose Miguel Esteban. (Distributed by Espectra).

6 Pistas (see Zafiro).

Stateside (see Compania del Gramofono-Odeon).

Subur (see Ekipo).

Succes (see Marfer).

Top Hit (see Discophon).

Trama (see Marfer).

Trebol (see Ekipo).

Triangulo (see Espectra).

Unic (see Ekipo).

Valor (see Marfer).

Vergara (Discos), Gral Mola 9, Barcelona 9. Tel: 257.94.05. Cable: VERGARASA. Pres.: Nicolas Suris; Dir.: Alberto Serra; Pop A&R: Ramon Segura; Classical A&R: Juan Casals; Sales Mgr.: Antonio Ibanez; Pub.: Carlos Sanmartin; Adv.: Fernando Vila; Tape; Francisco Batlle; Int'l: Rosa Mula M.; Mfg. Dir.: Jose Vidal.

Branches: Madrid, Acipreste de Hita 14. Tel: 244.12.57. Rep.: Jose Batlle.—Bilbao, Ercilla 24. Rep.: Jose Luis Cartes.—Sevilla, Pajaritos 11. Rep.: Pedro Arainz.

Labels: Vergara, Alma.

Cartridge 4-track duplicated by Atlantida in Switzerland.

Int'l labels represented: Angelicum (Italy), Ariola (Germany), Charlin (France), Cantate (Germany), Durium (Italy), Everest (USA), Fonit-Cetra (Italy), Festival (France), Instituto Internacional del Disco (Italy), Melodiya (USSR), RGE (Colombia), Style (Italy), Studio SM (France), Schwann (Germany), Vox (France, USA).

Int'l reps.: Argentina (Disc-Jockey), Chile (Gobuloff Inds.), France (Festival), Italy (Durium), Mexico (Discos Exclusivos de Mexico), USA (Everest), Venezuela (Venedico).

La Voz de su Amo (see Compania del Gramofono-Odeon).

Zafiro SA, Campomanes 10, Madrid. Tel: 241.50.04/30.94/26.81/83.65/82.62. Telex: 22690. Gen. Mgr.: E. Garcia Morencos; A&R: Carmen Grau; Comm'l Dir.: Jose Sagi-Vela; Promo. & PR Mgr.: Antonio Ortega; Prod'n Mgr.: Javier Ulecia; Int'l Dir.: Joaquin Merino.

Branches: Alicante, Reyes Magos 20-22. Mgr.: Primitivo Sanchez Mayoral.—Barcelona, Fernando Agullo 24. Tel: 211.15.50. Mgr.: Fernando Castano; Comm'l Mgr.: Manuel Castells.—Bilbao, Tercio Ortiz de Zarate 7, Mgr.: Juan Jose Bernabeu.—Madrid 13, Av. Jose Antonio 27. Mgr.: Jesus del Olmo.—Oviedo, Sacramento 2. Mgr.: Alfredo Fernandez.—Santa Cruz de Tenerife, Villalba Hervas 1. Mgr.: Manuel Trujillo.—Valladolid, Zorrilla 6. Mgr.: Balbino Garcia Arranz.—Valencia, Jose Antonio 25. Mgr.: Fernando Bernabeu.—Zaragoza, Doctor Cerrada 23. Mgr.: Fermín Bernabeu. Also Av. Goya 58. Mgr.: German Bernabeu. Also Doctor Casas 3. Mgr.: Manuel Serrano.

Labels: (owned) Cancellia, Montilla, Novola, Zafiro, 6 Pistas; (distributed) Accion.

Cassette licensed to Fonogram.

Int'l labels represented: Fonit-Cetra (Italy), Musart (Mexico), SAAR (Italy), Telefunken (Germany), Vogue (France).

Int'l reps.: Argentina, Chile, Peru (Fonogram), Belgium, Luxembourg (Disc'AZ), Colombia (Discos Orbe), France (Societe Francaise du Son, Disc'AZ), Germany, Austria (Vogue), Italy (Saar, Fonit), Japan (King), Mexico (Musart), United Kingdom (Decca), USA (Decca), Venezuela Hermanos Antor).

INDEPENDENT RECORD PRODUCER

Alain Milhaud, Calle Augusto Figueroa 39, Madrid. Tel: 222.74.74. Label credits: Sonoplay, RCA.

music publishers

Aberbach (Madrid), Carmen 20, Madrid 13. Luis Araque (Eds. Musicales) (SGAE), Av. del Aster 17, Madrid 16. Tel: 250.14.55. Dir.: Luis Araque Sancho. Affiliate: Ed. Musica Latinamericana.

Ariston Espanola, see Armonico.

Armonico, Ramba Cataluna 10-3-1, Barcelona. Tel: 222 1847, 221 6912. Cable: ARMONICO. Pres.: Nicolas Suris Palomeu; Gen. Mgr.: Julio Guili Clara; Gen. Prof. Mgr.: Francisco Vinuesa Jimenez; PR: Julio Guiri Arbeloa.

Branch: Madrid, Av. Jose Antonio 31-5, Madrid 1. Tel: 248.6113. Gen. Prof. Mgr.: Luis Caceres Garcia.

Affiliate: Ariston Espanola.

Int'l firms represented: Arc (USA), Ariston (Italy), Campbell-Connelly (United Kingdom), Regent (USA), Ricordi (Italy), Rondor (USA), Su-Ma (USA).

Balmes, Duran y Bas 9, Barcelona 2. Gen. Mgr.: Rdo. Eduardo Serra.

Barna, Via Layetana 158, Bajos, Barcelona 9. Tel: 228-6967. Gen. Mgr.: Manuel Riera Cleville.

Belfer, Calle Gomis 1, Barcelona 6. Tel: 211 5500. Gen. Mgr.: Joaquin Alfonso.

Branch: Calle Salud 17, Madrid. Tel: 231-2860/6169.

Int'l firm represented: Intro (Germany).

Calyppo (SGAE), see Quiroga.

Canciones del Mundo, Carmen 20, Madrid 13. Tel: 221 6450. Cable: CANCIONES. Dir. Gen.: Augusto Alguero Alguero; Admin'r Gen.: Manuel Rey Alvarez; Branch Mgr.: Rosa Alguero Dasca; Promo.: Juan Canal Gomez.
Branch: Barcelona, Bruch 136. Tel: 258.18.07. Gen. Mgr.: Rosa Alguero Dasca.
Int'l firms represented: Apple Corps SA (Switzerland), Abigail (UK), Big Seven Corp. (USA), Dratleaf Ltd. (UK), Feldman (UK), Francis Day (France), Peter Maurice (UK), Metric Music Co. (USA), Robbins (USA), Saharet (UK), Saturday Music (USA), Tree (USA), 20th Century Music (USA).

Canciones Francis Day, Carmen 20, Madrid.
 El Carmen, Paseo de la Senda 5, Vitoria. Tel: 14 99.
 Chappell Iberica SA, Tetuan 22-24, Madrid 13. Tel: 222.25.25. Cable: SYMPHONY. Promo & PR: Chevi Semprini.
Home office: USA, Chappell.
Int'l firm represented: Edwin H. Morris & Co. Inc. (USA).

Clave (SGAE), see Quiroga.

Coculsa, Torregalindo 5, Madrid 16. Tel: 250 2330. Cable: COCULSA. Gen. Dir.: Evaristo Riol Madruga; Prof. Dir.: Tomas de Manzarra; other personnel: Andres Mielgo, Tohas Pujadas, Gervasio Iruarrizaga, Pedro Sanz Orza.

Daimon, Provensa, 2B4, Barcelona 8. Tel: 288 9928. Cable EDIDAIMON. Gen. Mgr.: Manuel Tamayo Benito.

Ducal, Valencia 288, Barcelona 7. Tel: 215 1370. Contact: Francisco S. Ortega, Manuel Alavedra.
Int'l firms represented: April (Australia, Canada, France, Germany, Israel, Italy, UK), Blackwood (Canada), Elam (Brazil), Mundo (Brazil, Central America in Costa Rica, Mexico), Melograf (Argentina), J. Portengen (Netherlands).

E G O Musical SA, Calle Tuset 23/25, Barcelona 6. Tel: 227.31.81. Cable: EGOMUSICAL. Dirs.: Rene Maget & Philip Brodie; Dir. Gen.: Francisco Ribe; Promo Mgr.: C. Ramos; Int'l Coord: Peter Jamieson.
Branch: Madrid 13, Arenal 9. Tel: 266.56.74. Mgr.: Carlos Ulle; Promo: Carlos de Rico.
Affiliate: Gramofono-Odeon.
Int'l firms represented: EMI Group (worldwide); Gralto, Jaep, Dick James Music, Lords, Love Songs Music, Maribus, Northern Songs, Pacermusic, (all UK).

Erviti, San Martin 28, Ap. Correos 41, San Sebastian. Gen. Mgr.: Jose Manuel Garate Erviti.

Essex Espanola SA (Eds.) (SGAE), Diputacion 337, Barcelona 9. Tel: 225.84.89. Cable: SEXMUS. Pres.: D. Juan Burbano Barguna; Gen. Mgr.: Manuel G. Salinger.
Home office: UK.
Int'l firm represented: TRO (USA).

Fiesta en Triana, Apdo. de Correos 493, Niebla 33, Sevilla. Tel: 27.43.59. Gen. Mgr.: Juan Valenzuela Mostazo.

Fontana, Av. America & Hernandez de Tejada, Madrid. Tel: 267 4200. Cable: EDIFON. Dir.: Luis Regatero.
This company represents: Philips Group, Artemis, DGG.

Garzon, calle Tuset 15, Barcelona 6. Tel: 217 4751. Prop.: Jesus Garzon.
Int'l branch: France.

Gramofono-Odeon, see EGO Musical.

Hispania, Av. de Jose Antonio 31, Madrid. Tel: 231 2633. Cable: EDISPANIA. Pres. & Gen. Mgr.: Julian-Mario Suarez; Gen. Prof. Mgr.: Julian Suarez Ruiz; Musical Dir.: Mario S. Ruiz. Abraham Abian.
Branch: Concordia 6, Barcelona Tel: 241 6673 Gen. Prof. Mgr. Luis G. Thomas.
Affiliate: Kassner Music Espanola.
Int'l firms represented: American Metropolitan Ents. (USA), Kassner (UK), SESAC (USA).

Hispavox, Campomanes 8 & Cuesta de Santo Domingo 11, Madrid 13. Tel: 248.60.57. Cable: EDIVOX. Dir.: Amado Regueiro Rodriguez.
Branch: Barcelona, Balmes 2. Tel: 231.51.35.
Int'l firms represented: Advanced (USA), Athwarm (USA), Brandom (USA), Charing Cross (USA), Colorado (Italy), Cotillion (USA), Fern (USA), Frederick (USA), Harms (USA), Mansfield (USA), Morro (USA), New World (USA), Nine Star (USA), Screen Gems-Columbia Music (USA), Seeley (USA), Sonovox (USA), Spanka (USA), Stereo (USA), Tamerlane (USA), Unart (USA), United Artists Music Group (USA), W-7 Music (USA), Walden (USA), Walt Disney (USA), Warner Bros. (USA), Warner-Sevarts (USA), M. Witmark & Sons (USA), Wonderland (USA).
Int'l reps.: Mexico (Gamma), USA (Barnegat).

I F I, Marques del Duero 106, Barcelona 15.

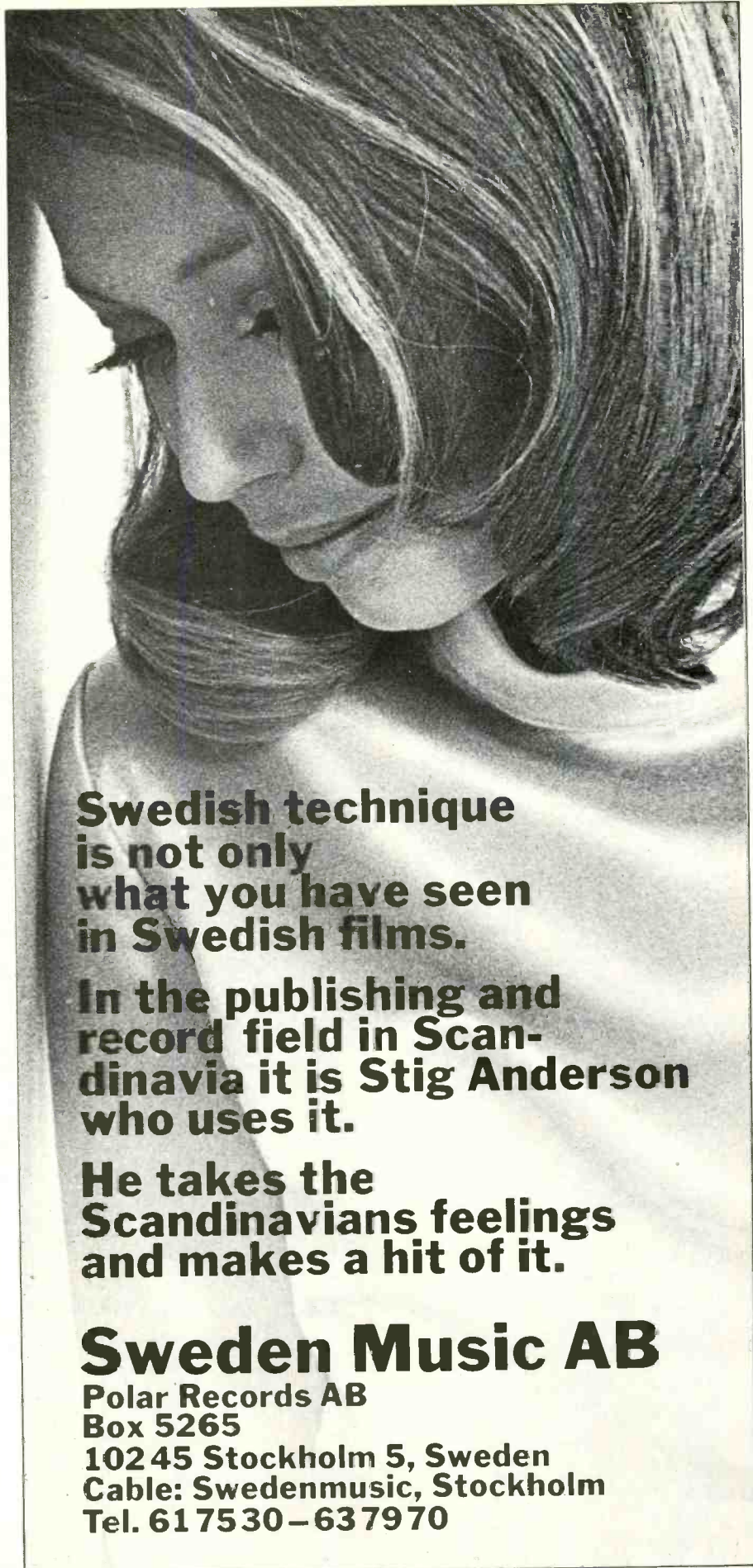
Joya Concepcion Arenal 5, Apdo. Correos 14-435, Madrid 13. Gen. Mgr.: Emilio Martinez Lluna.
Kassner Music Espanola see Hispania.

Latinamericana (Ed. Musica), see Aberbach. Madrid (Eds. Musicales), Calle Mayor 27, Madrid 13. Tel: 266.48.80. Pres.: Roberto Desco Morote; Gen. Mgr.: Manuel Desco; Gen. Prof. Mgr.: M. Desco Sanz. Madrid Tree, Carmen 20, Madrid 13. Mgr.: Augusto Alguero.
Home office: USA, Tree.

Marfer, Paseo Alto de la Virgen del Puerto 7, Madrid 5. Tel: 265 7800. Gen. Mgr.: Mario Selles.

Robert Mellin Iberica SA, Carmen 20, Madrid 13.

Mills Music Espanola (Ed.), c/o Eds. Quiroga, Alcalá 70, Madrid 9.
Home office: USA.



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Polar Records AB
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102 45 Stockholm 5, Sweden
Cable: Swedenmusic, Stockholm
Tel. 61 7530-63 7970

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continued

Ivan Mogull Music Assocs., c/o SGAE, Fernando VI 4, Madrid.
Home office: USA.

Mundo de Ritmos (Ed.) (SGAE), see Eds. Quiroga.

Musica de Espana (Eds.), Av. Jose Antonio 62-7, Madrid. Tel: 241.37.94/40.61/41.02. Cable: MAGORMUSIC. Mgr.: Alfredo Garcia Segura; Pres.: Manuel Gordillo Ladron de Guevara; Copyright: Vicente de Juan; Sales: Trinidad Torregosa.
Branch: Barcelona, Conde del Asalto 73. Tel: 241.04.88. Dir.: Jose Aixala.
Int'l firm represented: Bourne Co. (USA).
Int'l reps.: Belgium (Ardmore & Beechwood), Brazil (Fermata do Brasil), Colombia (Ecomus), Germany (Accord), Mexico (Campei), Netherlands (Anagon), Puerto Rico (EME Americana).

Musica de Hoy, Cuesta de Santo Domingo 11, Madrid. Tel: 247 0725/0711. Dir.: Antonio Areta, Maximo Baratas; Sec'y Maria Poceiro.

Musica Modern (Ed.), Marques de Cubas 6, Madrid 14. Tel: 221.55.93. Gen. Mgr.: Antonio Carmona Reverte.

Musical Emporium, Rambla Canaletas 129, Barcelona 2. Gen. Mgr.: I. Llobet.

Nova Terra, Banos Nuevos 12, Barcelona 2. Tel: 231 0263. Gen. Mgr.: Jose Verdura.

Puerta del Sol (SGAE), see Quiroga.

Quiroga (Eds.) (SGAE), Alcalá 70, Madrid 9. Tel: 276.39.50/66. Cable: QUIROGAMUSIC. Pres.: Manuel Lopez-Quiroga; Gen. Mgr.: Carlos Perez Cancio; Gen. Prof. Mgr.: Manuel Lopez-Quiroga Jr. Branch: Barcelona 2, Canuda 45. Tel: 231.08.86. Cable: QUIROGAMUSIC. Gen. Prof. Mgr.: Jose Cruells Solbes.
Affiliates: Calypso, Mundo de Ritmos (Ed.), Clave, Puerta del Sol.
Int'l firms represented: Ediciones Musicales (Cuba), Sam Fox (USA), Mansion (USA), Edward B. Marks (USA), Mills Music Inc. (USA), Mills Music Ltd. (UK), Musicabana (Cuba), B. Schott's Sohne (Germany), A. Schroeder (USA), Ed. Tonos (Germany), Thomas J. Valentino (USA), Josef Weinberger Ltd. (UK).
Int'l reps.: UK (Mills), USA (Mills).

R C A Espanola, Princesa 1, Torre de Madrid 7, of 8 & 9, Madrid. Tel: 248 4912/3. Cable: RCASPAIN. Mgr.: Antonio Martinez
Int'l firms represented: Angel (UK), Dunbar (USA), Florida (UK), Gloucester (UK), Hal (UK), Lee Hazlewood (USA), Ishmael (USA), Jobete (USA), Mark (UK), Metropole (UK), Mood (UK), Manshana (UK), RCA Italiana (Italy), RCA Victor (Argentina), RCA Victor (Mexico), Relay (Argentina), Sharon (UK), Sonolux Int'l (Colombia), Soul (UK), Sparta (UK), Stein & Van Stock (USA), Sunbury (USA), Totem Pole (UK), Trousdale (USA), Wingate (USA).
Int'l reps.: Argentina (Relay), France (PMI), Italy (RCA Italiana), Mexico (RCA Victor), Peru (Universal), USA (Sunbury).

Ritmo y Melodia, Villarroel 18, 2-3, Barcelona 11. Gen. Mgr.: D. F. Sanchez.

A. Schroeder Music Corp., c/o Quiroga, Alcalá 70, Madrid 9. Tel: 276.39.50. Mgr.: Carlos P. Cancio.

Sirius, Av. Jose Antonio 578, pral. 2, Barcelona 11. Tel: 254.61.12. Gen. Mgr.: Mariano Farre Pujol.
Int'l firm represented: Euterpe de Genova (Italy).

Southern Music Espanola SA (SGAE), Diputacion 337, 1-2, Barcelona 9. Tel: 225 6197. Cable: SOUTHMUSIC. Pres.: D. Juan Burbano Barguno; Mgr.: Manuel G. Salinger.
Branches: Hortaleza 18, Madrid 4. Tel: 231 0661, 3650. Gen. Prof. Mgr.: Antonio Barta Sanchez—Arzobispo Melo 3, Valencia 5. Tel: 33 1935. Prof. Mgr.: Enrique Piedra Albis.
Home office: USA, Southern.
This company represents: All firms of Southern-Peer organization, Leeds (USA, England), MCA (USA).

Sympathy, Carmen 20, Madrid. Tel: 221-6450. Gen. Mgr.: Augusto Alguero.
Int'l firm represented: Barclay (France).

Union Musical Espanola (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: 221-46.12. Cable: MUSICA. Gen. Mgr.: Antonio Chapa Bermejillo; Gen. Prof. Mgr.: Jose de Juan del Aguila.
Branches: Arenal 18, Madrid. Tel: 222 6260—Paz 15, Valencia.
Int'l firm represented: AMP (USA).
Int'l reps.: Argentina (Ricordi), Australia (Allan), France (Salabert), Germany (Otto Gunne), Italy (Ricordi), United Kingdom (United), USA (AMP).

World Music Espanola (SGAE), Diputacion 337, Barcelona 9. Tel: 225 6197. Cable: WORLDMUSIC. Pres.: Felix Faecq; Gen. Mgr.: Manuel G. Salinger; Gen. Prof. Mgr.: Antonio Barta.
Branch: Hortaleza 18, Madrid. Tel: 231 0661.
This company represents: World-wide (World Music & affiliates).

Zafiro SA (Eds. Musicales), Campomanes 10, Madrid. Tel: 241.83.65/82.62. Cable: ZAFIR E 22690.
Gen. Mgr.: Ernesto Garcia Soto; Gen. Prof. Mgr.: Pablo Herrero.
Branch: Barcelona, Fernando Agullo 24.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Sindicato Nacional de Artes Graficas.
Sindicato Nacional de Industrias Quimicas.
Sindicato Nacional del Espectaculo, Cuesta de Santo Domingo 7, Madrid.

JACKET MANUFACTURERS

Aragon, Martin de Vargas 14, Madrid.
Asin, Oca 16, Madrid.
Caro, Isabelita Usera 80, Madrid. Tel: 260 4801.
Columbia, General Zumalacarrgui 3, San Sebastian.
Espejo, Tomas Breton 51, Madrid.
Fono SA, Av. America s/n, Madrid 17. Tel: 267.42.00. Pub.: Jesus Campo.
Grafic, Barcelona.
Gramofono Odeon, Urgel 234, Barcelona.
Hispavox, Torrelaguna 102, Madrid.
Hostench, Corega 231-233, Barcelona 11. Tel: 230 5537/9. Cable: FERHOSVILA. Admin. Gen. Mgr.: Fernando Hostench V.
Icharopena, Victor Pradera 2, Zaruz.
LIM, J. Corrales 32, Esplugas Llobregat, Barcelona.
Laboratorio Fotografico "Imago", San Bernardo 24, Madrid 8.
Offiset ED/ALG, San Raimundo 31, Madrid 30.
Philips Iberica, Delicias 65, Madrid.
Surina, Emilio Roca 65, Barcelona.

LABEL MANUFACTURERS

Columbia, General Zumalacarrgui 3, San Sebastian.
Espejo, Tomas Breton 51, Madrid.
Hostench, Corega 231-233, Barcelona 11. Tel: 230 5537/9. Cable: FERHOSVILA. Admin. Gen. Mgr.: Fernando Hostench V.
Huecogrado Imago, San Bernardo 25 & 26, Madrid. L I M, J. Corrales 32, Esplugas Llobregat, Barcelona, Philips Iberica, Delicias 65, Madrid.

MUSIC LICENSING ORGANIZATION

S G A E (Sociedad General de Autores de Espana), Fernando VI 4, Madrid.

PRESSING PLANT

Almapres, Barcelona.
Barnafon, Barcelona.
Belfer, Gomis 1, Barcelona 6.
Columbia, General Zumalacarrgui 3, San Sebastian.
Discophon SA, Valencia 288, Barcelona 7. Tel: 215.38.56. Mgr.: Manuel Alavedra.
Fonogram, Av. de America, Madrid.
Hispavox, Torrelaguna 102, Madrid.
Odeon, Urgel 234, Barcelona.
Philips, Delicias 65, Madrid.
R C A, Av. de America y Hernandez Tejada, Madrid.

PROMOTION & PUBLICITY

Estudios Celada, Av. de America 22, Madrid 2. Tel: 245.46.00, 246.62.46/02.05.
Branch: Carretera de San Martin de Valdeiglesias, Km. 2, 200. Tel: 007.477. (Alcorcon, Madrid).
Melodix, Madrid.
Alain Milhaud, Augusto Figueroa 39, Madrid.

RECORDING STUDIOS

Audiofilm, Alonso Cano 76, Madrid.
Belter, Gomis 1, Barcelona 6.
Cimasa, Vallehermoso 14, Madrid.
Columbia, General Zumalacarrgui 3, San Sebastian.
Estudios Celada, Av. de America 22, Madrid 2. Tel: 245.46.00, 246.62.46/02.05.
Branch: Carretera de San Martin de Valdeiglesias, Km. 2, 200. Tel: 007.477 (Alcorcon, Madrid).
Fonopolis, Ibiza 52, Madrid 9. Tel: 273-90.00.
Hispavox, Torrelaguna 102, Madrid.
Movieplay SA, Av. America s/n, Madrid 17. A&R Mgr.: Carlos Guitart.
Odeon, Urgel 234, Barcelona.
Philips, Delicias 65, Madrid.
R C A, Torre de Madrid, Princess 1, Madrid.
Sintonia, Vallehermoso 32, Madrid 15. Tel: 223-98.81. Gen. Dir.: Jose Miguel Estebananz Mansilla.

TAPE DUPLICATION

Adams, Sagasta 23, Madrid.
Dryasa, Jose Antonio 55, Madrid.
Fonogram SA, Av. de America y Hernandez de Tejada s/n, Madrid 17. Tel: 267.42.00. Pub.: Jesus Campos.
Fonopolis, Ibiza 52, Madrid 9. Tel: 237.90.00.
Oberofon SA, Av. Valladolid 63, Madrid.
Movieplay SA, Av. America s/n, Madrid 17. A&R Mgr.: Carlos Guitart.
Sintonia, Vallehermoso 32, Madrid 15. Tel: 224.23.97. Gen. Dir.: Jose Miguel Estebananz Mansilla.

● musical instruments

Acordeonistas Reunidos, San Raimundo 4, Madrid. Tel: 253 2220.
Alberdi, Madrid.
Juan Alvarez, Cerro 5, Madrid. Tel: 252-1768.
Fernandez Arcangel, Jesus y Maria 26, Madrid. Tel: 228 7067.
Granados Luis Arostegui, Plaza de Chueca 4, Madrid. Tel: 222 9805.
Atomium, Felipe 11 12, Madrid 9. Tel: 275 3873.

Biok, Leganitos 12, Madrid. Tel: 247 2045.
Casa Aurelio, Arenal 26, Madrid. Tel: 248 7423.
Casa Garrido, Desengano 2, Madrid. Tel: 222 7202.
Hermanos Conde, Gravina 7, Madrid. Tel: 222 0742.
M. G. Contreras, Mayor 80, Madrid 13. Tel: 248 5926.
Francisco Fernandez, Rodas 11, Madrid. Tel: 227 8246.
Garijo, Santiago 8, Madrid. Tel: 248 0513.
Anselmo Solar Gonzales, Cerro Carabitas 11, Madrid. Tel: 277 6145.
Guitarras Carmona, Colon 15, Madrid. Tel: 221 3467.
Guitarras Santos, Aduana 23, Madrid. Tel: 222 9521.
Leturiaga, Corredera Baja 23, Madrid. Tel: 222 4508.
Manzanero Cabrera F, Santa Ana 12, Madrid. Tel: 266 0047.
Maravilla L, Leon 4, Madrid. Tel: 221 1664.
Andres Martin de Diego, Divano Pastor 22, Madrid. Tel: 221 8589.
Munoz, Ayala 73, Madrid. Tel: 276 0708.
Bruno Nieto, Argumosa 4, Madrid. Tel: 239 2905.
Jose Ramirez, Concepcion Jeronimo 2, Madrid. Tel: 228 1217.
Vicente Respaldiza, Reyes 12, Madrid. Tel: 247 5533.
F. Solar, Divino Pastor 24, Madrid. Tel: 231 2253.
Union Musical Espanola, Carrera de San Jeronimo 26, Madrid. Tel: 222 5214.

SURINAM

POPULATION: 365,000.
PER CAPITA INCOME: \$425.
RATE OF EXCHANGE: \$1 (US) = St. 1.87.
RADIO STATIONS: 4 commercial, government; 4 AM, 1 FM.
Type of programming: 18 hours daily; large percentage of music, recorded & live; classical & pop.
No. of radios: 45,000.
TV STATIONS: 1 government channel.
Type of programming: Live shows, educational films, concerts.
HOLIDAYS: New Year, Good Friday, Queens Birthday (Apr. 30), Ascension Day, Whit Monday, Freedomday (July 1), Christmas, Boxing Day (Dec. 26).
RECORDS:
Records imported from USA (CIF): 1968—\$26,680; 1967—\$29,367.
Records imported from countries other than USA (factory value): 1967—\$55,200.
Records exported to USA: negligible.
Average retail price per record: LP's—\$7.20; EP's—\$3.21; Singles—\$1.81.
Type of distribution: Manufacturer-to-retailer-to-consumer; manufacturer-to-consumer.
Type of promotion: Fan clubs, magazines, radio & TV.
IMPORT/EXPORT REGULATIONS: Importers need import license; duty is 30% ad valorem plus 2% excise tax.

● importers & distributors

J. M. Brown Jr., Gravenstraat 76, Paramaribo.
Casa del Sol, Zwartenvoerbrugstraat 84, Paramaribo. Contact: C. J. N. van Leeuwen.
Coronel Music Center, Zwartenvoerbrugstraat 188, Paramaribo.
Curacoasche Handel Mij. N. V., Dr. Sophie Redmondstraat 2-14, Paramaribo.
Gard Record Shop, Ruster en Vredestraat 39, Paramaribo.
Handelmaatschappij A. Van Der Voet, PO Box 1812, Waterkant 36, Paramaribo. Tel: 3636. Cable: VANDERVOET. Mgr.: I. C. Bergal.
Imports: Musical equipment and accessories (Vox), tape (Scotch), record needles, record players and changers, stereo equipment.
Jong Tijden Fa, Wagenwegstraat 55, Paramaribo.
Imports: Pianos, organs, hand instruments (all Yamaha); tape recorders & tape playback units; CCTV; video recorders; 4 & 8-tr. cartridges; 4 & 8-tr. recorders & duplicating systems.
C. Kersten & Co. NV, PO Box 1808, Paramaribo. Mgr., Rec. Dept.: R. de Klein.
Labels: Atlantic, Sound Stage 7, Stateside, Epic, Cadet, Mercury, King.
Rafi Central Music House, Hogestraat 49, Paramaribo.

SWEDEN

POPULATION: 8,000,000.
PER CAPITA INCOME: \$3,100.
RATE OF EXCHANGE: \$1 (US) = 5.16 Kronor.
NO. OF HOMES WITH RECORD PLAYERS: 405,000.
RADIO STATIONS: Radio Sweden, government station w/3 channels.
No. of radios: 4,000,000.
TV STATIONS: 2 government channels.
No. of TV sets: 2,750,000.

HOLIDAYS: Jan. 1, Jan. 6 (Epiphany), Good Friday, Easter Monday, May 1 (May Day), Ascension Day, Whit Monday, June 21, 22 (Mid-Summer), Nov. 2 (All Saints Day), Nov. 11 (The King's Birthday), Dec. 25, 26 (Christmas).

RECORDS:

Records sold domestically: LP's 1968—3,900,000 units; 1967—2,800,000 units. EP's 1968—1,000,000 units; 1967—2,000,000 units. Singles 1968—3,900,000 units; 1967—3,700,000 units. Total sales 1968—\$21,276,595 (up 10% from 1967).

Records imported from USA (CIF): 1968—\$505,000; 1967—\$481,884.

Records imported from countries other than USA: 1968—\$5,100,000; 1967—\$4,400,600.

Records exported to USA (FOB): 1968—2,110 units, \$3,376; 1967—810 units, \$2,501.

Average retail price per record: LP's—(classical) \$5.10, (popular) \$4.90, (budget) \$2.10 to \$3.20; EP's—\$1.95; Singles—\$1.25.

Stereo sales: 48% of total.

Discounting: Occasional.

Type of distribution: Manufacturer-to-retailer.

Jukeboxes: 25,000.

TAPE MARKET: The market is still relatively small. There is no tape manufacturing in Sweden. Tapes are imported. Swedish labels are manufactured in Germany. The cassette is the dominant configuration.

Kjell E. Genberg

● record manufacturers

Amigo Musikproduktion AB, PO Box 6058, 102 31 Stockholm 6. Tel: 31 67 10. Pres.: Per-Anders Boquist; Gen. Prof. Mgr.: Jan Boquist.

Labels: (owned) Amigo; (distributed) Bla Ton, MNW.

Anette (see Lido-Produktion).

Angel (see EMI).

Angelica (see Nya Bokforlag).

Arkens Rundradio, c/o Ljusterdal, Bellmansgatan 120, 1 tr, Uppsala. Tel: 018/10 34 57. Pres.: Ake Ljusterdal, Stig Holtzberg & Gunnar Olsson.

Label: Arr (distributed by GDC).

Arr (see Arkens Rundradio).

Artist (see Nordiska & EMI).

Barnparaden (see Nordiska & EMI).

Benita, Matarengi, Overtornea. Tel: Overtornea 10. Pres.: Wilhelm Damber. (distributed by EMI).

Bill (see Arne Bill Prod'n).

Arne Bill Prod'n, PO Box 953, Blommensbergsvagen 140, Hagersten 9. Tel: 08/18 18 44. Pres.: Arne Bill; A&R: Ingali Bill; PR: KEG Pub.

Label: Bill (distributed by GDC).

Bla Ton (see Amigo).

Blue Horizon, Styrbordsvagen 44, Oxelosund. Tel: 0155/33 04 7. Cable: ZOOMIMP. Gen. Mgr.: Sven-Ake Hogberg; Promo & Pub. Mgr.: Lillies Ohlsson.

Int'l branch: USA.

Bokforlaget Libris, PO Box 330, Skolgatan 11, Orebro 1. Tel: 019/11 93 60. Cable: OREBRO-MISSIONEN. Mgr.: Wimar Hanson.

Label: Jubilate.

C B S Grammfon AB, PO Box 5088, 102 45 Stockholm 5. Tel: 63 60 53. Cable: COLRECORD. Mng. Dir.: Carl-Eric Hjem.

Label: CBS.

Int'l labels represented: CBS, Epic.

Cantus (see Ernst Westerbergs).

Capitol (see EMI).

Celesta (see Electra Grammfon).

CeWe (see Epok Skivforlag).

Cirkus (see Sonet Grammfon).

Clavicorn, PO Box 35, Bollnas 1. Tel: 0278/156 00. Pres.: Evald Sonefors; Sales Mgr.: Bjorn Berge; PR: Erik Gunnarsson. (distributed by GDC).

Columbia (see EMI).

Cupol Grammfon & Musikaktiebolag, Katarina Bangatan 17, S-116 25 Stockholm. Tel: 08/23 30 55. Cable: CUPOL. Pres.: Helge Roundquist; Sales: Eric Christoffersson; A&R & PR: Lars-Johan Roundquist.

Labels: (owned) Cupol, Lyra, Nashville, Round Up; (distributed) Sveriges Radio, Dollar, Toni, Olga, Rival.

Int'l labels represented: Ariola (Germany), Baccarola (Germany), Cetra (Italy), Contemporary (USA), Eurodisc (Germany), Festival (France), Fonit (Italy), Good Time Jazz (USA), Hansa (Germany), Hob (USA), MPS (Germany), Melodya (USSR), Music Minus One (USA), Scepter (USA) Trans World (Germany), Uni (USA), Zel (UK), Wand (USA).

Int'l reps.: Denmark (AEG-Metronome), Finland (Finnlevy, Scandia Musiikki), Norway (NERA).

Discus-Celeste (see Tompproduktion AB).

Dollar, Fack, Stockholm 4. Tel: 016/1740 33. Gen. Mgr.: Ake Sohr. (distributed by Cupol).

Dux (see Philips-Sonora).

E M I Svenska AB (formerly Skandinaviska Grammfon AB), PO Box 27053, 102 51 Stockholm. Tel: 08/22 45 80. Telex: 10046. Cable: EMIGRAM. Gen. Mgr. & Dir.: Anders Holmstedt; Mgr., Rec. Div.: Ture Solsnas; Rec. Mgr.: Olle Bergman; A&R: Lars Tocklin; Adv. Mgr.: Per G. Fagerholm.

Labels: (owned) Capitol, Columbia, HMV, Odeon, Parlophone, Stateside, Angel, Encore, Electrola, Regal, Waverley; (distributed) Artist, Barnparaden, Benita, Epok, HB Artist, Mixett, Platina, Pompostot, Svensk-American.

Int'l labels represented: ABC (USA), Bell (USA), Blue Note (USA), Bluesway (USA), Brenna Vista (USA), Command (USA), Diamond (USA), Disney-

land (USA), Dot (USA), Ember (UK), Erato (France), Gordy (USA), Grand Award (USA), Immediate (UK), Imperial (USA), Impulse (USA), Liberty (USA), Mala (USA), Minit (USA & UK), Monitor (USA), Motown (USA), Music Guild (USA), New Voice (USA), Pacific Jazz (USA), Pickwick (USA), President (UK), Tower (USA), Westminster (USA), World Pacific (USA).

Int'l rep.: Worldwide EMI).

Tepe: cartridge & cassette.

Electra Grammfon, PO Box 1178, Ankdammsgatan 5, 17123 Solna. Tel: 08/82 04 80. Cable: TEFUNK-SOLNA. Gen. Mgr.: Sixten Eriksson; Ass't Mgr.: Hans-Ove Eriksson; Pop A&R: Merit Hemmingson-Lindgren, Sven Agren & Hans Englund; Classical A&R: Frank Hedman; PR: Gosta Linderholm.

Labels: Celesta, Musica, Sagoton, Swedish Society Discofil, Telear.

This company represents: Argo (UK), Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (USA), Coral (USA), Colgems (USA), Decca/MCA (UK), Decca (USA), Deram (UK), Dunhill (USA), London (USA), L'Oiseau Lyre (France), MCA (USA), Monument (USA), RCA (USA), RCA Camden (USA), RCA Victorla (USA), Reprise (USA), Telefunken (Germany), Turnabout (USA), Vogue (France), Vox (USA), Vox (France), Warner Bros.-Seven Arts (USA).

Tepe: Cartridge 8-track & cassette.

Electrola (see EMI).

Encore (see EMI).

Epok Skivforlag, Vintergatan 10 B, Ornskoldsvik. Tel: 0660/300 52. Pres.: Jan Sundin; Sale: Charlie Wedin.

Label: Epok (distributed by EMI), CeWe.

Europa (see Europa-Produktion).

Europa-Produktion, Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 40 & 20 48 71. Gen. Mgr.: Ake Gerhard-Larsson; Sales: Heini Wenerstrom.

Labels: Olga (distributed by Cupol), Europa.

Int'l reps.: Denmark (Faellesproduktionen), Finland (Finnlevy), Germany (Metronome), Norway (NERA), Holland (Iramac), Great Britain (Olga).

Festival (see Fralsningsarmen).

Filadelfia-Forlaget, PO Box 6043, Stockholm 6. Tel: 08/34 93 80. Pres.: Bror Lindberg.

Label: Hemmets Harold.

Fralsningsarmen, PO Box 5090, 102 42 Stockholm. Tel: 08/63 17 00. Cable: FRALSNING. Mgr.: Gustav Streling.

Label: Festival.

Gazell (see Sonet Grammfon).

Globe (see Strike Recs.).

Grand Prix (see Sonet Grammfon).

H B Artistproduktion AB, PO Box 1171, 141 24 Huddinge, Stockholm. Tel: 08/77 77 00 7, 77 77 11. Dirs.: Goran Hellsten & Leif Bigert; Artist Mgr.: Lennart Carlstrom.

Labels: HB Artist, Mixett, Pompostot. (Distributed by EMI).

H M V (see EMI).

Haparanda Budget Line Recs., Selmedalsvagen 22, 166 55 Hagersten. Tel: 08/46 15 11. Mng. Dir.: Arne Larsson.

Label: Haparanda.

Hemmets Harold (see Filadelfia-Forlaget).

Ibra (see Ibra Radio).

Ibra Radio PO Box 821, 101 31 Stockholm. Tel: 08/34 97 60. Pres.: Sverre Larsson.

Label: Ibra.

Joker (see Karusell Grammfon).

Jubilate (see Bokforlaget Libris).

Karusell Grammfon Aktiebolag, Karlavagen 81, Stockholm. Tel: 63 58 20. Cable: KARUSELL. Mgr.: Ivan Nordstrom; Mng. Asst.: Per-Arne Lindholm; A&R: Curt Peterson; Sales Mgr.: Gustaf Winge; Pub. Adv. & Int'l: Bo Persson; Promo: Kjellake Carlzon; Tape: Per-Arne Lindholm.

Labels: Karusell, Joker, Polydor, Polydor Special.

Int'l labels represented: Polydor (Germany & UK), Verve (USA), MGM (USA), A&M (USA), Kama Sutra (USA), Buddha (USA), Tip, Heliodor (Germany), DGG (Germany), Archiv (Germany), Riverside (USA), Tetragrammaton (USA).

Tepe: Cassette.

Kewe Music, Vikingavagen 15 Danderyd. Tel: 08/755 78 99. Pres.: Kewe Wickman.

Label: Wide World.

Knappupp, Drottninggatan 81 B, 111 60 Stockholm. Tel: 08/24 07 20. Cable: RALVOPRO. Pres.: Felix Alvo; A&R: Beppo Grasman.

Labels: Knappupp, Triola.

Int'l labels represented: Project 3 (USA), Ranwood (USA).

Lido-Produktion, Fack 131, 531 01 Lidköping. Tel: 0510/231 25. Pres.: Enjar Svensson.

Label: Anette (distributed by GDC).

Lyra (see Cupol).

M N W (see Amigo).

Mallwax (see Metronome).

Megafon, Gotebergsatan 28, Goteborg C. Tel: 031/20 60 96. Pres.: Lars-Gunnar Andersson. (distributed by GDC).

Metodisc (see Playtone).

Metronome Recs. AB, Storanavagen 27, 115 34 Stockholm. Tel: 08/61 06 16. Cable: METRO-REC. Pres.: Mats Bierke; VP, Sales & Mktg., Pub., Adv., Promo., Tape & Int'l: Borje Ekberg; A&R: Anders Burman.

Labels: Metronome, Mallwax, Snurr.

Int'l labels represented: Atlantic (USA), Atco (USA), Cotillion (USA), Bang (USA), Elektra (USA), Vault (USA).

Mixett (see HB Artistproduktion AB & EMI).

Morgonstjärnan, Kungsholmsgatan 20, Stockholm K. Tel: 08/51 63 87. Cable: AHLINMUSIK. Pres.: Martha Ahlin.

Int'l firm represented: Ansgar.

Musica (see Electra Grammfon).

Nashville (see Cupol).

Nordiska Musikforlaget (AB), Drottninggatan 37, 111 51 Stockholm. Tel: 08/24 94 30. Cable: MUSICALIA. Mng. Dir.: Lennart Reimers; Prod'n Mgr.: Bjorn Bjorkfor.

Labels: Artist, Barnparaden (distributed by EMI).

Nya Bokforlags AB, PO Box 5020, 102 41 Stockholm. Tel: 08/67 01 55. Pres.: Karl-Erik Hellberg.

Label: Angelica.

Odeon (see EMI).

Olga (see Europa-Produktion & Cupol).

Onskesagan (see Record-Material).

Parlophone (see EMI).

Parodisc (see Playtone).

Peeps (see Scan-Disc).

Philips (see Philips-Sonora).

Philips-Sonora (AB), Banergatan 43, Fack, 100 55 Stockholm 10. Tel: 08/67 04 40. Telex: 10750. Cable: SONORA. Mng. Dir.: Boo Kinnthorpe; Pop A&R: Gote Wilhelmsson & Birger Engstrom; Classical A&R: Ingemar Skoglund; Sales Mgr.: Gunnar Johnson; Pub., Adv. & Promo.: Ingvar Erikson; Admin: Benno Norrholm.

Labels: (owned) Philips, Sonora, Dux; (distributed) Svenska Ljud.

Int'l labels represented: Amadeo (Austria), Amanda (Austria), Athena (USA), CBS (USA), Date (USA), Delta (Germany), Dick James Music (UK), Discophon (Sweden), ESP (USA), Evolution (USA), Fontana (USA, UK, Netherlands & Germany), Golden Guinea (UK), Hallmark (USA), Intrepid, Landsdowne (USA), Lime-light (USA), Marble Arch (UK), Mercury (USA, UK & Sweden), Mira (Czechoslovakia), Musicor (USA), Negram-Delta (Netherlands), Odysee (USA), Page One (UK), Party (Sweden), Peachtree (USA), Philips (Int'l), Piccadilly (UK), Pye (UK), Rama Rama (USA), Remember (USA), Realm (USA & UK), Skye (USA), Smash (USA), Stereo Dimension (USA), Virtue (USA), Wayside (USA), Wing (USA & UK).

Tepe: Cassette.

Platina Recs. AB, Stora Arodsvagen 29, Hisingen Backa (Gothenburg). Tel: 031/22 66 93. Pres.: Evert Jakobsson. (distributed by EMI).

Playtone, Jarnlundsvagen 35, Arsta. Tel: 08/45 67 15. Pres.: Jan Esberg.

Labels: Metodisc, Parodisc, Playtone.

Polar Music, Jungfrugatan 18, PO Box 5265, 10245 Stockholm. Tel: 08/ 61 75 30 & 63 79 70. Cable: SWEDENMUSIC. Pres.: Bengt Bernhag & Stig Anderson.

Labels: Polar, Septima (Distributed by GDC).

Polka (see Scan-Disc).

Polydor (see Karusell Grammfon).

Polydor Special (see Karusell Grammfon).

Pompostot (see HB Artistproduktion & EMI).

Pop (see Popular Melodi).

Popular Melodi, Norrbackagatan 1, Stockholm Va. Tel: 08/30 16 90. Pres.: Allan Ehwert.

Label: Pop.

Record-Material, Lundagatan 3, Solna. Tel: 08/23 42 15. Cable: RECOMPRESS. Pres.: Kurt Westman.

Label: Onskesagan.

Regal (see EMI).

Rival (see Cupol).

Round Up (see Cupol).

S R (see Sveriges Radio).

S S R, Barkgatan 10, 214 22 Malmo. Tel: 040/12 59 55. Pres.: Borje Nilsson; PR: Claes Persson.

Sagoton (see Electra Grammfon).

Scan-Disc, Grev Turegatan 38, 114 38 Stockholm. Tel: 08/67 99 14. Cable: SCANDISCO. Pres.: Lennart Haning.

Labels: Peeps, Polka, Scan-disc.

Seagull, Styrbordsvagen 44, Oxelosund S-61300. Tel: (0155) 33047. Gen. Mgr.: Sven-Ake Hogberg; Gen. Prof. Mgr.: Lillies Ohlsson.

Home office: USA.

Septima (see Polar Music).

Sirius (see Svenska Missionsforbundet).

Snap (see Strike Recs.).

Snurr (see Metronome).

Soloist (see Svenska Missionsforbundet).

Sonet (see Sonet Grammfon).

Sonet Grammfon, Artemisgatan 8, 100 54 Stockholm. Tel: 08/67 05 40. Cable: SONETMUSIC. Pres.: Gunnar Bergstrom; VP & Int'l: Dag Haeggqvist; PR: Lars-Olaf Helen.

Labels: Gazell, Grand Prix, Cirkus, Sonet, Storyville.

Int'l labels represented: Action, B&C, Cadet (USA), Checker/Chess (USA), Durium (Italy), Epic (USA, Sweden), Eros (UK), Europa (Germany), GNP Crescendo (USA), Folkways (USA), Go Go (USA), Hurrh (USA), Island (UK), Major Minor (UK), Okeh (USA), Palette (Belgium & USA), Riviera (France), Roulette (USA), Somerset (Germany), Spark, Speciality (USA), Stable, Sue (UK), Super Majestic (France), Supraphon (Czechoslovakia), Takoma (USA), Transatlantic (UK), Vanguard (USA), Xtra (UK).

Int'l reps.: Benelux (Artone, CNR), Denmark (Dansk), Finland (Scandia), France (Pathe-Marcini), Germany (Ariola & Metronome), Italy (Clan), Japan (Teichiku), Norway (Arne Bendiksen), Spain (Discophon), UK (Sonet), USA (GNP Crescendo, Monument).

Sonora (see Philips-Sonora).

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Stateside (see EMI).
 Storyville (see Sonet Grammofon).
 Strike Recs., Langshojden 41, Alvsjo. Tel: 08/47 27 60. Pres.: Lars Holm; Board Dir.: Leif Malmberg; A&R: Lennart Carlsmyr; PR: Lennart Lindstrom.
 Labels: Globe, Snap, Strike.
 Int'l labels represented: Darrys (USA), Jaguar (Italy), W&G (Australia).
 Sugnatur (see Svenska Missionsforbundet).
 Svensk-American (see EMI).
 Svenska Ljud (see Philips-Sonora).
 Svenska Missionsforbundet, Tegnergatan 8, 113 Stockholm. Tel: 08/34 96 80. Cable: FOR-BUNDET. Pres.: Ingemar Eriksson.
 Labels: Sugnatur, Sirius, Soloist.
 Sveriges Radio, 105 10 Stockholm. Tel: 08/63 10 40. Cable: BROADCAST. Editor: Allan Janzon; Sales & Mktg.: Torsten Berva.
 Labels: Sveriges Radio (distributed by Cupol), SR.
 Swe-Tone, c/o Pergeman, Snickarvagen 25, Bro. Tel: 0758/405 53. Pres.: Alf Pergeman.
 Swedisc, Sodergardevagen 3, Saltsjo-Boo. Tel: Stockholm 715 48 86. Gen. Mgr.: Roland Ferneborg.
 Swedish Society Discofil (see Electra Grammofon).
 Sweroco, Fack, Johanneshov. Tel: 08/39 32 00. Pres.: Arne Setterwall.
 Int'l labels represented: AZ (France), MK (USSR), Mainstream (USA), Musidisc (France), Nonesuch (USA), Vee-Jay (USA).
 Telestar (see Electra Grammofon).
 Tommoplattor (see Tommoproduktion AB).
 Tommoproduktion AB, Ostra Farmv 21 A, 214 41 Malmo. Tel: 040/19 16 19/50. Dir.: Bo F. Martensson; Mng. Dir.: Ulf Andersson.
 Labels: Tommoplattor, Discus-Celeste.
 Toni (see Cupol).
 Triola (see Knappupp).
 Waverley (see EMI).
 Ernst Westerbergs, Norrullsgatan 10, Stockholm. Tel: 08/24 16 50. Cable: BAPTIST. Pres.: Zeth Abrahamsson.
 Label: Cantus.
 Wide World (see Kewe Music).

INDEPENDENT RECORD PRODUCERS

K E G Pub, Grycksbovagen 57, 122 47 Enskede. Tel: 08/91 42 90. Pres.: Kjell E. Genberg.
 Label credits: Odeon, Columbia.
 Sveriges Radio, 105 10 Stockholm. Tel: 08/63 10 40. Cable: BROADCAST. Editor: Allan B. Janzon; Sales & Mktg.: Torsten Berva.
 Label credits: HMV, Swedish Society Discofil, Decca.
 Visor och latar, PO Box 194, Arla. Tel: 016/700 16. Gen. Mgr.: Gunnar Olsson.
 Label credits: Decca, Philips.

music publishers

Action Music, see Amigo.
 Ahlins, Kungsholmsgatan 20, Stockholm K. Tel: 08/51 63 86. Cable: AHLINMUSIC. Pres.: Ernfrid Ahlin.
 American Songs, see Stockholms Musikproduktion.
 Amigo, Atlasgatan 14, 113 20 Stockholm. Tel: 08/31 67 10. Pres.: Per-Anders Boquist.
 Affiliate: Action Music.
 Anderssons Musik, PO Box 17918, S-200 10 Malmo. Tel: 040/752 10. Pres.: Ake Andersson.
 April Forlags AB, see Sonet Music.
 Ardmore & Beechwood, see Ed. Odeon.
 Barton (Scandinavia), Skeppargatan 48, 114 58 Stockholm. Tel: 08/63 54 90. Gen. Mgr.: Sture Borgedahl.
 Beechwood, see Ed. Odeon.
 Bens, see Sweden Music.
 Bill, PO Box 953, Hagersten 9. Tel: 08/18 18 44. Pres.: Arne Bill.
 Black Swan, see Ed. Odeon.
 Broadway Music AB, see Kassner Music.
 Hans Busch, Stubbstigen 3, Lidingso 1. Tel: 08/765 12 30. Pres.: Hans Busch.
 Camp, see Ed. Odeon.
 Castle, see Ed. Odeon.
 Cedarwood (Scandinavia), Skeppargatan 48, 114 58 Stockholm. Tel: 08/63 54 90. Gen. Mgr.: Sture Borgedahl.
 Chappell Nordiska, Linnegatan 9-11, S-102 45 Stockholm. Tel: 08/62 10 23, 62 05 30. Cable: SYMPHONY. Gen. Prof. Mgr.: Thore Ehrling.
 Home office: USA, Chappell.
 Affiliate: Ehrlingforlagen AB.
 City (Ed.), Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 40. Pres.: Ake Gerhard-Larsson.
 Cotillion, see Ed. Odeon.
 Der Musikus, Johan F. Buschs Musikverlag, Stubbstigen 3, Lidingso 1. Tel: 08/765 12 30. Pres.: Hans Busch.
 Walt Disney, see Ed. Odeon.
 Disneyland, see Ed. Odeon.
 Dollar, Fack, Stockholm 4. Tel: 016/740 33. Gen. Mgr.: Ake Sohr.
 Dominion, see Sweden Music.
 Ehrling & Lofvenholm, Drottninggatan 37, 111 51 Stockholm. Tel: 08/24 94 30. Cable: KAYTONE. Pres.: Lennart Reimers.
 Thore Ehrling, see Ehrlingforlagen.
 Ehrlingforlagen, PO 5268, Linnegatan 9-11, 102 45 Stockholm. Tel: 08/52 05 30, 62 10 23. Cable: EHRLINGMUSIK. Mng. Dir.: Thore Ehrling; Ex-

ploitation Mgr.: Bo-Goran Edling; Education Dept.: Sven-Eric Hagren.
 Affiliates: Ed. Sylvain AB, Nils-Gerogs Musikforlags AB, Thore Ehrling Music AB, Edwin H. Morris Nordiska AB, Chappell Nordiska AB.
 Essex, Regeringsgatan 45, 111 56 Stockholm. Tel: 08/23 49 85. Cable: NOMECO. Gen. Mgr.: Christian Sylva; Pres.: Lennart Reuters/iold.
 Home Office: UK.
 This company represents: TRO (USA).
 Europa-Produktion, Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 20, 20 48 71. Cable: EUROPAORG. Gen. Mgr.: Ake Gerhard-Larsson; Sales: Heini Wennerstrom.
 Filadelfia-Forlaget, PO Box 6043, Stockholm 6. Tel: 08/34 93 80. Cable: PINGSTYRKAN. Pres.: Bror Lindberg.
 Flamingo Musikforlag, Sodergardevagen 3, Saltsjo-Boo. Tel: Stockholm 715 48 86. Pres.: Roland Ferneborg.
 Gavotte Music AB, 182 76 Stocksund. Tel: 08/85 50 50. Pres.: Pierre Westerman.
 Carl Gehrman, PO Box 505, 101 26 Stockholm. Tel: 08/10 09 52. Cable: MUSIKGEHRMAN. Pres.: Lennart Bagger-Sjoback.
 This company represents: Warner Bros.-Seven Arts, Famous, Paramount Music.
 Globe, see Strike.
 Gronstedts, Borgargatan 4, Stockholm Sv. Tel: 08/69 22 07. Pres.: Karl Gronstedt.
 H B Artist, PO Box 1171, 141 24 Huddinge, Stockholm. Tel: 08/77 77 00 7, 77 77 11 1. Pres.: Goran Hellsten & Leif Bigert.
 Hunter, see Ed. Odeon.
 Intreco AB, see Sonet Music.
 John's, Artemisgatan 8, 100 54 Stockholm. Tel: 08/67 05 40. Cable: SONETMUSIC. Gen. Prof. Mgr.: Rune Ofwerman; Int'l: Dag Haeggquist.
 Affiliate: Sonet Music.
 Karin, Storangsvagen 27, Stockholm No. Cable: MULTITONE. Pres.: Bo-Goran Edling.
 Kassner Music AB, Drottninggatan, 55, 111 21 Stockholm. Tel: 08/21 69 97. Gen. Mgrs.: Felix & Lisbeth Stahl.
 Affiliates: Broadway Music AB, Stockholms Musikproduktion.
 Home office: USA, American Metropolitan Ents.
 Kewe, Vikingavagen 15, Danderyd. Tel: 08/755 78 89. Pres.: Kewe Wickman.
 Lani, Hantverkargatan 54, Stockholm K. Tel: 08/53 53 00. Pres.: Yngve Stoor.
 Liberty (Ed.), PO Box 1178, Ankdammsgatan 5, 171 23 Solna. Tel: 08/82 04 80. Cable: TEFUNK. Gen. Mgr.: Sixten Eriksson; Gen. Prof. Mgr.: Hans Englund.
 Louis (Scandinavia), Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 40, 20 48 71. Pres.: Ake Gerhard-Larsson.
 Lunden (Ed.), Bromsvagen 25, Alvsjo. Tel: 08/47 35 46. Pres.: Walther Cohn.
 Lundquist (Abr.), Bondegatan 4, 116 23 Stockholm. Tel: 08/23 30 55. Cable: CUPOL. Pres.: Helge Roundquist.
 Robert Mellin (Scandinavia), Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 40. Pres.: Ake Gerhard-Larsson.
 Modern, see Stockholms Musikproduktion.
 Ivan Mogull, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70, 60 40 13. Cable: SWEDENMUSIC. Pres.: Ivan Mogull & Stig Anderson.
 Home Office: USA.
 Affiliate: Sweden Music.
 Morgonstjarnan, Kungsholmsgatan 20, Stockholm K. Tel: 08/51 63 87. Cable: AHLINMUSIC. Pres.: Martha Ahlin.
 Edwin H. Morris Nordiska, Linnegatan 9-11, S-102 45 Stockholm. Tel: 08/62 10 23, 62 05 30. Gen. Prof. Mgr.: Thore Ehrling.
 Home office: USA.
 Affiliate: Ehrlingforlagen.
 Multitone AB, Storangsvagen 27, 115 34 Stockholm. Tel: 08/61 13 16. Cable: MULTITONE. Mgr.: Sven-Olov Bagge.
 This company represents: Cotillion, Pronto, Walden, Silhouette Music (USA).
 Musikaliska Knuten, 119 71 Norrviken. Tel: 08/714 06 77. Pres.: Uno Ulven.
 Musikaliska Magazinet, Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 40, 20 48 71. Pres.: Ake Gerhard-Larsson.
 Nils-George, see Ehrlingforlagen.
 Nordiska Musikforlaget AB, Drottninggatan 37, PO Box 745, 101 30 Stockholm 1. Tel: 08/24 94 30. Cable: MUSICALIA. Pres.: Lennart Reimers.
 This company represents: Ed. Wilhelm Hansen (Denmark).
 Odeon (Ed.), Oxenstjergsgatan 37, 115 27 Stockholm. Tel: 08/22 45 80. Cable: TURNTABLE. Gen. Prof. Mgr.: Bengt Sundstrom.
 Affiliates: Ardmore & Beechwood, Camp, Beechwood, Black Swan, Castle, Hunter, Saturday, Platina, Seven Brothers, Tagemusik, Walt Disney, Disneyland, Cotillion.
 Palace Music (Sweden) AB, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70, 60 40 13. Cable: SWEDENMUSIC. Pres.: Stig Anderson.
 Affiliate: Sweden Music.
 This company represents: Burlington, Blue Crest, 4 Star, Glad Jack, Circoco, Tuckahoe, Ukon, Selma, Jac, Attack, Felsted.
 Int'l reps.: Australasia (Palace Music Ltd., Australia), Austria (Burlington Musikverlag GmbH, Germany), Benelux (N.V. Palace Music

Holland, Netherlands), Canada (Burlington Music of Canada Ltd., Felsted Music of Canada Ltd.), France & French Union (Eds. Musicales Palace Sarl.), Germany (Burlington Musikverlag GmbH, Italy (Ed. Musicali Palace Srl.), Orient (Burlington-Palace Music Orient Ltd., Hong Kong), South Africa (Burlington Music), UK (The Burlington-Palace Music Group), USA (Burlington Music Corp., Felsted Music Corp.).
 Platina, see Ed. Odeon.
 Polar, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70, 60 40 13. Cable: SWEDENMUSIC. Pres.: Bengt Bernhag & Stig Anderson.
 Affiliate: Sweden Music.
 This company represents: Jad (USA).
 Progressive (Scandinavia), Skeppargatan 48, 114 58 Stockholm. Tel: 08/63 54 90. Gen. Mgr.: Sture Borgedahl.
 Reuter & Reuter, Regeringsgatan 45, Stockholm C. Tel: 08/23 49 85. Cable: NOMECO. Pres.: Lennart Reuterskiold. Gen. Mgr.: Christian Sylva.
 Saturday, see Ed. Odeon.
 Scala, Regeringsgatan 45, Stockholm C. Tel: 08/23 49 85. Cable: NOMECO. Pres.: Lennart Reuterskiold. Gen. Mgr.: Christian Sylva.
 Schlagerforlaget, Hantverkargatan 62, Stockholm K. Tel: 08/53 53 00. Pres.: Yngve Stoor.
 A. Schroeder Musikforlags AB, Kommendorgatan 26, PO Box 5153, Stockholm 5. Tel: 63 54 00. Mgr.: Sture Borgedahl.
 Home office: USA.
 Screen Gems, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70, 60 40 13. Cable: SWEDENMUSIC. Pres.: Stig Anderson.
 Affiliate: Sweden Music.
 Home office: USA.
 This company represents: Colgems.
 Seagull Int'l, Styrbordsvagen 44, Oxelosund S-61300. Tel: 0155/330 47. Cable: ZOOMIMP. Gen. Mgr.: Sven-Ake Hogberg; Gen. Prof. Mgr.: Lillies Ohlsson.
 Home office: USA.
 Seven Brothers, see Ed. Odeon.
 Shadows (Scandinavia), Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 40, 20 48 71. Pres.: Ake Gerhard-Larsson.
 Skandinavisk Musiktjanst, 182 76 Stocksund. Tel: 08/85 50 50. Pres.: Pierre Westerman.
 Sonet Music, Artemisgatan 8, 100 54 Stockholm. Tel: 08/67 05 40. Cable: SONETMUSIC. Gen. Prof. Mgr.: Rune Ofwerman; Int'l: Dag Haeggquist.
 Int'l branches: UK, Sonet Prod'ns, London; Netherlands, Sonet-Holland, Lisse.
 Affiliates: April Forlags AB, Intreco AB, John's.
 This company represents: Arends (Germany), Bronn Music (UK), Eden (USA), Heathside (UK), Hodolog (USA), Island (UK), Joyful Wisdom (USA), Lupus (UK), Neil (USA), Skyview (USA), World (Belgium). SEE ADVERTISEMENT
 Sonora, Skeppargatan 48, 114 58 Stockholm. Tel: 08/63 54 90. Cable: SONORA. Gen. Mgr.: Sture Borgedahl.
 This company represents: Abigail, Apple, Belinda (Scandinavia), Blue Seas Music, Borscht, Callee, Celestial, Spencer Davis, Ed. Doma, Draflaef, Dwarf, Fling, Florida, Fox Fanfare, Gralto, Dick James, Kaskat, Labrador, Lois, Lords, Mari-bus, Marks, Marmalade, Metro, Northern Songs, Pacer, Pennywhistle, Planetary, Pocket Full of Tunes, Press, Roosevelt, Saharet, Schroeder, Sparta, Timberhead, Tree, Tridon, 20th Century-Fox, Wilderness.
 Southern, Grev Turegatan 38, 114 38 Stockholm. Tel: 08/67 99 10. Cable: SOUTHMUSIC. Pres.: Ronald Sjogren; Mgr.: Lennart Hanning.
 Home office: USA.
 Spanka, see Sweden Music.
 Starton, Bondegatan 4, Stockholm So. Tel: 08/23 30 55. Cable: CUPOL. Pres.: Helge Roundquist.
 Stockholm Tree, Sonora Musikforlags AB, Artillerigatan 23, PO Box 5222, S-102 45 Stockholm 5.
 Home office: USA, Tree.
 Stockholms Musikproduktion, Drottninggatan 55, 111 21 Stockholm. Tel: 08/21 69 97, 21 99 97. Cable: STOCKHOLMSMUSIK. Gen. Mgrs: Felix & Lisbeth Stahl.
 Affiliates: American Songs, Kassner, Modern, Succemelodier.
 Strike Music AB, Langshojden 41, Alvsjo. Tel: 08/47 27 60. Pres.: Lasse Holm.
 Affiliate: Globe.
 Succemelodier, see Stockholms Musikproduktion.
 Sweden Music, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70, 60 40 13. Cable: SWEDENMUSIC. Pres.: Stig Anderson.
 Affiliates: Bens Music, Dominion, Ivan Mogull, Palace Music, Polar Music, Screen Gems, Spanka Music, Union Songs, United Artists, Universal Film.
 This company represents: Almo-Irving, Canopy, Al Gallico, Lee Hazlewood, Hollenbeck, Hugo & Luigi, Ishmael, LF, Lowery Music, MCA, Mirwood, Mother Mistro, Peanut Butter, Johnny Rivers, Russell-Cason, Sea of Tunes, Solomon, Trousdale, Wingate. (SEE ADVERTISEMENT)
 Sylvain AB (Ed.), see Ehrlingforlagen.
 Tagemusik, see Ed. Odeon.
 Union Songs, see Sweden Music.

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SELLING THE WORLD MARKET...

The worldwide market adds up to nearly a thousand million records representing over 40,000 years of continuous playing time! Knowing where these buyers are, their changing tastes, and how to serve and sell them is EMI's business.

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As the world's largest record organisation with 29,000 employees, EMI feels qualified to answer this. But as a participant in the business—artist, manager or in related activities—you will be the final judge of what to do and where to do it. And today, the choices are many.

Perhaps it's oversimplifying it, but we believe that in choosing record companies around the world three yardsticks should be used: People, Plants and Prestige.

PEOPLE: Because it takes people to promote and sell records. EMI has promotion men in every continent who are in daily contact with those who influence record sales. Continuously throughout the year close to 800 EMI salesmen call on over 30,000 dealers. Each country is different, of course, in its customs and buying habits. And it's knowing that difference that pays off... one reason EMI sells one

in every five records bought throughout the world.

PLANTS: EMI discovered long ago that if you don't own the plant you can't be sure of getting the quality and quantity of records you want—when you want them. It's as simple as that... And as sad as that, if you're an artist with a smash hit, unable to keep up with the orders (whilst your competitors make "cover records" to fill the demand). EMI has plants in 30 countries in Europe, America, Asia, Africa and Australia and presses more than two million records a week.

PRESTIGE: A great artist brings prestige to a company, true. Also true is the fact that a great company brings prestige to an artist. Wherever you may go, EMI and its labels are best known, and have been for generations. EMI prestige is the kind that helps in all negotiations related to the record business, too... bookings, tours, television appearances, motion pictures, etc. Big companies, with prestige, also offer personal and financial security in terms of keeping accurate records—paying obligations promptly, supporting the artist in every area of endeavour.

Incidentally, all this takes money in the bank—lots of it. EMI has it... in pounds, dollars, drachmas, pesos, yen—whatever you will. There are few record companies that can match its prestige and financial strength.



In any language EMI means
record business.



THE GREATEST RECORDING ORGANISATION IN THE WORLD

ELECTRIC AND MUSICAL INDUSTRIES LIMITED (EMI) LONDON, ENGLAND

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United Artists, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70, 60 40 13. Cable: SWEDENMUSIC. Pres.: Stig Anderson.

Home office: USA.

Affiliate: Sweden Music.

This company represents: Cameo-Parkway, Dominion, Gower, Grand Canyon, Neal Heffli, Jalynne, Kama Ripa, Kama Sutra, Metric, P5, Unart.

Universal Film, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70, 60 40 13. Cable: SWEDENMUSIC. Pres.: Stig Anderson.

Affiliate: Sweden Music.

This company represents: Leeds, BRC, Duchess, Northern, Vector, Belton, Pickwick, RawLou, Challenge, Fontaine, MCA.

● record wholesalers

DISTRIBUTORS

G D C (Grammofonbolagens Distributionscentral), PO Box 5153, Stockholm 5; Jungfrugatan 19, Stockholm 0. Tel: 08/ 63 54 00. Pres.: Eddie Landqvist.

Labels: Amigo, Arr, Clavicord, Jet Records, Karusell Grammophon, Knappupp, Lido-Produktion, Megafon, Metronome, Mailwax, Moonlight Music, Pan, Philips-Sonora, Polar Music, Scan-Disc, Septima, Sonet Grammofon, Strike, Svenska Missionsforbundet.

Scason Svenska, Maria Skolg. 83, Stockholm. Tel: 08/ 69 04 60. Cable: DALPORT. Telex: 100 77. Mgr.: Frank Dahlberg.

Branches: USA, 286 Newtown Rd., Plainview, N.Y. 11803—Germany, Scason Autotubebehor, Graf-Adolf Strasse 88, 4 Dusseldorf. Distributes: tape.

Tefunk Forsaljinings, Box 1178, Ankdammsvagen 5, 171 23 Solna. Tel: 08/ 82 04 80. Cable: TEFUNK-SOLNA. Pres.: Sixten Eriksson.

Labels: Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Brunswick, Coral, Decca, Deram, London, L'Osieau Lyre, Reprise, Telefunken, Turnabout, Vox, Warner Bros.-Seven Arts. Tape: (open reel, cartridge & cassette) RCA Victor, Decca, London, Warner Bros., Seven Arts, Reprise; (cartridge & cassette) Telefunken.

IMPORTERS & EXPORTERS

Disc-Club, Starrbacksgatan 3, Sundbyberg. Tel: 08/ 28 16 00. Pres.: Leif Aalmborg.

Malmö Skivimport AB, Landbygatan 1, 211 34 Malmö. Tel: 040, 336 33. Cable: RECORDIMP. Pres.: H. I. Hansson.

RACK JOBBER

Grammo Rack Service AB, Framnasbacken 4b, Solna. Tel: 27 26 70.

● supplies & services

ASSOCIATION & PROFESSIONAL ORGANIZATION

SKAP (Svenska tonsattaforer—Swedish ass'n of popular music writers), Tegnerlunden 3, Stockholm. Tel: 08/24 29 50. Pres.: Roland Levin.

MACHINE SHOP

Toolbox AB, Fabriksvagen 10, 171 48 Solna. Tel: 83 02 80. Cable: TOOLEXALPHA STOCKHOLM. Pres.: O. Nilsson; Sales Mgr.: E. Augustsson. (SEE ADVERTISEMENT)

MUSIC LICENSING ORGANIZATION

STIM (Svenska Tonsattares Internationella Musikbyrå—Swedish Performing Rights Society), Tegnerlunden 3, Stockholm C. Tel: 08/24 29 50. Cable: STIM. Pres.: Sven Wilson.

PRESSING PLANTS

Champion Radio, PO Box 210 28, Stockholm 21, Rorstrandsgatan 37, Stockholm Va. Tel: 08/22 78 20. Cable: CHAMPIONRADIO. Pres.: Olof Bengtsson.

Record-Material AB, Industriv. 20, 191 47 Sollentuna. Tel: 08/ 96 01 95. Cable: RECOMAT. Pres.: Kurt Westman.

Svensk Grammofonindustri, Sveavagen 17, Stockholm. Tel: 08/ 10 63 67. Pres.: Tage Andersson.

PROMOTION & PUBLICITY

Artist Press Center, Langsjoehojden 41, Alvsjo. Tel: 08/ 47 27 60. Mgr.: Lennart Lindstrom.

Helan, Artemisgatan 8, S-100 54 Stockholm. Tel: 08/ 67 05 40. Cable: SONETMUSIC. Mgr.: Larf-Olof Helen.

K E G, Grycksbovagen 57, Enskede. Tel: 08/ 88 36 20. Mgr.: Kjell E. Genberg.

RECORDING STUDIOS

Dieke, Tumba. Tel: 08/ 46 15 15. Pres.: Gerhard Dieke.

E M I, PO Box 27053, 102 51 Stockholm. Tel: 08/ 22 45 80. Pres.: Anders Holmstedt.

Edsby Film & Rec'g, Alfa. Tel: 0271/ 105 88. Mgr.: Bjorn Berge.

Europa Film, Anneldalsvagen 29, Sundbyberg. Tel: 08/ 28 28 00. Cable: EUROPAFILM. Mgr.: Bjorn Bergqvist.

M A B, Langsjoehojden 41, Alvsjo. Tel: 08/ 47 27 60. Mgr.: Lennart Carlsmyr.

Metronome Studio, Karlsbergsvagen 57, 113 35 Stockholm. Tel: 08/ 34 19 00. Cable: METRO-REC. Mgr.: Rune Persson.

SSR, Skanehusvagen 93, Malmo S. Tel: 040/ 12 59 55. Mgr.: Borje Nilsson.

Seia, Stortorget 5, Stockholm C. Tel: 08/ 10 31 34. Pres.: Lennart Ljungberg; Mgr.: Sten Hagberg.

Svenska Philips, Lidingsvagen 50, Stockholm No. Tel: 08/ 63 50 00. Cable: PHILAMP. Mgr.: Dag Secher.

SWITZERLAND

POPULATION: 5,400,000.

PER CAPITA INCOME: \$2,262.

RATE OF EXCHANGE: \$1 (US)—4.3 Swiss francs.

RADIO STATIONS: 3 government AM, 1 FM.

Type of programming: 50% music, 96% recorded. One station (AM & FM) transmits in German; other 2 AM stations transmit in Italian & French.

No. of radios: 2,000,000.

TV STATIONS: 3.

Type of programming: 1 channel broadcasts in German, another in French, another in Italian. Proportion: French 25%; Italian, 7%; German, 68%.

No. of TV sets: 1,000,000.

HOLIDAYS: New Year, Easter Monday, Ascension, Whit Monday, Dec. 25.

RECORDS:

Records imported to USA (CIF): 1968—\$338,105; 1967—\$263,287.

Records exported to USA (FOB): 1968—3,084 units, \$3,664; 1967—14,520 units, \$17,076. Average retail price per record: LP's—\$4.60; EP's—\$1.60; Singles—\$0.90.

Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer. No rack jobbing; no one-stopping.

Type of promotion: Since the government controls all broadcasting, valuable promotion is only possible through fan magazines, discotheques, personal appearances.

TAPE:

Market: Switzerland has the highest sales of tapes & cassettes per capita in Europe due in part to low cassette prices which approximate those of records.

Average retail price per tape: 8-track cartridge—\$11.40; (LP) cassette—\$4.40 to \$5.10; EP cassette—\$2.30; open reel—\$7.02.

IMPORT-EXPORT REGULATIONS: Imports from EFTA (European Free Trade Assn.) countries are tax-free; those from EWG (European Common Market) countries are taxed by weight, 5.4% tax on wholesale price and 8% for SUIVA (mechanical copyright royalties) are both added to retail price. Bernie Sig

● record manufacturers

Alpina (see Electromusic).

Baerenreiter-Musicaphon (see Baerenreiterverlag Basel).

Baerenreiterverlag Basel AG, Neuweilerstr. 15, 4000 Basel 15. Tel: (061) 39 58 99. Cable: BARENREITER. Mgr., Rec. Dept.: Dr. Von Hecker; Sales Mgr.: E. Ruckstuhl.

Labels: Baerenreiter-Musicaphon, UNESCO-Collection.

Barclay, 14 rue du Roveray, 1207 Geneva. Tel: (022) 36.17.41/74.14.

Int'l labels represented: Atco, Atlantic (USA).

Tape: Cartridge 8-track, cassette.

Buechi Hans Rudolf (see Euxex).

C B S Schallplatten AG, Unter alstadt 10, 6301 Zug. Tel: (042) 21 62 22. Cable: COLRECORD. Mgr.: Max Myngaard, Asst. Mgr.: Yves Helfenberger; Sales Mgr.: Marc Laeng; Promo.: Miss Trudy Wyler.

Int'l labels represented: Amy, Arion, Artone, Bell, Blue Horizon, CBS, CGD, Derby, Epic, Funckler, Harmony, Mala, Maris, Maxe, Musicor, Nems, Odyssee, Okeh, Tamla/Motown, Temporel, Vee Jay.

Tape: cassette.

Camata, c/o Moeseler Verlag, Schweizergasse 21, 8021 Zurich. Tel: (051) 25.00.36. Cable: MOESELER-VERLAG.

Home office: West Germany.

Disques Office, 188 rue Pierre Aebly, 1700 Fribourg. Tel: (037) 2.62.61.

Int'l labels represented: Ades (France), Alpha (Belgium), BAM (France), Baroque (Canada), Musicidisc, Ocora, Petit Menestrel, Pleiade (France), President (France), Supradidac (Belgium), Vergara (Spain), Vista (USA).

E M I Recs. (Switzerland) AG, Ramistr. 42, 8024 Zurich. Tel: (051) 34 52 77. Telex: 55695. Cable: EMIREC. Mng. Dir.: George Alexander; Gen. Mgr.: Max Brunner; A&R, Int'l, Pub., Adv. & Promo.: Teddy Meier; Classical Promo.: Ingrid Wiese; Sales Mgr.: Peter Mampell.

Int'l labels represented: ABC, Acta, Angel, Apple, Blue Note, Blue Thumb, Blueways, Capi-

tol, Columbia (UK), Command, Discophiles Francais, Disneyland, Dot, Double Shot, Ducretet, Dunhill, Electrola, Elektra, Fantasy, Gloria, Galaxy, Harvest, HMV, Hip, Immediate, Imperial, Instant, Liberty/UA, Minit, Odeon, World Pacific Jazz, Parlophone, Pathe, Carisch, Paramount, Regal, Revolution, SSS Int'l, Stateside, Solid State, Soul City, Stax, Steed, Sunset, Tamla/Motown, Tower, Trianon, Probe, Veeep, Voix de Son Maitre, Volksplatte, Volt, Zapple, Metronome.

Electromusic, Nauenstr. 71, 4002 Basel. Tel: (061) 34 92 50. Dir.: Fritz Voegelien; Vice-Dir.: Max Blattner; A&R, Pub., Sales & Mktg.: Rene Rueff.

Labels: Tell, Alpina.

Int'l labels represented: Tell, Tempo, Omega, Discophon, Kritos.

Eulenburg (Ed.), Postfach, 8134 Adliswil. Tel: (051) 91 36 81.

Int'l labels represented: Music Minus One (MMO).

Eurex Rec., Russikerstr. 2, 8330 Praefikon/ZH. Tel: (051) 97 42 31.

Labels: (owned) Buechi Hans Rudolf; (distributed) Eurex, Lunarex.

Favorit (see John Lay).

Fono-Gesellschaft, Seidenhofstr. 14, 6002 Lucerne. Tel: 041 22 22 88. Cable: FONODISK. Dir.: Dr. Paul Cron.

Helvetia (see Phonag).

Hug, Lindenhofstr. 16, 4000 Basel. Tel: (061) 35.10.77.

Int'l labels represented: Encore, Trainon, Jupiter, L'Encyclopedie Sonore (Hachette), Bartok, Star Linguaphon, Monitor, Musicidisc, King.

Interdisc, PO Box 34, V.d. Scuole 10, Cassarate-Lugano. Tel: 3.20.93. Dir.: Aldo Libanione.

Iramac, Burgerstr. 17, 6000 Lucerne. Pres.: S.S.A. Samama.

Home Office: France.

Int'l labels represented: Iramac & Relaz.

Jecklin, Reamistr. 42, 8024 Zurich. Tel: (051) 24.39.41.

John Lay, Bundesstr. 13, 6000 Lucerne. Tel: (041) 23 44 55. Cable: JOHNLAY. Dir. & Gen Mgr.: John Lay.

Labels: Layola, Favorit.

Layola (see John Lay).

Lunarex (see Euxex).

Mabel Recs., Schiffleande 26, 8001 Zuerich. Tel: (051) 47 24 27. Cable: OSTERWALDMUSIC.

Telex: 54721. Pres. & Gen. Mgr.: Hazy Osterwald; Exec. Mgrs.: S. Lang & H.W. Stammler.

Musikvertrieb, Badenerstr. 555, 8004 Zurich. Tel: (051) 54.97.54.

Int'l labels represented: Ace of Clubs, Airola, Argo, Barclay, Bel-Air, Camden, Cinevox, Colpix, Decca, Ducretet-Thomson, Elite Special, Eurodisc, Festival, Galleria del Corso, Hed Arzi, Hispavox, London, Discau Lyre, RCA, RCA Victorla, RCA-VIK, Ricordi, Telefunken, Telemar, Triola, Vega, Warner Bros.-7 Arts, Pin, Kar, Arc, MRC, Everest, 20th Century-Fox, Cameo, Reprise.

Cartridge 8-track: Ariola (Germany), Coral (USA), Decca (USA), Deram (USA), Elite Special (Germany), Eurodisc (Germany), Festival (France), Hansa (Germany), London (USA), Monument (USA), RCA (USA), Reprise (USA), Telefunken (Germany), Vega (France), Warner Bros.-Seven Arts (USA).

Oversea Recs. AG, Zuercherstr. 35, B154 Oberglatt. Tel: (051) 94 71 50. Cable: OVERSEA RECORDS.

Int'l labels represented: Abanori-Schallplatten, Acondor, Ala, Casino, Clan Celentano, Hilt-Ton, Italmusica, Maietti, Marfer, Mel, Oversea, Primary, Ri-Fi, Roman, Said, Sonor, Saint-Martin, Tiffany, Togo, Topas, Variety, Wam, Zephir.

P I P S (Production Internationale de Propagande Sonore), PO Box 78, CH-8703 Erlenbach. Tel: (051) 90-85-85. Cable: TIELERLENBACH. Dir.: Eugene Tiel.

Cassette: PIPS, RenoCas, EutiCas.

Philips, Edenstr. 20, 8045 Zurich. Tel: (051) 25.86.10/27.04.91.

Int'l labels represented: Audio Fidelity, Battle, Caedmon, Critere, Fidelity, Fontana, Jazzland, Mercury, Orpheus, Pergola, Philips, Riverside, World Pacific, Jaguar, Caravel, King Universal, Melodicon.

Cassette: Philips, Fontana, Mercury (Austria, France, Italy, Netherlands, UK); Blue Bell, CGD, Clan, Durium, Rifi, Tristan (Italy).

Phonag Schallplatten AG, Strauelstr. 1, Winterthur. Tel: (052) 24 62 31. Gen. Mgr.: Helmut Bischof; A&R Dir.: Hellmuth Kolbe.

Label: Helvetia.

Int'l labels represented: Amadeo, Amanda, Amphora, Bellaphon, Belvedere, Center, Cetra, Cornet, Family, Fonit, Intercord, Luxor, Mandolino, MPS, Phonag, Phonocolor, Popular, Prestioe, Reouest, Sabs, SAGA-OPP, Scala, Style, Supraphon, Tio, Top-Five, Vanquard, Vedette.

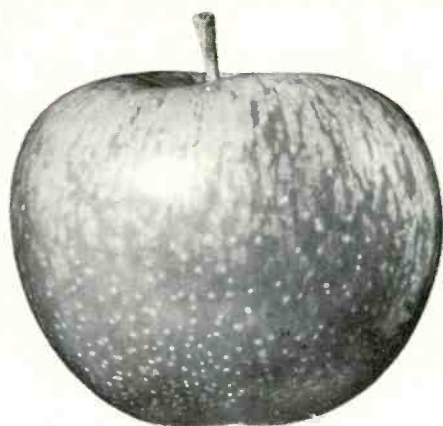
Cartridge 4 & 8 track: Fonit/Cetra (Italy). Cassette: Amaden (Germany), Fonit/Cetra (Italy), Helvetia (Switzerland), Intercord (Germany), Musica (Germany).

Open reel: MPS (Germany), Saba (Germany).

Pick Schallplatten-Vertrieb, Brunnweissenstr. 26, 8049 Zurich. Tel: (051) 56 60 60. 56 44 40.

Cable: MUSIKCENTER. Owner: Anton Peterer; Int'l & Pub Mgr.: Jane Peterer; A&R Mgr.: Ernest R. Niedermann; Sales & Mktg.: Ernest R. Niedermann; Promo. & Tape: Eddy Keiser.





continued on page 382



**The Beatles / Mary Hopkin /
Billy Preston / Plastic Ono Band /
The Modern Jazz Quartet /
James Taylor / Jackie Lomax /
The Iveys / White Trash**

APPLE RECORDS

**Apple Records 3 Savile Row London W1
New York c/o Abkco Industries 1700 Broadway NY 10019**

Warner Bros-Seven Arts Records Ltd  have now set up an independent record company in Britain  at 69 New Oxford St London WC1  01-836 9381  National marketing & promotion of Warner Bros  and Reprise  labels  also the music company Warner Bros-Seven Arts Music Ltd

continued

Polydor AG, Loewenstr. 35a, Postfach 8021, 8001 Zurich.
Int'l labels represented: Polydor, MGM, Verve, DGG, Tetragrammaton, Archiv.

R C A Overseas (European Liaison Office), 31 Blvd. Helvetique, Geneva. VP & M'g'g Dir.: Peter F. Baumberger.

Siemens, Lowenstr. 35, 8001 Zurich. Tel: (051) 25.36.00.
Int'l labels represented: A&M, Adano, Command, Duniaphon, Fonit, Heliodor, Italdisc, Riverside, Tip, Capri, E-Collection.

Tell (see Electromusic).

Turicaphon, 8611 Riedikon Uster, Zurich. Tel: (051) 87.43.11.
This company represents: Elite, Elite Special, Triola, Ricordi, Asmahan, Baidaphon.

U N E S C O-Collection (see Baerenreiterverlag Basel).

Vogue, Av. des Alpes 70, 1820 Montoux. Tel: (021) 62.45.55.
Int'l labels represented: Adventure, Arlequin, AZ, Belter, Calig, Cam-Curci, Carosello, Charlin, Christophorus, Circus, Clarette, Contrepoint, Crescendo, Diademe, Dimsa, Dixieland Jubilee, Dounia, Durium, Epsilon, Erato, Fiori Musicali, Gene Norman, Hockey, Jardin des Arts, Jazz Collector, Jericho, Mode, One Number One Orfeon, Pastorale et Musique, Piccadilly, Pop, Pye-Nixa, Golden Guinea, Red Bird, Resonances, Rigolo, Roulette, Royal, Somerset, Sonet, Storyville, Studio SM, Teddy, Tico, Titanus, Tono, Typic, Unidisc, Vogue.

INDEPENDENT RECORD PRODUCER

Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Contact: Mr. Tiel.
Label credits: Philips, CBS, MMS, Ex-hibris, Decca, Seeburg.

music publishers

Acuff-Rose Verlag AG, PO Box 377, Badenerstr. 334, Zurich. Tel: (051) 54 64 77. Mgr.: J. Felder.

Annabella (see Arena).

Arena, Brunnenstr. 9, Uster, 8610 Zurich. Tel: (051) 87.14.34. Pres.: Hans Oestreich.
Affiliates: Annabella, Flora, Musikus, Truicaphon.

Bellelupe/SNISA (see Eds. Siden).

Belmont, Ave. des Alpes 70, 1820 Montoux. Tel: (021) 62.45.55. Pres.: I. Cantacuzene; Gen. Prof. Mgr.: J. J. Finsterwald.
Int'l firms represented: Alpha (France), Belmont (Germany), Carrousel (France), Durium (Italy), Minerva (Germany), Vogue Int'l (France).

Bonanza (Ed.). See Helbling.

Campana, 8 rue de Hesse, 1211 Geneva.
Home Office: Italy, CAM Spa.

Chappell (Eds.), 8604 Volketswil, Zurich. Mgr.: M. A. Brunner.
Home office: USA.
Affiliate: Helbling.
Int'l firm represented: Edwin H. Morris & Co. Inc. (USA).

Coda (Ed.), Postfach 260, Baunnwiesenstr. 26, 8049 Zurich. Tel: (051) 56.70.60 & 56.44.60. Cable: MUSICKCENTER. Pres.: Cedric Dumont; Gen Mgr.: Anton Peterer; Int'l Mgr.: Jane Peterer.
Affiliates: Edition Pan, Edition Jeanne und Anton Peterer, Francis-Day, Meisel, Montana.

Edifo (Ed.), Badenerstr. 332, 8003 Zurich. Tel: (051) 54.64.77.

Eulenburg GmbH (Ed.), Gruetstr. 28, 8134 Adliswil.
Home office: USA, C. F. Peters Corp.

Flora, See Arena.

Francis-Day, see Ed. Coda.

Go Music Establishment, PO Box 24722, Vaduz. Tel: 23434.
Int'l rep.: Germany (Global Music).

Hazyland, see Hazyville.

Hazyville (Ed.) (SUISA), Schifflaende 26, 8001 Zurich. Tel: (051) 47 24 27. Telex: 54721. Cable: OSTERWALDMUSIC. Pres. & Gen. Mgr.: Hazy Osterwald; Exec. Mgrs.: Mr. Buerli & Mr. Stammler.
Affiliate: Hazyland.
Int'l firms represented: Paul C. R. Arends (Germany), Hazyland (Germany), Ital-melodie (Germany), Nosen (USA), Shirley (Germany), Trumpf (Germany), Yonah (USA).
Int'l reps.: Germany (Paul C. R. Arends), Austria (Weltusik).

Heco-Recs, see Helbling.

Helbling, 8604 Volketswil, 8001 Zurich. Tel: (051) 86 43 93. Gen. Mgr.: Albert Brunner.
Affiliates: Chappell, Modern, Nova, Southern, Heco-Recs, Swiss-Disc, Ed. Bonanza.
Int'l reps.: Belgium (World Music/Bizet), France (Robert Salvati), Germany (Peter Schaeffers), Italy (Sciascia), Ralph Maria Siegel), United Kingdom (Campbell-Connelly), USA (Edward B. Marks).

Impact, V. D. Scoule 10, 6900 Cassarate-Lugano. Tel: 3.20.93. Dir.: Aido Libanione.

International Melodies Geneve (SUISA), see Eds. Siden.

Intervox, Pfauen-Ramistr. 42, Zurich 1/24. Tel: 24.16.73.

Jeanne & Anton Peterer (Ed.), see Ed. Coda.

Maietti, see Oversea Music Prod'n.

Meisel, see Ed. Coda.

Melodie (Ed.), Brunnenwienstr. 26, 8049 Zurich. Tel: (051) 56 70 60, 56 44 40. Cable MUSICK-CENTER. Pres.: Anton Peterer; Mgr.: Jane Peterer.

Modern, see Helbling.

Ivan Mogull Music Assocs., c/o Musikvertrieb AG, AG, Radenenstr. 555, Zurich. Tel: (051) 54 94 54. Gen. Mgr.: Mrs. Sarah Dimenstein.
Home office: USA.

Affiliate: Musikvertrieb.

Mondiamusic (see Siden).

Montana (see Coda).

Musikverlag zum Pelican, Bellerivestr. 22, 8034 Zurich. Tel: 79 48 41.

Int'l firm rep.: Wergo (Germany).

Musikus (see Arena).

MUSIKVERTRIEB, Badenerstr. 555, Zurich. Tel: (051) 54.94.54. Dir.: M. A. Rosengarten.

Affiliate: Ivan Mogull Music Assocs.

Int'l firms represented: Leonardi Gruppo (Italy), Melodie der Welt (Germany), Minerva (Germany), Ivan Mogull (USA).

Nova GmbH (Ed.), Melodie Haus, Volketswil-Zurich. Tel: 86 43 93. Gen. Mgr.: Albert Brunner.

Home office: Germany, Hans Sikorski.

Affiliate: Helbling.

Oversea Music Prod'n, Alte Zurcherstr., 8154 Oberglatt, Zurich. Tel: (051) 94.71.50. Gen. Mgr.:

Michael Liber.

Branch: 8154 Oberglatt-Zurich.

Affiliates: Maietti, Vescovi.

Pan (Ed.), see Ed. Coda.

Production Internationale de Propagande Sonore PIPS, PO Box 78, Erlenbach. Tel: (Zurich)

90.85.85. Cable: TIEL. Dir.: Mr. Tiel.

Sidem SA (Eds.) (SUISA), 8 rue de Hesse, Geneva.

Tel: 25 59 55. Cable: SIDEM. Pres.: Willy Wacht; Gen. Prof. Mgr.: Heinz Liechti.

Affiliates: Mondiamusic Sarl., International Melodies Geneve, Bellelupe SA.

Int'l firm represented: Robbins-Feist-Miller (USA).

Sonographic Rec. Co. AG, PO Box 2, 8952 Schlieren.

Tel: (051) 98 22 29.

Southern Music AG, Pfaffikerstr., 8604 Volketswil.

Tel: 86-44-96. Cable: SOUTHMUSIC, Zurich.

Mgr.: Albert Brunner.

Home office: USA, Southern.

Affiliate: Helbling.

Swiss-Disc, see Helbling.

Turicaphon, see Arena.

Vescovi, see Oversea Music Prod'n.

Violinada (Ed. Musicale), PO Box 78, 8703 Erlenbach. Tel: (051) 90 85 85. Dir.: Eugene Tiel.

Walter Wild, Aehrenweg 11, 8050 Zurich. Tel: (051)

48.45.66.

Zurich, Utoquai 41, 8008 Zurich. Tel: (051)

34.77.88. Pres. & Gen. Prof. Mgr.: Rolf Corrodi.

● distributors

Baerenreiterverlag Basel AG, Neuweijerstr. 15, 4000

Basel 15. Tel: (061) 39 58 99. Cable:

BAERENREITER BASEL. Mgr., Rec. Dept.: Dr.

von Hecker; Sales Mgr.: E. Ruckstuhl.

Labels: Calig, Canate, Da Camera, Designe,

Muza (Poland), Pickwick, Valois.

Disques Office, 188 rue Pierre Aebly, 1700 Fribourg.

Tel: (037) 2.62.61.

Labels: Acropole, Ades, Alliance, Alpha, Angeli-

cum, Baroque, Boite a Musique, Discophiles

Francis, Lumen, Match, Mouloudji, Orphee,

Pacific, Petit Menestrel, Pleiade, Present,

Supraphon, Supradisc, Vergara, Versailles,

Vista.

Finsterwald & Cantacuzene, 70 Ave. des Alpes,

1820 Montoux. Tel: (021) 62.45.55. Cable:

FINSANTATA. Admin.: J. J. Finsterwald; Dir.:

I. Cantacuzene.

Labels: Adventure (Italy), Arlequin (Spain), Ar-

tone (Netherlands), Autumn (USA), Belter (Spain),

Herman Brauer (Belgium), Calig (Germany), Char-

lin (France), Christophorus (Germany), Circus

(Italy), Clarte (France), Collector (United King-

dom), Contrepoint (France), Crescendo (USA),

Critere (France), Davon Music (USA), Deutsche

Vogue (Germany), Disc'AZ (France), Durium

(Italy), Erato (France), Everest (USA), Fiori Mus-

sicali (France), GNP Crescendo (USA), Golden

Guinea (United Kingdom), Hispavox (Spain), Jay

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(USA), Jubilee (USA), Laurie (USA), Lumen

(France), MK (USSR), Mainstream (USA), Marble

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lands), Nixa (UK), Orefeon (Mexico), Pacific

(France), Peacock (USA), Piccadilly (United

Kingdom), Pop (France), Premier (USA), Pye

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Sonet (Sweden), Spoken Arts (USA), Sprint

(Italy), Stella (Italy), Stevie (UK), Storyville

(Denmark), Strike (UK), Studio SM (France),

Swing (France), Tico (USA), Titanus (Italy),

Tono (Denmark), Transatlantic (UK), Typic

(France), Unidisc (France), Vogue (France),

Zafiro (Spain).

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Electric & Musical Industries Ltd, London, England.

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Jecklin & Co., Raemistr. 30 & 42, 8024 Zuerich. Tel: (051) 47 35 20. Cable: JECKLINCO. Owners: Paul, Peter & Hans Jecklin; Mgr., Rec. Dept.: B. Da Rugna. Labels: Vox, Turnabout, Candide, Harmonia Mundi, Preiser, Jecklin-Disco. Phonograph amplifiers & loudspeakers: James B. Lansing.

Musical instruments: Organs (Lowrey, Ahlborn), pianos (Steinway), string instruments. John Lay, Bundesstr. 13, 6000 Luzern. Tel: (041) 23 44 55. Cable: JOHNLAY. Owner: John Lay; Mgr., Rec. Dept.: Fredy Egli; Sales Mgr.: Albert B. Vertsch. Cartridge 8-track: Traveltime USA. Tape Playback equipment: National. Phonographs: National.

Record accessories: Albums (Vorreiter, Engel-Plastic, Platofix). La Librairie Nouvelle, rue de Carouge 18, 1200 Geneva. Tel: (022) 25.98.76. Labels: Le Chant du Monde.

Musikvertrieb, Badenerstr. 555, 8040 Zurich. Tel: (051) 54.97.54. Dir.: M. A. Rosengarten; Sales, Adv. & Promo.: L. Schmucki. Labels: A&M (USA), Ace of Clubs (UK), Ace of Hearts (UK), Ariola (Germany), Argo (Europe), Atlantic (USA), Baccarola (Germany), Barclay (France), Bel Air (France), Coral (USA), Decca (UK), Ducretet-Thomson (France), Elite Special (Switzerland), Eurodisc (Germany), Festival (France), Hansa (Germany), Hed Arzi (Israel), Hickory (USA), Hispavox (Spain), Jaguar (Italy), Karate (USA), London (UK), Monument (USA), Oiseau Lyre (France), RCA Italiana (Italy), RCA Victor (USA), Reprise (USA), Ricordi (Italy), Rigolo (France), Riviera (France), Telefunken (Germany), Triola (Denmark), 20th Century-Fox (USA), Vega (France), Warner Bros.-Seven Arts (USA).

P I P S (Production Internationale de Propagande Sonore), PO Box 78, 8703 Erlenbach. Tel: (051) 90 85 85. Dir.: Eigene Tiel. Cartridge 8-track, cassette & open reel: Renocas.

European Ass'n of Music Festivals, 122 rue de Lausanne, Geneva.

International Federation of Musicians, Kreuzstr. 60, 8008 Zurich. Tel: (051) 47.45.67. Pres.: H. Ratcliffe; Gen. Sec'y: R. Leuzinger.

International Musicological Society, PO Box 588, 4001 Basel. Pres.: Vladimir Fedorov. Swiss Musicians' Union, Talstr. 11, 8001 Zurich. Gen. Sec'y: Dr. Andreas Girsberger.

MUSIC LICENSING ORGANIZATIONS

Edifo, Badenerstr. 332, 8040 Zurich. Tel: (051) 54.64.77. Pres.: Dr. Veit Wyler; Gen. Prof. Mgr.: Joseph Felder.

Mechanizenz, Schweizerische Gesellschaft fuer Mechanische Urheberrechte, Bellariastr. 82, 8038 Zuerich. Tel: (051) 45 77 00. (Mechanical rights society).

S U I S A (Schweizerische Gesellschaft der Urheber und Verleger, Societe Suisse des Auteurs et Editeurs), Bellariastr. 82, 8038 Zuerich. Tel: (051) 45 77 00. (Performing rights society).

PRESSING PLANT

Turicaphon, 8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11.

RECORDING & TAPE DUP. STUDIOS

Hug, Fusslistr. 4, 8000 Zurich 1. Max Lussi, Leimenstr. 76, 4000 Basel. Oversea, 8154 Oberglatt, Zurich. Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Dir.: Eugene Tiel. Sonographic Rec. Co., PO Box 2, 8952 Schlieren.

RECORDING STUDIO EQUIPMENT MANUFACTURER

Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Dir.: Mr. Tiel.

musical instruments

MANUFACTURERS

Oscar Bauer, Wuhstr. 19, 8003 Zurich. Instrument: drums. Jean Bennelt, 28 Grandes-Rames, 1700 Fribourg. Instrument: organs. A. Frey, Sternmattst. 11, 6000 Lucerne. Instrument: organs (Caecilia). Eugen Giannini, Torgasse 11, 8001 Zurich. Instrument: drums.

Goll, Tibusenstr. 30, 6000 Lucerne. Instrument: organs.

W. Heckendorn, Metzgerstr. 6, 40000 Basel. Instrument: drums.

Hirsbrunner, Dorfstr., 3454 Sumiswald. Instrument: drums.

Th. Kuhn, Seestr. 141, 8708 Maennedorf. Instrument: organs.

Manufacture de Grandes Orgues, rue du Grand-Pre, 1200 Geneva. Instrument: organs.

Metzler & Sohne, Zuercherstr. 154, 8953 Dietikon. Instrument: organs.

R. & T. Paiste, Komm.-Gesellschaft, 6207 Nottwil. Instruments: cymbals, gongs. Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Dir.: Mr. Tiel. Instrument: amplifiers.

Alfred Sacher, Oeflingerstr. 39, 4000 Basel. Instrument: drums.

Karl Schneider, Bahnhofstr. 1, 4125 Riehen. Instrument: guitars.

Gebr. Spaeth, Hadenstr. 5, 8640 Rapperswill. Instrument: organs.

Pierre Vidoudez, 22 rue de la Corratierie, 1200 Geneva. Instrument: guitars.

IMPORTERS

Accordina, Altstaetten. Oscar Bauer, Wuhstr. 19, 8003 Zurich. J. Bernard, rue Pecolat 4, Geneva. J. Cavalli, rue Pepinet 5, Lausanne. Paul Giger, Sonhalde 18, 9100 Herisau. Jost Heer, Schoentalstr. 24, 8004 Zurich. Helbling, 8604 Volketswil. Contact A. & C. Brunner. Hug, Limmatquai 26-28 Zurich 1. Jecklin, Raemistr. 30, 8001 Zurich. Krompholz, Spitalgasse 28, Bern. A. Marcendella, Saentisstr. 12, Schaffhausen. Musique Moderne, rue de la Tour-Maitresse 12, Geneva. Rauber, Montreux. Werner Rutschmann, Huttenstr. 49, 8006 Zurich. M. Schmitz, Steinvorstadt 7, Basel. Spahni, Beckenhofstr. 70-72, 8006 Zurich. Arthur Squindo, Erlenbach. Pierre Vidoudez, rue de la Corratierie 22, 1200 Geneva. L. Von der Weid, rue de Lausanne 29, 1700 Fribourg. Henry Werro, Zeitglockenlaube 2, 3000 Bern.

continued on page 386

International Market Report

supplies & services ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Swiss Musicians, 11 bis Ave. du Grammont, 1007 Lausanne. Tel: (021) 26 63 71.

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continued

THAILAND

POPULATION: 34,000,000.
 PER CAPITA INCOME: \$140.
 RATE OF EXCHANGE: \$1 (US)=20.67 bahts.
 NO. OF HOMES WITH RECORD PLAYERS: 15,000.
RADIO STATIONS:
 Type of programming: about one-half pop music.
 No. of radios: 1,610,000.
TV STATIONS: 7 government channels.
 Type of programming: documentary.
 No. of TV sets: 250,000.

HOLIDAYS: Jan. 1 (New Year's Day), Feb. 13 (Makha Bucha), April 6 (Chakri Memorial Day), April 13 (Songkran Festival), May 5, (Coronation Day), May 10 (Ploughing Ceremony), May 11 (Visakha Bucha), July 9 (Asalaha Bucha), July 10 (Buddhist Lent), Aug. 12 (Queen's Birthday), Oct. 23 (Chulalongkorn Day), Dec. 5 (King's Birthday), Dec. 10 (Constitution Day), Dec. 31 (New Year's Eve).

RECORDS
 Records imported from USA (CIF): 1968-\$110,114; 1967-\$154,154.

Records imported from countries other than USA: (factory value) Jan.-Apr. 1967-26,380, \$28,497; 1966-90,858 units, \$88,476.

IMPORT/EXPORT REGULATIONS: None concerning records.

● record manufacturers

Black & White, 708 Mahachai Rd., Bangkok. Tel: 23002.

Int'l firm represented: Decca (UK).

Cathay, Charoenkrung Rd., Bangkok.
 T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok. Tel: 20560.

Sri Krung Film Co., 129 Bangkapi, Bangkok. Tel: 57133.

Sugree Distribution Ltd. Partnership, PO Box 1560, 44/1 Soonvijai New Petchburi Rd., Bangkok. Tel: 913919. Cable: SUGREEDITION. Gen. Mgr. & Int'l: Sugree Chorakan; A&R Mgr.: Samrej Niyomdej; Sales & Mktg. Mgr.: Pichai Tironswad; Adv.: S. C. Advertising Co.; Tape: Teera Borrisuth.

Labels: Sugree, SC, Star, Top of the Week, World.
 Int'l labels represented: Atco, Atlantic, Barclay,

Blue Note, Buddah, CBS, Dolton, Elektra, Fontana, Golden 12, Imperial, Italia, Kama Sutra, Liberty/UA, MGM, Mercury, Metronome, Minit, Mondial, Perl, Philips, Premier, Roulette, Saga, Solid State, Soul City, Sunset, Spuraphone, Top Classic, United Artists, Veep, Volt, World Pacific, World Pacific Jazz.
 Kamol Sukosol, PO Box 178, Bangkok.

● importers & exporters

Ching Thai Rec'g Ord. Part, 669 Chakraphet Rd., Burapa Palace, Bangkok. Tel: 24471.
 Imports: Decca (UK).

Kamol Sukosol, PO Box 178, Bangkok.
 Philips Electrical Co. of Thailand Ltd., 283 Silom Rd., Bangkok. Tel: 36985-8. Cable: PHILITHAI.
 Contact: E. Raben. Imports & distributes: Musicassettes.

Sugree, 1515 New Petchburi Rd., Bangkok. Tel: 56204. Mgr.: Sugree Chorakan.
 Distributes: all international labels.
 Exports: PRC open reel classical music tapes.

● supplies & services**PRESSING PLANTS**

Sri Krung Film Co., 129 Bangkapi, Bangkok. Tel: 57133.

Kamol Sukosol, PO Box 178, Bangkok.
 Virulhathakich, c/o Kamol Sukosol, PO Box 178, Bangkok.

RECORDING STUDIO

Kamol Sukosol, PO Box 178, Bangkok.

TRINIDAD & TOBAGO

POPULATION: 1,100,000.
 PER CAPITA INCOME: \$600.
 RATE OF EXCHANGE: \$1 (US)=\$2 (T&T dollars).
RADIO STATIONS: 2 commercial.
 No. of radios: 175,000.
TV STATIONS: 1 commercial, 2 channels.
 No. of TV sets: 45,000.
HOLIDAYS: Jan. 1, Good Friday, Easter Monday, Eid-ul-Fitr (Muslim), May 1 (May Day), Whit Monday, Corpus Christi, Discovery Day (1st Monday in Aug.), Aug. 31 (Independence Day), Divali (Hindu), Dec. 25, 26.

RECORDS: (figures represent US currency).

Records imported from USA (CIF): 1968-\$49,188; 1967-\$139,565.

Records imported from countries other than USA (CIF): 1968-\$353,594; 1967-\$312,326.

Records exported to USA (factory value): 1968-\$12,976; 1967-\$3,397.

Records exported to countries other than USA (factory value): 1968-\$118,388; 1967-\$176,150.

● record manufacturers

International Rec'g Co. Ltd., 33 Abercromby St., Port of Spain. Tel: (office) 34583, 36277; (factory) 52337. Cable: INTERECORD. Mng. Dir.: Leslie Lucky-Samaroo; A&R & Studio Operation: Manfred Goldfish; Sales & Prod'n Mgr.: John Yearwood; Export Sales & Promo.: George Ng Wai.
 Labels: IRC, Tropico, Guardian.
 Int'l labels represented: RCA Group, MCA Group.

National Rec'g, Simeon Rd., Petit Valley, Diego Marlin, Trinidad. Contact: Slinger Francisco.
 Trinidad Rec'g House (TRH), 131 Long Circular Rd., Port-of-Spain. Tel: 22335.

West Indies Telecommunications & Electronics, PO Box 890, Corner Gordon & Maingot Sts., Mt. Hope, Port-of-Spain. Tel: 638-3354. Cable: WITELCO. Chm.: Dr. Martin Sampath; Sec'y: Dr. Shadrack Sampath.
 Label: Telco.
 This company represents: Pye, Marble Arch, Golden Guinea, A&M.

● music publisher

Federal Music Co., PO Box 517, 33 Abercromby St., Port of Spain. Tel: 34583, 36277. Mng. Dir.: Leslie Lucky-Samaroo.

● record wholesaler

International Rec'g Co. Ltd., PO Box 517, 33 Abercromby St., Port of Spain. Tel: 34583, 36277. Cable: INTERECORD. Mng. Dir.: Leslie Lucky-Samaroo.
 Note: This company is a distributor, importer/exporter & rack jobber.

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● supplies & services

JACKET MANUFACTURER LABEL MANUFACTURER LICENSOR, TAPE & RECORD

International Rec'g Co. Ltd., PO Box 517, 33 Abercromby St., Port of Spain. Tel: 34583, 36277. Cable: INTERCORD. Mng. Dir.: Leslie Lucky-Samaroo.

PRESSING PLANTS

West Indies Telecommunications & Electronics, PO Box 890, Port-of-Spain. Tel: 638-3354. Gen. Mgr.: Lennox D. Whiteman.

RECORDING STUDIO

IRCL Sound Studios (div. of International Rec'g Co.), 94 Frederick St., Port-of-Spain. Tel: 34583. Opns. Mgr.: Manfred Goldfish.
International Rec'g Co. Ltd., PO Box 517, 33 Abercromby St., Port of Spain. Tel: 34583, 36277. Cable: INTERCORD. Mng. Dir.: Leslie Lucky-Samaroo.

TURKEY

POPULATION: 33,044,000 (1967).
PER CAPITA INCOME: \$292.
RATE OF EXCHANGE: \$1 (US) = 9.08 lira.
HOLIDAYS: New Year (Dec. 31 PM & Jan. 1), Independence Holiday (Apr. 22 PM & Apr. 23), May 1 (Spring Holiday), May 19 (Youth & Sport Holiday), Freedom & Constitution Holiday (May 26 PM & May 27), Aug. 30 (Victory Holiday), Oct. 28-30 (Republic Holiday).
RADIO STATIONS: 14 government stations.
Type of programming: 70% music, half classical & half national music.
No. of radios: 2,800,000.
TV STATIONS: 2 government channels (experimental).
No. of TV sets: 15,000.
RECORDS:
Records manufactured for domestic & export sale:
LP's 1968—50,000 units; 1967—25,000 units.
EP's 1968—10,000 units; 1967—10,000 units.
Singles 1968—3,500,000 units; 1967—3,300,000 units.
Records imported from all countries (factory value): 1967—60,316 units, \$52,480.
Records exported to all countries (factory value): 1967—13,510 units, \$5,116.
Average retail price per record: LP's—(imported) \$7.15 to \$11.00, (domestic) \$4.40 to \$5.50; EP's—\$1.92; Singles—\$1.10 to \$1.65.
Discounting: Rare.
Type of distribution: Manufacturer-to-retailer predominates.
Type of promotion: Newspaper advertising and indirectly by Top Ten-style radio programming.
IMPORT/EXPORT REGULATIONS: Import of matrix only is unrestricted. Educational records may be freely imported upon approval of the Ministry of Education. Classical records are limited by import quota.

● record manufacturers

Aras, Tiyatro caddesi No. 134 Kat 3, Carsikapi, Istanbul.
Capitol (see Gramofon).
Columbia (see Gramofon).
Diskofon, Dogubank Is Hani No. 401/405, Sirkeci, Istanbul.
Grafson, Aydin Saray Kat 3, Carsikapi, Istanbul.
Gramofon Limitir Sirketi, Yesilkoy PO Box No. 3, Halkali caddesi No. 85, Yesilkoy, Istanbul. Tel: 73 89 76/77. Cable: GRAMOTURK. Mng. Dir.: Michel Berson; Comptroller: Torkom Serap; Artistic Mgr.: Esat Kiral; Sales Mgr.: Baki Cetinor.
Labels: HMV, Columbia, Odeon, Pathe, Parlophone, Regal, Capitol, Stateside.
Int'l labels represented: AZ (France), Ducretet-Thomson (France), Trianon (France), Markal (Belgium), Apple (UK), Ember (UK), Style (Italy), Artone (Netherlands), Monument (USA), H M V (see Gramofon).
Melodi, Istiklal Cad. 348, Beyoglu-Istanbul. Tel: 44-26-36. Cable: MELODI. Pres.: Kayihan Caglayan; Pop A&R: Ergin Bener; Classical A&R: Vahe Dilacar; Sales Mgr.: Turgut Caglayan; Int'l: Atilla Arlie.
Branch: Ankara, Mithatpasa Caddesi No. 61. Tel: 12-73-18. Mgr.: Behcet Sagnak.
Labels: (owned) Melodi; (distributed) Ozan.
Int'l labels represented: Atlantic (USA), Decca, Pye (UK), RCA (USA), Reprise (USA), Warner Bros.-Seven Arts (USA).
Odeon (see Gramofon).
Ozan (see Melodi).
Parlophone (see Gramofon).
Pathe (see Gramofon).
Regal (see Gramofon).
Sencalar, Tarlabasi, Turan Caddesi No. 100/102, Beyoglu, Istanbul.
Stateside (see Gramofon).

● record wholesalers

DISTRIBUTORS

Ezgi Plaklari, Bankalar caddesi, Sen Piyer Han, Galata, Istanbul. Tel: 44 06 55. Pres. & A&R: Aykut Sporel; Gen. Mgr.: Aytac Kot; Sales & Mktg.: Turgut Caglayan.

IMPORTER & EXPORTER

Grunberg, Rızapasa Yokusu Milas Han, Istanbul. Tel: 26 32 60. Cable: ODEON. Dirs.: Hugo Grunberg & Leon Grunberg; Mgr.: Moiz Filiba; Sales Mgr.: Engin Tunasar; Promo.: Sevgi Genis & Aytac Pars.
Int'l labels represented: Odeon, Parlophone, Philips, Polydor, Barclay, Fontana, Mercury, Riviera, MGM, Buddah.
Musical instruments: organs (Farfissa), pianos (Zimmermann), accordions (Scandalli).

● tape recorder manufacturers

Ahmet Palanduz ve Ort., Sagmalcilar Caddesi 3, Sagmalcilar, Istanbul.
Elektrikakustik San. ve Ticaret Ltd., Voyvoda Han 3/20, Karakoy, Istanbul. Tel: 44 59 61.
Brands: Kondor, Lenco, Standard.
Turk Philips San. AS, Gumussuyu 74-80, Taksim, Istanbul.

UNITED ARAB REPUBLIC

POPULATION: 30,083,000.
RATE OF EXCHANGE: \$1 (US) = .43 UAR pound.
NO. OF RADIOS: 1,613,000.
NO. OF TV SETS: 323,000.
HOLIDAYS: April 11 (Moslem New Year), June 18 (Evacuation Day), July 23 (Anniversary of the Revolution), traditional Christian and Moslem holidays.
RECORDS:
Records imported from USA (factory value): 1965—\$15,461.
Records exported to USA (FOB): 1968—2,565 units, \$3,576; 1967—720 units, \$1,500.
● record manufacturers
Sono Cairo Rec. Co., PO Box 2017, 18 Borsa St., Tewfikieh, Cairo. Tel: 40897. Bd. Chm.: Taha Nasr; Comm'l Mgr.: A&R: Nasem el Nahri; Int'l. Magdi Ghoneim.
Label: Sono Cairo.
Int'l firms represented: Pathe Marconi, EMI Group.
Note: Sono Cairo presses discs for all record companies in UAR.
Michael Yacoumopoulos, PO Box 1904, Alexandria. Tel: 30934. Cable: YALOS.

UNITED KINGDOM

POPULATION: 55,000,000.
PER CAPITA INCOME: \$2,670.
RATE OF EXCHANGE: \$1 (US) = 8 shillings, 4 pence; 1 pound \$2.40 (US).
NO. OF HOMES WITH RECORD PLAYERS: 8,500,000.
RADIO STATIONS: 4 government.
Type of programming: BBC controls all stations, with programming generally as follows—Radio 1, pop music; Radio 2, middle-of-the-road music, variety, comedy; Radio 3, classical music, serious talk shows, plays; Radio 4, current events, light drama, light classical music.
No. of radios: 16,500,000.
TV STATIONS: 16 channels—2 government, 14 commercial.
Type of programming: Varied; only one commercial channel transmits in any one area.
No. of TV sets: 14,610,000.
HOLIDAYS: Jan. 1 (Scotland only), Good Friday, Easter Monday, Spring Bank Holiday, Late Summer Bank Holiday, Dec. 25, 26.
RECORDS:
Records sold domestically: 1968—\$76,000,000; 1967—\$57,703,200.
Records manufactured for domestic & export sale:
LP's 1968—49,184,000 units; 1967—39,665,000 units. Singles & EP's 1968—49,161,000 units; 1967—48,000,000 units.
Records imported from USA (CIF): 1968—389,000 units, \$936,128; 1967—336,000 units, \$709,514.
Records imported from countries other than USA: 1968—1,443,000 units; 1967—1,324,000 units.
Records exported to USA (FOB): 1968—3,693,598 units, \$2,171,214; 1967—3,270,936 units, \$1,939,483.
Average retail price per record: Pop LP's—\$4.50; Singles—\$1.
Stereo sales: 30% of total.
Record club sales: 4% of total.
Discounting: With the removal of Retail Price

Maintenance in June 1969, it is forecasted that price competition will be fierce in its initial stages.

Type of distribution: Manufacturer-to-retailer of manufacturer's own and licensed product. Five independent distributors handle independent labels. EMI, Decca & Pye have formed a rack-jobbing consortium; other large companies may go into competition.

Type of promotion: BBC Radio 1 prime exposure source for pop; Radio Luxembourg English broadcasts at night. Several TV pop music shows. Consumer music papers circulate 500,000 copies weekly.

Juke boxes: 21,000.

TAPE:

Market: There are an estimated six million play-back units in use in Britain, 95% of which are open reel machines. Ninety per cent of 4 & 8-track cartridge units in use are installed in cars. Tapes carry a 55% purchase tax. The musicassette was launched ahead of other cartridge systems and has retained its lead.

Pre-recorded tape manufactured for domestic & export sale: 8-track cartridge 1968-120,000 units; 1967-30,000 units. Cassette 1968-700,000 units; 1967-500,000 units; 1966-200,000 units. Open reel 1967-230,000 units. 1966-227,000 units.

Average retail price per tape: 4-track cartridge-\$6.54; 8-track cartridge-\$6.74; cassette-\$6.71; open reel-\$6.60.

Type of distribution: Manufacturer to dealer is standard throughout the industry. About 30% of musicassettes, 4 & 8-track cartridges are sold through car dealers and electrical shops not stocking records.

Type of promotion: Musicassettes are promoted along with records, 4 & 8-track cartridges are promoted more through car media such as motoring magazines.

IMPORT/EXPORT REGULATIONS: Records, tapes & cartridges, regardless of origin, carry a purchase tax of 55% of distributor value if sold in Britain. On imported disks, the 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 in addition to 25% purchase tax. For phonograph records the duty is: Commonwealth countries-10%; EFTA countries-3%; other countries-15%. Duty on tape record is: Commonwealth countries-16 2/3%; EFTA countries-6 2/3%; other-25%. 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 work. Approval must be obtained from the copyright holder or his agent.

In most cases, the agent in Britain 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 M-CPS. Some publishing houses act independently. Many continental copyrights which belong to BIEM firms are the responsibility of the British Copyright Protection Association. All tapes that have copyright clearance and are from non-Communist countries are admitted without a license after payment of 25% import duty or 16 2/3% from Canada or other Commonwealth territories.

● record manufacturers

A D-Rhythm Prod'ns, 14a Broadwalk, Pinner Rd., North Harrow, Middx. Tel: 863-1841. A&R Dir.: Malcolm Jackson; Sales Dir.: David K. Burrows; Promo. Dir.: John A. Gummer; Int'l: John C. Jackson.

Branch: The Studios, Rickmansworth, Herts. Tel: 7-2351. Cable: JACMUSIC. Mgr.: John C. Jackson.

Tape: open reel.

Int'l reps.: Australia (Festival), Netherlands (Dureco), New Zealand (Festival), Philippines (Festival), South Africa (Brigadiers).

A & M Recs. Ltd., Music House, 12 Neasden Ln., London N. W. 10. Tel: 459-0033/4. Cable: ALPERMOSS. Contact: John Deacon, John Dyer. (Distributed by Pye).

Home office: USA.

Abbey Folk (see Abbey Rec'g).

Abbey Rec'g. 2 Abbey St., Eynsham, Oxford. Tel: Eynsham 388, Oxford 4-1356. Mng. Dir.: H. F. Mudd; Artistic Dir.: Dr. David Lumsden; Sales & Mktg. Dir.: P. S. F. Myers; Ass't Prod'r, Pub., Adv.: John Mingay. (Distributed by Oryx).

Labels: Abbey, Abbey Folk.

Int'l reps.: Worldwide (EMI).

Ace of Clubs (see Decca).

Ace of Diamonds (see Decca).

Ace of Hearts (see Decca).

Action (see Beat & Commercial).

Advision, 83 New Bond St., London W. 1. Tel:

GRO 3342.

Airborne, 70/71 New Bond St., London W. 1. Tel:

876-9581. Mng. Dir.: Noel Brown.

Allegro (see Pickwick).

Amalgamated (see Beat & Commercial).

Apple, 3 Savile Row, London W.1. Mng. Dir.:

Neil S. Aspinall. (Distributed by EMI).

Archive (see Polydor).

Argo (see Decca).

Arv (see Major Minor).

Atco (see Polydor).

Atlantic (see Polydor).

Atlantic Special (see Polydor).

Aurora, 15 Berkeley St., London W.1. Tel: 493-2506.

Cable: SCHROMUS. Prof. Mgr.: Michael A.

Stone. (Distributed by CBS).

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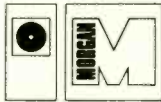
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Deep Soul (see Soul City).
Delmark (see Talent).
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Deram (see Decca).
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Walt Disney Prod'ns, 83 Pall Mall, London S.W.1. Tel: 839-6010. Dir. of European Rec'g: Frank Weintrap; Ass't Dir. Tony Owtrrim.
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Explosion (see Trojan).
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 Soul City, 17 Monmouth St., London W.C.2. Tel: 240-2112. Dirs.: Dave Godin, David Nathan, Robert Blackmore.
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 Verve/Forecast (see MGM & EMI).
 Virtuoso (see Pye).
 Vocalion (see Decca).
 Warner Bros.-Seven Arts, 69 New Oxford St., London W.C.1. Mng. Dir.: Ian Ralfini.
 Labels: Warner Bros.-Seven Arts, Reprise.
 Cartridge 8-track: Warner Bros.-Seven Arts, Reprise—self.mfd.
 Waverly (see EMI).
 Whiz (see Liberty/UA).
 Wing (see Philips).
 World Pacific (see Liberty/UA).
 World Rec. Club, Parkbridge House, Little Green, Richmond, Surrey. Tel: 940-8331. Cable: DIS-CLUB. Gen. Mgr.: Colin Hadley; Mktg. Mgr.: Derek Sinclair; Outward Licensing Mgr.: Austin S. Bennett; Repertoire Mgr.: Michael Kennedy.
 Labels: Conquest, World Record Club.
 Cartridge 8-track & open reel licensed to EMI.
 Int'l labels represented: Ariola, Erato, Westminster, Monmouth Evergreen.
 X I D (see Saga).
 Xtra (see Transatlantic).
 Young Blood (see Miki Dallon Ents.).

Young Int'l, 6 New Compton St., London W.C.2. Tel: 836-8171/2. Mng. Dirs.: Jean Georgakarakos & Jean Luc Young; A&R: Roger Fenning.
 Labels: Byg, Goody, Young Int'l.
 Int'l reps.: France (Societe Promodisc, Young Int'l).
 Zel Rees., div. of Zackariya Ents. Ltd., 63 Old Compton St., London W.1. Tel: 734-5156/7. Mng. Dir.: M. Zackariya; A&R Dir.: B. Saunders; Int'l: S. Metter; New York attorney: Theodore Nussbaum, 1849 Broadway, New York, N.Y. 10023.
 Labels: Zel, Inter Zel, Golden Disc. (SEE ADVERTISEMENT)

BUDGET LINE RECORD MANUFACTURERS

Where parent company name differs from that of the label, the company name follows in parentheses. For complete listing, see Record Manufacturers Section.
 Ace of Clubs (see Decca).
 Ace of Diamonds (see Decca).
 Ace of Hearts (see Decca).
 Davjon.
 C B S Classics (see CBS).
 Eros (see Saga).
 Famous Artists (see Ember).
 Fidelity (see Saga).
 Fontana Special (see Philips).
 Hallmark (see Pickwick).
 Iramac (see Oryx).
 Joy (see President).
 Marble Arch (see Pye).
 Music for Pleasure.
 Musica Rara (see Oryx).
 Pickwick.
 Polydor Special (see Polydor).
 R C A Int'l (see RCA).
 Saga.
 Spin.
 Sunset (see Liberty).
 Zel.

INDEPENDENT RECORD PRODUCERS

A I R, 10B Park St., London W.1. Tel: 493-4131.
 Chm.: George Martin; A&R Dirs.: John Burgess, Ron Richards, Peter Sullivan.
 Tony Carr Prod'ns, 12 St. Albans Rd., Blackpool. Tel: 0813-32474. Mgr.: Tony Carr.
 Miki Dallon Ents. Ltd., 138 New Bond St., London W.1. Tel: (01) 629-3304. Mng. Dir.: Miki Dallon.
 Label credits: Vogue, Crescendo, Pye.
 Double-R Prod'ns, 23 Old Burlington St., London W.1. Tel: (01) 734-9942. Cable: NYMPH.

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Fleetwood Mac pictured during rehearsal at the BB King concert at the Albert Hall.

Listed below are all the disadvantages of using Orange Amplification.

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Finito, 60 Castellain Rd., London W.9. Tel: 289-0534. Mng. Dir.: Adrian Rudge, Tony Palmer.

The Noel Gay Org., 24 Denmark St., London W.C.2. Tel: TEM 3941. Cable: NOELGAY. Contact: Richard Armitage.

I P S (Independent Producers Services), 37 Soho Sq., London W.1. Tel: (01) GER-8752. Cable: TINPANMAUS. Mng. Dir.: Ferd Jackson; Musical Dir.: Gerald Martin.

Immediate Prod'ns, Immediate House, 63/69 New Oxford St., London W.C.1. Tel: (01) 836-8341. Cable: IMMEDCORD. Dirs.: A. L. Oldham, A. J. Calder, T. J. S. Hardacre; Gen. Mgr.: Malcolm Forrester.

Island Recs., 155/157 Oxford St., London W.1. Tel: REG 6228. Contact: Chris Blackwell, Jimmy Miller.

Iver Rec'g, 8 Denmark St., London W.C.2.

Jackson Rec'g, The Studios, Rickmansworth, Herts. Tel: Rickmansworth 7-2351. Cable: JACMUSIC RICKMANSWORTH. Prod'n Dirs.: Malcolm Jackson, John C. Jackson. Label credits: Decca, EMI, Pye. (SEE ADVERTISEMENT)

Dick James Music, 71-75 New Oxford St., London W.C.1. Tel: (01) 836-4846. Contact: Dick James.

Marquee Org., 90 Wardour St., London W.1. Tel: (01) 437-6601/3. Mng. Dir.: Harold Pendleton; Dirs.: Simon G. White, Chris Barber. Label credits: Decca, CBS, World Record Club (England), Vogue (France), International (Germany), Supraphon (Czechoslovakia).

New Breed (see Straight Ahead Prod'n).

Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/3/4. Mng. Dir.: Richard Clark; Prod'n Dir.: Ron Norris.

Page One Recs., 71-75 New Oxford St., London W.C.1. Tel: (01) 836-4864. Contact: Larry Page.

Norrie Paramor Prod'ns, 14 Upper Harley St., London N.W.1. Tel: (01) 486-4182. Cable: NORIPAR. Dirs.: Norrie Paramor, Joan Paramor; A&R Variety: Tim Rice; Promo: Martin Wilcox.

Record Supervision, Lansdowne House, Lansdowne Rd., London W.11. Tel: PAR-0041/2/3. Label credit: Philips.

Bill Shepherd, The Robert Stigwood Org. Ltd., 67 Brook St., London W.1. Tel: 629-9121. Telex: 264267. Cable: STIGWOOD. Contact: Elizabeth Berry-Hay.

Sonet Prod'ns, 6 Reece Mews, London S.W.7. Tel: KNI-2867. Cable: SONETMUSIC. Mgr.: Rodney H. Buckle. Int'l branch: Sweden.

Sonologue, 9-10 Pollen St., London W.1. Tel: (01) 629-1931. Dir.: John Warren.

Spark Recs., 8 Denmark St., London W.C.2. Tel: (01) 836-4524. Cable: SOUTHMUSIC. Dirs.: Robert C. Kingston, Freddie Poser.

Robert Stigwood, The Robert Stigwood Org. Ltd., 67 Brook St., London W.1. Tel: 629-9121. Cable: STIGWOOD. Telex: 264267.

Straight Ahead Prod'n (New Breed), 68 Oxford St., London W.1. Tel: (01) 580-6266. Cable: ZONOMAN. Head of Prod'n: Denny Cordell; Dir.: David Platz; Prod'r: Tony Visconti; Asst. Prod'r: Richard Henry; Sales Dir.: Janet Dicker; Promo. & Int'l: Howard Parker. Label credit: Regal-Zonophone released by EMI.

● music publishers

Abacus, see Carlin.

Abigail Music (London) Ltd., 67 Brook St., London W.1. Tel: 629-9121. Telex: 264267. Cable: ABISONG. Chm.: Robert Stigwood; Mng. Dir.: Rudi Slezak; Gen. Prof. Mgr.: Andy Heath. Affiliates: Barnes Music, Dratleaf Ltd., Marmalade Music, Saharet Music, St. George Music, Venice Music.

Acuff-Rose Music Ltd., 15 St. George St., London W.1. Home office: USA. Affiliate: Chappell.

Larry Adler, see Chappell.

Aeolian (PRS, MCPS), see Bourne.

Airborne, 26 D'Arblay St., London W.1. Tel: GER 3745. Pres. & Mng. Dir.: Noel Brown.

Allegro, see Essex.

Alliance see Chappell.

Alice Music, 9 Cavendish Sq., London W.1. Tel: 995-1191. Dirs.: B. H. J. Alford & W. B. M. Alford.

Altus Music Ltd., 15 Maresfield Gardens, London N.W.3. Tel: 435-1177/8. Int'l rep.: Germany (Global Music).

Ambassador, 23-24 Greek St., London W.1. Tel: 437-7053. Mgr.: Terry Noon. Affiliate: Ambassador Seven Arts. Int'l firms represented: Gil, George Pincus & Sons, Songfest, John Lee Hooker, Davon, In, Cash songs, Shifting Flowers (all USA).

Ambassador Seven Arts, see Ambassador.

Ambleside, see Ardmore & Beechwood.

Amen, see Carlin.

American Metro, see Kassner Assoc'd Publ'rs.

Angel, see Florida.

Anglo-Pic, see Chappell.

Anglo Southern Film Music, see Southern.

Anglo-Soviet Music Press see Boosey & Hawkes.

Anim, see A. Schroeder.

Anita, see Carlin.

Annica, see A. Schroeder.

Apple, 3 Savile Row, London W.1. Tel: REG B232. Cable: APCOR. Mng. Dir.: Neil Aspinall. Int'l firm represented: Hodlog Music (USA).

April 1 Wardour St., London W.1. Tel: 437-5954/5. Cable: APRIMUSIC. Gen. Mgr.: Deke Arlon; Gen. Prof. Mgr.: Bill Cochran. Int'l firms represented: Annabella (Switzerland), April (Australia, Canada, France, Germany, Israel, Italy, Japan, Sweden, USA), Bildo Music Inc. (USA), Black Jack (USA), Blackwood (USA), Boom (USA), Craftmasters (USA), Discophon (Spain), Durning (USA), Ed. Grecophon (Greece), GRPC (South Africa), Head (UK), Jaypaul (USA), Jowatt (USA), Mundo Musical (Argentina, Brazil, Costa Rica, Mexico), Musical Frontiers (USA), Nelchell (USA), J. Portengen (Netherlands), South Star (USA), Uncle Doris (UK), Wartrain (USA) Wien Melodie (Austria). Int'l reps.: Argentina (Mundo Musical), Australia (April), Austria (Wien Melodie), Brazil (Mundo Musical), Canada (April), Costa Rica (Mundo Musical), France (April), Germany (April), Greece (Grecophon), Israel (April), Italy (April), Japan (April), Mexico (Mundo Musical), Netherlands (J. Portengen), Norway (Arne Bendiksen), Spain (Discophon), South Africa (Music Pub. Co. of Africa) Sweden (April), USA (April/Blackwood).

Arch, see A. Schroeder.

Ardmore & Beechwood, 363 Oxford St., London W.1. Tel: HUN 4531. Cable: BEECHMORE. Admin. Mgr.: Fred J. Marks; Prof. Mgr.: Phil Greenop. Affiliates: Ambleside, Black Swan, Coppa, First Floor, Hunter, Initial, Manhattan, Mutual, Varda, West-Side. Int'l firms represented: Aim (USA), Bell (USA), Doraflo (USA), Mia (USA), Neale Music (USA), Sansu Ents. (USA), Saturday (USA), Tallyrand (USA). Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (ITAIPU), Denmark (Imudico), France (Pathe-Marconi), Germany (Ed. Accord), Greece (Arion), Italy (Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), Singapore & Hong Kong (Pathe), South Africa (Ardmore & Beechwood), Spain (EGO), Sweden (Odeon), USA (Beechwood).

Artemis, see Norrie Paramor.

Ascherberg, Hopwood & Crew, 16 Mortimer St., London W.1. Tel: 636-4562. Cable: ASCHERBERG. Chm.: M. E. Ricketts; Gen. Mgr.: R. C. Noel Johnson; Gen. Prof. Mgr.: Jack Bawcomb. Affiliates: Chappell, Bayley & Ferguson, L. J. Cary, International. Int'l firm represented: Casa Musicale Sonzognno (Italy).

Edwin Ashdown, PO Box 4DR, 19 Hanover Sq., London W.1. Tel: 629-1184.

Atlantic, see Fanfare.

Avakak, see Immediate.

Avaris (see A. Schroeder).

Avenue (see Chappell).

Aviva, see Shapiro, Bernstein.

B V F Anglo-Continental (see Bron Assoc'd).

Barnes Music (see Abigail Music).

Barton (see Leeds).

Baspar (see A. Schroeder).

Bayley & Ferguson, 54 Queen St., Glasgow C.1. Tel: CEN 7240. Cable: BAYLEY. Affiliates: Ascherberg, Hopwood & Crew; Chappell.

Belafonte (see Chappell).

Belgravia (see Tee Pee).

Bella Godiva (see A. Schroeder).

Belsize (see Alan Keen).

Benco (see A. Schroeder).

Benday (see Carlin).

Bens (see Kassner Assoc'd Publ'rs).

Irving Berlin (see Chappell).

Berry (see Campbell-Connelly Group).

Big Sioux (see A. Schroeder).

Bird, 117C Fulham Rd., London S.W.3. Tel: 584-4533. Mng. Dir.: Graeme Goodall; Dir.: Bob Glynn.

Black Swan (see Ardmore & Beechwood).

Blossom (see Leeds).

Blue Note, see Shapiro, Bernstein.

Bluebell (see Southern).

Bocu (see Box & Cox).

Bondola (see Chappell).

Bonney (see Kassner Assoc'd Publ'rs).

Boosey & Hawkes Music Publ'rs Ltd., 295 Regent St., London W.1. Tel: 580-2060. Mng. Dir.: David S. Adams. Int'l branches: Australia, Belgium, Canada, Denmark, France, Germany, South Africa, Switzerland, USA. Affiliates: Anglo-Soviet Music Press, Cavendish, Ed. A. Gutheil, J. R. Lafleur & Sons, Winthrop Rogers, Rudolf Carte; Eds. Russe de Musique. Int'l firms represented: Amsco (USA), Artia Czechoslovakia, Bourne Music Inc. (USA), Carl Fischer (USA), Kultura (Hungary), Luverne (USA), Edward B. Marks (USA), Southern of Texas (USA), Soviet State Publ'g (USSR). Int'l reps.: Uustria (Theater-Verlag Eirich), Italy (Carisch), Japan (Academia, Nippon Gakki), Netherlands (Albersen), Norway (Norsk), South America (Barry), Spain (Vidal Limona y Boceta), Sweden (Carl Gehrman).

Bosworth & Co. Ltd. (PRS), 14-18 Heddon St., London W.1. Tel: 734-4961. Dir.: A. P. Dickin. Int'l firm represented: Alpha Film Music (USA). Bourne (PRS/MCPS), 34-36 Maddox St., London W.1. Tel: 493-6412/6583. Pres.: Mrs. Bonnie Bourne; Gen. Mgr.: Len A. Taylor.

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Int'l rep.: Australia (Davis).
Bradbury Wood, see Chappell.
Bregman, Vocco & Conn (see Chappell).
Brio (see Southern).
Britannia (see Chappell).
British Continental Music Agencies Ltd., 64 Dean St., London W.1.
Int'l rep.: USA (MCA).
Bron Assoc'd, 29/31 Oxford St., London W.1. Tel: 437-5063. Cable: HITMUSIC. Dirs.: Sydney Bron, Gerald L. Bron.
Affiliates: BVF Anglo-Continental, Sydney Bron, Debmar, Mann, Marklon, Yale.
Int'l reps.: Belgium (Primavera), France (Baga-telle), Germany (Fanfare), Italy (Ed Musicali Melodi), Netherlands (Altona), Sweden (Sonet), USA (Dick James).
Sydney Bron (see Bron Assoc'd).
Budd (see KPM Music Group).
Eric Burdon (see Carlin).
Burlington (PRS), (see Burlington-Palace).
Burlington-Palace Music Group, 9 Albert Embankment, London S.E.1. Tel: 735-2962. Cable: BURLIMUSIC. Gen. Mgr.: John Nice; Gen. Prof. Mgr.: John Merritt.
Branch: Albert Rd., New Malden, Surrey. Tel: 942-7507.
Affiliates: Burlington Music Co. Ltd. (PRS), Palace Music Co. Ltd. (PRS).
Int'l firms represented: Burlington (Austria, British Isles, Canada, Germany, South Africa, USA); Felsted (Canada, USA); Palace (Australasia, Benelux, British Isles, France, Italy, Scandinavia).
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C A M London, Ibex House Minorities, London E.C.3.
Home office: Italy.
Camad (see Carlin).
Cambridge (see United Artists).

Campbell-Connelly Group, 10 Denmark St., London W.C.2. Tel: 836-1653. Cable: DANSMELODI. Pres.: Roy Berry; Gen. Mgr.: George Seymour; Copyright Mgr.: Bernard Brown.
Int'l branches: Australia, France, USA.
Affiliates: Berry, Cinephonic, Dash, Max Diamond, Evergreen, Harrison, Hournew, Ivy, Montclare, Show, Hans Sikorski, Titan, Toad Tunes, Vinco.
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Cardinal, see Carlin.
Carlin, 17 Savile Row, London W.1 X 1AE. Tel: (01) 734-3251. Cable: CARLSONG. Gen. Prof. Mgr.: Paul Rich.
Affiliates: Abacus, Amen, Anita, Benday, Eric Burdon, Camad, Cardinal, Chad & Jeremy, Coronet, Dabe, Miki Dallon, Davray, Design, Destiny, Johnny Devlin, DK, Early Bird, Kevin Eggers, Enquiry, Escort, Fabienne, Fendalton, Fiesta, Fluke, Fortitude, Gold Disc, Jack Good, Harmarlane, Harder, Lee Hazlewood, Hitmaker, Jetstar, Joanline, Jobete-Carlin, Jodrell, Joker Kalmann, Kenmoss, Kieron, Knox, Lark, Leiber-Stoller, Linvoy, Ludix, Kenny Lynch, Manor, Marilyn, Johnny Mathis, Maycroft, Miracle, Park Lane, Peterman, Alan Price, Rondor, SPR, Semprini, Shadamm, Shadows, Slamina, Smooth, Swansong, TM, Tollak, Tollie, Eddie Tre-Vett, Vicki, Warland, Waterloo.
Carnaby (see Chappell).
Carter-Lewis (see Southern).
L. J. Cary (see Ascherberg, Hopwood & Crew; also see Chappell).
Cavendish (see Boosey & Hawkes).
Cedarwood (see Southern).
Chad & Jeremy (see Carlin).
Chalet (see Chappell).
Challenge (see Leeds).
Chappell, 50 New Bond St., London W.1. Tel: MAY 7600. Cable: SYMPHONY.
Int'l branches: Australia, Canada, France, Germany, Italy, Netherlands, New Zealand, South Africa, Spain, Sweden, Switzerland, USA.
Affiliates: Acuff-Rose, Larry Adler, Alliance, Anglo-Pic, Ascherberg Hopwood & Crew, Avenue, Belafonte, Bayley & Ferguson, Irving Berlin, Bondola, Britannia, Bregman Vocco & Conn, Carnaby, L. J. Cary, Chalet, Clarence, Com-mair-Chappell, Compass, Continental Publ'ns, Delfont, Walt Disney, English Folk Dance & Song Society, Empire Consul, Erle, Famous-Chappell, Frank, Goodie-Twoshoes, Hagen, International Music, Ipanema, Jewel, Joseph E. Levine, Le Vien, Lissauer, Lowery, Maddox, Magic, Majority, Michele, Midas, Minstrel, Ed-

win H. Morris, New World, Terry Oates, PK, Patricia, Paxwin, Radview, Rumbalero, Ben Selvin, Springfield, Stratford, Sterling, Valando, Victoria, Walton, Williamson, Bradbury Wood.
Int'l firm represented: Lowery (USA).
Cinderella (see Lorna).
Cinephonic (see Campbell-Connelly Group).
City (see Kassner Assoc'd Publ'rs.).
Clarence (see Chappell).
Coda (see Essex).
Comet (see Dick James Music).
Com-mair-Chappell (see Chappell).
Compass (see Chappell).
Concord (see Essex).
Continental Publ'ns (see Chappell).
Cookaway (see Dick James Music).
Cooper (see KPM Music Group).
Coppa (see Ardmore & Beechwood).
Coronet (see Carlin).
Coslow-Kassner (see Kassner Assoc'd Publ'rs.).
Cromwell (see Essex).
Crystal (see Dick James Music).
Cumberland (see Kassner Assoc'd Publ'rs).
Cynara (see Essex).
D K (see Carlin).
Dabe (see Carlin).
D'Abo Songs (see Immediate).
Miki Dallon (see Carlin).
Dana-Don (see A. Schroeder).
Daroda, 17 Monmouth St., London W.C.2. Tel: 240-2112. Dirs.: Dave Godin, David Nathan, Robert Blackmore.
Darren (see Freddie Poser).
Dash (see Campbell-Connelly Group).
Spencer Davis (see Dick James Music).
Davray (see Carlin).
Blossom Dearie, see Alan Keen.
Debmar (see Bron Assoc'd).
Deep Soul Music Ltd. (BIEM), 17 Monmouth St., London W.C.2. Tel: (01) 836-3873.
Int'l firm represented: Bildo Music (USA).
Delfont (see Chappell).
Design (see Carlin).
Destiny (see Carlin).
Johnny Devlin (see Carlin).
Max Diamond (see Campbell-Connelly Group).
Digger Dog, see Shapiro, Bernstein.
Walt Disney Prod'ns, 83 Pall Mall, London S.W.1. Tel: TRA 8010. Dir.: Frank Weintrop; Asst. Dir.: Peter Cammel.
Home office: USA.
Affiliate: Chappell.
Int'l firms represented: Walt Disney (USA), Wonderland (USA).
Dominion (see United Artists).
Don Michael, see A. Schroeder.

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Donovan (see Southern).
 Dratleaf Ltd. (see Abigail Music).
 Duchess, see Leeds.
 Dunmo (see Southern).
 E M I, Blyth Rd., Hayes, Middlx.
 Int'l rep.: Greece (General Publ'g Co. Ltd).
 Early Bird (see Carlin).
 Edba, see A. Schroeder.
 Eden, Dumbarton House, 68 Oxford St. London
 W.1. Tel: 636-7906. Cable: SEXMUS. Mng.
 Dir.: Clyde Otis; Gen. Mgr.: David Platz.
 Kevin Eggars (see Carlin).
 Elizabethan (PRS), (see Lawrence Wright).
 Elstree (see Leeds).
 Em-Jay (see A. Schroeder).
 Ember (see Florida).
 Empire Consul (see Chappell).
 Englewood (see A. Schroeder).
 English Folk Dance & Song Society, Cecil Sharp
 House, 2 Regents Park Rd., London N.W.1.
 Tel: 485-2206. Publ'ns Mgr.: T. Wales.
 Affiliate: (Chappell).
 Enquiry (see Carlin).
 Erle (see Chappell).
 Escort (see Carlin).
 The Essex Music Group (PRS), Dumbarton House,
 69 Oxford St., London W.1. Tel: 636-7906.
 Cable: SEXMUS. Mng. Dir.: David Platz.
 Int'l branches: Australia, France, Germany,
 Italy, Netherlands, Sweden, Spain, Japan, Mex-
 ico, South Africa (Essex), USA (TRO).
 Affiliates: Allegro, Coda, Concord, Cromwell,
 Cynara, Format, Greenwich, Harmony, Horizon,
 Kensington, Key, Kingston, Lakeview, Majestic,
 Musical Comedy, Romney, Rutland, Standard,
 Tyler.
 Int'l rep.: USA (TRO).
 Eugene, see Leeds.
 Evergreen, see Campbell-Connelly Group.
 Expansive Sounds (see KPM Music Group).
 Fabienne, see Carlin.
 Famous-Chappell, see Chappell.
 Fanfare, 15 Maresfield Gardens, London N.W.3. Tel:
 435-1177. Cable: TINPANMUS. Pres.: Fred
 Jackson.
 Int'l branches: Austria, Germany, Switzerland.
 Affiliates: Atlantic, Jaymond, Le Bill, Mason,
 Tin Pan Alley, Titles, Tunetime.
 Int'l firms represented: Five Continents (USA),
 Le Bill (USA).
 Int'l reps.: France, Luxembourg, Monaco
 (Publ'ns Musicales Internationales), Netherlands
 (Action).
 Favourite, see Tee Pee.
 Fendalton, see Carlin.
 Fiesta, see Carlin.
 Filderay, see Alan Keen.
 Filmusic, 110 New Bond St., London W.1. Tel: 493-
 7633. Cable: FILMU. Mng. Dir.: Harold Sham-
 pan.
 Finito, 60 Castellain Rd., London W.9. Tel: 289-
 0534. Mng. Dirs.: Adrian Rudge, Tony Palmer.
 First, see Kassner Assoc'd Publ'rs.
 First Floor, see Ardmore & Beechwood.
 Florida Music (div. of Ember Recs. Int'l Ltd.), Suite
 4, Carlton Tower Pl., Sloane St., London W.1.
 Tel: 245-9339. Cable: KRUGENT LONDON. Dirs.:
 J. S. Kruger & R. Kruger.
 Affiliates: Angel, Ember, Gloucester, Loraine,
 Mark, Metropole, Monshana, Sharon.
 Fluke, see Carlin.
 Format, see Essex.
 Fortissimo, see Freddie Poser.
 Fortitude, see Carlin.
 Kim Fowley, see A. Schroeder.
 Sam Fox, see KPM Music Group.
 Francis, Day & Hunter, 138-140 Charing Cross Rd.,
 London W.C.2. Tel: 836-9351. Cable: ARPEG-
 GIO. Pres.: Frederick Day; Gen. Mgr.: David
 Day; Gen. Prof. Mgr.: Bert Corri.
 Int'l branches: Belgium, Denmark, France, Ger-
 many, Italy, Netherlands, South Africa, Spain,
 Switzerland, USA. (SEE ADVERTISEMENT)
 Frank, see Chappell.

Future Music Inc. (PRS), see Vanguard.
 G L N, see Kassner Assoc'd Publ'rs.
 G M, see Dick James Music.
 Gale & Gayles, see Kassner Assoc'd Publ'rs.
 Garent, see KPM Music Group.
 Noel Gay, 24 Denmark St., London W.C.2. Tel: 836-
 3941. Pres.: R. N. M. Armitage; Dirs.: R. C.
 Walker & J. Mathieson.
 Geshray, see Dick James Music.
 Glad, see Shapiro, Bernstein.
 Gloucester, see Florida.
 Glissando, see Freddie Poser.
 Gold Disc, see Carlin.
 Jack Gold, see United Artists
 Jack Good, see Carlin.
 Goodie-Two-shoes, see Chappell.
 Gralto, see Dick James Music.
 Grand Canyon, see United Artists.
 Grant, see Kassner Assoc'd Publ'rs.
 Greenwich, see Essex.
 Gresham, see Cyril Shane.
 Grosvenor, see Kassner Assoc'd Publ'rs.
 A. Gutheil (Ed.), see Boosey & Hawkes.
 Gwyneth, see Dick James Music.
 Hagen, see Chappell.
 Harder, see Carlin.
 Harmlane, see Carlin.
 Harmony, see Essex.
 Harrison, see Campbell-Connelly Group.
 Fred Hartley, 45 Queen's Grove, London N.W.8. Tel:
 722-1943. Dir.: Fred Hartley; Gen. Mgr.: Mrs.
 V. M. Christian.
 Lee Hazlewood, see Carlin.
 Heather-Mandell, see Alan Keen.
 Heathside, 120-122 Marylebone Ln., London W.1.
 Tel: 486-4353. Cable: XTRA. Mng. Dir.: Nathan
 Joseph.
 Int'l reps.: Australia (Essex), Belgium (World
 Music), France (BYG Music), Germany (Rudolf
 Slezak), South Africa (Essex), USA (TRO).
 Hinrichson (Ed.), 10-12 Baches St., London N.1. Tel:
 253-1638.
 Int'l firm represented: C. F. Peters (USA).
 Hitmaker, see Carlin.
 Horizon, see Essex.
 Hournew, see Campbell-Connelly Group.
 Hunter, see Ardmore & Beechwood.
 Hyde Park, see Tee Pee.
 Icon Songs, see Mitchell & Martin.
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Northern Radio Servs., Kings College Rd., London N.W.3. Tel: PRI 3314.
Pam (Radio & Television) Ltd., PO Box 62, St. Andrews Rd., Cambridge. Tel: Cambridge 63475.
Parmeko Ltd., Percy Rd., Aylestone Park, Leicester. Tel: Leicester 32287.
Perry & Pharo Ltd., 96b Wolverhampton Rd., Stafford. Tel: Stafford 3940.
Peto Scott Ltd., Addlestone Rd., Weybridge, Surrey. Tel: Weybridge 47271.
Phillips Electrical Ltd., Century House, Shaftesbury Ave., London W.C.2. Tel: GER 7777.
Phonographic & Transistor Reproducers, March, Cambs.
Pilot Radio & TV Ltd., Television House, Eastcote, Ruislip, Middx. Tel: Pinner 8761.

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Plantex Electronics Ltd., 11 Mayes Rd., Wood Green, London N.22. Tel: MUL 1091.

Plessey Co. Ltd., Components Group, Kembrey St., Swindon. Tel: Swindon 6211.

R G D, Footscray, Sidcup, Kent. Tel: Footscray 3333.

Rank Bush Murphy Ltd., Power Rd., Chiswick, London W.4. Tel: CHI 6491.

Rebus Electric Ltd., 66 Elms Rd., Aldershot. Tel: Aldershot 22240.

Reder Sound Installation Ltd., Gernon Works, Gernon Rd., London E.3. Tel: ADV 5771.

Regentone Prods. Ltd., Regent Works, Footscray, Sidcup, Kent. Tel: Footscray 3333.

Robuk Electrical Ind. Ltd., 559-561 Holloway Rd., London N.19. Tel: ARC 1022.

Ruco Prods. (Radio) Ltd., Lower Richmond Rd., Surrey. Tel: Prospect 4463.

Shore Radio Mfg. Co. Ltd., Falcon Works, Whitby, N. Yorks. Tel: Whitby 137.

Sound Coverage Ltd., Charlwood Rd., East Grinstead, Sussex. Tel: East Grinstead 23888.

Stereosound Prod'ns Ltd., 12-14 Wakefield Rd., Brighouse, Yorks. Tel: Brighouse 1755.

John Street (Mfrs.) Ltd., Falcon Works, Barmston Rd., London S.E.6. Tel: HIT 1177.

Swisstone Ltd., 26 Leigh Way, Cobham, Surrey. Tel: Cobham 2853.

Thorn Electrical Inds. Ltd., Thorn House, Upper St. Martin's Ln., London W.C.2. Tel: TEM 2444.

Tonesta Ltd., 5 High St., Hatfield Peverel, Essex. Tel: Hatfield Peverel 241.

Triumph Electronics Ltd., 118-122 Brighton Rd., Purley, Surrey. Tel: Uplands 2327.

Twelve Grades Gramophones Ltd., 55 Westbourne Grove, London W.2. Tel: 727-6434.

United Mercantile Co. Ltd., 13-14 Queen St., London W.1. Tel: GRO 4901.

University Rec'g Co., 38 Gold St., Cambridge. Tel: Cambridge 54947.

URUGUAY

POPULATION: 2,749,000.
 PER CAPITA INCOME: \$550.
 RATE OF EXCHANGE: \$1 (US) = 86.5 pesos.
 NO. OF HOMES WITH RECORD PLAYERS: 90,000.
 RADIO STATIONS: 13 long wave, 7 long & short wave.
 No. of Radios: 1,000,000.
 TV STATIONS: 4 channels.
 No. of TV sets: 200,000.
 HOLIDAYS: Jan. 1, May 1 (Labor Day), July 18 (Constitution Day), Aug. 25 (National Independence Day), Dec. 8 (Blessing of the Waters), Dec. 25.
RECORDS:
 Records imported from US: None.
 Average price per record: LP's—\$2.70-3. EP's—\$.90-\$1.10. Singles—\$.75.
 Type of distribution: Manufacturer-to-retailer with a 30% mark-up.
TAPE: Cassette market just opened by Philips.

● record manufacturers

Antar (see Editorial Antar).

Clave (EMSA), Maldonado 1049, Montevideo. Tel: 98-58-32. Cable: CLALIM. Mng. Dir.: Leon Jurburg. Label: Clave.
 Int'l labels represented: Buddah (USA), Discocoda (Venezuela), Elenco (Brazil), London, Trova (Argentina), Vega (France), Zafiro/Novola (Spain).

Editorial Antar, Republica 1613, Montevideo. Tel: 40-63-00. Cable: ANTAR. Pres.: Carlos Vatarino; Int'l: Walter Mandacén.
 Label: Antar.
 Int'l labels represented: Caravelle (Argentina), Cetra (Italy), Copacabana (Brazil), Disc Jockey (Argentina), Les Discophiles Francaises (France), Ducretet-Thomson (France), Music Hall (Argentina), Peerless (Mexico), Pye (United Kingdom), Reprise (USA), Telefunken (Germany), United Artists (USA), Vanguard, Vox, Warner Bros. (all USA).
 Int'l reps.: Argentina (Antar), Benelux (Ducretet-Thomson), France (Ducretet-Thomson), Germany (Telefunken), Italy (Ducretet-Thomson), Mexico (Peerless).

Fermata, Constituyente 1903, Montevideo. Tel: 31-9330 & 31-9377. Cable: FERMATA BAIRES.

I E M S A (see Clave).

Orfeo (see Palacio de la Musica).

Palacio de la Musica, Av. 18 de Julio 1100, Montevideo. Tel: 8-01-13 & 8-48-25. Cable: GIO-SPIANO. Pres.: Ricardo Gioscia; Mgr.: Ricardo Gioscia Jr.
 Labels: Orfeo, Tonal.
 Int'l labels represented: Angel (USA), Decca (USA), Capitol (USA), Liberty (USA), Odeon (Argentina, Brazil, Chile, Peru), Musart (Mexico), Barclay (France).

Philips, Uruguay, Ave. Uruguay 1287, Montevideo. Tel: 95641. Gen. Mgr.: Enrique Lazzcano.
 Label: Philips.
 Cassette: Philips, MGM, Polydor & Verve; masters imported from Argentina, duplicated in Uruguay.

Int'l labels represented: Archiv (Germany), DGG (Germany), Mercury (USA), MGM (USA), Polydor (Int'l), Philips (Int'l), Ri-Fi (Italy), Tetragrammaton (USA).

R C A Victor (see Siweg).

Siweg SA, Av. Italia 4230, Montevideo. Tel: 98-2221/5. Top Exec.: Jorge Errazquin.
 Label: RCA Victor.
 Int'l firms represented: RCA (USA) & affiliates.

Sondor S. A., Nicaragua 1478, Montevideo. Tel: 27530. Cable: Sondor. Pres.: Enrique Abal; Mgr.: Pablo Echevarria.
 Label: Sondor.
 Int'l label represented: Columbia.

Tonal (see Palacio de la Musica).

Tonodisc, Constituyente 1903, Montevideo. Tel: 40-1169. Gen. Mgr.: Nestor Paez.
 Label: Tonodisc.
 Int'l labels represented: Grand Award (USA), Fermata (Argentina), Microfon (Argentina), Tonodisc (Argentina), Tama-Motown (USA).

● music publishers

Campo (Palacio de la Musica), 18 de julio 1100, Montevideo.

Discoteca, Maldonado 1049, Montevideo. Tel: 98-58-32.

Edami (Southern and Peer), Juan Jackson 1401, Montevideo.

Fermata, Constituyente 1903, Montevideo. Tel: 40-1169.

● musical instruments distributor

Palacio de la Musica, Av. 18 de Julio 1100, Montevideo. Tel: 8-01-13 & 8-48-25. Cable: GIO-SPIANO.
 Pianos: Bechstein, Bluthner, Bosendorfer, Challen, Forster, Hoffman, Kemble, Minipiano, Neumann, Pleyel, Rosler, Sauter, Schimmel, Winkelmann, Wittenburg, Wurliitzer.
 Organ: Hammond.
 Harmonica: Hohner.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Centro Cultural de la Musica, 18 de Julio 1006, Piso 6, Apdo 5, Montevideo. Dir.: Jorge Calveti.

Juventudes Musicales del Uruguay, Ave. Uruguay 1592, Montevideo. Dir.: Hugo Balzo.

MUSIC LICENSING ORGANIZATION

Asociacion General de Autores del Uruguay (AGADU), Canelones 1130, Montevideo. Tel: 83188. Gen. Mgr.: Luis Alberto Zeballos.

PRESSING PLANTS

APSA (RCA Victor), Av. Italia 4230, Montevideo. Tel: 59-3015.

Editorial Antar, Republica 1613, Montevideo. Tel: 40-6300.

Fimasa, Nueva York 1176, Montevideo. Tel: 96074.

Sondor S.A., Nicaragua 1478, Montevideo. Tel: 27530.

RECORDING STUDIOS

Editorial Antar, Republica 1613, Montevideo. Tel: 40-6300.

Sondor, Rio Branco 1536, Montevideo. Tel: 92670.

Radio Ariel, Olimar, Montevideo.

U.S.S.R.

POPULATION: 240,000,000.
 RATE OF EXCHANGE: \$1 (US) = 0.90 rubles.
 NO. OF RADIOS: 80,500,000.
 NO. OF TV SETS: 25,000,000.
 HOLIDAYS: Jan. 1, March 8 (International Women's Day), May 1, 2 (May Day), May 9 (Victory Day), Nov. 7, 8 (October Revolution), Dec. 5 (Soviet Constitution).
RECORDS:
 Records manufactured for domestic & export sales: 1967—184,300,000 units; 1966—160,000,000 units.
 Records imported from USA (CIF): 1968—\$14,635; 1967—\$25,173.
 Records exported to USA (FOB): 1968—25,178 units; \$25,479; 1967—19,454 units, \$18,456.
 Type of distribution: Retail sale only at fixed prices. The firm Melodiya has 11 "Houses of Records" (wholesale shops) which furnish retail stores with records.

Type of promotions: Arrangement of exhibitions-sales, monthly sales, clubs of music lovers at the "Houses of Records," department stores and special record shops, also issue of souvenir materials, leaflets, special parcels, press, radio and television.

● record manufacturer

Melodiya, 24 Tversoi Bulvar, Moscow K-9.

● importer & exporter

V/O Mezhdunarodnaja Kniga, 32/34 Smolenskaya-Sennaia Pl., Moscow. Tel: 244-10-22. Cable: MOSKWA-MEZHKNIKA. Dir., Rec. Dept.: N. E. Gordeiev; VP: R. F. Kaljanko.
 Exports: Melodiya (recs. & tapes).

● association

Union of Composers, Ul. Nyezhdanovoi 8, Moscow K-9.

● musical instruments

Lenfintorg, 98 Moskovsky Pr, Leningrad M-84. Tel: 92 56 25.
 Raznoexport, 5 Kalievskaya St., Moscow K-6. Tel: 51 43 84.
 Exports: guitars, balalaikas, mandolins.

VENEZUELA

POPULATION: 10,000,000.
 PER CAPITA INCOME: \$719.
 RATE OF EXCHANGE: \$1 (US) = 4.50 bolivars.
 NO. OF HOMES WITH RECORD PLAYERS: 56,000.
 HOLIDAYS: Jan. 1, Apr. 19, July 5, July 24, Dec. 25, various traditional Christian holidays.
 RADIO STATIONS: 114-1 government, 113 commercial.
 Type of programming: 90% recorded popular music.
 No. of radios: 1,900,000.
 TV STATIONS: 4-1 government, 3 commercial.
 Type of programming: 50% is devoted to movies or American programs; the remainder is comprised of live musicals, news, comedy & theater.
 No. of TV sets: 625,000.
RECORDS:
 Records imported from USA (CIF): 1968—\$486,888; 1967—\$442,529.
 Records exported to USA (FOB): 1968—67,443 units, \$57,708; 1967—134,235 units, \$126,636. Includes following figures for Puerto Rico: 1968—\$56,844; 1967—\$95,161.
 Average retail price per record: LP's—(stereo) \$3.35, (mono) \$3.11; EP's—\$1.33; Singles—\$1.11.
 Stereo sales: 10% of total.
 Discounting: Rare.
 Type of distribution: Manufacturer-to-retailer predominates, but record club sales have increased.
 Type of promotion: Private radio stations account for promotion of pop music. Fan magazines exert no influence on record sales.
 Jukeboxes: 35,000.
TAPE:
 Market: All equipment is imported from the USA and Japan. The estimated number of machines in use is (open reel) 150,000; (4-track) 30,000; (8-track) 80,000; (4 & 8-track compatible) 50,000; (cassette) 10,000.
 Pre-recorded tapes imported from USA: (factory value) 1967—\$800,000; 1966—\$300,000.
 Average retail price per tape: 8-track cartridge—\$7.77; 4-track cartridge—\$6.66; cassette—\$6.66; open reel—\$7.77.
 Type of distribution: Manufacturer-to-retailer and importer-to-retailer.
IMPORT/EXPORT REGULATIONS: It is illegal to import foreign records for sale. Only classical records may be imported, with a previous license. It is also illegal to import tape recordings for re-recording.

Eleazar Lopez

● record manufacturers

Antor (Hnos.), Apdo. 40,200, Nueva Granada; Calle Baruta 60, El Valle, Caracas. Tel: 691881/85. Cable: CONTIDISCO. Pres. & Int'l: Antor Antor; VP: Jose Antor; Promo.: Felix Escalona.
 Label: Souvenir.
 Int'l label represented: RCA (USA).
 Cartridge 4- & 8-track: RCA.

Billo (see Fonograma).

Buena Musica (La), Apdo. 19,283, Caracas. Tel: 814423, 814727. Cable: MUSICA. Pres.: Carlos Esparragosa; Sales Mgr.: Cesar Acosta; Int'l: Manuel Berra Cartaya.
 Label: Verde.
 Int'l firms represented: Alshire Int'l (USA), Budget Sound (USA), Cisne (Mexico), Liberty (USA), Imperial (Brazil), Microfon (Argentina), Sonoradio (Peru).

Cotique (see Musitron).
 D C M Pop (see Fabrica Venezolana de Discos).
 Discomoda (see Fabrica Venezolana de Discos).
 Discoteca (La), Apdo. del Este 4720, Caracas. Tel: 344681. Cable: LADISCOTECA. Gen. Mgr.: W. Ricken; Sales & Promo.: Carlos Alberto Vidal; Tape Div. Mgr.: Bernard Brecht.
Labels: Erna, Sonus.
Int'l firms represented: Bambuco (Colombia), CBS (Int'l), Dot (USA), Marvela (Puerto Rico), Musart (Mexico), Plaza (Brazil).
Cartridge 4- & 8-track: owned—Sonus; represented—CBS (USA), Dot (USA), Musart (Mexico), Plaza (Brazil).
 Distribuidora Nacional de Discos, Apdo. 8535, Caracas. Tel: 422019 & 414062. Cable: DINADISCO. Gen. & Tape Div. Mgr.: Jose Page; A&R: Roberto Barreto; Int'l: Raul Roges.
Label: Velvet.
Int'l firms represented: Ariston (Italy), Audio Fidelity (USA), Capitol (Mexico), Clan (Italy), Gema (USA), Kubaney (USA), Lyra (Colombia), Metronome (Germany), Quinto (Argentina), Riviera (France), Vedette (Italy).
Cartridge 4- & 8-track: owned—Velvet; represented—Riviera (France).

Diversion (see Venevox).
 Efi, Calle Capitolio, Edif. Voxafon, Boleita, Edo. Miranda. Tel: 348272. Cable: EFIDISCO. Pres.: Guillermo Pocovi.
 Erna (see La Discoteca).
 Fabrica Venezolana de Discos (Favedica), Apdo. 3402, Caracas. Tel: 497491-5. Cable: FAVEDICA. Pres.: Cesar Roldan; VP & Prod'n: Benito Vieitez; Sales: Enrique Barros; A&R: Carlos Guerra; Int'l: Jorge Ramirez; Exports: Norma Martinez; Tape Div. Mgr.: Jorge Ramirez.
Labels: Discomoda, Orbe.
Budget labels: DCM Pop, Impacto.
Int'l firms represented: Ariola-Eurodisc, (Germany), Artist Films (Germany), Cam (Italy), Chantecler (Brazil), Decca (USA Portugal), Hispavox (Spain), Jolly (Italy), Lider (Peru), Mag (Peru), Musidisc (Brazil), Onix (Ecuador), Pathe (France), Pye (United Kingdom), Reprise (USA), Style (Italy), Vogue (France, Germany & Switzerland), Warner Bros.-Seven Arts (USA).
Int'l reps: Argentina (Odeon), Brazil (Grabacoes Musidisc), Central American Common Market (Sonido Industrial), Colombia (Fuentes), France (Vogue), Germany (Vogue), Italy (Produccione FP-4), Mexico (Gamma), USA (Iversound Int'l, world-wide (EMI)).
Cartridge 4- & 8-track: Discomoda.

Fonograma, Av. Paez, Qta. Aribi, El Paraiso. Tel: 493613 & 493857. Cable: FONOGRAMA. Gen. Mgr.: Edgar Herrera; Int'l: Gloria Baez.
Labels: Fonograma, Billo.
Int'l reps: Colombia (Tropical), Costa Rica (Indica), Ecuador (Centenario), Puerto Rico (Casa Frago), USA (Miami).
 Impacto (see Fabrica Venezolana de Discos).
 Musirama (see Musitron).
 Musitron, Apdo. del Este 5280. Tel: 339344 & 339345. Cable: MUSITRON. Pres.: Harry Ferris; VP: Russell Bowen; Sales: F. Areas; Prod'n: J. Garcia.
Labels: Musirama, Cotique.
Int'l firms represented: Parlophone, Regal, Immediate, President (all United Kingdom), Scepter-Wand, Bang-Shout, Amy-Mala-Bell, Paula-Jewel (all USA), Diamond, Cotique.
Int'l rep: USA (Transglobal).
Cartridge 4- & 8-track: Parlophone.

Orbe (see Fabrica Venezolana de Discos).
 Palacio (see El Palacio de la Musica).
 Palacio de la Musica (El), Apdo. 3637, Caracas. Tel: 428826, 415214 & 415747. Cable: PAMUSICA. Gen. Mgr. & Int'l: Ernesto Aue; Sales: Arlindo Silva.
Label: Palacio.
Int'l firms represented: ABC, A&M, Athena, Command, Evolution, Falcon, Fanta, London, Musicoor, Project 3, Roulette, Seeco, Stereo Dimension, Tico, United Artists, Westminster (all USA), Copacabana & Fermata (Brazil), Orfeu (Portugal), Peerless (Mexico), Rapsodia (Portugal), Barclay (France), Marfer (Spain), Monument (USA).
Int'l reps: Mexico (Peerless), elsewhere (Polydor).
 Panart (see Panart de Venezuela).
 Panart de Venezuela, Apdo. 9358, Caracas. Tel: 556000. Cable: RECAVE. Gen. Mgr. & Int'l: Ramon Sabat; A&R: Rene Castro Veta; Sales: Hilario Velis.
Int'l branch: USA, Panart Int'l.
Label: Panart.
Int'l firms represented: Caletita (Argentina), Mag (Peru), Meazzi (Italy), Music Hall (Argentina), Panart (USA).
Int'l reps: Argentina (Music Hall), Colombia (Fuentes), Peru (Mag), USA (Panart).

Philips (see Siemens).
 Polydor (see Siemens).
 Robogomer, Av. Intercomunal de Antimano 58, Carapa, Caracas. Tel: 498079 & 494909. Pres.: Robert Gomez.
Label: Robogomer.
This company represents: Fuentes (Colombia).
Int'l reps: Colombia (Fuentes).

Siemens, Apdo. 3616, Caracas. Tel: 348531. Cable: SIEMENS. Gen. Mgr., Int'l & Tape Div. Mgr.: Harry Alex; A&R: Pepe Bello; Sales: Manuel Pulido.
Labels: Philips, Polydor.
Int'l firms represented: Archiv (Germany), Atlantic/Atco (USA), Buddha/Kama Sutra (USA), Capitol/Angel (USA), DGG (Germany), Fontana (Int'l), Heliodor (Germany), MGM (USA), Mercury (USA), Philips (Int'l), Polydor (Int'l), Ri-Fi (Italy), Tetragrammaton (USA).
Cassette: owned—Philips, Polydor; represented—Atlantic (USA), Capitol (USA), Polydor (Int'l).
 Sonus (see La Discoteca).
 Souvenir (see Hnos Antor).
 Velvet (see Distribuidora Nacional de Discos).

Venevox (Industria Nacional del Sonido), Apdo. 17842, Los Ruicos, Edo. Miranda, Caracas. Tel: 348252, Cable: ELECTRONIC. Gen. Mgr.: Charles Biederman; A&R: Alfredo Scossa; Sales: Pierre Casanova.
Labels: Diversion, Venevox.
Int'l firms represented: Alvorada (Portugal), Buena Vista (USA), Disneyland (USA), Cetra (Italy), Montilla (USA), President (France), Remo (USA), Ricordi (Italy).
 Venus (Discos), Apdo. 12799, Caracas. Tel: 415705. Cable: DISVENUS. Pres.: Antonio Segura; Mgr.: Jorge Delgado; Sales: Luis Noreiga.
Int'l firms represented: Victoria (Colombia).
Int'l rep: Colombia (Victoria).
 Verde (see La Buena Musica).
 Vida Recs. C.A., Apdo. 1732, Caracas. Tel: 558259. Pres.: Eugenio Rosenthal; Prod'n Mgr.: Chuto Navarro.
Int'l firms represented: Event (USA), Laurie (USA), Telefunken Int'l (Germany).
 Zeida (Dist. de Discos), Castan 2 Palmita, Edif. San Pedro, Local B, Caracas. Tel: 42-51-95.
Int'l firm represented: Codiscos (Colombia).

● music publishers

Altamira (see Ediciones Musicales Cynett).
 Avila (see Ediciones Musicales Cynett).
 Cynett (Eds. Musicales), Av. 200, Edif. Oyon, Apdo. de Correos 19219, Caracas. Tel: 427113. Cable: CYNETT. Contact: Juan Lucas.
Affiliates: Altamira, Avila.
 Orbe Eds. Musicales S.A., Apdo. 3402, Caracas. Tel: 492318. Cable: ORBEMUSA. Contact: Ligia de Garcia.
 Peer Int'l, Edif. ICA, 3er piso, Sta. Teresa a Ciprecas, Caracas; Apdo. 941, Caracas. Tel: 423370. Cable: IDROCI. Contact: Alfonso Sanchez Lopez.
Home office: USA, Southern.
 Vicari (Eds. Musicales), Esq. y Edif. Las Piedras, local F, Caracas. Tel: 426506. Contact: Vincente Campos.
This company represents: Brambila (Mexico).

● importers & exporters

Don Disco, Ed. Royal Palace, Chacaito, Caracas. Tel: 718056. Mgr.: Gervacio Garcia.
 Maracaibo Import, Centro Comercial, El Parque (Antiquo Coney Island), Caracas. Tel: 327644. Mgr.: Irvin K. Allum.

● supplies & services

LABEL AND JACKET MANUFACTURERS
 Aznar & Cuevas, Edif. Artelito, 2a, Av. Los Palos Grances, Caracas.
 Degras, Apdo. del Este 5141, Estado Miranda.
 Favedica, Apdo. 3402, Caracas.
 Litocromo, Edif. Java, Calle 300, Qta. Crespo, Caracas.
 Santucci, Edif. Sn. Narisco, Sn. Narciso a Caridad, Caracas.
 Seleccion, Av. Pantin 25, Chacao, Caracas.
 Sonolito, Edif. Tequendama, Ave. Mexico, Caracas.

MUSIC LICENSING ORGANIZATION

Sociedad de Autores y Compositores de Venezuela, Edif. VAM, No. 631 West Tower, Av. Andres Bello, Caracas.

PRESSING PLANTS

Criodiscos, Apdo. del Este 4720, Caracas. Contact: Hans Raso.
 Favedica, Apdo. 3402, Caracas. Mgrs.: Manuel Garcia & Gonzalo Londono.
 Grabaciones Antor, Calle Barutax 60, El Valle, Caracas. Contact: Antor Antor.
 Grabaciones de America (GRAMSA), Apdo. 8569, Caracas. Contact: Gumeraindo Miranda.
 Robogomer, Intercomunal Antimano, 58, Carapa, Caracas.
 Venevox, Apdo. 17842, Los Ruicos, Caracas. Cable: ELECTRONIC.
 Venezolana de Grabaciones (VEGA), Apdo. 8569, Caracas. Cable: PLAX.

RECORDING STUDIOS

Continente, Edif. Radio Continente, Av. Mexico, Los Caobos, Caracas.
 Fidelis, Calle Branger 12, Los Rosales, Caracas. Cable: BRANGER.
 Larrain, Calle La Floresta 7, La Campina, Caracas. Tel: 72-48-44.
 Plax, Apdo. 8569, Caracas.
 Requena, Edif. Vam, Piso 10, Av. A. Bello, Caracas.
 Sonomatrix (Favedica), Apdo. 34026, Caracas. Tel: 492318. Mgr.: Cesar Tena.
 Sonus, Edif. La Discoteca, Luis Ruices Sur, Miranda.

VIRGIN ISLANDS (U. S.)

(St. Thomas, St. Croix & St. John)

POPULATION: 54,000.
PER CAPITA INCOME: \$2,400.
CURRENCY: US dollar.
HOLIDAYS: Jan. 1, 6, 30, Feb. 12, 22, March 31, April 7-9, 11, May 30, June 22, July 4, 25, Sept. 5, Oct. 25, Nov. 1, 11, 24, Dec. 25, 26.
RADIO STATIONS: 2 on St. Thomas, 2 on St. Croix; 3 AM, 1 FM.
Type of programming: Mostly American popular recordings; also local calypso and some Puerto Rican recordings.
No. of radios: 7,500 (1965).
TV STATIONS: 4 commercial stations, 2 on St. Thomas and 2 on St. Croix.
No. of TV sets: 9,000.
RECORDS

Records sold domestically: 1968—60,000 units (estimated); 1967—50,000 units (estimated).
 Records imported from Puerto Rico: 1968—\$161,502; 1967—\$183,147.
Average retail price per record: LP's—\$3.79; Singles—\$1.00.
Stereo sales: 20% of total.
Record club sales: Direct from USA.
Discounting: Rare.
Type of distribution: Most dealers are importers who buy direct from USA or Puerto Rico.
Type of promotion: Record exposure on radio has increased sales; also TV from Puerto Rico with US programs via satellite.
Jukeboxes: 3,000 (estimated).
TAPE
Market: No statistics available. US list prices prevail for tapes.
IMPORT/EXPORT REGULATIONS: No duty (or very slight) for record imports from USA or Puerto Rico.
 Antonio Contreras

● record manufacturers

Tony's Rec. Shop, 1 Regierings Gade, Charlotte Amalie, St. Thomas. Zip: 00801.
Label: Savan.
 Westindy, PO Box 2896, 5 Wimmelskaf Gade, Charlotte Amalie, St. Thomas. Zip: 00801. Tel: 774-1174. Mgr.: W. La Motta.

● music publisher

Westindy (ASCAP), PO Box 2896, Wimmelskaf Gade, Charlotte Amalie, St. Thomas. Zip: 00801. Tel: 774-1174. Mgr.: W. La Motta.

● distributor & wholesaler

Conrad Ltd., 61 Kronprindsens Gade, Charlotte Amalie, St. Thomas. Zip: 00801. Tel: (809) 774-2433. Cable: CONRADLTD. Pres.: C. G. Connelly.
Branch: 26 Company, Christiansted, St. Croix. Zip: 00820.
Int'l branch: Puerto Rico.
Distributes: RCA, Columbia, Atlantic, MGM, Verve, Philips, Dot.

● importers

Ad Lib Book Center, Gutes Gade, Charlotte Amalie, St. Thomas. Zip: 00801.
 Bible Book Nook, Commandant Gate, Charlotte Amalie, St. Thomas. Zip: 00801.
 Calypso Rec. Shop, PO Box 744, Fredericksted, St. Croix. Zip: 00840.
 Cracian Rec. Shop, 20 A. Market St., Christiansted, St. Croix. Zip: 00820.
 Crique's Rec. Shop, 12 Noir, Charlotte Amalie, St. Thomas. Zip: 00801.
 Music Box, 2 Company, Christiansted, St. Croix. Zip: 00820.
 Music Hall, Carvan Hotel, Charlotte Amalie, St. Thomas. Zip: 00801.

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continued

Music Shop, 37 Queen, Fredericksted, St. Croix. Zip: 00840.
 Nix Nax's Shop, 14 King, Christiansted, St. Croix. Zip: 00820.
 Paperback Gallery, Palm Passage, Charlotte Amalie, St. Thomas. Zip: 00801.
 St. Thomas Stationers, Main St., Charlotte Amalie, St. Thomas. Zip: 00801.
 Soul Shack, 43 Kronprinds, Charlotte Amalie, St. Thomas. Zip: 00801.

● **association**

Federation of Musicians (FMVI), Charlotte Amalie, St. Thomas. Zip: 00801. Pres.: Aubrey Haynes.

● **musical instruments**

Benjamin's, 31 King, Christiansted, St. Croix. Zip: 00820.
 Island Handcrafts, Main St., Caravan Hotel, Charlotte Amalie, St. Thomas. Zip: 00801.
 The Music Shop, Upper Raadets Gade, Charlotte Amalie, St. Thomas. Zip: 00801.

YUGOSLAVIA

POPULATION: 20,300,000.
 PER CAPITA INCOME: \$500.
 RATE OF EXCHANGE: \$1 (US) = 12.5 New Dinars.
 NO. OF HOMES WITH RECORD PLAYERS: 1,500,000.
 RADIO STATIONS: 81 government (11 nationwide, 70 local).
 Type of programming: Music is about 50% pop, 20% local folk, 30% classical.
 No. of radios: 3,400,000.
 TV STATIONS: 1 government channel.
 Type of programming: 2.8% classical music, 18% popular music, 12.5% film, 5% sport, remainder children's programs, news & commercials.
 No. of TV sets: 1,200,000.
 HOLIDAYS: Jan. 1 & 2, May 1 & 2, July 4, Nov. 29 & 30.
RECORDS:
 Records manufactured for domestic & export sale: LP's 1968—40,000 units, \$120,000; Singles & EP's 1968—2,500,000 units, \$1,400,000.

Records imported from USA (retail value): 1968—1,000 units, \$5,000.
 Records imported from countries other than USA (retail value): 1968—20,000 units, \$100,000.
 Records exported to USA (FOB): 1968—1,589 units, \$1,099; 1967—5,189 units, \$3,735.
 Records exported to countries other than USA (retail value): 1968—15,000 units, \$10,500.
 Average retail price per record: LP's—\$3; EP's—\$0.68; Singles—\$0.50.
 Stereo sales: Less than 1%.
 Discounting: Rare.
 Type of distribution: Manufacturer-to-wholesaler-to-retailer and manufacturer-to-retailer.
 Type of promotion: TV, radio, newspapers, magazines, posters, catalogues, tickets (for public appearances, etc.) promoting pop, folk and classical sales.
 Juke boxes: 2,200.
 TAPE: Industry practically nonexistent.
IMPORT/EXPORT REGULATIONS: All industry & trade organizations are state-owned and controlled. Borjan Kostic

● **record manufacturers**

Beograd Disk, Ljubicka 15, Belgrade.
 Diskos, Aleksandrovac Zupski.
 Jugoton, PO Box 4, Pokupska Str. Dubrava, Zagreb. Tel: 644-343/729/522. Exec. Dir.: Slavko Kopun; Export Mgr.: Mrgic Stanko.
 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), Carisch (via Exportrama, Italy), Clan (via Durium, Italy), Copacabana (via Sabrina, Italy), Decca (England), Durium (Italy), EMI (United Kingdom), Elite (via Turicaphon AG, Switzerland), 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, Switzerland), 20th Century-Fox (via CGD, Italy), United Artists (via CGD, Italy), Verve (via MGM, USA), MGM (USA), Moonglow (USA), Vogue (France).
 Int'l representatives: Canada (Comet), France (Vogue), Germany (Internationale Bucher &

Zeitschriften), Italy (Durium, Sabrina), Spain (Tempo-Discos), Sweden (Metronome), Switzerland) (Turicaphon).
 Radio-Television Belgrade, Makedonska Str. 21/1, Belgrade. Tel: 20-277. Cable: RECORD PRODUCTION. Gen. Dir.: Slobodan Markovic; Technical Dept. Mgr.: Marko Stevanovic; Editors in Chiefs: Vojislav Djonovic & Josip Kalcic; Commercial Dept. Mgr.: Milorad Babic.
 Labels: PGP, RTB.
 This company represents: Ariola (Germany), Buena Vista (USA), CBS (Italy), CGD (Italy), DGG (Germany), Eden (USA), Everest (USA), Fonit-Cetra (Italy), Motown (USA), Novola (Spain), Philips (Netherlands), President (United Kingdom), Qualiton (Hungary), Request (USA), Roulette (USA), Star (Switzerland), Taml (USA), Viking (New Zealand), Zafiro (Spain).

● **music publishers**

Metronome (SAKOJ), Ruzveltova 19, Belgrade. Tel: 28-010. Contact: Dragomir Ristic.
 Zabavne Melodie, Vinogradska 3, Zagreb. Contact: M. Kinel.

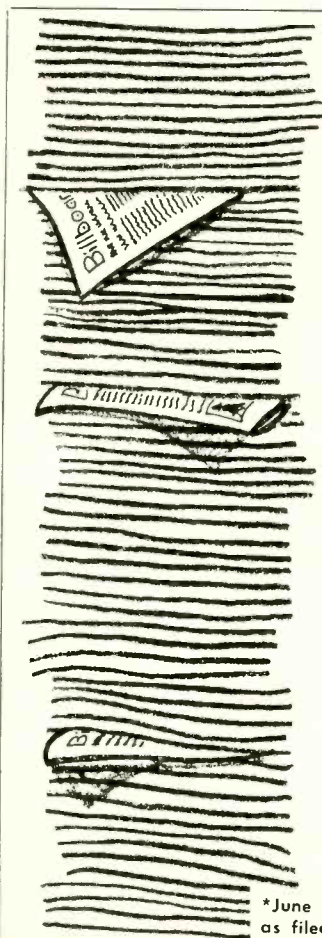
● **importers & exporters**

Jugoslovenska Knjiga, Obilicev Venac 24, Belgrade. Tel: 623-799.
 Prosveta, Narodnog Fronta 56, Belgrade. Tel: 643-397, 643-222. Contact: Zivko Bizic.
 Radio-Television Belgrade, Makedonska Str. 21/1, Belgrade. Tel: 20-277. Cable: RECORD PRODUCTION. Gen. Dir.: Slobodan Markovic; Commercial Dept. Mgr.: Milorad Babic.

● **supplies & services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
 Association of Jazz & Light Music Musicians, Dusanova Str. 96, Belgrade. Tel: 333-627.
 Union of Yugoslav Performing Artists, Terazije 26, Belgrade.
 Zavod za zastitu autorskih malih prava (Performing & Mechanical Rights Society), Misarska 12, Belgrade.

MUSIC LICENSING ORGANIZATION
 S A K O J (Savez Kompozitora Jugoslavije), Misarska 12-14, Belgrade.



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