

# Billboard

AUGUST 19, 1967 — SECTION 2

\$5.00

## 1967-68 INTERNATIONAL BUYER'S GUIDE OF THE MUSIC-RECORD INDUSTRY

INTERNATIONAL RECORD SURVEY • U.S. RECORD MANUFACTURERS  
U.S. MUSIC PUBLISHERS • U.S. RECORD DISTRIBUTORS • TAPE  
U.S. RACK JOBBERS • U.S. ONE-STOP • IMPORTERS & EXPORTERS  
SERVICES & SUPPLIES • RECORD DEALER ACCESSORIES & SUPPLIES  
PHONO MANUFACTURERS • MUSICAL INSTRUMENT MANUFACTURERS  
INTERNATIONAL MUSIC-RECORD SECTION



Featuring **INTERNATIONAL RECORD SURVEY**

# Hottest Brands Going!

*Thanks for Making it  
a Very Good Year!*

## ABNAK RECORDS

JETSTAR RECORDS

STARTIME RECORDS



BRITANIA RECORDS



The Five Americans ®



Jon & Robin ®



Jon & Robin and The In Crowd ®



Bobby Patterson and The Mustangs ®

FOR BOOKINGS CONTACT:  
BANKERS MANAGEMENT  
AND SERVICES, INC.  
825 OLIVE / RI 2-6111  
DALLAS, TEXAS 75201  
— CALL COLLECT —

A PRODUCT OF ABNAK MUSIC ENTERPRISES, INC.



FAN CLUBS  
c/o ABNAK MUSIC ENTERPRISES  
INC.  
825 OLIVE / RI 2-6111  
DALLAS, TEXAS 75201

PRODUCED BY DALE HAWKINS

"Foreign licensees contact: Publishers' Licensing Corporation, 40 West 55th Street, New York 10019. (212) 581-7970."

KAMA SUTRA PRODUCTIONS, INC. 1650 BROADWAY, NEW YORK, N.Y. 10019

WHERE  
ARTISTIC FREEDOM  
PROFESSIONAL DIRECTION  
BUSINESS ACUMEN  
COMBINE TO MAKE  
HITS OF THE WORLD

PRODUCTIONS, INC.

KAMA SUTRA



THE WORLD OF



artists of world renown  
music in the great tradition  
outstanding quality

Deutsche Grammophon Gesellschaft, Address:



worldwide distribution  
foremost in service  
internationally acclaimed

2 Hamburg 13, Harvestehuder Weg 1-4

# We're so big we can afford to think small.

We'll handle your slightest request.  
We'll press your records, do your distributing.  
Record, merchandise, promote, advertise, publicize  
your artists. Our highly equipped studios are yours to  
rent. And our publishing companies are at your disposal.

We have what you might call a musical valet  
service. Handling each project with kid gloves. And  
style. And *ne plus ultra* attention.

You can sit back and leave all the work to us. Just  
license your entire catalog, or even a single song. Pick  
one country, or the globe. We'll take over. Brilliantly.  
Imaginatively. And do such a top-notch job that you'll  
think CBS stands for Certain Business Success.

One thing for sure, we do mean business.  
Big business and small business.

Our affiliates are bursting with energy. And  
ideas. And resources. Because they export to other  
countries, it gives us nearly 100 national markets.  
One hundred excellent reasons for making CBS  
Records the world's largest—and most comprehensive—  
music services operation.

We're so big-small it makes our competitors gasp.

Try us for size. **CBS Records** 

## Entertaining the Entire World

CBS International: 51 West 52 Street, New York, New York 10019.  
(212) 765-4321. Cable COLRECORD; Telex 421782

# ORDER YOUR EXTRA BUYER'S GUIDES

## NOW!



A LIMITED SUPPLY AVAILABLE  
**\$5.00 each**

(SEE REVERSE SIDE FOR SPECIAL HARD-COVER EDITIONS)

# BUYER'S GUIDES

## SOFT-COVERED

Number of copies \_\_\_\_\_ @ \$5.00 each.

I enclose payment in the amount of \_\_\_\_\_

NAME \_\_\_\_\_  
(print plainly)

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

DETACH HERE

**PAYMENT MUST ACCOMPANY ORDER.**

Send to: **BILLBOARD—Box BG**  
2160 Patterson Street  
Cincinnati, Ohio, 45214

# BUYER'S GUIDES

HARD-COVERED

Number of copies \_\_\_\_\_ @ \$7.50 each.

I enclose payment in the amount of \_\_\_\_\_

NAME \_\_\_\_\_

(print plainly)

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

**PAYMENT MUST ACCOMPANY ORDER.**

**NOTE:** Please print your name above plainly for imprinting. Attach a separate sheet of paper with additional names to be imprinted and mailing addresses.

Send to: **BILLBOARD—Box BG**

2160 Patterson Street  
Cincinnati, Ohio 45214

**FOR THE FIRST TIME –  
SPECIAL HARD-COVERED,  
PERSONALIZED  
BUYER'S GUIDE EDITIONS.**

To Assure The Neatness and  
Longevity Of This Vital Information  
For Year-Long Reference...  
Impressively Bound In Handsome,  
Durable Leatherette and  
Stamped With Your Name.

DETACH HERE

**A VALUE AT \$7.50 PER COPY**  
SUPPLY LIMITED

(SOFT-COVER EDITIONS AVAILABLE ON REVERSE SIDE OF CARD)

B



# 1967-68 INTERNATIONAL BUYER'S GUIDE OF THE MUSIC-RECORD INDUSTRY

8TH ANNUAL EDITION

## CONTENTS

INTERNATIONAL RECORD SURVEY .....	9	Processing Plants .....	151
U. S. RECORD MANUFACTURERS .....	16	Promotion & Publicity .....	152
Independent Record Producers .....	54	Recording Studios .....	155
U. S. MUSIC PUBLISHERS .....	62	Recording Studio Equipment Manufacturers .....	159
Sheet Music Jobbers .....	69	Shipping Services .....	160
U. S. RECORD WHOLESALERS .....	86	Sleeves .....	161
Distributors .....	86	RECORD DEALER ACCESSORIES & SUPPLIES .....	162
Rack Jobbers .....	116	Browser Boxes .....	162
One-Stops .....	123	Carrying Cases .....	162
Importers & Exporters .....	131	Catalog Services .....	162
SERVICES & SUPPLIES FOR THE U. S. MUSIC-RECORD INDUSTRY .....	134	Cleaners, Cloths & Brushes .....	164
Associations & Professional Organizations .....	134	Needles .....	164
Design & Artwork .....	136	Racks .....	165
Direct-Mail Service .....	136	Title Strips .....	165
Envelopes & Mailers .....	138	U. S. MUSIC FESTIVALS .....	166
Jacket Manufacturers .....	138	TAPE SECTION .....	168
Label Manufacturers .....	142	Cartridge Case Manufacturers .....	168
Licensors, Tape & Record .....	143	Raw Tape .....	168
Machine Shops .....	144	Tape Playback Equipment Manufacturers .....	174
Materials Milling Plants .....	144	Tape CARtridge & Reel-to-Reel Manufacturers & Licensed Duplicators/Distributors .....	168
Music Licensing Organizations .....	145	MUSICAL INSTRUMENTS .....	186
Plating Plants .....	145	U. S. Musical Instrument Manufacturers .....	186
Polyethylene Bags .....	146	International Musical Instrument Manufacturers .....	187
Poster Manufacturers .....	161	Musical Instrument Manufacturers by Category .....	190
Pressing Plants .....	147	PHONOGRAPH MANUFACTURERS .....	184
Printers & Lithographers .....	150	INTERNATIONAL MUSIC-RECORD SECTION .....	192

# Billboard

Published Weekly by Billboard Publications, Inc., 2160 Patterson St., Cincinnati, O. 45214 Tel: Area Code 513, 381-6450

PUBLISHER: Hal B. Cook, New York Office

EDITORIAL OFFICE: 165 W. 46th St., New York, N. Y. 10036.  
Area Code 212, PL 7-2800  
Cable: BILLBOARD NEWYORK

EDITOR IN CHIEF: Lee Zhitto

EXECUTIVE EDITORS: Paul Ackerman, Ray Brack, Aaron Sternfield

ART DIRECTOR: Virgil Arnett

### SPECIAL STAFF FOR BUYER'S GUIDE:

John Hays, Administrative Co-ordinator  
Liz Ingleson, Associate; Dorothy J. Kabs, Associate; Martha West,  
Associate; Muriel Westlake, Associate

### U. S. BRANCH OFFICES:

CHICAGO, Ill. 60601, 188 W. Randolph. Area Code 312, CE 6-9818

LOS ANGELES, Calif. 90069, 9000 Sunset Blvd. Area Code 213,  
273-1555

NASHVILLE, Tenn., 37203, 110 21st Ave., Room 710. Area Code  
615, 244-1836

WASHINGTON, D. C. 20005, 733 15th St., N.W. Woodward Bldg.,  
Rm. 533. Area Code 202, 393-2580

Billboard 1967-1968 International Music-Record Directory

### INTERNATIONAL OFFICES

EUROPEAN DIRECTOR: Andre de Vekey, 7 Welbeck St., London W.1. Phone: 486-5971  
Cable: Billboard London

EUROPEAN EDITOR: Mike Hennessey, 16 bis Rue Fontaine, Paris 9 me, France.  
Phone: 526.80.19

UNITED KINGDOM: Graeme Andrews, 7 Welbeck St., London W.1. Phone: 486-5971  
Cable: Billboard London


CANADA: Kit Morgan, 22 Tichester Rd., Apt. 107, Toronto 10

ITALY: Germano Ruscitto, Via Padova 154, Milano, Italy. Phone: 282-23-80

FRANCE: Mike Hennessey, 16 bis Rue Fontaine, Paris 9 me, France. Phone: 526.80.19

JAPAN: Kanji Suzuki/Japan, Trade Service, Ltd., 2-1-408, 3 Chome Otsuka, Bunkyo-ku, Tokyo

MEXICO: Kevin Kelleghar, Varsovia 54, Mexico City, Mexico. Phone: 125002

Subscription rates payable in advance. One year, \$20 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at New York, N. Y., and at additional mailing offices. Copyright 1967 by Billboard Publications, Inc. The company also publishes Record Retailer, Vend, Amusement Business, High Fidelity, American Artist, Modern Photography, Merchandising Week. Postmaster, please send Form 3579 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214.  19



Vol. 79

No. 33

Page 7



*Decca offices: 9 Albert Embankment London SE1 England*

The  
**Decca Record**  
Company Limited  
of England

and its USA subsidiary

**London Records Inc**

offer American record labels a first-class  
world-wide distribution service

write or call Mimi Trepel London Records Inc 539 West 25th Street New York 1 NY Oregon 5-6060

# International Record Survey

## World Record Sales Top \$1.8 Billion

Record sales throughout the world topped \$1.8 billion (at list price), with the United States accounting for a whopping 57.44 per cent of the total. The runner-up, the United Kingdom, had nearly 7 per cent of the world market. Together with Japan, West Germany, France and Canada, these six countries accounted for just short of 80 per cent of the world record market.

In actual sales, with provisions made for discounting, some \$892,000,000 worth of records were bought by U.S. consumers during the year, with the most dramatic advance made by rack jobbers. In dollar sales, the racks increased their volume by 24.3 per cent and now account for nearly 41 per cent of the total market, and half of

the unit album sales. They also increased their singles unit sales by 22.6 per cent, accounting for 37.5 per cent of the singles market.

Probably the most dramatic event of the year was the price equalization between monaural and stereo albums. Sales figures for 1966 show that 38.6 per cent of all albums were stereo, compared with 33.3 a year earlier. But in dollars, stereo accounted for 44.7 per cent of the volume.

Figures for 1967 should show that for the first time, the dollar volume in stereo will exceed that of monaural. With both mono and stereo selling at the same price, buyers are switching to stereo. And record manufacturers are cutting down on, and in

some cases discontinuing, monaural production.

The impact of price equalization on total dollar sales should be considerable. In the U.S., the standard suggested list price had been \$4.79 for stereo and \$3.79 for monaural. With most product listing for \$4.79, 1967 sales figures are bound to rise dramatically.

Elsewhere on the sales front, dealers showed a fair gain of 7.5 per cent to account for 41.7 per cent of the market, while sales to juke box operators remained static in the face of a rising market. Juke boxes account for 4.4 per cent of the total market. Sales by clubs and mail-order houses rose 5.5 per cent. They account for 13 per cent of the market.

## TOP 20 WORLD-WIDE RECORD MARKETS

The international sales figures below are based on estimates by four international record companies, information furnished by Billboard's overseas offices and correspondents, and statistics furnished by various governmental agencies. As the figures are based on manufacturers' suggested list prices, and converted into American dollars, they will not necessarily check with the country-by-country information in the rear of this issue. The latter information is based on factory value.

(Sales in Millions of U.S. Dollars at List Price)

Rank	Country	% of World-Wide \$ Sales	\$ Sales	Rank	Country	% of World-Wide \$ Sales	\$ Sales
1.	United States	57.44%	\$1,039.0	12.	Sweden	0.74	13.5
2.	United Kingdom	6.91	125.0	13.	Belgium	0.72	13.0
3.	Japan	5.31	96.0	14.	Brazil	0.69	12.5
4.	West Germany	4.73	85.5	15.	South Africa	0.66	12.0
5.	France	2.82	51.0	16.	Spain	0.61	11.0
6.	Canada	2.30	41.6	17.	New Zealand	0.54	9.7
7.	Italy	1.66	30.0	18.	Venezuela	0.50	9.0
8.	Australia	1.38	25.0	19.	Switzerland	0.44	8.0
9.	Holland	1.16	21.0	20.	Denmark	0.34	6.1
10.	Mexico	1.08	19.5		All Others	9.20	166.5
11.	Argentina	0.77	14.0		TOTALS	100.00%	\$1,808.9

## TOTAL DOLLAR SALES—by Type of Outlet

(reported in millions of dollars at retail selling price)

Type of Outlet	1961	1962	1963	1964	1965	1966	1966 vs. 1965 % Change	1966 Share of Market
NON-RACKS	305	319	307	321	346	372	up 7.5%	41.7%
RACKS	147	197	214	242	294	365	up 24.3%	40.9%
JUKE BOXES	35	35	42	38	39	39	0.0%	4.4%
CLUBS & MAIL ORDER	100	100	95	92	110	116	up 5.5%	13.0%
<b>TOTAL INDUSTRY</b>	<b>587</b>	<b>651</b>	<b>658</b>	<b>693</b>	<b>789</b>	<b>892</b>	<b>up 13.1%</b>	<b>100.0%</b>

## TOTAL UNIT SALES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	1965	1966	1966 vs. 1965 % Change	1966 Share of Market
NON-RACKS	160	171	164	170	185	201	up 8.6%	37.4%
RACKS	100	136	143	159	191	234	up 22.5%	43.6%
JUKE BOXES	50	49	60	54	55	55	0.0%	10.2%
CLUBS & MAIL ORDER	45	45	41	38	46	47	up 2.2%	8.6%
<b>TOTAL INDUSTRY</b>	<b>355</b>	<b>401</b>	<b>408</b>	<b>421</b>	<b>477</b>	<b>537</b>	<b>up 12.6%</b>	<b>100.0%</b>

## DOLLAR SALES—by Type of Record

(reported in millions of dollars)

Type of Record	1961	1962	1963	1964	1965	1966	1966 vs. 1965 % Change	1966 Share of Market
LP'S	441	486	485	515	598	681.0	up 13.9%	76.3%
SINGLES	141	161	170	175	189	211.0	up 11.6%	23.7%
EP'S	5	4	3	3	2	0.4	down 80.0%	0.0004%
<b>TOTAL INDUSTRY</b>	<b>587</b>	<b>651</b>	<b>658</b>	<b>693</b>	<b>789</b>	<b>892.0</b>	<b>up 13.1%</b>	<b>100.0%</b>

## UNIT SALES—by Type of Record

Type of Record	Total Industry 1966 vs. 1965		Non-Racks 1966 vs. 1965		Racks 1966 vs. 1965	
LP'S	48.8%	48.0%	41.8%	41.3%	56.1%	55.8%
SINGLES	51.2%	52.0%	58.2%	58.7%	43.9%	44.2%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

## UNIT SALES OF SINGLES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	1965	1966	1966 vs. 1965 % Change	1966 Share of Market
NON-RACKS	92	101	98	101	108	117	up 8.3%	42.5%
RACKS	40	60	64	71	84	103	up 22.6%	37.5%
JUKE BOXES	50	49	60	54	55	55	0.0%	20.0%
<b>TOTAL INDUSTRY</b>	<b>182</b>	<b>210</b>	<b>222</b>	<b>226</b>	<b>247</b>	<b>275</b>	<b>up 11.3%</b>	<b>100.0%</b>

Note: Above table does not include EP unit sales, which amounted to 2.3 million in 1964 and 1.5 million in 1965.

## UNIT SALES OF LP'S—by Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	1965	1966	1966 vs. 1965 % Change	1966 Share of Market
NON-RACKS	68	70	66	68	76	84	up 10.5%	32.1%
RACKS	60	76	79	86	106	131	up 23.6%	50.0%
CLUBS & MAIL ORDER	45	45	41	38	46	47	up 2.2%	17.9%
<b>TOTAL INDUSTRY</b>	<b>173</b>	<b>191</b>	<b>186</b>	<b>192</b>	<b>228</b>	<b>262</b>	<b>up 14.9%</b>	<b>100.0%</b>

Note: Above table does not include EP unit sales, which amounted to 2.3 million in 1964 and 1.5 million in 1965.

## RECORDS RELEASED—1955 THRU 1966

### 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%
6,504	1964	-0.6%
7,116	1965	+9%
7,094	1966	-0.3%

### 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%
2,927	1961	-6%
3,655	1962	+25%
3,686	1963	+1%
3,553	1964	-4%
3,546	1965	-0.2%
3,752	1966	+5.8%

**HISTORICAL NOTES:**

1877—Edison first reproduced sound using tin foil cylinders. Invention labeled "phonograph."  
 1886—"Graphophone" patented by Bell and Tainter. Recordings made on wax cylinders.  
 1887—American Graphophone Company formed in Bridgeport, Conn., to produce the Bell-Tainter invention. Record industry is launched.  
 1889—Columbia Phonograph Company organized to market American Graphophone products.  
 1891—Berliner first records on discs.  
 1897—American Graphophone opens London branch: Columbia Graphophone Company, Ltd.  
 1901—Victor Talking Machine Company formed. Disc recordings marketed.  
 1902—Columbia and Victor share disc recording patents.  
 1903—Royalty system first used to compensate recording artists.  
 1912—Industry abandons cylinder recordings.  
 1912—Beginning of the first "Golden Age" of records. Many new labels and artists.  
 1922—General industry decline brought about by increasing appeal of radio.  
 1925—Development of electrical recording process. Microphones replace the recording horn.  
 1930—Depression causes second general record industry decline.  
 1930's—Radio begins to turn to records and music and is more and more exposed via the airwaves in this decade. This exposure sells records in greater numbers.  
 1934—American Decca Record Company organized.  
 1940's—New labels join the industry's leaders: MGM, Capitol, Mercury, London and others.

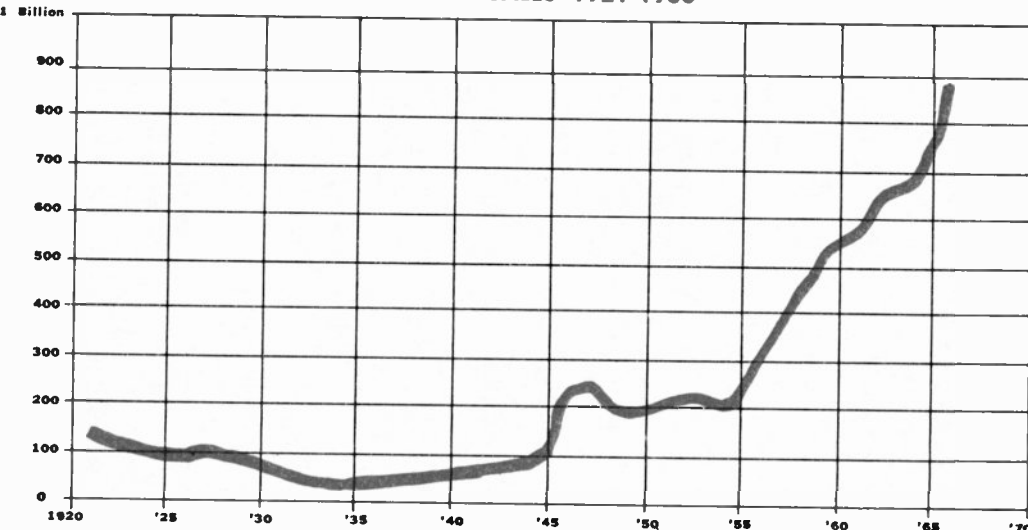
1948—High-fidelity recording and new turntable speeds introduced: Columbia's LP and Victor's 45 rpm systems.  
 1952—Record Industry Assoc. of America organized.  
 1954—Rock & Roll becomes popular.  
 1955—Columbia Record Club established.  
 1958—Stereophonic LP recordings introduced in fall of this year.  
 1959—Rock & Roll declines somewhat—LP's on rise.  
 1960—Stereo has advantageous effect, increasing LP dollar and LP unit sales, offsetting decline in singles sale.  
 1961—Fewer million-selling singles. Twist craze. LP sales continue to rise. Racks show good sales gain—now approx. 25% total gross.  
 1962—Summer season one of best for singles in history of business. Racks register 24% gain over 1961 as they take on more leased departments; stores up close to 5%.  
 1963—In a normal growth period for records and in a time of national prosperity, record sales in 1963 did not keep pace. A Christmas sales that did not come up to expectations, combined with changes in the marketing and merchandising of records, held 1963 down to a 1% increase over 1962.  
 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.

**U. S. RECORD SALES 1921-1966**

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

YEAR	SALES IN MILLIONS OF DOLLARS	YEARLY PERCENT CHANGE
1921	\$106	—
1922	92	-13.2%
1923	79	-14.1%
1924	68	-13.9%
1925	59	-13.2%
1926	70	+18.6%
1927	70	—
1928	73	+4.3%
1929	75	+2.7%
1930	46	-38.7%
1931	18	-60.9%
1932	11	-38.9%
1933	6	-45.5%
1934	7	+16.7%
1935	9	+28.6%
1936	11	+22.2%
1937	13	+18.2%
1938	26	+100%
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	196	+3.7%
1952	208	+6.1%
1953	210	+1%
1954	199	-5.2%
1955	250	+25.6%
1956	336	+34.4%
1957	405	+20.5%
1958	445	+9.9%
1959	518	+16.4%
1960	521	+6%
1961	587	+12.7%
1962	651	+10.9%
1963	658	+1.1%
1964	693	+5.3%
1965	789	+13.9%
1966	892	+13.1%

(Dollars) U. S. RECORD SALES 1921-1966



**STEREO VS. MONAURAL PERCENTAGE OF LP SALES 1961-1966**

Sales Through Non-Racked Retail Outlets Only

(All Figures Are Percentages)

		1961	1962	1963	1964	1965	1966	
<b>TOTAL</b>	Stereo Dollars	29.7	30.6	34.1	35.7	39.4	44.7	
	Mono Dollars	70.3	69.4	65.9	64.3	60.6	55.3	
	<b>LP SALES</b>	Stereo Units	25.6	25.7	28.8	30.1	33.3	38.6
		Mono Units	74.4	74.3	71.2	69.9	66.7	61.4
<b>POPULAR LP SALES</b>	Stereo Dollars	28.9	29.3	32.7	34.1	37.4	43.5	
	Mono Dollars	71.1	70.7	67.3	65.9	62.6	56.5	
	Stereo Units	24.8	24.7	27.8	28.9	32.0	37.4	
	Mono Units	75.2	75.3	72.2	71.1	68.0	62.6	
<b>CLASSICAL LP SALES</b>	Stereo Dollars	37.6	40.4	44.0	47.8	55.8	57.0	
	Mono Dollars	62.4	59.6	56.0	52.2	44.2	43.0	
	Stereo Units	35.4	35.7	40.1	43.5	49.4	55.4	
	Mono Units	64.6	64.3	59.9	56.5	50.6	44.6	

**HOME ENTERTAINMENT UNITS**

(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	55.5	.2	34.0
1961	41	127	168	57.6	.4	35.7
1962	43	140	183	60.8	.8	37.0
1963	45	151	196	65.0	1.6	39.0
1964	47	161	208	70.0	3.0	42.0
1965	55	172	227	75.0	5.0	45.0
1966	64	188	262	78.5	9.7	48.0

SOURCE: Radio Advertising Bureau, Inc., Bureau of the Census, and EIA Marketing Services Department.

**OPERATING COMMERCIAL RADIO STATIONS IN THE U. S. (1950-1966)**

MIDYEAR	AM	FM	FM-STEREO**	TOTAL	MIDYEAR	AM	FM	FM-STEREO**	TOTAL
1950	2,114	691		2,805	1959	3,377	622		3,999
1951	2,281	649		2,930	1960	3,483	741		4,224
1952	2,355	629		2,984	1961	3,602	889	57	4,491
1953	2,458	580		3,038	1962	3,745	1,012	181	4,757
1954	2,583	553		3,136	1963	3,860	1,120	203	4,980
1955	2,732	540		3,272	1964	3,976	1,181	308	5,157
1956	2,896	530		3,426	1965*	4,049	1,446	390	5,495
1957	3,079	530		3,609	1966*	4,117	1,631	502	5,748
1958	3,253	548		3,801					

\* All figures are midyear, with the exception of 1965 and 1966, which are year-end.

\*\* The FM-Stereo totals are included in the FM totals.

Source: Federal Communications Commission and Electronics Industry Association.

*Day after day,  
record men everywhere  
are profiting from  
Philips' experience*  
**ARE YOU ?**

When the Philips trademark was first put on a record label, it already stood for decades of world-wide experience. This experience—in the field of sound as in many others—can be put at your disposal if you want records pressed, packaged, promoted or distributed. Whenever you have a sound to sell, Philips are the people to see.

**EUROPE**

**AUSTRIA**  
Polyphon Schallplatten G.m.b.H.  
Mariahilferstrasse 127  
Vienna 6

**BELGIUM**  
N.V. Polygram  
Anderlechtstraat 37  
Brussels

**CYPRUS**  
Messrs. D. Ouzounian  
M. Soultanian & Co.  
P.O. Box 1775  
Nicosia

**DENMARK**  
Nordisk Polyphon AS  
Empdrupvej 115  
Copenhagen

**FINLAND**  
Oy Finnlevy ab  
P.O. Box 10 584  
Helsinki

Fintone Oy  
Munkisaarekatu 2  
Helsinki

**FRANCE**  
Société Phonographique Philips  
Rue Jenner 6-8  
Paris 13e

**GERMANY**  
Philips Ton Gesellschaft G.m.b.H.  
Mönckebergstrasse 7  
Hamburg 1

**GREAT BRITAIN and  
NORTHERN IRELAND**  
Philips Record Ltd.  
Stanhope House  
Stanhope Place  
London W. 2

**GREECE**  
Helladiac S.A.  
8, Hermes Street  
Athens

**ICELAND**  
Stál Ltd.  
P.O. Box 737  
Reykjavik

**IRELAND**  
Irish Record Factors  
34 Parnell Square, West  
Dublin

**ITALY**  
Phonogram S.p.A.  
14, Via Benadir  
Milan

**THE NETHERLANDS**  
N.V. Phonogram  
Singel 170-172  
Amsterdam

**NORWAY**  
Norsk Phonogram A/S  
Kirkeveien 64 IV  
Oslo 3

**PORTUGAL**  
Philips Portuguesa S.A.R.L.  
Rua Joaquim Antonio de Aguiar 66  
Lisbon

**SPAIN**  
Fonogram S.A.  
Paseo de las Delicias 76  
Madrid

**SWEDEN**  
A.B. Philips Sonora  
Postbox 5153  
Stockholm

**SWITZERLAND**  
Philips AG  
Edenstrasse 20  
Zürich

**TURKEY**  
Grünberg Ticaret A.S.  
P.O. Box 533  
Istanbul

**NORTH AMERICA**

**CANADA**  
London Records of Canada Ltd.  
190, Graveline Street  
St. Laurent P.O.

**U.S.A.**  
Philips Records  
35, East Wacker Drive  
Chicago, 1, Illinois - 60601

**CENTRAL AMERICA**

**BARBADOS**  
West Indies Records (Barbados) Ltd.  
P.O. Box 176  
Bridgetown

**COSTA RICA**  
Indica  
Industria de Discos Centroamericana  
Apartado 4093  
San José

**GUATEMALA**  
Dideca  
Discos de Centroamerica  
Apartado Postal 1792  
Ciudad de Guatemala

**MEXICO**  
Dusa Discos Universales S.A.  
Rio Tiber 58  
Mexico, 5 D.F.

**NETHERLANDS ANTILLES**  
Philips Antillana N.V.  
P.O. Box 523  
Willemstad - Curaçao

**PANAMA**  
Messrs. Internacional S.A.  
P.O. Box 417  
Colon

**SURINAME**  
C. Kersten & Co. N.V.  
P.O. Box 1808  
Paramaribo

**SOUTH AMERICA**

**ARGENTINA**  
Phonogram S.A.I.C.  
Córdoba 1351 - 9 piso  
Buenos Aires

**BOLIVIA**  
Philips Sudamericana S.A.  
Cajon Postal 2964  
La Paz

**BRAZIL**  
Companhia Brasileira de Discos  
Caixa Postal no. 93  
Rio de Janeiro

**CHILE**  
Philips Chilena  
Avda Santa Maria 0760  
Casilla 2687  
Santiago de Chile

**COLUMBIA**  
Philips Colombiana S.a.  
Division Discos  
Apartado Aéreo 4282  
Bogota

**ECUADOR**  
Philips Ecuador  
Casilla 343  
Quito





**PARAGUAY**  
Philips del Paraguay S.A.  
Casilla Correo 605  
Asunción

**PERU**  
„El Virrey” Industrias Musicales S.A.  
Casilla no 6191  
Lima

**URUGUAY**  
Philips del Uruguay S.A.  
Avenida Uruguay 1287  
Montevideo

**VENEZUELA**  
Siemens Venezolana S.A.  
Apartado Postal 3616  
Caracas

#### MIDDLE EAST

**THE HASJEMITE KINGDOM OF JORDAN**  
Transjordan Engineering Co. Ltd.  
P.O. Box 1  
Amman

**ADEN**  
Messrs. Besse & Co. (Aden) Ltd.

**ARABIA**  
Messrs. Yusuf A. Alghanim  
P.O. Box 223  
Kuwait

**SAUDI ARABIA**  
Messrs. A. Rajab & A. Silsilah  
P.O. Box 203  
Jeddah

**SYRIA**  
Ets. Chanine & Fils  
Rue du Parlement  
Damas

#### FAR EAST

**CEYLON**  
Messrs. Maurice Roche Ltd.  
P.O. Box 61  
Colombo

**HONG KONG**  
Messrs. Montrie & Co. Ltd.  
Alexandra House  
7, Des Voeux Road C.

**INDIA**  
Philips India Ltd.  
Philips House  
7, Justice Chandra Madhab Road  
Calcutta 20

**JAPAN**  
PHILIPS RECORDS LTD.  
Kotani Building 6th Floor  
1-4 Yurakucho, Chiyoda -ku  
Tokyo

**PHILIPPINES**  
Home Industries Inc.  
P.O. Box 170  
Quezon City

**SINGAPORE**  
Phonogram Far East  
P.O. Box 117  
Singapore 9

**THAILAND**  
Philips Electrical Co.  
of Thailand Ltd.  
282, Silom Road  
Bangkok

**V ETNAM**  
Messrs. Tan Viet-Nam Thuong-Xa  
183, Rue Tu Do  
Saigon

#### AFRICA

**CONGO**  
Philips Congo S.C.R.L.  
137, Boulevard du 30 Juin  
P.O. Box 1798  
Leopoldville

**EAST AFRICA**  
Associated Sound  
(East Africa) Ltd.  
P.O. Box 3695  
Nairobi

**ETHIOPIA**  
Philips Ethiopia  
(Priv. Ltd. Co.)  
P.O. Box 659  
Addis Abeba

**GHANA**  
Messrs.  
Philips (Ghana) Ltd  
P.O. Box M 14  
Accra

**LIBERIA**  
Messrs. Oost. Afrikaanse Compagnie  
P.O. Box 281  
Monrovia

**LIBYA**  
Messrs. W. Buzaek Radio House  
P.O. Box 156  
Benghazi

**NIGERIA**  
Philips (West African) Records Ltd.  
P.O. Box 2997  
Lagos

**SIERRA LEONE**  
Messrs. Freetown Cold Storage Ltd.  
P.O. Box 99  
Freetown

**SOUTH AFRICA**  
Trutone (Pty) Ltd.  
P.O. Box 9299  
Johannesburg  
Ophirton

**SUDAN**  
Messrs. Electrohouse  
P.O. Box 823  
Khartoum

#### OCEANIA

**AUSTRALIA**  
Philips Electrical  
Industries Pty. Ltd  
Philips House  
Box 2703, G.P.O.  
Sydney

**NEW ZEALAND**  
Philips Records  
(New Zealand) Ltd.  
Philips House  
P.O. Box 3517  
Wellington



Address all general enquiries to Philips' Phonographic Industries Central Offices: Baarn, The Netherlands

# U.S. Record Manufacturers

## A

A A—Double A, Md. (see Hot Line).  
 A A, 250 W. 57 St., New York, N. Y. 10019. Tel: (212) 765-9350. Pres.: A. J. Massler; Exec. VP: Bernard Pearlman; Sales Mgr.: Shy Raiken.  
 Labels: AA, Golden.  
 A A (Tri-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 B C, 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; VP Dunhill Div.: Jay Lasker; A&R Dir.: Bob Thiele; Mktg. Dir.: Bud Katzell; Pub. & Adv. Dir.: Rick Ward; Promo. Dir.: Moe Preskell; VP & Int'l: David Berger.  
 Branches: Beverly Hills, Calif., 449 S. Beverly Dr. Tel: (213) CR 8-1130. VP ABC Div.: Irwin Garr; VP Dunhill Div.: Jay Lasker.—Chicago, Ill., 1700 S. Michigan Ave. Tel: (312) 427-3035. Midwest A&R Dir.: Johnny Pate.—Nashville, Tenn., 804 16 Ave., S. Tel: (615) 256-5694. South A&R Dir.: Wayland Stubblefield.  
 Labels: (owned) ABC, Bluesway, Dunhill, Impulse, Command, Grand Award, Westminster, Music Guild, Whitehall; (distributed) Senate, Simon Says, Tangerine.  
 Tape: ABC, Dunhill, Impulse (reel-to-reel) 4-tr. S, self-mid.; (cartridge) 4-tr. S, 8-tr. S, self-mid. & also licensed to ITCC & Muntz.  
 Int'l reps.: Argentina (Famous), Australia (Festival), Belgium (Anvers Radio), Bolivia (Philips), Canada (Sparton), Costa Rica (INDICA), Denmark (Metronome), France (Pathe-Marconi), Germany (Philips), Hong Kong (Festival), Israel (Hed Arzi), Italy (EMI), Jamaica (Paradisc), Japan (King, Mr. Jack Shinohara), Lebanon (Philips), Mexico (Gamma), Netherlands (Ar-tone, Philips), Peru (El Virrey), Philippines (Mareco), South Africa (Teal), Spain (Hispanvox), Sweden (Karusell), United Kingdom (EMI), Uruguay (Philips), Venezuela (Palacio de la Musica), Yugoslavia (Radio Television Belgrade). (SEE ADVERTISEMENT)  
 A B S (see Dover, La.).  
 A L A Ents., 663 Fifth Ave., New York, N. Y. 10022. Tel: (212) EL 5-5633. Gen. Mgr.: David Goldberg; Co-ord.: John M. Ashley.  
 Labels: Bolo, Harvest Time, Perri.  
 A & M, 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 461-9931. Cable: ALPER-MOSS. Pres.: Jerry Moss; VP: Herb Alpert; VP: Gen. Mgr. & Int'l: Gil Friesen; A&R Dir.: Allen Stanton; Sales Mgr.: Bob Fead; Promo. Mgr.: Don Graham; Pub.: McFadden, Strauss, Eddy & Irwin, 1017 N. La Cienega, Los Angeles, Calif. 90069; Adv.: Adams, Dana & Silverstein, 8560 Sunset Blvd., Los Angeles, Calif. 90069.  
 Branch: Philadelphia, Pa., 47 & City Line. Zip: 19131. Tel: (215) GR 3-8532. East Coast Dir.: Bill Mulhern.  
 Labels: A&M, Almo, Omen.  
 Tape: A&M (reel-to-reel) 4-tr. M & S, licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, licensed to Ampex & ITCC.  
 Int'l reps.: Argentina (Fermata), Australia, (Festival), Belgium (Fonior), Bolivia (Miguel A. Dueri), Brazil (Fermata), Canada (Quality), Chile (Radio de Chile), Colombia (Sonolux), Denmark (Nordisk Polyphon), Finland (Oy Finnlevy), France (Pathe-Marconi), Germany (Teldec), Italy (Compagnia Generale del Disco), Japan (King), Mexico (Discos Tizoc), Netherlands (Decca), Nicaragua (Discos), Peru (Decibel), Philippines (Dyna), South Africa (Teal), Spain (Hispanvox), Sweden (Telefunken), Switzerland (Musikvertrieb), United Kingdom (Decca, Pye), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)  
 A M G, 18450 Livernois, Detroit, Mich. 48221. Tel: (313) 863-3262. Pres.: Arnold Geller.  
 A P I (see Associated Prod'n's Int'l).  
 A R A (see Audio Recorders of Arizona).  
 A R C O (div. of Cinema Pictures), 1408 N. Van Ness, Hollywood, Calif. 90028. Tel: (213) 466-2146. Pres.: Robert Hinkle.  
 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 A (see Met Richmond Latin Rec. Sales).  
 Aardvark (see BCC&R).

Abbey, 160 Passaic Ave., Kearny, N. J. Tel: (201) 998-8181. NYC Tel: (212) LW 4-0891. Gen. Mgr.: Henry S. Rosenberg.  
 Label: Connoisseur.  
 Abel (see Laurie).  
 Abet (see Nashboro).  
 ABNAK MUSIC ENTS., 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) RI 2-6111. Pres.: John H. Abdor; Sec'y: B. Dunigan.  
 Labels: Abnak, Britania, Jetstar, Startime. (SEE ADVERTISEMENT)  
 Abundant Sounds (see Fred Miles Presents).  
 Academic Rec'g Institute, 4727 Oakshire, No. 1, Houston, Tex. 77027. Tel: (713) MO 6-5266. Pres.: Mack G. Reed.  
 Label: ARI.  
 Accent, 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Seely; VP: Buddy Merrill; Pub.: Lenay Wheldon; Promo.: David Garvin. (distributed by GNP Crescendo).  
 Tape: (reel-to-reel) 4-tr. S, licensed to ITCC, & RCA; (cartridge) cassette S, 4-tr. S, licensed to ITCC, Muntz & RCA.  
 Int'l reps.: Australia (Festival), Canada (Compo), France (Vogue), Philippines (Cosdel).  
 Achillean (see Zaraks).  
 Acta, 6565 Sunset Blvd., Hollywood, Calif. 90028. (see Dot).  
 Action!, PO Box 9035, Ft. Worth, Tex. 76107.  
 Acuarela (see Epstein Ents.).  
 Adaire, 1036 Red Bird Rd., Augusta, Ga. 30904. Tel: (404) 736-3154. Owner & A&R: Blanche C. Carter; Sales Mgr.: Ronnie Blackwood; Pub., Adv. & Promo.: Cliff Carlyle.  
 Labels: Adaire, Cantor, Margo.  
 Adco, 7527 Juler Ave., Cincinnati, Ohio 45243. Tel: (513) 561-7818. Pres.: Jack Adkins.  
 Ades (see Import/Export section: Playette, New York, N. Y.).  
 Advance, 2316 N. Chrysler Dr., Tucson, Ariz. Advance, 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) HO 3-2151. Owner: Tim Gayle.  
 Labels: Advance, Sharpshooter.  
 Aelica, 331 Newbury, Boston, Mass. 02115. Tel: (617) 266-3610. Gen. Mgr.: R. Brenton Smith.  
 Aeolian-Skinner, 549 E. Fourth St., Boston, Mass. 02127. Tel: (617) AN 8-2232. Contact: John Kellner.  
 Tape: (reel-to-reel) 4-tr. S, licensed to Ampex.  
 Aetna (div. of Shreve-Nash Ents.), 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin.  
 Agar, 416 Sheridan Ave. S., Minneapolis, Minn. Gen. Mgr.: R. A. Gjerde.  
 Air, PO Box 833, Riverside Sta., Miami, Fla. 33135. Pres.: Jack A. Curry.  
 Airplay (see Jamie/Guyden Dist. Corp.).  
 Airtown, PO Box 973, Richmond, Ind., 47374. Tel: (317) 966-3913 & 962-0146. Owner: Tommy Wills.  
 Labels: Airtown, Gregory, Terry.  
 Al-Teen, 8152 S. Avalon, Chicago, Ill. 60619. Tel: (312) 721-5093. Pres.: Bill Meeks.  
 Albee Stereo (see Rene Albi Prod'n's listed under "R").  
 Rene Albi Prod'n's (see listing under "R").  
 Aldex, PO Box 71, Denton, Tex. 76202. Tel: (817) 497-2406. Contact: Al Dexter.  
 Alektor, 367 W. 34 St., New York, N. Y. 10001. Tel: (212) LO 3-2831. Pres.: Ted Starke.  
 Alert (see Roulette).  
 Alegre (see Roulette).  
 Alert (see Atco).  
 Alkon, Box 565, Okanogan, Wash. 98840. Tel: (509) 826-0443. Pres., Sales & Mktg.: Gary E. Seibert; Pop A&R: Al Oster.  
 Int'l branch: Canada, Klondike Recs., Box 561, Whitehorse, Yukon. Contact: Al Oster.  
 Labels: Alkon, Klondike.  
 All Nations, 4416 Beverly Blvd., Los Angeles, Calif. 90004. Tel: (213) 665-5558.  
 Allan, PO Box 940, Indianapolis, Ind. 46206. M/g Dir., A&R, Sales Mktg. & Promo.: Jerry Duane Allan.  
 Allandale Prod'n's, 3635 Allandale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640. Bd. Chm. & A&R: Style Wooten; Pres., Sales & Mktg.: Thomas Grissom; Pub., Adv. & Promo.: Melba Knoblock.  
 Allegro (see Pickwick Int'l).  
 Alley, 213 E. Monroe, Jonesboro, Ark. Tel: (501) WE 5-2161. Pres.: Joe Lee.  
 Labels: Alley, Jon-Ark.  
 Allied, 2437 E. 57th St., Los Angeles, Calif. 90058. Tel: (213) 582-0841. Cable: ALLRECORD. Pres.: Daken K. Broadhead; VP: John F. Wegner.  
 Allied, 4376 Sunset Dr., Hollywood, Calif. 90027.  
 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 Latin Rec. Sales).  
 Almanac, PO Box 7532, Houston, Tex. 77007. Sales Dir.: J. D. Horn; Talent Dir.: Mack McCormick.  
 Almo (see A&M).  
 Alon (see Seven B Prod'g).  
 Alpha (see Don-EI).  
 Alshire Presents (see Budget Sound).  
 Alte Werke (see London).  
 Alto (see Genuine).  
 Alvera, PO Box 9304, Tulsa, Okla. 74107. Tel: (918) 242-3283. Pres. & Gen. Mgr.: Al Clauser; VP: Vera Clauser; A&R: Henry Clauser; Sales: Walter Clark; Pub., Adv. & Promo: Vera Longan.  
 Labels: Alvera, Target.  
 Amadeo (see Apon).  
 Amado Literature Series (see Import/Export section: Playette, New York, N. Y.).  
 Ambassador, 2990 W. Pico, Los Angeles, Calif. 90006.  
 Ambassador, 145 Komorn St., Newark, N. J. 07105. Tel: (201) MA 3-4214. VP: Lewis Merenstein; Mgr.: Mark Friedman.  
 Branch: Los Angeles, Calif., 742 E. 61 St. Tel: (213) 231-2144. Contact: Fred Levi.  
 Labels: Ambassador, Cabot, Compose, Current, Diplomat, Guest Star, Look & Listen, Peter Pan, Playmate, Rocking Horse, Scripture, Tifton.  
 Tape: (reel-to-reel) Ambassador 4-tr. S; (cartridge) ARC 4-tr. S.  
 Amber, 2856 John F. Kennedy Blvd., Jersey City, N. J. NYC Tel: (212) 933-3036. VP: Jeff Le-Rose.  
 Amcan (see Canadian American).  
 American Artists, 201 Essex Dr., Chesapeake, Va.  
 American Gramophone, 10513 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel: (213) 474-3565. Pres.: Randy Sparks.  
 American Metropolitan Ents., 135 W. 50 St., New York, N. Y. 10019. Tel: (212) PL 7-7178 & CO 5-5767. Treas.: Melvin Fields.  
 Home Office: Canada, 1356 Eglington Ave. W., Toronto 10, Ont. Tel: (416) RU 7-0389.  
 Labels: President, Seville (distributed by London).  
 Amex (see Met Richmond Latin Rec. Sales).  
 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.  
 Amy (see Bell).  
 Anath (see Motivator Org.).  
 Angel, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Cable: CAPRECORDS. Pres.: Alan W. Livingston; VP Int'l: Lloyd W. Dunn; A&R: Robert Myers; Classical Mds'g Mgr.: Brad Engel.  
 Branch: New York, N. Y., 1290 Ave. of the Americas. Zip: 10019. Tel: (212) PL 7-7470.  
 Artist Relations: John Coveney; Sales: Jack Cohen.  
 Labels: Angel, Melodiya, Seraphim.  
 Int'l reps.: The classical material released in the U. S. 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), United Kingdom (British Columbia, HMV, Parlophone). (see Capitol).  
 Angelicum (see Apon).  
 Angeltone (see Robbins).  
 Angeltown (see Kris).  
 Ansonia, 992 Columbus Ave., New York, N. Y. 10025. Tel: (212) UN 5-2121. Pres.: Ralph Perez.  
 Int'l reps.: Colombia (Philips), Ecuador (Fabrica de Discos), Japan (Nippon Grammophon), Nicaragua (Discos), Peru (El Virrey), Spain (Hispanvox).  
 Anthem (see Texas Sound Studios).  
 Antilano (see Met Richmond Latin Rec. Sales).  
 Antillas, c/o Continental Rec. Corp., 1046 N. Miami Ave., Miami, Fla. Tel: (305) 374-4347.  
 Antiqua Prod'n's, 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.  
 Anton, 6710 40 S., Seattle, Wash. 98118. Tel: (206) PA 5-2454. Owner: Rose Saiterly.  
 Apco, Ky. (see BilBo).  
 Apco, PO Box 274, Zip: 68102; 6724 Railroad Ave., Omaha, Neb. 68107. Tel: (402) 733-7094. Pres.: Robert L. Jones; VP: Michael A. Jones; Ass't Gen. Mgr.: Roger West.  
 Branch: Chicago, Ill., PO Box 4396. Zip: 60680.  
 Labels: Apco, Chicago.  
 Apollo (see Dover, La.).

continued on page 18

# THE DOT FAMILY MAKING NEW STRIDES ALL OVER THE WORLD



continued

# BUDGET LINE RECORD MANUFACTURERS

Names in parentheses refer to the parent company. For complete listing, see Record Manufacturers Section.

U.S. Record Manufacturers

Apon, PO Box 131, Grand Central Sta., 1541 First Ave., New York, N. Y. 10017. Tel: (212) YU 8-0450. Pres.: Andrej Poncic.  
**Labels:** Amadeo, Angelicum, Apon, Discapon, Harmonia Mundi.  
**Tape:** Amadeo, Apon, Discapon, Harmonia Mundi (reel-to-reel) 2-tr., 4-tr. M & S; (cassette) cassette M & S.  
 Apostle (see Happy Hearts).  
 Applause (see CBC Ents.).  
 Apt-TO, PO Box 284, 45 Elm St., Wyandotte, Mich. 48192. Tel: (313) 285-0375. Owners & Prod'rs: Lou & Cozetta Miller.  
**Branch:** Clinton, Tenn., c/o L. Miller, Rt. 2, Box 46.  
 Ara (see Atlantic).  
 Aravel, 46-23 Crane St., Long Island City, N. Y. 11101. Tel: (212) EX 2-6442. Pres.: Herbert Borchardt.  
 Arbe, 3768 Webb Ln., Tucson, Ariz. 85716. Tel: (602) 793-8830. Pres.: Rex Bingham.  
 Arbet (see Dover, La.).  
 Arbor (see Forte).  
 Arcade, 2733 Kensington Ave., Philadelphia, Pa. Tel: (215) NE 4-8487. Pres.: Jack Howard.  
 Archive (see Deutsche Grammophon Gesellschaft).  
 Archive of Folk Music (see Everest).  
 Archiv of Piano Music (see Everest).  
 Arctic (see Jamie/Guyden Dist. Corp.).  
 Ardent, 1457 National, Memphis, Tenn. 38122. Tel: (901) 324-5368. Mgr.: John Fry.  
 Argee Ents., PO Box 633, North Miami, Fla. 33161. Tel: (305) 757-1592. Cable: SANDREE. Pres.: Ronald G. Deeb.  
**Label:** Argee.  
 Argo (see London).  
 Arhoolie, Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: Chris Strachwitz.  
**Labels:** Arhoolie, Blues Classics, Changes, Old Timey, Raglan.  
 Aria Senza Voce (see Budget Sound).  
 Aris Prod'ns, PO Box 248, Northridge, Calif. 91324. Tel: (213) 349-4394. Pres.: Rick Valrey.  
**Labels:** Aris, Island, Mara.  
 Arjay, Box 46462, Los Angeles, Calif. 90046. Tel: (213) OL 6-3000. Owner: Rick Jones.  
 Arlen, 1836 Bertram Rd., Huntington Valley, Pa. 19106. Tel: (215) WI 7-3879. Pres.: Harry Finfer.  
 Arawak (see Garrawak Music-Cash Prod'ns).  
 Arrow (see St Clair Prod'ns).  
 Art, PO Box 66, Miami, Fla. 33168. Pres. & A&R: Harold E. Doane; VP: Vivian Doane; Mktg. Mgr.: George Bates; Promo. Mgr.: David Dunn.  
**Labels:** Art, Citadelle, Unity.  
**Tape:** (cartridge) 4-tr. S, licensed to Muntz. Int'l reps: Colombia (Bambuco), Costa Rica (INDICA), Italy (Italdisc).  
 Art Sound (see Stereodiddies).  
 Artcraft, 1640 Poe Ave., Orlando, Fla. Tel: (305) 424-7746. Mgr. Dir.: William G. Woods.  
 Artia (see Connoisseur).  
 Artist (see Hillside).  
 Artists Life, PO Box 634, 1211 E. Mayfair Ave., Orange, Calif. 92669. Tel: (714) 538-4484. Pres.: Howard L. Reynolds.  
**Labels:** (owned) Artists Life, Nebraska, Pleasant Peasant, Polka-Favorites, PolkaLand, Rave; (distributed) Bowery.  
 Arvee (see Everest).  
 Arwin, 250 N. Canon Dr., Beverly Hills, Calif. Tel: (213) 271-7121. Pres.: Martin Melcher; VP: Don Genson.  
 Arzee, 1739 N. Third St., Philadelphia, Pa. 19122. Tel: (215) RE 9-6970. Pres.: Rosario Lefavi.  
**Asch** (see Pioneer Rec. Sales).  
 Ascot (see United Artists).  
 Associated Artists, 6367 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 5-6121. Pres.: Keith W. Clark; A&R: Jesse Hodges.  
 Associated Prod'ns Int'l (div. of Brian Ross Prod'ns), 2991 Ingledeale Terr., Los Angeles, Calif. 90039. Tel: (213) 662-3656. A&R Prod'n Dir.: Brian Ross.  
**Label:** API.  
 Asteroid Prod'ns, Box 76043, Los Angeles, Calif. 90005. Tel: (213) 360-1621. Pres.: Jay Paul Kane.  
**Labels:** Asteroid, Glory, Starlike, UJO Int'l.  
 Astor (see CCM Prod'ns).  
 Astoria (see Rene Albi Prod'ns listed under "R").  
 Astro, N. Y. (see Parnaso & Met Richmond Latin Rec. Sales).  
 Astro, Pa. (see Paramount).  
 Atco, 1841 Broadway, New York, N. Y. 10023. Tel: (212) PL 7-6306. Cable: ATCOMUSIC. Pres. & A&R: Ahmet Ertegun; VP, A&R & Int'l: Nesuhi Ertegun; VP & A&R: J. Wexler; Sales: Bob Kromheiser & Len Sachs; Pub. & Adv.: Bob Rolontz.  
**Labels:** Alert, Brit, Brook-lyn, Carla, Cee-Jam, Dunwich, Fame, Four Brothers, Heidi, Jotis, Karen, Lemco, Minaret, Moonglow, Redda, Triumph, Vault, Volt, Way Out.  
**Tape** (reel-to-reel) Atco, Volt 4-tr. S, licensed to Ampex & GRT; (cartridge) Atco, Dunwich, Volt 4-tr. S, 8-tr. S, licensed to GRT, ITCC & Muntz.  
 Int'l reps: (see Atlantic).  
 Atila, PO Box 1522, Zip: 43603; 318 Summit St., Toledo, Ohio 43604. Tel: (419) 243-3256. Pres.: Sid Goldstein; A&R Dir.: Johnny Paris.

continued on page 22

A A, 250 W. 57 St., New York, N. Y. 10019. Tel: (212) 765-3350. Pres.: A. I. Massler; VP: Bernard Pearlman; Sales Mgr.: Shy Raiken.  
**Labels:** AA, Golden.  
 A S A (see Met Richmond Latin Rec. Sales).  
 Allegro (see Pickwick/33).  
 Aima (see Met Richmond Latin Rec. Sales).  
 Alshire Presents (Budget Sound), 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel: (213) 849-4671. Pres.: Al Sherman; Sales Mgr.: Ricardo Ceja.  
**Labels:** Alshire Presents, Paloma, Somerset, Stereo Fidelity.  
 Ambassador, 145 Komorn St., Newark, N. J. 07105. Tel: (201) MA 3-4214. VP: Lewis Merenstein; Mgr.: Mark Friedman.  
**Labels:** Ambassador, Compose, Diplomat, Look & Listen, Peter Pan, Playmate, Rocking Horse, Scripture, Tifton.  
 American Recording Artists (see Crown).  
 B B M (see Met Richmond Latin Rec. Sales).  
 B R C (see Met Richmond Latin Rec. Sales).  
 Baronet (see Premier Albums).  
 Baroneza (see Met Richmond Latin Rec. Sales).  
 Blue Ribbon (see Premier Albums).  
 Bocar (see Met Richmond Latin Rec. Sales).  
 Bronjo (Seeco), 39 W. 60 St., New York, N. Y. 10023. Tel: (212) JU 6-3620. Pres.: Sidney Siegel; Sales: Howard Roseff.  
**Labels:** Bronjo, Tropical.  
 Camden (see RCA Victrola).  
 Carvier (see Met Richmond Latin Rec. Sales).  
 Compose (see Ambassador).  
 Cornerstone (see Supreme).  
 Coronet (see Premier Albums).  
 Cricket (see Pickwick/33).  
 Crown, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Pres.: Saul Bihari; Sales Mgr.: George Panos.  
**Branch:** New York, N. Y., Crown East, 6 W. Broadway. Tel: (212) DI 9-3900. Sales Mgr.: Robert K. Herrington.  
**Labels:** American Recording Artists, Crown, Custom, Discos Corona, Robin Hood.  
 Custom (see Crown).  
 Design (see Pickwick/33).  
 Diplomat (see Ambassador).  
 Directional Sound (see Premier Albums).  
 Discos Corona (see Crown).  
 Disneyland, 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Pres.: James A. Johnson; Sales & Mktg.: Bob Elliott.  
 Dover, 180 Varick St., New York, N. Y. 10014. Tel: (212) AL 5-3755. Pres.: Hayward Cirkor.  
 Eddissa (see Met Richmond Latin Rec. Sales).  
 Everyman (Vanguard), 71 W. 23 St., New York, N. Y. 10010. Tel: (212) 255-7732. Pres.: Seymour Solomon; Sales: Herb Corsack.  
 Family (Request), 66 Mechanic St., New Rochelle, N. Y. Tel: (914) NE 3-6055/9. Contact: Ruth B. Gamba.  
 G I (Lathrop-Tarbert Ent.), 232 N. Canon Dr., Suite 206, Beverly Hills, Calif. 90010. Tel: (213) 278-3226/7. Pres.: S. L. (Red) Lathrop.  
 Golden (see AA).  
 Grand Prix (see Pickwick/33).  
 Hamilton (Dot), 1507 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-3141. Pres.: Randolph C. Wood; VP Sales: George Cooper.  
 Hanna-Barbera, 3400 W. Cahuenga Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1371.  
 Happy Time (see Pickwick/33).  
 Harmony (Columbia), 51 W. 52 St., New York, N. Y. 10019. Tel: (212) 765-4321. Mgr.: Herb Linsky.  
**Labels:** Harmony, Odyssey.  
 Heliodor (see Metro).  
 Hilltop (see Pickwick/33).  
 Jardin (see Met Richmond Latin Rec. Sales).  
 Jazzland (Orpheum Prod'ns), 235 W. 46 St., New York, N. Y. 10036. Tel: (212) 765-1330. Pres.: Jack F. Doran; Sales: Otis Smith.  
**Labels:** Jazzland, Popside.  
 Jody (Vantage), 1849 W. 107 St., Chicago, Ill. 60643. Tel: (312) BE 8-1015. Pres.: A. Alan Bolto; Sales: Thomas H. Bamford.  
**Branch:** Pottstown, Pa., PO Box 212. Zip: 19464. Tel: (215) 323-3336.  
 Leo the Lion (see Metro).  
 Little World (see Wyncofe).  
 Look & Listen (see Ambassador).  
 Mace (Scepter), 254 W. 54 St., New York, N. Y. 10019. Tel: (212) CI 5-2170. Pres.: Florence Greenberg; Sales: Sam Goff.  
 Majorette (see Wyncofe).  
 Mercury Wing (Mercury), 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. NYC Tel: (212) PL 9-2727. Contact: Harry Kelly.  
 Met Richmond Latin Rec. Sales, 1637 Ufca Ave., Brooklyn, N. Y. 11234. Tel: (212) 253-4600. Pres.: David Last.  
**Labels:** ASA, Alma, BBM, BRC, Baroneza, Bocar, Carvier, Eddissa, Jardin, Mona, Norca, Reli, Somar.  
 Metro (MGM), 1350 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) 262-3131. Pres.: Mort L. Nasatir; Contact: Sol Handwerker.  
**Labels:** Heliodor, Leo the Lion, MGM, Metro, VSP.

Miro (Monitor), 156 Fifth Ave., New York, N. Y. 10010. Tel: (212) YU 9-2323. Pres.: Michael Stillman; Sales: Rose N. Rubin.  
 Mona (see Met Richmond Latin Rec. Sales).  
 Music Guild (Westminster), 1330 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) LT 1-7777. Pres.: Larry Newton; Gen. Mgr. & Sales: Marty Goldstein.  
 Musical Heritage Society, 1991 Broadway, New York, N. Y. 10023. Tel: (212) TR 3-6130. Pres.: M. Naida.  
 Nashville (Starday), PO Box 115, Madison, Tenn. Tel: (615) 228-2575. Pres.: Don Pierce; Sales: Tina Drake.  
**Labels:** Nashville, Starday Economy.  
 Nonesuch (Elektra), 1855 Broadway, New York, N. Y. 10023. Tel: (212) JU 2-7711. Pres.: Jac Holzman; Sales: Mel Posner.  
 Norca (see Met Richmond Latin Rec. Sales).  
 Odyssey, contact: Steve Pohl; (see Harmony).  
 Paloma (see Alshire Presents).  
 Panda (see Parliament).  
 Parliament (Connoisseur), 160 Passaic Ave., Kearny, N. J. Tel: (201) WY 8-8181. NYC Tel: (212) LW 4-0891. Gen. Mgr.: Henry S. Rosenberg; Sales: Jerome Geller.  
**Labels:** Panda, Parliament.  
 Pentagon (see Wyncofe).  
 Peter Pan (see Ambassador).  
 Pickwick/33 (Pickwick Int'l), 8-16 43 Ave., Long Island City, N. Y. 11101. Tel: (212) EM 1-8811. Pres.: Cy Leslie; VP Sales: Ralph Berson.  
**Labels:** Allegro, Cricket, Design, Grand Prix, Happy Time, Hilltop, Pickwick/33.  
 Pirouette (Everest), 10920 Wilshire Blvd., Los Angeles, Calif. 90024. Tel: (213) BR 2-4391. Pres.: Bernard C. Solomon; Sales & Mktg.: Joe Behar.  
 Playmate (see Ambassador).  
 Popside (see Jazzland).  
 Premier (see Premier Albums).  
 Premier Albums, 1650 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-5253. Pres.: Philip Landwehr.  
**Labels:** Baronet, Blue Ribbon, Coronet, Directional Sound, Premier, Spin-O-Rama, Twinkle.  
 Puzzle (see Wyncofe).  
 R C A Camden (see RCA Victrola).  
 R C A Victrola (RCA Victor), 155 E. 24 St., New York, N. Y. 10010. Tel: (212) MU 9-7200. Sales: Ray Clark.  
**Labels:** RCA Camden, RCA Victrola.  
 Reli (see Met Richmond Latin Rec. Sales).  
 Richmond (London), 539 W. 25 St., New York, N. Y. 10001. Tel: (212) OR 5-6060. Pres.: D. H. Toller-Bond; Sales Mgr.: Herb Goldfarb.  
 Robin Hood (see Crown).  
 Rocking Horse (see Ambassador).  
 Romper Room (see Wyncofe).  
 Scripture (see Ambassador).  
 Somar (see Met Richmond Latin Rec. Sales).  
 Somerset (see Alshire Presents).  
 Spin-O-Rama (see Premier Albums).  
 Starday Economy (see Nashville).  
 Stereo Fidelity (see Alshire Presents).  
 Sunset (Liberty), 6920 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 464-8101. Gen. Mgr.: Ed Barsky; Sales Mgr. & Promo: Mel Fuhrman.  
 Supreme, 304 S. Brand Blvd., Glendale, Calif. 91209. Tel: (213) 245-3646. Pres.: Paul Mickelson; Sales & Mktg.: Ron Thomson.  
**Labels:** Cornerstone, Supreme.  
 Surrey (Mira), 9028 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-1125. Pres.: Randall Wood; Gen. Mgr. & Int'l Sales Dir.: George T. Steele.  
 Sword (Word), PO Box 1790, Waco, Tex. 76703. Tel: (817) PR 2-7650. Pres.: Jarrell McCracken; Sales: William Jelley.  
 Tifton (see Ambassador).  
 Time, 1290 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) 247-0655. Pres.: Bob Shad; Sales: Chet Woods.  
 Tropical (see Bronjo).  
 Turnabout (Vox), 211 E. 43 St., New York, N. Y. 10017. Tel: (212) TN 7-9360. Pres.: George H. de Mendelssohn-Bartholdy; Sales Mgr.: Thomas Di Vita.  
 Twinkle (see Premier Albums).  
 V S P (see Metro).  
 Vocation (Decca), 445 Park Ave., New York, N. Y. 10022. Tel: (212) 759-7500. Pres.: Milton R. Rackmil; Sales: Claude Brennand.  
 Wing (see Mercury Wing).  
 Wonder (see Wyncofe).  
 Wyncofe (Cameo-Parkway), 250 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-3120. Sales & Promo. Dir.: Larry Sikora.  
**Branch:** Philadelphia, Pa., 309 S. Broad St. Zip: 19107. Tel: (215) KI 5-1140. Pres.: Al Rosenthal; Sales & Promo. Dir.: Neil Bogart.  
**Labels:** Little World, Majorette, Pentagon, Puzzle, Romper Room, Wonder, Wyncofe.

# JUBILEE EXPLODES AROUND THE WORLD

## JUBILEE

*The First Name in Comedy*

- ★ RUSTY WARREN
- ★ SAUCY SYLVIA
- ★ RITCHIE BROS.
- ★ DOUG CLARK  
& HIS HOT NUTS

*and many others*

## JUBILEE

- ★ FIFTH ESTATE
- ★ BLADES OF GRASS
- ★ ALIZA KASHI
- ★ JACK SCOTT

## RAINY DAY

- ★ FLYING  
MACHINE
- ★ CHIP TAYLOR

## TOOT RECORDS

- ★ LOVABLES
- ★ ERSEL  
HICKEY

## JOSIE

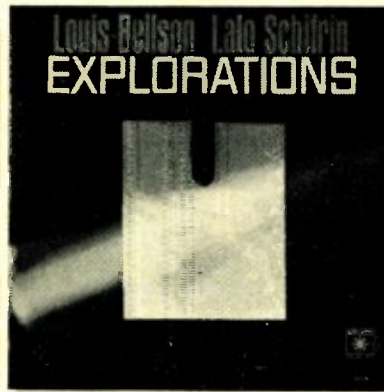
- ★ EDDIE "BUSTER"  
FOREHAND
- ## PORT
- "R" RECORDS

## JAY-GEE RECORD CO., INC.

A Division of JUBILEE INDUSTRIES, INC.

1790 Broadway, New York, N.Y. 10019

Cable: JAYGEERC



R 52120



R 52123



LP 1150



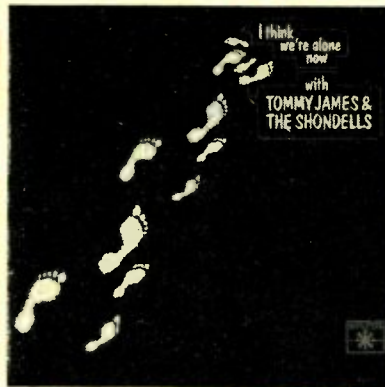
LPA 855



R 25336



R 52122



R 25353



LP 1146



R 52121



LPA 857

# Roulette Records / a world

# ROULETTE RECORDS

## around the world

ROULETTE RECORDS, 1631 Broadway, New York, New York 10019

SHED AND THE  
LIMELITES  
OUR ANNIVERSARY



R 25350



R 25343

### FOREIGN LICENSEES

Scandia Musiikki OY  
Heitalahdenranta Lta  
Helsinki, FINLAND

AMERICAN MUSIC CORP. of  
SPAIN  
Santismi Trinidad,  
30-40 No. 2  
Madrid 3, SPAIN  
Att: Jose Palau

NEGRAM  
Zijlweg 286  
Haarlem, HOLLAND  
Att: Robert Oeges

SCAN DISC-RECORDING CO.,  
AB  
Grev Turegatan 38  
Stockholm, SWEDEN

ALLIED RECORDS CORP.  
110 Barbados Blvd.  
Toronto, Ontario, CANADA

I.F.E.S.A.  
P.O. Box 3885  
Guayaquil, ECUADOR  
Att: Luis Pino Yerovi

ORFEON VIDEOVOX, S.A.  
Alice Blanco y Calle 8  
Naucalpan de Juarez  
Estado de Mexico, MEXICO

DISTRIBUIDORA PERUANA  
SUDAMERICANA, S.A.  
Jiron Antonio Miro  
Quesada 309  
Lima, PERU

SICAMERICANA S.A.  
Jose E. Uriburu 40/42  
Buenos Aires, ARGENTINA

EL PALACIO DE LA  
MUSICA, S.A.  
Apartado 3637  
Caracas, VENEZUELA

PANAMA RADIO  
Apartado 406  
Panama, R. De P.  
Att: Dora C. De Angeles

HELLADISC S.A.  
8 Hermes Street  
Athens, GREECE

RADIO FREE EUROPE  
2 Park Avenue  
New York, New York

LA GLORIA RECORDS  
31 Harris Street  
Wellington, NEW ZEALAND

DIS DOMINICANA C.  
POR A.  
Calle Caude #96  
Oficina 408  
Santo Domingo, R.D.

TRUTONE (Pty.) LTD.  
P.O. Box 9299  
Johannesburg, SOUTH AFRICA  
Att: Mr. Trehwela

SR. JOSE ANTONIO MUTT  
DISCOS CENTROAMERICANOS  
S.A.  
Apartado 847  
San Salvador, EL SALVADOR

C.A.  
DISCOS FUENTES  
Carrera 51  
Calle 14 #12-223 y 235  
Medellin, COLUMBIA  
Att: Pedro Nel Jimenez

S.A.A.R. RECORDS  
Viale Pueta Vercellina  
Milano, ITALY  
Att: Mr. DeGoya

FINSTERWALD &  
CANTACUZENE  
70 Ave. Alpes  
Montreux, SWITZERLAND  
I.S. DANSK

GRAMMOFONPLADEFORLAG  
Dortheavej 39  
Copenhagen NV, DENMARK  
Att: Karl Emil Knudsen

VIKING RECORDS CO., LTD.  
5-7 Tory Street  
P. O. Box 1431  
Wellington, NEW ZEALAND

DEUTSCHE VOGUE  
SCHALLPLATTEN GMBH  
Zur Muhle 2  
Grossknigsdorf Bei Kohn  
GERMANY  
Att: Mr. Ullrich

VOGUE P.I.P.  
35 Boulevard Barthelemy  
Bruxelles, BELGIUM  
Att: Mr. Meylemans

VOGUE P.I.P.  
82 Rue Maurice Grandcoing  
Villetaneuse (Seine) FRANCE  
Att: Mr. Cabat

STEREO JET MEXICO  
Swan Tricot Mills  
240 Madison Avenue  
New York, New York  
Att: Mr. Cayre

ITCC  
663 Fifth Avenue  
New York, N. Y.  
Att: MR. LEWIS

MERCURY RECORDS  
PRODUCTIONS, INC.  
35 East Wacker Drive  
Chicago, Ill.  
Att: Mr. Steinberg

PHILIPS RECORDS  
Industrial Development &  
Consultant Co., Ltd.  
Room 723, Kokusai Bldg.  
12, 3-Chome, Marunouchi  
Chiyoda-Ku, TOKYO  
Att: Mr. B. Joppe'

PHILIPS SINGAPORE LTD.  
A.B.N. BUILDING  
D. ALMEIDA  
SINGAPORE 1

MESSRS. MOUTRIE & CO.  
Alexandra House  
7 Des Voeux Rd. C.  
HONG KONG  
Att: Mr. Napoleon NG

VOGUE INTERNATIONAL  
EDITIONS MUSICALES  
84 Rue Maurice Grandcoing  
Villetaneuse (Seine) FRANCE

PHILIPS LIBAN, S.A.  
Rue Verdun—  
Imm. Abouchalache  
Boite Postale, 670  
Beruit, LEBANON

Mr. Paul Siegel  
Taurentzien 16  
Berlin W. 30 GERMANY

RADIO VERONICA  
Att: Mr. Van Kooten  
Hilversum, HOLLAND

RADIO-TELE LUXEMBOURG  
Att: Mr. Robert Bardley  
22 East 67th St.  
New York, New York

PLANETARY-NOM  
(LONDON) LTD.  
Att: Mr. Andrew Heath  
London Pavilion Chambers  
Great Windmill Street  
London, ENGLAND

SONORA MUSIKFORLAGS AB  
O. Kommendorsgatan 26  
Stockholm, SWEDEN  
Att: Mr. Sture Borgedahl

LES EDITIONS INTERNA-  
TIONALES BASART  
Leidsegracht 11  
Amsterdam, HOLLAND

MRS. G.T. FOLSTER & ASSOC  
423 Nikkatsu Intl. Bldg.  
Tokyo, JAPAN

MUSIKVERLAG PLANETARY  
G.M.B.H.  
Trogerstrasse 48/11  
8 Munich 27, GERMANY  
Att: Mr. Alfred Meier

EDIZIONI, CURCI S.R.L.  
Galleria Del Corso 4  
Milan, ITALY  
Att: Mr. Ricci

# -wide musical happening



continued

B

- ATLANTIC, 1841 Broadway, New York, N. Y. 10023. Tel: (212) PL 7-6306. Cable: ATCOMUSIC. Pres. & A&R: Ahmet Ertegun; VP, A&R & Int'l: Nesuhi Ertegun; VP & A&R: Jerry Wexler; Sales: Bob Kornheiser & Len Sachs; Pub. & Adv.: Bob Rolontz. Branch: Hollywood, Calif., 7033 Sunset Blvd. Tel: (213) 463-3229. Mgr.: George Furness. Labels: Ara, Atco, Atlantic, Bright Star, Dade, Dial, Focus, Instant, Keetch, LeMonde, Lost-Nite, LuPine, Norman, Rosemart, Safice, Shirley, Sound of Soul, Stax. Tape: (reel-to-reel) Atlantic, Stax, 4-tr. S, licensed to Ampex & GRT; (cartridge) Atlantic, Focus, Stax 4-tr. S, 8-tr. S, licensed to GRT, ITCC & Muntz. Int'l reps.: Argentina (Surco), Australia (Festival), Belgium (Barclay), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Metronome), France (Barclay), Germany (Metronome), Greece (Dionysos), Hong Kong (Cosdel), Japan (Nippon Grammophon), Mexico (Discos Universales), Netherlands (Polydor), Peru (El Virrey), Philippines (Mareco), Singapore (Cosdel), South Africa (Teal), Spain (Hispavox), Sweden (Metronome), Turkey (Melodi), United Kingdom (Polydor), Switzerland (Barclay), Venezuela (Siemens). (SEE ADVERTISE-MENT)
- Atlas (see Robbins).  
Atom (see Royce).  
Attack (see Calla Ent's.).  
Atwell, PO Box 42, Lafayette, Tenn. 37083. Tel: (615) 666-2400. Owner: Loryn Atwell.  
Audicon (see Laurie).  
Audio Arts (see Bell).  
Audio Bible Studies (see Kingsway).  
Audio Book, 4220 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 731-8880. VP & Gen. Mgr.: E. M. Rush; VP Eng'g: C. C. McDonald. Tape: (reel-to-reel) 2-tr.; (cartridge) cassette M, 2-tr. M.  
Audio Fidelity, 221 W. 57 St., New York, N. Y. 10019. Tel: (212) 757-7111. Cable: AUDIO-FIDEL. Pres.: Herman D. Gimbel; VP Sales: Harold Drayson; VP Prod'n: Carl Shaw; VP Int'l Sales: Carl Greenberg; Pub., Adv. & Promo. Dir.: Diane Terman; Mus. Dir.: Edward Newmark; Eng.: William Hamilton. Labels: (owned) Audio Fidelity, Audio Masterworks, Audio Rarities, Audio 20/20, Dauntless, Karate, Kinor; (distributed) Eyewitness, Happening. Tape: Audio Fidelity (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) cassette S, 4-tr. S, 8-tr. S, licensed to ITCC. Int'l reps.: Aden (Bhicafee Cowasjee) Argentina (Microfon), Australia (Electronic Inds.), Belgium (Anvers Radio), Brazil (Som/Maior), Canada (Phonodisc), Colombia (Daro), Costa Rica (INDICA), Denmark (Tono), Hong Kong (Jardine Matheson), Israel (Israelectra), Italy (CGD), Japan (Nippon Columbia), Mexico (Agujas y Discos), Netherlands (CNR), Philippines (Pacific Promos.), Singapore (William Jacks), South Africa (Gallo), Thailand (Ching Thai), United Kingdom (Transatlantic), Venezuela (Distribuidora Nacional de Discos).  
Audio Guild (see Record Guild of America).  
Audio Masterworks (see Audio Fidelity).  
Audio Publishers (see Bible Voice).  
Audio Rarities (see Audio Fidelity).  
Audio Recorders of Arizona, 3830 N. Seventh St., Phoenix, Ariz. 85014. Tel: (602) 277-4723. Pres.: Bill Thorne, VP & Gen. Mgr.: Floyd M. Ramsey; A&R: Floyd Ramsey & Waylon Jennings. Label: Ramco.  
Audio 20/20 (see Audio Fidelity).  
Audio Village, 1550 Market St., San Francisco, Calif. 94102. Tel: (415) UN 3-9665. Owner & A&R: James Seagrave; Mgr.: M. E. Wolf; PR: Linda Seagrave. Branch: New York, N. Y. 83-34 Lefferts Blvd., Kew Gardens. Tel: (212) VI 9-2652. Ass't A&R & PR: Dick Zabe. Labels: Drumfire, Seagrave, Suzanne.  
Audio-Lab (see King).  
Audio-Spectrum (see Budget Sound).  
Audiofax, 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-5585. Pres. & Gen. Mgr.: Bill Connor; VP & A&R: Scotty Moore. Labels: Audiofax, Button, Circus, Format, Patio, Toad.  
Aurora Int'l, 25 W. 56 St., New York, N. Y. 10019. Tel: (212) JU 2-8810. Pres.: Aaron Schroeder; VP: Abby Steinberg; A&R: Wally Gold. Branch: Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. Pop A&R: David Moor. Label: Aurora (distributed by Bell).  
Avant Garde, 250 W. 57 St., New York, N. Y. 10019. Tel: (212) 246-1343/4. Pres.: William Sandberg; VP: Frank Seigfried; VP & Mus. Dir.: Ralph Hermann; Sales Mgr.: Walter Blumberg. Labels: Avant Garde, Lincoln Square.  
Avoca, PO Box 393, Westbury, N. Y. 11590. Tel: (516) 433-2910. Pres.: Francis X. Cashin. Int'l rep.: Eire (Dolphin Whse. Disc).  
Award (see United States).  
Axe (see Dover, La.).  
Azteca (see Budget Sound).
- B A I (British American Int'l), 1511 Franklin Rd., Marietta, Ga.  
B C, PO Box 9687, Atlanta, Ga. 30319. Tel: (404) 261-8889 & 233-6703. Owners: Bill Lowery, Paul Cochran & Buddy Buie; Mgr.: Bobby Langford.  
B B M (see Met Richmond Latin Rec. Sales).  
B C & R, 609 Fifth Ave., New York, N.Y. 10017. Tel: (212) PL 9-5324/5. Pres., Sales & Mktg.: Ramona Crehan; VP: Joan Roberts; Pub.: Judy Di Stephano; Adv.: Schulte Assoc. Labels: Aardvark, Piccolo.  
B C S, 1519 Washington Ave., Miami Beach, Fla. 33139. Tel: (305) 538-4388. Pres.: Bernie C. Sager.  
B & F, 3046 E. 123 St., Cleveland, Ohio 44120. Tel: (216) LO 1-5524. Pres.: Frank Szappanos.  
B R C (see Met Richmond Latin Rec. Sales).  
B T Puppy (see Jay-Gee).  
B-W Music, PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Pres. & Gen. Mgr.: Quentin Reed Welfy; A&R Dir.: Chet Good. Labels: B-W, Welburn.  
B-ATLAS, 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 372-9336 & ES 3-0202. Pres. & A&R Dir.: Vince Vallis; Exec. VP & Sales Mgr.: Tony Amoroso; Pub. Dir.: T. Clement; Adv. Dir.: Eddie Fabros; Promo.: Vincent Lepore; Int'l Sales Mgr.: Bob Minut, 37 Washington Terr., East Orange, N.J. (SEE ADVERTISE-MENT). Labels: B-Atlas, Jody.  
Ba-By Luv (see MRM).  
Bach Guild (see Vanguard).  
Backbeat (see Peacock).  
Bakton, PO Box 249, Cooper Sta., New York, N.Y. 10003. Tel: (212) 674-1524. Pres.: Randy Weston.  
Balboa, 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine. Tape: (reel-to-reel) 4-tr. S, licensed to Magnetic Tape Cartridge; (cartridge) 4-tr. S, licensed to Magnetic Tape Cartridge.  
Baldwin, GPO Box 1958, New York, N.Y. 10001. Contacts: Aubrey Mayhew & Donald Lytle.  
Balkan Int'l, 6917-19 W. Cermak Rd., Berwyn, Ill. Tel: (312) GU 4-6436. Owner: Slavco A. V. Hlad.  
Ballad, 3903 Olive St., St. Louis, Mo. 63108. Tel: (314) FR 1-4449. Pres.: O.D. Washington; Pub. & Promo.: Reola Wilson. Int'l reps.: Canada (Robert J. Stone Assocs.), all other (EMI).  
Ballad, Tex. (see Epstein Ent's.).  
Band Box, 5136 W. 41 Ave., Denver, Colo. 80212. Tel: (303) 455-4118. Pres.: Vicky Morosan. Labels: Band Box, Keyboard, Rustique, Spicy, Valerie. Int'l reps.: Australia (Festival), Israel (Hataklit), Italy (Durium), Japan (Cosdel), New Zealand (Allied Int'l), South Africa (Trutone), Sweden (Joker), all others (Transglobal, NYC).  
Bandbox, PO Box 2384, Hollywood, Calif. 90028. Tel: (213) HO 2-3311 & PO 6-7161. Cable: BANDCO. Gen. Mgr.: Richard Holiday; VP A&R: David Knox.  
Bandolero, 9525 Gschwind, El Paso, Tex. Tel: (915) 755-0859. Owner: Jack Hardin.  
Bandstand (see Goldwax).  
Bang, 1650 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-3740. Pres. & A&R: Bert Berns; Gen. Mgr.: Joan Berg; Sales & Mktg.: Bill Darnell; Sales & Promo. Shout Div.: Effie Smith. Labels: Bang, Shout. Tape: Bang, Shout (reel-to-reel) 4-tr. S, licensed to GRT; (cartridge) 4-tr. S, 8-tr. S, licensed to GRT. Int'l reps.: Argentina (Microfon), Australia (Transglobal in NYC), Canada (Allied), France (Barclay), Germany (Metronome in Sweden), Greece (General Publ'g), Italy (Dischi), Japan (Transglobal in NYC), Mexico (Gamma), Netherlands (Transglobal in NYC), New Zealand (Transglobal in NYC), Philippines (Mareco), Scandinavia (Metronome in Sweden), South Africa (Transglobal in NYC), Spain (Hispavox), Turkey (Transglobal in NYC), United Kingdom (Decca).  
Banner, 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 265-7760. Pres.: Manny Wells.  
Banner, 2010 52 St., Lubbock, Tex. Tel: (806) SH 4-5496. Pres. & A&R: Bill C. Crawford; VP: Jimmie Peters; Promo.: Wally Moyers. Labels: Banner, First Addition.  
Banshee (see Jo-Park).  
Bar-Bare (see Lynn's Prod'ns).  
Barclay (see Import/Export/section: Playette, New York, N.Y.; Record & Tape Sales (Barclay-France) New York, N.Y.).  
Barenreiter (see Import/Export section: Record & Tape Sales, New York, N.Y.).  
Baronet (see Premier Albums).  
Baroneza (see Met Richmond Latin Rec. Sales).  
Baroque (see Everest).  
Barry (see Deb-Mor Sales).  
Bart, 79 St. Causeway, 7904 West Dr., North Bay Village, Miami Beach, Fla. 33141. Pres., Pub. & Adv.: Nick Bartell; VP: Steadman Stahl.  
Bartok, 200 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-2896. Pres.: Peter Bartok.  
Barvell (see Zaraks).  
Base, 1930 Woodside Rd., Augusta, Ga. 30906. Tel: (404) 798-4341. Mgr.: Calvin S. Robinson.
- Bat, Box 522, Salisbury, Md. 21801. Pres. & A&R: Joey Wellz; A&R: Ray Vernon; Promo. Consultant: Jesse Fury. Labels: Bat (distributed by Swan), Le Fevre (distributed by Fraternity).  
Battle (see Orpheum Prod'ns).  
Bay Tone (see LaVal).  
Bay View (see Jesse Mason Prod'ns listed under "J").  
Beacon, 518 W. 50th St., New York, N.Y. 10019. Tel: (212) 245-7658. Owner: Joe Davis. Labels: Beacon, Davis.  
Beam (see Paramount).  
Bear, Rt. 1, Box 104, Groveland, Fla. Tel: (305) 429-2098. Owner: Lucile B. Peddy.  
Beckingham (see Epstein Ent's.).  
Bee Jay, Box T, Winter Park, Fla. Tel: (305) 644-4769. Pres.: Eric Schabacker; VP: Bill Vermillion. Labels: Bee Jay, Hype, Toner.  
Beechwood, c/o Wallen Music, 312 Harkleroad Ave., Kingsport, Tenn. 37660 Tel: (615) 245-6026. Owner & Mgr.: Ernest B. Wallen.  
Belholly (see Yorkshire).  
Bell, 1776 Broadway, New York, N.Y. 10019. Tel: (212) 757-6081. Pres.: Larry Urtallo; Sales Mgr.: Irv Biegel; Promo. Mgr.: Dave Carrico. Labels: (owned) Amy, Mala, Bell; (distributed) Audio Arts, Aurora, Big D, Big Top, Dyno-Voice, Elf, Flashback, Goldwax, Hi Camp Adventure, Jed, New Voice, Nite Life, Pala, Round, Sansu, Sphere Sound, Taurus, York. Tape: all labels (reel-to-reel) 4-tr. M & S, licensed to GRT & ITCC; (cartridge) 4-tr. S, 8-tr. S. Int'l reps.: Asia (EMI), Australia (EMI), Canada (Quality), France (EMI), United Kingdom (EMI).  
Bella, 28 King St., Old Saybrook, Conn. Tel: (203) EV 8-3007. Owner & Prod'r: Johnny Di Bella. Labels: Bella, Spectrum. Int'l rep.: Germany (Karl L. Schneider).  
Bellaire, PO Box 125, 500 Bissonet, Bellaire, Tex. 77401. Tel: (713) MO 7-5701. Owner: Donald Janick. Labels: Bellaire, Betty, Bonanza, Chapel, Fun-E, Heidi.  
Belle, Drawer KKK, Denver City, Tex. 79323. Tel: (806) 592-2503. Owner: Lewis Driver.  
Belter (see Kubaney).  
Bengee, 5037 Baltimore Ave., Philadelphia, Pa. 19143. Tel: (215) GR 2-9535. Owner: Tommy Keith.  
Best-Way Sound, 4922 Santa Monica Blvd., Hollywood, Calif. 90029. Pres.: Lawrence R. Herbst Jr. Labels: Best-Way Sound, Herbst.  
Bethlehem (see King).  
Betty, Tex. (see Bellaire).  
Beulah (see McKinnon).  
Bi-Ru (see Bill Rucker Ent. listed under "B").  
BIBLE VOICE, PO Box 3521, Van Nuys, Calif. 91407. Tel: (213) ST 7-5600. Pres.: George Otis; Sales Mgr.: Don Widmark; Adv. Dir.: Jerry Jensen. Labels: Audio Publishers, Bible Voice. Tape: Audio Publishers, Bible Voice (reel-to-reel) 2-tr. M, 4-tr. M, self-mfd.; (cartridge) 4-tr. S, licensed to Muntz; cassette S, 8-tr. S, self-mfd. (SEE ADVERTISE-MENT).  
Bibletone (see Jay-Cher Ent's.).  
Big Beat (see Lynn's Prod'ns).  
Big Bunny, 300 W. 55 St., New York, N.Y. Tel: (212) 246-4982. Pres.: Bunny Jones; VP: Chris Jones.  
Big C (see Jay-Cher Ent's.).  
Big D (see Bell).  
Big Deal (see Dover, La.).  
Big Memphis Sound (see Style Rec. Prod'ns).  
Big Scott, 1819 E. 31 Ave., Denver, Colo. 80205. Tel: (303) 333-8086. Pres.: James C. Scott Sr.; VP A&R: Jim Scott Jr.; VP Sales, Mktg. & Promo.: Charles W. Jones. Labels: Big Scott, Denver.  
Big Style (see Colton Town Jubilee).  
Big Three (see Hawk).  
Big Top (see Bell).  
Big Wheel Prod'ns, 545 Fifth Ave., New York, N.Y. 10017. Tel: (212) MU 7-6865. Pres.: Frank Kocian.  
BiBo, Box 294, 121 E. Main St., Leitchfield, Ky. 42754. Tel: (502) 259-4351. Pres.: Bill Springer. Branch: Jeffersonville, Ind., 2009 Poppy Pl. Mgr.: George Stone. Labels: ARIA ARPA, Apco, BiBo.  
Bill Rucker Ent., 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, Bingo (see Musicart).  
Bird-song (see Cornell Lab. of Ornithology).  
Biscayne, 711 W. 60 St., Chicago, Ill. 60621. Tel: (312) 874-6808. Pres.: William C. Tyson; Pub.: Jerry Mathews. Labels: Biscayne, Southtown, Ty-Do.  
Bismark, PO Box 313, 230 W. Hickory St., Denton, Tex. 76202. Tel: (817) 387-5335. Pres.: George C. Rickrich; VP, Sales & Mktg.: Thomas P. Sims; A&R: Richard Borgens; VP, Promo. & Adv.: Charles Hatchett. Labels: Bismark, Purple Sage.  
Bitoa (see Stereodiddies).  
Black Gold, 605 Chelsea, Memphis, Tenn. 38107. Tel: (901) 523-1190. Owners: Judd F. Wood & Tom Phillips.  
Blaine (see Jay-Gee).  
Blu-J (see Blue Ribbon, Ill.).

continued on page 24





continued

Blue Angel, 4914 Wellsworth Ave., Louisville, Ky. 40216. Tel: (502) 447-0670.  
 Cable: BLUE ANGEL. Pres.: Wesley Daugherty, Mgr.: Patricia Daugherty; Sales Mgr.: Violet Daugherty; Adv.: Darrel Daugherty.  
 Blue Bird of Arkansas, 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) WJ 5-3312. Owners: Russ & Paula Thompson.  
 Blue Hen (see Three Star).  
 Blue Horizon Int'l, PO Box 4096, 716 N. Rentz Ave., Warrington, Fla. 32507. Tel: (904) 456-2695. Pres. & Int'l: Larry L. Stevens; VP & A&R Prod'r: Frank Bradley; A&R Prod'r: Harold Roberts; Sales Mgr.: Samuel J. Williams; Pub. Mgr.: Gale Cooley; Adv. Mgr.: R. C. Etheridge Jr.; Promo. Mgr.: Jim A. Johnson.  
 Int'l branch: Oxelosund, Sweden, Styrbordsvagen 44, Postgiro 619449. Tel: 0155-33047.  
 Cable: ZOOMIMP. Gen. Mgr.: Sven-Ake Hogberg; Promo. & Pub. Mgr.: Lillies Ohlsson.  
 Labels: Blue Horizon Int'l, Seagull.  
 Blue Note (see Liberty).  
 Blue Onion, PO Box 4273, Cleveland, Ohio 44132. Tel: (216) 486-1817. Pres.: Dale L. Davis; VP: Paul R. Miskey.  
 Blue Ribbon, PO Drawer 30, Staunton, Ill. 62088. Tel: (618) NE 5-2510. Pres.: Chaw Mank.  
 Labels: Blue-J, Blue Ribbon.  
 Blue Ribbon, N. Y. (see Premier Albums).  
 Blues Classics (see Arhoolie).  
 Bluestown (see Stop).  
 Bluesway (see ABC).  
 Bo-Bo (see Lynn's Prod'ns).  
 Bocar (see Met Richmond Latin Rec. Sales).  
 Boddie, 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Contact: Mr. Boddie.  
 Labels: Bounty, Luau, Plaid, Royal, Soul Kitchen.  
 Boite a Musique (see Import/Export section: Record & Tape Sales, New York, N.Y.).  
 Bolivar (see Cheatham).  
 Bolo (see ALA Ent's).  
 Bomba Roja (see Record Guild of America).  
 Bonanza (see Bellaire).  
 Bonnie (see Jim Hall Prod'ns listed under "J").  
 Bonnie Bee, 62 Hillside Ave., Somerville, N.J. 08876. Tel: (609) RA 5-9460. Pres.: Bonnie B. King.  
 Booker (see Dover, La.).  
 Boone, US 42, Union, Ky. 41091. Tel: (606) 384-3384. Pres.: Bobby Bobo; Promo. Dir.: Mike Murray.  
 Boot Heel, c/o Commercial Music, 2721 Pine, St. Louis, Mo. 63103.  
 Bornand Music Box, 139 Fourth Ave., Pelham, N.Y. 10803. Tel: (914) PE 8-1506. Pres.: R. C. Bornand; Sec'y: M. Swazey.  
 Boss, Fla. (see Fuller).  
 Boss, 9912 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Contact: Ray Allen.  
 Boss, La. (see Dover, La.).  
 Boss, Mich. (see Super Sonic Sound Prod'ns).  
 Boston, 48 W 22 St., New York, N.Y. 10010.  
 Bounty, N.Y. (see Elektra).  
 Bounty, Ohio (see Boddie).  
 Bowery, PO Box 713, Del Mar, Calif. Tel: (714) 755-2156. Owner: Oliver H. Williamson. (distributed by Artists Life).  
 Bowie (see Tynar).  
 Boyle-Conway, 544 Rhode Island Ave., Bricktown, N.J. Tel: (201) 899-8635. Owner & Sales Mgr.: Thomas Boyles; Country A&R: Albie Hulse; Teen A&R: Ethel Hulse; Promo. Mgr.: Betty Boyles.  
 Labels: Granite, Spark, Surf. (distributed by Celtic Rec'g Prod'ns).  
 Brandes (see Mayhams Collegiate).  
 Break-Away, Glacier Star Rt., Deming, Wash. 98244. Tel: (206) 599-8297. Pres.: Jim Zender.  
 Brian Ross Prod'ns (see Associated Prod'ns Int'l).

**BRITE STAR RECORD PROMOTIONS**

National Promotion-Distribution Arranged-Label Contacts-TV Radio Coverage-Booking Agents Contacts-Newspaper Publicity, Etc. Brite Star, Newbury, Ohio 44065 (216) JO 4-2211. Brite Star, 209 Stahlman Building, Nashville, Tenn. (615) 244-4064.

Bright Star, 3234 W. Roosevelt, Chicago, Ill., 60624. Tel: (312) 826-8026. Pres.: W. J. Barney.  
 Labels: Bright Star (distributed by Atlantic), Four Brothers (distributed by Atco).  
 Brit (see Atco).  
 Britania (see Abnak Music Ent's).  
 Brite-Star, PO Box 56, Downtown, Newbury, Ohio 44065. Tel: (216) JO 4-2211. Mgr.: Tex Clark; Pub. Dir.: Judy Parker; Promo. Mgr.: Joey Sasso; Int'l: Jack Greene.  
 Branches: Lakeland Fla., PO Box 281. Tel: (813) 686-0150. Mgr.: Gerry Nicks.—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.  
 Britestar, PO Box 825, Bloomington, Ind. 47401. Pres.: Red Wiseman; Gen. Mgr. & A&R: Ray Guycy.  
 Int'l rep.: United Kingdom (Greenbuck Dist.).  
 British American Int'l (see BAI).  
 Broadmoor (see Dover, La.).  
 Broadside (see Pioneer Rec. Sales).

Broadway (see Sue).  
 Bronco, Calif. (see Stereo-Fi Corp. of Calif.).  
 Bronco, Tex. (see Falcon).  
 Bronjo (see Seeco).  
 Bronze (see Lynn's Prod'ns).  
 Brook-lyn (see Atco).  
 Brothers, 9000 Sunset Blvd., Suite 808, Los Angeles, Calif. 90069. Tel: (213) 274-8671.  
 Admin.: David Anderle.  
 Bruno, Hi-Fi, PO Box 365, Wilton, Conn., 06897. Tel: (203) 847-2311. NYC Tel: (212) CY 5-2272.  
 Pres.: Bruno G. Ronty.  
 Brunswick (see Decca).  
 Int'l reps: (see Coral).  
 Bryte (see Brite-Star).  
 Buckboard, 10400 Gloria Pl. N.E., Albuquerque, N.M. 87112. Tel: (505) 299-9319. Sales: M. J. Elliott; Promo. & Prod'n: M. J. Elliott & Chris Arleth.  
 Labels: Buckboard, Pueblo.  
 Buddha (see Kama Sutra).  
 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.  
 BUDGET SOUND, 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel: (213) 849-4671. Cable: BUD-SOUND. Pres. & Adv. & Int'l: Al Sherman; Gen. Mgr., Sales & Mktg., Pub. & Promo.: Ricardo Ceja; A&R: David L. Miller.  
 Labels: Alshire Presents, Aria Senza Voce, Audio-Spectrum, Azteca, Paloma, Somerset, Stereo-Fidelity.  
 Tape: Alshire, Somerset, Stereo-Fidelity (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) cassette M & S, 4-tr. M, 8-tr. S, licensed to Aura Sonic.  
 Int'l reps: Angola (Gallo), Australia (Astor), Austria (Miller Int'l), Belgium (Vogue), Burma (Pye), Canada (Arc Sound), Central Africa (Gallo), China (Nippon Columbia), Costa Rica (Orfeon-Videovox), El Salvador (Orfeon-Videovox), Finland (Pye), France (Vogue), Germany (Miller Int'l), Greenland (Pye), Guatemala (Orfeon-Videovox), Honduras (Orfeon-Videovox), Iceland (Pye), India (Pye), Ireland (Pye), Israel (Pye), Italy (Bluebell), Japan (Nippon Columbia), Kenya (Gallo), Mexico (Orfeon-Videovox), Mozambique (Gallo), Netherlands (Pye), Norway (Pye), Okinawa (Nippon Columbia), Pakistan (Pye), South Africa (Gallo), South Korea (Nippon Columbia), Spain (Sonopal), Switzerland (Vogue), Tanzania (Gallo), Uganda (Gallo), United Kingdom (Pye). (SEE ADVERTISEMENT)  
 Buena Vista (see Disneyland).  
 Buff, Delevan, N.Y. 14042. Tel: (716) 492-2623. Pres.: Art Dedrick.  
 Burchten (see Style Rec. Prod'ns).  
 Button (see Audiofax).  
 Byron, 607 W. Estes Ave., Midland, Tex. 79701. Tel: (915) MU 2-9636. Pres.: Byron Barber.

**C**

C B C Ent's, Western Hills Plaza, Suite 201, Cumming & 44 St., Omaha, Neb. 68131. Tel: (402) 558-6709. Pres.: Scott A. Cameron; VP: Charles N. Canuso.  
 Labels: Applause, J&T, MMC, Sea-Mist.  
 C B G, PO Box 666, Montebello, Calif. Tel: (213) 728-7553. Pres.: Charles B. Gallegos.  
 C B S (see Columbia).  
 C B S imports (see Import/Export section: Dance Rec., McLean, Va.).  
 C C M Prod'ns, 1232 Cambridge St., Cambridge, Mass. 02139. Tel: (617) 491-1360. Pres.: Henry Crivelli; Exec. VP: Samuel A. Cammarata; VP, Sales & Mktg.: R. Joseph Melino; VP, Promo.: Jack Kenny; A&R: Ray Fournier; Pub. Dir.: Alan L. Locke; Adv.: Interstate Adv'g of Boston.  
 Labels: Astor, Durant.  
 Int'l rep.: Canada (Quality).  
 C F P (see Fuller).  
 C J, 4803 Indiana Ave., Chicago, Ill. 60615. Tel: (312) AT 5-1616. Pres.: Carl Jones.  
 Labels: CJ, Colt, Firma.  
 C O R I (see Continental Rec'g Inc.).  
 C P MacGregor (see listing under "M").  
 C R (see Jay-Cher Ent's).  
 C R I (see Composers Rec'g Inc.).  
 C R P (see Celtic Rec'g Prod'ns).  
 C Y E, 13248 Linwood Ave., Detroit, Mich. 48238. Tel: (313) TO 5-8669. Pres.: Richard Dunkel; VP: Elma Hedricks; Sec'y & Spirituals A&R: Rev. Columbus Mann; Sales & Mktg. Dir.: Thomas Mutter; Pub., Adv. & Promo.: Charles S. Gray.  
 Ca-Jo, 4817 Hollywood Rd., College Park, Md. 20740. Tel: (301) 474-6500 ext. 2232 & 935-0029. Owner: John G. Croff.  
 Cab, PO Box 620, New York, N.Y. 10027. Tel: (212) KI 2-4646. Mgr.: Camille E. Hodge.  
 Labels: Cab, Camille.  
 Cabot (see Ambassador, N.J.).  
 Cadet (formerly Argo), 2120 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 225-2770. Cable: CHESREC. Pres.: Philip T. Chess; A&R: Esmond Edwards; VP Sales & Mktg.: Dick LaPalma; Pub.: Bill Hegner Assoc.; Adv.: Mar-Ken Ent's.; VP Int'l: Marshall Chess.  
 Branch: Los Angeles, Calif., 1607 El Centro. Zip: 90028. Tel: (213) 462-4950. Sales & Promo.: Paul Gayten. (see Chess & Checker).  
 Cadet, PO Box 36, Burnett, Wis. Tel: (414) 689-2215. Pres.: Don Peachey.

Cadillac, 5966 Lakeview, Detroit, Mich., 48213. Tel: (313) 824-3432. Mgr.: Graham Prince.  
 Caedmon, 505 Eighth Ave., New York, N.Y. 10001. Tel: (212) LW 4-3122. Cable: CAEDMON. Pres. & A&R: Marianne Mantell; Int'l Pres. & A&R: Barbara Holdridge; Sales: Bob O'Brien.  
 Labels: Caedmon, Shakespeare Rec'g Society, Theatre Rec'g Society.  
 Int'l reps: Australia, Europe, New Zealand, South Africa, United Kingdom (all Philips).  
 Cafe (see Garrawak Music—Cash Prod'ns).  
 Cairophon (see Capitol Imports).  
 Caldwell (see Jamie/Guyden Dist. Corp.).  
 Calico (see Laurie).  
 California (see Contemporary).  
 California Artists, PO Box 3374, Fresno, Calif. Tel: (209) 266-9570. Pres.: Ray Camacho.  
 Branch: El Paso, Tex. 520 Ben Swain. Contact: B. R. Reyes.  
 Calla Ent's., 1631 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-9880. Pres.: Nate McCalla; VP: Jerry Shifrin; Promo.: Ronnie Proctor.  
 Labels: (owned) Attack, Calla, Moonshot; (distributed) Mayfield.  
 Calten Rec. Prod'ns, 3635 Allandale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640. Pres. & Adv.: Cecil Caldwell; VP, Pop A&R & Pub.: Style Wooten; VP Classical A&R & Promo.: James E. Caldwell; Sales & Mktg.: Rosemary Caldwell.  
 Camaro Music Prod'ns, 3187 Mack Ave., Detroit, Mich. 48207. Tel: (313) 567-6300. Pres.: Edward Larkins.  
 Labels: Highway to Hits, Lark, Ron, Sonny.  
 Cambridge, 473 Washington St., Wellesley, Mass. 02181. Tel: (617) 235-3557. Pres.: Charles P. Fisher.  
 Camden (see RCA Victor).  
 Cameo-Parkway, 309 S. Broad St., Philadelphia, Pa. 19107. Tel: (215) KI 5-1140. Cable: CAMPARK. Pres.: Al Rosenthal; VP: Neil Bogart; A&R Co-ord.: Earl Shelton; Promo. Mgrs.: Cecil Holmes & Marty Thau.  
 Branch: New York, N.Y., 250 W. 57th St. Zip: 10019. Tel: (212) JU 6-3120. Prof. Mgr. & Pub. Dir.: Bob Reno.  
 Labels: Cameo, Chariot, Fairmount, Good Time, Little World, Majorette, Parkway, Pentagon, Puzzle, Romper Room, Sentar, Showplace, Tomorrow, Winchester, Windy C, Wonder, Wyncote.  
 Camille (see Cab).  
 Campbell & Baker, 4248 E. Campbell Ave., Phoenix, Ariz. 85018. Tel: (602) 265-8044. Bd. Chm. & Pres.: Scott G. Campbell.  
 Labels: Kachina, Krud, Reuben, Sloop.  
 Campe (see Parnaso).  
 Campus Rec'g, Studio City, Calif. (see Kaydan).  
 Campus Recs., PO Box 824, Universal City, Calif. 91608. Pres. & A&R Prod'r: Richard Shepp.  
 Canaan (see Word).  
 Canadian American, Box 1755, Grand Forks, N.D. 58201. Pres.: Leonard Zimmer.  
 Labels: Amcan, Canadian American.  
 Canary, PO Box 1336. Zip: 94064; 1021 Woodside Rd., Redwood City, Calif. 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. Exec. Sec'y: Muriel Less.  
 Int'l reps: Ireland (Emerald), United Kingdom (Emerald).  
 Canary, N.C. (see Elvitruel).  
 Canary, 439 Brewer Dr., Nashville, Tenn. 37211. Tel: (615) 832-5660. Exec. Prod'r: J. C. Rhoton Jr.  
 Labels: Canary, PRC.  
 Cantagallo Int'l, c/o Zissu, Marcus & Stein, 292 Madison Ave., New York, N.Y. Tel: (212) MU 3-0966. Pres.: Dr. Karl H. Busse; Int'l Mgr.: Carlo Fedier.  
 CANTERBURY, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-0754. Pres.: Ken Handler; VP & Sales: Bobby Crawford. (SEE ADVERTISEMENT)  
 Cantor (see Adaire).  
 Capa, 803-R Government St., Mobile, Ala. 36602. Tel: (205) HE 3-3941. Pres.: James A. Whiting.  
 Capitol, 1750 N. Vine St., Hollywood, Calif., 90028. Tel: (213) 462-6252. Cable: CAPRECORDS. Bd. Chm. & Chief Exec. Officer: Glenn E. Wallichs; Pres.: Alan W. Livingston; Capitol Dist. Corp. Pres.: Stanley M. Gortikov; VP A&R: Voyle Gilmore; VP & Nat'l Sales Mgr.: William B. Tallant Jr.; VP & Nat'l Mds'g Mgr.: Brown Meggs; Pop Album Mds'g Mgr.: Jack Schnyder; Pop LP Sales Mgr.: Rocco Catena; Pop Singles Mds'g Mgr.: Ken Mansfield; Pop Singles Sales Mgr.: Maury Lathowers; Western Pres Mgr.: Ron Tepper; Int'l: Richard Rising.  
 Branch: New York, N.Y., 1290 Ave. of the Americas, Rm. 3214. Zip: 10019. Tel: (212) PL 7-7470. Eastern Ops. Dir.: Thomas Morgan; A&R: Roy Batachou; Press: Christie Barter.  
 Labels: Anael, Capitol, Capitol Imports, Capitol Records Int'l, Melodiya (Reel-to-reel), Tower.  
 Tape: Anael, Capitol (anael-to-reel) 4-tr. S, self-mfd.; (cartridge) 8-tr. S, self-mfd.; 4-tr. licensed to Muntz.  
 Int'l reps: Argentina (Musica Argentina y Internacional), Australia (EMI), Austria (Columbia), Belgium (Gramophone), Brazil (EMI), Chile (EMI-Odeon), Colombia (Columbia de Discos), Costa Rica (INDICA), Denmark (Skandinavis), Finland (R. E. Westerlund), France (LIME Pathe

continued on page 26



# THE BIGGEST LITTLE CATALOG

continued

- Marconi), Germany (Electrola), Greece (Columbia), India (Gramophone), Ireland (Gramophone), Italy (Voce del Padrone), Jamaica (Gloken), Japan (Toshiba), Mexico (Musart), Netherlands (Bovema), New Zealand (HMV), Norway (EMI), Pakistan (Gramophone), Peru (EMI), Philippines (Mareco), Portugal (Valentim de Carvalho), South Africa (EMI), Spain (Odeon), Sweden (Skandinavisk Odeon), Switzerland (Musikvertrieb), Turkey (Gramofon Turk), United Kingdom (EMI), Uruguay (Ricardo y Rodolfo Gioscia), Venezuela (Fabrica Venezolana).
- Capitol de Discos, Mexico (see Capitol Imports).  
Capitol Imports, Capitol Recs. Int'l Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) PL 7-7470. Cable: CAPRECORDS. VP & Gen. Mgr.: Richard J. Rising; Import Dir.: Arthur D. Duncan; A&R: Robert H. Reid.  
Branch: Hollywood, Calif., 1750 N. Vine St. Zip: 90028. Tel: (213) 462-6252.  
Labels: Caiphon, Capitol de Discos (Mexico), Ducretel-Thomson (France), Odeon (Argentina, China, Denmark, France, Germany, Greece, India, Italy, Spain, United Kingdom), Parlophone (Italy, United Kingdom), Pathe (France, Italy), Regal (Italy, Spain), Toshiba (Japan), Villar (Philippines), Voix du Liban, Voix de l'Orient, Waverly.
- Capitol Records Int'l (see Capitol).  
Caprice, 1619 Broadway, Suite 514, New York, N.Y. 10019. Tel: (212) CI 5-1249. Contacts: Frank Stanton & Andy Badale.  
Caprice, Tex. (see Vandian).  
Captain (see Golden State Rec's).  
Cargo (see Rush).  
Carib (see Caribbean Folk Music).  
Caribbean Folk Music, PO Box 748, Miami Springs, Fla. 33166. Tel: (305) 885-3738. Pres.: Patricia V. Jacobs.  
Home office: Bahamas, PO Box 174, Nassau. Tel: 28784. Cable: TROPICAL.  
Labels: Carib, Famo, Island Artists, Westindy.
- Carl (see Jake's Music Shop).  
Carla (see Atco).  
CARNIVAL, 24 Branford Pl., Newark, N.J. 07102. Tel: (201) 623-3328. Pres.: Joseph J. Evans; Sales & Mktg.: Louise E. Fleming.  
Labels: Carnival, Chadwick. (SEE ADVERTISE-MENT)
- Carol (see Sims).  
Carpenter (see Platt).  
Carriage, 2702 Fairfield Ave., Fort Wayne, Ind. 46807. Tel: (219) 456-1903. Mgr.: R. A. Steinke.  
Carsan, PO Box 19024, Houston, Tex. 77024. Tel: (713) MO 7-2362. Pres.: Edward C. Benjamin.  
Paul Carson (see Alma).  
Carvier (see Met Richmond Latin Rec. Sales).  
Casa Grande, PO Box 113, 6 Carter Pl., Woburn, Mass. 01802. Tel: (617) 933-1474. Prop. & Gen. Mgr.: Frank P. Pappalardo; PR: Jeanne McCarthy; Music Dept.: Steve Dinani; Pub. Adviser: Mary DeConto.  
Labels: Casa Grande, Don-Mar, Shawmut.
- Casark (see Georden Rec. Prod'ns).  
Casual (see Lotassco).  
Cathay, 5 Mary St., Rittman, Ohio 44270. Tel: (216) 925-1518. Pres.: Willard Gasser; Mgr.: Kathay Whitney.
- Cavalcade (see Country/Politan).  
Cee-Jam (see Atco).  
Celest, 855 Majestic Ave., Norfolk, Va. 23504. Tel: (703) 627-4037. Owners, Sales & Mktg.: Ralph B. Brickers Jr. & Nettie C. Brickers; Pop A&R: Ralph Marteen; Classical A&R: Phillip Butts; Pub.: Lewis McMillan; Adv.: Tomas T. Brickers.  
Celestial, PO Box 1563, Hollywood, Calif. 90028. Tel: (213) 876-2403. Contact: Art Benson.  
Celtic Rec'g Prod'ns, 1157 Julia St., Teaneck, N.J. 07666. Tel: (201) 833-2431. Pres.: Edward F. Conway; VP, Gen. Mgr. & Int'l: Edward F. Conway Jr.; A&R Dir.: Ed Daniels.  
Labels: (owned) CRP, Ebbtide, Julia, Starfire, Swingline; (distributed) Boyle-Conway, Granite, Hastings, Spark, Surf.  
Int'l reps.: Canada (Quality), Julia distributed throughout the world by 20th Century-Fox. All other Transglobal in NYC.
- Centaur, 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) FA 8-4649 & BE 5-4229. Pres.: Martha B. Pitoni; Gen. Mgr. & Pop A&R Prod'r: Ven Pitoni; Sales & Mktg., Pub. & Promo. Mgr.: Marv Steffey; Adv.: Dennis Majzak.  
Labels: Centaur, Jingle, Sea-King.  
Int'l reps.: New Zealand (Peak).
- Center City (see McKinnon).  
Century 21, PO Box 10795, Charlotte, N.C. 28201. Tel: (704) 333-0431. Pres.: Curtis Horty.  
Labels: Century 21, Contour.
- Cetra (see Import/Export section: Playette, New York, N.Y.).  
Cetra Opera Series (see Everest).  
Chadwick (see Carnival).  
Chalice (see Stax).  
Challenge, 9220 Sunset Blvd., Suite 312, Los Angeles, Calif. 90069. Tel: (213) 273-6860. Pres., A&R & Int'l: Joe E. Johnson; VP & Sales: Melvin J. Bly.  
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, 829 E. Vernon, Los Angeles, Calif. 90001. Tel: (213) 295-6071. Contact: Ann Lacoste.  
Chancellor, 116 Central Park South, New York, N.Y. 10019. Tel: (212) CI 6-3811. Mgr.: Stanley Polley.  
Changes (see Arholite).  
Channel Prod'ns, 6018 Henderson St., Chicago, Ill. 60634. Tel: (312) 283-0318. Pres.: R. N. Anderson.  
Label: Channel.
- Chanson, 410 N. First, Pulaski, Tenn. 38478. Tel: (615) 363-1780. Pres. & A&R: James Brown.  
Labels: Chanson, JBP, Tee Vee.  
Chant du Monde (see Import/Export section: Playette, New York, N.Y.).  
Chante, 10 W. Camden Ave., Moorestown, N.J. 08057. Tel: (609) BE 5-9699. Pres: Louis Alfieri; Pop A&R: Charles Pinto; Promo: Howard Anderson.  
Chapel (see Bellaire).  
Charay (see Jamie/Guyden Dist. Corp.).  
Charlot (see Cameo-Parkway).  
The Charlots (see Gospel Prod'ns).  
Charles (see Genuine).  
Chart, 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-7708. Pres. & A&R: Ott Stephens; VP, Sales, Adv. & Pub.: B. L. Williamson; Promo.: Mirl Williamson.  
Labels: (owned) Chart, Great; (distributed) Spinner, Tiara.  
Int'l reps.: Canada (Quality), Germany (Cornet), Ireland (Emerald).
- Chartbound, 721 Fulton Bldg., Pittsburgh, Pa. 15222. Tel: (412) 261-5918. Contacts: Joe Rock & Bill Servick.  
Labels: Chartbound, 888.  
Chartbuster, 1203 28 St. N.W., Washington, D.C. Tel: (202) 333-6646. Pres., Sales & Mktg.: Int'l: Bobby Poe; VP, Pub. & Adv.: Mitch Corday; A&R: Bobby Poe & Vernon Sandusky; Promo.: Alan White & Jack Dabney.  
Labels: Chartbuster, Kansoma, Manchester, Soultime, Top Forty.
- Chase (see Rainbow).  
Chattahoochee, 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-5021. Pres.: Ruth Conte.  
Cheatham, 2016 N. Prairie Ave., Dallas, Tex. 75204. Tel: (214) TA 6-5286. Pres.: J. R. Cheatham; VP: Tom O'Neal.  
Labels: Bolivar, Cheatham.
- Checker (see Chess & Checker).  
Checkmate, New York (see Elektra).  
Checkmate Prod'ns, PO Box 1493, Amarillo, Tex. 79105. Tel: (806) FL 6-3350. Pres. & Adv.: Ray Ruff; A&R: Marty Cooper.  
Label: Ruff.
- Chelsea, 289 Third Ave., New York, N.Y. 10010. Tel: (212) OR 9-5089. Pres.: Frank Allen.  
Chelten (see Rainbow).  
Cherokee, 5610 Bella Dr., Rubidoux City, Calif. 92509. Tel: (714) 683-0771. Pres.: L. Ray Duane; VP: Andy Anderson.  
Cherokeeland (see Jay-Cher Ents.).  
Cherry (see Fuller).
- Chess & Checker, 320 E. 21 St., Chicago, Ill. 60616. Tel: (312) 225-8802. Cable: CHESREC. Pres.: Leonard Chess; VP: Phil Chess; VP & Int'l: Marshall Chess; A&R Dir.: Billy Davis; VP, Sales, Mktg. & Promo.: Max Cooperstein; Pub.: Bill Hegner Assocs.; Adv. & LP Dir.: Dick LaPalin; Promo.: Jerry Massy.  
Branch: Los Angeles, Calif., 1607 El Centro. Zip: 90028. Tel: (213) HO 2-4950. Promo.: Paul Gayten.  
Labels: (owned) Cadet, Checker, Chess; (distributed) KR, St. Lawrence, Thomas.  
Type: Cadet, Checker, Chess (reel-to-reel) 4-tr. M & S, licensed to Musicstapes; (cartridge) 4-tr. M & S, 8-tr. S, self-mfd. also licensed to GRT & Muntz.  
Int'l reps.: Argentina (Microfon), Australia (Australian Rec.), Belgium (Arlone), 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), Japan (Cosdel), Mexico (Gamma), Netherlands (Arlone), Philippines (MICO), Singapore (Cosdel), South Africa (Teal), Spain (His-pavox), Sweden (Sonet), United Kingdom (Pye).  
Chesterfield, 448 S. Hill St., Los Angeles, Calif. 90015. Tel: (213) MA 8-7062. Pres.: Virginia Richmond.  
Labels: Chesterfield, Vegas.
- Chestnut (see Don-EI).  
Chi Ro (see Sound).  
Chico (see APCO).  
Chick, 4239 Lee Ave., St. Louis, Mo. 63115. Tel: (314) JE 1-1323 & EV 9-1712. Pres.: Chick Finney.  
Chico (see Rio Grande Music).  
Chicory (see Claridge Music).  
Children's Rec. Guild (see The Franson Corp.).  
Chili (see MRM).  
Christian Faith (see Sing).  
Chroma, 7-11 E. Genesee St., Auburn, N.Y. Tel: (315) 253-5380. Owners: Frank Mucedola & Fred G. Mammoliti.  
Chuckie, PO Box 3, Belen, N.M. 87002. Tel: (505) 864-7172. Pres.: Richie Johnson.  
Chytowns (see Jerma).  
Circus (see Audiofax).  
Cisne (see S&R).  
Citadelle (see Art).
- Claridge Music, 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) HO 9-8149. Pres.: Frank C. Slay Jr.  
Labels: Chicory, Claridge, Southern Sound, XYZ.  
Int'l reps.: Canada (Quality), New Zealand (Peak), United Kingdom (Polydor).
- Clark (see Nugget).  
Classic Editions (see Music Minus One).  
Clay Eager Prod'ns, 134 N. Columbus St., Lancaster, Ohio 43130. Tel: (614) 653-5599. Pres.: Wilbur C. Eagy; Exec. Sec'y: Helen Jo Eagy.  
Labels: Jordan, Karl, SFC.
- Clements Ents., 728 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-6679. Pres.: Zeke Clements.  
Branch: Lansing, Ill., 3656 Madison St.  
Label: Gold Standard.
- George Clements Prod'ns (see listing under "G").  
Climax, Ind. (see J&J).  
Climax, 31 Fieldstone Dr., Livingston, N.J. 07039. Tel: (201) 992-4540. Chm., Sec'y: Hal Kanner.  
Branch: New York, N.Y. 200 W. 57 St. Zip: 10019.
- Clique, c/o ABH Prod'ns, PO Box 127, Florian, La. 71429. Tel: (318) 586-3865. Owner & Gen. Mgr.: K. W. Hopkins.
- Clover Ents., 315 S. Beverly Dr., Suite 211, Beverly Hills, Calif. Tel: (213) 273-4664. Exec. Admin.: Peter R. Brooke.  
Label: Clover.
- Clown, 1329 Pacific St., Brooklyn, N.Y. 11216. Tel: (212) HI 3-0697. Pres.: C. A. Pruitt; A&R: Neal Tate; Sales, Mktg. & Promo.: Sam Pruitt; Pub. & Adv.: Barbara Scher.  
Int'l rep.: Canada (Quality).
- Co & Co, 1623 Blvd. of the Allies, Pittsburgh, Pa. 15219. Tel: (412) 391-3973. Pres.: Herbert S. Cohen.  
Cobra (see Epstein Ents.).  
Coda (see Spanish Music Ctr.).  
Coed, 1619 Broadway, New York, N.Y. 10019. Tel: (212) JU 2-3050. Pres.: George Paxton; A&R: Fred Weismantel; Sales: Bettye Marx.
- Colgems, 711 Fifth Ave., New York, N.Y. Tel: (212) PL 1-4400. VP: Emil La Viola; Bus. Affairs Dir.: Irwin Z. Robinson (distributed by RCA).  
Branch: Hollywood, Calif.: 7033 Sunset Blvd. Tel: (213) 469-8371. VP: Lester Still.  
Tape: (cartridge) 8-tr. S, licensed to RCA Victor.
- Coliseum (see London).  
College, 94 State St., Northampton, Mass. Tel: (413) 584-4431. Pres.: Raymond J. Perry.
- Colonial, N.Y. (see Met Richmond Latin Rec. Sales).  
Colonial, 503 W. Franklin St., Chapel Hill, N.C. Tel: (919) 967-7040. Mgr.: Orville B. Campbell.  
Colonial Latin, 170 E. El Repetto Dr., Monterey Park, Calif. 91754. Tel: (213) 283-2221. Owner: Manuel S. Acuna.  
Int'l rep.: Mexico (Discos Musart).
- Colorful (see Robbins).  
Colosseum, PO Box 365, Wilton, Conn. 06897. Tel: (203) 847-2311. Pres.: Bruno Ronty. NYC Tel: (212) CY 5-2272.
- Colt (see CJ).
- COLUMBIA, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Cable: COLRECORD. VP & Gen. Mgr. CBS Recs. Div.: Clive J. Davis; Admin. VP CBS Recs. Div.: Walter Dean; VP Columbia A&R & Special Prods. CBS Recs. Div.: William P. Gallagher; VP Optrs. CBS Recs. Div.: Albert Earl; VP Mktg. CBS Recs. Div.: Bill Farr; VP CBS Recs. Mktg. Admin.: Jack Loetz; Mds'g Dir.: Bruce Lundvall; Adv. Dir.: Dom Cerulli; Audio Prods. & Accessories Dir.: J. J. Harris; Columbia label Sales Dir.: Don England; Columbia label Nat'l Promo.: Tom Noonan; Press & Public Info. Dir. CBS Recs. Div.: Robert Altshuler; Masterworks A&R Columbia label Dir.: John McClure; VP & Gen. Mgr. CBS Int'l Div.: Harvey L. Schein; VP Columbia Rec. Prod'ns: Cal Roberts; VP Columbia Special Prods.: Al Shulman.  
Branches: Los Angeles, Calif. (A&R) 6121 Sunset Blvd., Zip: 90028. Tel: (213) HO 6-2481. Exec. A&R Prod'r: Jack Gold; (Sales) 6922 Sunset Blvd. Zip: 90028. Tel: (213) HO 6-2481.—Chicago, Ill., 2240 N. Milwaukee Ave. Zip: 60647. Tel: (312) HU 6-4700.—Nashville, Tenn., 804 16 Ave. S. Tel: (615) 242-0337.  
Labels: (owned) CBS, Columbia, Crossroads, Date, Epic, Harmony, Odyssey, Okeh; (distributed) Ode.  
Tape: (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) 4-tr. S, 8-tr. S, self-mfd.  
Int'l reps.: Argentina (CBS), Australia (Australian Recs.), Austria (CBS), Belgium (CBS), Bolivia ("Discolandia" Dueri), Brazil (CBS), Canada (Columbia), Central America: British Honduras, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama (INDICA, Costa Rica), Chile (Goluboff), Colombia (CBS), Denmark (Nordisk Polyphon), Ecuador (Emporio Musical), Finland (Oy Finnlevy), France (CBS), Germany (CBS), Greece (Music-Box), Hong Kong (Colonial Trading), Israel (CBS), Italy (CBS), Japan (Nippon Columbia), Malaysia (Hup Hup, 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), Sweden (Philips-Sonora), Switzerland (CBS), United Kingdom (CBS), Uruguay (Sondor), Venezuela (La Discoteca). (SEE ADVERTISEMENT)

continued on page 28

# THE NEW YORKERS



**"... they're like a breath of fresh air"**

current release

**"MR. KIRBY" b/w "SEEDS OF SPRING"**

SCEPTER RECORDS

A JERDEN PRODUCTION BY Jim Baile

DIRECTION

**RECORD ARTIST  
MANAGEMENT, INC.**

971 THOMAS ST.  
SEATTLE, WASHINGTON

PUBLIC RELATIONS

**CONTEMPORARY  
PUBLIC  
RELATIONS**

9100 SOUTHWEST BLVD.  
LOS ANGELES, CALIF.

continued

- Columbia (see Met Richmond Latin Rec. Sales).  
Columbus, 30 Nashua St., Woburn, Mass. Tel: (617) 935-4700. Pres.: Robert D. Levinson; VP: Barry Richards; VP & A&R: William L. Walsh.  
Labels: Columbus, Minute Man.  
Combo (see Goldmont).  
Comedie Francaise (see Everest).  
Comet (see Goldmont).  
Command, 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. Pres.: Larry Newton; VP & Gen. Mgr.: Loren Becker; A&R Dir.: Robert Byrne; Sales Mgr.: Charles Trepel; Promo. Dir.: Steve Goldstein; Adv.: Victor & Richards Agency; VP Int'l: Dave Berger.  
Labels: Command, Command Classics, Grand Award. (see ABC).  
Type: Command, Grand Award (reel-to-reel) 2-tr., 4-tr. M & S, self-mfd, also licensed to Ampex, ITCC; (cartridge) 2-tr., 4-tr. S, 8-tr. S, self-mfd.  
Int'l reps.: Argentina (Prodisa), Australia (Festival), Austria (Deutsche Grammophon), Belgium (Anvers Radio), Canada (Sparton), Central America (INDICA in Costa Rica), Colombia (Discos Orbe), Denmark (Deutsche Grammophon), Finland (Deutsche Grammophon), France (Pathe Marconi), Germany (Deutsche Grammophon), Hong Kong (Festival), Israel (Hed-Arzi), Italy (Voce del Padrone), Japan (King), Mexico (Gamma), Netherlands (Deutsche Grammophon), New Zealand (Festival), Norway (Deutsche Grammophon), Peru (Distribuidora Peruana), Philippines (Mareco), Singapore (Colonial Trading), South Africa (Teal), Spain (Hispanovox), Sweden (Deutsche Grammophon), Switzerland (Deutsche Grammophon), United Kingdom (EMI).  
Command Classics (see Command).  
Compass, 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 581-0210. Cable: COMPDISC. Pres.: Michael Kapp.  
Compose (see Ambassador, N.J.).  
Composers Rec'gs Inc. (CRI), 170 W. 74 St., New York, N.Y. 10023. Tel: (212) TR 3-1250.  
Concert (see Heart Warming).  
Concert-Disc (see Everest).  
Concertapes (see Everest).  
Congaree (see Cool Air Prod'ns).  
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.), 160 Passaic Ave., Kearny, N.J. Tel: (201) WY 8-8181; NYC Tel: (212) LW 4-0891. Gen. Mgr.: Henry S. Rosenberg.  
Labels: Artia, Connoisseur, MK, Panda, Parliament, Urania.  
Conquest (see Repeat).  
Conrose (see Conn).  
Console (see Supreme).  
Constellation, 1421 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) 939-2416. Pres. & Sales: Ewart G. Abner Jr.; A&R: George Sharp; Int'l: Arthur Sheridan.  
Int'l reps.: Aden (Transglobal in NYC), Austria (Karusel), Burma (Cosdel, Transglobal in NYC), Cambodia (Cosdel), China (Cosdel), Cyprus (Transglobal in NYC), Eire (Transglobal in NYC), Germany (Karusel), Gibraltar (Transglobal in NYC), Guam (Cosdel), Hong Kong (Cosdel), Iceland (Transglobal in NYC), India (Transglobal in NYC), Indonesia (Cosdel), Iran (Transglobal in NYC), Iraq (Transglobal in NYC), Israel (Transglobal in NYC), Japan (Cosdel), Jordan (Transglobal in NYC), Kenya (Transglobal in NYC), Laos (Cosdel), Lebanon (Transglobal in NYC), Macao (Cosdel), Malaysia (Cosdel), Malta (Transglobal in NYC), Okinawa (Cosdel), Pakistan (Transglobal in NYC), Philippines (Cosdel), Scandinavia (Karusel), South Africa (Transglobal in NYC), South Korea (Cosdel), South Viet Nam (Cosdel), Switzerland (Karusel), United Arab Republic (Transglobal in NYC), United Kingdom (Transglobal in NYC).  
Contact, c/o Music Sales Corp., 33 W. 60 St., New York, N.Y. 10023. Tel: (212) CI 6-0325. Cable: AMSCONMUS. Pres. & A&R: Herbert H. Wise; VP, Sales & Mktg.: Robert Wise.  
Contemporary, 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.  
Continental, Webster, Mass. (see Record Corp. of New England).  
Continental Rec'g Inc., 12 Irving St., Framingham, Mass. 01701. Tel: (617) 879-2430. Pres.: Leo Daniel Flynn; Sales Mgr.: Roland J. Boucher Jr.; PR Mgr.: John F. Flynn; Adv. Mgr.: Douglas Ashworth; Promo.: Walter C. Verney.  
Label: CORI.  
Contour, PO Box 1153, San Carlos, Calif. 94070. Tel: (415) 365-2917. Owners: Brian K. Gardner & George Dipaola.  
Contour, N.C. (see Century 21).  
Control, c/o Mascot Prod'ns, 1721 N. Vermont Ave., Los Angeles, Calif. 90029. Tel: (213) 662-4373. Pres.: Harry Maselow.  
Conversaphone Institute, 225 W. 34 St., New York, N.Y. 10001. Tel: (212) 695-5386. Pres.: Alfred Z. Owen.  
Cook Labs., 101 Second St., Stamford, Conn. 06095. Tel: (203) 348-7578. Pres.: Emory G. Cook.  
Cookin', 1136 Columbus Ave., Boston, Mass. 02120. Tel: (617) 445-3550. Pres.: Jack Sager.  
Cool Air Prod'ns, 1517 Double Branch Rd., West Columbia, S.C. 29169. Pres. & Adv.: Mrs. Enola Mae Stevens; VP, Pop A&R, Adv., Pub. & Promo.: James Steward; Pop A&R: Lorenzo Wright; Sales & Mktg.: John Williams Jr.; Promo.: Paul Coleman & Deborah Stevens.  
Branches: Little Rock, Ark., 2201 State St. A&R: Joseph Thomas Jr.—Philadelphia, Pa., PO Box 3511. Zip: 19122.—Columbia, S.C., 1811 Waverly St. Tel: (803) AL 6-6002. A&R: Paul E. Coleman.  
Labels: Congaree, Jerrel, Lakeview, Lebby, Lerks, Unity, Wertz.  
Co-operative, 819 Chapel St., New Haven, Conn. Tel: (203) 624-1700. Owners: Rudolph Pasqualoni & Merle Shaw.  
Copper State, 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner & Pres.: F. Darris.  
Labels: Copper State, Santa Cruz, Thunder.  
Coral, 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Cable: CORALDISC. Pres.: Milton R. Rackmil; Exec. VP: Leonard W. Schneider; VP: Martin P. Salkin; A&R: Milton Gabler, Harry Meyerson, Dick Jacobs, Is Horowitz, Owen Bradley, Charles B. Dant; Sales: Sydney N. Goldberg; Int'l: Hubert J. Stone.  
Labels: Coral, Brunswick. (see Decca).  
Int'l reps.: Argentina (Microfon), Australia (Festival), Belgium (Fonidor), Canada (Apex in Toronto, Compo in Montreal), Chile (EMI Odeon), Colombia (Discos Orbe), Denmark (Nordisk Polyphon), Finland (Oy Finlervy), France (Societe Francaise du Son), Germany (Teldec), Hong Kong (Festival), Italy (Decca), Japan (Teichiku), Mexico (Audio Distribuidora), Netherlands (Phonogram), New Zealand (Festival), Norway (Nor-Disc), Philippines (Home Industries), Portugal (Valentim de Carvalho), Puerto Rico (Leroy Loubriel), South Africa (Gallo), Spain (Columbia), Sweden (Telefunken), Switzerland (Musikvertrieb), United Kingdom (Vogue, Decca), Venezuela (Fabrica Venezolana), West Indies (West Indies).  
Corby Rec. Prod'ns, 448 W. Las Tunas, San Gabriel, Calif. 91776. Tel: (213) 281-3031. Pres.: Steve Waltner; VP, Sales, Mktg. & Promo. Mgr.: Douglas Cox; A&R: Dennis Hardesty & Steve Waltner.  
Labels: Corby, Emanon.  
Coreco, 209 Washington St., Huntsville, Ala. 35801. Tel: (205) 534-5930. Pres.: Mitchell H. Montgomery.  
Cornell Lab. of Ornithology, 33 Sapsucker Woods Rd., Ithaca, N.Y. 14850. Tel: (607) 275-5056. Dir.: O. S. Pettingill Jr.  
Label: Bird-song.  
Cornerstone (see Supreme).  
Cornuto (see Protone).  
Corona (see Rangel Music).  
Coronet (see Premier Albums).  
Corridor (see Hall).  
Corsair Continental, 5528 N. Rosemead Blvd., Temple City, Calif. 91781. Tel: (213) AT 7-3005. Pres.: Mrs. Ann P. MacKenzie.  
Cortina, 136 W. 52 St., New York, N.Y. 10019. Tel: (212) JU 2-3845. Pres.: Anthony Livey.  
Cotton Town Jubilee, PO Box 322, West Memphis, Ark. Tel: (501) RE 5-6529. Pres.: Gene Williams; VP: Ness Sechrist; A&R: Johnny Duncan; Sales & Mktg.: Buddy Sutter; Promo.: Ken Burge.  
Branch: Jonesboro, Ark. Tel: (501) WE 2-7125. Mgr.: Junior Bratcher.  
Labels: Big Style, Cotton Town Jubilee, Craft, Dover.  
Counterpoint (see Everest).  
Country Beat (see Metrobeat Prod'ns).  
Country Music Nashville, PO Box 701, Nashville, Tenn. 37202. Tel: (615) 297-4967. Owner: R. Murray Nash.  
Country Star (see Process).  
Country/Politan, 398 Main St., Orange, N.J. Tel: (201) 678-3456 & 672-9799. Pres.: Bob May; VP: Bob Dunell; Mgr.: Al Fleckenstein.  
Labels: Cavalcade, Country/Politan.  
County, 307 E. 37 St., New York, N.Y. Tel: (212) MU 6-2659. Owner: David Freeman.  
Crabbe (see Harlyn).  
Craft (see Cotton Town Jubilee).  
Creative Rec. Serv., 989 S. Madison Ave., Pasadena, Calif. 91106. Tel: (213) 681-5566. Pres.: Ned R. Herzstam; VP: Mary L. Herzstam.  
Labels: Creative, Literary, Merri.  
CREATIVE SOUND PROD'NS, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 271-4843. Pres.: Bob Cotterell; Adv. Mgr.: Paul Webb.  
Labels: Creative Sound, Surfari. (SEE ADVERTISEMENT)  
Credo (see Pathways of Sound).  
Creole (see Vandan).
- Crescendo, 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).  
Crickel (see Pickwick Int'l).  
Criterion, 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 N, Tiare Tahiti.  
Crossfire, Tex. (see Oakridge).  
Crossfire Rec'g, PO Box 206, Lake Elsinore, Calif. 92530. Tel: (714) 674-2412. Pres. & Gen. Mgr.: Cletus B. Zumbach; A&R: Clark Mihelko.  
Labels: Crossfire, Crosswinds.  
Crossroads (see Epic).  
Crosswinds (see Crossfire Rec'g).  
Crown, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Pres.: Saul Bihari; A&R Dir.: Mike Akopoff; Sales Mgr.: George Panos.  
Branch: New York, N.Y. Crown East, 6 W. Broadway, Tel: (212) DI 9-3900. Sales Mgr.: Robert K. Herrington.  
Labels: Crown, Custom, Discos Corona, Kent, Modern, Robin Hood.  
Crown V (see Singcord).  
Crusader (see Era Int'l Development).  
Cuca, 123 Walter St., Sauk City, Wis. Tel: (608) 643-3304. Pres.: Jim Kirchstein; A&R: Bruce Beale; Sales & Mktg.: Gloria Bohannon; Adv.: Cindy Sprecher.  
Labels: Cuca, Night Owl, Polka Dot, Sara, Sounds of Wisconsin.  
Current (see Ambassador, N.J.).  
Curtis Bros., 8745 Sunset Blvd., Hollywood, Calif. Tel: (213) 657-7331.  
Custom, Calif. (see Crown).  
Custom, PO Box 231, Tyler, Tex. 75701. Tel: (214) LY 4-2961. Contact: Curtis Kirk.  
Labels: Custom, Flash.  
Custom Fidelity, 222 E. Glenarm, Pasadena, Calif. Tel: (213) 441-1114. Pres.: David W. Berkus; Chief Eng.: Bob Holden.  
Custom Rec. & Sound, PO Box 3961, Park Pl., 4 Column St., Greenville, S.C. Tel: (803) CE 3-2252. Pres.: Bob Edwards.  
Label: Halo/Club.  
Cutt-Rife (see Franz Schubert Music).

## D

- D C (see Loop).  
D C P (see Don Costa Prod'ns).  
D G G (see Deutsche Grammophon Gesellschaft).  
D G Literature Series (see Import/Export section: Playette, New York, N.Y.).  
D J Star Discos, 100-102 Texas at Oregon, El Paso, Tex. 79946. Tel: (915) 533-7282. Owner: Joe Gillman.  
Label: D. J. Star.  
D L V (see Falcon).  
Dade (see Atlantic).  
Dad's, 2202 S. 88 St., Omaha, Neb. 68124. Tel: (402) 391-3653. Owner & Adv.: Eddy Haddad; Talent Co-ord. & Promo.: Gabby George.  
Dal-Mor, 7108 Sherbourne Dr., Charlotte, N.C. Tel: (704) 525-2377. Contact: Dale C. Morris.  
Dana (see Jay-Gee).  
Danbar, 136 W. 46 St., New York, N.Y. 10036. Tel: (212) LT 1-0791. Pres.: Sal Salvador.  
Danco (see Elvirfue).  
Dani, 5417 Fleet Ave., Cleveland, Ohio 44105. Tel: (216) 441-3392. Pres.: Danielle Catalano.  
Branch: Franklin Square, L.I., N.Y., 643 Sobor Ave.  
Danny (see Met Richmond Latin Rec. Sales).  
Dapper, 200 Essen Dr., Lafayette, La. 70501. Tel: (318) CE 4-8232. Owner: Roy J. Prejean.  
Daran, 4148 S. Parkway, Chicago, Ill. 60653. Tel: (312) 624-8060. Pres.: J. Shelton Jr.  
Labels: Daran, Ja-Wes, Oretta.  
D'Arcy, 417 W. 21 St., Norfolk, Va. 23517. Tel: (703) 622-2111. Pres.: Warren M. Miller; Prod'n Dir.: Wayne N. Butler.  
Labels: D'Arcy, Nottingham Disc, Sounds Int'l, Top Cat.  
Dare, PO Box 2055, Bell Gardens, Calif. 90201. Tel: (213) 773-3546. Pres.: Darvin D. Schlepitz.  
Das Alte Werke (see London).  
Dasca, 16 Ridgewood Ave., Keene, N.H. 03431. Tel: (603) 352-7131. Pres.: David S. Calef.  
Date (see Columbia).  
Dauntless (see Audio Fidelity).  
David Platt Prod'ns, 325 W. 45 St., New York, N.Y. Labels: Carpenter, Platt.  
Davis (see Beacon).  
Davy Jones, 222 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 278-3535/1818. Pres.: David Jones.  
Branch: New York, N.Y., 1650 Broadway, Suite 407. Tel: (212) 245-5140. Exec. VP: Jack Angel.  
Dawn (see Secco).  
Dearborn, 13200 W. Warren, Dearborn, Mich. Tel: (313) LU 2-5850. Pres.: Chet Kajeski.  
Deb-Mor Sales, 200 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 7-2436. Pres.: Hy Weiss; VP: Sam Weiss.  
Labels: Barry, Lotus.  
Debut, 7501 Buist Ave., Philadelphia, Pa. 19153. Tel: (215) SA 9-3872/2111.

continued on page 30



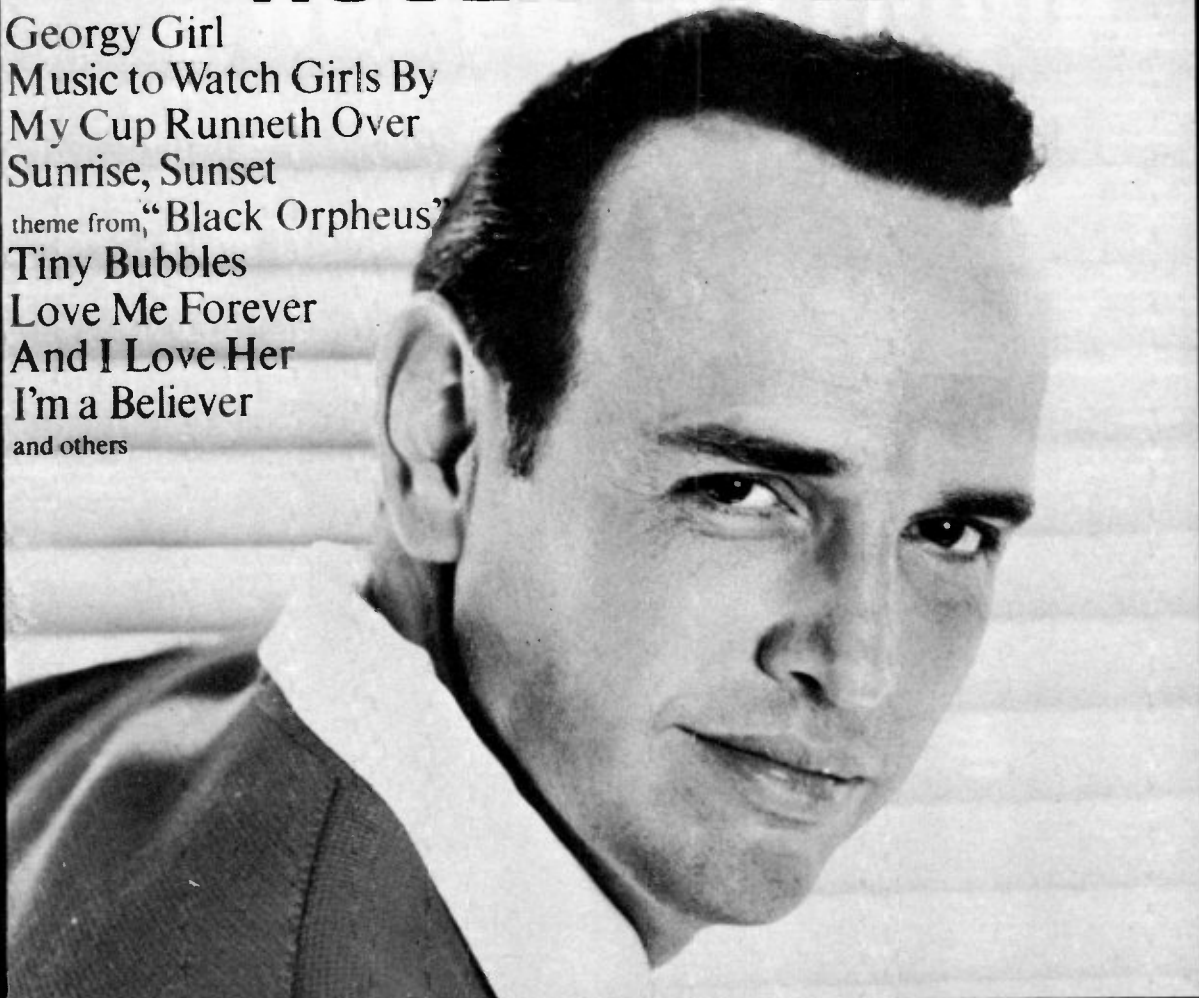
Crescendo, Calif. (see GNP Crescendo).

We make good records.

# ROGER!

## ROGER WILLIAMS

Georgy Girl  
Music to Watch Girls By  
My Cup Runneth Over  
Sunrise, Sunset  
theme from, "Black Orpheus"  
Tiny Bubbles  
Love Me Forever  
And I Love Her  
I'm a Believer  
and others



KL-1512 KS-3512

Kapp Records.



continued

Decca, 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Cable: DECCORD. Pres.: Milton R. Rackmil; Exec. VP: Leonard W. Schneider; VP: Martin P. Salkin; A&R: Milton Gabler, Harry Meyerson, Dick Jacobs, Is Horowitz, Owen Bradley, Charles B. Dant; Sales: Sydney N. Goldberg; Int'l: Hubert J. Stone.  
**Labels:** Brunswick, Coral, Decca, LHI, Vocalion.  
**Tape:** Brunswick, Coral, Decca (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) 4-tr. S, 8-tr. S, self-mfd.  
**Int'l reps.:** Argentina (EMI-Odeon), Australia (Festival), Belgium (Fonior), Brazil (Cassio Munitz), Canada (Apex in Toronto, Compo in Montreal), Chile (EMI-Odeon), Colombia (Discos Orbe), Denmark (Nordisk Polyphon), Finland (Oy Finnlevy), France (Societe Francaise du Son), Germany (Teldec), Hong Kong (Life), Israel (Hed-Arzi), Italy (Decca), Japan (Teichiku), Malaysia (Life), Mexico (Importadora de Discos), Netherlands (Phonogram), New Zealand (Festival), Nicaragua (Discos), Norway (Nor-Disc), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Valentim de Carvalho), Puerto Rico (Leroy Loubriel), Singapore (Life), South Africa (Gallo), Spain (Columbia), Sweden (Telefunken), Switzerland (Musikvertrieb), United Kingdom (Decca), Uruguay (Palacio de la Musica), Venezuela (Venezolana de Discos), West Indies (West Indies).  
 Decora (see Amphora Music).  
 Dee-Bee, S. Camp St. Ext., Windsor, Pa. Tel: (717) 244-5411. Owner: Stan Deppen Jr.  
 Deesu (see Dover, La.).  
 Del Norte (see Falcon).  
 Del-Val, 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: Joseph Stevenson.  
**Labels:** Del-Val, Pentagon.  
 Delca (see Musicode).  
 Delco (see Murco).  
 Dellwood, 10 Banta Pl., Hackensack, N.J. Pres.: Woodrow C. Gardella.  
 Delmark, 7 W. Grand, Chicago, Ill. 60610. Tel: (312) 222-1467. Pres.: Blues & Folk A&R, Sales & Mktg., Int'l: Robert G. Koester; A&R Modern Jazz: Charles T. Nessa; A&R Traditional Jazz: Lynne Ludy.  
**Tape:** (cartridge) 4-tr. S, licensed to Muntz.  
**Int'l reps.:** Canada (H&H), United Kingdom (Talent).  
 Delmarti, Wanderwood, Nashville, Ind. 47448. Tel: (317) 988-2000. Pres.: Don D. Sheels.  
 Delsey (see Impala-Delsey).  
 Delta Int'l, 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.: John R. Gayer.  
 Delta Ltd., 524 Plasters Ave. N.E., Atlanta, Ga. 30324. Tel: (404) 874-2781. Pres. & Pub.: Gaye Brooks; VP, Sales, Mktg. & Adv.: Johnny Brooks; Pop A&R: Jim Youmans; Classical A&R: Heinz Trutzschler.  
 DeLuxe (see King).  
 Delyse (see Import/Export section: Gaelic Imports, Chicago, Ill.).  
 De Marco, 3004 Beachwood Dr., Los Angeles, Calif. 90028.  
 Denim, PO Box 26203, Indianapolis, Ind. Contact: James E. Riley.  
 Denver (see Big Scott).  
 Deram (see London).  
 Derby Town, 154 Spring St., Charlestown, Ind. 47111. Tel: (812) 256-2626/5238. Pres.: Kenneth Sowder; VP & Sec'y-Treas.: Beulah Sowder.  
**Labels:** Derby Town, Janet, Sowder.  
 Design (see Pickwick Int'l).  
 Destination, 2131 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 326-1181. Pres.: James Golden; Sales, Mktg. & Promo.: Bob Monaco.  
**Labels:** Destination, Ginny, Lord Jim.  
 Destiny, PO Box 131, Lorain, Ohio. Tel: (216) AT 8-6397. Owner: Robert W. Sellers.  
 Desto, 12 E. 44 St., New York, N.Y. Tel: (212) 682-2030. Contact: Horace Renell.  
 Detroit Sound, 12730 E. Warren, Detroit, Mich. 48215. Tel: (313) 823-2233. Pres.: E. A. Steiner Jr.  
 Detroit Sounds (see Little Nashville).  
 Deutsche Grammophon Gesellschaft (DGG), 350 Fifth Ave., New York, N.Y. 10001. Tel: (212) LO 4-7674. Mgr.: Claus R. Petermann. (see MGM).  
**Labels:** Archive, Deutsche Grammophon, Polydor.  
**Tape:** Archive, Deutsche Grammophon (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) 8-tr. S, licensed to Ampex.  
 De Ville, 1607 E. Centro Ave., Hollywood, Calif. Tel: (213) HO 2-0261. Pres.: Erna N. Cabot.  
 Deville, 420 20 St., West Point, Va. 23181. Tel: (703) 843-3136. Pres.: Dean Greer.  
 Di Venus, 1122 Rhineland 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.: Bob Van Duke; Pub. Dir.: Winnie Dee; Adv. & Promo. Dir.: Howie Cohen; VP Int'l: Alfredo Volpe.  
**Branch:** New Rochelle, N.Y., P.O. Box 1231.  
**Labels:** Di Venus, Domino.  
 Dial (see Atlantic).  
 Diamond, 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-3876. Pres., Sales & Int'l: Joe Kolsky; A&R: Phil Kahl.  
**Tape:** (cartridge) 8-tr. S, licensed to RCA Victor.  
**Int'l reps.:** All int'l except Canada (EMI).  
 Diana, 210 W. 89 St., New York, N.Y. Pres.: Sidney Mills.

Dickerman Music Prod'ns, 101 First St., Utica, N.Y. 13503. Tel: (315) 732-2172. Pres. & Treas.: Kenneth S. Hurd.  
**Branch:** Middletown, Ohio, 3002 Manchester Rd. Zip: 45042.  
**Labels:** Precise, Revere.  
 Dictation Disc, 170 Broadway, New York, N.Y. 10038. Tel: (212) WO 2-5766. Pres.: John Visaggi.  
 Dionn (see Jamie/Guyden Dist. Corp.).  
 Diplomat (see Ambassador, N.J.).  
 Directional Sound (see Premier Albums).  
 Discapon (see Apon).  
 Discomoda, Venezuela (see Panart Int'l).  
 Discos America, c/o Rivera Ent's., 2034 Mission St., San Francisco, Calif. Tel: (415) MA 1-6505.  
 Cable: DISAMERICA. Prod'r: M. C. Rivera.  
**Int'l branch:** Mexico, Mexico City, D.F.  
 Discos Columbia de Mexico (see Miami).  
 Discos Corona (see Crown).  
 Discos Fuentes (see Miami).  
 Disneyland, 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Pres.: James A. Johnson; A&R: Tutti Camarata; Sales & Mktg.: Bob Elliott; Pub., Adv. & Promo.: Larry Graburn; Int'l Prod'n Control Mgr.: Andy Anderson.  
**Labels:** Disneyland, Vista.  
**Int'l reps.:** Argentina (Phonogram), Australia (EMI), Brazil (RCA), Canada (Walt Disney Music of Canada), Chile (Radio de Chile), Colombia (Discos Orbe), Denmark (Skandinaviske), Finland (R. E. Westerlund), France (Walt Disney Prod'ns), Germany (Walt Disney Mickey Maus), Hong Kong (EMI), Israel (Hataklit), Italy (Carosello), Japan (Nippon Columbia), Mexico (RCA Victor), Netherlands (Bovema), New Zealand (HMV), Norway (Carl M. Iversen), Peru (El Virrey), Philippines (Dyna), South Africa (Gallo), Spain (Hispanvox), Sweden (Skandinaviske), United Kingdom (Walt Disney Prod'ns), Venezuela (Venevox), Yugoslavia (Radio Television Belgrade).  
 Distinct, c/o Kay-May Prod'ns, 231 Myrtle Ave., Irvington, N.J. 07111. Tel: (201) 374-5940. Pres. & A&R: Vic Kaply; VP & Pub.: Helen Wolochi.  
 Dit Dot, PO Box 8722, 201 N.W. 33 Terr., Fort Lauderdale, Fla. 33300. Tel: (305) 581-9280. Pres.: Willie A. Brown.  
 Dixie, Box 70-B Kiln Rd., Rt. 3, Picayune, Miss., 39466. Tel: (601) 798-2768. Owner & A&R: Fred H. Henley; Pub.: Eula Bell Canady.  
 Dixie, 1020 Central Ave., Charlotte, N.C. 28204. Tel: (704) 375-8545. Pres.: Haviland Smith; VP, A&R: Howard C. Simpson.  
 Dixieland Jubilee (see GNP Crescendo).  
 Dixietone (see General American, Ill.).  
 Dode (see Tera Shirma Prod'ns).  
 Dolphin, 277 Park Ave., New York, N.Y. 10017. Tel: (212) TA 6-2000.  
 Dolton (see Liberty).  
 Dome, 3308 Eastern Ave., Baltimore, Md. 21224. Tel: (301) 327-4861. Pres.: Ralph Johnson.  
**Labels:** Dome, Fleet, Wedge.  
 Dominion (see Import/Export section: Gaelic Imports, Chicago, Ill.).  
 Dominion Ent., PO Box 414, Eighth St., Salem, Va. 24153. Tel: (703) 389-8339. Pres.: Earl R. Craig.  
**Labels:** Dominion, Fairstone.  
 Domino (see Di Venus).  
 Don Costa Prod'ns, 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-5684. Pres.: Don Costa; Sec'y-Treas.: Leo G. Costa; Promo.: Eddie Lambert.  
**Label:** DCP.  
 Don-El, 2020 Ridge Ave., Philadelphia, Pa. 19121. Tel: (215) PO 5-4889. Pres.: P. Donald White; Promo.: Miss Marty Surprise.  
**Labels:** Alpha, Chestnut, Don-El.  
 Don-Mar (see Casa Grande).  
 Dooto, 13440 S. Central Ave., Los Angeles, Calif. Tel: (213) 774-0743. Pres.: Dootsie Williams.  
 DOT, 1507 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-3141. Cable: DOTRECORDS. Pres.: Randolph C. Wood; Exec. VP: Christine Hamilton; VP A&R: Snuff Garrett; VP Sales & Mktg.: George Cooper; Pub.: McIlvan & Fitzgerald; Adv.: Dave Johnson Adv'g; Promo.: Freddy DeMann; VP Int'l: Tom Mack.  
**Labels:** (owned) Acta, Dot, Hamilton; (distributed) Viva.  
**Tape:** Dot, Hamilton (reel-to-reel) 4-tr. S, licensed to Stereotape; (cartridge) cassette S, 2-tr. M, 4-tr. S, 8-tr. S, licensed to GRT, ITCC, Muntz, Playtape & 3M.  
**Int'l reps.:** Argentina (Sicamericana), Australia (Festival), Belgium (Fonior), Brazil (RGE), Canada (Quality), Chile (Radio de Chile), Colombia (Discos Orbe), Costa Rica (INDICA), Denmark (Moerks), Finland (Musik Fazer), France (Societe Francaise du Son), Germany (Teldec), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Israel (Eastronics), Italy (Decca), Japan (Cosdel), Mexico (RCA Victor), Netherlands (Negram), New Zealand (Festival), Norway (Arne Bendiksen), Pakistan (Gramophone), Peru (TALIA), Philippines (Mico), Portugal (Valentim de Carvalho), Singapore (Cosdel), South Africa (Trutone), Spain (Columbia), Sweden (Knappupp), Switzerland (Musikvertrieb), Turkey (Melodi), United Kingdom (Decca), Venezuela (Discoteca), West Indies (West Indies). (SEE ADVERTISEMENT)  
 Double A (see Hot Line).

Double F Ent's., 1042 S. Cochran Ave., Los Angeles, Calif. 90019. Tel: (213) 939-5929 & 938-0711. Pres.: Richard Froeber; Sec'y: Irene Mayer Holt.  
 DOUBLE SHOT, 6515 Sunset Blvd. Zip: 90028; 8255 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 466-9594. Pres. & A&R: Joseph Hooven; VP, A&R & Int'l Dir.: Hal Winn; Sales, Mktg., Pub., Adv., Promo. Dir.: Irwin Zucker.  
**Tape:** (reel-to-reel) 2-tr. M, 4-tr. M & S, self-mfd.; (cartridge) 4-tr. M & S, 8-tr. S, self-mfd. (SEE ADVERTISEMENT)  
 Doublon (see Dover, La.).  
 Doug Swickard Prod'ns, PO Box 1034, Sumter, S.C. 29150.  
**Labels:** Folly, Gretell.  
 Dover, Ark. (see Cotton Town Jubilee).  
 Dover, 748 Camp St., New Orleans, La. 70130. Tel: (504) 523-7474. Pres., Pub. & Adv.: Cosimo V. Matassa; VP & Promo.: Bob Robin; Sales & Mktg.: Jody Pitassy.  
**Labels:** ABS, Apollo, Arbet, Axe, Big Deal, Booker, Boss, Broadmoor, Deesu, Doublon, Eight Ball, El-Tee, Etah, Equator, Exchange, Frisco, Lodestone, Manhattan, Marathon, NOPI, Nola, Parlo, Pitter Pat, San, Sandy, Soul Sound, Tail Gate, Tonik, Trend, U-Doe, Wabo, Whit, White Cliffs, Whurley Burley.  
**Tape:** (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) 4-tr. M & S, self-mfd.  
 Dover, 180 Varick, New York, N.Y. 10014. Tel: (212) AL 5-3755. Pres.: Hayward Kirker.  
 Down Sound, 4827 Convention St., Baton Rouge, La. 70806. Tel: (504) 926-8064. Gen. Mgr.: John Fred.  
 Downey, c/o Risi-Thomas Prod'ns, 3163 Poplar Dr., Lynwood, Calif. 90262. Tel: (213) 639-3201 & 631-6383. Co-Dirs.: Nick Risi & James Thomas.  
 Drum-Boy (see Jay Jay).  
 Drumadoone (see Like Young).  
 Drumfire (see Audio Village).  
 Drummond, 13380 Capital Ave., Oak Park, Detroit, Mich. 48237. Tel: (313) 548-3171. Pres. Harry Levin; Sales Mgr.: Al Truax; Promo. Dir.: Leo Cheslak.  
 Dual, 139 Commonwealth Ave., Massapequa, L.I., N.Y. Tel: (516) PY 9-4302. Pres.: A. A. Palatta Sr.; VP: L. Palatta; A&R: R. M. Palatta.  
**Branch:** Maspeth, N.Y., 70-13 Caldwell Ave. Tel: (212) 672-6491. VP: R. Ricardo.  
**Labels:** Dual, Larric.  
**Tape:** (reel-to-reel) 4-tr. M & S, self-mfd.; (cartridge) 4-tr. M & S, self-mfd.  
 dubaywet eff (see Motivator Org.).  
 Ducretet-Thomson (see Capitol Imports).  
 Duke, 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225. Cable: PEADUKE. Pres.: Don D. Robey; A&R: Joseph W. Scott, Wilmer Shakesinger, Henry Boozier; Prod'n & Co-ord.: Robert Staunton, Flery Bursey; Sales Rep.: Dave Clark; Sales & Promo.: Pearl Woods, Du-boise Stevens, Leon Polk, Joe Smith.  
**Labels:** Duke, Sureshot.  
**Affiliate:** Peacock.  
**Int'l reps.:** Australia (Australian Rec.), Austria (CBS), Benelux (Vogue in France), Canada (London), France (Vogue), Germany (CBS), Mexico (Gamma), New Zealand (Viking), Philippines (Marecol), Portugal (Hispanvox), Spain (Hispanvox), Switzerland (Vogue in France), United Kingdom (London).  
 Duke City (see Lance Music Ent's.).  
 Dunhill (see ABC).  
 Dunwich (see Alco).  
 Duo (see Stereoditties).  
 Duo Disc (see Jay-Gee).  
 Durant (see CCM Prod'ns).  
 Dyer-Bennet, PO Box 235, Woodside, L.I., N.Y. 11377. Contact: Harvey Cort.  
 Dynamic, Pa. (see St. Clair Prod'ns).  
 Dynamic, Tex. (see Epstein Ent's.).  
 Dynamite (see Jim Hall Prod'ns, listed under "J").  
 Dynamo, 240 W. 55 St., New York, N.Y. 10019. Tel: (212) LT 1-4680. Pres.: Luther Dixon; Sales & Promo.: Danny Fortunato. (distributed by Musicor).  
 Dynasty (see George Clements Prod'ns listed under "G").  
 Dyno (see Gateway-Dyno).  
 DynoVoice (see Genius & Bell).

E

E (see George Clements Prod'ns listed under "G").  
 E K C O (see V-S Prod'ns).  
 E L J, 1344 Waldron, University City, Mo. 63130. Tel: (314) VO 3-3605. Pres.: Eddie Johnson.  
 E M S, PO Box 86, Becket, Mass. 01223. Tel: (413) 623-8718. Pres.: Emanuel Levenson.  
 E S P-Disk, 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 255-4800. Cable: ESPDISK. Pres., A&R, Sales, Pub. & Int'l: Bernard Stollman; Gen. Mgr.: Chester Fox.  
**Labels:** ESP-Disk, ESPOP.  
**Int'l reps.:** France (Monestier), Germany (Ariola), Italy (Bluebell), Japan (Victor), New Zealand (Peak), Norway (Arne Bendiksen), United Kingdom (ESP-Disk).  
 E S P O P (see ESP-Disk).  
 Clay Eager Prod'ns (see listing under "C").  
 Early Bird (see Fantasy).  
 East Tennessee (see Jay-Cher Ent's.).  
 Eastern (see Sue).

continued on page 32





# THE LIBERTY TEAM

continued

Ebb-Tide II (see Hartco).  
 Ebbtide (see Celtic Rec'g Prod'ns).  
 Ebony, 2420 River Ave., Mishawaka, Ind. Tel: (219) 259-3215. Owner: Juanita Henson.  
 Eco (see S&R).  
 Economy (see Met Richmond Latin Rec. Sales).  
 Eddissa (see Met Richmond Latin Rec. Sales).  
 Eddo, PO Box 12209, Atlanta, Ga. 30305. Tel: (404) 255-5404. Pres. & A&R: Edward J. Sheahan; Prod'n Mgr.: William A. Dial; Sales Mgr. & Pub.: Mark E. Johnson.  
 Edit (see Tide).  
 Eymar, 81 Spring Valley Rd., Paramus, N.J. 07652. Tel: (201) 845-8886. Owners: Nancy Weit & Eddy DeMello.  
 Branch: **Bermuda**, Eddy DeMello, Harrington Hundreds.  
 Labels: Eymar, Skyline.  
 Emark Prod'ns, PO Box 594, Ingleside, Tex. Tel: (512) 776-7186. Pres.: Ed Evey; VP: William L. Ellis.  
 Branch: **Aransas Pass, Tex.**, PO Box 1147. Tel: (512) 758-3271.  
 Educo, PO Box 3006, Ventura, Calif. 93003. Tel: (805) 648-4381. Owner: Eric 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. Labels: Edward M. Miller.  
 Eichler, 815 Broadway, New York, N.Y. 10013. Tel: (212) OR 4-3505. Pres.: Aaron Eichler.  
 Eight Ball (see Dover, La.).  
 888 (see Chartbound).  
 El-Tee (see Dover, La.).  
 Electrola (see Import/Export section: Record & Tape Sales, New York, N.Y.).  
 Elektra, 1855 Broadway, New York, N.Y. 10023. Tel: (212) JU 2-7711. Cable: FOLKMUSIC. Pres.: Jac Holzman; VP: W. S. Harvey; A&R: Jac Holzman & Paul Rothchild; Sales: Mel Posner; Int'l: Jac Holzman & Larry Harris.  
 Branch: **Los Angeles, Calif.**, 6725 Sunset Blvd. Tel: (213) HO 6-9331.  
 Int'l branch: **England**, 2 Dean St., London. Tel: REG 6466. Mgr/Dir.: Don Johnston.  
 Labels: Bounty, Checkmate, Elektra, Nonesuch.  
 Tape: Elektra (reel-to-reel) 4-tr. S, licensed to Ampex; Elektra, Nonesuch (cartridge) cassette S, 4-tr. S, 8-tr. S, licensed to Ampex & Muntz.  
 Int'l reps.: Australia (Astor), Benelux (Vogue), Canada (Allied), France (Vogue), Germany (Vogue), Italy (Vedette), Japan (Cosdel), New Zealand (La Gloria), Philippines (Cosdel), Scandi-

navia (Karusell), South Africa (Trutone), South America (Elektra Int'l), Switzerland (Vogue), United Kingdom (Elektra).  
 Elf, N.Y. (see Bell).  
 Elf, Tex. (see Zero).  
 Elgin (see Brite-Star).  
 Elray, 1117 N. Main, Fremont, Neb. 68025. Tel: (402) 721-4728. Pres.: Ray Keeler.  
 Elvitruie, 306 S. 16 St., Wilmington, N.C. 28401. Tel: (919) 763-1007. Pres.: John Lewis Jones; A&R Prod'r: James L. Wheeler; Sales, Mktg. & Adv.: Joseph R. Frinks; Promo.: Janice C. Helms; Nat'l & Int'l Rep.: LaRain Mattocks. Labels: Canary, Danco, Elvitruie, Hartco, Myil, Walton.  
 Emanon (see Corby).  
 Emarcy (see Mercury).  
 Emerald (see Philles).  
 Empala (see Jaclin Ents.).  
 Empire, PO Box 743, Plattsburg, N.Y. 12901. Tel: (518) 563-3236. Pres.: Peter B. Guibord.  
 Encanto (see Met Richmond Latin Rec. Sales).  
 Encore, Calif. (see Specialty).  
 Encore, Washington, D.C. (see Era Int'l Development).  
 End (see Roulette).  
 Enrica, 1674 Broadway, Suite 404, New York, N.Y. 10019.  
 Enrichment, 246 Fifth Ave., New York, N.Y. 10001. Tel: (212) MU 3-9600. Dir.: Martha Huddleston.  
 Epic, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. VP Epic, Date & custom labels Sales & Dist'g: Leonard S. Levy; Dir. Epic Okeh Sales & Promo.: Morris L. Hoffman; VP A&R: David Kapralick; A&R Development Mgr.: Martin Wekser; Exec. Prod'r: Manny Kelleme; A&R Prod'rs: Ted Cooper & Al Lawrence; Sales Mgr.: Nick Albarano; Pub. Mgr.: Judy Lishinsky; Adv. Dir.: Saul Saget; Promo. Mgr.: Fred Frank; Int'l Servs. Mgr.: Ettore Stratta.  
 Branches: **Hollywood, Calif.**, 1777 Vine St. Zip: 90028. Tel: (213) HO 9-1212. A&R Prod'r: Larry Williams; Regional Sales Mgr.: Julio Aiello. —**Nashville, Tenn.**, 812 16 Ave. S. Zip: 37203. Tel: (615) 255-7463. A&R Prod'r: Billy Sherrill. Labels: (owned) Crossroads, Epic, Okeh. (distributed) Go Go. (see Columbia).  
 Tape: (reel-to-reel) Epic, Okeh 4-tr. S, self-mfd.; (cartridge) Epic 8-tr. S, self-mfd.  
 Int'l reps.: Chile (Patino & Ortiz), Denmark (I.S. Dansk), Eire (Gramophone), Finland (Sonet), India (Gramophone), Italy (Ricordi), New Zealand (Peak), Norway (Arne Bendiksen), Pakistan (Gramophone), Peru (Sica Peruana), Spain (Discophon), Sweden (Sonet), United Kingdom (EMI).

Epstein Ents., PO Box 28123, 735 N. General McMullen Dr., San Antonio, Tex. 78228. Tel: (512) GE 3-1461. Owner & A&R: Abraham Epstein; Mus. Dir.: Zola Levitt; Sales Mgr.: Victor Ochoa. Labels: (owned) Cobra, Dynamic, Jox, Soulsville USA; (distributed) Acuarela; Ballad, Beckingham, Jester, Magic Touch, Metrodome, Val-lado.  
 Int'l reps: Canada (Robert J. Stone), Belgium (CBS), Mexico (Capitol, Peerless).  
 Equator, PO Box 1885, 216 14 Ave. S.W., Birmingham, Ala. 35211. Tel: (205) 323-3925. Pres.: Roosevelt Harvey. (distributed by Dover, La.).  
 Era, 7033 Sunset Blvd., Suite 308, Hollywood, Calif. 90028. Tel: (213) HO 6-2161. Pres.: Herb Newman.  
 Labels: Era, Newman.  
 Era Int'l Development, 1518 K St. N.W., Suite 408, Washington, D.C. 20005. Tel: (202) 628-3750. Cable: ERAUSA. Pres.: Rear Admiral F. E. Fleck; Mgr. Film & Rec. Div.: E. V. Rothkirch.  
 Labels: Crusader, Encore, Galaxie, MUSA (Music USA), Timbre.  
 Eric, 1242 W. Girard Ave., Philadelphia, Pa. 19123. Tel: (215) 769-3901. Pres.: Bill Buster.  
 Erwin, 2674 Steele St., Memphis, Tenn. 38127. Tel: (901) 357-2933. Pres.: Marshall E. Ellis.  
 Labels: Erwin, Memphis, Zone.  
 Esoteric (see Everest).  
 Essence (see Powertel).  
 Etah (see Dover, La.).  
 Eterna (see Lyrrichord).  
 Eternity, PO Box 10621, Midwest City Branch; 700 E. Grumman, Oklahoma City, Okla. 73110. Tel: (405) PE 7-7028 & SW 4-8287. Pres.: Dr. Charles H. Edwards.  
 Eugenia (see Style Wooten Prod'ns listed under "S").  
 Euphonic Sound, 357 Leighton Dr., Ventura, Calif. Pres.: Paul E. Affeldt.  
 Eurotone Int'l, 130 W. 42 St., New York, N.Y. 10036. Tel: (212) 594-9670. Pres.: George Curtiss.  
 Int'l branch: **Austria**, Symphony Tone Prod'ns, Konzerthaus, Lothringerstr. 20, Vienna. Tel: 57-54-82. Cable: IMROSA. Pres.: Imre Rozsa.  
 Tape: licensed to Dubbings Electronics, Muntz, Musicapes, Tucker Prod'ns.  
 Int'l reps.: Australia (Carinia), Canada (Sparton), Portugal (Marfer), Spain (Marfer).  
 Eventide, PO Box 51, Windsor, Pa. 17366. Tel: (717) 244-5411. Owner: Wayne Thomas.

continued on page 34

# All Great Sounds Under One Roof

**DUKE RECORDS, Inc.**

Sure Shot Records

Also affiliated:

Don Music Publishing Co.

Lion Music Publishing, Inc.

**PEACOCK RECORDS, Inc.**

Back Beat Records

Dear Records

Songbird Records

World's Greatest Spirituals

For the Finest In Sound, It's

**DUKE/PEACOCK RECORDS, INC.**

809 Erastus Street

Phone: A. C. 713; 673-1225

Houston, Texas 77026

# REQUEST RECORDS

## LEADS THE INTERNATIONAL FIELD

with MUSIC OF MANY LANDS

beautifully packaged

featuring the finest,

AFRICAN, AMERICAN, ARABIC,  
ARMENIAN, AUSTRIAN,  
BALINESE, CAUCASIAN,  
CUBAN, CZECHOSLOVAKIAN,  
FRENCH, GERMAN, GREEK,  
GUIANIAN, GYPSY, HAITIAN,

HUNGARIAN, INDIAN, IRISH,  
ISRAELI, ITALIAN, JAPANESE,  
JEWISH, KOREAN, LATIN,  
LITHUANIAN, MEXICAN,  
POLISH, PORTUGUESE,

ROUMANIAN, RUSSIAN,  
SCOTTISH, SPANISH,  
TURKISH, UKRANIAN,  
WEST INDIAN, YIDDISH,  
YUGOSLAVIAN

artists. . . . .

and many more to come.

Distribution for some countries still available.

REQUEST RECORDS, INC., 66. Mechanic Street, New Rochelle, N. Y. 10801—Telephone 914 633-6055, 914 633-6059

In Canada, we know a good thing when we sell it. We've got a meltingpotful of people from many different countries, but since we're a young nation they haven't all melted yet. They go in a big way for listening to the music of their native lands and cultures. That's why **REQUEST RECORDS** are selling tremendously well here, and we know they're a good thing!

EXCLUSIVELY  
**RCA VICTOR**  
The most trusted name in sound

RCA VICTOR (Canada) Ltd.  
Distributors of REQUEST RECORDS  
in Canada

WE ARE PROUD TO BE ASSOCIATED WITH  
**THE EXCELLENT REQUEST RECORDS**  
INTERNATIONAL CATALOG.

NOW AVAILABLE FROM YOUR  
RCA VICTOR/RCA CAMDEN  
DISTRIBUTORS.

For free catalog, write  
Foreign Records, RCA Victor Records  
155 E. 24th St., N. Y. 10010

**RCA VICTOR**  
The most trusted name in sound

*continued*

Everest, 10920 Wilshire Blvd., Los Angeles, Calif. 90024. Tel: (213) BR 2-4391. Pres. & Int'l: Bernard C. Solomon; Exec. Sec'y: Joan Mesler; Pop A&R: Lee Palmer; Classical A&R: Jim Cornfield; Sales & Mktg.: Joe Behar.

Labels: Archive of Folk Music, Archive of Piano Music, Arvee, Baroque, Cetra Opera Series, Concert-Disc, Concertapes, Counterpoint, Esoteric, HiFi, Janus, La Comedie Francaise, Life, Period, Pirouette, Renaissance, Scala, Stradivari, Summit. Tradition.

Int'l reps.: Argentina (Microfon, Trova), Australia (Astor, Transglobal in NYC, W&G), Canada (Almada, Compo, Spanton), Denmark (I. S. Dansk), France (Barclay, Societe Francaise du Son, Vogue), Germany (Deutsche Grammophon, Deutsche Vogue), Greece (Greek Phonograph House), Hong Kong (Cosdel), Israel (Israel Rec.), Italy (Ariston, CGD, Saar, Vedette), Japan (Cosdel), Nippon Gramphon, (Philips), Mexico (Gamma, Tizoc), New Zealand (Transglobal in NYC), Philippines (Cosdel), Singapore (Isaacs), South Africa (Troubadour), Spain (Discophon, Vergara), Sweden (Harbor), Switzerland (Eltron), United Kingdom (Associated Rec's, Ember, London, Oriole), Venezuela (Discos).

Evergreen (see Little Nashville).  
Everyman (see Vanguard).  
Exello (see Nashboro).  
Exchange (see Dover, La.).  
Exit (see Seeco).  
Experiences Anonymes (see Lyricord).  
Explorer (see Met Richmond Latin Rec. Sales).  
Eyewitness (see Audio Fidelity).

**F**

F G S (see Ranger).  
Fabor (see Sims).  
Fairmount (see Cameo-Parkway).  
Fairstone (see Dominion Ent.).  
Faith (see Garrawak Music-Cash Prod'ns).  
Falcon, 821 N. 23 St., McAllen, Tex. Tel: (512) MU 6-5851. Gen. Mgr.: A. Ramirez; A&R: R. Ramirez; Sales & Mktg.: Porfirio Guerra; Promo.: R. Mancilla; Bus. Mgr.: J. Codina Jr.  
Labels: (owned) ARV, Bronco, Del Norte, Falcon; (distributed) DLV, Musart.

Fame (see Atco).  
Family (see Request).  
Famo (see Caribbean Folk Music).  
Fan 1002, PO Box 2321, Santa Ana, Calif. 92707. Sales: O. A. Swearingen.  
Tape: (reel-to-reel) 4-tr. S, self-mfd.  
Fanfare, PO Box 26393, Houston, Tex. 77032. Tel: (713) CA 4-8078. Dir.: R. Ames.  
Fantasy, 855 Treat Ave., San Francisco, Calif. 94110. Tel: (415) MI 8-7750. Co-ord.: John Driscoll III.  
Labels: Early Bird, Fantasy, Galaxy, Scorpio.  
Tape: (reel-to-reel) 2-tr. M, 4-tr. S, licensed to Ampex.

Faro, 5004 Melrose Ave., Hollywood, Calif. 90038. Tel: (213) 469-4174. Owner: Edward L. Davis.  
Branch: Upper Darby, Pa., 255 Long Ln. Zip: 19082. Tel: (215) 352-2793. Regional Dir.: Al Kelly.  
Labels: (owned) Faro, Linda, Rampart; (distributed) Valhalla.  
Tape: (cartridge) Rampart, 4-tr. M & S, 8-tr. S, licensed to Muntz.

Fat Fish (see Vault).  
Fayette (see Swan).  
Faygees (see Motivestor Org.).  
Federal (see King).  
Fee Bee, 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727. Co-Owner & Mgr.: Joe Averbach; Co-Owner: A. Olivieri.  
Felco (see Jamaka).  
Felicity (see Harlyn).  
Fellatio (see Pantomime).  
Festival, 234 W. 56 St., New York, N.Y. Tel: (212) CI 6-3594. Pres.: Herb Abramson.  
Festival (see Import/Export section: Playette, New York, N.Y.; Record & Tape Sales (Festival-France), New York, N.Y.).  
Fidelity (see Specialty).  
Fidelity Sound, 23 Don Ct., Redwood City, Calif. Tel: (415) EM 6-3173. Dir.: Reginald McGovern.  
Int'l reps.: Australia (W&G), New Zealand (Viking).

FIESTA, 1619 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-7760. Pres.: Jose Morand; East Coast Sales: Irving Cherne & Allen Rosen; West Coast Sales: Arnold Thies.  
Labels: Fiesta, Grecophon. (SEE ADVERTISE-MENT)

Filtro (see Met Richmond Latin Rec. Sales).  
Fine, 1196 Calkins Rd., Rochester, N.Y. 14623. Tel: (716) 334-9290/3229. Owner: Vince Jan.  
Labels: Fine, Skyline, Tone.  
Finer Arts, 60 S. Glencoe, Denver, Colo. Tel: (303) 355-4535. Owner: Morey Bernstein; A&R, Sales & Promo.: Allan Bernstein.  
Labels: Finer Arts, Transworld.  
Firma (see CJ).

First Addition (see Banner).  
Flambeaux (see Jim-Joy).  
Flash, Ill. (see One-Derful Prod'ns).  
Flash, Tex. (see Custom).  
Flashback (see Bell).  
Fleet (see Dome, Md.).  
Flip, 618 S. Ridgeley Dr., Los Angeles, Calif. 90036. Tel: (213) 934-4033. Pres.: Max Feirtag.

Focus (see Atlantic).  
Folklore (see Prestige).  
Folkraft Ent's., 1159 Broad St., Newark, N.J. 07114. Tel: (201) 622-0024. Pres.: F. L. Kaltman.  
Folkstar (see Goldband).  
Folkways (see Folkways/Scholastic).  
Folkways/Scholastic, 50 W. 44 St., New York, N.Y. 10036. Tel: (212) 867-7700. VP & Mfg Dir.: William D. Boutwell; Gen. Mgr.: Donald Molner; Sales & Mfg. Mgr.: Robin McBride; Int'l Mfg Dir.: Ernest Schwehr.  
Labels: Folkways, Folkways/Scholastic, Scholastic.

Int'l reps.: Argentina (Trova), Australia (Peter Mann Rec's), Belgium (Schott-Freres), Denmark (Dansk), Eire (Words & Music), France (Chant du Monde), Germany (Electrola), Italy (SAAR), Jamaica (West Indies), Japan (Shinko Tsusho, Shinsei), Netherlands (Basart), Norway (St. Olav Bokhandel), South Africa (Trutone), Sweden (Gottfr. Johansson), Switzerland (Librairie Nouvelle), United Kingdom (Transatlantic), Venezuela (Cruz del Sur).

Folly (see Doug Swickard Prod'ns listed under "D").  
Fona, 333 N. Michigan Ave., Chicago, Ill. Tel: (312) 726-4088.

Fontana, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: MERREC. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; Product Mgr.: Lou Dennis; Promo.: Marty Goldrod. (see Mercury).  
Branches: Hollywood, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937. Regional Dir.: Robert H. Sarenpa.—New York, N.Y., 745 Fifth Ave. Zip: 10022. Tel: (212) 759-2727. VP, Recorded Product Dir.: Charles E. Fach Jr.; Regional Dir.: Abe Chayet.  
Tape: (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) cassette S, 2-tr. S, 4-tr. S, 8-tr. S, self-mfd. also licensed to Muntz.

Int'l reps.: Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Ecuador (Philips), Finland (Musik Fazer), France (Philips), Germany

*continued on page 36*



**DOVER RECORDS**

*Exclusive  
National  
Distributors for*

**DOVER RECORDS, INC.**

748 CAMP ST. NEW ORLEANS, LA. 70130 PHONE 504/523-7474

AMPARO

JOSÉ

# ITURBI

ON

# TURIA

## RECORDS

**JOSÉ ITURBI**

**AMPARO ITURBI**

ALBUMS: S-101 & M-101

CHOPIN: POLONAISE A<sup>b</sup>, OP. 53  
NOCTURNE E<sup>b</sup>, OP. 55  
IMPROMPTU A<sup>b</sup>, OP. 29  
CZERNY: ETUDE G MAJOR, OP. 299  
MOZART: SONATA D MAJOR, KV. 311  
ALBENIZ: MALAGUENA

ALBUMS S-102 & M-102

BACH: FANTASY CHROMATIC & FUGUE  
SCHUMANN: ROMANCE F<sup>♯</sup> MAJOR  
SAINT SAENS: ALLEGRO APPASSIONATO  
CHOPIN: SCHERZO B<sup>b</sup> MINOR  
DEBUSSY: CLAIR DE LUNE  
LISZT: ELEVENTH HUNGARIAN RHAPSODY

LECUONA: MALAGUENA

SOLER: SONATINA

M. ALBENIZ: SONATINA

SHOSTAKOVICH: THREE PRELUDES

MENDELSSOHN: RONDO CAPRICCIOSO

TURINA: THREE PORTRAITS OF SPANISH  
WOMEN

L. MAGENTI: PAVANA DE VALENCIA

TURIA RECORD CO., P.O. BOX 1917, BEVERLY HILLS, CALIF. (213) 271-4460

continued

(Philips), Greece (Helladic), Italy (Phonogram), Japan (Victor of Japan), Mexico (Discos Univesales), Netherlands (Philips, Phonogram), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Philips), Singapore (William Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), United Kingdom (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).

Format (see Audiofax).  
 Fort Couch (see St. Clair Prod'ns).  
 Forte, 756 Burton S.E., Grand Rapids, Mich. 49507. Tel: (616) 245-8757. Pres.: Charles Bowbeer; VP: Gertrude Barnes.  
**Labels:** Arbor, Forte.  
 Fortune, 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) TE 3-5383. Co-Owner, Sales, Mktg. & Promo.: Jack Brown; Co-Owner & A&R: Devora Brown.  
**Labels:** Fortune, Hi-Q.  
 49th State Hawaii, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: George K. Ching.  
**Branch:** Honolulu, Hawaii, 1218 Kaunualii St. Zip: 96817.  
**Tape:** (cartridge) 4-tr. S, self-mfd.  
 Four Brothers (see Atco & Bright Star).  
 Four Corners (see Kapp).  
 Frame (see Music Inds.).  
 Franne (see Hi Ho Prod'ns).  
 The Franson 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:** Cuff-Rite, Franz Schubert, Unidap.  
 Fred Miles Presents, 4 & 6 S. Mole St., Philadelphia, Pa. 19102. Tel: (215) LO 8-0985. 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.  
 Frisco (see Dover, La.).  
 Frontier, 2121 Bldg. Eighth Ave. N., Birmingham, Ala. 35203. Tel: (205) 328-5324. Contact: Mr. Hambric.  
 Fuller, PO Box 10513, 2722 S. MacDill Ave., Tampa, Fla. 33609. Tel: (813) 839-5471. Owner: Charles Fuller; Sales: Douglas Crutchfield.  
**Labels:** Boss, CFP, Cherry, Fuller, Living Library, Tigertown.  
 Fun (see Music Inds.).  
 Fun-E (see Bellaire).  
 Fuzzwart (see Metro Music).

**G**

G H B (See Jazzology).  
 G I (see Lathrop-Tarbert Ent.).  
 G M C (see Go Go Music Corp.).  
 G M M, 915 Westchester Ave., Bronx, N.Y. 10459. Tel: (212) LU 9-3596. Pres.: Charles Biderman.  
 G M S-Disc (see Playette).



G N P Crescendo, 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-1108. Cable: CRESREC. Pres.: Gene Norman; VP Sales Promo.: Budd Dolinger; A&R: Billy Strange; Sales: Robin Combs; Promo. Dir.: Jan Steinberg; Int'l: Gene Norman.  
**Labels:** (owned) Crescendo, Dixieland Jubilee, GNP Crescendo; (distributed) Accent.  
**Tape:** (reel-to-reel) GNP Crescendo, 2-tr. M, 4-tr. S, licensed to Musictapes; (cartridge) Accent, 4-tr. S, 8-tr. S, licensed to GRT, ITCC & Muntz.  
**Int'l reps.:** Argentina (Dial), Benelux (Vogue), Brazil (Fermata), Canada (Compo), France (Vogue), Germany (Vogue), Italy (CGD), Japan (King), Mexico (Tizoc), Peru (Distribuidora Peruana), Philippines (Cosdel), Portugal (Tecla), Scandinavia (Sonet), South Africa (Teal), Spain (Vergara), Switzerland (Vogue), United Kingdom (Decca, Vocalion), Venezuela (Palacio de la Musica).  
 G P I (see Gospel Prod'ns).  
 G R C, 10840 Dixon Dr. S., Seattle, Wash. 98178. Tel: (206) PA 5-7294. Pres.: Robert J. Wooten.  
 Gaiety, 6153 Lexington Ave., Suite 15, Hollywood, Calif. 90038. Tel: (213) 469-6719. Pres. & A&R Dir.: Don Grashy; VP & Mktg. Mgr.: Charles Williams.  
**Int'l branch:** Canada, 232 Lincoln St., Port Arthur, Ont. Tel: (807) 345-6298. VP: William Posmituk.  
**Int'l reps.:** Australia (W&G), Belgium (Frankie),

Canada (Quality, RCA Victor), South Africa (Gallo).  
 Galaxie (see Era Int'l Development).  
 Galaxy (see Fantasy).  
 Gallery, 609 Fifth Ave., New York, N.Y. 10017. Tel: (212) PL 2-4300. Pres.: Louis Dreyfus; A&R: John Cavacas; Promo. Mgr.: Larry Galagher.  
 Gama (see Loop).  
 Gamble, 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 5-0620. Pres.: Kenny Gamble; Mgt'g Dir. & Exec. Sec'y: Sam Goldner.  
**Labels:** Gamble, Groovy.  
 Garden, 116 Princeton Rd., Linden, N.J. 07036. Tel: (201) 486-6496. Pres.: Steve Sabatino.  
 Garpax (see London).  
 Garrawak Music-Cash Prod'ns, 1674 Broadway, New York, N.Y. 10019. Tel: (212) 265-9692. Pres.: Garfield Ricketts; Pop A&R Dir.: Ray Jones; Sales Mgr.: William Parker; Promo. Dir.: Tommy Glascoe.  
**Labels:** Arrawak, Cafe, Faith.  
**Int'l reps.:** Germany (Hans Wewerka), Spain (Discos Sesion), Sweden (Cupol).  
 Garrison (see Scepter).  
 Gateway, PO Box 111, 1529 Buster, Simi, Calif. 93065. Tel: (805) 527-1326. Pres.: E. E. Carlton; A&R: Bill T. Gannon; Sales & Mktg. Mgr.: T. Burl Carlton.  
 GATEWAY-DYNO, Box 3089, Pittsburgh, Pa. 15222. Tel: (412) 471-5875. Cable: GATECORD. Pres.: Robert W. Schachner; Pop A&R Dir.: John Cevello; Polka A&R Dir.: Joe Fiedor; Pub., Adv. & Promo. Dir.: Stephen P. Schachner.  
**Branches:** Chicago, Ill., 4795 Archer Ave. Tel: (312) LA 3-6696. Mgr.: Len Frankowiak.—Detroit, Mich., 1055 Mulberry St., Wyandotte. Tel: (313) 284-5729. Sales Mgr.: Don Martin.  
**Labels:** Dyno, Hunch, Leo, Scotty. (SEE ADVERTISEMENT)  
 Gaye, PO Box 13612, Sta. K, Atlanta, Ga. 30324. Tel: (404) 874-2781 & 289-0858. Pres. & Pub.: Gaye Brooks; VP, Sales, Mktg. & Promo.: Johnny Brooks; A&R Prod'ns: Jim Youman & Heinz Trutzschler; Exec. VP & Adv.: Leon Brooks.  
**Branch:** Decatur, Ga., 2640 Charles Gate Ave. Labels: Gaye, Rose, Sounds of Atlanta (SOA), Space, World-Wide.  
**Tape:** Gaye, Sounds of Atlanta, World-Wide (reel-to-reel) 2-tr. M, self-mfd., also licensed to Ampex; (cartridge) 2-tr. S, self-mfd., also licensed to Ampex.  
 Gee (see Roulette).  
 General (see Paramount).  
 General American, 2224 N. Orchard Ave., Chicago, Ill. 60601. Pres.: James P. Mills.  
**Label:** Dixietone.  
 General American, 255 Long Ln., Upper Darby, Pa. 19082. Tel: (215) FL 2-2793. Contact: Al Kelly; Pop A&R: Harry Finfer.  
**Labels:** General American, Jor Dan, Kabe, Lanfam.  
 General Guard (see Kayden).  
 General Lee's Confederate Recs. (see Three Star).  
 General Rec'g Co. (see GRC).  
 Genius, 1841 Broadway, New York, N.Y. Tel: (212) CI 5-3535. Bd. Chm.: Robert S. Crewe Jr.; Pres.: Daniel N. Crewe.  
**Labels:** DynoVoice, New Voice (distributed by Bell).  
 Genuine, 1697 Broadway, Suite 203, New York, N.Y. Tel: (212) CI 5-2857. Pres.: Lula Avery; Treas.: Thomas Robinson.  
**Labels:** Alto, Charles, Genuine.  
 Georden Rec. Prod'ns, 1201 Arkansas Ave., Apt. 3, Pittsburgh, Pa. 15216. Tel: (412) 563-1109. Pres.: George W. Annesley; VP: Dennis A. Sites.  
**Labels:** (owned) Casark, Kitten, Point, South Shore; (distributed) Green Dolphin, Jerre, Recap, Whitmount.  
 George Clements Prod'ns, 781 W. 20 St., San Bernardino, Calif. 92405. Tel: (714) 883-9209. Owner: George E. Clements.  
**Labels:** Dynasty, E. Lane. (distributed by Bell).  
 Getit, 114-17 145 St., Jamaica, N.Y. 11436. Tel: (212) 529-0233. Pres.: Preston Foster; A&R: Ott Pryer.  
**Labels:** Getit, Zerott.  
 Gigi (see St. Clair Prod'ns).  
 Gilbert (see Southern City).  
 Gina (see Paramount).  
 Ginny (see Destination).  
 Glad-Hamp, 165 W. 46 St., New York, N.Y. Tel: (212) PL 7-8486. Gen. Mgr.: Bill Titone; Promo. Dir.: Leo Moore; PR: Harold Rand & Co.  
**Tape:** (reel-to-reel) 4-tr. S, licensed to ITCC; (cartridge) 4-tr. S, 8-tr. S, licensed to ITCC.  
 Glenvalley, 1631 Glen Valley Dr., Irving, Tex. 75060. Tel: (214) BL 3-7868. Pres. & Sales & Mktg.: W. E. Snellings; VP, Gen. Mgr. & A&R: Charles H. Snellings; Pub. Dir.: Wesley Horne; Adv. Mgr.: Jan Hergert; Promo. Mgr.: Dick Thornbury; Dist'n: Terry Hall.  
**Labels:** Glenvalley, Texan.  
 Glo, Box 177, Somers, Conn. 06071. Owner: Al Soyka.  
 Global, PO Box 207, Manistique, Mich. 49854. Tel: (906) 341-2654. Pres.: R. B. Christensen.  
**Labels:** Global, Stereotone.  
 Glory (see Asteroid Prod'ns).  
 Go Go (see Epic).  
 Go Go Music Corp., 19 Southland Dr., Glen Cove, N.Y. 11542. Tel: (516) OR 6-8150. Pres.: Gene L. Moretti.  
**Label:** GMC (distributed by Jubilee).

Goal (see Laurie).  
 Gold Bee (see Antiqua Prod'ns).  
 Gold Coin (see Impala-Delsey).  
 Gold Key (see Silver Falcon).  
 Gold Leaf, Hotel Newhouse, Salt Lake City, Utah 84101. Tel: (801) HU 5-0308. Pres.: Eugene Jelesnik.  
 Gold Standard (see Clements Ent.).  
 Gold Star, Rt. 1, Evergreen, N.C. 28438. Tel: (919) 654-2938. Mgr.: Ken Galloway.  
 Goldband, PO Box 1485, 313 Church St., Lake Charles, La. 70601. Tel: (318) 439-8839. Pres.: Eddie Shuler.  
**Labels:** Folkstar, Goldband, Luffcin, TEK, Tic Toc.  
 Golden (see AA).  
 Golden Groove, 300 Mt. Lebanon Blvd., Suite 228, Pittsburgh, Pa. 15234. Tel: (412) 341-7066. Pres.: James Butteri.  
 Golden Guinea (see Import/Export section: Gaelic Imports, Chicago, Ill.; Dance Rec., McLean, Va.).  
 Golden North, PO Box 247, Juneau, Alaska 99801. Tel: 586-2866. Owner: J. Allan MacKinnon.  
 Golden Recs. of La. (see Hartco).  
 Golden State Rec's, 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres., Classical A&R, Sales & Mktg.: Leo de Gar Kulkar; Exec. VP, Pub., Adv. & Int'l: Herbert P. Haas; Pop A&R: Hank Levine, Marty Cooper, Larry Goldberg, Jim Marino; Promo.: Dick Forster.  
**Int'l branch:** Germany, Forsthausweg 3, Zeppelinheim bei Frankfurt a/m.  
**Labels:** Captain, Golden Star.  
 Golden Triangle Music Ent., 603 Dayton St., West Orange, Tex. 77630. Tel: (713) TU 6-3720. Pres. & Mgr.: W. L. Thompson; Asst. VP: Jay R. Tomlin.  
**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.  
 Goldmont, 726 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-3725. Pres.: J. William McInturff; Sec'y-Treas.: Frank X. Finke.  
**Labels:** Combo, Comet, Goldmont, Hayloft.  
 Goldust, PO Box 234, University Park, N.M. 88001. Tel: (505) 524-1889. Mgr.: Emmitt Brooks.  
 Goldwax, 2445 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 275-1760. Owners: Quinton Claunch & Rudolph Russell.  
**Labels:** Bandstand (distributed by Chess & Checker), Goldwax (distributed by Bell).  
 Gone (see Roulette).  
 Good Time (see Cameo-Parkway).  
 Good Time Jazz (see Contemporary).  
 Gordon Street (see McKinnon).  
 Gordy (see Motown).  
 Gospel (see Savoy).  
 Gospel Corner (see Proverb/Gospel Corner).  
 Gospel Prod'ns, PO Box 11181, Charlotte, N. C. 28209. Tel: (704) 525-2385. Gen. Mgr.: Ben McCoy.  
**Labels:** GPI, Gospel Prod'ns, The Chariots.  
 Gospel Time (see Spar).  
 Gospel Truth (see Showboat).  
 Grand Award (see Command).  
 Grand Prix (see Pickwick Int'l).  
 Grand Staff, PO Box 343, Picoima, 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.  
**Tape:** (reel-to-reel) 2-tr. M & S, self-mfd.  
 Granite (see Boyle-Conway).  
 Great (see Chart).  
 Grecophon (see Fiesta).  
 Green Dolphin (see Georden Rec. Prod'ns).  
 Gregory (see Airtown).  
 Grell (see Doug Swickard Prod'ns listed under "D").  
 Groove, 807 Westham Pkwy., Richmond, Va. 23229. Tel: (703) 282-1629. Pres. & A&R: Martin Gary.  
**Branch:** Washington, D. C., Box 2354. Zip: 20013. Tel: (202) 362-9885.  
 Groovesville (see Solid Hitbound Prod'ns).  
 Groovy (see Gamble).  
 Guest Star (see Ambassador, N.J.).  
 Guillotine, PO Box 3086, Ogden, Utah 84403. Tel: (801) 393-8555. Pres.: Bruce S. Unck; Promo.: Bill Boyle.  
**Branch:** San Francisco, Calif., 149 Molimo Dr.  
**Labels:** Guillotine, Stereo-Dynamics.  
 Guitar World (see Music Minus One).  
 Gulfstream, 5614 Taylor St., Hollywood, Fla. Tel: (305) YU 3-6082. Pres.: Vincent Fiorino.  
 Guyden (see Jamie/Guyden Dist. Corp.).  
 Gypsy, 2218 Algonquin, Detroit, Mich. 48215. Tel: (313) 822-5960. Pres.: T. Hogan & R. Carr.  
**Labels:** Gypsy, Hide-Out.

**H**

H I P (see Stax).  
 H U M C O, 313 El Tejon Ave., Oildale, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horitor.  
 Hal n' Jean (see Southern City).  
 Halifax, 4135 W. Armitage, Chicago, Ill. Tel: (312) CA 7-3722. Owner: Hal Faktor.  
 Hall, PO Box 3452, 888 Pearl St., Beaumont, Tex. Tel: (713) 832-1522. Pres. & A&R: William G. Hall; Sales Mgr. & Promo. Dir.: Bob Webster.  
**Labels:** Corridor, Hall, Hall-Way, Tracie.  
**Int'l reps.:** Australia (W&G), Canada (Compo).

continued on page 38



**The first name in sound!**



**To play and play again!**

**WARNER BROS. RECORDS INC. BURBANK, CALIF.**

continued

- Hall-Way (see Hall).  
 Halo (see One-Derful Prod'ns).  
 Halo/Klub (see Custom Rec. & Sound).  
 Hamilton (see Dot).  
 Hanf Dance, 1825 Sylvania Ave., Toledo, Ohio 43613. Tel: (419) 475-1616. Owner: Eddie Hanf; Mgr.: Jim Thomson.  
 Hanna-Barbera, 3400 W. Cahuenga Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1371.  
 Tape: (reel-to-reel) 4-tr. S, licensed to ITCC; (cartridge) 4-tr. M & S, 8-tr. S, licensed to ITCC & Muntz.  
 Int'l rep.: Europe (Pye).  
 Happening, 1619 Broadway, New York, N.Y. 10019. Tel: (212) CI 5-7960. Pres.: C. Arket (distributed by Audio Fidelity).  
 Happy Hearts, 2213 Christine St., Wayne, Mich. 48184. Tel: (313) 721-6249. Pres.: La Verne Wright; A&R: Sherman Napier; Pub. & Adv.: K. A. Jadassohn.  
 Labels: Apostle, Happy Hearts, Pathway.  
 Int'l reps.: Ireland (Shamrock), United Kingdom (Western Style).  
 Happy Jazz, 110 Oak Park Dr., San Antonio, Tex. 78209. Tel: (512) TA 2-9742. Pres., A&R, Adv. & Promo.: Jim Cullum Jr.; VP Sales & Mktg., Int'l: Jim Cullum Sr.; Pub.: Don Dailey.  
 Int'l rep.: Canada (Morris).  
 Happy Time (see Pickwick Int'l).  
 Harlequin, PO Box 20201, San Diego, Calif. 92120. Tel: (714) HO 9-6352. Pres.: Richard William.  
 Harlyn, PO Box 1603, Texarkana, Tex., 3313 Cherry Ave., Texarkana, Ark. Tel: (501) 774-5586.  
 Contact: H. T. Crabbe.  
 Labels: Crabbe, Felicity, Harlyn.  
 Harmonia Mundi (see Apon).  
 Harmony (see Columbia).  
 Hartco, N.C. (see Elviroue).  
 Hartco-Golden Prod'ns, PO Box 1564, 307 N. Blvd., Suite 200, Baton Rouge, La. 70801. Tel: (504) 342-3209. Pres. & A&R: Ted W. Hart; VP: Robert House; A&R: Ebb Harelson, Larry Howard.  
 Labels: Ebb-Tide II, Golden Recs. of La., Hartco.  
 Harvest Time (see ALA Ent's).  
 Hastings, Willow Grove Rd., Stony Point, N. Y. 10980. Tel: (914) 947-9831. Pres.: Ken Hastings. (distributed by Celtic Rec'g Prod'ns).  
 Hawk, 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 333-7014/5. Pres. & A&R: Robert Lee.  
 Branch: Chicago, Ill., 1827 S. Michigan. Tel: (312) CA 5-0583. Contact: George Leaner.  
 Labels: Big Three, Hawk, Jerhart (distributed by One-Derful Prod'ns), Vick.  
 Haydn Society, PO Box 321, East Hartford, Conn. 06108. Pres.: Richard Godlewski; Gen. Mgr.: Billy Gilbert.  
 Hayloft (see Goldmont).  
 Headliner Stars (see Robbins).  
 Heart Warming, 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; A&R: Bob MacKenzie; Sales Dir.: Joe Light.  
 Labels: (owned) Concert, Heart Warming; (distributed), Hymntime.  
 Tape: Heart Warming (cartridge) 8-tr. S, self-mfd.  
 Heartbeat, 9746 Crandon, Chicago, Ill. Tel: (312) RE 1-4804. Pres.: Seymour Schwartz.  
 Heartbreak, Capitol Recs. Bldg., Suite 113, 806 16 Ave. S., Nashville, Tenn. Pres.: Don Cummings.  
 Branch: Dallas, Tex., Continental Bldg., Suite 722.  
 Heed (see Showboat).  
 Heidi, N. Y. (see Atco).  
 Heidi, Tex. (see Bellaire).  
 Heigh-Ho, 1674 Broadway, New York, N. Y. 10019. Tel: (212) 765-5387/5944. Pres., A&R, Sales, Mktg., Pub. & Adv.: Mary Lou Fenster; Owner, Prod'r, A&R & Promo. Mgr.: Hy Fenster; Promo. Contact: Napoleon Tyce.  
 Heliodor (see MGM).  
 Hep, 2551 Aldine St. N., St. Paul, Minn. 55113. Tel: (612) 633-5329. Pres.: Henry J. Auge Jr.; VP: Arvid E. Johnson; Sales & Serv. Admin'r: William J. Fischer; Pub. Dir.: W. U. Haglund; Adv. & PR Mgr.: James H. Zubulake; Asst. Adv. Mgr.: George U. Buhl.  
 Herbst (see Best-Way Sound).  
 Hi (see London).  
 Hi Camp Adventure (see Bell).  
 Hi Ho Prod'ns, PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2479. Pres., Pop A&R & Adv.: Frank Howard Jr.; Exec. VP, Classical A&R, Sales, Mktg. & Promo.: R. C. Hillsman; Pub. & Int'l: Ad-vertising Unltd.  
 Labels: Franne, Hi Ho, Superbe.  
 Hi-Q (see Fortune).  
 Hi Tone (see V-S Prod'ns).  
 Hiback, 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) 462-1133. Bd. Chm. & Pres.: Gerry Hibbs; Exec. VP: Mike Hogan.  
 Hickory, 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8558. Cable: ACUFFROSE. Owner & A&R: Wesley Rose; Sales Dir.: Lester Rose; Mdse. & Promo. Dir. & Int'l: W. D. Kilpatrick. Tape: (cartridge) cassette M & S, 4-tr. M & S, 8-tr. S, licensed to GRT, Mercury & Muntz.  
 Int'l reps.: Argentina (Editorial Julio Korn), Australia (Australian Rec.), Austria (Musica), Canada (Quality), Denmark (Moerks), Eire (London in NYC), Germany (Teldec), Italy (Decca), Japan (Cosdel), Netherlands (Artone), New Zealand (EMI in United Kingdom), Philippines  
 (Mareco), Portugal, Spain (London in NYC), South Africa (Teal), Switzerland (Musikvertrieb), United Kingdom (London in NYC).  
 Hide-Out (see Gypsy).  
 HiFi (see Everest).  
 High-Up (see Jake's Music Shop).  
 Highland (see Malynn Ent's).  
 Highway to Hits (see Camaro Music Prod'ns).  
 Hillside, 1314 Ellsworth Ind'l Dr. N. W., Atlanta, Ga. 30318. Tel: (404) 351-5425. Pres.: "Little" Jimmy Dempsey.  
 Labels: Artist, JCD, Hillside.  
 Hilltop (see Pickwick Int'l).  
 Hines (see Lynn's Prod'ns).  
 Hispavox (see Import/Export section: Playette, New York, N. Y.).  
 Hit, 1921 Rebecca Dr., Clearwater, Fla.  
 Hit Kingdom (see McKinnon).  
 Hittsburgh (see Southern City).  
 Ho-Toy (see Tyner).  
 Hob (see Scepter).  
 Hodge (see Paramount).  
 Holiday, 2528 Tilden Ave., Los Angeles, Calif. 90064. Tel: (213) 473-8163 & CR 3-3700. Pres.: Dennis J. Torchia; VP & A&R: Martin J. Cooper; Pub.: Vicki Cooper.  
 Hollywood (see Starday).  
 Holt, Rinehart & Winston, 383 Madison Ave., New York, N. Y. 10017. Tel: (212) MU 8-9100.  
 Holton, 850 Seventh Ave., New York, N. Y. 10019. Tel: (212) 581-5120. Pres.: Fred Barr; VP: Tony Costa; A&R Dir.: Gene Redd; Exec. Mgr. Sales & Mktg.: George Levy; Promo.: Gene Redd & R. Givens.  
 Branch: Caldwell, N. J., 378 Bloomfield Ave.  
 Labels: Holton, Inner-Soul, Patty, Security, Skyscraper.  
 Holy Cross (see McKinnon).  
 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; Bus. Mgr.: Robert Eveans; Mus. Dir.: Joe Williams.  
 Horttor Universal Music Co. (see HUMCO).  
 Hot Line, 402 Eisner St., Silver Spring, Md. 20901. Tel: (301) 593-1199. Pres.: Gary Levine.  
 Labels: AA (Double A), Jizzle, Move, Northwood.  
 Hue, 1705 W. Seventh St., Ft. Worth, Tex. 76102. Tel: (817) ED 6-9021. Pres.: Charles Stewart; VP: Jon T. Bone; A&R: Charles Stewart & Jon T. Bone. (distributed by Bell).  
 Hull, 1595 Broadway, New York, N. Y. 10019. Tel: (212) 582-6177. Pres.: Bea Kaslin.  
 Labels: Hull, Mascot, Sonat.  
 Hunch (see Gateway-Dyno).  
 Hurd, Chadwicks, N. Y. Tel: (315) 737-7341. Pres.: Kenneth S. Hurd.  
 Hurricane, 1927 San Mateo N.E., Albuquerque, N. M. 87110. Tel: (505) 265-4039. Pres.: Al Hurricane; VP: Tiny Morrie.  
 Hush, 382 Clarence Ave., Sunnyvale, Calif. 94086. Tel: (408) 739-6133. Pres.: Garrie Thompson.  
 Labels: Hush, Twilight.  
 Tape: licensed to Atlantic.  
 Int'l reps.: Canada (Quality), Mexico (Beechwood), United Kingdom (Sparta).  
 Hymntime (see Heart Warming).  
 Hype (see Bee Jay).
- I B C, 147 Mulberry St., New York, N. Y. 10013. Tel: (212) CA 6-8106. Pres.: Frank Tudisco.  
 I G L (see Iowa Great Lakes).  
 I N R I (see Zaraks).  
 I R C (see International Rec'g Co.).  
 Iberia (see Met Richmond Latin Rec. Sales).  
 Ideal (see Rio Grande Music).  
 Image, 602 Exchange Bldg., Nashville, Tenn. Tel: (615) 255-6376. Pres.: Kenny Marlow.  
 Imavox (see Rene Albi Prod'ns).  
 Impact, 1711 Third Ave., Detroit, Mich. 48203. Tel: (313) 863-2030. Pres.: Harry Balk; Pop A&R: John Rhys; R&B A&R: Barney (Duke) Browner.  
 Labels: Impact, Inferno.  
 Impala-Delsey, 964 E. Schiller St., Philadelphia, Pa. 19134. Tel: (215) 423-6018. Pres.: Fran Williams; Pub. Dir.: Mike Darnell; Adv. Mgr.: Herb Klein; Promo.: Bernie Rothman.  
 Labels: (owned) Impala, Delsey, Mr. Genius, Treasure; (distributed) Bronx, Gold Coin.  
 Imperial (see Liberty).  
 Impex (see Tioga).  
 Impire, 524 Plasters Ave. N. E., Atlanta, Ga. 30324. Tel: (404) 874-2781. Pres.: Johnny Brooks.  
 Important (see Jamie/Guyden Dist. Corp.).  
 Impulse (see ABC).  
 In, 931 W. Grand Ave., Oakland, Calif. Tel: (415) 835-4440. Pres. & A&R: Ricardo Lewis; VP: Earl Thompson Jr.; Sales Mgr.: Clinton Dupree; Pub. Dir.: Oliver Brown; Promo. Mgr.: Dolores Hicks.  
 Inbeat (see Metrobeat Prod'ns).  
 Independence, 8560 Sunset Blvd., Suite 702, Hollywood, Calif. 90069. Tel: (213) 655-7771. Pres.: Philip Skaff.  
 Independent, 19802 N. E. 12 Pl., North Miami Beach, Fla. Tel: (305) 949-3033. Mgr.: Ray Meinberg.
- Industry, PO Box 38631, Hollywood, Calif. 90038. Tel: (213) 656-2014. Owner & Pop A&R Prod'r: Raymon Norman Sanders; Mgr. & Classical A&R Prod'r: Brad Ford; Sales Mgr.: Frank Farmer; Pub.: Ray Locke; Adv.: Ron Shnell; Promo.: J. Wilkinson.  
 Infal, 6671 Bellaire St., Commerce City, Colo. 80022. Tel: (303) 288-3003.  
 Inferno, La. (see Jim-Joy).  
 Inferno, Mich. (see Impact).  
 Inner Soul (see Holton).  
 Inner-Glo, 15 S. Washington St., Emporia, Kan. 66801. Tel: (316) DI 2-7769. Owner: Nettie M. Dawson.  
 Instant (see Seven B Prod'g).  
 Instant Learning Series (see Pickwick Int'l).  
 Institute for Language Study, 24 Clinton Ave., Montclair, N. J. 07042. Tel: (201) 746-7207. NYC Tel: (212) JU 2-3845. Pres.: Robert E. Livesey.  
 International Artists Prod'g Corp., 1005 Americana Bldg., Houston, Tex. 77002. Tel: (713) CA 8-1244. Pres.: N. C. Ginter Jr.  
 International Rec'g Co. (IRC), 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Vern Ruvalds; A&R Dir.: Perry Johnson; Sales, Mktg. & Int'l: Len March; Chm., Pub., Adv. & Promo.: Jerome Man.  
 Labels: IRC, Royal Blue.  
 Invasion, PO Box 741, Green Bay, Wis. 54305. Tel: (414) 437-8522. Pres.: Michael A. Mead.  
 Iowa Great Lakes, 906 Ninth St., Milford, Iowa 51351. Tel: (712) 338-9805. Partners: John Senn, Cliff Plagman, Roger Blunt.  
 Label: IGL.  
 Island (see Aris Prod'ns).  
 Island Artists (see Caribbean Folk Music).
- J  
 J ! b, PO Box 14422, Tampa, Fla. 33609. Tel: (813) 839-4880. Owner: John Brumage.  
 Labels: j!b, Lee, Soul Power.  
 J B, PO Box 7221, Mobile, Ala. 36607. Tel: (205) 478-7434. Pres.: John N. Blackburn; VP: Mrs. Sara Ann Smith.  
 J B P (see Chanson).  
 J C D (see Hillside).  
 J & J, 1307 University Ct., Indianapolis, Ind. 46202. Pres.: J. W. Parks.  
 Labels: Climax, J&J.  
 J J C, 1 E. 57 St., New York, N. Y. 10022. Tel: (212) PL 9-7470. Pres.: Joseph Csidea.  
 J & M, 737 Hudson Ave., Rochester, N. Y. 14621. Tel: (216) 544-1369. Pres.: Dick Jans.  
 J M C-Jenks Int'l, 225 Watkins St., Swyersville, Pa. 18704. Tel: (717) 287-2698. Exec. Prod'r: Bill Jenks.  
 J & T (see CBC Ent's).  
 Ja-Wes (see Daran).  
 Jacklyn, 6831 S. Paxton, Chicago, Ill. 60649. Tel: (312) 324-5594. Contact: J. Haygood.  
 Jaclin Ent's, 1607 El Centro, Hollywood, Calif. 90028. Tel: (213) 462-8801. Pres.: Col. John Elliott; Gen. Mgr.: Lin Wilde; Sales & Mktg. Mgr.: Al Chapman; Pub.: Donna Lee Fitzgerald.  
 Labels: Empala, Royal Crest, Soul Time.  
 Jag (see Jake's Music Shop).  
 Jairo, 610 S. Verdugo Rd., Suite 3, Glendale, Calif. 91205. Tel: (213) 246-9445. Owner, Pub. & Adv.: Jairo Velasquez; A&R: Dele Ketcher; Sales & Mktg.: Adolpho Ramirez.  
 Jake's Music Shop, 744 N. Main St., Opelousas, La. Tel: (318) 942-7092. Owner: Jake Graffagnino.  
 Labels: Carl, High-Up, Jag.  
 Jamaka, 3621 Heath Ln., Mesquite, Tex. 75149. Tel: (214) BR 9-5858. Owners: Jimmy Fields & George McCoy.  
 Labels: Felco, Jamaka, Kick.  
 Phoebe James Creative Rhythm (see listing under "P").  
 Jamie (see Jamie/Guyden Dist. Corp.).  
 JAMIE/GUYDEN Dist. Corp., 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) CE 2-8383. Pres.: Harold Lipsius; A&R: Bob Finiz; Sales & Admin.: Paul Fien; Promo. Mgr.: Larry Cohen. Labels: Airplay, Arctic, Caldwell, Charay, Dionn, Guyden, Important, Jamie, Landa, MSL, Montel, Showtime, Soft, Tear Drop, Wilson. (SEE ADVERTISEMENT).  
 Janet (see Derby Town).  
 Janson, 559 Beach 130 St., Rockaway Park, N. Y. 11694. Tel: (212) NE 4-2577. Pres.: Jan Bart.  
 Janus, Calif. (see Everest).  
 Janus, N. Y. (see Powerfree).  
 Jardin (see Met Richmond Latin Rec. Sales).  
 Jay-Cher Ent's., PO Box 270, Newport, Tenn. 37821. Tel: (615) 623-3772. Pres.: Johnny Carter; VP: Cheryl Carter.  
 Labels: Biletone, Big C, CR, Cherokeeand, East Tennessee, Jay-Cher, Jayla, Lo Lyn Prod'ns, Newport, Payle, Regency, Service.  
 Jay-Gee, 1790 Broadway, New York, N. Y. Tel: (212) PL 7-8570. Bd. Chm.: Jerry Blaine; Pres., Sales & Mktg.: Steve Blaine; VP, Pop A&R & Promo.: Mickey Eichner; A&R Albums: Bob Stephens; Southern Promo.: Steve Wax; Int'l Dir.: Elliott Blaine.  
 Branch: Los Angeles, Calif., 4852 W. Jefferson Blvd. Tel: (213) RE 2-6185. Opns. Mgr.: Harry Goldstein.  
 Labels: Blaine, BT Puppy, Dana, Duo Disc, Jay-Gee Int'l, Josie, Jubilee, Port, R, Swing, Toot.  
 Jay-Gee Intl (see Jay-Gee).



Jay Jay, PO Box 4155, Normandy Branch, Miami Beach, Fla. 33148. Pres.: Walter Jay. Labels: Drum-Boy, Jay Jay. Int'l rep.: Canada, 380 Craig St. W., Montreal, P.Q. Tel: (514) 844-4006.

Jay Jay, N. Y. (see Premier Albums).

Jay-Jean (see Golden Triangle Music Ent.).

Jayla (see Jay-Cher Ent.).

Jazzland (see Orpheum Prod'ns).

Jazzology, PO Box 748, Columbia, S. C. 29201. Tel: (803) AL 2-2177. Owner: George H. Buck Jr. Labels: GHB, Jazzology.

Jed (see Bell).

JERDEN MUSIC, 971 Thomas St., Seattle, Wash. 98109. Tel: (206) MA 2-0470. Pres. & Gen. Mgr.: Jerry Dennon; Sales & Promo. Mgr.: Gil Bateman. Labels: Jerden (distributed by ABC), Panorama, Piccadilly. Int'l reps.: Australia (W&G), Canada (Quality), United Kingdom (Pye). All others through ABC. (SEE ADVERTISEMENT)

Jeree (see Georden Rec. Prod'ns).

Jerhart (see Hawk & One-Derful Prod'ns).

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

Jerrel, 1513 Woodland Rd., West Chester, Pa. Tel: (215) 399-0161. Owners: James Steward, Irv Duboff & Roger Snooke; Pres.: Irv Duboff; VPs & A&R: James Steward & Roger Snooke. Branch: West Columbia, S. C., 1517 Double Branch Rd. Zip: 29169. (see Cool Air Prod'ns).

Jesse Mason Prod'ns, PO Box 627, 11425 San Pablo Ave., El Cerrito, Calif. 94530. Tel: (415) 235-0343. Pres.: Jesse Mason Jr.; VP: Zel Mason; A&R Dir.: Willie Hoskins Jr.; Exec. VP, Sales & Mktg.: Betty LeGardy; Pub.: Rodney LeGardy; Adv.: Fletcher LeGardy; Promo. Dir.: Cynthia Badie. Labels: Bay View, Priority, Spotlight.

Jester (see Epstein Ent.).

Jet (see Bill Rucker Ent. listed under "B").

Jet Set, 40 E. 58 St., Suite 6E, New York, N. Y. 10022. Tel: (212) 935-0590. Cable: JETSET. Pres.: Dimitri Villard; VP A&R: Christopher Cerf.

Jetstar (see Abnak Music Ent.).

Jewel, PO Box 1832, 728 Texas St., Shreveport, La. 71101. Tel: (318) 422-0195. 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; (distributed) Murco, Whit. Tape: all labels (cartridge) 4-tr. M & S, 8-tr. S, licensed to GRT. Int'l reps.: Aden (Pye in UK), Argentina (Gravacoes Electricas in Brazil), Australia (Festival), Belgium (Show), Bolivia (Gravacoes Electricas in Brazil), Brazil (Gravacoes Electricas), Canada (Phonodisc), Chili (Gravacoes Electricas in Brazil), Colombia (Gravacoes Electricas in Brazil), Cyprus (Pye in UK), Denmark (Moerks), Eire (Pye in UK), Finland (Moerks in Denmark), Ireland (Pye in UK), 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 Electricas in Brazil), Philippines (Festival in Australia), Singapore (Festival in Australia), South Africa (Pye in UK), Sweden (Moerks in Denmark), United Kingdom (Pye) Uruguay (Gravacoes Electricas in Brazil), Venezuela (Gravacoes Electricas in Brazil).

Jim Hall Prod'ns, 900 Prospect Ave., Norfolk, Neb. 68701. Tel: (402) 371-3384. Owner: Jim Hall. Labels: Bonnie, Dynamite. (distributed by Brite-Star).

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

Jin, PO Box 506, Villa Platte, La. 70586. Tel: (318) 363-2138. Labels: Jin, Swallow.

Jingle (see Centaur).

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

Joanie, 8720 Georgia Ave., Silver Spring, Md. 20910. Tel: (301) 589-6700. Pres.: William O'Brien.

Joed (see Paramount).

Jody, Ill. (see Vantage).

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

John J. Sullivan Theatrical Ent. (see listing under "S").

Johnson, 1619 Broadway, New York, N. Y. 10019. Tel: (212) 757-2696. Gen. Mgr. & Sales Mgr.: Gil Miller; Prod'n Mgr.: Norman Seldin; Promo. Dir.: Jim McCarthy.

Joker (see Lifetime).

Jolar (see John J. Sullivan Theatrical Ent.).

Jon-Ark (see Alley).

Jor Dan (see General American, Pa.).

Jordan (see Clay Eager Prod'ns listed under "C").

Jorsl, 6453 N. Sayre Ave., Chicago, Ill. 60631. Tel: (312) 763-7328. Pres.: Earl L. Hensley.

Josie (see Jay-Gee).

Jotis, 535 Cotton Ave., Macon, Ga. 31201. Tel: (912) 745-8511. Pres.: Otis Redding. (distributed by Atco).

continued on page 40



**For the record, we make perfect packages too — and you have to get up pretty early in the ayem to beat us.**

## Lee-Myles Associates Inc.

40 WEST 57th STREET, NEW YORK, N. Y. 10019/TEL: (212) 757-6630/CABLE: LEEMYLES  
Want Full Color Jackets at low cost? Small quantities? Ask about our "Instant Album Covers."



# JAMIE/GUYDEN

**THE SMALLEST RECORD MANUFACTURER HAS 4083 SALESMEN, TOO!**

**THANK YOU RADIO AMERICA!**

brenda & the tabulations  
crispian st. peter  
the showstoppers

the kit kats  
barbara mason  
helene smith

**ARHO RECORDS**

**dionn**  
RECORDS

*Phil-L-A*  
SOUL

R & B DIVISIONS  
OF

**Jamie/Guyden RECORDS**

continued

Jowar, 95-20 222 St. Suite 3E, Queens Village, N.Y. Tel: (212) 479-3454. Jox (see Epstein Ent.). Joyous Melodies (see Praise). Jizzle (see Hot Line). Jubilee (see Jay-Ge). Jules-Tone (see St. Clair Prod'ns). Julet, 1338 E. 48 St., Los Angeles, Calif. 90011. Tel: (213) 231-9708. Pres.: Herman C. Allen. Julia (see Celtic Rec'g Prod'ns). Julian, Box 2437, Rt. 2, Wenatchee, Wash. 98801. Tel: (509) 662-8395. Pres.: Don Bernier. June (see Lance Music Ent.). Junior (see Kae Williams Music).

K

K D, 515 Shipley St., Wilmington, Del. 19801. Tel: (302) 654-8246. Pres.: H. Edwin Kennedy. K M, 64 E. Van Buren St., Chicago, Ill. 60605. Tel: (312) WE 9-7188. Gen. Mgr.: Ruth Kling. Labels: KM, Klime. K R, c/o Koppelman, Rubin, 1650 Broadway, New York, N. Y. 10019. Tel: (212) 765-2682. Pres.: Mr. Koppelman; VP: Don Rubin. (distributed by Chess). Kabe (see General American, Pa.). Kachina (see Campbell & Baker). Kae Williams Music, 3214 W. York St., Philadelphia, Pa. 19132. Tel: (215) BA 3-0766 & CH 7-9376. Pres.: Kae Williams. Labels: Junior, Kaiser. Kaiser (see Kae Williams Music). Kalo, Box 389, Rt. 3, Kutztown, Pa. Tel: (215) 683-3325. Owner: Robert Schwayer. Kama Sutra, 1650 Broadway, New York, N. Y. 10019. Tel: (212) 765-3320. Pres.: Herman Mizrahi, Phil Steinberg & Arthur Ripp; VP Int'l: Frank Mell. Branch: Hollywood, Calif., 7122 Sunset Blvd. Tel: (213) 469-1101. Gen. Mgr.: Bob Krasnow. Labels: Buddah, Kama Sutra. (distributed by MGM). Tape: Kama Sutra (cartridge) 2-tr. M, 4-tr. M & S, 8-tr. S, licensed to Ampex, ITCC & Play-tape. Kammy (see Rollo-Marsh-Kammy). Kanawha, 1889 Palm Dr., Charleston, W. Va. 25312. Tel: (304) 346-6428. Kandy, 3521 Hoyt, Muskegon, Mich. 49444. Tel: (616) 739-3383. Pres.: D. E. Johnson. Kangaroo, 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435. Owner: Les Kangas. Kansoma (see Charbuster). Kanwic, 445 N. Oliver, Wichita, Kan. 67208. Tel: (316) MU 2-7481. Pres.: Raymond Creely; A&R, Sales, Mktg., Pub., Adv. & Promo.: Don Clyne. Tape: (reel-to-reel) 2-tr. M, 4-tr. S, self-mfd.; (cartridge) 2-tr. M, 4-tr. S, self-mfd. KAPP, 136 E. 57 St., New York, N. Y. 10022. Tel: (212) PL 9-8500. Cable: KAPPRECORD. Pres.: David Kapp; Exec. VP: Nathaniel March; Exec. A&R Prod'r: Hy Grill; VP Sales: Sid Schaffer; Sales Mgr.: Joe Berger; Promo. Mgr.: Gene Armond; Int'l Mgr.: Ted Shapiro. Labels: Congress, Four Corners, Kapp. Tape: Four Corners, Kapp (reel-to-reel) 4-tr. S, licensed to Ampex & ITCC; (cartridge) 4-tr. S, licensed to Ampex & ITCC; 8-tr. S, licensed to RCA Victor. Int'l reps.: Argentina (Sicamericana), Australia (Australian Rec.), Brazil (Rozenblit), Canada (Phonodisc), Colombia (Discos Orbe), Costa Rica (INDICA), Denmark (Moerks), France (Vogue), Germany (Vogue), Hong Kong (Colonial Trading), Italy (Fonit-Cetra), Jamaica (Federal), Japan (Toshiba), Mexico (Veltro), Netherlands (Negram), New Zealand (Australian Rec.), Norway (Arne Bendiksen), Philippines (Mareco), Puerto Rico (Antonio Contreras), Singapore (Hup Hup), South Africa (Gallo), Spain (Vergara), Sweden (Reuter & Reuter, Knappupp), United Kingdom (Decca), Venezuela (Fonograma), Virgin Islands (Conrad). (SEE ADVERTISEMENT) Karate (see Audio Fidelity). Kardo, Bruce, Fla. 32455. Tel: (904) 835-2916. Gen. Mgr.: Phil Carter. Karen (see Atco). Karl (see Clay Eager Prod'ns listed under "C"). Kash, 814 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-1671. Pres. & A&R: Jack B. Dixon; Sales, Mktg. & Promo.: Johnny H. Harrell; Pub. & Adv.: Robert Schanz. Labels: Kash, Kippo. Kasin (see Met Richmond Latin Rec. Sales). Kasko (see Showboat). Kathy (see Wine). Kavis, Box 139, Rt. 3, Palatka, Fla. 32077. Tel: (904) 325-2333. Pres.: W. M. Banks. Kay Bar Dane (see Golden Triangle Music Ent.). Kaybank, 2541 Nicolle, Minneapolis, Minn. Tel: (612) TA 7-5441. Pres.: Vernon C. Bank; VP Mfg.: Robert Haacke; VP & Studio Mgr.: John Michaelson. Kaydan, 12240 Ventura, Studio City, Calif. 91604. Tel: (213) PO 2-0966. Pres.: Stacy Keach. Labels: Campus, Kaydan, Travelanguage Series. Kayden, 37 Saddle Ln., Cherry Hill, N. J. 08034. Tel: (215) LO 7-8043. Pres.: Kathy Dennis; VP, Sales & Promo.: Dick Colanzi. Labels: General Guard, Kayden, Merben. Int'l reps.: Canada (Quality). All other, EMI.

Kaye-Towne (see Soul Bros. Music Ent.). Keane, 4416 Beverly Blvd., Los Angeles, Calif. 90004. Tel: (213) 665-5558. Owner: George K. Ching Jr. Labels: Keane, Steno-Disc. Tape: Keane, Steno-Disc (reel-to-reel) 2-tr. M, self-mfd. Keepsake (see Sound). Keitch (see Atlantic). Kelmar, 1054 E. 71 St., Cleveland, Ohio 44103. Tel: (216) 391-4518. Pres.: Joel Kischel. Kemp (see Southern Nevada Music). Kendra Music, 2834 Cedar Ave. S., Minneapolis, Minn. 55407. Gen. Mgr.: A. E. Holter. Label: Kendra. Keno (see Satellite). Kent (see Crown). Kenwood (see Roulette). Keyboard (see Band Box). KEYMEN, 7400 Fountain Ave., Suite A, Los Angeles, Calif. 90046. Tel: (213) 876-2550. Pres.: Fred Smith. (SEE ADVERTISEMENT) Kick (see Jamaka). Kiderian, 6531 N. Francisco, Chicago, Ill. 60645. Tel: (312) 545-0861 & 761-6539. Pres.: Ray Peck; Exec. VP: Ginger Wadipian. King, 1540 Brewster Ave., Cincinnati, Ohio 45207. Tel: (513) 751-2211/8391. Pres.: Sydney Nathan; Exec. VP: Jack Pearl; Gen. Mgr.: Johnnie Miller; A&R Dir.: Louis Innis; Int'l: Charlie Faust. Labels: Audio-Lab, Bethlehem, DeLuxe, Federal, King. Tape: (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) 4-tr. S, 8-tr. S, self-mfd. Int'l reps.: Australia (Astor Electronics, Festival), Canada (Phonodisc), France (Polydor), Germany (Deutsche Grammophon), Italy (Durium), Japan (Toshiba), Mexico (Orfeon-Video Vox), New Zealand (Pye), South Africa (Teal), Spain (Sonoplay), United Kingdom (Pye). King Leo (see MGM). Kingdoms (see Yorkshire). Kingsway, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) CR 5-4191. Pres.: Earle Williams. Labels: Audio Bible Studies, Kingsway. Kinor (see Audio Fidelity). Kip, 45 W. 39 St., New York, N. Y. 10018. Tel: (212) BR 9-3482. Pres.: Lonnie Kaufman. Labels: Kip, Pik, Tar-gat. Kippo (see Kashi). Kiski, Park Plaza, R.D. 2, Leechburg, Pa. 15656. Tel: (412) 842-0231. Pres.: G. Robert Pugh; VP: William Fullerton. Kismet, 227 E. 14 St., New York, N. Y. 10003. Tel: (212) GR-7-2891. Pres.: A. D. Kornienko. Int'l reps.: Canada (Bouthillier Musique), France (OSI). Kitten (see Georden Rec. Prod'ns). Klime (see KM). Klondike (see Alkon). Knight Education, 2406 W. Seventh St., Los Angeles, Calif. 90057. Tel: (213) 385-2293. Pres.: Mario Piraino. Labels: Knight Education, Learn While You Sleep, Mind Power Education. Kris, 4125 W. Washington Blvd., Los Angeles, Calif. 90018. Tel: (213) 731-8321. Mgrs.: Melvin Alexander & Larry Johnson. Labels: (owned) Kubaney, Kristal, Regio; (distributed) Belter, Zafiro.

L

L H I (see Decca). 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 J (see Challenge). L M I, 408 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-8850. Pres.: Lee Magid. Branch: Hollywood, Calif., 5750 Melrose Ave. Zip: 90038. Tel: (213) HO 3-2353. Int'l reps.: New Zealand (Peak), United Kingdom (Ember). L & Q, 2019 Shepherd Dr., Houston, Tex. 77007. Tel: (713) UN 4-9709. La Comedie Francaise (see Everest). La Louisianne, 2823 Johnston St., Lafayette, La. Tel: (318) CE 4-4118. Pres.: Carol J. Rachou. LaBeat, 6072 14 St., Detroit, Mich. 48208. Tel: (313) 894-8685. Pres.: Lou Beatty Sr., A&R Dir.: Theodore E. Harris Sr. Labels: LaBeat, Mary Jane, Pilgrim. Laguna, 1056 S. St. Andrews Pl., Los Angeles, Calif. 90019. Tel: (213) RE 2-7449. Treas.: B. H. White. Laitini, 955 S. Magnolia Ave., Los Angeles, Calif. 90006. Tel: (213) 383-8779. Pres.: Marvin Liblick; VP: Maurice Liblick. Labels: Laitini, Mastersound. Lakeview (see Cool Air Prod'ns)

Lance Music Ent., PO Box 8207, Albuquerque, N.M. 87108. Tel: (505) 268-7919/7741. Pres. & Classical A&R: Dick Stewart; VP & Pop A&R: Tommy Bee; Exec. Mgr.: Ross Benavidez; Pub.: Alice Briley; Adv.: Vicki Benegas; Promo.: Don Blocker; Int'l: Peter Knight Jr. Int'l branch: Germany, Kornerstr. 13, 2000 Hamburg 39. Labels: Duke City, June, Lance, September, Shield, Stinger. Landa (see Jamie/Guyden Dist. Corp.). Lane (see George Clements Prod'ns). Lanes End, 146 Lynnfield St., Peabody, Mass. 01960. Tel: (617) 531-5938 & 774-3355. Prod'rs: Stephen Buckley & David Pelletier. Lano, 67 Sylvan Rd., Port Chester, N.Y. 10573. Tel: (914) WE 9-6055. Pres.: R. F. Catalan. Lanor, PO Box 233, 583 N. Louis St., Church Point, La. Tel: (318) 684-2176. Pres.: Lee Lavergne. Lantam (see General American Rec., Pa.). Lark (see Camaro Music Prod'ns). Larric, 70-13 Caldwell Ave., Maspeth, N.Y. 11378. Tel: (212) 672-6491. Pres.: Larry M. Palatta; VP: Rocco Riccardi. Labels: Dual, Larric, Universe. Lasalle, 5727 S. La Salle St., Chicago, Ill. 60621. Tel: (312) NO 7-4151. Pres. & A&R: "Jump" Jackson; VP & A&R: Oscar Jackson. Lathrop-Tarbert Ent., 232 N. Canon Dr., Suite 206, Beverly Hills, Calif. 90010. Tel: (213) 278-3226/7. Pres.: S. L. (Red) Lathrop. Labels: GI, Yardbird. Laurie, 165 W. 46 St., New York, N.Y. 10036. Tel: (212) JU 2-2975. Pres. & Int'l: Robert M. Schwartz; Exec. VP: Oscar Faura; VP, A&R: Eliot Greenberg; VP Prod'n, Sales & Promo.: Murray Singer; VP Admin.: Gene Schwartz. Labels: Abel, Audicon, Calico, Goal, Laurie, Legrand, Providence, Rust. Int'l reps.: Argentina (EMI), Australia (Festival), Denmark (Skandinavisk), Eire (Gramophone), Finland (R. E. Westerlund), France (Vogue), Germany (Ariola, Eurodisc), Greece (Columbia), India (Gramophone), Israel (Hataklit), Italy (Ri-Fi), Japan (Toshiba), Mexico (Gamma), Netherlands (Bovema), New Zealand (HMV), Norway (Iversen & Frogh), Pakistan (Pakistan), Peru (EMI), Philippines (Mareco), Portugal (Valentim de Carvalho), South Africa (EMI), United Kingdom (EMI). LaVal, 226 N. Burdick St., Kalamazoo, Mich. 49006. Tel: (616) FI 4-1001 & FI 2-1936. Pres.: Vic LaVal; Promo. Mgr.: Hector Taylor. Labels: Bay Tone, LaVal, Vic. Lavette (see Space, N.M.). Lawn (see Swan). Le Fevre (see Bat). Le Jazz Cool (see Import/Export section: Record & Tape Sales, New York, N.Y.). Le Mans, PO Box 262, Bound Brook, N.J. 08805. Tel: (201) 469-5252. Pres.: James B. Kemper. Le Monde (see Atlantic). Learn While You Sleep (see Knight Education). Lebam, 2661 Clyde Ave., Los Angeles, Calif. 90016. Tel: (213) 935-7139. Gen. Mgr.: F. J. Wedlaw. Lebbly (see Cool Air Prod'ns). Leda (see Met Richmond Latin Rec. Sales). Lee, Fla. (see jib). Lee, 2038 Vardon, Flossmoor, Ill. 60422. Tel: (312) 799-5270. Gen. Mgr.: Lee Abrams. Legend (see Silver Falcon). Legrand, New City, N.Y. (see SPQR). Legrand, New York, N.Y. (see Laurie). L'Elegant, 110 W. 47 St., Suite 600, New York, N.Y. 10036. Tel: (212) JU 6-0909. Int'l rep.: Switzerland (Johnny Simmen). Lemco (see Atco). Leo (see Gateway-Dyno). Leo the Lion (see MGM). Lerks (see Cool Air Prod'ns). Lesley, PO Box 24, 3007-C Dixie Hwy., Louisville, Ky. Tel: (502) SP 5-6030. Pres.: F. I. Brodie. Lexington, Pleasantville, N.Y. 10570. Tel: (914) 769-6332. Pres.: S. P. Puner. LIBERTY, 6920 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 464-8101. Cable: LIBECCORD. Pres.: Alvin S. Bennett; Exec. Ass't to Pres.: Ron Bledsoe; VP A&R & Promo.: Bob Skaff; Exec. A&R Co-ord.: Dick Pearce; A&R: Calvin Carter, Tommy Oliver, Joe Saraceno, Dallas Smith, Jack Tracy, Scotty Turner; Mktg. Dir.: Bernie Polakoff; Mktg. Co-ord.: Allen LaVinger; Adv.-Mds'g Mgr.: Jack Levy; Pub.: Norman Winter; Int'l Sales Dir.: Jerry Thomas; Overseas Ops. Dir.: Ron Kass. Liberty Div. (Dolton, Liberty): Gen. Mgr.: Bud Dain; Sales Mgr.: Jack Bratel. Imperial Div. (Imperial, Minit): Gen. Mgr.: Ken Revercomb; Sales Mgr.: Rick Frio; Promo. Mgrs.: Johnny Musso (Imperial), Ed Wright (Minit). World Pacific Div. (Pacific Jazz, World Pacific):

Gen. Mgr.: Dick Bock; Sales Mgr. & Promo.: Macey Lipman.  
**Soul City Div.:** Gen. Mgr.: Johnny Rivers.  
**Sunset Div.:** Gen. Mgr.: Ed Barsky; Sales Mgr. & Promo.: Mel Fuhrman.  
**Blue Note Div.:** Gen. Mgrs.: Alfred Lion & Francis Wolf; Sales Mgr. & Promo.: Bernie Block.  
**Liberty Stereo Tape Div.:** Gen. Mgr.: Mike Elliot; Sales Mgr. & Promo.: Wally Peters.  
**Int'l Branches:** England, 52 Maddox St., London W.1. Gen. Mgr.: Bob Reisdorff.—Germany, 4 Klessingweg, Munchen-Untermemzing. Gen. Mgr.: Siegfried Loch.  
**Labels:** Blue Note, Dolton, Imperial, Liberty, Minit, Pacific Jazz, Soul City, Sunset, World Pacific.  
**Tape:** all labels (reel-to-reel) 4-tr. S, licensed to Musictapes; (cartridge) 4-tr. S, 8-tr. S, self-mfd.  
**Int'l reps.:** Australia (Festival), Brazil (RCA), Canada (London), Colombia (Compania Colombiana de Discos), Denmark (Skandinavisk Gramophon) Finland (R. E. Westerlund), France (Pathe-Marconi, Philips), Germany (Liberty, Philips), Greece (Music-Box), Guatemala (Discos de Centro America), Hong Kong (Colonial Trading), Italy (Ricordi), Jamaica (Gloken), Japan (Toshiba), Lebanon (EMI), Mexico (Gamma, Discos Ausart), Netherlands (Bovema), New Zealand (Festival), Norway (Carl M. Iversen), Peru (Distribuidora Peruana), Philippines (Dyna), Portugal (Radio Triunfo), Singapore (Chiang Huat), South Africa (Teal), Spain (Hispafox), Sweden (EMI), Switzerland (EMI, Jecklin), Turkey (Melodi), United Kingdom (Liberty, Philips). (SEE ADVERTISEMENT)  
**Library Editions** (see Request).  
**Life** (see Everest).  
**Lifetime**, 133 North St., Rochester, N.Y. 14604. Tel: (716) 454-1269.  
**Labels:** Joker, Lifetime, Lyndell.  
**Lightnin**, 6311 Gulf Freeway, Houston, Tex. 77023. Contacts: E. L. Cole, Sam (Lightnin) Hopkins & Charles H. Wilson.  
**Like Young**, PO Box 5305, Sherman Oaks, Calif. 91403. Tel: (213) 784-7125. Pres.: Noel S. Young; VP: Irene B. Young; A&R: Del Kacher; Int'l: Stan D. Tschoop.  
**Labels:** Drumadone, Like Young.  
**Int'l rep.:** Belgium (Frankie Music).  
**Limelight**, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: MERREC. (see Mercury for personnel).  
**Branch: New York, N.Y., 745 Fifth Ave. Zip: 10022.** Tel: (212) PL 9-2727.  
**Tape:** (see Mercury).  
**Int'l reps.:** Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Ecuador (Philips), Finland (Fintone), France (Philips), Germany (Philips), Greece (Helladisc), Italy (Phonogram), Japan (Victor), Mexico (Discos Universales), Netherlands (Philips, Phonogram), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Philips), Singapore (William Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), United Kingdom (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).  
**Lincoln Square** (see Avant Garde).  
**Linda** (see Faro).  
**Lindberg**, 1445 Sunset Ridge Rd., Glenview, Ill. 60025. Tel: (312) 729-2047. Pres.: Sven Lindberg.  
**Tape:** (reel-to-reel) 4-tr. S, self-mfd. in USA, licensed to Dansk tape, Norsk tape & Svensktape in Europe; (cartridge) 4-tr. S, 8-tr. S, self-mfd. in USA, licensed to Dansk tape, Norsk tape & Svensktape in Europe.  
**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, NJ., 260 Speer Ave. Tel: (213) 567-2323.** VP: Joan Granger.  
**Literary** (see Creative Rec. Serv.).  
**Little Chip** (see Record Corp. of New England).  
**Little Darlin'**, 101 W. 55 St., New York, N.Y. 10019. Tel: (212) CI 6-3359. Mus. Dir.: A. Mayhew.  
**Branch: Nashville, Tenn., 802 18 Ave. S.**  
**Little Nashville**, 1610 Poinsettia Rd., Charleston, S.C. 29407. Tel: (803) 766-9701. Pres.: Roger Hopkins; VP: G. A. Hopkins; A&R Dir.: David Jobe; Sales Dir.: Don Strange; Pub. Dir.: Matt Moser; Promo. Dir.: Boyd Cobb; Dist. Mgr.: Frank Sutton.  
**Labels:** Detroit Sounds, Evergreen, Little Nashville, Zion.

**Little World** (see Cameo-Parkway).  
**Live**, PO Box 663, Waxahachie, Tex. 75165. Tel: (214) WE 7-2248. Owners: L. W. Dollar & Wayland Woodall.  
**Liverpool**, 1937 E. Groverdale St., Covina, Calif. Tel: (213) 332-9439.  
**Living Language Courses** (see The Franson Corp.).  
**Living Legend**, 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 4-0225. Pres.: Kim Fowley.  
**Living Library** (see Fuller).  
**Living Rec. Library** (see Stereoddities).  
**Lo-Lace** (see Viscojon).  
**Lo Lyn Prod'ns** (see Jay-Cher Ent.).  
**Loadstone**, 163 Orizaba Ave., San Francisco, Calif. 94132. Tel: (415) 334-2247. Los Angeles, Tel: (213) HO 9-2987. Pres.: Walter C. Stone.  
**Labels:** Loadstone, Open.  
**Lodestar**, 11225 Ewing Circle, Minneapolis, Minn. 55431. Tel: (612) 888-2011. Owner: C. B. Brown.  
**Lodestone** (see Dover, La.).  
**L'Oiseau Lyre** (see London).  
**Loma** (see Warner Bros.).  
**London**, 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:** Argo, Coliseum, Das Alte Werke, Deram, Garpax, Hi, L'Oiseau Lyre, Palomar, Parrot, phase 4, Press, Richmond, Seville, Societe Francaise du Son, Stereo Treasury, Telefunken, Tribe.  
**Tape:** Coliseum, Hi, London, Parrot, Press (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, licensed to Ampex.  
**Int'l's reps.:** Canada (London). All others Decca.  
**Longhorn**, PO Box 17014, Dallas, Tex. 75217. Tel: (214) AT 5-8734. Owner: Dewey Groom.  
**Look** (see Starday).  
**Look & Listen** (see Ambassador, N.J.).  
**Loop**, 930 "F" St. N.W., Washington, D.C. 20004. Tel: (202) 347-3944. Pres.: A&R Prod'r: Lillian Claiborne; VP, Sales, Mktg. & Adv.: Ralph Bowen.  
**Labels:** DC, Gama, Loop.  
**Lord Jim** (see Destination).  
**Lorraine** (see McKinnon).  
**Lost-Nite** (see Atlantic).  
**Lotassco**, 1634 Wakefield Dr., Houston, Tex. 77018. Tel: (713) OV 6-1155. Contact: "Ike" Eickenhorst.  
**Labels:** Casual, Lotassco.  
**Lotus** (see Deb-Mor Sales).  
**Loyal**, 5112 Scenic View Dr., Birmingham Ala. 35210. Tel: (205) 595-9602. Pres.: Walter Bailes; Gen. Mgr.: Frankie Bailes.  
**Luuu** (see Boddie).  
**Lucky Eleven**, 1318 W. Court St., Flint, Mich. 48503. Tel: (313) 767-7790/7170. Pres.: Otis Ellis; VP: Chuck Slaughter.  
**Lucky Sounds** 7-13 (see Ron).  
**Luffcin** (see Goldband).  
**Lumen** (see Import/Export section: Playette, New York, N.Y.).  
**Lummtone**, PO Box 11121, Los Angeles, Calif. 90011. Tel: (213) RE 4-4459. Pres.: Lummie J. Fowler.  
**LuPine** (see Atlantic).  
**Lyndell** (see Lifetime).  
**Lynn's Prod'ns**, 617 Nelson, Greenville, Miss. 38701. Tel: (601) 332-8665. Pres.: Henry R. Hines.  
**Labels:** Bar-Bare, Big Beat, Bo-Bo, Bronze, Hines, Lynn's, Odex, Reginald, Yolanda.  
**Lyrichord**, 141 Perry St., New York, N.Y. 10014. Tel: (212) WA 9-8234. Pres.: Peter Faitsch.  
**Labels:** Eterna, Experiences Anonymes, Lyrichord.

## M

**M B S** (see Paramount).  
**M F H** (see Tera Shirma Prod'ns).  
**M F R** (see Met Richmond Latin Rec. Sales).  
**M G M**, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 262-3131. Cable: METROCORD. Pres.: Mort L. Nasatir; Bus. Affairs Dir.: Thomas F. White; Exec. Dir. A&R: Robert Morgan; Pop A&R: Tom Wilson; Classical A&R: Jerry Schoenbaum; Jazz A&R: Creed Taylor; Mktg. Dir.: Lenny Scheer; Pub.: Sol Handwerker; Adv.: Jack Maher; Promo.: Harold Berkman; Int'l: Eric Steinmetz.  
**Branches:** Los Angeles, Calif., 2053 Venice Blvd. Tel: (213) 733-2114. Mgr.: Mel Price.—Chicago, Ill., 1112 S. Wabash Ave. Tel: (312) 341-0660. Mgr.: Morrie Price.—New York, N.Y., 547 W. 52 St. Tel: (212) CO 5-1872. Mgr. Stan Drayson.  
**Labels:** (owned) Heliodor, King Leo, Leo the

**THE BEST  
 IN RHYTHM & BLUES  
 FROM  
 EXCELLO  
 AND  
 A-BET RECORDS  
 THE BEST  
 IN SPIRITUALS  
 FROM  
 NASHBORO  
 AND  
 CRESCENT RECORDS  
 SEE YOUR NEAREST DISTRIBUTOR  
 FOR A COMPLETE CATALOG.**

**ATLANTA, GEORGIA**  
 —Southland  
**BALTIMORE, MD.**  
 —General  
**BOSTON, MASS.**  
 —Mass Records  
**BUFFALO, NEW YORK**  
 —Best  
**CHARLOTTE, N. C.**  
 —Bertos Sales  
**CHICAGO, ILL.**  
 —United  
**CINCINNATI, OHIO**  
 —A & I  
**CLEVELAND, OHIO**  
 —Mainline  
**DALLAS, TEXAS**  
 —Big State  
**DETROIT, MICH.**  
 —Record Dists.  
**EAST HARTFORD, CONN.**  
 —Trinity  
**EL PASO, TEXAS**  
 —M. B. Krupp  
**HIALEAH (MIAMI), FLA.**  
 —Tone  
**HOUSTON, TEXAS**  
 —H. W. Daily, Co.  
**LOS ANGELES, CALIF.**  
 —California, Dists.  
**MEMPHIS, TENNESSEE**  
 —Record Sales  
**MINNEAPOLIS, MINN.**  
 —Heilicher Bros.  
**NASHVILLE, TENNESSEE**  
 —Music City  
**NEWARK, NEW JERSEY**  
 —Essex  
**NEW ORLEANS, LA.**  
 —All South  
**NEW YORK, N. Y.**  
 —Malverne  
**OAKLAND, CALIF.**  
 —Chatton  
**PHILADELPHIA, PENN.**  
 —A & L  
**PHOENIX, ARIZONA**  
 —M. B. Krupp  
**PITTSBURGH, PENN.**  
 —PM Records  
**ST. LOUIS, MO.**  
 —Westcot  
**SHREVEPORT, LA.**  
 —Stans Record Service

**NASHBORO** RECORDS 1011 WOODLAND ST.  
 Nashville, Tenn. 615-227-5081

continued on page 42

## continued

- Lion, MGM, Metro VSP, Verve, Verve/Folkways; (distributed) Archive, DGG, Kama Sutra. **Tape:** Archive, DGG, Kama Sutra, MGM, Verve, Verve/Folkways (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) Kama Sutra, MGM, Verve, Verve/Folkways, 2-tr. M, 4-tr. S, 8-tr. S, licensed to Ampex, ITCC & Muntz. **Int'l reps.:** Argentina (Philips), Australia (EMI), Austria (Polyphon), Belgium (Polydor), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Skandinavisk Gramophon), France (Polydor), Germany (Deutsche Grammophon), Greece (Music Box), Hong Kong (EMI), Jardine, Matheson, India (Gramophone), Ireland (Gramophone), Israel (Hed-Arzi), Italy (Ricordi), Jamaica (West Indies), Japan (Nippon Gramophon), Mexico (Discos Universales), Netherlands (Polydor), New Zealand (HMV), Norway (Iversen & Frog), Panama (Panama Radio), Peru (El Virrey), Philippines (Mareco), Singapore (Borneo), South Africa (EMI), Spain (Fonogram), Sweden (EMI), Switzerland (Siemens), Turkey (Grammophon Limitet Sirketi), United Kingdom (EMI), Venezuela (Siemens), Virgin Islands (Conrad), Yugoslavia (Jugoton).
- M G R** (see C. P. MacGregor).
- M I C** (see Music Inds.).
- M K** (see Connoisseurs).
- M M C** (see CBC Ents.).
- M M O** (see Music Minus One).
- M-R** (see Met Richmond Latin Rec. Sales).
- M R M**, 156 W. Chanslor St., Richmond, Calif. Tel: (415) 234-2287. Pres. & A&R: Dell Randle; Mgr.: Othello Robertson; Sales & Mktg.: Mark A. Randle; Promo. Mgr.: Lavell Willis. **Labels:** Baby-Luv, Chili, MRM, MoSound, Mustang, Shikari.
- M S L** (see Jamie/Guyden Dist. Corp.).
- M T A Prod'ns**, 26 W. 58 St., New York, N.Y. 10019. Tel: (212) PL 3-5710. VP: Bob Thompson; Sales Mgr.: Howard Silvers; Pub. Dir.: Sandra Sandy; Prod'n Mgr.: Sheila Horn. **Tape:** (cartridge) cassette S, 4-tr. S, 8-tr. S, licensed to Muntz. **Int'l reps.:** Australia (Astor), Canada (Sparton), Italy (Ricordi), United Kingdom (CBS).
- M U S A—Music USA** (see Era Int'l Development).
- M & W** (see Mid-South).
- Mace** (see Scepter).
- Maceo II** (see TPG).
- C. P. MacGregor**, 729 S. Western Ave., Los Angeles, Calif. 90005. Tel: (213) 384-4191. Owner: C. P. MacGregor. **Label:** MGR.
- Mad**, 6166 N. Sheridan Rd., Chicago, Ill. 60626. Tel: (312) 743-5005. Pres.: Joseph Sugarman.
- M'Ada** (see Trusty).
- Madre**, PO Box 132, Cambridge, Mass. 02139. Tel: (617) 491-0131. Pres.: Helen M. Bragner.
- Maestro**, 5235 Cleveland, Skokie, Ill. Tel: (312) OR 3-8632. Owner: Larry Taylor.
- Magic City**, 8912 Grand River, Detroit, Mich. 48204. Tel: (313) 896-6060. Pres.: Ernest Burt.
- Magic Touch** (see Epstein Ents.).
- Main Line**, 1260 E. 38 St., Cleveland, Ohio 44115. Tel: (216) 391-1800. Prod. Mgr.: Jerry Sharell.
- Mainstream** (see Time).
- Major** (see Thomas J. Valentino).
- Majorette**, N.Y. (see Thomas J. Valentino).
- Majorette**, Pa. (see Cameo-Parkway).
- Makaha**, 1006 Waimanu, Honolulu, Hawaii 96814. Tel: 587-371. Cable: KANAKA. Pres.: George Chun.
- Mala** (see Bell).
- Maltese** (see Pussy Cat).
- Malynn Ents.**, 2580 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 385-9163. **Labels:** Highland, Money, Ten Star.
- Mama**, 13817 Benwood Rd., Cleveland, Ohio. Tel: (216) 751-4259. Pres.: Isaac Perry; VP, A&R: Ike Perry; Pub.: Alfred Perry; Adv.: Eddie Banks.
- Manchester** (see Chartbuster).
- Manhattan** (see Dover, La.).
- Map** (see Music Inds.).
- Mara** (see Aris Prod'ns).
- Marathon**, La. (see Dover, La.).
- Maravilla** (see Stereo-Fi Corp. of Calif.).
- Mardi Gras** (see Roulette).
- Margie** (see McKinnon).
- Margo** (see Adaire).
- Maria**, PO Box 3770, Grand Central Sta., New York, N.Y. 10017. Tel: (212) TR 2-3399. Contact: John Clark.
- Marion** (see McKinnon).
- Marjon**, 930 Woodview Pl., Sharon, Pa. 16146. Tel: (412) 347-4726. Owner, Sales & Mktg.: J. T. Krizancic; Pub. & Adv.: Martha Krizancic. **Labels:** Marjon, Tamart.
- MARK II**, 5371 W. Pico Blvd., Los Angeles, Calif. 90019. Tel: (213) 936-5116. Pres.: Mr. Montague; VP: Renny Roker. **Labels:** Mark II, Tag Ltd. (SEE ADVERTISE-MENT)
- Mark X** (see Antiqua Prod'ns).
- Marlo**, PO Box 1122, Port Jervis, N.Y. Owner: Marlo Ketchum.
- Marsh** (see Rollo-Marsh-Kammy).
- Marteen**, 3116 Drexel St., Shreveport, La. 71108. Tel: (318) 635-6354. Pres. & Sec'y-Treas.: DeWitt C. Humphries.
- Marvel**, 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749. Cable: W&G. Pres. & Int'l: James N. Parks; Sales: Sam Goldner.
- Mar-V-Lus** (see One-Derful Prod'ns).
- Mary Jane** (see LaBeat).
- Mascot** (see Hull).
- Maseda**, 442 E. 149 St., Bronx, N.Y. 10455. Tel: (212) MO 9-3500. Pres.: Angel Maseda. **Int'l branch:** Puerto Rico, 1509 Maribel St., Condado, Santurce.
- Jesse Mason Prod'ns** (see listing under "J").
- Masters Releasing**, 959 Main St., Buffalo, N.Y. 14203. Tel: (716) 882-0427. Pres.: Steve Brodie; Sales Mgr.: Bruce Godfrey; A&R Prod'rs: Tom Calandra & Carl La Machia. **Branch:** New York, N.Y., 330 W. 58 St. **Labels:** (owned) Sahara, Thunderbird; (distributed) Pow.
- Masterseal** (see Record Corp. of New England).
- Mastersound** (see Laitini).
- Matan** (see Motivestor Org.).
- Maxwell-56**, 2639 Chapline, Wheeling, W. Va. 26003. Tel: (304) 233-1723. Pres.: Don Teachout.
- Mayfield** (see Calla Ents.).
- Mayhams** (see Mayhams Collegiate).
- Mayhams Collegiate**, PO Box 46, Morningside Sta., 12 W. 117 St., Suite 5E, New York, N.Y. 10026. Tel: (212) EN 9-3390. Pres. & Gen. Mgr.: N. B. Mayhams Sr.; VP & Asst. Mgr.: Shirley A. Mayhams; Asst. VP & Mgr.: Smalls Mayhams Jr. **Labels:** Brandes, Mayhams.
- McDowell**, 828 S. Lawrence St., Montgomery, Ala. 36105. Tel: (205) 265-3882. **Labels:** McDowell, Rainstar.
- McKinnon**, 411 Gordon St., Reading Pa. 19601. Tel: (215) 374-6580. Pres., A&R, Pub., Adv. & Promo.: Leonard McKinnon; Sec'y & Sales & Mktg. Dir.: Beulah F. Coad. **Labels:** Beulah, Center City, Gordon Street, Hit Kingdom, Holy Cross, Lorraine, Margie, Marion, McKinnon, Reading, Slide. **Tape:** Center City, McKinnon (reel-to-reel) 4-tr. M&S, self-mfd.; (cartridge) cassette M&S, 4-tr. M&S, 8-tr. S, self-mfd. **Int'l rep.:** Canada (Allied).
- Meadowbrook** (see Tera Shirma Prod'ns).
- Media** (see Music Inds.).
- Mel-Par** (see Mel-Tone).
- Mel-Tone**, 2228 Millburn Ave., Maplewood, N.J. 07040. Tel: (201) 763-6866. Cable: MTCCO. Pres.: M. Parker; A&R: E. Lucas; Sales & Promo. Dir.: B. Rylko. **Branch:** New York, N.Y., 520 Fifth Ave. Zip: 10036. Tel: (212) MU 2-5844. **Labels:** Mel-Par, Mel-Tone.
- Melbourne**, 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749. Pres.: R. J. Gillespie; A&R; Jack Varney; Sales: George Taylor; VP Int'l: J. N. Parks.
- Mellow** (see One-Derful Prod'ns).
- Melodiya-Angel** (see Angel).
- Melody**, 1912 St. Clair St., Hamilton, Ohio 45011. Tel: (513) 895-0607. Pres.: William M. Jones. **Labels:** Melody, Sunrise.
- Melron**, 5007 "F" St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres., Sales, Mktg., Pub., Adv. & Promo.: Leonard Stark; Pop A&R: Robert Bassett; Gospel A&R: Robert Marshall. **Memphis** (see Erwin).
- Merben** (see Kayden).
- Mercury**, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: MERREC. Pres.: I. B. Green; Exec. VP: I. H. Steinberg; VP & Recorded Prod. Dir.: Charles Fach; Classical Rec'g Dir.: Harold Lawrence; Prod. Mgr.: Alan Mink; Pub. Dir.: John Sippel; Adv. Dir.: Jim Ladwig; Promo. Dir.: Dennis Ganim; Mds'g Mgr.: George Balos; Int'l Dir.: Bruce Somers. **Branches:** Hollywood, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937. VP: Bob Sarenpa; A&R: Steve Douglas.—New York, N.Y., 745 Fifth Ave. Zip: 10022. Tel: (212) PL 9-2727. VP: Abe Chayet; VP & Recorded Prod. Dir.: Charles Fach.—Nashville, Tenn., 817 16 Ave. S. Zip: 37202. Tel: (615) 242-1607. A&R: Jerry Kennedy. **Int'l branches:** England, 39 Harford Dr., Watford, Herts. Cable: MERRECORD. Overseas Dir.: R. G. Whittington.—Switzerland, 5, Quai du Mont-Blanc, 1200 Geneva. Cable: MERRECORD. Overseas Dir.: Brice Somers.
- Labels:** Fontana, Limelight, Mercury, Mercury Wing, Philips, Smash, Emarcy. **Tape:** (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) cassette S, 2-tr. S, 4-tr. S, 8-tr. S, self-mfd. & also licensed to Muntz. **Int'l reps.:** Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Ecuador (Industria Fonografica), Finland (Fintone), France (Philips), Germany (Philips), Greece (Helladic), Israel (Hed-Arzi), Italy (Phonogram), Jamaica (Records Ltd.), Japan (Victor), Mexico (Discos Universales), Netherlands (Philips, Phonogram), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Philips), Singapore (William Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), United Kingdom (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).
- Mercury Wing** (see Mercury).
- Merlene**, 2310 N. Mockingbird Ln., Abilene, Tex. 79603. 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.
- 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, Astro, BBM, BRC, Baroneza, Bocar, Carvier, Colonial, Colombina, Danny, Economy, Edidisa, Encanto, Explorer, Filtro, Iberia, Jardin, Kasin, Leda, MFR, M-R, Mona, Norca, Odessa, Pergasso, Ponce, Progresso, Prominent, Prospect, Que Rio, Quicka, Reli, Revancha, Rhumba, Serenata, Skipper, Somar, Sono Mex, Sunset, Tropical. **Metro** (see MGM).
- Metro Music**, 675 Navahoe Ave., Detroit, Mich. 48215. Tel: (313) VA 1-5793. Pres.: Franz Booth. **Branch:** Saginaw, Mich., 1585 Avalon Ave. Tel: (517) 793-8573. **Labels:** Fuzzwart, Metro, Nutroit, Twerp.
- Metrobeat Prod'ns**, PO Box 755, Minneapolis, Minn. 55440. Tel: (612) 788-9122. A&R Dir.: Michael Jann; A&R Ass't: Bill Normandin; Promo. Dir.: Bruce Brant. **Labels:** Country Beat, Inbeat, Metrobeat, West Wind.
- Metronome** (rep. of European Metronome), 117 W. 48 St., New York, N.Y. 10036. Tel: (212) JU 2-2934. Mgr.: Mrs. Brigitta Peschko. **Int'l firms rep'd.:** Metronome (Denmark, Germany, Sweden).
- Metrodome** (see Epstein Ents.).
- Mezhduarodnaya Kniga, USSR**, c/o Celebrity Concert Corp., 315 Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) 273-3330. Cable: CELEBRIA. Bd. Chm.: Sidney Justin; Pres.: Bernard Luber.
- Miami**, 2819 N.W. Seventh Ave., Miami, Fla. 33127. Tel: (305) 635-7925. Pres.: Carlos Diaz-Granados. **Labels:** Discos Columbia de Mexico, Discos Fuentes, Miami.
- Michelle** (see Montel).
- Midas** (see One-Derful Prod'ns).
- Mid-South**, PO Box 11522, E. Memphis Sta., Memphis, Tenn. 38111. Tel: (901) 324-4640. Pres. & Pub.: Jim Morgan; VP, Pop A&R & Adv.: Style Wooten. **Labels:** M&W, Mid-South.
- Midnight**, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) EX 2-6442. Pres.: Robert Borchardt.
- Midtown** (see V-S Prod'ns).
- Mikalini** (see Spectra).
- Fred Miles Presents** (see listing under "F").
- Milky Way**, Box 61, RR 1, W. Ross Ln., Danville, Ill. 61835. Tel: (217) 446-7280. Pres.: Arlyn Miller; VP: Arlie Neville; Promo.: Music Makers Promo.
- Edward M. Miller & Assocs.** (see listing under "E").
- Millie** (see Pike).
- Minaret**, 1808 West End Bldg., Penthouse, Nashville, Tenn. Tel: (615) 244-1145. Pres.: Finley B. Duncan. (distributed by ATco).
- Mind Power Education** (see Knight Education).
- Minit** (see Liberty).
- Minute Man** (see Columbus).
- Mira**, 9028 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-1125. Cable: MIRAREC. Pres.: Randall Wood; Gen. Mgr. & Int'l Sales Dir.: George T. Steele. **Labels:** Mira, Mirwood, Surrey. **Tape:** Mira, Mirwood, Surrey (reel-to-reel) 4-tr

S, self mfd., also licensed to ITCC; (cartridge) 4-tr S, 8-tr S, licensed to ITCC.  
 Int'l reps.: Austria (Decca), Canada (Sparton), France (Decca), Germany (Decca), Italy (Ricordi), Switzerland (Decca), United Kingdom (Decca). All others (Philips released under the Fontana label).

Miranda, 105 York St., Lexington, Ky. Tel.: (606) 254-1294. Pres.: H. I. Miranda.

Miro (see Monitor).

Mirrosonic, 502 E. 84 St., New York, N.Y. 10028. Tel.: (212) RE 7-2592. Pres.: Kenneth L. Mapes.

Mirwood (see Mira).

Mr. Genius (see Impala-Delsey).

Misty, PO Box 1303, Eau Gallie, Fla.

Mobie, PO Box 4902, Chicago, Ill. 60680.

Mobile Fidelity, PO Box 336, Burbank, Calif. 91503.

Tel.: (213) 848-5367. Pres.: Brad S. Miller; Sales Mgr.: Richard Papke.

Branch: San Rafael, Calif., 29 Bungalow Ave. Zip: 94901. Tel.: (415) 457-0397. A&R Dir.: Brad Miller.

Tap: (reel-to-reel) 2-tr. M, 4-tr. S, licensed to ITCC, Musictapes & Philips; (cartridge) cassette S, 4-tr. S, 8-tr. S, licensed to ITCC, Musictapes & Philips.

Int'l reps.: Canada (London).

Modern (see Crown).

Mona (see Met Richmond Latin Rec. Sales).

MONARCH, 4852-56 W. Jefferson Blvd., Los Angeles, Calif. Tel.: (213) RE 2-6185. (SEE ADVERTISEMENT)

Money, 1065 E. Vernon, Los Angeles, Calif. Tel.: (213) 231-4223.

Money, 2580 W. Pico Blvd., Los Angeles, Calif. (see Malynn Ents.).

Money, 6232 Lynridge Ave., Columbus, Ga. 31904. Tel.: (404) 323-0515. Pres.: Curley Money; VP: Preston Money.

Monitor, 156 Fifth Ave., New York, N.Y. 10010.

Tel.: (212) YU 9-2323. Cable: MONRECOIN.

Pres. & A&R: Michael Stillman; Sales Mgr.: Rose N. Rubin.

Labels: Miro, Monitor.

Tap: (reel-to-reel) licensed to Ampex & Musictapes; (cartridge), 4-tr. S, 8-tr. S, licensed to Ampex & Muntz.

Int'l reps.: Australia (Carinia), Belgium (Schott Freres), Germany (Electrola), Italy (CGD), Netherlands (Munni Kendam Groothandel), United Kingdom (H. R. Taylor).

Monogram, 1650 Broadway, New York, N.Y. 10019.

Tel.: (212) CI 7-8177. Pres.: Frances Warner.

Labels: Monogram, Ritmo, Triad.

Monroe, Heights Ravenna Rd., Muskegon, Mich.

Tel.: (616) 733-5296. Contact: Jesse M. Duke.

Montel, PO Box 2306, Baton Rouge, La. Tel.: (504)

342-8220 & 344-0514. Pres.: Sam Montel; VP:

Mickey Montel; Pop A&R Dir.: Lynn-Ourso; C&W

A&R Dir.: Joe Avants; Promo. Dir.: Don

Chesson.

Labels: Michelle Montel, Stephanie. (distributed by Jamie/Guyden Dist. Corp.).

Montgomery, c/o Leonard Schwab Prod'ns, 7705

Georgia Ave. N.W., Washington, D. C. 20012.

Tel.: (202) 723-0436/7440. Cable: LENSPROD.

Pres.: Leonard Schwab; A&R Dir.: Stephen J.

Spencer; Sales & Mktg.: Greg Weiser; Pub. &

Promo.: Marty Book; Int'l: Karl Wester, PO

Box 333, Middletown, Del.

Montilla (see Spanish World).

Monument, 530 W. Main St., Hendersonville, Tenn.

37075. Tel.: (615) 824-6565. Cable: MONU-

WORLD. Pres. & Pop A&R: Fred L. Foster; VP

& Gen. Mgr.: Jack K. Kirby; VP Sales &

Mktg.: Robert D. Summers; Adv. & PR Dir.:

Mark-Clark Bates; Promo. Dir.: Mike Shep-

herd; VP & Int'l Dir.: Robert B. Weiss, Holly-

wood, Calif.

Branch: Hollywood, Calif., 9000 Sunset Blvd.,

Suite 519. Zip: 90069. Tel.: (213) 273-8855.

VP & Int'l Dir.: Robert B. Weiss.

Labels: Monument, Rising Sons, Sound Stage 7.

Tap: (reel-to-reel) 4-tr. S, licensed to Ampex;

(cartridge) 4-tr. S, 8-tr. S, licensed to Ampex,

GRT & Muntz.

Int'l reps.: Aden (Bhiciajee Cowasjee), Australia

(Festival), Belgium (Barclay), Canada (London),

Ceylon (EMI), Congo (Barclay), Cyprus (Colum-

bia), Denmark (Hede Nielsens), Finland (Disco-

phon), France (Barclay), Germany (Teldec), Greece

(Columbia), Hong Kong (Jardine, Matheson),

India (Gramophone), Ireland (Decca), Israel

(Gal-Ron), Italy (RI-Fi), Liechtenstein (Musik-

vertrieb), Luxembourg (Barclay), Malaysia (Cos-

del), Netherlands (Bovema), New Zealand (Festi-

val) Norway (Disco), Philippines (Mareco), Puerto

Rico (Distribuidora Nacional de Discos), Singa-

pore (Cosdel), South Africa (Teal), Sweden (Elek-

tra), Switzerland (Musikvertrieb), Thailand

(Black & White), United Kingdom (Decca).

continued on page 44

# The Largest Latin Budget House in the Country

# MET RICHMOND

Manufacturer and National Distributor

## Presenting

an outstanding  
line-up  
of labels:

Riney • Astro • Skipper •  
Filtro • Economy • Kassin •  
Pergasso • Prominent •  
Progresso • Prospect • Ex-  
ployer • Columbina • Danny  
• Antilano • Revancha •

Ponce • Sono Mex • BBM • Mona • Jardin •  
BRC • Baroneza • Somar • Asa • Reli •  
Carvier • Bocar • Eddissa • Alma • Norca •  
Odessa • Encanto • Amex • Tropical • Serenata  
• Colonial • Rhumba • Iberia • Quicka • Leda  
• Sun Set • Que Rio.

ALL  
**\$1.00**  
RETAIL

2,000 LP's  
OF DIFFERENT  
TITLES  
IN STOCK  
AT ALL TIMES

Spanish Tapes for  
sale or lease. Attrac-  
tive deals for domestic  
and foreign cartridge  
manufacturers.

**MET RICHMOND**

LATIN RECORD SALES, INC.

David Last, President

1437 Utica Ave.

Brooklyn, N. Y. 11234

(212) 253-4600



*Surprise!*

THE BIG ONES ARE RECORDED IN TAMPA

FOR THE Fuller SOUND

\*THE ROYAL GUARDSMEN LAURIE RECORDS

Snoopy vs. The Red Baron • Airplane Song  
• Any Wednesday • Return of The Red Baron

\*LEWIS CLARK BRENT RECORDS

Dog (Ain't A Man's Best Friend)

\*NOAH'S ARK DECCA RECORDS

I Get All The Luck

\*THE LOVELLES BRENT RECORDS

Here Come The Heartaches

\*YOURS COULD BE NEXT!

**Fuller Productions**

THE SOUTH'S FINEST STUDIOS



CHARLES FULLER PRODUCTIONS

2722 S. MacDill Avenue  
Post Office Box 10513  
Tampa, Florida 33609  
Tel: 813-839-5471

continued

- Moonglow, 6357 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-3525. Cable: MOON-DISC. Pres.: Ray Maxwell; Gen. Mgr.: J. Van Hoogten. (distributed by Atco).
- Moonlighter, 1 N. Milton, San Angelo, Tex. 76901. Tel: (915) 653-5871. Owners: B. J. Wimberley & Alton Baird.
- Moonshot (see Calla Ent.).
- Moore (see Soul Bros. Music Ent.).
- MoSound (see MRM).
- Mosrite, 1424 P St., Bakersfield, Calif. Tel: (805) 329-7281. Pres.: Semie Mosley.
- Motivation (div. of Argosy Music), 631 Orienta Ave., Mamaroneck, N.Y. 10543. Tel: (914) OW 8-0074. Pres.: Hy Zaret.
- Motivestor Org., PO Box 1036, South Shore, Alameda, Calif. 94501. Tel: (415) 532-6432. Pres., Sales & Mktg.: W. F. Schmeltzer Jr.; A&R Prod'n Head: G. Boas; Pub. & Prom.: L. Ward.
- Labels: Ancath, dubayewe-eff, Faygees, Matan, Nalasta, Soul Salad.
- Motown, 2648 W. Grand Blvd., Detroit, Mich. 48208. Tel: (313) 871-3340. Cable: MORECO. Pres.: Berry Gordy Jr.; VP & Int'l: Barney Ales; A&R Dir.: Eddie Holland; Mktg. Dir.: Phillip Jones; Promo. Dirs.: Larry Maxwell & Gordon Prince.
- Branches: Los Angeles, Calif., 6290 Sunset Blvd., Suite 804. Tel: (213) 462-6814.—New York, N.Y., 200 W. 57 St., Suite 1204. Tel: (212) 246-0081.—Dallas, Tex., 9517 Fieldcrest Ct. Tel: (214) DI 8-8210.
- Labels: Gordy, Motown, Soul, Tamla, VIP.
- Tape: Gordy, Motown, Soul, Tamla (reel-to-reel) licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, self mfd. & also licensed to Playtapes.
- Int'l reps.: Argentina (Prodisa), Belgium (Ar-tone), Canada (Phonodisc), Germany (CBS), Italy (RCA), Mexico (RCA), Netherlands (Artone), Spain (RCA), United Kingdom (EMI).
- Move (see Hot Line).
- Movierecord, 845 Third Ave., New York, N.Y. 10022. Tel: (212) PL 1-6233. Gen. Mgr.: Jaime Ibran; Sales, Mktg., Pub., Adv., Promo. & Int'l: Elizabeth B. Draper
- Int'l branch: Spain, Sonoplay, Cinca 1, Madrid 12. Pres.: Santiago Moro; Gen. Mgr.: Pedro Mengibar.
- Labels: Movierecord, Sonoplay.
- Movietone (see 20th Century-Fox).
- Movin/Ride, Box 73282, Los Angeles, Calif. 90003. Tel: (213) 755-7400. Pres.: Fats Washington.
- M-Pac (see One-Derful Prod'ns).
- Murbo, 136 W. 52 St., New York, N.Y. 10019. Tel: (212) CI 7-5500. Pres.: Mrs. B. Bourne.
- Murco, 754 Dalzell St., Shreveport, La. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin; A&R: Jimmy Johnson; Promo.: Dee Marais.
- Labels: Murco (distributed by Jewel), Delco.
- Musart (see Falcon).
- Music City, 1866 Alcatraz Ave., Berkeley, Calif. 94703. Tel: (415) OL 8-5344. Pres.: Ray Dobard.
- Music Ent's., 3111 Leeland Ave., Houston, Tex. 77003. Tel: (713) CA 4-8078. Pres.: Huey P. Meaux; Sec'y: Marilyn von Steiger.
- Labels: Pablo, Pacemaker.
- Music Guild (see Westminster).
- Music Inds., 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-6451. Pres. & Gen. Mgr.: William T. Connor; VP & A&R: W. Scott Moore III.
- Labels: Frame, Fun, MIC, Map, Media, Racer.
- Music Library (Estate of Earl Walker), Box 545, Rt. 1, Lakeport, Calif. 95453. Tel: (707) 263-6029. Executor: E. E. Bloch.
- 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 reps.: Australia (G. Ricordi), Austria (Columbia), Belgium (Schott Freres), Canada (Canadian Music Sales), Denmark (Musikhuset), Germany (Electrola), Italy (Recordi Dischi), Netherlands (Laurens De Koekoek), New Zealand (Contemporary Music Supplies), Norway (Norsk Gramofon), Puerto Rico (Ponce de Leon), Spain (Prodisc), Sweden (Cupol), Switzerland (Dolejal Music).
- Music Town, 7 S. Main St., West Hartford, Conn. 06107. Tel: (203) 236-4439. Pres.: Irv Jeffries; VP: Merrill Doucette.
- Music USA—MUSART (see Era Int'l Development).
- Music World (see Antiqua Prod'ns).
- Musica Sacra (see Import/Export section: Record & Tape Sales, New York, N.Y.).
- Musical Heritage Society, 1991 Broadway, New York, N.Y. 10023. Tel: (212) TR 3-6130. Pres.: M. Naida.
- Musicart, 113 N.E. First Ct., Dania, Fla. 33004. Tel: (305) 923-5845. Mgr.: Grace P. Chew.
- Labels: Bingo, Musicart.
- Musicode, 206 E. Fawn, Caldwell, Tex. 77836. Tel: (713) 567-4539. Pres.: Bennie Hess; Gen. Mgr.: D. L. Collins; Sales & Mktg. Mgr.: D. G. Lee; Adv. Mgr.: Harold Sitton.
- Branch, Houston, Tex., 1009 Janbar. Tel: (713) ID 3-3361. VP: Bob Sloan.
- Labels: Delca, Musicode, Space, Tap.
- Musior (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, Sales & Mktg.: Chris Spinosa; Promo. Dir.: Irwin Rawitz; Prod'n Dir. & Int'l Dir.: Bob Scerbo.
- Labels: (owned) Musior; (distributed) Dynamo. Tape: (reel-to-reel) 2-tr. M; 4-tr. M & S, licensed to Musictapes; (cartridge) 4-tr. S, 8-tr. S, licensed to ITCC.
- Int'l reps.: Italy (CGD), United Kingdom (EMI), Venezuela (Palacio de la Musica). All other (CBS).
- Mustang, Hollywood, Calif. (see Stereo-Fi Corp. of Calif.).
- Mustang, Richmond, Calif. (see MRM).
- Mutt, 27316 Michigan, Inkster, Mich. 48181. Tel: (313) LO 5-5000. Pres.: Nate J. V. Dore; Co-ord.: Bill Webb; Promo.: Bill Craig.
- Mutual, 1800 N. Highland, Hollywood, Calif. 90028. Mutual, Pa. (see Paramount).
- Myl (see Elvitru).

## N

- N H Supreme, 1502 Central Ave., Cincinnati, Ohio 45214. Tel: (513) 621-8627 & 721-9378. Pres. & Int'l: Nick C. Hudarow; VP, Sales, Mktg. & Promo.: Roosevelt T. Lee; R&B A&R & Pub.: Frank Walker; A&R: Willer C. Jackson; Adv.: A.D.C. Pettijohn.
- N O P I (see Dover, La.).
- N R C (see National Rec'g Co.).
- Nada, Box 44, RFD 1, Lutesville, Mo. 63762. Contact: Nellie A. Allen.
- Nalasta (see Motivestor Org.).
- Nashboro, 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. Pres.: Frank R. Funk; VP & A&R: Shannon Williams.
- Labels: Abet, Crescent, Excello, Nashboro.
- Nashville (See Starday).
- National, 209 Stahlman Bldg., Nashville, Tenn. 37201. Tel: (615) 244-4064. Contact: Tex Clark.
- National Rec'g Co., 2871 E. Ponce De Leon Ave., Decatur, Ga. 30030. Tel: (404) 378-2379. Contact: Wendell I. Parker.
- Label: NRC.
- Natru (see Viscojon).
- Nebraska (see Artists Life).
- Nelber Prod'ns, 119 W. 57 St., New York, N.Y. Tel: (212) 245-1080. Pres.: Nell Sonenberg.
- Label: Nelber.
- Nett, 1003 Thomas Ave., Monroe, La. 71201. Tel: (318) 322-2291. Pres.: Mrs. Bill Nettles.
- New Voice (see Genius & Bell).
- New World (see Sultan).
- Newbreed (see Kris).
- Newman (see Era).
- Newport (see Jay-Cher Ent's.).
- Newtone, 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 6-3126. Contact: Evan Georgeoff.
- Night Owl (see Cuca).
- Nina, 614 Eighth Ave., New York, N.Y. 10018. Tel: (212) OX 5-7696. Pres.: George Valavanis; A&R & Promo: Jim Plaven; Sales Mgr.: Nicos Tseperis.
- Int'l branch: Greece, 2 Agiou Constantinou St., Athens, 101. Tel: 531-658. VP & Mgr.: Peter Nicolou.
- Labels: Nina, Olympic.
- Nite Life (see Bell).
- Nola (see Dover, La.).
- Nonesuch (see Elektra).
- Norca (see Met Richmond Latin Rec. Sales).
- Norco (see Rio Grande Music).
- Norman, 1902 Washington Ave., St. Louis, Mo. 63103. Tel: (314) MA 1-0470. Pres.: Norman Wienstoer. (distributed by Atlantic).
- North Lake Prod'ns, Otter Lake, Mich. 48464. Tel: (517) SW 5-5917. Pres.: Rudolph J. Koteles; Gen. Mgr.: W. Michael Williams; Adv. Mgr.: Randolph Curtice; PR Dir.: Janette Eden.
- North-American, 5114 S. Blackstone Ave., Chicago, Ill. 60615. Tel: (312) BU 8-4686. Owner & Prod'r: George A. Tasker.
- Northland Sound Studios, 531 Third St., Wausau, Wisc. 54401. Tel: (715) 845-5818. Gen. Mgr.: D. E. Wright.
- Labels: Northland, Wisconsin.
- Northwood (see Hot Line).
- Nottingham Disc (see D'Arcy).
- Nu-Sound, PO Box 9429, Rochester, N.Y. 14604.
- Nu-Sound, 2508-B Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8230. Pres.: Ronnie Hayes.
- Nugget, PO Box 400, Goodlettsville, Tenn. Tel: (615) 859-5268. Owners: Lonzo & Oscar; Mgr.: Jerry Rivers.
- Labels: Clark, Nugget.
- Nutroit (see Metro Music).

- O M, 7507 Sunset Blvd., Suite 1, Hollywood, Calif. Tel: (213) 876-2100. Pres.: Mark Roberts.
- O-T-O (see One Thousand and One).
- 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).
- Ocono, PO Box 701, Nashville, Tenn. 37202. Tel: (205) 833-5982. Owner: Ralph H. Compton. Branch: Birmingham, Ala., PO Box 4131. Zip: 35206.
- Ode, 15300 Ventura Blvd., Sherman Oaks, Calif. Pres.: Lou Adler. (distributed by Columbia).
- Odeon (see Capital Imports).
- Odessa (see Met Richmond Latin Rec. Sales).
- Odex (see Lynn's Prod'ns).
- Odyssey (see Columbia).
- Offbeat (see Orpheum Prod'ns).
- Ohio, PO Box 655, Hudson, Ohio 44236. Tel: (216) 653-8295. Pres.: E. P. Delaney.
- Ohn-J, 2011 Joliet St., Plainview, Tex. Tel: (806) CA 4-5435. Owner: John Sands.
- Oiseau Lyre (see London).
- Okesh (see Epic).
- Old Timey (see Arhoolie).
- Olympic (see Nina).
- Omen (see A&M).
- One-Derful Prod'ns, 1829 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 255-0583. Pres.: George W. Leaner; Sales & Promo. Dir., Pub.: Anne R. duConge.
- Labels: (owned) Halo, M-Pac, Mar-V-Lus, Midas, One-Derful, Toddlin Town; (distributed) Flash, Jerhart, Mellow.
- Int'l reps: Canada (President), United Kingdom (President).
- One Thousand and One, 210 E. Main, Robstown, Tex. 77380. Tel: (512) 3030—no direct dial. Owner: C. H. Forsman.
- Open (see Loadstone).
- Opossum, 1111 S. Pine, Grand Island, Neb. 68801. Tel: (308) 382-2413. Contact: Bob Petersen
- Oretta (see Daran).
- Original Sound, 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 466-6255. Pres. & Int'l: Art Laboe; Sales Mgr.: Gene Simmons.
- Branch: Palisades Park, N.J., 61 Bergen Blvd., Suite 7-A. Zip: 07650. Tel: (201) 941-2323. Rep.: Charlie Peters.
- Labels: Original Sound, Starla.
- Tape: (reel-to-reel) 4-tr. S, licensed; (cartridge) 4-tr. S, 8-tr. S, self-mfd.
- Int'l reps: Australia (Festival), France (Vogue), Italy (Durium), Netherlands (Negram), South Africa (Teal), Spain (Hispavox), United Kingdom (Pye).
- Orpheum Prod'ns, 235 W. 46 St., New York, N.Y. 10036. Tel: (212) 765-1330. Pres.: Jack F. Doran; VP & Treas.: Allen Jeter; Sales & Promo Mgr.: Otis Smith.
- Labels: Battle, Jazzland, Offbeat, Popside, Riverside, Washington, Wonderland.
- Oscar Prod'ns, 575 Madison Ave., New York, N.Y. 10022. Tel: (212) PL 2-5535. Pres.: Bruce Becker.
- Oxford (see Tioga).

## P

- P R C (see Canary, Tenn.).
- Pablo (see Music Ent's.).
- Pacemaker (see Music Ent's.).
- Pacific Challenger, 111 Garvey Blvd., El Monte, Calif. 91733. Tel: (213) 442-6250. Pres.: C. E. Whittington.
- Pacific Jazz (see Liberty).
- Page, 345 Second St., Conemaugh, Pa. 15909. Tel: (814) 539-8117. Owner: Al Page.
- Pala (see Bell).
- Palette, 250 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-3087. Pres.: F. R. Faecq; VP: R. Kluger.
- Palladium, 42 E. Eighth St., Salt Lake City, Utah 84111. Tel: (801) 363-8122. Owner: Gary Le Mon.
- Palm (see Criterion).
- Palmer, 13401 Lyndon, Detroit, Mich. 48227. Tel: (313) 272-5820. Pres.: John S. Kaplan; Gen. Mgr.: Alan D. Rosner.
- Labels: (owned) Palmer; (distributed) Soulhawk.
- Paloma, Calif. (see Budget Sound).
- Paloma, Pa. (see St. Clair Prod'ns).
- Palomar (see London).
- Palomino, 6208 Santa Monica Blvd., Hollywood, Calif. 90028. Tel: (213) 465-2424. Pres.: Michael Parkhurst.
- Panart Int'l, PO Box 423, North Miami, Fla. 33161. Tel: (305) 751-4126. Pres.: Ramon S. Sabat.
- Labels: (owned) Panart; (distributed) Discomoda of Venezuela.
- Panda (see Connoisseur).
- Panorama (see Jerden Music).
- Pantomime, PO Box 2902, Philadelphia, Pa. 19126. Tel: (215) WA 7-0253. Pres.: Michael Adler; A&R: T. Schmidt; Sales: L. Eckle; Prod'n: George Peterson.
- Labels: Fellatio, Pantomime.
- Parade (see Premier Albums).
- Paragon Prod'ns, 1265 Broadway, New York, N.Y. 10001.
- Labels: Paragon, Record Makers, Ronnie.

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

**Branches: Hollywood, Calif.**, 6201 Santa Monica Blvd. Zip: 90038. Tel: (213) 466-1101. Sales Mgr.: Al Levine.—**New York, N.Y.**, 1639 Broadway. Tel: (212) 246-5837. Gen. Mgr.: Carmine DeNoia.

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

**Tape:** (reel-to-reel) 2-tr. M, 4-tr. M & S; (cartridge) 4-tr. M & S. All licensed and distributed by London.

Parasonic, PO Box 412, Huntsville, Ala. 35804. Tel: (205) 828-4863. Gen. Mgr.: Melvin S. Draper; Ass't Gen. Mgr.: Ethel G. Draper; Sales, Mktg., Pub., Adv., Promo. & PR Dir.: Curtis Campbell.

Paris Tower (div. of H&H Prod'ns), 114 E. Euclid, Tampa, Fla. 33602. Tel: (813) 229-0373. Opns. Mgr.: Gil Cabot.

Parkway (see Cameo-Parkway).

Parliament (see Connoisseur).

Parlo (see Dover, La.).

Parlophone (see Capitol Imports).

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

**Labels:** Astro (distributed by Met Richmond Latin Rec. Sales), Campe, Parnaso.

**Int'l reps:** Mexico (Parnaso), Puerto Rico (Allied Whsle.), Venezuela (Favedica).

Parrot (see London).

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

Pathe (see Capitol Imports).

Pathway, 508 Maus St., Ypsilanti, Mich. Tel: (313) 482-7317. Pres.: Marvin T. Ellis.

Pathways of Sound, 102 Mt. Auburn St., Cambridge, Mass. 02138. Tel: (617) EL 4-6190. Pres.: Joe Berk.

**Labels:** Credo, Pathways of Sound.

Patio (see Audiofax).

Patmak, 320 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-9251. Pres.: Edwin D. McMullen.

Patty (see Holton).

Paul Carson (see Alma).

Paula (see Jewel).

Payle (see Jay-Cher Ents.).

Peace (see Texas Sound Studios).

Peacock, 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225. Cable: PEADUKE. (see Duke for personnel).

**Labels:** Backbeat, Peacock, Song Bird.

**Int'l reps:** (see Duke).

Pearce, 16400 E. Truman Rd., Independence, Mo. 64050. Tel: (816) CL 4-9100. Pres.: John J. Pearson.

Pebbles (see Ron).

Peerless (see S&R).

Pennant (see Rem).

Penny (see USA).

Pentagon (see Del-Val & Cameo-Parkway).

Peria, 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) HO 4-0344. Pres.: Dean L. Hall.

Pergasso (see Met Richmond Latin Rec. Sales).

Perico (see Spanish World).

Period (see Everest).

Periscope, 22 Francis Dr., Suite 11, Randolph, Mass. 02368. Tel: (617) 963-7370. Cable: PERI REC. Pres., Pub., Promo. & Int'l: Edward M. Hurvitz; Sales, Mktg. & Adv.: Linda S. Berman.

**Labels:** Periscope, Revolution, Streke.

Perri (see ALA Ents.).

Peter Pan (see Ambassador, N.J.).

Pharaoh, PO Box 969, McAllen, Tex. (512) MU 6-0791. Pres.: James Nichols.

phase 4 (see London).

Phi-Dan (see Philles).

Phillips, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: MERREC. Pres.: I. B. Green; Exec. VP: I. H. Steinberg; VP & Recorded Prod. Dir.: Charles Fach; Classical A&R Dir.: Harold Lawrence; Prod. Mgr.: Lou Simon; Pub. Dir.: John Sippel; Adv. Dir.: Jim Ladwig; Promo. Dir.: John Doumanion; Mds'g Mgr.: George Balos; Int'l Dir.: Brice Somers, 5 Quai du Mont-Blanc, 1201, Geneva, Switzerland. (see Mercury).

**Branches:** Hollywood, Calif., 6922 Hollywood Blvd., Zip 90028. Tel: (213) 469-3937. VP: Bob Sarenpa; A&R Rep.: Steve Douglas.—**New York, N.Y.**, 745 Fifth Ave. Zip 10022. Tel: (212) PL 9-2727. VP & Recorded Prod. Dir.: Charles Fach; VP & Regional Supervisor: Abe Chayot.—**Nashville, Tenn.**, 817 16 Ave. S. Zip 37202. Tel: (615) 242-1607. A&R Dir.: Jerry Kennedy.

**Labels:** Phillips, World Series.

**Tape:** (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) cassette S, 2-tr. S, 4-tr. S, 8-tr. S, self-mfd., also licensed to Muntz.

**Int'l reps:** Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Ecuador (Philips), Finland (Musik Fazer), France (Philips), Germany (Philips), Greece (Helladic), Italy (Phonogram), Japan (Victor), Mexico (Discos Universales), Netherlands (Philips, Phonogram), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home

Inds. Development), Portugal (Philips), Singapore (William Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), United Kingdom (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).

Philes Imports (see Import/Export section: Dance Rec., McLean, Va.; Playette, New York, N.Y.; Record & Tape Sales (Philips-France), New York, N.Y.).

Philles, 9130 Sunset Blvd., Los Angeles, Calif., 90069. Tel: (213) 273-8661. Pres.: Phil Spector; Sales Mgr.: Robert D. Kirstein.

**Labels:** Emerald, Phi-Dan, Philles.

**Tapes:** (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, licensed to Ampex & Muntz.

**Int'l distributor:** London Records, NYC.

Sam C. Phillips (see Sun).

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

Phoenix, PO Box 643, Hollywood, Calif. 90026. Tel: (213) NO 3-3417. Owner & Prod'r: Anne Upton.

Phyllis (see Tera Shirma Prod'ns).

Piccadilly (see Jerden Music).

Piccolo (see BCC&R Ltd.).

Pickwick City (see Pickwick Int'l).

Pickwick Int'l, Pickwick Bldg., 8-16 43 Ave., Long Island City, N.Y. 11101. NYC Tel: (212) EM 1-8811. Pres.: Cy Leslie; Exec. VP: Ira L. Moss; VP Sales: Ralph Berson.

**Branches:** Los Angeles, Calif. & Atlanta, Ga.

**Labels:** Allegro, Cricket, Design, Grand Prix, Happy Time, Hilltop, Instant Learning Series, Pickwick City, Pickwick/33, Round Sound, Showcase.

**Int'l reps:** Canada (Ajax), United Kingdom (London).

Pickwick/33 (see Pickwick Int'l).

Pictorial Rec. Corp. of America, PO Box 1009, Beverly Hills; 1343 N. Laurel, Hollywood, Calif. Tel: (213) 656-3678. Cable: PICAMERIC. Pres.: Jo Rock.

Pieces of Eight, 3263 Oakdell Rd., Studio City, Calif. Tel: (213) PO 6-1525. Pres.: Linda Hughes; VP: Rebecca Adler; Promo: Irwin Zucker.

Pik (see Kip).

Pike, 3806 Pasadena St., Bakersfield, Calif. 93302. Tel: (805) 871-2116. Pres.: Leon Hart.

**Labels:** Millie, Pike, Windsor.

Pilgrim (see LaBeat).

Pilot (see Pussy Cat).

Pinnacle, 5358 S. Wells St., Chicago, Ill. 60609. Tel: (312) WA 4-2974. Pres.: Franz Jackson.

Pioneer Rec. Sales, 701 Seventh Ave., New York, N.Y. Tel: (212) JU 6-7260. Dir.: Moses Asch.

**Labels:** Asch, Broadside, RBF.

**Int'l reps:** (see Folkways/Scholastic).

Pirouette (see Everest).

Pitter Pat (see Dover, La.).

Plaid (see Boddie).

Plainsmen (see The Texas Plainsmen).

Platinum, 1688 Meridian Ave., Miami Beach, Fla. 33139. Tel: (305) 532-5474.

David Platt Prod'ns (see listing under "D").

Playette, 585 Ninth Ave., New York, N.Y. 10036. Tel: (212) BR 9-5379. Pres.: Sidney A. Evans.

**Labels:** GMS-Disc, Playette.

**Tape:** (reel-to-reel) 2-tr. M, self-mfd.

Playhouse, PO Box 36061, Los Angeles, Calif. 90005. Tel: (213) WE 4-1863. Owners: Jim Copp & Ed Brown.

Playmate (see Ambassador, N.J.).

Pleasant Peasant (see Artists Life).

Pleiade (see Import/Export section: Playette, New York, N.Y.).

Pliant (see Vantage).

Plymouth (see Record Corp. of New England).

Poetry, 475 Fifth Ave., New York, N.Y. 10017. Tel: (212) MU 3-3421. Dir.: David Ross Jr.

Point (see Georden Rec. Prod'ns).

Polka Dot (see Cuca).

Polka-Favorites (see Artists Life).

Polka Towne, 23 Marian Ln., Jericho, L.I., N.Y. Tel: (516) 822-3198. Contact: T. Kalinowski.

Polkaland (see Artists Life).

Polly, 4542 Live Oak, Mesquite, Tex. 75149. Tel: (214) BR 9-0635. Pres.: J. A. Balthrop.

Pollyvox, 369 15 St., Norwood, N.J. 07648. Gen. Mgr.: John Vrolyk; Assoc.: John S. Lind.

Polydor (see Deutsche Grammophon Gesellschaft).

Polydor, Imports (see Import/Export section: Record & Tape Sales, New York, N.Y.).

Ponce (see Met Richmond Latin Rec. Sales).

Popside (see Orpheum Prod'ns).

Port (see Jay-Gee).

Pot of Gold, 119 Locust Ave., Neptune City, N.J. Tel: (201) 774-7608. Pres.: Allan Gordon.

Pow (see Masters Releasing).

Power-House, 4702 S. Hoover, Los Angeles, Calif.

Powertree, 144 W. 57 St., New York, N.Y. Tel: (212) CI 5-3759. Pres.: Curtis R. Lewis.

**Labels:** Essence, Janus, Powertree, Vega.

Praise, Stoneboro, Pa. 16153. Pres.: Johannes Maas; Sales: G. K. Sheridan.

**Branch:** Minerva, Ohio, 15589 Freed Rd. S.E. Zip: 44657. Tel: (216) 868-4840.

**Labels:** Joyous Melodies, Praise.

Precise (see Dickerman Music Prod'ns).

Premier (see Premier Albums).

**For the finest  
in country music**

# CAPA RECORDS

**offers these current  
HIT RELEASES**

★ **BOOTS TILL'S "GAY DIVORCEE"**  
b/w "TWO LONELY PEOPLE"

★ **JOHNNY FOSTER**  
"SCOTCH, BOURBON and BRANDY"  
b/w  
"THINGS THAT MAKE ME HAPPY"

★ **KITTY HAWKINS**  
"LOVE ME FAITHFULLY"  
b/w "IF YOU LET ME" (BRAND NEW)

★ **DON LEWIS**  
(GREAT NEW NOVELTY ARTIST)  
Alabama Supporters will Flip Over:  
"BAMA'S TINY GIANTS #2"  
b/w "THE KING OF FOOTBALL"  
(watch for it)

Music industry members should contact

## CAPA RECORDS

803—R Government St.  
Mobile, Alabama 36602  
Ph. 433-3941



## WANTED

**MASTERS FOR NATIONAL  
DISTRIBUTION**

**BEST PERCENTAGE DEALS  
R & B ★★ POP  
WE HANDLE PROMOTION,  
SALES, PRESSING**

**JIM GOLDEN**

**(312) 326-1181**

2131 SOUTH MICHIGAN AVENUE

★★★ CHICAGO, ILL. 60605 ★★★

continued on page 46

continued

Premier Albums, 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-5253. Pres.: Philip Landwehr.  
**Labels:** Baronet, Blue Ribbon, Coronet, Directional Sound, Jay Jay, Parade, Premier, Spin-O-Rama, Twinkle.  
**Tape:** (reel-to-reel) licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, licensed to Ampex & Muntz.  
 President (see American Metropolitan Ent's.).  
 Press (see London).  
 Presta, 29 E. Monterey Way, Phoenix, Ariz. 85012. Tel: (602) 264-9364. Pres. & A&R: Earl V. Perrin; Sales Mgr.: Gary Taylor; Adv. Dir.: Dan Kvaase; Promo. Mgr.: Johnny Salisbury.  
**Labels:** (owned) Presta, Sound Gems; (distributed) Marathon.  
 Prestige, 203 S. Washington Ave., Bergenfield, N.J. 07621. Tel: (201) 384-6900. Pres.: Robert S. Weinstock; A&R Dir.: Don Schlitten; Pop A&R Dir.: Cal Lampley; Sales & Mktg.: Joe Fields; Pub. & Promo.: Jerry Field; Int'l: Alan Bates, 41 Ladbroke Grove, London W.11, England.  
**Branch:** Pasadena, Calif., Arnold Theis, 1718 N. Los Robles.  
**Labels:** Prestige, Prestige Folklore.  
**Tape:** (cartridge) 8-tr. S, licensed to RCA.  
 Int'l reps: Algeria (Pathe-Marconi), Angola (Gallo), Austria (SABA Schwarzwalder), Belgium (Discobel), Brazzaville (Pathe-Marconi), Burma (Cosdel), Burundi (Gallo), Cambodia (Cosdel), Camerouns, (Pathe-Marconi), Central Africa (Pathe-Marconi), Comores (Pathe-Marconi), Dahomey (Pathe-Marconi), Denmark (Transatlantic), Eire (Transatlantic), Finland (Transatlantic), France (Pathe-Marconi), French Guiana (Pathe-Marconi), French Oceanic States (Pathe-Marconi), Gabon (Pathe-Marconi), Germany (SABA Schwarzwalder), Guadeloupe (Pathe-Marconi), Guam (Cosdel), Guyana (Pathe-Marconi), Hong Kong (Cosdel), Iceland (Transatlantic), Indonesia (Cosdel), Italy (Durium), Ivory Coast (Pathe-Marconi), Japan (Cosdel), Kenya (Gallo), Laos (Cosdel), Luxembourg (Discobel), Macao (Cosdel), Madagascar (Pathe-Marconi), Malaya (Cosdel), Mali (Pathe-Marconi), Martinique (Pathe-Marconi), Mauritania (Pathe-Marconi), Mexico (Musart), Miquelon (Pathe-Marconi), Monaco (Pathe-Marconi), Mozambique (Gallo), Netherlands (Artone), New Caledonia (Pathe-Marconi), New Hebrides (Pathe-Marconi), New Zealand (Peak), Nigeria (Pathe-Marconi), Northern Rhodesia (Gallo), Norway (Transatlantic), Nyasaland (Gallo), Okinawa (Cosdel), Philippines (Cosdel), Reunion Island (Pathe-Marconi), St. Pierre (Pathe-Marconi), Senegal (Pathe-Marconi), Singapore (Cosdel), South Africa (Gallo), South Korea (Cosdel), South Viet Nam (Cosdel), Southern Rhodesia (Gallo), Southwest Africa (Gallo), Sweden (Transatlantic), Switzerland (Pathe-Marconi), Taiwan (Cosdel), Tanzania (Gallo), Tchad (Pathe-Marconi), Thailand (Cosdel), Togo (Pathe-Marconi), Tunisia (Pathe-Marconi), United Kingdom (Transatlantic), Urundi (Gallo), Volta (Pathe-Marconi).  
 Prestige Folklore (see Prestige).  
 Prime (see Style Rec. Prod'ns).  
 Prince (see Criterion).  
 Priority (see Jesse Mason Prod'ns listed under "J").  
 Pro (see Pussy Cat).  
 Process, 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Mgr. & A&R: Norman Kelly.  
**Labels:** Country Star, Mersey, Process.  
**Tape:** Country Star, Mersey, Process (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) 4-tr. S, self-mfd.  
 Progresso (see Met Richmond Latin Rec. Sales).  
 Project 3, 1270 Ave. of the Americas, New York, N.Y. 10020. Tel: (212) 765-9760. Pres.: Enoch Light; Sales Mgr.: Andrew Miele; Promo. Mgr.: Tom Virzi; Sales & Promo: Moe Preskell.  
 Int'l reps: Australia (Festival), Canada (Compo), Central America (INDICA in Costa Rica), Denmark (Moerks), Israel (Hatakiti), Italy (CGD), Japan (King), Mexico (Gamma), Peru (J. L. Salazar), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Hispanvox), Venezuela (Palacio de la Musica).  
 Prominent (see Met Richmond Latin Rec. Sales).  
 Prospect (see Met Richmond Latin Rec. Sales).  
 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; **Sales & Mktg.:** Dorothy Wiser; **Pub. & Promo.:** Irwin Zucker (independent); **Adv. Mgr.:** Victoria Ellen.  
**Labels:** Cornuto, Protone, Recotape.  
**Tape:** Protone, Recotape (reel-to-reel) 2-tr. M, self-mfd.; (cartridge) 2-tr. M & S.  
 Proverb/Gospel Corner, 5328 S. Central Ave., Los Angeles, Calif. 90011. Tel: (213) AD 1-9261. Pres.: S. C. Henderson; **Pub. Mgr.:** Duke Henderson; **Adv. Mgr.:** Nick Henderson; **Promo. Mgr.:** Dot Henderson.  
**Labels:** Gospel Corner, Proverb.  
 Providence (see Laurie).  
 Pueblo (see Buckboard).  
 B T Puppy (see Jay-Gee).  
 Purple Cow (see Springboard).  
 Purple Sage (see Bismark).  
 Pussy Cat, PO Box 12281, Norfolk, Va. 23502. Tel: (703) 497-3952. Pres. & Owner: C. D. Wiggs.  
**Labels:** Maltese, Pilot, Pro.

Puzzle (see Cameo-Parkway).  
 Pye (see Import/Export section: Gaelic Imports, Chicago, Ill.; Dance Rec., McLean, Va.).  
 Pyramid, 5106 Earl Dr., La Canada, Calif. 91011.

**Q**

Quality (see Thomas J. Valentino).  
 Que Rio (see Met Richmond Latin Rec. Sales).  
 Queen Vee (see Spivey).  
 Quicka (see Met Richmond Latin Rec. Sales).  
 Quinvy Music, Box 215, 104 E. Second St., Shesfield, Ala. 35660. Tel: (205) 381-1830. Pres.: Quinon R. Ivy; **VP Prod'n:** Marlin R. Greene.  
**Labels:** Quinvy, South Camp.

**R**

R (see Jay-Gee).  
 R B F (see Pioneer Rec. Sales).  
 R C A Camden (see RCA Victor).  
 R C A Victor, 155 E. 24 St., New York, N.Y. 10010. Tel: (212) MU 9-7200. Cable: RCAVICTOR.  
**VP & Gen. Mgr.:** Norman Racusin; **VP Operations:** Harry Jenkins; **VP & Exec. Prod'r Pop A&R:** Ernie Altschuler; **A&R Mgr. Red Seal Div.:** Roger Hall; **VP Mktg.:** Irwin Tarr; **Pub. Affairs Mgr.:** Herb Helman; **Adv. & Promo. Mgr.:** George Parkhill; **Single Rec. Sales & Promo. Mgr.:** Vito Blando; **VP Prod. & Talent Devel.:** Joseph D'Imperio; **VP Int'l:** Dario Soria; **Int'l Mktg. Admin. Mgr.:** Jim Bailey.  
**Branches:** Hollywood, Calif., 6363 Sunset Blvd. Tel: (213) 461-9171. Pop A&R Mgr.: Neely Plumb.—Nashville, Tenn., 800 17 St. Tel: (615) 255-5781. Pop A&R Mgr.: Chet Atkins.  
**Labels:** (owned) RCA Camden, RCA Victor, Victor; (distributed) Colgems.  
**Tape:** (reel-to-reel) 4-tr. M & S, self-mfd.; (cartridge) 8-tr. S, self-mfd. & also licensee for Buena Vista, Colgems, Crescendo, Diamond, Kapp, Prestige, Scepter & Wand.  
**Int'l firms represented:** Discophon (Finland), International Rec'g (Trinidad, British West Indies), RCA (Brazil), RCA Victor (Argentina, Canada, Italy, Mexico).  
**Int'l reps:** Argentina (RCA), Australia (RCA), Austria (Musica), Belgium (Inelco), Brazil (RCA), Canada (RCA Victor), Chile (Corporacion de Radio de Chile), Colombia (Sonolux), Denmark (Hede Nielsens), Ecuador (E. Maulme), El Salvador (DICESA), Finland (Discophon), France (AREA), Germany (Teldec), Greece (Greek Phonograph Rec. House), India (Gramophone), Israel (Eastronics), Italy (RCA), Jamaica (Federal), Japan (Victor), Lebanon (G. Haddad), Mexico (RCA Victor), Netherlands (Inelco), New Zealand (Radio Corp.), Norway (Nera), Peru (Fabricantes Tecnicos), Philippine (Filipinas), Portugal (Teletra), South Africa (Teal), Spain (RCA), Sweden (Electra), Switzerland (Musikvertrieb), Trinidad (Int'l Rec'g), Turkey (Melodi), United Arab Republic (Sono Cairo), United Kingdom (Decca), Uruguay (American Prods.), Venezuela (Antor).  
 R C A Victrola (see RCA Victor).  
 R D Truetone, 1835 Mound St., Springfield, Ohio 45505. Tel: (513) 325-1778. Owner: Richard D. Durrant.  
 R M P, 600 Ridgewood Ave., Brooklyn, N.Y. 11208. Tel: (212) MI 7-9745. Owner: Stephen Benjak.  
 R R C (see Recordland).  
 R S V P, 1650 Broadway, New York, N.Y. Tel: (212) JU 6-6707.  
**Racer (see Music Inds.).**  
**Radio City, 4467 Logan Ave., San Diego, Calif. 92113. Tel: (714) 264-9595. Pres.:** Chuck Johnson.  
**Rae-Ann, 6640 Gardenia Ave., Long Beach, Calif. 90805. Tel: (213) GA 2-4890. Owner:** Sarah Ann Warner.  
**Raglan (see Arhoolie).**  
**Rainbow, 5659 Heiskell St., Philadelphia, Pa. 19144. Tel: (215) GE 8-7605. Pres.:** Phil Terry; **A&R:** Marty Lynn; **Sales & Promo.:** Joe Konowol.  
**Labels:** Chase, Chelton, Rainbow.  
**Rainstar (see McDowell).**  
**Ralbar Prod'ns, 915 Queen St., Pottstown, Pa. 19464. Tel: (215) 323-3336. Cable: RALBAR. Pres. & Exec. Prod'r:** A. Alan Botto; **Gen. Mgr.:** Evadna Brosius; **Mktg. Mgr.:** William R. Glennon.  
**Ramble, Box 28, Rt. 2, Leesville, S.C. Tel: (803) 532-4174. Pres.:** William R. Watkins Jr.  
**Ramco (see Audio Recorders of Arizona).**  
**Rampart (see Faro).**  
**Rance (see Ron).**  
**Rane/Supreme/Detroit, 677 Newbury St., Springfield, Mass. 01104. Tel: (413) RE 4-3376. Owner, Pres., Pub., Adv., Promo. & Int'l:** Mark Lee Woods; **A&R:** Gil George.

Rangel Music, 505 W. Commerce St., San Antonio, Tex. 78205. Tel: (512) CA 6-1923. Pres., Sales, Mktg., Pub., Adv., Promo. & Int'l: Manuel E. Rangel; **Sec'y-Treas.:** Isabel H. Rangel.  
**Labels:** Corona, Rangel.  
 Ranger, 5445 Hillier Dr., Clio, Mich. 48420. Tel: (313) 686-0189. Contact: Forrest Green.  
**Labels:** FGS, Ranger.  
 Rangerette, 1022 Howard St., Bridgeport, Ohio 43912. Tel: (614) 635-9940.  
**Rave (see Artists Life).**  
 Razorback of Arkansas, 4917 W. 28 St., Little Rock, Ark. 72204. Tel: (501) MO 4-5163. Pres.: Bobby Crafford.  
**Reading (see McKinnon).**  
**Realm (see Import/Export section: Dance Rec., McLean, Va.).**  
 Rebel, PO Box 246, Mt. Rainier, Md.; 5408 20 Ave., Hyattsville, Md. Tel: (301) 927-0010. Pres.: C. R. Freeland.  
**Int'l branch: Canada, Box 32, Willowdale, Ont. Labels:** Rebel, Zap.  
 Re-Car, 3121 Nicollet Ave. S., Minneapolis, Minn. 55408. Tel: (612) TA 4-6484. Pres.: Russ Holland.  
**Recap (see Georden Rec. Prod'ns).**  
 Recital, 4640 E. Lewis, Phoenix, Ariz. 85008. Tel: (602) 959-2076. Owner: L. John Twiford.  
**Reco-Flex (see Vantage).**  
 Record Corp. of New England, Perryville Rd., Webster, Mass. Tel: (617) 943-4353. Pres.: Donald H. Gabor.  
**Labels:** Continental, Little Chip, Masterseal, Plymouth, Remington, Webster.  
 Record Guild of America, 15 Bond St., Great Neck, L.I., N.Y. Tel: (516) HU 2-9900. Pres.: David Shichman.  
**Labels:** Audio Guild, Bomba Roja, Simon Says. (Simon Says distributed by ABC).  
**Record Makers (see Paragon Prod'ns).**  
 Recorded Treasures (The Welte Legacy), PO Box 1278, North Hollywood, Calif. Tel: (213) PO 3-3173. Pres.: Walter S. Heebner.  
 Recordland, PO Box 3703, Oak Park, Mich. 48237. Tel: (313) 398-7478. Pres., Sales & Mktg.: Wilbert Simkovitz; **VP:** Seymour Ribiat; **Gen. Mgr., Pub., Adv. & Promo.:** Edward M. Kaplan; **Int'l:** Dave Kimmel, 1043 Rutland Rd., Brooklyn, N.Y. 20898.  
**Labels:** RRC, Recordland.  
**Recotape (see Protone).**  
**Red Fox (see Skyway).**  
**Redda (see Atco).**  
 Redstart, 10229 N. 15 Dr., Phoenix, Ariz. 85021. Tel: (602) 944-7862. Owner & Promo.: Hubert C. Stotts; **A&R, Pub. & Adv.:** Steve Stephens; **Sales & Mktg. Mgr.:** Jimmie Spellman.  
**Redwood, 617A S. Victory Blvd., Burbank, Calif. 91502. Tel: (213) 843-9729. Co-owners:** C. E. (Clif) Lenderman, Andy Hart. **Pop A&R:** C. E. (Clif) Lenderman.  
**Readco, 546 Pond Run Rd., Raceland, Ky. 41169. Tel: (606) 836-5541. Mgr.:** David Mark Reed.  
**Reed (see John J. Sullivan Theatrical Ent's. listed under "S").**  
**Regal (see Capitol Imports).**  
**Regency (see Jay-Cher Ent's.).**  
**Regent (see Savoy).**  
**Reginald (see Lynn's Prod'ns).**  
**Regio (see Kubaney).**  
**Release, PO Box 234, St. Louis, Mo. 63166. Tel: (314) 837-7108. Dir.:** B. J. Bax.  
**Reli (see Met Richmond Latin Rec. Sales).**  
**Relto, 202 Hirst Ave., East Lansdowne, Pa. 19050. Tel: (215) MA 6-4442. Pres.:** Steven Todarello.  
**Rem, 1109 Leland Ave., Nashville, Tenn. 37216. Tel: (615) 227-4494. Pres., Sales, Mktg. & Promo.:** Bob Mooney.  
**Labels:** Pennant, Rem, Trophy.  
**Remington (see Record Corp. of New England).**  
**Renaissance (see Everest).**  
**Rene Albi Prod'ns, 14 Pinehill Ave., East Norwalk, Conn. 06854. Tel: (203) 847-0532. Mgr.:** Rene E. Jolef.  
**Labels:** Albee Stereo, Astoria, Imavox.  
**Renfro, 4476 W. Adams Blvd., Los Angeles, Calif. 90019. Pres. & Promo.:** Anthony Renfro; **VP:** Ron Saunders.  
**Reo Tahiti (see Criterion).**  
**Reon, 932 N.W. 22 St., Moore, Okla. 73060. Tel: (405) SW 4-7633. Pres., A&R & Adv.:** Dude Rawson; **Exec. VP, Sales & Mktg.:** B. F. Reece; **VP Pub. & Promo.:** Verlena Whitley.  
**Repeat, 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:** Conquest, Repeat.  
**Tape:** Conquest, Repeat (reel-to-reel) 4-tr. S, self-mfd.  
**Int'l reps:** Canada (Sparton), New Zealand & Pacific Islands (Salem).



REPRISE, 4000 Warner Blvd., Burbank, Calif. 91503.  
Tel: (213) HO 9-1251. Cable: WANEWAR. Pres.:  
J. K. Maitland; Gen. Mgr.: Mo Ostin; A&R:  
Jimmy Bowen, Dick Glasser, Len Waronker,  
Jimmy Hilliard; Sales Mgr.: Dick Sherman;  
Mds'g: Joel M. Friedman; Int'l: Phil Rose. (see  
Warner Bros.)  
Branch: New York, N.Y. 321 W. 44 St. Tel:  
(212) CI 6-1700. Opns. Dir.: George Lee.  
Labels: Reprise, Tom Lehrer.  
Tape: (reel-to-reel) 4-tr. S, licensed to Green-  
tree; (cartridge) 2-tr. S, 4-tr. S, 8-tr. S,  
licensed to Ampex, Muntz, Playtape, 3M.  
Int'l reps.: Argentina (Sicamericana), Australia  
(Astor Electronics), Austria (Musica), Belgium  
(Vogue), Brazil (EMI), Burma (Gramophone  
Co. of India), Cambodia (Gramophone Co.  
of India), Canada (Compo), Ceylon  
(Gramophone Co. of India), Chile (Goluboff),  
Colombia (Colombia de Discos), Costa Rica  
(INDICA), Denmark (Hede Nielsens), Ecuador  
(Industria Fonografica), Finland (Sahkoliik-  
keiden), France (Vogue), Germany (Teldec),  
Greece (Greek Phonograph Rec. House), Hong  
Kong (Cosdel), India (Gramophone), Israel (Gal  
Ron), Italy (CGD), Japan (Cosdel), Luxembourg  
(Vogue in Belgium), Mexico (Gamma), Nether-  
lands (Negram), New Zealand (La Gloria), Nor-  
way (Arne Bendiksen), Peru (EMI), Philippines  
(Cosdel), Portugal (Arnaldo Trindade), Puerto  
Rico (Juan Martinez Vela), Singapore (E. S.  
Isaac), South Africa (Teal), Spain (Hispavox),  
Sweden (Telefunken), Turkey (Melodi), United  
Kingdom (Pye), Venezuela (Fabrica Venezolana),  
West Indies (West Indies). (SEE ADVERTISE-  
MENT)  
Reprize (see Three Star).  
REQUEST, 66 Mechanic St., New Rochelle, N. Y. Tel:  
(914) NE 3-6055/9. Pres.: H. J. Lengsfelder;  
Gen. Mgr.: Ruth B. Gamba.  
Labels: Family, Library Editions, Oasis, Request.  
(SEE ADVERTISEMENT)  
Reuben (see Campbell & Baker).  
Rev, 12044 Chandler Blvd., North Hollywood, Calif.  
91607. Tel: (213) PO 6-9164. Owner: John  
Phillips.  
Revancha (see Met Richmond Latin Rec. Sales).  
Revere (see Dickerman Music Prod'ns).  
Revilot (see Solid Hitbound Prod'ns).  
Revolution (see Periscope).  
Rexford, 6223 Selma Ave., Hollywood, Calif. 90028.  
Tel: (213) HO 2-6088. Pres.: Donald Kahn.  
Tape: (cartridge) cassette S, 4-tr. S, licensed to  
Muntz.  
Rhumba (see Met Richmond Latin Rec. Sales).  
Rhythms Prod'ns, PO Box 34485, Los Angeles,  
Calif. 90034. Tel: (213) 836-4678. Pres.: R. S.  
White.  
Labels: Rhythms Prod'ns, Tom Thumb, Video-  
text.  
Ric-Tic, 4039 Buena Vista, Detroit, Mich. 48238.  
Tel: (313) WE 1-0048. Pres.: Joanne J. Bratton;  
Mgr.: Ed Wingate; Sales Mgr.: Kittie Lee;  
Pub. & Promo.: James Stanford.  
Rice, 1531 Demonbreun St., Nashville Tenn. 37203.  
Tel: (615) 242-2461. Dir.: Jimmy Key.  
Rich, 925 N. Hudson, Oklahoma City, Okla. Tel:  
(405) CE 9-9512. Contact: Jack L. Rich.  
Richie, PO Box 961, Wilmington, Del. Tel: (302)  
998-9679. Pres.: Vince Rago.  
Richmond (see London).  
Right, 321 Revere St., Revere Mass. 02151. Tel:  
(617) 284-0707. Contact: Brandon L. Harris.  
Rio Grande Music, PO Box 861, San Benito, Tex.  
78586. Tel: (512) EX 9-1471. Owner, Pres.,  
Sales, Mktg., Pub. & Adv.: Paco Betancourt;  
VP & A&R: Gilberto Perez; Promo. Mgr.: John  
F. Phillips.  
Labels: Chico, Ideal, Norco.  
Int'l rep.: Venezuela (Fabrica Venezolana).  
Rising Sons (see Monument).  
Ritmo (see Monogram).  
Riverside (see Orpheum Prod'ns).  
Riviera (see USA).  
Rivoli (see Tikva).  
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) DI 2-9109. Pres.: Virginia Scott;  
Nat'l Rep., Adv. & Promo.: Mark Raymer; A&R  
& Int'l: Sherree Scott; Pub.: Glen Scott.  
Branch: Mehama, Ore., PO Box 928.  
Labels: (owned) Headliner Stars, Robbins, Sher-  
ree Heart; (distributed) Angeltone, Atlas,  
Colorful.  
Roben, 102 E. Fourth, Tompkinsville, Ky. 42167.  
Pres.: Benny Williams; VP: Robert Garrett.  
Robin Hood (see Crown).

continued on page 48

WE MASS PRODUCE ART OBJECTS  
THAT WHEN PROPERLY MANIPULATED  
MAKE INNOVATIONAL SOUNDS  
TO BE DUG

COMPOSER-PERFORMERS SOUNDS  
ARE WELL ROUNDED  
BY US FOR THE U.S.

send them  
if they send us  
we'll send you

TO THOSE WHO MANUFACTURE

WHEEL EYE SENCE WE'LL LICENCE  
ARCH ART ALL BUMS OUR CHART ALBUMS

TO YOU

FIRE MARK IT FOR YOUR MARKET

255-4800 ESP-DISK' 156 FIFTH AVE., NEW YORK

**Fiesta**

**The leaders**

**GRECOPHON**

**in the  
international field, featuring  
music from around the world**

Many thanks to our foreign affiliates

**FIESTA RECORD CO., INC.**

1619 BROADWAY, N.Y., N.Y. 10019

**212 PL 7-7760-1**

**ALSHIRE**

PRESENTS

*101 Strings*

**SOMERSET—STEREO FIDELITY**

**AUDIO SPECTRUM**

**PALOMA**

**AZTECA**

Manufactured by

**BUDGET SOUND, INC.**

Distributed in U.S.A. by

**RECORD SALES CO.**

222 West Orange Grove Avenue  
Burbank, California 91502  
Area Code (213) 849-4671

continued

- Rock n' Jazz, 2315 W. Huron, Chicago, Ill. 60612. Tel: (312) 772-8500. Pres.: Herb Mertes; VP: Ray Smithers.
- Rockin', 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Pres.: Willie H. Rocquemore; Promo.: Skip Lane. Labels: Rockin', Rockmore.
- Rocking Horse (see Ambassador, N.J.)
- Rockland (see Music Minus One).
- Rockmore (see Rockin').
- Rodin, 1564 Broadway, New York, N.Y. 10036. Tel: (212) 765-5434. Pres.: Paul Martin.
- RoFran Ent's., 5 Rainbow Ct., Urbana, Ill. 61801. Tel: (217) 367-9076. Pres.: Roger E. Francisco; VP, Sales & Admin.: William F. Steffen; Prod'n Mgr.: Howard A. Smith.
- Rojac, 1274 Fifth Ave., New York, N.Y. 10029. Tel: (212) 348-0665. Pres.: Jack Taylor; VP: Claude Sterrett. Labels: Rojac, Tay-Steer.
- Rollo-Marsh-Kammy, 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., 10 South, Reading, Pa. 19602. Tel: (215) 372-2948. Contact: Carlo Roman. Label: Roman.
- Romco, 1000 Hazel Ave., Wichita, Kan. Tel: (316) JA 4-4033. Pres.: Richard O. Miller.
- Romper Room (see Cameo-Parkway).
- Romulus (see SPQR).
- RomUR, 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) SH 7-4721. Pres.: Rosco Murphy; VP: Robert Murphy.
- Ron, PO Box 14602, Baton Rouge, La. 70808. Tel: (504) 342-8066 & 343-2963. Mobile Tel: JL 5-3387. Owner & Pres.: Ron Shaab; Mgr.: John Foster; Sales & Mktg.: Stoney Shaab; Int'l: Fifi Mussali, Fuente del Parian 37, Tecamachalco, Edo. de Mexico, Mexico. Branches: **Bradley Beach, N.J.:** 207 Third Ave. Tel: (201) 776-5867. VP: Morton C. Rance.—**Brooklyn, N.Y.:** 2160 Ocean Pkwy. Tel: (212) NI 5-5769. Mgr.: Mosie Cabasso. Labels: Lucky Sounds 7-13, Pebbles, Rance, Ron, Stoney. Tape: (reel-to-reel) Ron 2-tr. M, 4-tr. M & S, self-mfd.; (cartridge); Lucky Sounds 7-13, Pebbles, Ron, Stoney cassette M, 4-tr. S, 8-tr. S, self-mfd.
- Ron, Mich. (see Camaro Music Prod'n's).
- Ronik Rekords, 5814 Leslie Dr., Flint, Mich. 48504. Tel: (313) 789-2559. Pres.: Johnny Nogaj.
- Ronn (see Jewel).
- Ronnie (see Paragon Prod'n's).
- Roost (see Roulette).
- ROPER, 43-48 48 St., Long Island City, N.Y. 11104. Tel: (212) HA 6-1190. VP: Franc Peri. (SEE ADVERTISEMENT)
- Rose (see Gaye).
- Rosemart (see Atlantic).
- Brian Ross Prod'n's (see Associated Prod'n's Int'l).
- Rostrum, 153 E. 57 St., New York, N.Y. 10022. Tel: (212) 751-2740. Cable: ROSTRECINC. Pres.: Louis M. Gersten.
- ROULETTE, 1631 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-9880. Pres.: Morris Levy; A&R: Henry Glover & Morrie (Pancho) Pelsman; Sales Mgr. & Pub.: Gerry Cousins; Promo. Dir.: Red Schwartz; Int'l: Normand Kurtz. Int'l branch: **England, Roulette of England, 71-75 New Oxford St., London, W.C. 1.** Labels: Alegre, End, Gee, Gene, Kenwood, Mardi Gras, Roost, Roulette, Roulette Birdland, Squire, Tico. Int'l reps.: Argentina (Sicamericana), Belgium (Vogue), Canada (Allied), Colombia (Discos Fuentes), Denmark (I. S. Dansk), Ecuador (Industrial Fonografica Ecuatoriana), El Salvador (Discos Centroamericanos), Finland (Scandia-Musiikki), France (Vogue), Germany (Deutsche Vogue, Paul Siegel), Greece (Helladisc), Hong Kong (Moutrie), Italy (Saar), Japan (Philips), Lebanon (Philips), Mexico (Orfeon-Video Vox), Netherlands (Negram, Radio Veronica), New Zealand (La Gloria), Panama (Panama Radio), Peru (Distribuidora Peruana), Singapore (Philips), South Africa (Trutone), Spain (American Music), Sweden (Scan-Disc), Switzerland (Finsterwald & Cantacuzene), United Kingdom (Roulette), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)
- Roulette Birdland (see Roulette).
- Round (see Bell).
- Round Sound (see Pickwick Int'l).
- Roy (see Brite-Star).
- Royal, 2828 Midvale Ave., Los Angeles, Calif. 90064. Contact: Bill Doane.
- Royal, Ohio (see Boddie).
- Royal Blue (see International Rec'g Co.).
- Royal Crest (see Jacin Ent's.).
- Royce, 190 E. Main St., Oblong, Ill. 62449. Tel: (618) 1313—no direct dial. Mgr.: Keith Dorrough. Labels: Atom, Royce.
- Bill Rucker Ent. (see listing under "B").
- Ruff (see Checkmate Prod'n's).
- Rufish (see Bill Rucker Ent. listing under "B").
- Rural Ent's., Rt. 1, Caledonia, Ohio 43314. Tel: (419) 845-2278. Gen. Mgr.: C. M. Monaker.
- Rush, 238 Penn Ave., Rocky Mount, N.C. 27801. Owner & Pres.: Bill Bynum. Labels: Cargo, Rush.
- Russell, PO Box 3318, 1403 Callens Rd., Ventura, Calif. 93003. Tel: (805) 642-3555. Pres.: Ted Russell. Sec'y-Treas.: Doris Russell.
- Rust (see Laurie).
- Rustic, PO Box 3255, 1268 Lincoln, San Jose, Calif. 95116. Tel: (408) 251-8686. Pres.: L. E. Matthew.
- Rustique (see Band Box).
- S**
- S F C (see Clay Eager Prod'n's listed under "C").
- S J R, PO Box 181, Bellevue, Ohio 44811. Tel: (419) 487-3741. Pres.: Carl Navarro. Labels: SJR, Stein.
- S L R (see Sound Lab. Rec.).
- S M S (see Steel).
- S O A (see Gaye).
- S P A (see Society of Participating Artists).
- S P Q R, 177 Rt. 304, New City, N.Y. 10956. Tel: (914) NE 4-5101. Contact: Pearl Frank. Branch: **Norfolk, Va.:** 6143 Sewells Pt. Rd. 23513. Tel: (703) 853-4041. Contact: Frank J. Guida. Labels: Legrand, Romulus, SPQR.
- S & R, 16508 S. Main St., Gardena, Calif. Tel: (213) 321-2475. Pres.: Anastasio Sapien. Labels: Cisne, Eco, Peerless, Sonart.
- Sable, 2224 Belvedere Dr., Jackson, Miss. Tel: (601) 354-3062. Pres. & A&R: Johnny Angle; Sales & Promo. Dir.: James Farris. Sacred (see Word).
- Sacred Prod'n's, PO Box 7654, Waco, Tex. 76711. Tel: (817) PL 6-4101. Pres.: Jarrell McCracken. Safice (see Atlantic).
- Sage, 5653 1/2 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres.: W. O. Fleener. Labels: Sage, Sand.
- Sahara (see Masters Releasing).
- St. Clair Prod'n's, 485 Fort Couch Rd., Pittsburgh, Pa. 15228. Tel: (412) 835-4220 & 892-2288. Labels: Arrow, Dynamic, Fort Couch, Gigi, Jules-Tone, Paloma, St. Clair.
- St. Lawrence (see Chess & Checker).
- St. Paul, Arts & Science Ctr., 30 E. 10 St., St. Paul, Minn., 55101. Tel: (612) 225-6571. Pres.: Louis R. Lundgren.
- Salmar Ent's., 1155 S. 11 St., Beaumont, Tex. 77701. Tel: (713) TE 8-3364. Owner: Sal Serio. Label: Salmar.
- Sam C. Phillips (see Sun).
- Samter, 522 Lafayette St., Gretna, La. Tel: (504) 361-9168. Pres.: Samuel C. Territo.
- San (see Dover, La.).
- Sand (see Sage).
- Sandra, 12525 Buckeye Rd., Cleveland, Ohio 44120. Tel: (216) 921-1442. Pres.: Mrs. S. Egyed.
- Sandy (see Dover, La.).
- Sansu (see Bell).
- Santa Cruz (see Copper State).
- Sapphire, 2815 Octavia St., New Orleans, La. 70115. Tel: (504) 866-3478. Pres.: Lou Welsch Jr.
- Sapton, 1700 Madison, Memphis, Tenn. Sara (see Coca).
- Sashay, Box 7591, Zip: 43616; 49 N. Norden Rd., Oregon, Ohio 43618. Tel: (419) 836-8633. Mgr.: Robert F. Thomson; A&R: Jack May & Jim Wise; Promo. Dir.: Jim Thomson.
- Satellite, 1519 S. Grand, Santa Ana, Calif. 92705. Tel: (714) 836-4435. Gen. Mgr.: Glen Pace. Labels: Keno, Satellite.
- Saundra Lee, 3033 S. Sixth Ave., Tucson, Ariz. 85713. Tel: (602) 624-8273. Pres.: Howard Payne.
- Savoy, 56 Ferry St., Newark, N.J. Tel: (201) MA 3-7470. Cable: SAVREG. Pres.: Herman Lubinsky; A&R & Sales: Fred Mendelsohn. Labels: Gospel, Regent, Savoy, Sharp, World Wide. Tape: (reel-to-reel) Gospel, Savoy 2-tr. M, 4-tr. M & S, self-mfd.; (cartridge) self-mfd.
- Saxony, PO Box 1771, Cincinnati, Ohio 45201. Tel: (513) 661-0660. Mgr.: Paul Trefzger; A&R: Bud Reneau; Pub.: Dawn Torgert; Adv.: Jerry Humbert. Labels: Saxony, TRIP.
- Scala (see Everest).
- Scarlet (see Stereo-Fi Corp. of Calif.).
- SCPTER, 254 W. 54 St., New York, N.Y. 10019. Tel: (212) CI 5-2170. Cable: SCPTERMUS. Pres.: Florence Greenberg; VP: Marvin Schlacter; Mgr. Hob Div.: Johnny Bowden; A&R: Stanley Greenberg; Sales & Mktg.: Sam Goff; Pub. & Adv.: Murry Ross; Promo.: Pete Garris; Int'l: Joe Zerga. Labels: (owned) Hob, Mace, Scepter, Wand; (distributed) Garrison.
- Tape: Scepter, Wand (cartridge) 8-tr. S, licensed to RCA Victor.
- Int'l reps.: Australia (Festival), Canada (Quality), Denmark (Tono), France (Vogue), Italy (CGD), Netherlands (Negram), New Zealand (Festival), South Africa (Troubadour), Trinidad (National Rec'g), United Kingdom (Pye). (SEE ADVERTISEMENT)
- Scholastic (see Folkways/Scholastic).
- Franz Schubert (see listing under "F").
- Scolaron, Box 441, Northridge, Calif. 91324. Tel: (213) 870-1696. Pres.: David M. Seiden.
- Scorpio (see Fantasy).
- Scotte, 4834 Bissell Ave., Richmond, Calif. Tel: (415) 233-7487. Owner: W. S. Newcomb.
- Scotty (see Gateway-Dyno).
- Scripture (see Ambassador, N.J.).
- Sea-King (see Centaur).
- Sea-Mist (see CBC Ent's.).
- Seagrave (see Audio Village).
- Seagull (see Blue Horizon Int'l).
- Security (see Holton).
- Seeco, 39 W. 60 St., New York, N.Y. 10023. Tel: (212) JU 6-3620. Cable: SEECODISC. Pres. & A&R: Sidney Siegel; VP, A&R, Sales & Prod'n: Howard Roseff; Int'l: Raymond Izarray. Labels: Bronio, Dawn, Exito, Seeco, Tropical (distributed by Met Richmond Latin Rec. Sales). Tape: (reel-to-reel) 4-tr. S, licensed to ITCC; (cartridge) 4-tr. S, 8-tr. S, licensed to ITCC. Int'l rep.: Puerto Rico (Antonio Contreras).
- Semaphore (see Vantage).
- Senate (see ABC).
- Senator, PO Box 861, Bakersfield, Calif. Tel: (805) 327-1000. Pres.: Jack McFadden; VP: P. E. McFadden; Sales & Mktg. Mgr.: Joe McFadden.
- Sentar (see Cameo-Parkway).
- September (see Lance Music Ent's.).
- Seraphim (see Angel).
- Serenata (see Met Richmond Latin Rec. Sales).
- Service (see Jay-Cher Ent's.).
- 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: Alon, Instant, Seven B, Tunekel.
- Seville (see American Metropolitan Ent's. & London).
- Shakespeare Rec'g Society (see Caedmon).
- Shamrock (see Import/Export section: Gaelic Imports, Chicago, Ill.).
- Sharastan, PO Box 134, Killen, Ala. 35645. Tel: (205) 764-1781. Pres. & A&R: Jerry Day.
- Sharp (see Savoy).
- Sharpshooter (see Advance, Calif.).
- Shawmut (see Casa Grande).
- Sherree Heart (see Robbins).
- Shield (see Lance Music Ent's.).
- Shikari (see MRM).
- Shine (see Vibrant).
- Shirley (see Atlantic).
- Shoestring, PO Box 4695, 3551 Bittersweet Rd., Richmond, Va. Tel: (703) 272-4404. Pres.: Steve Richardson; Gen. Mgr.: Jim Gemmill.
- Shout (see Bang).
- Showboat (div. of Santa Claus Kastle Ent's.), PO Box 45, Santa Claus, Ind. 47579. Tel: (812) 529-2622. Pres. & Gen. Mgr.: Ray F. Scrivner. Labels: Gospel Truth, Heed, Kasko, Showboat, Skoop
- Showcase (see Pickwick Int'l).
- Showplace (see Cameo-Parkway).
- Showtime (see Jamie/Guyden Dist. Corp.).
- Sidney Thompson (see Import/Export section: Dance Rec., McLean, Va.).
- Siemens America (see Deutsche Grammophon Gesellschaft).
- Silver Burdett, Park Ave. & Columbia Rd., Morristown, N.J. 07960. Tel: (201) 538-0400. Cable: SILDET. Bd. Chm.: Francis Keppel; Mktg. Servs. Dir.: John D. Backe; Adv. Dir.: Francis W. Goessling; Int'l: Erroll D. Michener. Branches: **Palo Alto, Calif.:** 435 Middlefield Rd. Zip: 94301 Tel: (415) 327-4081. VP & Pacific Div. Mgr.: Thomas K. Moylan.—**Atlanta, Ga.:** 3272 Peachtree Rd. N.E. Zip: 30305. Tel: (404) 237-0382. VP & Southeastern Div. Mgr.: G. Dan Robison Jr.—**Park Ridge, Ill.:** 460 S. Northwest Hwy. Zip: 60068. Tel: (312) 775-5787. VP & Central Div. Mgr.: Ronald J. Layde.—**Dallas, Tex.:** 4640 Harry Hines Blvd. Zip: 75235. Tel: (214) 631-3044. Div. Sales Mgr.: G. Harris Holmes.
- Silver Cross (see Stop).
- Silver Dollar (see Import/Export section: Dance Rec., McLean, Va.).
- Silver Falcon, Box 204, Minot, N.D. 58701. Cable: SIL-FAL. Pres., A&R Dir., Sales & Promo.: William B. Lewis; A&R & Adv. Dir.: Clarence Johnson Jr.; PR Dir.: Frank Halfacre. Branch: **Chicago, Ill.:** c/o William B. Lewis, Box 1963. Labels: Gold Key, Legend, Silver Falcon, Soul-A-Rama.
- Silver Seal, 6543 1/2 N. Sweetzer, Los Angeles, Calif. 90048. Tel: (213) 653-0047. Owner: Jay Hamilton.
- Simon Says (see Record Guild of America & ABC).
- Sims, PO Box 247, LaVergne, Tenn. 37086. Tel: (615) 793-5871. Pres.: Russell Sims; VP: Herbert Sims. Labels: Carol, Fabor, Sims.

Sing, PO Box 1502, Atlanta, Ga.  
**Labels:** Christian Faith, Sing, Skylite, Temple, Worship.

Singcord, Sta. C, Grand Rapids, Mich. Tel: (616) 6-5406. Pres.: Bernie Zondervan Jr.  
**Labels:** Crown V, Singcord, Zondervan.

Sioux, PO Box 223, Cambridge, Mass. 02139. Tel: (617) 235-0234. Prop.: Anthony Dejon.  
**Int'l rep.:** Canada (Sparton).

Sir, 821 19 Ave. S., Nashville, Tenn. 37203.  
 Skipper (see Met Richmond Latin Rec. Sales).

Skokie, 5230 W. Howard St., Skokie, Ill. 60076.  
 Tel: (312) OR 5-4285. Pres.: Edward E. Mravik.  
 Skoop (see Showboat).

Skyline, N.J. (see Emdar).

Skyline, N.Y. (see Fine).

Skylite (see Sing).

Skyscraper (see Holton).

Skyway, PO Box 133, Hollywood, Calif. 90028. Tel: (213) HO 3-5885. Owner: Everett L. Whenham.  
**Labels:** Red Fox, Skyway.

Slide (see McKinnon).

Slopp (see Campbell & Baker).

Smash, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: MERREC. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; Prod. Mgr.: Lou Dennis; Promo: Rory Bourke; Int'l: Brice Somers, 5 Quai du Mont-Blanc, 1200 Geneva, Switzerland (see Mercury).

**Branches:** Hollywood, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937. Dir.: Robert H. Sarenpa.—New York, N.Y., 745 Fifth Ave., Zip: 10022. Tel: (212) 759-2727. VP, Recorded Prod. Dir.: Charles E. Fach Jr.; Dir.: Abe Chayet.

**Types:** (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) cassette S, 2-tr. S, 4-tr. S, 8-tr. S, self-mfd., also licensed to Muntz.

**Int'l reps:** Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Ecuador (Philips), Finland (Musik Fazer), France (Philips), Germany (Philips), Greece (Helladisc), Israel (Hed Arzi), Italy (Phonogram), Jamaica (Records Ltd.), Japan (Victor), Mexico (Discos Universales), Netherlands (Philips, Phonogram), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Philips), Singapore (William Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), United Kingdom (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).

**Int'l firms represented:** Fontana (Netherlands).

Smoke, 310 Chadwick Ave., Newark, N.J. 07112. Tel: (201) 242-6868. Owner: Kay Thomas; Pres.: George Blackwell Jr.  
**Labels:** Smoke, Vision.

So Deska, 177 Beach 141 St., Belle Harbor, L.I., N.Y. 11694. Tel: (212) GR 4-2450. Owner: Dudley Manners.

Societe Francaise du Son (see London).

Society for Forgotten Music (see Contemporary).

Society of Participating Artists (SPA), 404 Broadway, Saratoga Springs, N.Y. Tel: (518) 584-2222. Pres.: Norman M. Fox.

Soft (see Jamie/Guyden Dist. Corp.).

Solar, 818 Sixth St., Union Beach, N.J. 07735. Tel: (201) 264-1962. Owner: John J. Bilotti.  
**Labels:** Solar, Zip.

Solid Hit (see Solid Hitbound Prod'ns).

**SOLID HITBOUND PROD'NS**, 517 Pavilion, 1 Lafayette Plaisance, Detroit, Mich. 48207. Tel: (313) 965-5717. Pres.: LeBaron Taylor; Gen. Mgr.: George White.  
**Labels:** (owned) Groovesville, Revilot, Solid Hits; (distributed) Tuba. (SEE ADVERTISEMENT)

Solid Sound SS 30 Lark Dr., Woodbury, L.I., N.Y. 11797. Tel: (516) 931-2460. Pres.: Joe Docko Sr.; VP: Joe Docko.

Solid State (see United Artists).

Soma, 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; VP: Daniel Heilicher; A&R & Promo.: Ira Heilicher; Sales & Mktg.: Anne Allan.

Somar (see Met Richmond Latin Rec. Sales).

Somerset (see Budget Sound).

Sommers, PO Box 322, Silver Spring, Md. 20907. Tel: (301) WH 6-9039. Contact: Henry J. Sommers.

Sonart (see S&R).

Sonat (see Hull).

Song Bird (see Peacock).

Songs of Faith (see Spar).

Sonny (see Camaro Music Prod'ns).

Sono Mex (see Met Richmond Latin Rec. Sales).

Sonoplay (see Movierecord).

Soul (see Motown).

Soul-A-Rama (see Silver Falls).

Soul Boulevard, 403 Trinity Hill Ln., Louisville, Ky. 40207. Tel: (502) 895-1063. Owner: Stuart Paine.

Soul Bros. Music Ent's., 1310 1/2 McCalla Ave., Knoxville, Tenn. Tel: (615) 524-0461. Pres. & Promo. Dir.: Gary B. Moore; Pres. & Prod'n Mgr.: Tommy L. Moore; Spirituals A&R Dir.: Osceola Grant; R&B, Jazz A&R Dir.: Clifford Curry; Adv. Dir.: David Bowman.  
**Labels:** Kaye-Towne, Moore.

Soul City (see Liberty).

Soul Kitchen (see Boddie).

Soul Power (see Ib).

Soul Salad (see Motivestor Org.).

Soul Sound, 1812 Constantinople, New Orleans, La. 70115. Tel: (504) 899-8083. Contact: Isaac Bolden.  
**Labels:** Soul Sound, Soulin'. (distributed by Dover, La.).

Soul Time (see Jaclin Ent's.).

Soulhawk (see Palmer).

Soulin' (see Soul Sound).

Soulsville USA (see Epstein Ent's.).

Soultime (see Chartbuster).

Soultown (see V-S Prod'ns).

Sound, 56880 North Ave., New Haven, Mich. 48048. Tel: (313) 749-5182. Pres., Sales, Mktg., Pub., Adv. & Promo.: Lawrence H. Lick; VP & Classical A&R: Stanley P. Getz; A&R Dr.: John Powers; Int'l: Helen Getz.  
**Labels:** (owned) Sound, Trash, Universal Sound, Walker; (distributed) Chi Ro, Keepsake, Startown, Velgo.  
**Int'l rep.:** Canada (Sparton).

Sound, 240 W. Wells St., Milwaukee, Wis. 53203. Tel: (414) 276-6422. Pres.: Stuart L. Glassman.

Sound Core, 2110 Hildarose Dr., Silver Spring, Md. 20902. Tel: (301) 589-2068. A&R Dir. & Prod'r: J. D. Lauterbach.

Sound Gems (see Presta).

Sound Lab. Rec., 1104 S. Edgewood Ave., Jacksonville, Fla. 32205. Tel: (904) 388-7572.  
**Label:** SLR.

Sound of Money (see Vantage).

Sound of Soul (see Atlantic).

Sound Preservers, 1915 N. Quince St., Olympia, Wash. 98501. Tel: (206) 352-9097. Owner: Allen P. Giles; Sales Rep.: Steve Dickman; Adv. & Promo. Dir.: Kurt Johnson; PR: John DiGiovanni.  
**Branches:** Upper Darby, Pa., 250 Beverly Blvd., Park Lane East, Rm. 2211. Zip: 19082. Tel: (215) MA 2-2776. Mgr.: Bill Boyd.—Seattle, Wash., 2617 29 Ave. W. Tel: (206) AT 2-4805. Mgr.: Don Giles.

Sound Spot, 2015 Pleasant Grove, Lansing, Mich. 48910. Tel: (517) 485-9344. Pres.: Tom Cathey.

Sound Stage 7 (see Monument).

Sound-Tex (see Texas Sound Studios).

Sounds International (see D'Arcy).

Sounds of Atlanta (see Gaye).

Sounds of Wisconsin (see Cucca).

South Camp (see Quinvy Music).

South Shore (see Georden Rec. Prod'ns).

Southern City, 157 Ford Ave., Gallatin, Tenn. 37066. Tel: (615) 452-1479/3900. Pres. & A&R: Harold Gilbert; VP: Marcus Scott; A&R: Chico Robinson; Sales & Mktg. Mgr.: Samuel West; Pub. Dir.: Yvonne Gilbert; Adv. Mgr.: Jean Gilbert; Promo. Mgr.: Jan West.  
**Branch:** Detroit, Mich., 18890 Keystone. Tel: (313) TW 3-3901.  
**Labels:** Gilbert, Hal n' Jean, Hittsburgh.

Southern Nevada Music, 854 E. Sahara, Las Vegas, Nev. Pres.: Donald Kemp.  
**Labels:** Kemp, Southern Nevada.

Southern Sound (see Claridge Music).

Southland, 520 St. Louis St., New Orleans, La. Tel: (504) 523-7429. Owner: Joe Mares Jr.

Southtown (see Biscayne).

Sowder (see Derby Town).

Space, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-5473. Gen. Mgr.: Leo Anthony.

Space, Ga. (see Gaye).

Space, 2037 Alvarado Dr. N.E., Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres. & Gen. Mgr.: Ann Faught; contact: Lindy Blakey.  
**Labels:** Lavette, Space.

Space, Tex. (see Musicode).

Spanish Music Ctr., Belvedere Hotel, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) JU 2-4280. Pres.: Gabriel Oller; A&R: A. Montero.  
**Label:** Coda.

Spanish World, 151 W. 14 St., New York, N.Y. 10011. Tel: (212) 989-3177. Pres.: Marcos Garcia; VP: Alfred Garcia; VP Sales: Jose Chao.  
**Branch:** Chicago, Ill., 2515 W. Division St. Tel: (312) 486-1176. Contact: Blas Rodriguez.  
**Labels:** Montilla, Perico.

**Int'l reps:** Argentina (RCA), Colombia (Alover), Costa Rica (INDICA), Dominican Republic (Salon Mozart), Mexico (CBS), Peru (MAG), Puerto Rico (Ultra), South Africa (Trutone), Uruguay (RCA Victor), Venezuela (Venevox).

Spar, 48 & Tennessee, Nashville, Tenn. 37209. Tel: (615) 291-7883. Owners: Bill Beasley & Alan Bubs.  
**Labels:** Gospel Time, Songs of Faith, Spar.

Spark (see Boyle-Conway).

Specialty, 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Pres. & Int'l Mgr.: Arthur N. Rupe; Sales Mgr.: J. Regier; Pub. Dir.: L. Rishoff; Adv. & Promo.: D. Rupe.  
**Labels:** Encore, Fidelity, Specialty.

Spectra, 402 Lee Park West Bldg., Dallas, Tex. 75219. Tel: (214) 522-1011. Pres. & A&R: Dir.: James Hollingsworth; VP & Mus. Dir.: Jay Pruitt; Pub. Dir.: Linda Davis.  
**Labels:** Mikalin, Spectra, Toy.

Spectrum (see Bella).

Sphere Sound (see Bell).

Spice (see Sugar).

Spicy (see Band Box).

Spin-O-Rama (see Premier Albums).

Spin-Out (see Wesley).

Spindletop, 1812 Procter St., Port Arthur, Tex. 77640. Tel: (713) YU 2-7121. Owner: Floyd J. Badaeux.

continued on page 50

**CARNIVAL RECORDS  
 CHADWICK RECORDS**

Featuring  
**THE MANHATTANS  
 THE CYMBILS  
 THE LOVETTES  
 NORMA JENKINS  
 PHIL TERREL  
 THE TOPICS  
 HARRY CALDWELL**  
**CARNIVAL RECORD CORP.**

24 Branford Place  
 Newark, New Jersey



**CAPTURE ALL THE SOUND!!!**

Custom & Premium Records For:

Fund Raising • Sales Promotions • Traffic Building • Political Campaigns • Teaching • Self Liquidators • Door Openers • Wholesale Marketing • • • Lowest Prices!

**CREATIVE SOUND, 9000 sunset boulevard  
 los angeles, california 90069 (213) CR 1-4843**

**ORDER  
 YOUR  
 EXTRA  
 BUYER'S  
 GUIDES  
 NOW!**

Limited supplies available.

**Soft-covered edition — \$5.00**

**or new hard-bound  
 personalized edition — \$7.50**

(See bind-in card in this issue  
 for complete details)

Send your request  
 and payment to:

**BILLBOARD—Box BG  
 2160 Patterson Street  
 Cincinnati, Ohio 45214**

continued

Spinner (see Chart).  
 Spinnin Square (see Style Wooten Prod'ns).  
 Spiral, 875 Fifth Ave., New York, N.Y. Tel: (212) RE 7-3304. VP, Sales, Mktg., Pub. & Promo.: Sol Abrams.  
 Branch: Palisade, N.J., 780 Palisade Ave. Tel: (201) 945-1000.  
 Spivey, 65 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) UL 7-7003. Pres.: Victoria Spivey.  
 Labels: Queen Vee, Spivey.  
 Spoke, PO Box 186, Manistique, Mich. 49854. Tel: (906) 341-2304. Owner: I. L. Davis.  
 SPOKEN ARTS, 59 Locust Ave., New Rochelle, N.Y. 10801. Tel: (914) 636-5482. Pres.: Arthur Luce Klein; VP: Luce A. Klein; Sales Dir.: Peter Redgrove; Mktg. Dir.: Barry Harvey; Adv. Dir.: Natalie Slohm.  
 Tape: (reel-to-reel) 2-tr. M, 4-tr. M, self-mfd.; (cartridge) 8-tr. S, licensed to ITCC. (SEE ADVERTISEMENT)  
 Sport (see Super Sonic Sound Prod'ns).  
 Spotlight (see Jesse Mason Prod'ns listed under "J").  
 Springboard, 2318 Coles Blvd., Norristown, Pa. 19401. Tel: (215) 275-7420. Pres.: George Yahres.  
 Labels: Purple Cow, Springboard.  
 Squire (see Roulette).  
 Stadium, PO Box 9411, North Hollywood, Calif. 91609. Tel: (213) 335-9379. Pres.: A. J. Minto.  
 Stage Sound (see V-S Prod'ns).  
 Standard Phono, 163 W. 23 St., New York, N.Y. 10011. Tel: (212) CH 2-0880. Pres.: Tetos Demetriades.  
 Star, Calif. (see Contemporary).  
 Star, 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) 682-5844 & 298-4747. Pres.: Leonard L. Farber.  
 Star Artist Prod'ns, 1157 Julia St., Teaneck, N.J. Tel: (201) 833-2431. Pres.: Ed Daniels.  
 Star-Way (see Golden Triangle Music Ent.).  
 Starburst, 673 Oakley Pl., Oradell, N.J. 07649. Tel: (201) 261-0871. NYC Tel: (212) CH 2-1479. Pres.: Michael F. J. Lynch; VP: Thomas J. Lyle; Mds'g Dir.: Mike Demczak; PR Dir.: Nicholas Petron Jr.  
 Starday, PO Box 115, Madison, Tenn. Tel: (615) 228-2575. Cable: SISCO. Pres.: Don Pierce; Exec. VP: Hal Neely; VP A&R: Tommy Hill; VP Mktg.: Jim Wilson; Sales: Tina Drake.  
 Labels: Hollywood, Look, Nashville, Starday.  
 Tape: Starday (reel-to-reel) 2-tr. M, 4-tr. M & S, licensed to ITCC; (cartridge) 2-tr. M & S, 4-tr. M & S, self-mfd. & also licensed to ITCC.  
 Int'l reps.: Australia (Festival, Decca, W&G), Austria (Ariola, Metronome), Benelux (Decca, Duraco, C.N. Rood), France (Artego), Germany (Ariola, Metronome, Teldec), Italy (Decca, Fonit-Cetra), Japan (Cosdel, King), New Zealand (Rank), Scandinavia (I.S. Dansk), South Africa (Decca, Meteor, Teal, Trutone), Spain (Vergara), Switzerland (Ariola, Metronome, United Kingdom (Country Style, Decca, EMI, Ember, Emerald, Longhorn, Melodisc, Oriole).  
 Stardisc, 10337 E. Beach St., Bellflower, Calif. Tel: (213) TO 6-4146. Owner: Mearl Ellison.  
 Starfire (see Celtic Rec'g Prod'ns).  
 Starla (see Original Sound).  
 Starlike (see Asteroid Prod'ns).  
 Startime (see Abnak Music Ent.).  
 Startown (see Sound).  
 Stax, 926 E. McLemore, Memphis, Tenn. 38106. Tel: (901) 947-1136. Pres.: Jim Stewart; VP: Estelle Axton; A&R: Steve Cropper; Promo.: Al Bell; PR: Deanie Parker.  
 Labels: Chalice, HIP, Stax (distributed by Atlantic), Volt (distributed by Atco).  
 Tape: (reel-to-reel) 4-tr. M & S, licensed to ITCC; (cartridge) 4-tr. M & S, licensed to ITCC.  
 Steed, c/o Jeff Barry Ent's., 15 W. 72 St., New York, N.Y. Tel: (212) 799-4512. Contact: Jeff Barry (distributed by Dot).  
 Steel, 101 W. Federal St., Youngstown, Ohio. Tel: (216) 744-4419. Pres.: William R. Ellis.  
 Label: SMS, Steel.  
 Stein (see SJR).  
 Steno-Disc (see Keane).  
 Stephanie (see Montel).  
 Stereo (see Contemporary).  
 Stereo-Dynamics (see Guillotine).  
 Stereo-Fi Corp. of Calif., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 463-2328. Pres.: A&R, Sales & Mktg.: Bob Keene; VP: Larry Nunes; Pub. & Promo.: Paul Poller; Adv.: Mildred Hemphill; Int'l: Danny Kessler, American Metropolitan Ent's., 135 W. 50 St., New York, N.Y. 10019.  
 Labels: Bronco, Maravilla, Mustang, Scarlet.  
 Stereo-Fidelity (see Budget Sound).  
 Stereo Treasury (see London).  
 Stereodivities, 259 S.W. 21 Terr., Fort Lauderdale, Fla. 33310. Tel: (305) LU 1-7300. Pres.: Fletcher Smith; A&R: Janet P. Smith.  
 Labels: Art Sound, Bitoa, Duo, Living Rec. Library Stereodivities.  
 Tape: (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) car books, 4-tr. S, 8-tr. S, self-mfd.  
 Stereotone (see Global).  
 Stinger (see Lance Music Ent.).  
 Stinson, PO Box 3415, Granada Hills, Calif. 91344. Tel: (213) 735-6731. Pres.: Jack M. Kall.  
 Int'l reps.: Canada (Musimart), France (Pan Musique Livres).  
 Stoneway, 2817 Laura Koppe, Houston, Tex. 77016. Tel: (713) OX 7-7912. Owner: R. M. Stone.

Stoney (see Ron).  
 Stop, 1820 Washington St., Boston, Mass. 02118. Tel: (617) HI 2-3830. Owner: Fred Le Blanc.  
 Labels: Bluestown, Silver Cross, Stop, Wild.  
 Stop, 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-8388. Owner: Pefe Drake.  
 Story, 651 Judson St., Evansville, Ind. 47713. Tel: (812) 422-7659. Pres.: Nathaniel E. Story.  
 Stradivari (see Everest).  
 Strathmore, 57 Ingram Circle, Matawan, N.J. 07747. NYC Tel: (212) PL 2-5494.  
 Streke (see Periscop).  
 Studio, 46 Berry Rd., Houston, Tex. Tel: (713) OX 7-8904. Pres.: Johnnie Forrer.  
 Style Rec. Prod'ns, 3635 Allendale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640. VP & A&R: Style Wooten; VP: Marvin Burcham.  
 Labels: Big Memphis Sound, Burchten, Prime, Style, Ten-Text, Tri-State.  
 Style Wooten Prod'ns, 3635 Allendale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640. Pres.: Style Wooten; VP: Marvin Burcham; A&R: Roy Meddors; Sales & Mktg.: Thomas Grissom; Pub.: Melba Knoblock; Adv.: Betty Waterbury.  
 Labels: Eugenia, Spinnin Square, Stylesway, Taver, Wooten.  
 Stylesway (see Style Wooten Prod'ns).  
 Sue, 265 W. 54 St., New York, N.Y. 10019. Tel: (212) PL 7-2711. Pres.: Juggy Murray.  
 Labels: Broadway, Eastern, Sue, Symbol.  
 Tape: (cartridge) 4-tr. M & S, 8-tr. S, licensed to Muntz.  
 Int'l reps.: Belgium, Denmark, Finland, Germany, Netherlands, Sweden, Switzerland (Decca).  
 Sugar, 1390 N. Hollywood, Memphis, Tenn. Tel: (901) 452-9489. Pres.: Al Dante; VP: Fred Avarza.  
 Labels: Spice, Sugar.  
 John J. Sullivan Theatrical Ent's., 80 Boylston St., Lobby "L," Boston, Mass. 02116. Tel: (617) 426-6617. Owner: John J. Sullivan; Pub. Mgr.: William T. Foley; Promo. Mgr.: Reed A. Sullivan.  
 Labels: Jolar, Reed.  
 Sultan, 245 E. 30 St., New York, N.Y. 10016. Tel: (212) JU 2-6730. Pres.: Frank Cariola.  
 Labels: New World, Sultan.  
 Summit (see Everest).  
 Summit Sound Systems, 52 Pitman Ave., Ocean Grove, N.J. Tel: (201) 775-4952. Pres.: William Jelley.  
 Label: Summit.  
 Tape: (reel-to-reel) 2-tr. M, 4-tr. M & S, self-mfd.; (cartridge) 8-tr. S, self-mfd.  
 Sun, 639 Madison Ave., Memphis, Tenn. 38103. Tel: (901) 527-2614. Pres.: Sam C. Phillips; VP & Gen. Mgr.: Bill Fitzgerald; A&R: Knox Phillips.  
 Labels: Sam C. Phillips, Sun.  
 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.  
 Sunrise (see Melody).  
 Sunset, Calif. (see Liberty).  
 Sunset, N.Y. (see Met Richmond Latin Rec. Sales).  
 SunShine, 112 E. Wright St., Pensacola, Fla.  
 Super, 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 276-1017. Cable: MAJORJMAN. Pres.: Irving Mills; Gen. Mgr.: Robert Mills.  
 Super Sonic Sound Prod'ns, 9120 Livernois, Detroit, Mich. 48204. Tel: (313) 933-1448. Gen. Mgr.: Shelley Haims; Exec. Prod'r: Andre Williams.  
 Labels: Boss, Sport.  
 Superbe (see Hi Ho Prod'ns).  
 Supreme, 304 S. Brand Blvd., Glendale, Calif. 91209. Tel: (213) 245-3646. Pres.: Paul Mickelson; Sales & Mktg.: Ron Thomson; PR Dir.: Ben D. Griffith.  
 Labels: Console, Cornerstone, Supreme.  
 Int'l reps.: Australia (Supreme), Canada (Evangelical Publ'rs, Master Prod'ns), Sweden (Hemets Herald), United Kingdom (Pye).  
 Sureshot (see Duke).  
 Surf (see Boyle-Conway).  
 Surfari (see Creative Sound Prod'ns).  
 Surrey (see Mira).  
 Suzanne (see Audio Village).  
 Swallow (see Jin).  
 Swan, Eighth & Fitzwater Sts., Philadelphia, Pa. 19145. Tel: (215) MA 7-1500. Pres.: Anthony S. Mammarella; Sales: Bernard Binnick.  
 Labels: (owned) Fayette, Lawn, Swan; (distributed) Bat.  
 Int'l reps.: Argentina (Sicamericana), Australia (EMI), Belgium (Gramophone), Canada (Quality), Chile (RCA), Denmark (I. S. Dansk), France (Disc), Germany (Electrola), India (Gramophone), Japan (Toshiba), Netherlands (Verkoop-Maatschappij, Bovema), New Zealand (HMV), Norway (Nor-Disc), Philippines (Cosdel), Portugal (Valentim de Carvalho), South America (EMI), Spain (Odeon), United Kingdom (EMI).  
 Doug Swickard Prod'ns (see listing under "D").  
 Swing (see Jay-Gee).  
 Swineline (see Celtic Rec'g Prod'ns).  
 Sword (see Word).  
 Sword & Shield, 308 N. Oak, Arlington, Tex. 76010. Tel: (817) CR 5-4844. Pres.: Calvin Wills; Sec'y-Treas.: Lou Wills Hildreth.  
 Sylvania, 825 Madison Ave., New York, N.Y. 10021. Tel: (212) 734-4000. Pres.: Alan Hartwell.  
 Labels: Sylvania, Symca.  
 Symbol (see Sue).  
 Symca (see Sylvania).  
 Syse, c/o Sy Shaffer, 221 E. 50 St., New York, N.Y. 10022. Tel: (212) PL 5-7160. Pres.: Sy Shaffer.

T

T E K (see Goldband).  
 T E O, 8307 Bronwood Rd., Richmond, Va. 23229. Tel: (703) 270-3810. Pres.: C. N. Collieran Jr.  
 T N T (see Tru-Gro-Town).  
 T P G, 1211 E. Main Ave., Knoxville, Tenn. Tel: (615) 546-3108. Exec. Dir.: John H. Pembroke.  
 Labels: Maceo II, TPG.  
 T R I P (see Saxony).  
 T S M, Box 551, 108 S. Bell, Hamilton, Tex. 76531. Tel: (817) 386-5918. Owner & Mgr.: C. Joe Treadway.  
 Tab, 1121 Market St., Galveston, Tex. 77550. Tel: (713) 50 2-6581. Pres.: A. W. Marullo; VP: A. W. Marullo Jr.; A&R: David Yeamans; Sales & Mktg.: Steve Poncio; Pub., Adv. & Promo.: J. D. Copley.  
 Branch: Houston, Tex., 7450 Belfort St. Tel: (713) MI 9-0351.  
 Tad, 2410 Connecticut Ln., Dallas, Tex. 75214. Tel: (214) DA 8-3784. Pres.: Jerry Atchley.  
 Tag Ltd. (see Mark II).  
 Tahiti (see Criterion).  
 Tai, 3010 Nottingham, Markham, Ill. 60426. Tel: (312) 333-7014/5. Pres. & A&R: Robert Lee.  
 Branch: Chicago, Ill., 1827 S. Michigan. Tel: (312) CA 5-6605.  
 Tail-Gate (see Dover, La.).  
 Takoma, Box 2233, Berkeley, Calif. 94703. Tel: (415) 548-1513. Mgr.: Ed Denison.  
 Tale Spinners for Children (see United Artists).  
 Tamart (see Marjon).  
 Tania (see Motown).  
 Tangerine (see ABC).  
 Tanner 'N' Texas, 1422 W. Poplar St., San Antonio, Tex. 78207. Tel: (512) PE 2-8072/8831. Pres.: R. E. (Bob) Tanner.  
 Tap (see Musicode).  
 Tar-gaf (see Kip).  
 Target (see Alvera).  
 Taurus, 285 E. 49 St., Brooklyn, N.Y. 11203. Tel: (212) PR 8-5150. Pres.: Mike Serby (distributed by Bell).  
 Taver (see Style Wooten Prod'ns listed under "S").  
 Tawas, 526 W. Russell Ave., Flint, Mich. 48505. Tel: (313) 789-1306. Pres.: Harry F. Chestler.  
 Tay-Ster (see Rojac).  
 Taylor, 4479a Enright, St. Louis, Mo. 63108. Tel: (314) FR 1-6186. Owner: C. W. Taylor.  
 Tear Drop (see Jamie/Guyden Dist. Corp.).  
 Tee Vee (see Chanson).  
 Telefonken (see London).  
 Telemark, 1438 Springvale Ave., McLean, Va. 22101. Tel: (703) 356-4602. Owners: Dick & Sheila Mason.  
 Temple (see Sing).  
 Ten Star (see Malynn Ent's.).  
 Ten-Text (see Style Rec. Prod'ns).  
 Tener (see Bee Jay).  
 Tera Shirma Prod'ns, 15305 Livernois, Detroit, Mich. 48238. Tel: (313) 861-5650. Pres.: Ralph R. Terrana.  
 Labels: Dode, MFH, Meadowbrook, Phyllis, Tera Shirma, Top Ten.  
 Teri De, 2106 Fifth Ave., Los Angeles, Calif. 90016. Tel: (213) 292-9490. Pres.: Leonard Jewell Smith.  
 Terry (see Airtown).  
 Texan (see Glenvalley).  
 The Texas Plainsmen, PO Box 4831, Midland, Tex. 79701. Tel: (915) OX 4-3756. Contacts: Carl L. Echols Jr. & Jim O'Neill.  
 Label: Plainsmen.  
 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, Peace, Sound-Text.  
 Theatre Rec'g Society (see Caedmon).  
 Thistle (see Import/Export section: Gaelic Imports, Chicago, Ill.).  
 Thomas (see Chess & Checker).  
 Thomas J. Valentino (see listing under "V").  
 Sidney Thompson (see Import/Export section: Dance Rec., McLean, Va.).  
 Three H's, 3333 San Marino St., Los Angeles, Calif. 90006. Tel: (213) 383-6726. Pres.: Henry Oakes; VP: Bob Williams; A&R: Don Kinchloe.  
 Int'l rep.: Italy (Sidet).  
 Three Sons, 930 Western Saving Fund Bldg., Philadelphia, Pa. 19107. Tel: (215) PE 5-8292. Pres.: Lew Di Leo.  
 Three Star, 301 Elderfield, Newark, Del. 19711. Tel: (302) 368-1833. Pres., C&W A&R & Pub.: Lee Stevenson; R&R A&R, Pub. & Adv.: Eddie G. Stevenson; Sales Dir.: William Rylander; Promo. Mgr.: F. Lee Marden.  
 Labels: Blue Hen, General Lee's Confederate Recs., RePriZe, Three Star.  
 Thunder, Ariz. (see Copper State).

Thunder, PO Box 271, Jenkintown, Pa. Promo. Rep.: K. Ryan.

Thunderball, PO Box 626, Tyler, Tex. 75701. Tel: (214) LY 2-0591. Pres.: Steve Wright.

Thunderbird (see Masters Releasing).

Tiara (see Chart).

Tiare Tahiti (see Criterion).

Tibor, 200 W. 57 St., New York, N.Y. 10019. Pres.: A. T. Halmay.

Int'l branch: Canada, 8 Dervock Cr., Willowdale, Toronto, Ont. Tel: (416) 225-0547.

Tic Toc (see Goldband).

Tico (see Roulette).

Tide, 2146 Westview St., Los Angeles, Calif. 90016. Tel: (213) RE 3-1127. Pres. & A&R: Ruth E. Strachborneo.

Labels: Edit, Tide.

Tifton (see Ambassador, N.J.).

Tigertown (see Fuller).

Tikva, 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-4934. Mgr.: Allen B. Jacobs.

Labels: Rivoli, Tikva.

Tap: (reel-to-reel) 4-tr. S, licensed to Tucker Prod'ns.

Timbre (see Era Int'l Development).

Time, 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 247-0655. Pres. & A&R: Bob Shad; Sales: Chet Woods.

Labels: Mainstream, Time.

Int'l reps.: Argentina (Dial), Belgium (Vogue), Canada (Allied), Denmark (Tono), France (Vogue), Germany (Vogue), Japan (Nippon Columbia), Mexico (Musart), Peru (Talia), South Africa (Transglobal in NYC), Spain (Vergara), Sweden (Swereco), Switzerland (Vogue), United Kingdom (Philips), Venezuela (Plax).

Times Square, 55 W. 42 St., New York, N.Y. 10036. Tel: (212) BR 9-3458. Contacts: Harold Ginsburg & Ed Gries.

Tioga, 6620 Kindred St., Philadelphia, Pa. 19149. Tel: (215) PI 5-5309. Gen. Mgr. & A&R: Herb Ostrow; Bus. Mgr.: Danny Ostrow; Sales & Mktg.: Gene Ostrow; Pub., Adv. & Promo.: Carol Ostrow.

Labels: Impex, Oxford, Tioga.

Titan, 1951 Holmby Ave., Los Angeles, Calif. 90025. Tel: (213) 270-3023. Owner: George R. Brown.

Toad (see Audiofax).

Toddlin Town (see One-Derful Prod'ns).

Tom Lehrer (see Reprise).

Tom Thumb (see Rhythms Prod'ns).

Tomahawk Prod'ns, 1743 Warm Springs Rd., Columbus, Ga. 31904. Tel: (404) 324-1793. Bd. Chm. & Gen. Mgr.: Henrietta Parsons; Pres.: Ben Parsons; VP: Nelson Coffin.

Label: Tomahawk.

Tomorrow (see Cameo-Parkway).

Tony, 6660 W. 87 Pl., Los Angeles, Calif. 90045. Tel: (213) 670-3673. Exec. Prod'r: Doug Crick.

Tone (see Fine).

Tonik (see Dover, La.).

Tonka, 5334 Saxon, Houston, Tex.

Toot (see Jay-Gee).

Top Cat (see D'Arcy).

Top Dog, 9912 Taylorville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466.

Top Fifty, 810 W. 26 St., Cheyenne, Wyo. 82001. Tel: (307) 638-8066. Promo. Dir.: N. Margaret Sevetson.

Top Forty (see Chartbuster).

Top-Hit, 1120 N. Fuller Ave., Los Angeles, Calif. 90046. Mgr.: Louis Mysels.

Top Ten (see Tera Shirma Prod'ns).

Topic, PO Box 516, Goodlettsville, Tenn. Tel: (615) 859-2446. Pres.: Joe Wright.

Toppa, 29 Park Ave., Covina, Calif.

Toronado, 1712 Farrell Ave., Greensboro, N.C. 27405. Contact: David Lee Perkins.

Toshiba, Japan (see Capitol Imports).

Touche, 79 Commerce St., Suite 224, Montgomery, Ala. 36104. Tel: (205) 264-0276. Pres.: Henry Heller; Prod'r: Von Taylor.

Touche, PO Box 96, El Cerrito, Calif. 94530. Tel: (415) 526-3491. Pres.: Jacques Disraeli Bronson; Exec. VP: James Bronson Jr.

Tower, 1750 N. Vine St., Hollywood, Calif. Tel: (213) HO 2-7304. Pres.: G. R. Fraser; A&R Dir.: Eddie Ray; Sales & Promo. Mgr.: Hugh Dallas; Mds'g Mgr.: Perry Mayer.

Branch: New York, N.Y., 151 W. 46 St. Tel: (212) 245-4510. Sales & Promo.: Vito Samela.

Labels: Tower, Uptown (see Capitol).

Toy (see Spectra).

Tracie (see Hall).

Tradition (see Everest).

Trail (see Tri-State Rec'g).

Train, 1201 Plymouth Ave., Nashville, Tenn. 37216. Tel: (615) CA 7-6233. Mgr.: Carl E. Thomas.

Transworld (see Finer Arts).

Trash (see Sound).

continued on page 52

# FRIENDS, ROMANS, A&R MEN... LEND US YOUR EARS!



**BECKY DEE BECK**

Young singer-writer of 13, now blossoming with song ideas in the Pop vein. Released "I Want A Beatle For Christmas" when she was 11. (Challenge) Available.



**LAURA TAYLOR**

Now working club in Chicago... intimate jazz style, fantastic control. Sounds like nobody but herself. (Bookings, ABC) Available for recording contract.



**JOHN SHUR**

Singer, writer, etc., in process of materializing a dream... musician, arranger part-time. Had release on Laurie and has songs now being recorded by other artists.

We won't kid anybody... SHUR PRODUCTIONS is now little more than just a name on a letterhead... no plush office (yet)... no staff (yet)... no "Diamond Jim" backers (yet). We're just a tiny group of talent stuck in an area somewhat remote to the music world (but right in the heart of where blues and soul come from). But we are a virtu-

ally untapped source of some things you're interested in: we've got demo tapes, acetates, song ideas, experience, moxie, determination, resumes, references, photos... plus voice styles you haven't heard before. WE NEED CONTACTS with A&R men who have good ears and a positive attitude... men who can hear beyond demos and masters. In other words, if you're looking... WRITE, specifying the type talent, songs or material you're looking for... tape or acetate.



**SHUR PRODUCTIONS**

1121-2nd AVE., COLUMBUS, GA. 31901

AN EQUAL OPPORTUNITY ORGANIZATION

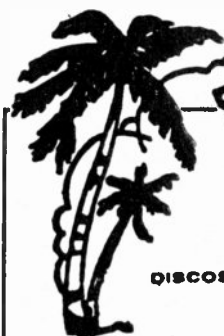
## YOUR ONE-STOP TAPE DISTRIBUTOR IN THE CAROLINAS...

### CAROLINA SALES CORP.

P.O. BOX 404 — GREENVILLE, NORTH CAROLINA 27834

(919) 752-3143

DISTRIBUTORS OF ITCC AND ALL MAJOR LABELS



# MIAMI RECORDS

DISTRIBUTING CORPORATION

2819 N. W. 7th AVENUE

MIAMI, FLORIDA 33127

THE BEST IN  
LATIN AMERICAN  
MUSIC



DISCOS COLUMBIA

discos Columbia

Territories still available in some States

Tel. (305) 635-7925

Cable Address "MIAREC"

continued

Travel, PO Box 594, West Columbia, S.C. 29169. Tel: (803) 794-3984. Pres.: Allen D. Lawson. Travelanguage Series (see Kaydan).

Traydel, 3711 Dupont Ave., Kensington, Md. 20795. Tel: (201) 949-0758. Pres.: Tom Traynor.

Treasure (see Impala-Delsey).

Trend, PO Box 201, Smyrna, Ga. Tel: (404) 435-8171. Dir.: Tom Hodges; A&R: Jimmy Dempsey. Branch: Norfolk, Va., 3404 Lafayette Blvd. Zip: 23513. Tel: (703) UL 5-0360. Dir.: H. C. O'Dell. Labels: Trend, Trend/Side, Trendsetter.

Trend, La. (see Dover, La.).

Trend/Side (see Trend, Ga.).

Trendsetter (see Trend, Ga.).

Trepur, Rt. 3, Roanoke Rd., La Grange, Ga. Tel: (404) 882-2391. Owner: Rupert McClendon.

Treva, Sunset-Vine Tower, Suite 616, Hollywood, Calif. 90028. Tel: (213) HO 9-5838. Pres.: Sonia Brandon; Promo.: George Jay Assoc.

Tri-A (see AAA).

Tri-State, Memphis, Tenn. (see Style Rec. Prod'ns).

Tri-State Rec'g, 1767 Fort Henry Dr., Kingsport, Tenn. 37664. Tel: (615) 246-8651. Pres.: Basil J. Palmer; Gen. Mgr.: Tilford Salyer. Label: Trail.

Triad (see Monogram).

Tribe (see London).

Triode, 1639 Broadway, Suite 310, New York, N.Y. 10019. Tel: (212) 581-8179. Pres. & Mgr.: Ben Smith.

Triple P P P, South Marvin Rd., Lyons, Ga. 30436. Tel: (912) 565-8311. Pres. & Gen. Mgr.: Pete Pittman.

Triumph (see Atco).

Trophy (see Rem).

Tropical (see Seeco & Met Richmond Latin Rec. Sales).

Tru-Glo-Town, 1 N. Dean St., Englewood, N.J. 07631. Tel: (201) 567-8282. Cable: TRUGLOTOWN. Pres.: Gloria E. A. Toote; Exec. Dir.: Jesse Herring Jr.; Sales Mgr.: Wally Roker. Labels: TNT, Tru-Glo-Town.

Tru-Spot, 1003 W. Main St., Lexington, S.C. Tel: (803) 794-4984 & 256-1551. Pres.: Charles Derrick. Branch: West Columbia, S.C., PO Box 594. Zip: 29169. Contact: Allen Lawson.

R D Truetone (see listing Under "R").

Trusty, Nebo, Ky. 42411. Tel: (502) 249-3194. Pres.: Elsie Childers; A&R Dir.: Kenny Ezell; Mktg. Dir.: William Rice; Pub. Dir.: Donald Dorris; Promo. Dir.: Jerry Faulk. Labels: M'Ada, Trusty, Village.

Tuba, 3731 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 832-0870. Pres.: Marvin M. Jacobs. (distributed by Solid Hitbound Prod'ns).

Tunekel (see Seven B Prod'g).

TURIA, PO Box 1917, Beverly Hills, Calif. Tel: (213) 271-4460 (SEE ADVERTISEMENT)

Turnabout (see Vox).

Turtle, 9358 James Ave. S., Minneapolis, Minn. 55431. Tel: (612) 888-4459. Contact: Darold Arvidson.

20th Century-Fox, 444 W. 56 St., New York, N.Y. 10019. Tel: (212) 957-5000. Cable: CENTFOX. ABC Liaison: Steve Morris; A&R Dir.: Jackie Mills & David Appell; Promo. Mgr.: Don Wright; West Coast Promo. Mgr.: Hosea Wilson; Sales, Mktg., Pub. & Adv.: ABC. Labels: Movietone, 20th Century-Fox (distributed by ABC). Tape: (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, licensed to ITCC. Int'l reps.: Australia (Festival), Canada (Capitol), France (Barclay), Germany (Karl Heinz Busse), Japan (Victor), Mexico (Tizoc), South Africa (Gallo), Spain (Cantagallo), United Kingdom (EMI).

Twerp (see Metro Music).

Twilight (see Hush).

Twinkle (see Premier Albums).

Twirl, 330 W. 58 St., New York, N.Y. 10019. Tel: (212) 265-5805. Pres.: Irving N. Micahnik; A&R Dir.: Gregory Carroll. Int'l reps.: United Kingdom (Polydor), all other Deutsche Grammophon & affiliated labels.

Ty Tex, 2109 S. Broadway, Tyler, Tex. Tel: (214) LY 2-5271. Pres.: Eula Anton.

Ty-Do (see Biscayne).

Tyner, 20529 Charlton, Suite 204, Southfield, Mich. 48075. Tel: (313) 353-7194. Pres.: H. Tyner. Labels: Bowie, Ho-Ty, Tyner.

U

U J O Int'l (see Asteroid Prod'ns).

U N E S C O Collection (see Import/Export section: Record & Tape Sales, New York, N.Y.).

U N I (div. of MCA), 8255 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 656-8310. VP: Ned Tanen; Exec. Admin. & Adv.: Russ Regan; A&R Dir.: Dave Pell; Sales Mgr.: Gene Block; Pub.: Howard Brandy; Promo. Dir.: Danny Davis; Prod'r: Jerry Goldstein. Tape: (cartridge) 4-tr. S, licensed to Muntz.

U P G, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-3090. Promo.: Morfy Wax Promos.

U S A, 2131 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 326-1181. Pres.: James Golden; Sales, Mktg. & Promo.: Bob Monaco. Labels: (owned) USA; (distributed) Penny, Riviera. Tape: (cartridge) 4-tr. S, 8-tr. S, licensed to Ampex & Muntz. (SEE ADVERTISEMENT)

U-Doe (see Dover, La.).

Ultraphone, 69 S. Moger Ave., Mount Kisco, N.Y. Tel: (914) MO 6-2118. Dir.: Dr. Edward T. Salvato Jr.

Unicorn, 733 15 St. N.W., Rm. 232, Washington, D.C. 20005. Tel: (202) 783-2553. Contact: Elliot Ryan.

Unidap (see Franz Schubert Music listed under "F").

United Artists, 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-6000. Cable: UNARTISCO. Pres.: Michael Stewart; A&R: Henry Jerome, LeRoy Homes, George Butler & Bob Montgomery; Sales: Michael Lipton, David Greenman, Sonny Kirshen; Creative Servs. Dir.: Lloyd Leipzig; Promo.: Eddie Levine, Jim Brown, Bernie Lawrence; Int'l Dir.: Noel Roger, 5 Albert Gate Ct., 124 Knightsbridge, London S.W., England. Tel: KNI 9383. Branch: Hollywood, Calif., 1041 N. Formosa. Zip: 90046. Tel: (213) HO 9-6161. Contact: Norman Weiser. Labels: Ascot, Solid State, Tale Spinners for Children, United Artists, Veep. Tape: Ascot, Tale Spinners for Children, United Artists, Veep (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) 2-tr. S, self-mfd. Int'l reps.: Argentina (CBS), Australia (Australian Rec.), Belgium (Artone), Canada (Compo), Chile (Phillips), Colombia (Fuentes), Denmark (Nordisk Polyphon), El Salvador (INDICA), Finland (Fintone), France (Phonographique Francaise), Germany (Deutsche Grammophon), Greece (Helladisc), Hong Kong (Colonial Trading), India (Gramophone), Israel (CBS), Italy (CGD), Japan (Nippon Columbia), Mexico (Gamma), Netherlands (Artone), New Zealand (Allied Int'l), Norway (Nor-Disc), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Radio Triunfo), South Africa (Trutone), Spain (His-pavox), Sweden (Karusell), Switzerland (Siemens), United Kingdom (EMI), Uruguay (Editorial Antar), Venezuela (Palacio de la Musica), West Indies (Federal).

United States, 1549 N. Vine St., Suite 6, Hollywood, Calif. 90028. Tel: (213) 462-0447. Owner: Joseph Van Winkle; Independent Promo.: George Jay. Labels: (owned) United States; (distributed) Award. Tape: (reel-to-reel) 2-tr. M, self-mfd.

Unity, Fla. (see Art).

Unity, S. C. (see Cool Air Prod'ns).

Universal Artist, #8 Wadley Bldg., Texarkana, Ark. 75551. Tel: (501) 772-8266. Pres.: Barry Crabbe; Gen. Mgr.: Dalton Beck; A&R: Win Cole.

UNIVERSAL CITY (div. of MCA), 8255 Sunset Blvd., Los Angeles, Calif. Tel: (213) 656-8310 (SEE ADVERTISEMENT)

Universal Sound (see Sound).

Universe (see Larr).

Uptite, 27 Stegman Pl., Jersey City, N.J. 07305. Tel: (201) 435-2781. Pres.: Marion Weiss.

Uptown (see Tower).

Urania (see Connoisseur).

V

V I P (see Motown).

V-S Prod'ns, 354 E. 11 Ave., Columbus, Ohio 43201. Tel: (614) 299-3896. Pres. & Contact: Vernon Stewart. Labels: (owned) EKCO; (distributed) Hi Tone, Midtown, Soultown, Stage Sound.

V S P (see MGM).

V V, 7507 Foster, Morton Grove, Ill. Tel: (312) 965-5507. Pres. & Mus. Dir.: Perry Johnson; VP, Pub. & Adv.: McCormick Synclaire; Promo.: Paul Mysyk; Int'l: K. Jaye. Labels: Roar, VV, Venus.

Thomas J. Valentino, 150 W. 46 St., New York, N.Y. 10036. Tel: (212) CI 6-4675. Pres. & Pub.: Thomas J. Valentino; VP: Robert F. Valentino; Sales Mgr.: Francis T. Valentino. Labels: Major, Majorette, Quality.

Valerie (see Band Box).

Valhalla (see Faro).

Valiant (see Warner Bros.).

Valise, c/o Valkyrie Prod'ns, 1225 Sixth Ave., New York, N. Y. 10019. Tel: (212) 765-0750. Vallado (see Epstein Ent's.).

Valtron, 305 Allen St., Helena, Mont. 59601. Tel: (406) 442-0734. Owner & Mgr.: Lester L. Liedle; Pop A&R Dir.: Wally Peel; C&W A&R Dir.: Bob Bartmess; Sales Dir.: Sandy Liedle. Tape: (reel-to-reel) 2-tr. M, 4-tr. M & S, self-mfd.; (cartridge) 2-tr. S, 4-tr. S, self-mfd.

Vandan, 8740 Aldwick Dr., Dallas, Tex. 75238. Tel: (214) DI 8-9324. Pres.: Tom Brown; Sales & Promo.: Burel Merrit. Labels: Caprice, Creole, Vandan, Via (leased to United Artists).

Vanguard, 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Cable: VANMUSICA. Pres. & Classical A&R: Seymour Solomon; VP, Classical A&R & Int'l: Maynard Solomon; Pop A&R, Sales, Mktg. & Promo.: Herb Corsack; Pub.: Hope Sheridan; Adv.: Murray Klein. Labels: Bach Guild, Everyman, Vanguard. Tape: (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, licensed to Ampex. Int'l reps.: Argentina (Sicamericana), Australia (Astor), Canada (Musimart), Europe (Amadeo in Austria), Israel (Hed Arzi), Japan (King), Mexico (Gamma), New Zealand (Phillips), Philippines (Dyna Prods.), South Africa (Trutone), United Kingdom (Phillips).

Vantage, 1849 W. 107 St., Chicago, Ill. 60643. Tel: (312) BE 8-1015. Cable: VANTAGE. Pres., Exec. Prod'r & Int'l: A. Allan Botto; VP & Gen. Mgr.: William R. Glennon; Sales: Thomas H. Bamford, Carl G. Nelson, Ronald D. Sundstrom. Branch: Pottstown, Pa., PO Box 212. Zip: 19464. Tel: (215) 323-3336. Labels: Jody, Pliant, Reco-Flex, Semaphore, Sound of Money, Vantage, Zouvenir.

Vaquero, 8275 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) OL 6-2268. Pres.: Ellis Gold.

Variety, 51 Clifton Ave., 710C, Newark, N.J. 07104. Owner, Sales, Mktg., Pub., Adv., Promo. & Int'l: Stephen Janis; Pop A&R: Joe Nash; Classical A&R: Jerry Macell.

Varmint, 4507 Fifth Ave., Rock Island, Ill. 61201. Pres.: V. P. Brown; VP: Bob Schoemaker.

Vault, 2525 W. Ninth St., Los Angeles, Calif. Tel: (213) 386-1821. Labels: Fat Fish, Vault (see Atco).

Veep (see United Artists).

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

Vegas (see Chesterfield).

Velgo (see Sound).

Velvet-Tone, PO Box 4045, Huntsville, Ala. 35803. Tel: (205) 881-8364. Pres.: Jimmy Velvet. Branch: Hollywood, Calif., 4028 Sunset Blvd.

Vended (see Kris).

Venus, Ill. (see VV).

VENUS REC'G CO. OF AMERICA, PO Box 1451, Beverly Hills, Calif. 90213. Tel: (213) GR 9-3710. Cable: VENUSAMK. Pres.: Dr. W. E. Spector. Label: Venus. (SEE ADVERTISEMENT)

Verve (see MGM).

Verve/Folkways (see MGM).

Via (see Vandan).

Vibrant, 938 E. Broadway, Newport, Tenn. 37821. Tel: (615) 623-2151. Pres.: Hal R. McGaha. Labels: Shine, Vibrant.

Vic (see LaVal).

Vick (see Hawk).

Victrola (see RCA Victor).

Videotext (see Rhythms Prod'ns).

Village (see Trusty).

Villar, Philippines (see Capitol Imports).

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

Visaphon (see Import/Export section: Playette, New York, N.Y.).

Viscojon, 1375 Ridgeley Dr., Los Angeles, Calif. 90019. Tel: (213) 935-9667. Pres. & Int'l: J. W. Spriggs; Gen. Mgr. & A&R Dir.: Wallace Petty; A&R: Evan Morgan; Sales & Mktg. Dir.: John T. Dudley; Pub.: A. Johnson & E. Johnson; Adv. & Promo. Dir.: Madison Cole. Branch: Chicago, Ill., 7415 Cottage Grove. Zip: 60619. Tel: (312) 487-6336. Mgr.: Nathan Griffin. Labels: Lo-Lace, Natru, Viscojon.

Vision (see Smoke).

Vista (see Disneyland).

Viva, 1800 N. Argyle St., Hollywood, Calif. 90028. Tel: (213) 466-3359. (distributed by Dot).

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

Vocalion (see Decca).

Vogue (see Import/Export section: Playette, New York, N.Y.; Record & Tape Sales (Vogue-France), New York, N.Y.).

Voix du Liban, Lebanon (see Capitol Imports).

Voix de l'Orient, England (see Capitol Imports).

Vokes, PO Drawer 1203, New Kensington, Pa. 15068.  
Tel: (412) 828-6864. Pres. & Mgr.: Howard Vokes.

Volcano, c/o Theo Allen Ents., PO Box 8626, Los Angeles, Calif. 90008. Owner & Pres.: Theo Allen.

Volt (see Stax & Atco).

Vox, 211 E. 43 St., New York, N.Y. 10017. Tel: (212) TN 7-9360. Cable: VOX PRODUCT. Pres., A&R & Int'l: George H. de Mendelssohn-Bartholdy; VP: Lawrence K. Green; A&R Domestic: Thomas W. Mowrey; Sales: Thomas Di Vita; Export: Guenter Hensler.

Int'l Branch: France, 15 Ave. Pierre ler de Serbie, Paris.

Labels: Turnabout, Vox.

Tape: Turnabout, Vox (cartridge) licensed to Dubbing Electronics.

Int'l reps.: Argentina (Surco), Australia (Carinia), Austria (Otto G. Preiser), Belgium (Sonobel), Canada (Musimart), Chile (Arnoldo Vera Borquez), Colombia (Discos Orbe), Denmark (Fona), Finland (Arne Bendiksen), France (Musidisque Europe, Vox), Germany (Fono), Greece (Neodisc), Guatemala (Musical), Hong Kong (Cosdel), Ireland (Decca), Israel (Unatex), Italy (Ri-Fi), Japan (Cosdel), Malaysia (Cosdel), Mexico (Peerless), Netherlands (Basart), Norway (Arne Bendiksen), Portugal (Oreves), South Africa (Trutone), Spain (Belter, Vergara), Sweden (Decca), Switzerland (Jecklin), United Kingdom (Decca), Uruguay (Antar).

Vulcan, 601 Warner Rd., Franklin, Tenn. Tel: (615) 794-6275. Pres.: Henry P. Strzelecki.

## W

W G, 66 Elmwood Ave., Holyoke, Mass. 01040. Tel: (413) 532-9555. Pres. & A&R Dir.: Walter J. Gonet Jr.

W O M, c/o Rowilco/World of Music, PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2479. Pres. & A&R: R. C. Wilson; Exec. VP, A&R & Promo.: R. C. Hillsman.

Wabo (see Dover, La.).

Waikiki, 1984 Kalakaua Ave., Honolulu, Hawaii. Tel: PH 9-4536. Pres.: Tommy Kearns.

Branch: Los Angeles, Calif., 11000 Chalon Rd. Zip: 90024.

Tape: (reel-to-reel) 4-tr. S, self-mfd.; (cartridge) 4-tr. S, self-mfd.

Walker (see Sound).

Walton, PO Box 125, 428 W. Main St., Cambridge City, Ind. Tel: 6-2769—no direct dial. Pres.: Wayman Overbay.

Walton, N.C. (see Elvitru).

Wand (see Scepter).

WARNER BROS., 4000 Warner Blvd., Burbank, Calif. 91503. Tel: (213) HO 9-1251. Cable: WANEWAR. Pres.: J. K. Maitland; Gen. Mgr.: Joe Smith; A&R: Dick Glasser, Jimmy Bowen, Len Waronker, Jimmy Hilliard; Mds'g: Joel M. Friedman; Sales Mgr.: Dick Sherman; Int'l: Phil Rose.

Branch: New York, N.Y., 321 W. 44 St. Tel: (212) CI 6-1700. Opns. Dir.: George Lee; A&R: Jerry Ragavoy.

Labels: Loma, Reprise, Valiant, Warner Bros. Tape: Loma, Reprise, Warner Bros. (reel-to-reel) 4-tr. S, licensed to Greentree; (cartridge) 2-tr. S, 4-tr. S, 8-tr. S, licensed to Ampex, Muntz, Playtapes, 3M.

Int'l reps.: Aden (Bhicajee Cowasjee), Argentina (EMI-Odeon), Australia (Australian Rec.), Austria (Musica), Belgium (Vogue), Brazil (EMI-Odeon), Burma (Gramophone Co. of India), Cambodia (Gramophone Co. of India), Canada (Compo), Ceylon (Gramophone Co. of India), Chile (EMI-Odeon), Colombia (Colombiana de Discos), Costa Rica (INDICA), Denmark (Hede Nielsens), Ecuador (Industria Fonografica Ecuatoriana), Finland (Sahkolikkeiden), France (Vogue), Germany (Teldec), Greece (Columbia), Hong Kong (Jardine Matheson), India (Gramophone), Israel (Gal Ron), Italy (CGD), Japan (Toshiba), Luxembourg (Vogue in Belgium), Macao (Jardine Matheson in Hong Kong), Mexico (Gamma), Netherlands (Negram), New Zealand (HMV), Norway (Arne Bendiksen), Okinawa (Toshiba in Japan), Peru (EMI), Philippines (Cosdel), Portugal (M. Arnaldo Trindade), Puerto Rico (Juan Martinez Vela), Singapore (E. S. Isaac), South Africa (EMI), South Korea (Toshiba in Japan), Spain (Hispanovox), Sweden (Telefunken), Switzerland (Musikvertrieb), Thailand (Black & White), Turkey (Melodi), United Kingdom (EMI, Pye), Uruguay (Palacio de la Musica), Venezuela (Fabrica Venezolana), West Indies (West Indies).

(SEE ADVERTISEMENT)

Washington (see Orpheum Prod'ns).

Wassel (see Paramount).

Waverley (see Capitol Imports).

Way Out (see Atco).

Wayside, 49 Concord St., Maynard, Mass. 01754. Tel: (617) 897-7359 & 443-6634. Exec. Dirs.: Lou Casella & George G. Donald.

Webster (see Record Corp. of New England).

Wedge (see Dome, Md.).

Welburn (see B-W Music).

Wells-DeSett, 3723 San Rafael Ave., Los Angeles, Calif. 90065. Tel: (213) 221-8513. Owner & Pres.: Edward G. Wells.

Wertz (see Cool Air Prod'ns).

Wesley, PO Box 10044, Denver, Colo. 80210. Owner: W. L. Horning.

Labels: Spin-Out, Wesley.

West Wind (see Metrobeat Prod'ns).

Westindy (see Caribbean Folk Music).

Westminster, 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; Gen. Mgr. & Sales: Marty Goldstein; Int'l: Dave Berger.

Labels: Music Guild, Westminster, Whitehall (see ABC).

Tape: (reel-to-reel) 4-tr. S, self-mfd. & also licensed to Ampex, GRT; (cartridge) licensed to ITCC, Muntz, 3M.

continued on page 60

# KING

**THE NATION'S ONLY  
ONE STOP  
RECORD & ALBUM SERVICE**

★ ★ **25** ★ ★

**YEARS' EXPERIENCE  
WE HOLD YOUR HAND  
CUSTOM PRESSING  
300 to a 1,000,000**

**RECORDING • PRESSING • PLATING  
PRINTING • ARTWORK • PACKAGING**

**KING CUSTOM RECORD SERVICE**  
1540 BREWSTER, CINCINNATI, OHIO 45207  
513 751-1910

## HEAR THOSE SOULFUL SIZZLING SOUNDS FROM DETROIT on GROOVESVILLE REVILLOT SOLID HIT RECORDS

<p style="text-align: center;">Artists</p> <p><b>J. J. BARNES STEVE MANCHA THE HOLIDAYS BENNY POOLE</b></p>	<p><b>THE PARLIAMENTS ROSE BATTISTE JACKY BEAVER JIMMY GILFORD</b></p>	<p><b>PAT LEWIS JOHNNY GOODE THE DEBONAIRE SHERRY PAYNE</b></p>
---	--	---

SOLID
Hitbound
PRODUCTIONS  
INC.

Creators of Detroit's FORWARD Sound  
8832 Puritan • Detroit, Michigan 48238 • (313) 342-7206

.....These Great Labels.....  
Now Available!  
...from

## ORPHEUM PRODUCTIONS

### RIVERSIDE, JAZZLAND (Jazz)

### WONDERLAND (Childrens)

### WASHINGTON (Classical)

### BATTLE (Gospel)

Write for catalogs and information:  
ORPHEUM PRODUCTIONS, INC.  
235 W. 46th Street, New York, N. Y. 10036

## FOR DANCING

The Dealer Who Knows, Sells

## ROPER RECORDS

The Perfect Music and Rhythm  
for Dancing and Easy Listening

**roper records**

Territories for  
Distributorship  
Still Available

LP & 45 Catalog  
Available Upon  
Request From:

43-48 48th Street  
Long Island City, N.Y. 11104  
Tel.: (212) MA 6-1190

**VENUS®**  
RECORDING COMPANY  
OF AMERICA  
featured artist

## MILIZA KORJUS

For Information About  
Distributorships, etc. Write to:  
Box 1451, Beverly Hills, Calif. 90213  
Cable Address "Venusam"  
Beverly Hills, Calif.

Trade-Mark Registered Throughout the World

# Independent Record Producers

## ALABAMA

- **BIRMINGHAM (Area Code 205)**  
Sunalee Prod'ns, 1125 Cheyenne Blvd. Zip: 35215.  
Tel: 853-6628 & 833-4559. Partners & Prod'rs: Paul Ballenger, Bob Gregg, Eddie Hinton.  
Label credit: South Camp.
- **HUNTSVILLE (Area Code 205)**  
Jimmy Velvet Prod'ns, PO Box 4045. Zip: 35803.  
Tel: 881-8364. Pres.: Jimmy Velvet.  
Branch: Hollywood, Calif., 4028 Sunset Blvd.  
Label credits: Cameo-Parkway, Philips, ABC.
- **MONTGOMERY (Area Code 205)**  
Morgan/Sharp Recs., 3658 S. Perry. Zip: 36105.  
Tel: 265-9961. Pres.: Ed Vaughn.
- **SHEFFIELD (Area Code 205)**  
Quinvy Music Corp., Box 215, 104 E. Second St.  
Zip: 35660. Tel: 381-1830. Pres.: Quinon R. Ivy;  
VP Prod'n: Marlin R. Greene.  
Label credits: Atlantic, South Camp, Quinvy.

## ARIZONA

- **PHOENIX (Area Code 602)**  
Bobby Boyd Prod'ns, Guaranty Bank Tower, 3550 N. Central.  
Home office: Oklahoma City, Okla.
- **SCOTTSDALE (Area Code 602)**  
Jim Musil, 6202 E. Pinchot Ave. Zip: 85251. Tel: 946-3640.  
Label credits: ARA, Pink Sidewalk, Ramco.
- **TUCSON (Area Code 602)**  
Darris Ent's., 5825 S. Morris. Tel: 623-0318. Pres.: F. Darris.  
Label Credits: Cooper State, Entelechy, Santa Cruz, Thunder.

## CALIFORNIA

- **LAKE ELSINORE (Area Code 714)**  
Crossfire Rec'g, PO Box 206, 22386 Lemon St. Zip: 92530. Tel: 674-2412. Gen'l Mgr. & Sales: Cletus B. Zumbach; A&R: Clark Mihalke.  
Label credits: Columbia, Dot.
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Auspex Recs., 3777 Pastel Pl., Studio City. Zip: 91604. Tel: 877-1078. Owner-Pres.: Jules Chaikin.  
Centaur Prod'ns, 1 Skyline Dr., Burbank. Zip: 91501. Tel: 842-5338. Owner: Douglas Lyon.  
Label credits: Vee Jay, Horizon, Dot, Mercury.  
Clover Ent's., 315 S. Beverly Dr. Suite 211, Beverly Hills. Tel: 273-4664. Exec. Prod'rs: Peter R. Brooke.  
Don Costa Prod'ns (see Rec. Mfr. Section).  
Faro, 5004 Melrose Ave., Hollywood. Zip: 90038. Tel: 469-4174. Owner: Edward L. Davis.  
Branch: Upper Darby, Pa., 255 Long Ln. Zip: 19082. Tel: (215) 352-2793. Dir.: Al Kelly.  
Label credits: Dot, Reprise, Scepter, Warner Bros.  
Larry Fotine, 16027 Sunburst St., Sepulveda. Zip: 91343. Tel: 892-0044. Pres.: Larry Fotine.  
Gaiety, 6153 Lexington Ave., Suite 15, Hollywood. Zip: 90038. Tel: 469-6719. Pres. & A&R Dir.: Donald Grashey; VP & Mktg. Mgr.: Charles Williams  
Int'l Branch: Canada, 232 Lincoln St., Port Arthur, Ont. Tel: (807) 345-6298. VP: William Posmituk.  
Label credits: RCA Victor, Epic, Musicor, Reo, London, W&G, Crusader.  
Tim Gayle, 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151.  
Label credits: Decca, London, Coral, Dot, Kem, Advance, W&G, Coast.  
Green Grass Prod'ns (div. of Altarack Corp.), 9220 Sunset Blvd., Los Angeles. Zip: 90069. Tel: 273-8016. Gen'l Mgr.: Ray Harris; A&R Dir.: Ed Cobb  
Label credits: Tower, Uptown, A&M, Dot, Hamra-Barbera.  
H B Prod'ns, 11734 Sunshine Terr., Studio City. Tel: 466-6129. Contact: H. B. Barnum.  
Jay Hamilton Prod'ns, 654 3/4 N. Sweetzer Ave. Zip: 90048. Tel: 653-0047. Owner & A&R Prod'n Dir.: Jay Hamilton.  
Label credits: ABC, Jerden, Silver Seal.  
Hooven-Winn Independent Prod'ns, 8255 Sunset Blvd., Los Angeles. Zip: 90046. Tel: 656-7790. Pres.: Joseph Hooven.  
K & L Ent's., 4042 Benedict Canyon Dr., Sherman Oaks. Zip: 91403. Tel: 784-4141. Pres.: Bob Klimes; VP & Sec'y: Hal Levy.  
Label credits: Capitol, Epic.

- Stacy Keach Prod'ns (see listing under Kaydan in Rec. Mfr. Section).
- Mascot Prod'ns (see listings under Control in Rec. Mfr. Section).
- Mobile Fidelity Prod'ns, PO Box 336, Burbank. Zip: 91503. Tel: 848-5367. A&R Dir.: Brad Miller.  
Branch: San Rafael, 99 Bungalow Ave. Zip: 94901. Tel: (415) 457-0397.  
Label credits: Philips, Mercury, Mobile Fidelity.
- Ostrich Prod'ns, c/o Rosemary Richland, 6363 Sunset Blvd., Suite 705, Hollywood. Zip: 90028. Tel: HO 7-2151. Pres.: Rosemary Richland; VP: Rony Richland.  
Label credits: MGM, Jerden.
- Protone Recs. & Tapes, 6115 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: 462-6058. Co-owners & A&R: James Welton & Jane Courtland.  
Label credit: Nippon Columbia (Japan).
- Risi-Thomas Prod'ns, 3163 Poplar Dr., Lynwood. Zip: 90262. Tel: 639-3201 & 631-6383. Co-dir.: Nick Risi & James Thomas.  
Label credits: Challenge, Downey.
- The Robin Corp., 9465 Wilshire Blvd., Los Angeles. Zip: 90212. Tel: 272-3533. Pres.: Robin Hemingway.  
Label credits: Mercury, Mira.
- Brian Ross Prod'ns, 2991 Ingledeale Terr., Los Angeles. Zip: 90039. Tel: 662-3656. Pres. & A&R: Brian Ross; VP & Exec. Prod'rs: Maurie Bercov.  
Label credits: Original Sound, London.
- Rustom Prod'ns, 9000 Sunset Blvd., Suite 1010, Los Angeles. Zip: 90069. Tel: 278-4960. Pres.: Tom Thacker; VP: Russell Steagall.  
Label credits: Reprise, ABC, Mira, LHI.
- Ray Sanders Prod'ns, PO Box 38631, Hollywood. Zip: 90038. Owner: Raymon N. Sanders. Mgr.: Brad Ford.  
Label credits: Buddy, Industry, Stadium, Logan, Jamboree.

## • SACRAMENTO (Area Code 916)

- Gear Ent's., 5852 Shenandoah Dr. Zip: 95841. Tel: 452-0516. Owner: Johnny Hyde.  
Label credits: Mercury, HBR, World United.

## • SAN BERNARDINO (Area Code 714)

- Bill Bellman, 958 W. Edgemont Dr. Zip 92405. Tel: 882-6796.  
Label credits: Original Sound, Rock-It, Melody House, Colpix, Liberty.

## • SAN FRANCISCO & BAY AREA (Area Code 415)

- Audio Village, 1550 Market St., San Francisco. Zip: 94102. Tel: UN 3-9665. Owner & A&R: James Seagrave; Mgr.: M. E. Wolf; PR: Linda Seagrave.  
Branch: New York, N. Y., 83-34 Lefferts Blvd., Kew Gardens. Tel: (212) 91-2652. PR: Dick Zabe.  
Label credits: ABC, 20th Fox, Colpix, RCA, Apt, Laurie, Atlantic
- COMMERCIAL REC'RS, 149 Natoma St. Zip: 94105. Tel: DO 2-0286. Contact: Lloyd Pratt Jr.  
Label credits: Capitol, Columbia, Elektra, Thunderbird. (SEE ADVERTISEMENT).
- GOLDEN STATE REC'RS, 665 Harrison St., San Francisco. Zip: 94107. Tel: 781-6306. Pres., Classical A&R: Leu de Gar Kulka; Co-Prod'rs, Pop A&R: Larry Goldberg & Hank Levine.  
Label credits: MTA, Loma, Tower, Uptown, United Artists, Warner Bros., Decca, Philips, Concert Disc, Everest, Capitol, Bell. (SEE ADVERTISEMENT).
- In Recs., 931 W. Grand Ave., Oakland. Tel: 835-4440. Pres. & A&R: Richard Lewis; VP: Earl Thompson Sr.; Sales Mgr.: Clinton Dupree; Pub. Dir.: Oliver Prown; Promo Mgr.: Dolores Hicks.  
Label credits: Alco, WinGate, Vee Jay, In.
- Miere-View Prod'ns, PO Box 1036, South Shore, Alameda. Zip: 94501. Tel: 532-1684. Pres.: W. F. Schmeltzer Jr.; Prod'n: G. Boas; Pub. & Promo.: L. Ward.
- Trident Prod'ns (div. of Werber Prod'ns, Inc.), Columbus Tower, 916 Kearny St., San Francisco. Tel: EX 2-8250. Pres.: Frank Werber; VP: Jon Sagen; Pop A&R: Randy Steirling; Classical A&R: George Yanok; Pub.: Grover Sales.  
Label credits: Decca, A&M, MGM, Verve.

## • SAN GABRIEL (Area Code 213)

- Corby Rec. Prod'ns, 448 Las Tunas. Zip: 91776. Tel: 281-3031. Pres.: Steve Waltner; A&R: Dennis Hardesty & Steve Waltner; VP Sales, Mktg. & Promo. Mgr.: Douglas Cox.  
Label credits: Corby, Emanon, Faro, Hiback, Moonlong, Original Sound, World Pacific.

## • SAN JOSE (Area Code 408)

- Independent Promos., 1758 Del Paso Ave. Zip: 95124. Tel: 266-0632. Owner: C. Trumbo.  
Label credits: Dot, Ikon, Liberty.

## • SANTA ANA (Area Code 714)

- Coleco, PO Box 5413. Zip: 92704. Tel: 546-9310. Pres.: J. R. Coleman.  
Marjart, 1915 Langan, Zip: 92704. Pres.: John Raymond.  
Glen Pace, 1519 S. Grand. Zip: 92705. Tel: 836-4435.  
Label credits: Dot, A&M, Reprise.

## • SUNNYVALE (Area Code 408)

- Hush Recs., 382 Clarence Ave. Zip: 94086. Tel: RE 9-6133. Pres.: Garrie E. Thompson.  
Label credit: Bell.

## CONNECTICUT

### • EAST NORWALK (Area Code 203)

- Rene Albi Prod'ns (see listing in Rec. Mfr. Section under "R").

## DELAWARE

### • WILMINGTON (Area Code 302)

- Pingatore Entertainment Inds., 4010 Concord Pike. Zip: 19803. Tel: 478-2200. Pres.: Frank J. Pingatore.  
Label credits: Mercury, Philips, ABC, Hunt, Casablanca, Band Box, Stage.

## DISTRICT OF COLUMBIA

### • WASHINGTON (Area Code 202)

- Chartbuster, 1203 28 St NW. Tel: 333-6646. Pres., A&R, Sales & Mktg, Int'l: Bobby Poe; VP, Adv. & Pub.: Mitch Corday; A&R: Vernon Sandusky; Promo: Alan White & Jack Dabney.  
Label credits: Amy-Mala-Bell, Cameo, Cites, Laurie, Scepter, United Artists.
- Double-Jon Prod'ns, 1518 K St. NW., Suite 508. Zip: 20005. Tel: 628-9019. Pres.: Jon Higginbotham.  
Label credit: Sunderland.
- Leonard Schwab Prod'ns, 7705 Georgia Ave. NW. Zip: 20012. Tel: 723-0436/7440. Cable: LENS-PROD. Pres.: Leonard Schwab; Dir. A&R: Stephen J. Spencer; Sales & Mktg.: Greg Weiser; Pub. & Promo.: Marty Book.
- Branches: Baltimore, Md., 6800 Liberty Rd. Zip: 21207. Tel: (301) 944-0992. Contact: Bob Gotthelf—Middletown, Del., PO Box 333. Tel: (302) 378-8209. Contact: Karl Wester.  
Label credits: Moonlong, Montgomery, LSP.

## FLORIDA

### • GAINESVILLE (Area Code 904)

- D & B Prod'ns, c/o Bob Norris, 1230 W. University Ave.  
Label credits: D&B, Tigertown.

### • MIAMI (Area Code 305)

- Adrian Assoc's: 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian.  
Label credits: Alcazar, Hit Parade, Rico-Vox, Hispavox, Hercord, Panart, Fragozo, Somohano, Vene-Vox, Balsiero, Mar-vella, Bostic.
- Artrec Prod'ns, 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474.  
Label credits: Capitol-Custom, Coral, Decca, Kubaney, PO Box 2067, Hialeah. Tel: 888-7411. Pres.: Mateo San Martin; VP: Jose Serra; Pop A&R, Pub., Adv., Promo.: Jose Calvo.  
Branch: Puerto Rico, Concomino San Martin, Suite 308; Santurce.  
Label credits: Belfer, Kristal, Kubaney, Regio, Zafiro.
- Panart Int'l, PO Box 423, North Miami. Zip: 33161. Tel: 751-4126. Pres.: Ramon S. Sabat.  
Label credits: Discomoda, Panart.
- Professional Programming Publ'ns, 9701 SW 77 Terr. Zip: 33143. Tel: 271-0839. Gen'l Mgr.: Bob Harris; Prod'n Dir.: Dick Starr.  
Label credits: Martin, St. Koff, Thames, 3-P, Living Legend.

### • ST. PETERSBURG (Area Code 813)

- Gernhard Ent's., 6747 First Ave. S. Zip: 33707. Tel: 345-9189. Pres.: Phil Gernhard.  
Branch: Houston, Texas.  
Label credit: Laurie.

### • TAMPA (Area Code 813)

- John Brumage, PO Box 14422. Tel: 839-4880. Owner: John Brumage.  
Label credits: Decca, Laurie.

continued on page 56



**6%** INDUSTRY AVERAGE

(RECORDS RELEASED THAT MAKE THE TOP 100 CHARTS)

**50%**

**OF THESE RECORDS HIT THE TOP 100**

(RELEASED JULY, 1966—JUNE, 1967)

- |  |  |
|--|--|
| All In The Mind Of A Young Girl—Changin' Times | Is It On Is It Off—Bit A Sweet           |
| And I'll Tell The World About You—Magicians    | It'll Never Happen—Connie Stevens        |
| Angel On The Corner—Magicians                  | ★ Lady From Baltimore—Bobby Darin        |
| Animal Crackers—Gene Pitney                    | Lady Fingers—Magicians                   |
| ★ Another Page—Connie Francis                  | ★ Lovin' You—Bobby Darin                 |
| Black Sheep Boy—Tim Hardin                     | ★ Melancholy Music Man—                  |
| ★ Darling, Be Home Soon—Lovin' Spoonful        | Righteous Brothers                       |
| ★★ Did You Ever Have To Make Up Your Mind      | ★ Nashville Cats—Lovin' Spoonful         |
| Lovin' Spoonful                                | Opportunity—Mandala                      |
| Don't Make Promises—Tim Hardin                 | ★★ Rain On The Roof—Lovin' Spoonful      |
| ★ Full Measure—Lovin' Spoonful                 | ★ Six O'Clock—Lovin' Spoonful            |
| ★ Girl Who Stood Beside Me—Bobby Darin         | ★★ She'd Rather Be With Me—Turtles       |
| ★ Girls In Love—Gary Lewis/Playboys            | Soulful Sound Of Music—Bobby Freeman     |
| Give And Take—Mandala                          | ★★ Summer In The City—Lovin' Spoonful    |
| ★★ Happy Together—Turtles                      | Sweet And Heavenly Melody—Broadways      |
| He's Good For Me—Tiffanies                     | They All Got Carried Away—Parrots        |
| House Of Kicks—Cat's Meow                      | ★ Two In The Afternoon—Dino Desi & Billy |
| I Should Have Brought Her Home—Changin' Times  | ★ When The Good Sun Shines—              |
| If I Only Had A Song To Sing—Wayne Newton      | Elmo and Almo                            |
| ★★ If I Were A Carpenter—Bobby Darin           | I Want To Be Free—Jean Paul Vignon       |

★ TOP 100

★★ TOP 10

**THESE ARE A PRODUCT OF**

**KOPPELMAN—RUBIN ASSOCIATES**

continued

Charles Fuller Prod'ns, PO Box 10513, 2722 S. Macdill Ave. Zip: 33609. Tel: 839-5471.  
**Label credits:** Fuller, Tigertown, Boss, CFP, Laurie, Sound Plus, D&B, Festival, Stateside, Action (N.Z.), Tampa Bay, Singo, Dance King, Adam.

● **WINTER PARK (Area Code 305)**

Bee Jay, PO Box T. Tel: 644-4769. Pres.: Eric Schabacker; VP: Bill Vermillion.  
**Label credits:** Tener, Hype, Columbia (French).

**GEORGIA**

● **ATLANTA (Area Code 404)**

Buie-Cochran Prod'ns, PO Box 9747. Zip: 30319. Tel: 261-8889. Mgr.: Bobby Langford.  
**Label credits:** Capitol, ABC, BBC, MGM, Ascot. "Little" Jimmy Dempsy, 1314 Ellsworth Ind'l Dr. N.W. Zip: 30318. Tel: 351-5415. Pres.: "Little" Jimmy Dempsy.  
**Label credits:** Dot, Tower, Starday, Sing, NR, Gloryland, Hillside, Trend, Artist, Trendsides, Trumpet, Skylight, Temple, JCD.

● **COLUMBUS (Area Code 404)**

Shur Prod'ns, 1121 Second Ave. Zip: 31901. Tel: FA 7-4641. Owner: John F. Suhr.  
**Branch:** Nashville, Tenn., 815 16 Ave. S.  
**Label credits:** Challenge, Laurie, Lynne, Advance, Shur.

**ILLINOIS**

● **CHICAGO (Area Code 312)**

Channel Prod'ns, 6018 Henderson St. Zip: 60634. Tel: 283-0318. Pres.: R. N. Anderson.  
**Label credits:** Townsend, Active.  
 Herb Hartman Ent's., 7058 S. Chappel Ave., Rm. 6, Chicago, Ill. 60649.

Hi Ho Prod'ns (see Rec. Mfr. Section).

International Rec'g Co. (IRC), 1649 W. Evergreen. Zip: 60622. Tel: 227-2000. Chm.: Jerome Man; Pres.: Vern Ruvalds; A&R Dir.: Perry Johnson; VP Sales & Mktg.: Len March.  
**Label credits:** Philips, MGM, Mercury.

Kiderian Prod'ns, 4926 W. Gunnison. Zip: 60630. Tel: 545-0861. Pres.: Ray Peck.

**Label credits:** Mercury, Smash, Kiderian, IRC, WM&RK, Warped, Freakout.  
 North-American, 5114 S. Blackstone Ave. Zip: 60615. Tel: BU 8-4686. Owner & Prod'r: George A. Tasker.  
**Label credits:** Capitol, Mercury, RCA, Universal, Vita.

Rowilco/World of Music, PO Box 8135. Zip: 60680. Tel: 643-2479. Pres. & Pop A&R: R. C. Wilson; Exec. VP & Classical A&R: R. C. Hillsman.  
**Branch:** Los Angeles, Calif., 4363 Lockwood Ave.  
**Label credits:** Sta-Set, King, Federal, Deluxe, Queen.

Tiki Prod'ns, 679 N. Michigan Ave. Zip: 60611. Tel: 944-3040. Pres.: J. R. Brimmer. VP: R. B. Black.

Toi Rec. Co., 3010 Nottingham, Markham. Zip: 60426. Tel: 333-7014/15. Pres. & A&R: Robert Lee.

**Label credits:** Chess, ABC, Limelight, Blue Rock. Vantage Rec'g, 1849 W. 107 St. Zip: 60643. Tel: BE 8-1015. Cable: VANTAGE. Pres.: A. Allan Botto; VP & Gen. Mgr.: William R. Glennon.  
**Branch:** Pottstown, Pa.; PO Box 212. Zip: 19464. Tel: (215) 323-3336.  
**Label credits:** Riverside, Wonderland, Jody, Plant, Reco-Flex, Semaphore, Sound of Money, Vantage, Zouvenir.

World Wide Prod'ns (See Tower Mgmt.).

● **MORTON GROVE (Area Code 312)**

Much More Music, 7507 Foster. Tel: 965-5507. Pres.: Perry Johnson.  
**Label credits:** International, USA, Royal Blue, Redd Robb, Marina.

**INDIANA**

● **INDIANAPOLIS (Area Code 317)**

World Wide Prod'ns, 4002 Meadows Dr., Exec. Suite 16-E. Zip: 46205. Tel: 546-3088. Pres.: Wm. L. Overman.  
**Label credits:** Columbia, Dunwich.

● **NASHVILLE (Area Code 317)**

Delmarti, Wanderwood. Zip: 47448. Tel: 988-2000. Pres.: Don D. Sheets.  
**Label credit:** Laurie.

● **SOUTH BEND (Area Code 219)**

Custom Rec'g (div. of Custom Electronics), PO box 755. Zip: 46624. Tel: 234-4248. Pres.: Thomas W. Zoss.

**IOWA**

● **MILFORD (Area Code 712)**

Iowa Great Lakes Rec'g Co. (IGL), 906 Ninth St. Zip: 51351. Tel: 338-9805. Partners: John Senn, Cliff Plagman & Roger Blunt.  
**Label credit:** ALK.

**KENTUCKY**

● **LOUISVILLE (Area Code 502)**

Joni, 1122 Bardstown. Zip: 40204. Tel: 587-0909. Pres.: Gene Snyder; Sec'y-Treas.: Vi Snyder; A&R: Richard Williams; Pub. & Promo.: Bob Hardin.

**Branch:** Lexington, Ky., 465 Rose Ln. VP: Jerry Taylor.

**Label credits:** Amy-Mala-Bell, Dore, Rising Sun, Dot.

● **NEBO**

Trusty (see Rec. Mfg. Section).

**LOUISIANA**

● **BATON ROUGE (Area Code 504)**

Down Sound Music, 4827 Convention St. Zip: 70806. Tel: 926-8064. Gen'l Mgr.: John Fred.  
**Label credits:** Jewel, Paula.

Montel, PO Box 2306. Tel: 342-8220 & 344-0514. Pres.: Sam Montel; A&R Dirs.: Lynn Ourso & Joe Avants.

**Label credits:** Atlantic, HBR, Jamie, Guyden, Montel, Jewel, Paula.

Shaab Prod'ns (see listing under Ron in Rec. Mfr. Section).

● **LAFAYETTE (Area Code 318)**

Kirby Boudreaux Prod'ns, PO Box 3093. Zip: 70501. Tel: 234-4067. Owner: Kirby A. Boudreaux.  
**Label credits:** N-Joy, Jin, Lanor.

**MARYLAND**

● **BETHESDA (Area Code 301)**

Octopus Prod'ns, 10255 Old Georgetown Rd. Zip: 20014. Tel: 530-1213. Pres.: Bruce Portmann.

● **SALISBURY (Area Code 301)**

Dawn Prod'ns, PO Box 522. Zip: 21801. Pres.: Joey Welz; A&R: Ray Vernon & Dave Smith.  
**Label credits:** Dome, Wedge, Monumental, Little "D," Teardrop, Gametime, Winwood.

● **SILVER SPRING (Area Code 301)**

Larry Sealton Prod'ns, 8906 First Ave. Zip: 20970. Tel: 585-9696. Pres.: Larry Sealton.  
**Label credits:** Monument, Coral.

**MASSACHUSETTS**

● **BOSTON METROPOLITAN AREA (Area Code 617)**

Ashwood House Musical Prod'ns, 84 W. Cedar St. Tel: 523-1184. Prod'r: Will Kavanna.

**Branch:** New York, N. Y., Rm. 301, CBS Bldg., 1697 Broadway.

Cutlass Prod'ns, 68 Egmont St., Brookline. Zip: 02146. Tel: 277-1848. Pres.: Pete Lengfelder.  
**Branch:** New Rochelle, N. Y.

**Label credits:** 20th Fox, Oasis, Family. Hamm & Harris Prod'ns, 321 Revere St., Revere. Zip: 02151. Tel: 284-0707. A&R: Brandon L. Harris.

**Label credits:** Right, Astor. Periscope, 22 Francis Dr., Suite 11, Randolph. Zip: 02368. Tel: 963-7370. Cable: PERIREC. Pres., Pub., Promo. & Int'l: Edward M. Hurvitz;

Sales & Mktg.: Linda S. Berman.  
**Label credits:** Courier, Double H.

● **SPRINGFIELD (Area Code 413)**

Madison Hall Prod'ns, 677 Newbury St. Zip: 01104. Tel: RE 4-3376. Cable: MADHAL. Pres.: Mark Lee Woods.

**Label credits:** Avon, Rane, Detroit, Supreme.

**MICHIGAN**

● **DETROIT (Area Code 313)**

Camaro Music Prod'ns (see listing in Rec. Mfg. Section).

Detroit Sound Rec., 12730 E. Warren. Zip: 48215. Tel: 823-2233. Pres.: E. A. Steiner Jr.  
**Label credit:** A & M.

Arnold Geller Prod'ns, 18450 Livernois. Zip: 48221. Tel: 863-3262. Pres.: Arnold Geller.  
**Label credit:** MGM.

Haims & Ashford (see Pied Piper Prod'ns). Pied Piper Prod'ns, 9120 Livernois. Zip: 48204. Tel: 933-1448. Pres.: Shelley Haims.

**Label credits:** RCA Victor, Audio Fidelity, Karate, Giant, Kapp, Sport.

Recordland, PO Box 3703, Oak Park. Zip: 48237. Tel: 398-7478. Pres.: Wilbert Simkovitz; VP: Seymour Ribiat; Gen'l Mgr.: Edward M. Kaplan.  
**Branch:** Brooklyn, N. Y., 1043 Rutland Rd. Zip: 20898. Contact: Dave Kimmel.

**Label credits:** Palmer, RRC.

Tera Shirma Prod'ns (See Rec. Mfg. Section).

**MISSISSIPPI**

● **JACKSON (Area Code 601)**

MAC Prod'ns (Mississippi Artist Corp.), PO Box 10992. Zip: 39209. Tel: 362-9482 & 352-4923. Prod'rs: Bob McRee, Cliff Thomas & Ed Thomas.  
 Mississippi Artist Corp (see MAC Prod'ns).

**NEBRASKA**

● **OMAHA (Area Code 402)**

Cameron/Canuso Prod'ns, Western Hills Plaza, Suite 201, 44 & Cumings. Zip: 68131. Tel: 558-6709. Prod'rs: Scott A. Cameron & Charles N. Canuso.  
**Label credit:** Bear.

**NEVADA**

● **LAS VEGAS (Area Code 702)**

Carson/Porter Prod'ns, 3143 Industrial Rd. Tel: 735-7132. A&R Dir.: Clyde Carson; Chief Rec'g Engineer: Billy Porter.  
**Label credit:** RCA Victor/Mexicana.

**NEW MEXICO**

● **ALBUQUERQUE (Area Code 505)**

Lind-Ann Prod'ns, 2037 Alvarado Dr. N.E. Zip: 87110. Tel: 268-8405. Contact: Lindy Blasky. Tommy Bee Prod'ns, PO Box 8207. Zip: 87108. Tel: 268-7919/7741. Pres. & Mgr.: Tommy Bee.  
**Label credits:** Lance, Polydor, September.

● **UNIVERSITY PARK (Area Code 505)**

Pinpoint, PO Box 721. Zip: 88001. Tel: 524-1679. Pres.: Fred T. Mirick; Exec. Asst.: Bob Hauck; Prod'n Consultant: Lee Byrd; A&R: Timothy Miller III.

**NEW JERSEY**

● **LINDEN (Area Code 201)**

Smoky Warren Promos., 116 Princeton Rd. Zip: 07036. Tel: 486-6496. Pres.: Steve Sabatino.  
**Label credits:** Garden, Yale.

● **MOORESTOWN (Area Code 609)**

John Hill, 113 N. Church St. Zip: 08057. Tel: 235-7962.  
**Label credits:** Amy, Columbia, Compass.

**NEW YORK**

● **GREAT NECK, L.I. (Area Code 516)**

Ron Ray Assocs., PO Box 515. Tel: 484-1242. NYC Tel: (212) BR 9-1591. Pres.: Ron Radom.

● **NEW YORK (Area Code 212)**

Argon Prod'ns, 1697 Broadway. Zip: 10019. Tel: LT 1-4490. Pres.: Clyde Otis.  
**Label credits:** Capitol, RCA.

BCC&R Ltd. (see listing in Rec. Mfr. Section). Barr-Costa Prod'ns, 850 Seventh Ave. Zip: 10019. Tel: 581-5120. Pres. & Adv.: Fred Barr; VP: Tony Costa; Exec. A&R Dir.: Gene Redd; Exec. Mgr.: George Levy.

**Label credits:** Tower, RCA Victor, Roulette, Kayden, Laurie, EMI Group (Europe), Quality (Canada).

Jeff Barry Ent's., 15 W. 72 St. Tel: 799-4512. Contact: Jeff Barry.  
**Label credits:** Colgems, Bang, Redbird, Steed, Atlantic, MGM.

Bird Prod'ns, 444 E. 20 St., Suite 6A. Zip: 10009. Tel: JU 2-6464 & GR 7-2852. Contact: Robin McBride.

**Label credits:** Epic, RCA Victor, ESP. Blue Jac Prod'ns, 1619 Broadway. Zip: 10019. Tel: PL 9-3860. Contact: Burt Bacharach & Hal David.

Henry Boye Prod'ns, 1619 Broadway, Rm. 503. Zip: 10019. Tel: PL 7-2695. Gen'l Mgr.: Henry Boye.  
**Label credits:** Cala, Laurie, 20th Fox, Chancellor.

Brigaro Music Prod'ns, 200 W. 57th St. Tel: 247-4555. Pres.: Larry Vernieri; VP: Frank Scintaro; A&R: Dave Brigati.

**Label credits:** Atlantic, Atco, Vanguard, Cameo-Parkway.

Frank Cariola, 245 E. 30 St. Zip: 10016. Tel: JU 2-6730.

**Label credits:** RCA Victor, Columbia, Date, Decca, Atco, Cameo, Dot, Laurie, London, United Artists, Scepter, Sultan.

Jeff Chase, 515 Madison Ave., Suite 2207. Zip: 10022. Tel: 691-4080. Pres.: Jeff Chase.  
**Label credits:** MGM, Date.

Chris Prod'ns, 300 W. 55 St. Tel: 246-4982. Pres.: Chris Jones; VP: Bunny Jones.

**Label credits:** Philips, Big Bunny. L. E. Cicchetti, 382 E. Fordham Rd., Bronx. Zip: 10458. Tel: LU 4-0980.

**Label credits:** Capitol, Kapp, Gee, Dot, London. Contrapoint (see Clay Pitts).

The Crewe Group, 1841 Broadway. Tel: CI 5-3535.  
**Label credits:** DynoVoice, New Voice, Philips.

Duluth Music, 509 Fifth Ave. Zip: 10017. Tel: MU 7-0890. Mgr.: Stephen Marcus.  
**Label credit:** Thunderbird.

Hy Fenster Prod'ns, 340 W. 57th St. Zip: 10019. Tel: 765-5387/5944. Prod'r: Hy Fenster.

**Label credits:** Goal, Rusti, Heigh-ho. Bob Gallo/Chris Huston/Ernie di Sano, 126 W. 42 St. Tel: CO 5-9659.

**Label credits:** Roulette, Kapp, ABC, Cameo-Parkway, Ski-Hi, Amy-Mala, Casual, Pye, Atlantic, Mercury, New Voice.

Genius (see The Crewe Group). Good Time Prod'ns (see Stuart Wiener & Mike Lewis).

Hugo & Luigi Prod'ns, 1619 Broadway. Zip: 10019. Tel: 265-1626.

**Label credits:** Amy-Mala-Bell, Columbia, Diamond, London, RCA Victor, Reprise, Roulette. Chris Huston (see Bob Gallo/Chris Huston/Ernie di Sano).

Jasina Ent's., 143 W. 51 St. Zip: 10019. Tel: JU 2-2630. Treas.: Warren Martin.

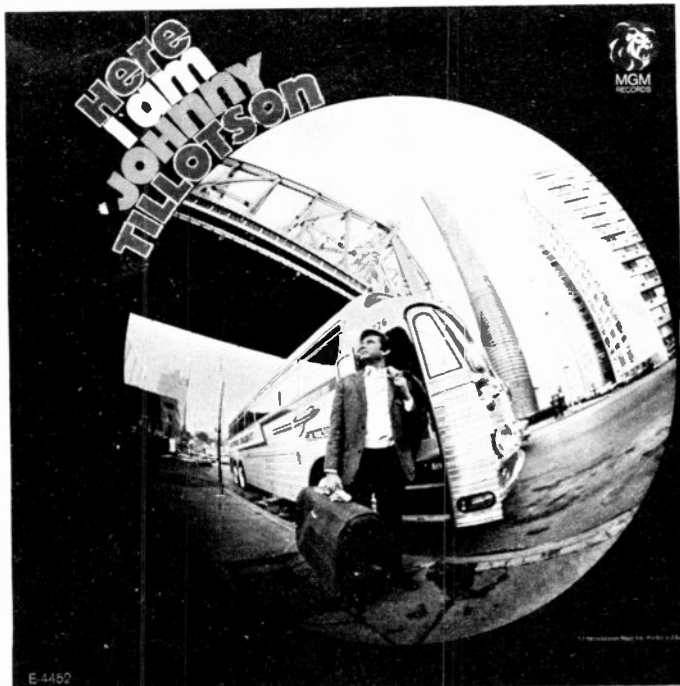
Jepalana Prod'ns, 10 Swirl Ln., Levittown. Tel: CI 5-7640. Pres.: Nathan Schnapf; VP: Paul Friedberger; Sec'y & A&R: Jerry Samuels.  
**Label credits:** A&M, Warner Bros., RCA, Mercury, Reprise.

Kama Sutra, 1650 Broadway. Zip: 10019. Tel: 765-3320. Pres.: Herman Mizrahi, Phil Steinberg, Artie Ripp; VP: Frank Mell.

**Label credits:** Amy-Mala-Bell, Columbia, Kapp, Kismet, MGM, Mercury, Philips, Red Bird. David Kapralik & Assocs., 180 Madison Ave. Zip: 10016. Tel: LA 4-1500. Pres.: David Kapralik; Exec. Asst.: Barbara Bacuss.  
**Label credits:** Date, Columbia.

continued on page 58

# HERE WE ARE, JUST MOLLY & ME



JOHNNY TILLOTSON

MGM L/SE-4452



MOLLY BEE

MGM E/S 4423

Latest Hit Single

**"DON'T TELL ME  
IT'S RAINING"**

B/W

**"TAKIN' IT EASY"**

MGM K-13738

Latest Hit Single

**"I HATE TO SEE  
ME GO"**

B/W

**"YOU WIN AGAIN"**

MGM K-13770

**TANRIDGE PRODUCTIONS, INC.**

Executive Producer:  
**PAUL TANNEN**

161 W. 54th St., New York City, N.Y. 10019

continued

Katastrophe Prod'ns, 1571 Undercliff Ave., Bronx. Zip: 10453. Tel: CI 4-1699. Contact: Roger Atkins.

KOPPELMAN-RUBIN, 1650 Broadway. Zip: 10019. Tel: 765-2682. Pres.: Charles Koppelman; VP: Don Rubin.

Branch: Los Angeles, Calif., 7033 Sunset Blvd. Tel: (213) 462-6959. VP: Gary Klein.

Label credits: Columbia, Kama Sutra, MGM, Mercury, Roulette, White Whale, Atlantic, Warner Bros. (SEE ADVERTISEMENT)

Mike Lewis (see Stuart Weiner & Mike Lewis)

Robert Lissauer, 157 W. 57th St. Zip: 10019. Tel: CI 5-2828.

Label credits: Kapp, 20th Fox, Dot.

Maples Prod'n (see listing under Big Wheel in Rec. Mfr. Section).

Aubrey Mayhew, GPO Box 1958. Zip: 10001.

Label credits: Parker, Hilltop, MGM.

Elliot F. Mazer Prod'ns, 160 West End Ave. Zip: 10023. Tel: 724-0421. Pres.: Elliot Mazer.

Label credits: Columbia, Decca, RCA Victor, Impulse, Cameo-Parkway.

Miller Martin Prod'ns, 255 W. 36th St. Zip: 10018. Tel: 563-3460. Pres.: Trade Martin; VP: Ed Miller.

Label credits: RCA Victor, Toot, Vanguard, Jubilee, ABC Paramount, Red Bird, Atlantic.

New Rhythm Prod'ns, 385 Grand St. Zip: 10002. Tel: 336-5190 & 777-3041. Creative Dir.: Bryan Forbes.

Label credit: Brunswick.

Newtone Rec., 1650 Broadway. Zip: 10019. Tel: CI 6-3126. Contact: Evan Georgeoff.

Label credits: Newtone, Pico.

Herb Ostrow, 260 W. 23 St. Zip: 10011. Tel: AL 5-4641

Label credits: Columbia, Decca, Listen & Learn, MGM, RCA Victor, Encore, Impex, Canal, Margate, Sparton (Canada), Stone, Capitol, Pioneer (Japan).

P M T Prod'ns (see Tandridge Prod'ns).

Past, Present & Future Prod'ns, 25 W. 56 St. Zip: 10019. Tel: JU 2-8810. Pres.: Aaron Schroeder; VP: Abby Steinberg; A&R Wally Gold.

Branch: Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 244-7351. A&R: David Mook.

Label credits: Reprise, Verve/Folkways, Warner Bros., Diamond, Aurora, Shout.

The Paycheck Co., GPO Box 1958. Zip: 10001. Tel: CI 6-3050. Partners: Aubrey Mayhew & Johnny Paycheck.

Branch: Nashville, Tenn., 802 18 Ave. S. Label credits: Audio Fidelity, Hilltop, Little Darlin'.

Pebble in the Sand Prod'ns, 406 E. 83 St. Tel: 628-6457. Pres.: Bob Stone.

Label credits: Mercury, MGM, Jolar, Cameo-Parkway, Musicor, Liberty.

Clay Pitts, 850 Seventh Ave. Zip: 10019. Tel: LT 1-4144. Prod'r: Clay Pitts.

Label credits: Freeprot, Roulette, Dunwich.

Dave Rick Prod'ns, 1650 Broadway. Zip: 10019. Tel: 245-4190 & LO 4-3250. Pres.: Dave Rick.

Label credits: ABC, Herald, Jubilee, Laurie, Decca, Amy-Mala.

Rodin Org., 1564 Broadway. Zip: 10036. Tel: 765-5434. Pres.: Paul Martin.

Sire Prod'ns, 146 W. 54 St., Suite 102. Zip: 10019. Tel: CI 7-0911. Pres.: Richard Gottehrer; VP: Seymour Stein.

So Deska Recs., 177 Beach 141 St., Belle Harbor, L. I. Zip: 11694. Owner: Dudley Manners.

Label credits: Dot, Ronnex (Belgium), Peak (Australia), Int'l Library of Music (United Kingdom).

Sovereign, 1619 Broadway. Zip: 10019. Tel: CI 7-2904. Pres.: R. Fisher.

Label credits: 20-Fox, Glad-Hamp, London (United Kingdom), Hansa (Germany), EMI (Italy), Vogue (France).

Irv Spice Prod'ns, 41 W. 86 St. Tel: TR 3-4237.

Label credits: Coral, RCA, Laurie, Audio Fidelity, Mercury.

Leonard Stogel & Assocs., 888 Eighth Ave. Zip: 10019. Tel: 586-6390. Pres.: Leonard Stogel; Talent Co-ord.: Zachary Glickman; Pub.: Ken Kendall; Promo.: Herb Rosen.

Label credits: MGM, Mercury, Roulette.

TANDRIDGE PROD'NS, 161 W. 54 St. Tel: JU 6-2677. Contact: Paul Tannen. (SEE ADVERTISEMENT).

13 Prod'ns, 39 W. 55 St., Rm. 205. Zip: 10019. Tel: JU 2-0234. Pres.: George Foster; VP: Bob Booker.

Label credits: Kapp, Capitol, Verve.

Twirl (see Rec. Mfr. Section).

U P G (United Prod'rs Group), 1650 Broadway. Zip: 10019. Tel: 765-3090. Pres.: Frank Lewis.

Label credits: United Artists, Coral (SEE ADVERTISEMENT).

United Sound Associated, 272 Sixth Ave., Brooklyn. Zip: 11215. Tel: 499-4120. Pres.: Rudolph Polizzi; VP: Al Ross; Mus. Dir.: Lew Douglas.

Label credits: Capitol, King, Newport, Vassar.

Thomas J. Valentino (see Rec. Mfr. Section).

Dick Weissman, c/o Stan Greason Assocs., 4 E. 52 St. Zip: 10022. Tel: PL 3-7390.

Label credits: Cameo-Parkway, Capitol, Music Minus One, Rockland, Warner Bros.

Stuart Wiener & Mike Lewis, 1619 Broadway. Zip: 10019. Tel: CO 5-4753. Pres.: Stuart Wiener; VP: Mike Lewis.

• **PALMYRA (Area Code 315)**  
Good Music Promos., Walton Rd. Zip: 14522. Tel: 597-5003. Contact: Jerry Griffen.  
Label credits: Circa, Unicycle.

• **ROCHESTER (Area Code 716)**  
Centaur Prod'ns Int'l, 82 Aldine St. Zip: 14619. Tel: FA 8-4649 & BE 5-4229. Prod'r: Ven Pitoni.  
Label credits: Centaur, Sea King, Warner Bros.

• **UTICA (Area Code 315)**  
Dickerman Music Prod'ns (see Rec. Mfr. Section).

**NORTH DAKOTA**

• **MINOT (Area Code 701)**  
Silver Falcon, PO Box 204. Zip: 58701. Cable: SIL FAL. Pres. & Sales Promo. & Int'l: William B. Lewis; Pop A&R & Adv. Dir.: Clarence Johnson; PR: Frank Halfacre.  
Branch: Chicago, Ill., PO Box 1963.  
Label credits: Big Daddy, Jott.

**OHIO**

• **AKRON (Area Code 216)**  
Malick/Palmer Prod'ns, 541 Fulmer Ave. Zip: 44312. Tel: 794-1304. A&R Prod'rs: Ernie Malick & Bill Palmer.  
Label credits: Dupree, Cameo-Parkway, Tower.

• **ASHTABULA (Area Code 216)**  
Kondas Music Pub'g, 1405 Allen Ave. Zip: 44004. Tel: 964-7862. Pres.: Gus Kondas; Sec'y-Treas.: Robert Kondas.

• **CANTON (Area Code 216)**  
Sonologue USA, 800 Harter Bank Bldg. Zip: 44702. Tel: 456-8374. Pres.: Donald C. Steiner.  
Label credit: Sonologue.

• **CLEVELAND (Area Code 216)**  
Kenny Lark Prod'ns, 3529 Silsby Rd. Zip: 44118. Tel: 321-1952. Pres.: Kenny Lark.

LaMas Prod'ns, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Contact: Mr. Boddie.  
Label credits: Bounty, Luau, Plaid, Royal, Liberty.

• **CO'UMBUS (Area Code 614)**  
Masters Prod'ns, 354 E. 11 Ave. Zip: 43201. Tel: 239-3896. Cable: MASTERPROD'NS. Pres., Pop A&R, Prod'r, Sales & Mktg., Adv. Mgr., Int'l Promo. Dir.: Vernon Stewart; VP & A&R Dir.: George E. Stewart; Promo. & Pub.: Joey Sasso.

Label credits: Capitol, Colpix, Copper, Cowtown, Dot, MGM, Smash, Vee Jay.

• **VIENNA (Area Code 216)**  
Style Prod'ns, PO Box 284. Zip: 44473. Tel: 856-2142. Mgr.: Russ Hull.  
Label credits: Musiccenter, Process.

• **WOOSTER (Area Code 216)**  
B-W Music, Box 337. Zip: 44691. Tel: 262-3571. Pres. & Gen. Mgr.: Quentin W. Welty, A&R Dir.: Chef Goud.

**OKLAHOMA**

• **ARDMORE (Area Code 405)**  
Lutone, 14 "E" St. S.W. Zip: 73401. Tel: CA 3-1400. Owner: Luton Stinson; Mgr.: Lindy Rozzell.

• **OKLAHOMA CITY (Area Code 405)**  
Bobby Boyd Prod'ns, 2609 N.W. 36 St. Zip: 73112. Prod'r: Bobby Boyd.  
Branch: Phoenix, Ariz., Guaranty Bank Tower, 3550 N. Central.  
Eternity Recs. (see Rec. Mfg. Section).

**OREGON**

• **PORTLAND (Area Code 503)**  
Richard Keefer & Assocs. (Ridon Prod'ns), 5124 N.E. 34 Ave. Zip 97211. Tel: 287-1539. Pres.: Richard Keefer.  
Ridon Prod'ns. (See Richard Keefer & Assocs.)

**PENNSYLVANIA**

• **PHILADELPHIA (Area Code 215)**  
Michael Adler Prod'ns, PO Box 2902. Zip: 19126. Tel: 927-0253. Pres.: Michael Adler; A&R: George Peterson.  
Label credits: Pantomime, Fellatio, JDF, Eric. Dee Prod'ns of Phila., 7703 Rugby St. Zip: 19150. Tel: HA 4-0424. Contact: Dick De Marco.  
Label credit: Action.

Don-El Prod'ns 2020 Ridge Ave. Zip: 19121. Tel: PO 5-4889. Pres.: P. Donald White.  
Label credit: RCA.

Rainbow, 5659 Heiskell St. Zip: 19144. Tel: GE 8-7605. Pres.: Phil Terry; A&R: Marty Lynn; Sales & Promo.: Joe Konowal.  
Label credits: 20th Fox, Scepter.

Sunday Prod'ns, 1700 W. Tioga. Tel: BA 5-0112 & OR 7-1534. Gen'l Mgr.: Edward Finkle; Prod'n Mgrs.: Howard Boggess & Harry Moffitt.  
Label credits: Laurie, Kama Sutra, DynoVoice.

• **PITTSBURGH (Area Code 412)**  
Joe Averbach, 4517 Wainwright Ave. Zip: 15227. Tel: 884-4727.  
Label credits: Veep, Dot, Sonic.

• **POTTSTOWN (Area Code 215)**  
Ralbar Prod'ns, 915 Queen St. Zip: 19464. Tel: 323-3336. Pres. & Exec. Prod'r: A. Alan Botto; Gen'l Mgr.: Evadna Brosius.  
Label credits: Riverside, Semaphore, Vantage, Wonderland.

• **SCRANTON (Area Code 717)**  
White Rock, 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Owners: Phil Ladd & Bob Baker.  
Label credits: Atlantic, Chess, Carlton, V-Tone.

• **SWOYERSVILLE (Area Code 717)**  
William J. Jenks Assocs., 225 Watkins St. Zip: 18704. Tel: 287-2698. Contacts: Bill Jenks & Tom Yarmey.  
Label credits: Break Out, Jareco, Wessex, EVB.

**RHODE ISLAND**

• **PAWTUCKET (Area Code 401)**  
Revolver Rec'g Svc., 139 Prospect St. Zip: 02860. Tel: 725-7692. Pres.: Leo Degnan.

**SOUTH CAROLINA**

• **WEST COLUMBIA (Area Code 803)**  
Cool Air Prod'ns, 1517 Double Branch Rd. Zip: 29169. Pres.: Mrs. Enola Mae Stevens; VP, Adv., Sales & Mktg., Promo.: James Steward; Pop A&R: James & Byron Steward; Pub.: Irv Duboff.  
Branches: Philadelphia, Pa. PO Box 3511.— Little Rock, Ark., 2201 State St. A&R: Joseph Thomas Jr.—Columbia, S. C., 1811 Waverly St. Tel: (803) AL 6-6002. Mgr.: Paul E. Coleman.  
Label credits: Congaree, Jerrel, Lakeview, Leby, Lerks, Unity, Wertz.

**TENNESSEE**

• **MADISON (Area Code 615)**  
Shannon Recs., c/o Jim Reeves Ents., 200 Madison St. Zip: 37115. Tel: 895-5484. Pres.: Mary Reeves; Prod'r: C. R. Selman.  
Label credits: Dot, London.

• **MEMPHIS (Area Code 901)**  
B. C. Ents., PO Box 26391. Zip: 38126. Tel: 947-1385. Pres.: Bob Catron Jr.; VP: Earl Catron; Sec'y-Treas.: Claudette Catron.  
Label credits: Tip Top, Chess, ABC Paramount, Cortland, Sue, Columbia, One-Deful, Cameo-Parkway, Checker, Mil-yon.  
Thelama Prod'ns, 1457 National. Zip: 38122. Tel: 324-5368. Pres.: John E. Fry; VP: James L. Dickinson.  
Label credits: Ardent, Hip, Independence, ACP.

**"WE PLACE MASTERS"**

**UNITED PRODUCERS GROUP**

**UPG**

1650 BROADWAY • NEW YORK, N. Y. 10019  
TELEPHONE (212) 765-3090

Merchandise your Masters

*Platinum*  
RECORDS INC.

- Masters Bought & Sold
- 4-Track Recording
- Record Manufacturing
- Creative Designers
- Music Publishing — ASCAP

Inquiries invited

**PLATINUM RECORDS, INC.**  
1688 Meridian Ave., Miami Beach  
Fla. 33139, Phone (305) 532-5474

Uncle John's Gang, 1457 National. Zip: 38122.  
Tel: 324-5368. Pres.: "Uncle John" King; VP:  
James Luther Dickinson; Pop A&R: Richard  
Garling; Classical A&R: Charles Hull; Sales &  
Mktg. & Int'l: Terry Manning; Pub.: George  
Treadwell.

**Label credits:** Ardent, Arbet, Soul Bird, Block,  
Grit, ACP, Island.

Style Wooten Prod'ns, 3635 Allandale Rd. Zip:  
38111. Tel: 324-4640. Pres.: Style Wooten;  
A&R: Roy Meddors; Sales: Thomas Grissom.  
**Label credits:** Allandale, Style, Tentay, Burch-  
lo, Cotton Town Jubilee, Zonia, Calten, Spinnin  
Square. Wooten, Tri-State, Mid-South, Prime.

• **NASHVILLE (Area Code 615)**

Athens of the South Prod'ns, 815 16 Ave. S. Zip:  
37203. Tel: 255-6535. Pres.: Benny Joy.  
**Label credits:** Decca, Mercury.

Bobby Gregory Recs., 816 17 Ave. S. Zip: 37203.  
Tel: 242-4119. Contact: Bobby Gregory.

**Label credits:** Melbourne, Banff, W&G, Rodeo.  
Russell-Cason Prod'ns, 812 17 Ave. S. Zip: 37203.  
Tel: 255-0624. VPs: R. L. (Bobby) Russell &  
J. E. (Buzz) Cason.

**Label credits:** Amy-Mala, Monument.

• **PULASKI (Area Code 615)**

James Brown Prod'ns, 410 N. First St. Tel: 363-  
1780. Pres.: James Brown.  
**Label credits:** Chess, Duke, Sound Stage 7,  
Chanson, JBP, Tee Vee.

**TEXAS**

• **AMARILLO (Area Code 806)**

Checkmate Prod'ns, PO Box 1493. Zip: 79105. Tel:  
FL 6-3350. Pres. & Adv.: Ray Ruff; A&R:  
Marty Cooper.

**Label credits:** Mercury, Decca, RCA, Ruff.

• **DALLAS (Area Code 214)**

Pentad Prod'ns, 2410 Connecticut Ln. Zip: 75214.  
Tel: DA 8-3784. Pres.: Jerry Atchley.

**Branch:** Houston, Tex., 550 S. Second St. Zip:  
77401.

**Label credits:** Monument, Tad, Little Nash-  
ville.

Spectra Prod'ns, 402 One Lee Park West Bldg. Zip:  
75219. Tel: 522-1011. Pres. & A&R Dir.:  
James Hollingsworth; VP & Music Dir.: Jay  
Pruitt.

**Label credits:** Smash, Warner Bros., Dot,  
Liberty, Spectra, Joy, Mikalin.

Vandan, 8740 Aldwick Dr. Zip: 75238. Tel: DI  
8-9324. Pres.: Darrell A. Brown; Gen'l Mgr.:  
Burrell Merritt; Sales & Promo.: Don Brooks;  
Sales & Promo. Mgr.: Tom Brown.

**Label credits:** Vandan, Creole, Caprice, Via,  
United Artists.

Charles Wright Agency, 124 N. Peak St. Zip: 75226.  
Tel: TA 7-5023. Owner: Charles Wright.

**Label credits:** 20th Fox, Platter, Decca, Kapp,  
Todd, Dot, Capitol, Ebbtide, Starday.

• **DENTON (Area Code 817)**

Al Dexter Prod'ns, Box 71. Mgr.: Al Dexter.  
**Label credit:** Dot.

• **FORT WORTH (Area Code 817)**

Jon T. Bone (see Charles Stewart Prod'ns).  
Charles Stewart Prod'ns, 1705 W. Seventh St. Zip:  
76102. Tel: ED 6-9021. Pres. & A&R: Charles  
Stewart; VP & A&R: Jon T. Bone.

**Label credits:** Bell, Hue, Mala.

• **GALVESTON (Area Code 713)**

A. W. Marullo Prod'ns, 1121 Market St. Zip: 77550.  
Tel: SO 2-6581. Pres.: A. W. Marullo, VP: A. W.  
Marullo Jr.; A&R: David Yeaman; Sales &  
Mktg.: Steve Poncio; Pub., Adv. & Promo.:  
J. D. Copley.

**Branch:** Houston, Tex., 7450 Belfort St. Tel:  
(713) MI 9-0351.

**Label credits:** ABC, Capitol, Dial, London, MGM,  
Mercury, Monument, Paula, Scepter.

• **HOUSTON (Area Code 713)**

Fred Carroll, Box 14583. Zip: 77021. Tel: 644-6446.  
Owner: Fred Carroll.

J. D. Horn, PO Box 7532. Zip: 77007.

**Label credits:** Almanac, Big "D," Prestige.

Lightnin' Music, 6311 Gulf Freeway. Zip: 77023.  
Contacts: E. L. Cole, C. H. Wilson & Sam  
"Lightnin'" Hopkins.

**Label credits:** Guest Star, Vee Jay, Verve, Pres-  
tige, Fire.

Mack McCormick & Assocs., PO Box 13383. Zip:  
77019.

**Label credits:** Almanac, Candid, Prestige, Re-  
prise.

Music Ents., 3111 Leeland Ave. Zip: 77003. Tel:  
CA 4-8078. Pres.: Huey P. Meaux; Sec'y:  
Marilyn von Steiger.

**Label credits:** Kapp, Scepter, Warner Bros.,  
Wand, Jamie, Jubilee, MGM, Columbia, Tribe,  
Brunswick Mercury, Smash, Tear Drop.

Universal, Sheraton-Lincoln Hotel. Zip: 77002. Tel:  
CA 5-0859. Pres.: M. Brock.

**Label credit:** Scepter.

• **IRVING (Area Code 214)**

Glenvalley (see listing in Rec. Mfr. Section).

*continued on page 60*

**Billboard 1967-1968 International Music-Record Directory**

# Brian Ross Productions Sells

## OVER \$1,000,000 IN RECORD PRODUCT SOLD DURING 1966-67

Producers of the Music Machine's Hot Singles

### "TALK TALK" "THE PEOPLE IN ME"

and Album

### "TURN ON THE MUSIC MACHINE"

We Are Recording Contemporary Acts: Are You Auditioning?

# Brian Ross Productions Sells

Contact us at

2991 Ingleddale Terrace, Los Angeles, California 90039

Phone: 213 — 662-3656

## METAL DISC PRESENTATION AWARDS

A LASTING MOMENTO in Appreciation for an Outstanding Performance on Record.  
Beautifully Framed and Mounted. A Permanent Gold Record Using Your Label.  
7" — 12"

Producer • Artist • Composer • Arranger • Writer • Disc Jockies • Distributors

# disc award ltd.



SUITE 102

6201 Santa Monica Blvd.  
Los Angeles, Cal. 90038

# ORDER YOUR EXTRA BUYER'S GUIDES NOW!

Limited supplies available.

**Soft-covered edition — \$5.00**

**or new hard-bound  
personalized edition — \$7.50**

(See bind-in card in this issue  
for complete details)

Send your request  
and payment to:

**BILLBOARD—Box BG  
2160 Patterson Street  
Cincinnati, Ohio 45214**

continued

• **SAN ANTONIO** (Area Code 512)  
Epstein Ent's., 735 N. General McMullen Dr. Zip: 78228. Tel: GE 3-1461. Owner & A&R: Abraham Epstein; Mus. Dir.: Zola Levitt; Sales Mgr.: Victor Ochoa.  
Label credits: ABC, Cameo-Parkway, CBS (Belgium), Columbia, Backbeat, Peerless (Mexico), Red Bird.

• **TYLER** (Area Code 214)  
Custom Prod'ns, PO Box 231. Zip: 75701. Tel: LY 4-2961. Contact: Curtis Kirk.  
Label credits: Sims, Jamie, Custom, Flash, International Artist.  
Steve Wright Prod'ns, PO Box 626, 1608 S. Fleishel. Zip: 75701. Tel: LY 2-0591. Pres.: Steve Wright.  
Label credits: Dot, Jamie, Atco, Thunderball, International Artist.

**VIRGINIA**

• **NORFOLK** (Area Code 703)  
Fink Rec'gs, 2732 Beachmont Ave. Zip: 23504. Tel: 627-0957. Pres.: Bill Johnson; A&R & Music Dir.: Earl Long.  
Warren Miller (see listing under D'Arcy in Rec. Mfg. Section).

• **RICHMOND** (Area Code 703)  
Martin Gary Prod'ns, 807 Westham Pkwy. Zip: 23229. Tel: 282-1629. Pres.: Martin Gary.  
Branch: Washington, D.C., Box 2354. Zip: 20013. Tel: (202) 362-9885.  
Label credits: Groove, Cuda.

**WASHINGTON**

• **SEATTLE** (Area Code 206)  
Jerden Music, 971 Thomas St. Zip: 98109. Tel: MA 2-0470. Pres. & Gen'l Mgr.: Jerry Dennon; Sales & Promo. Mgr.: Gil Bateman.  
Label credits: Scepter, Wand, Epic, Tower, Uni, Warner Bros., A&M.

**WISCONSIN**

• **GREEN BAY** (Area Code 414)  
Studio Seven Ent's., PO Box 741. Zip: 54305. Tel: 437-8522. Pres.: Michael A. Mead.  
Label credits: Calander, United.

**U.S. RECORD MANUFACTURERS**

Continued from page 53

Whit (see Dover, La. & Jewel).  
White Cliffs (see Dover, La.).  
White Rock, 401 Win'armantle Ave., Scranton, Pa. 18505. Tel: (717, 343-6718. Owner: Phil Ladd; Partner: Bob Baker; Sec'y: Joyce Shandra.  
Tape: (reel-to-reel) 2-tr. M, self-mfd.; (cartridge 2-tr. M & S, self-mfd.  
WHITE WHALE, 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2266. Pres.: Ted Feigin; VP: Lee Lasseff.  
Tape: (reel-to-reel) 4-tr. S, licensed to Ampex; (cartridge) 4-tr. S, 8-tr. S, licensed to Ampex. Muntz (SEE ADVERTISEMENT)  
Whitehall (see Westminster).  
Whitemount (see Georden Rec. Prod'ns).  
Whurley Burley (see Dover, La.).  
Wild (see Stop).  
Kae Williams (see listing under 'K').  
Wilson (see Jamie Guyden Dist. Corp.).  
Winchester (see Cameo-Parkway).  
Windsor, Bakersfield, Calif. (see Pike).  
Windsor, 5530 N. Rosemead Blvd., Temple City, Calif. 91780. Tel: (213) 286-1167. Pres.: Edward H. Lowry.  
Windy "C" (see Cameo-Parkway).  
Wine, 1500 Creedmoor Ave., Pittsburgh, Pa. 15226. Tel: (412) 531-7290. Owner: James Grimes.  
Labels: Kathy, Wine.  
Wing (see Mercury).  
Wisconsin (see Northland Sound Studios).  
Wonder (see Cameo-Parkway).  
Wonderland (see Orpheum Prod'ns).  
Wooten (see Style Wooten Prod'ns listed under "S").  
Worcester, 5010 Sunnyslope Ave., Sherman Oaks, Calif.  
Word, 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; Adv. & Promo. Dir.: Wayne Philpott.

Labels: Canaan, Sacred, Sword, Word, Word Wonder World Series.  
Tape: (cartridge) 8-tr. S.  
Word Wonder World Series (see Word).  
World Pacific (see Liberty).  
World Series (see Philips).  
World United, 5852 Shenandoah Dr., Sacramento, Calif. 95841. Tel: (916) 452-0516. Partners: John T. Hyde & Gary Schiro.  
World Wide, N.J. (see Savoy).  
World-Wide, Ga. (see Gaye).  
Worship (see Sing).  
Worthy, 1909 Ave. "K", Brooklyn, N.Y. 11230. Tel: (212) 317-4321. Owner: Gil Snapper.  
Wrimus, PO Box 3294, San Bernardino, Calif. 92404. Owner: Neale Wrightman.  
Wyncote (see Cameo-Parkway).

**X**

X Y Z (see Claridge Music).

**Y**

Yardbird (see Lathrop-Tarbert Ent.).  
Yolanda (see Lynn's Prod'ns).  
York (see Bell).  
Yorkshire, 18856 Connecticut St., Roseville, Mich. 48066. Tel: (313) PR 6-1455. Exec. Prod'r: William Cozad.  
Labels: Belholly, Kingdoms, Yorkshire.  
Youmer, 524 Plasters Ave., Atlanta, Ga. Tel: (404) 874-2781. Pres.: Jim Youmans; VP: Budd Merritt; Promo. Dir.: Walker Lewis.  
Young People's Recs. (see The Franson Corp.).  
Yucca, 1706 College, Alamogordo, N.M. Tel: (505) 437-4491. Owner: Calvin Boles.  
Yussels (see Jo-Park).

**Z**

Z, PO Box 817, Poplar Bluff, Mo. 63901. Tel: (314) 785-3042.  
Zafiro (see Kubaney).  
Zap (see Rebel).  
Zaraks, PO Box 5192, Zip: 20019; 930 "F" St. N.W., Washington, D.C. 20004. Pres.: Charles H. Barner Jr.; Gen. Mgr., Sales & Mktg.: Thomas A. Matthews; VP & Promo.: Anthony R. Tureaud; A&R: Lucious Bing; Pub.: Lillie Jameson; Adv.: Alice Patterson.  
Labels: Achillean, Barvell, INRI, Zaraks.  
Zenith Int'l. c/o Norman Malkin Prod'ns, 1549 N. Vine St., Suite 11, Hollywood, Calif. 90028. Tel: (213) 465-4634. Owner: A&R & Prod'r: Norman Malkin.  
Zero, PO Box 28577, 4724 Hanover, Dallas, Tex. Tel: (214) FL 7-9081. Pres.: Gary M. McCaskill.  
Labels: Elf, Zero.  
Zerott (see Getit).  
Zion (see Little Nashville).  
Zip (see Solar).  
Zondervan (see Singcord).  
Zone (see Erwin).  
Zonia, 3635 Allandale, Memphis, Tenn. 38111. Tel: (901) 324-4640. VP & A&R: Melba Knoblock.  
Zouvenir (see Vantage).

**Billboard**

The International Music-Record Newsweekly

Now in its 73d year  
of industry service

For everyone involved in the selection and booking of recording artists . . . in the programming of records for radio . . . or in the merchandising and sale of records . . . **BILLBOARD** — this week — every week — is the world's most authoritative business guide.

**Subscribe  
Now**

Mail Sub Order Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$20     3 YEARS \$45     New     Renew

Payment enclosed     2 EXTRA issues for cash     Bill me later

Above subscription rates are for Continental U. S. and Canada.  
Overseas rates on request. MC

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

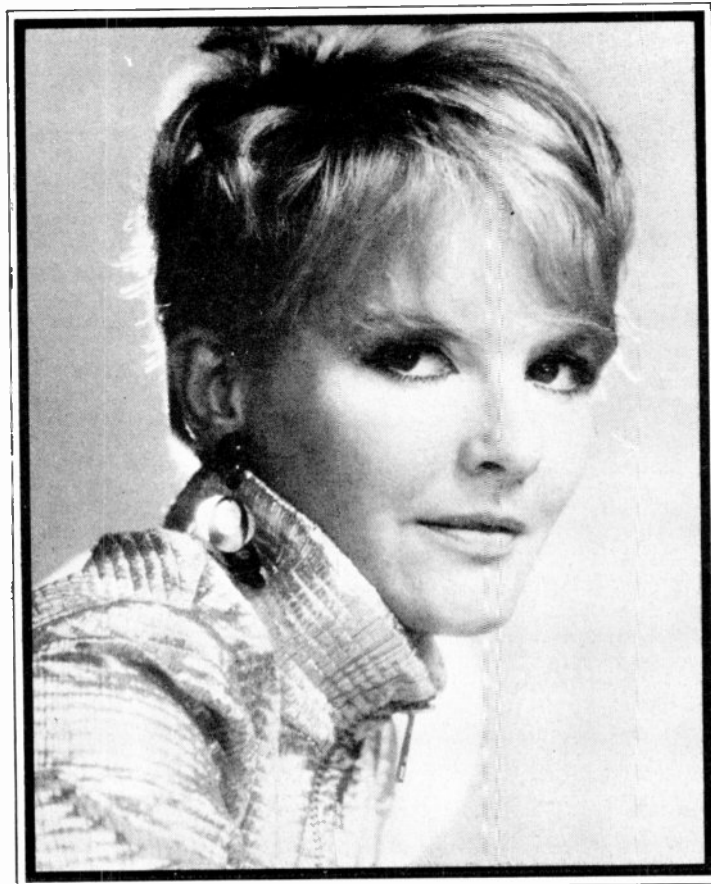
City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_

**ZIP CODE HELPS  
KEEP POSTAL  
COSTS DOWN**

**BUT ONLY IF YOU USE IT.**

Vogue Records  
Congratulates  
**PET CLARK**  
For Her Selection As  
**No.1**  
**FEMALE**  
**VOCALIST**  
**1966-67**



EXCLUSIVE REPRESENTATION



WARNER BROS.  
RECORDS

PUBLICITY: JAY BERNSTEIN

continued

- Diane Basie (ASCAP), see The Big Seven.  
 Baspar (BMI), see A. Schroeder.  
 Beaver (ASCAP), see We Three.  
 Bee Cool (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) PO 5-0300. Pres.: Gilda Woods. (see Jamie).  
 Beechmont (BMI), see We Three.  
 Beechwood (BMI), 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Pres.: F. M. Scott III; VP: Herb Hendler.  
 Branches: New York, N. Y., 1290 Ave. of the Americas. Zip: 10019. Tel: (212) PL 7-7470.—Nashville, Tenn., 806 16 Ave. S. Zip: 37202. Tel: (615) 244-1844.  
 Affiliates: Johnston-Monte (BMI), Vanguard (BMI).  
 Beekman (ASCAP), see Mercury.  
 Be-Jax (BMI), 5037 Baltimore Ave., Philadelphia, Pa. 19143. Tel: (215) GR 2-9635. Owner: Tommy Keith.  
 Benco (ASCAP), see A. Schroeder.  
 Bendig (BMI), see Fermata Int'l Melodies.  
 Benell (BMI), see Jerry Blaine.  
 Bengal Tunes (BMI), 4827 Convention St., Baton Rouge, La. 70806. Tel: (504) 926-8064. Gen. Mgr.: Lynwood R. Ourso.  
 Benglo (BMI), Pres.: Ben Tucker, see Notable.  
 Bennie Benjamin (ASCAP), see Hill & Range.  
 John T. Benson (ASCAP), 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; Gen. Mgr.: Bob Benson.  
 Affiliate: Heart Warming (BMI).  
 Bentley (BMI), 503 W. Franklin St., Chapel Hill, N. C. Tel: (919) 967-7040. Mgr.: Orville B. Campbell.  
 Berdoo (BMI), 781 W. 20 St., San Bernardino, Calif. 92405. Tel: (714) 883-9209. Pres.: George E. Clements.  
 Berkshire (BMI), see American Metropolitan Ent's.  
 Irving Berlin (ASCAP), 1290 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) CI 7-4200.  
 Bernice (BMI), see A. Schroeder.  
 Bert (BMI), c/o Jeff LeRose Prod'n's, 597 Moonachie Ave., Wood-Ridge, N.J. 07075. Tel: (201) 933-3036. Owner: Jeff LeRose.  
 Bertram (BMI), 6217 S. Knoll Dr., Minneapolis, Minn. 55436. Tel: (612) 935-0516. Owner: Peter H. May.  
 Betalbin (BMI), Time & Life Bldg., Rockefeller Ctr., New York, N. Y. 10020. Tel: (212) CI 5-7010.  
 Better Choirs (SESAC), see Sing'spiration.  
 Bevell (BMI), see Artemis.  
 Bexhill (ASCAP), see Butterfield.  
 Bibb (ASCAP), 2444 Wilshire Blvd., Santa Monica, Calif. 90403. Tel: (213) UP 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 (ASCAP), Vogue (BMI), Harry Von Tilzer (ASCAP).  
 Bico, 18856 Connecticut, Roseville, Mich. 48066. Tel: (313) PR 6-1455. Contact: William Coad.  
 Big Bopper (BMI), see Tracie.  
 The Big Seven (BMI), 1631 Broadway, New York, N. Y. 10019. Tel: (212) JU 2-4267. Pres.: Morris Levy; Gen. Mgr.: Albert Peckover; Gen. Prof. Mgr.: Neil Galligan.  
 Affiliates: Bandito (BMI), Diane Basie (ASCAP), Bikini (ASCAP), Branston (BMI), C B (BMI), Cordon (BMI), Country Gentlemen (BMI), Figure (BMI), Frost (BMI), Gyrs (ASCAP), Linda's World (BMI), Little Dipper (BMI), Lovable (BMI), John D. MacArthur (BMI), Nom (BMI), Patricia (BMI), Planetary (ASCAP), Pure Soul (BMI), Rabbit's Foot (BMI), Sanada (BMI), Sandra (ASCAP), Shoshannah (BMI), Snapper (BMI), Todo Bien (BMI).  
 Int'l reps.: Albania (Planetary), Austria (Planetary), Belgium (Vogue), Bulgaria (Planetary), Czechoslovakia (Planetary), Denmark (Sonora), Eire (Planetary-Nom), Finland (Sonora), France (Vogue), Germany, East & West (Planetary), Japan (Mrs. G. T. Folster & Assocs.), Luxembourg (Basart), Netherlands (Basart), Norway (Sonora), Poland (Planetary), Rumania (Planetary), South Africa (Planetary-Nom), Sweden (Sonora), Switzerland (Planetary), USSR (Planetary), United Kingdom (Planetary-Nom), Yugoslavia (Planetary).  
 Big Shot (ASCAP), see Circle Seven.  
 Big Sioux (BMI), see A. Schroeder.  
 THE BIG 3 (ASCAP), 1350 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) 262-3131.  
 Cable: ROBMUSIC, FIESTEL, MILLERMUSE, VP & Gen. Mgr.: Arnold Maxin; Gen. Prof. Mgr.: Jay Lowy.  
 Branch: Hollywood, Calif., 1777 N. Vine St. Zip: 90028. Tel: (213) HO 9-5374.  
 Affiliates: Leo Feist (ASCAP), Hastings (BMI), Miller (ASCAP), Robbins (ASCAP).  
 Int'l firms represented: Curci (Italy), B. Feldman (United Kingdom), Francis, Day & Hunter (United Kingdom), Hans Gerig (Germany), Reuter & Reuter (Sweden), Gordon V. Thompson (Canada).  
 Int'l reps.: Australia (J. Albert & Sons), Austria (Wellmusik), Belgium (Francis, Day), France (France-Melodie), Germany (Sidemont), Italy (Curci), Japan (Eastern), Mexico (Grever), Netherlands (Trident), Spain (Canciones del Mundo), Sweden (Reuter & Reuter), Switzer-
- land (Sidem), United Kingdom (B. Feldman; Francis, Day & Hunter; Robbins). (SEE ADVERTISEMENT).  
 Big Wedge (BMI), 3101 Fleet St., Baltimore, Md. 21224. Tel: (301) 327-1514. Pres.: Ralph Johnson.  
 Carrie Biggs (BMI), 61 W. Third St., Xenia, Ohio 54385. Tel: (513) 372-5427. Gen. Mgr.: Rev. E. R. Biggs; Gen. Prof. Mgr.: Carrie Biggs.  
 Bigtop (ASCAP), see Hill & Range.  
 Bikini (ASCAP), see The Big Seven.  
 BiLdo (BMI), 410 W. 115 St., New York, N. Y. 10025. Tel: (212) UN 5-9795. Pres.: Bill Downs.  
 Int'l reps.: Germany (Minerva), United Kingdom (April).  
 Binh Ent. (BMI), PO Box 351, Lobo Canyon, Grants, N. M. 87020. Tel: (505) 287-3086. Pres.: Susan Larson; Gen. Mgr.: Edward Larson.  
 Bip-Bam (BMI), 2022 Freeman Ave., Cincinnati, Ohio 45214. Tel: (513) 221-8495. Pres.: Vincent L. Morton; Gen. Mgr.: LaVera A. Morton; Gen. Prof. Mgr.: Eric V. Morton.  
 Black Gold (BMI), PO Box 8033, Hollywood Sta., 625 Chelsea, Memphis, Tenn. 38108. Tel: (901) 523-1190. Pres.: Judd F. Wood.  
 Black Orchid (BMI), PO Box 11254, E. Memphis Sta., Memphis, Tenn. Gen. Mgr.: Terry Rose.  
 BLACKWOOD (BMI), 1650 Broadway, Suite 201, New York, N. Y. 10019. Tel: (212) LT 1-9690. VP: Neil Anderson; Gen. Mgr.: Gerald E. Teifer; Prof. Mgr.: David Rosner.  
 Affiliate: April (ASCAP). (SEE ADVERTISEMENT).  
 Jerry Blaine (BMI), 1790 Broadway, New York, N. Y. 10019. Tel: (212) PL 7-8570.  
 Affiliate: Benell (ASCAP).  
 Blasco (ASCAP), 11240 N. Oak St., Kansas City, Mo. 64155. Tel: (816) RE 4-4033. Mgr.: Frank Blasco.  
 Blazon (BMI), PO Box 35, Nashville, Tenn. 27302. Tel: (615) 244-6679. Owner: Zeke Clements.  
 Bleu Disque, see Doraflo.  
 Bloch (ASCAP), 31 W. 31 St., New York, N. Y. 10001. Tel: (212) LO 4-2040. Pres.: Edward H. Bloch.  
 Bloor (BMI), see Lansdowne.  
 Blue Angel (BMI), 4914 Wellsworth Ave., Louisville, Ky. 40216. Tel: (502) 447-0670. Pres.: Wesley Daugherty; Gen. Mgr.: Patricia Daugherty.  
 Blue Bird (ASCAP), 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) WI 5-3312. Owners: Russ & Paula Thompson.  
 Blue Book (BMI), 403 Chester, Bakersfield, Calif. 93301. Tel: (805) 323-8311. Owner: Buck Owens; Gen. Mgr.: Dorothy Owens.  
 Blue Crest (BMI), PO Box 162, Madison, Tenn. 37115. Tel: (615) 865-1445. Pres.: Ray R. Baker.  
 Blue Echo, PO Box 1223, 709 17 Ave. S., Nashville, Tenn. 37202. Tel: (615) 256-2448. Pres.: Ray Griff.  
 Blue Horizon (BMI), see Metric Music Group.  
 Blue Port (BMI), see Jonvis.  
 Blue Seas (ASCAP), see Fred Ahlert.  
 Blueboy (ASCAP), 1111 S. Pine, Grand Island, Neb. 68801. Tel: (308) 382-2413. Contact: Bob Petersen.  
 Bobby Tunes (ASCAP), see Marvilla.  
 Bobob (ASCAP), see Claridge.  
 Bobwhite (BMI), see Eureka.  
 Bomac (BMI), div. Mississippi Artist Corp., PO Box 10992, Jackson, Miss. 39209. Tel: (601) 362-9482 & 352-4923.  
 Bonatemp (BMI), 2117 Orleans Ave., New Orleans, La. 70116. Tel: (504) 524-7428/9. Pres.: Clinton Scott.  
 Bonjour (ASCAP), see Earth.  
 Boomerang (BMI), see S&R.  
 Borscht (BMI), 8467 Beverly Blvd., Los Angeles, Calif. 90048. Tel: (213) 653-8533. Pres.: George Greif.  
 BCURNE (ASCAP), 136 W. 52 St., New York, N. Y. 10019. Tel: (212) CI 7-5500. Owner: Bonnie Bourne; Gen. Prof. Mgr.: Bernie Scherer.  
 Branch: Hollywood, Calif., 6381 Hollywood Blvd. Zip: 90028.  
 Affiliates: Bourne-Filmusic (ASCAP), Murbo (BMI), Oakland (ASCAP), Schumann (ASCAP).  
 Int'l firms represented: Bourne-France (France), Bourne (United Kingdom).  
 Int'l reps.: Australia (Boosey & Hawkes), Germany (Melodie Der Welt), Netherlands (Basart), United Kingdom (Filmusic). (SEE ADVERTISEMENT).  
 Bourne-Filmusic (ASCAP), see Bourne.  
 Branston (BMI), see The Big Seven.  
 Braun (SESAC), see Music Sales Corp.  
 Breeze (BMI), PO Box 82, Cheyenne, Wyo. 82001. Tel: (307) 638-8733. Contact: Ray Alexander.  
 Breezy Willow (ASCAP), see Lesjohm.  
 Bregman, Vocco & Conn (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-1591. Prof. Mgr.: Jack Spatz.  
 Branch: Hollywood, Calif., 1610 N. Argyle Ave. Zip: 90028. Prof. Mgr.: Milton Samuels.  
 Affiliates: Chatham (ASCAP), Lombardo (ASCAP), Rosemeadow (ASCAP), Supreme (ASCAP), Triangle (ASCAP), Vernon (ASCAP), Welzheim (ASCAP).  
 Brenda (BMI), see Eden.  
 Brenner (BMI), see Hill & Range.  
 Brent (BMI), 1290 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) 247-0655. Pres.: Bob Shad.  
 Lawrence Brett, see ALA Ent's.
- 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.  
 Brigaro (BMI), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) 247-4555. Contacts: Frank Scinarlo & Dave Brigati.  
 Bright Tunes, c/o Seymour Barash, 1 Hanson Pl., Brooklyn, N. Y. 11217. Tel: (212) NE 8-9777. Pres.: Seymour Barash.  
 Brittany (BMI), see Hill & Range.  
 Bro-Sil (ASCAP), see Tupper.  
 Broadman Press (SESAC), 127 Ninth Ave. N., Nashville, Tenn. 37203.  
 Affiliate: Sunday School Board of the Southern Baptist Convention (SESAC).  
 Broadway (ASCAP), see American Metropolitan Ent's.  
 Bromillo (BMI), 8740 Aldwick Dr., Dallas, Tex. 75238. Tel: (214) DI 8-9324. Pres.: Don Brooks; Gen. Mgr.: Joe Jaramillo.  
 Bronen, 2481 Webster, Bronx, N. Y. 10458. Tel: (212) CY 8-3350. Partner: M. Bronen.  
 Bronze (SESAC), see Sure-Fire.  
 Brookdale (BMI), see American Metropolitan Ent's.  
 Brookings (ASCAP), see Merna.  
 Brown (BMI), see Roosevelt.  
 Brownleaf (BMI), PO Box 7221, Mobile, Ala. 36607. Tel: (504) 477-7434. Pres.: John N. Blackburn; VP: Mrs. Sara Ann Smith.  
 Brownsboro (SESAC), see Falls City.  
 Brunswick (BMI), 2334 S. Holt, Los Angeles, Calif. 90034. Tel: (213) CR 3-0442. Owner: Lee Silver.  
 Affiliate: Administration (BMI).  
 Buckboard (BMI), 10400 Gloria Pl. N.E., Albuquerque, N. M. 87112. Tel: (505) 299-9319. Sales: M. J. Elliott.  
 Affiliate: Pueblo (BMI).  
 Buckeye (ASCAP), see Carlson.  
 Buckhorn (BMI), 806 16 Ave. S., Nashville, Tenn. Tel: (615) 254-6171. Pres.: Marijohn Wilkin.  
 Buckingham (ASCAP), see Pavanne.  
 Buckle's (BMI), see Hinkle.  
 Budd (ASCAP), 1619 Broadway, Rm. 501, New York, N. Y. 10019. Tel: (212) JU 6-3090. Pres.: Buddy Kaye.  
 Affiliates: Ananga-Ranga (BMI), Greenleaf (BMI), Raintree (ASCAP).  
 Int'l firms represented: Budd, Musicville, Raintree (United Kingdom).  
 Buffee (BMI), see Lesgor.  
 Bumar (BMI), see N. A. Busillo.  
 Bumarack (BMI), see N. A. Busillo.  
 Bun-Bud (BMI), 300 W. 55 St., New York, N. Y. 10019. Tel: (212) 246-4982. Pres.: Bunny Jones; Gen. Mgr.: Chris Jones.  
 Burchten (BMI), PO Box 11522, Memphis, Tenn. 38111. Tel: (901) 324-4640. Pres.: Marvin Burcham.  
 Burdette (BMI), see Jerden.  
 Burke & Van Heusen (ASCAP), 250 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-4417. Pres.: James Van Heusen.  
 Burning Tree (BMI), see Earth.  
 Burnt Oak (BMI), 455 Thompson Blvd., Chickasaw, Ala. Tel: (205) GL 2-4298. Mgr.: John Bozeman.  
 N. A. Busillo (ASCAP), 1023 N. 67 St., Philadelphia, Pa. 19151. Tel: (215) GR 2-4020. Pres.: Nicholas A. Busillo.  
 Affiliates: Bumar (BMI), Bumarack (BMI), Chromatic (BMI), Clearview (ASCAP), Judith (ASCAP), Lansdale (BMI), Nicholas (ASCAP), St. George (ASCAP), Wharton (ASCAP).  
 Butterfield (BMI), 822 Madison Ave., New York, N. Y. 10021. Tel: (212) 535-2303. Pres.: N. Gimbel.  
 Affiliate: Bexhill (ASCAP).  
 Buxton Hill (ASCAP), see Chappell.  
 By-Nash of Nashville (BMI), PO Box 701, Nashville, Tenn. 37202. Tel: (615) 297-4967. Pres.: R. Murray Nash.  
 Bybar (BMI), 607 W. Estes Ave., Midland, Tex. 79701. Tel: (915) MU 2-9636. Pres.: Byron E. Barber.  
 Bynum (BMI), 238 Penn Ave., Rocky Mount, N. C. 27801. Contact: Bill Bynum.
- C**
- C A M-U S A (BMI), 370 Lexington Ave., New York, N. Y. 10017. Tel: (212) MU 3-8484. Pres.: Leonello Leonelli; Treas.: Vittorio Benedetto.  
 Int'l branch: Italy, Via Vigilio 8, Rome.  
 C B (BMI), see The Big Seven.  
 C J (BMI), 4803 Indiana Ave., Chicago, Ill. 60615.  
 Caboose Song (BMI), 1201 Plymouth Ave., Nashville, Tenn. 37216. Tel: (615) CA 7-6233. Mgr.: Carl E. Thomas.  
 Cactus (BMI), c/o Theo Allen Ent's., PO Box 8626, Los Angeles, Calif. 90008. Owner-Pres.: Theo Allen.  
 Irving Caesar (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-7888.  
 Cajun (BMI), PO Box 1130, Shreveport, La. 71102. Tel: (318) 422-8711. Mgr.: Henry B. Clay.  
 Calbel (BMI), 77 Felch Rd., North Attick, Mass. 01760. Tel: (617) 653-3891. Pres.: Cash Evans.  
 Calten (BMI), 115 E. McKellar, Memphis, Tenn. Tel: (901) 324-4640. Pres.: Cecil Caldwell.  
 Camad (BMI), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.  
 Camarillo (BMI), see Ridgeway.  
 Camelback Mountain (ASCAP), see Shapiro, Bernstein.  
 Camelot (ASCAP), see General.

continued on page 66



# EVERYDAY IS SATURDAY!

**JUNE 1967**

SATURDAY	SATURDAY	SATURDAY	SATURDAY	SATURDAY	SATURDAY	SATURDAY
					2 "RAG DOLL"	3 "CAN'T TAKE MY EYES OFF YOU"
4 "C'MON MARIANNE"	5 "SOCK IT TO ME!"	6 "CALIFORNIA NIGHTS"	7 "DAWN" (Go Away)	8 "THE SUN AIN'T GONNA SHINE ANYMORE"	9 "CONCRETE AND CLAY"	10 "JENNY TAKE A RIDE"
11 "LET'S HANG ON"	12 "NAVY BLUE"	13 "WORKIN' MY WAY BACK TO YOU"	14 "SILENCE IS GOLDEN"	15 "SUMMER AND SANDY"	16 "TELL IT TO THE RAIN"	17 "RONNIE"
18 Remond my wife that today is Father's Day!	19 Philip's birthday!	20 "WALKIN' MY CAT NAMED DOG"	21 "OPUS 17"	22 "SAVE IT FOR ME"	23 "BEGGIN'"	24 "GOODBYE GIRL"
25	26 Betty's birthday!	27 "I'M GONNA CHANGE"	28 "BYE BYE BABY"	29	30 4 day weekend	



Saturday Music, Inc. 1841 Broadway Suite 600 New York, N. Y. 10023 Ci 5-3535

Campbell-Connelly (ASCAP), 565 Fifth Ave., New York, N. Y. 10017.  
 Campe (BMI), see Parnaso.  
 Canford (BMI), see Hill & Range.  
 Cannon Point (BMI), see Claridge.  
 Cantagallo Int'l, c/o Zissu, Marcus & Stein, 292 Madison Ave., New York, N. Y. Tel: (212) MU 3-0966. Pres.: K. H. Busse.  
 Capri (BMI), see Alfred.  
 Caprice (BMI), see Jaspur.  
 Captain Marvel (BMI), c/o Pryor, Braun, Cashman & Sherman, 640 Fifth Ave., New York, N. Y. 10019. Tel: (212) JU 2-7900. Pres.: Denny Randall; Sec'y-Treas.: Sandy Linzer.  
 Cariola Songs (ASCAP), see Sultan.  
 Carlson (BMI), Sheraton Gibson Hotel, Room 105, Cincinnati, Ohio 54202. Tel: (513) 381-3166. Contact: Harry Carlson.  
 Affiliates: Buckeye (ASCAP), Pegglov (BMI).  
 Carlson (SESAC), see Ludwig.  
 Carlyle (ASCAP), see We Three.  
 Carmichael (ASCAP), see Frank.  
 Carsan (ASCAP), PO Box 19024, Houston, Tex. 77024. Tel: (713) MO 7-2362. Pres.: Edward C. Benjamin.  
 Johnny Carter (BMI), PO Box 270, Newport, Tenn. 37821. Tel: (615) 623-3722.  
 Carwin (ASCAP), see Edwin H. Morris.  
 Casablanca (BMI), c/o Pingatore Entertainment Inds., 4010 Concord Pike, Wilmington, Del. 19803. Tel: (302) 478-2200. Pres.: Frank J. Pingatore.  
 Affiliates: Tinker (ASCAP).  
 Castion (SESAC), 555 Kappock St., Bronx, N. Y. Tel: (212) 884-4613.  
 Catalina (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-7281. Pres.: Teddy Powell.  
 Cathedral (BMI), PO Box 127, Florien, La. 71429. Tel: (318) 586-3865. Pres.: K. W. Hopkins.  
 Catmp (ASCAP), see Project Seven.  
 Cavalcade (ASCAP), 136 E. 57 St., New York, N. Y. Tel: (212) PL 9-8500. Contact: Hy Grill.  
 Affiliates: Ashland (BMI), Highwood (BMI), Rosewood (ASCAP).  
 Cave (BMI), see Raleigh.  
 Cecilian (BMI), see Jaspur.  
 Cedarwood (BMI), 815 16 Ave. S., Nashville, Tenn. 37204. Tel: (615) 255-6535. Mgr.: J. William Denny.  
 Celix (BMI), 9101 S. Dante, Chicago, Ill. 60619. Tel: (312) BA 1-6562. Pres.: William H. Lasley.  
 Cenci (ASCAP), see Slide.  
 Central Songs (BMI), 1804 Ivar Ave., Hollywood, Calif. 90028. Tel: (213) 469-2239. Pres.: Clifflie Stone; Gen. Mgr.: Buzz Carleton.  
 Branches: Bakersfield, Calif., 517 Tulip. Zip: 93306. Gen. Prof. Mgr.: Dusty Rhodes.—Nashville, Tenn., 807 17 Ave. S. Zip: 37203. Tel: (615) 244-2789. VP: Happy Wilson.  
 Affiliates: Airfield (BMI), Century Songs (BMI), Devere (ASCAP), Freeway (BMI), Opal (BMI), Snyder (ASCAP).  
 Century Songs (BMI), see Central Songs.  
 Certificate (BMI), see Merlin.  
 Cessna (ASCAP), 5966 Lakeview, Detroit, Mich. 48213. Tel: (313) 824-3432. Mgr.: Ben Williams.  
 Cetra (BMI), 1126 E. 59 St., Chicago, Ill. 60637. Tel: (312) HY 3-9781. Mgr.: Morton A. Kaplan.  
 Chair (BMI), 3925 N. Conlon Ave., Covina, Calif. Owner: Jerry Herzon.  
 Champagne (ASCAP), see Bibo.  
 Champion (BMI), see MCA.  
 Channel (ASCAP), 12227 Addison St., North Hollywood, Calif. 91607. Tel: (213) 762-6442. Pres.: Sheb Wooley; Gen. Mgr.: Doug Cooper.  
 Affiliates: Cordial (BMI).  
 Chappell (ASCAP), 609 Fifth Ave., New York, N. Y. 10017. Tel: (212) PL 2-4300. Prof. Mgr.: Stan Stanley.  
 Affiliates: Buxton Hill (ASCAP), De Sylva, Brown & Henderson (ASCAP), Gershwin (ASCAP), T. B. Harms (ASCAP), Mutual Music Society (ASCAP), Williamson (ASCAP).  
 Chardon (BMI), see Faithful Virtue.  
 Charing Cross (BMI), 40 E. 54 St., New York, N. Y. 10022. Tel: (212) 751-6590. Prof. Mgr.: Stan Rublowsky.  
 Affiliates: Eclectic.  
 Int'l rep.: United Kingdom (Lorna).  
 Charlin (ASCAP), see Tunecrafters.  
 Charling (ASCAP), see Edwin H. Morris.  
 Chart (SESAC), see Summy-Birchard.  
 Charlbuster (BMI), 1203 28 St. N.W., Washington, D.C. Tel: (202) 333-6646. Pres. & Gen. Mgr.: Bobby Poe.  
 Affiliates: Fiasco (BMI), Kansoma (BMI).  
 Chatham (ASCAP), see Bregman, Vocco & Conn.  
 Checkmate, Box 1493, Amarillo, Tex. Tel: (806) FL 6-3350. Pres.: Ray Ruff.  
 Cherie (BMI), 3621 Heath Ln., Mesquite, Tex. 75149. Tel: (214) BR 9-5858. Owners: Jimmy Fields & George McCoy.  
 Cherio (BMI), 39 W. 54 St., New York, N. Y. 10019. Tel: (212) LT 1-1330. Cable: EASTMANAID. Pres.: Lee V. Eastman.  
 Chestler (BMI), 526 W. Russell Ave., Flint, Mich. 48505. Tel: (313) 789-1306. Pres.: Harry F. Chestler.  
 Chevell (BMI), PO Box 12276, Ft. Worth, Tex. 76116. Tel: (817) PE 2-1684. Pres. & Gen. Mgr.: W. F. Temple; Gen. Prof. Mgr.: N. D. Moody.  
 Affiliates: Sound/age (BMI).

Chevis (BMI), 320 E. 21 St., Chicago, Ill. 60616. Tel: (312) 225-8802. VP: Roquel Davis.  
 Chi-Sound (BMI), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.  
 Chicory (BMI), see Claridge.  
 Chippendale (ASCAP), see Longridge.  
 Choral Services (SESAC), see Singpiration.  
 Chris (BMI), PO Box 207, Manistique, Mich. 49854. Tel: (906) 341-2654. Pres.: R. B. Christensen.  
 Affiliates: Saralee (BMI).  
 Chromatic (BMI), see N. A. Busillo.  
 Chu-Fin, 1808 West End Bldg., Penthouse, Nashville, Tenn. Tel: (615) 244-1145. Pres.: Finley B. Duncan; Gen. Prof. Mgr.: Phillip D. Scott.  
 Affiliates: Audophone (ASCAP), Piccolo (BMI).  
 Cigma (BMI), 806 17 Ave. S., Suite 300, Nashville, Tenn. Tel: (615) 255-8578.  
 Cinton (ASCAP), see Artemis.  
 Circle Dot (BMI), see Jamie.  
 Circle Seven (BMI), 8255 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 656-7790. Pres.: Joseph Hoover.  
 Affiliates: Big Shot (ASCAP), HWS (ASCAP), Hot Shot (BMI).  
 Cissi (BMI), see And.  
 Claiborne (BMI), 930 F St. N.W., Washington, D. C. 20004. Tel: (202) DI 7-3944. Cable: CLAIBORNE-MUSIC. Pres. & Owner: Lillian N. Claiborne.  
 Clara (ASCAP), c/o H. Leventhal, 200 W. 57 St., Suite 1304, New York, N. Y. 10019. Tel: (212) JU 6-6553. Pres.: Harry Belafonte.  
 Claridge (ASCAP), 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) HO 9-8149. Pres.: Frank C. Stay Jr.  
 Affiliates: Bobob (ASCAP), Cannon Point (BMI), Chicory (BMI), Conley (ASCAP).  
 Clearview (ASCAP), see N. A. Busillo.  
 Clef (SESAC), 351 W. 52 St., New York, N. Y. 10019. Tel: (212) JU 6-4470. Pres.: W. Kane; Sec'y: Ange Tomaselli.  
 Affiliates: King (SESAC).  
 Clocks (BMI), see Marmor.  
 Cloven Hoof (BMI), 40 E. 58 St., Suite 6E, New York, N. Y. 10022. Tel: (212) 935-0590. Cable: JETSET. Pres.: Dimitri Villard.  
 Club Miami (BMI), PO Box 513, Middletown, Ohio 45047.  
 Colgems (ASCAP), see Screen Gems-Columbia.  
 Collie (ASCAP), see Mac Heather listed under "M."  
 Colombine (BMI), see Sunbeam.  
 Colonial (BMI), 163 W. 23 St., New York, N. Y. 10011. Tel: (212) CH 2-0880. Pres.: Tetos Demetriades.  
 Columbia Pictures (ASCAP), see Shapiro, Bernstein, Comanchi (BMI), PO Box 3374, Fresno, Calif. Tel: (209) 266-9570. Pres.: Ray Camacho.  
 Combine (BMI), 812 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-0624. Gen. Prof. Mgr.: Bob Beckham.  
 Affiliates: Longhorn (BMI), Music City (ASCAP), Vintage (BMI).  
 Comet (ASCAP), see Dick James.  
 COMMANDER (ASCAP), 1610 N. Argyle Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-0878. Owner: Johnny Mercer; Gen. Mgr.: Marshall Robbins. (SEE ADVERTISEMENT).  
 Compton (ASCAP), see Zodiac.  
 Concertone Songs (ASCAP), see Leonard Hodes Group.  
 Conifer (ASCAP), PO Box 701, Nashville, Tenn. 37202. Pres.: Ralph H. Compton.  
 Branch: Birmingham, Ala., PO Box 4131. Zip: 35206. Tel: (205) 833-5982.  
 Conley (ASCAP), see Claridge.  
 Conn (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-7626. Pres.: Walter Cohen.  
 Reg Connelly (ASCAP), see Hill & Range.  
 Conquest (ASCAP), see American Metropolitan Ent. Consolidated (ASCAP), see Music Sales Corp.  
 Conte (BMI), 9165 Sunset Blvd., Los Angeles, Calif. Tel: (213) CR 5-5021. Pres.: Ruth Conte.  
 Affiliates: Etnoc (ASCAP).  
 Cooga (BMI), see Spooner.  
 Cool Air (BMI), 1517 'B' West Double Branch Rd., West Columbia, S. C. 29169. Pres.: Mrs. Enola Mae Stevens; Gen. Mgr.: James Steward.  
 Branch: Columbia, S. C., 1811 Waverly St. Tel: (803) 256-6002. Gen. Mgr.: Paul E. Coleman.  
 Affiliates: Zeno (BMI).  
 Co-operative, 819 Chapels St., New Haven, Conn. Tel: (203) 624-1700. Owners: Rudolph Pasqualoni & Merle Shaw.  
 Sam Coplin (BMI), 1 Lee Park West, 3303 Lee Pkwy., Dallas, Tex. 75219. Tel: (214) LA 2-1011. Pres.: Nancy Coplin; Treas.: Sam Coplin.  
 Copper Penny (BMI), 6331 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) HO 9-2911. Pres.: Howard Wolf.  
 Cordial (BMI), see Channel.  
 Cordon (BMI), see The Big Seven.  
 Coreco (BMI), 209 Washington St., Huntsville, Ala. 35801. Tel: (205) 534-5930. Pres.: Mitchell H. Montgomery.  
 Cornerstone (BMI), see Metric Music Group.  
 Corpo Prod'ns (BMI), see Eden.  
 Cotillion (BMI), 1841 Broadway, New York, N. Y. 10023. Tel: (212) PL 7-6306. Pres.: Ahmet Ertegun.  
 Affiliates: Pronto (BMI), Walden (ASCAP).  
 Counterpart (BMI), 2570 Harrison Ave., Apt. 102, Cincinnati, Ohio. Tel: (513) 481-6877. Pres. & Gen. Mgr.: Howard Lovdal.

Country Gentlemen (BMI), see The Big Seven.  
 Country Star (ASCAP), see Kelly.  
 Cousins (BMI), 382 E. Fordham Rd., Bronx, N. Y. 10458. Tel: (212) LU 4-0980.  
 Alan Craig, see ALA Ent's.  
 Cramart (BMI), 806 17 Ave. S., Suite 300, Nashville, Tenn. 37203. Tel: (615) 255-8578. Pres.: Grady Martin.  
 Criterion (ASCAP), 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-2296.  
 Branch: New York, N. Y., 150 W. 55 St. Zip: 10019. Tel: (212) CI 5-7236.  
 Affiliates: Atlantic (BMI), Austin (BMI), E-D (BMI), Michael H. Goldsen (ASCAP), Granite (ASCAP), Peters (ASCAP), Plus-Minus (ASCAP), Tex Ritter (ASCAP), Tyleron (ASCAP).  
 Critique, 38 State St., Portland, Me. Mgr.: Carl Strube.  
 Cross Keys (ASCAP), see Tree.  
 Crotona (BMI), 1122 Rhineland Ave., Bronx, N. Y. 10461. Tel: (212) 892-8290. Pres.: Al Volpe; Gen. Mgr.: Bob Calilli; Gen. Prof. Mgr.: Tony Sansone.  
 Affiliates: White Mountain (ASCAP).  
 Cudda-Paine, 1687 Broadway, New York, N. Y. 10019. Tel: (212) WA 6-9380. Pres.: Mr. Brantley.  
 Cumulus (ASCAP), Gen. Mgr.: Tess Mandel, see FSB Assocs.  
 Curtom (BMI), 79 W. Monroe, Chicago, Ill. 60603. Tel: (312) ST 2-2832. Sec'y: Richard M. Shelton.  
 Cuzz (BMI), 154 Spring St., Charlestown, Ind. 47111. Tel: (812) 256-2626/5238. Pres.: Kenneth Sowder; VP: Beulah Sowder.  
 Cy (ASCAP), PO Box 955, Mobile, Ala. Tel: (205) 433-2450. Pres.: Cy Cain; Gen. Mgr.: John Cain; Gen. Prof. Mgr.: Arlen Cain.

**D**

D & L (BMI), 6153 Lexington Ave., Suite 15, Hollywood, Calif. 90038. Tel: (213) 469-6719. Pres.: Don Grashy.  
 Int'l branch, Canada, 232 Lincoln St., Port Arthur, Ont.  
 Int'l rep.: Australia (Woomera).  
 Daddy Sam (BMI), see Leigh.  
 Dekar (BMI), see Jot.  
 Dana (BMI), 1130 Stillwater Dr., Miami Beach, Fla. 33141. Tel: (305) UN 5-8960. Pres.: Walter Dana.  
 Danby (BMI), Tel: (212) PL 7-1656, see Fred Fisher.  
 Dandelion (BMI), Tel: (215) CE 2-8383, see Jamie.  
 Danielle (ASCAP), 5417 Fleet Ave., Cleveland, Ohio 44105. Tel: (216) 441-3392. Pres.: Danielle Catalano.  
 Branch: Franklin Square, L. I., N. Y., 643 Sobco Ave.  
 Charles N. Daniels (ASCAP), see Hill & Range.  
 Darby (BMI), 6311 Gulf Freeway, Houston, Tex. 77023. A&R: C. H. Wilson; Promo. Mgr.: E. L. Cole.  
 Darwood (ASCAP), 10 W. 74 St., New York, N. Y. 10023. Tel: (212) TR 7-2066. Mgr.: Woody Harris.  
 David (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-2159.  
 Affiliates: Sarah (ASCAP).  
 Dale Davis (BMI), PO Box 4273, Cleveland, Ohio 44132. Tel: (216) 486-1817. Pres.: Dale L. Davis; VP: Paul R. Miskey.  
 Dawn (ASCAP), 1416 Brooklyn Ave., Brooklyn, N. Y. 11210. Tel: (212) GE 4-3393. Mgr.: Billy Hayes.  
 Dawny, see Pavanne.  
 Dayshel (BMI), see Raleigh.  
 Daywin (BMI), 250 N. Canon Dr., Beverly Hills, Calif. VP: Don Genson.  
 Affiliates: Artists (ASCAP).  
 Dear Tyger (BMI), see Odyssey.  
 Debmarr (ASCAP), see Rambda.  
 Debra (BMI), 4625 N. 50 Dr., Phoenix, Ariz. 85031. Tel: (602) YE 7-6071. Mgr.: Loy M. Clingman.  
 Dedrick Bros. (BMI), Main & Grove Sts., Delevan, N. Y. 14042. Tel: (716) 492-2623. Pres.: Arthur W. Dedrick; Gen. Mgr.: Lyle F. Dedrick.  
 Affiliates: Almitra (ASCAP); Kendor (SESAC).  
 Deep Blue (BMI), 30 Lark Dr., Woodbury, L. I., N. Y. 11797. Tel: (516) 931-2460. Owners: Joe Docko & Joe Docko Sr.  
 Deer Creek, 134 N. Columbus St., Lancaster, Ohio 43130. Tel: (614) 653-5599. Pres.: Wilbur C. Eaon; Exec. Sec'y: Helen Jo Eagy.  
 Pietro Deiro (SESAC), 133 Seventh Ave. S., New York, N. Y. 10014. Tel: (212) OR 5-5460. Mgr.: Pietro Deiro.  
 Affiliates: Momac (BMI), Santee (ASCAP).  
 Delanier (BMI), 2106 Fifth Ave., Los Angeles, Calif. 90016. Tel: (213) 292-9490. Pres.: Leonard Jewell Smith.  
 Delbryan (BMI), 1056 S. St. Andrews Pl., Los Angeles, Calif. 90019. Tel: (213) RE 2-7449. Treas.: B. H. White.  
 Delev (BMI), 4410 Chestnut St., Philadelphia, Pa. 19104. Tel: (215) 222-5257. Pres.: William Lucas.  
 Delgav Int'l (BMI), 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.: J. R. Gayer.  
 Delicato (BMI), see Pavanne.  
 Demarest, 369 15 St., Norwood, N. J. 07648. Tel: (201) 768-4374. Gen. Mgr.: John Vrolyk.  
 Dempsey (BMI), 1314 Ellsworth Ind'l Dr. N. W., Atlanta, Ga. 30318. Tel: (404) 351-5425. Pres.: "Little" Jimmy Dempsey.

continued on page 68

# We speak The Kings' English.

MR. JACK MAGRAW  
SCREEN GEMS-COLUMBIA MUSIC LTD.  
28/29 ST. JAMES'S SQUARE  
LONDON S.W. 1, ENGLAND

MR. STIG ANDERSON  
SCREEN GEMS  
MUSIKFORLAG AB  
BRAHEGATAN 24  
STOCKHOLM, SWEDEN

MR. RUDI REVIL  
EDITIONS SCREEN GEMS-COLUMBIA  
71 RUE DE PROVENCE  
PARIS 9E, FRANCE

MR. SHOICHI KUSANO  
SHINKO MUSIC PUBLISHING CO., LTD.  
13, 2-CHOME  
TSUKASA-CHO, KANDA  
CHIYODA-KU  
TOKYO, JAPAN

MR. ROLAND KLUGER  
EDITIONS SCREEN GEMS  
COLUMBIA, S.P.R.L.  
13 MADELEINE  
BRUSSELS, BELGIUM

# Also Française, Svensk, Deutsch, 日本語, Italiano, Español, עִבְרִית, Portuguese, and 'strian.

DR. HANS GERIG  
PAUL SCHMIDT MUSIKVERLAG GMBH  
DRUSUSGASSE 7/11  
COLOGNE, GERMANY

MR. AMADO REQUEIRO  
EDICIONES MUSICALES  
HISPAVOX SA  
CAMPOMANES NUM. 8  
MADRID 13, SPAIN

MR. LADISLAO SUGAR  
EDIZIONI MUSICALI  
SCREEN GEMS-COLUMBIA  
GALLERIA DEL CORSO 4  
MILAN, ITALY

MR. FREDERICK REITER  
MUNDO MUSICAL S.A.  
PUEBLA 286  
MEXICO D.F.

DR. OPHIRA BAR-BLAN  
SUBAR MUSIC PUBLISHING CO., LTD.  
RAMATH-HASHARON  
1, ANY MA'AMIN STR.  
ISRAEL

STANKO JEREBIC  
MELOGRAF, S.R.L.  
PARAGUAY 1583  
BUENOS AIRES, ARGENTINA

MR. ROSSINI PINTO  
EDITORIA MUNDO MUSICAL LTDA. (BMI)  
EDITORIA LATINO AMERICANA  
DE MUSICA "ELAM" LTDA. (ASCAP)  
CAIXA POSTAL 1940, ZC-00  
RIO DE JANEIRO GB, BRAZIL

MR. JACK ARGENT  
SCREEN GEMS/COLUMBIA MUSIC PTY. LTD.  
UNIVERSAL HOUSE  
PELICAN STREET  
SYDNEY, AUSTRALIA

WHEREVER YOU ARE, **Screen Gems/Columbia Music** SPEAKS YOUR LANGUAGE!

EMIL LA VIOLA  
VICE PRESIDENT IN CHARGE  
COLUMBIA PICTURES/SCREEN GEMS TV MUSIC DIVISION  
711 FIFTH AVENUE, NEW YORK 10022/2121 PLAZA 1-4400

continued

Den (BMI), 930 "F" St., N. W., Suite 615, Washington, D. C. 20004. Tel: (202) 347-3944. Pres.: Lillian N. Claiborne; Assoc.: Lena H. Nichol.

Dena (ASCAP), c/o Julius Lefkowitz & Co., 9171 Wishire Blvd., Suite 420, Beverly Hills, Calif. 90210. Tel: (213) 275-0111.

Denric (ASCAP), see A. Schroeder.

Desilu (ASCAP), see Frank.

Destination (BMI), see World Int'l.

De Sylva, Brown & Henderson (ASCAP), see Chappell.

Deutekom (BMI), 4641 66 St., N., St. Petersburg, Fla. 33709. Tel: (813) 544-6009. Pres.: Paul E. Deutekom.

Devere (ASCAP), see Central Songs.

Dexter (ASCAP), 1020 Potrero Ave., San Francisco, Calif. 94110. Tel: (415) 647-4855. Pres.: Tom Spinosa; Gen. Mgr.: James V. Salemi.

**Affiliate:** Stern.

Al Dexter (BMI), c/o Hill & Range, 1619 Broadway, New York, N. Y., 10019. Tel: (212) JU 6-0674. Cable: HILLSONGS. Pres.: Julian J. Aberbach.

Dialogue (BMI), see Earth.

Diana (ASCAP), see Sidney.

Dickerman (BMI), 101 First St., Utica, N. Y. 13503. Tel: (315) 732-2172. Pres. & Treas.: Kenneth S. Hurd.

**Branch:** Middletown, Ohio, 3002 Manchester Rd. Zip: 45042.

Dickson (ASCAP), 140 E. 56 St., New York, N. Y. 10022. Tel: (212) PL 3-6444. Pres.: Dick Manning.

Dijon (BMI), 7165 W. Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) HO 6-3311. Mgr.: Al Simms.

Dim Light (BMI), 3163 Poplar Dr., Lynwood, Calif. 90262. Tel: (213) 639-3201 & 631-6383. Co-Dirs.: Nick Risi & James Thomas.

Ding Dong (BMI), see Barton.

Walt Disney (ASCAP), 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Cable: DISNEY. Pres. & Gen. Prof. Mgr.: James A. Johnson; Gen. Mgr.: Rose Cameneti.

**Affiliate:** Wonderland (BMI).

**Int'l reps.:** Argentina (Julio Korn), Australia (Castle), Brazil (RCA), Canada (Walt Disney), France (Walt Disney Prod'ns), Germany (Walt Disney Mickey Maus), Israel (Israzemer), Italy (Curci), Japan (Walt Disney, Shinko), Mexico (Brambila), Scandinavian Countries (Imudico), Spain (Hisvapox), United Kingdom (Walt Disney Prod'ns).

Distinguished (ASCAP), 4622 N. Warnock St., Philadelphia, Pa. 19140. Tel: (215) DA 9-8515. Pres.: Sidney Norman.

Dixiana (BMI), see Tracie.

Dixie Pickers (BMI), PO Box 1645, 14 E. St., S.W., Ardmore, Okla. 73401. Tel: (405) CA 3-1400. Pres. & Gen. Mgr.: Luton Stinson.

Do Ra Me (ASCAP), 5610 Bella Dr., Rubidoux, Calif. 92509. Tel: (714) 683-0771. Pres.: L. Ray Duane; Gen. Prof. Mgr.: Andy Anderson.

Dobo (BMI), see Metric Music Group.

Dobrow (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurnit.

Dodie (BMI), see Jamala.

Dolfi (ASCAP), see Hill & Range.

Dolly Bee (BMI), 1951 Holmby Ave., Los Angeles, Calif. 90025. Tel: (213) 270-3023. Pres.: George R. Brown.

**Affiliate:** Southwest (ASCAP).

Don (BMI), 2809 Erastus St., Houston, Tex. 77026. Tel: (713) OR 3-2611. Pres.: Don D. Robey.

**Affiliate:** Lion (BMI).

**Int'l reps.:** Argentina (Julio Korn), Australia (Acuff-Rose), Belgium (Acuff-Rose), Brazil (Acuff-Rose), Denmark (Acuff-Rose Scandi), France (Acuff-Rose), Germany (Acuff-Rose), Italy (Acuff-Rose), Japan (Shinko), Spain (Hisvapox), Switzerland (Acuff-Rose).

Doney (BMI), 1130 Green Bay Rd., Lake Bluff, Ill. Pres.: Henry E. Doney.

**Affiliate:** Lake Forest (ASCAP).

Donna (BMI), PO Box 113, 6 Carter Pl., Woburn, Mass. 01801. Tel: (617) 933-1474. Pres. & Gen. Mgr.: Frank P. Poppalardo; Gen. Prof. Mgr.: Steve Dinan.

**Affiliate:** Antone (ASCAP).

Donnator (BMI), 721 Fulton Bldg., Pittsburgh, Pa. 15222. Tel: (412) 261-5918. Contacts: Joe Rock & Bill Servick.

Doraflo (BMI), 146 W. 54 St., Suite 102, New York, N. Y. 10019. Tel: (212) CI 7-0911. Pres.: Seymour Stein; VP (Doraflo & Bleu Disque): Richard Gottferrer; VP (Plato Muzik): Steve Venet.

**Affiliates:** Bleu Disque, Plato Muzik.

**Int'l rep.:** England (Doraflo).

Dorsey Bros. (ASCAP), see Music Sales Corp.

Double Diamond (BMI), 250 S. Broad St., Philadelphia, Pa. 19103. Tel: (215) PE 5-3234. Owners: John Madara & Dave White; Admin.: Harry Chipetz.

Double-Jor (BMI), Box 6648, Washington, D. C. 20009. Tel: (202) 387-7434. Pres.: Jon Higginbotham.

**Affiliate:** Jon (ASCAP).

Downey (BMI), 13117 Lakewood Blvd., Downey, Calif. Tel: (213) ME 4-2928. Pres.: W. J. Wenzel.

Dragonwyck (BMI), c/o David A. Gates, 24905 Eldorado Meadow, Calabasas, Calif. 91302. Tel: (213) 883-4396. Pres.: David A. Gates.

Drive-In (BMI), 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) HO 6-6255. Pres.: Art Laboe.

**Affiliate:** Insert (BMI).

**Int'l rep.:** United Kingdom (Chart).

Driver-Tomlinson (BMI), Drawer KKK, Denver City, Tex. 79323. Tel: (806) 592-2503. Owner: Lewis Driver.

Drumadoone (BMI), PO Box 5305, Sherman Oaks, Calif. 91403. Tel: (213) 784-7125. Pres.: N. Young.

**Int'l rep.:** Belgium (Frankie).

Drury Lane (BMI), see Select.

Duane (BMI), PO Box 174, Zip: 94716; 730 Stannage, Albany, Calif. 94706. Tel: (415) 524-4939 7401. Pres.: Clara A. Thompson; Gen. Mgr.: Garrie E. Thompson; Gen. Prof. Mgr.: Duane N. Thompson.

**Branch:** Sunnyvale, Calif., 382 Clarence Ave. Tel: (408) 739-6133.

**Int'l rep.:** United Kingdom (Sparta).

Duane ASCAP, see Gopam Ents.

Duchess (BMI), see MCA.

Duluth (ASCAP), 509 Fifth Ave., New York, N. Y. 10017. Tel: (212) MU 7-0890. Mgr.: Stephen Marcus.

Dundee (BMI), 1321 W. Seventh St., Clovis, N. M. 88101. Tel: (505) 763-7565. Pres.: Norman Peltly.

**Branch:** New York, N. Y., 60 W. 57 St. Zip: 10019. Tel: (212) JU 2-7569.

**Affiliate:** Nor Va Jak (BMI).

**Int'l firms represented:** Rakki (Benelux), Speedee (United Kingdom).

**Int'l rep.:** United Kingdom (Speedee).

Dusty (BMI), 500 Locust St., Marshall, Tex. 75670. Tel: (214) WE 5-2582. Pres.: A. T. Young.

Dy-Cor (BMI), PO Box 235, Woodslee, L. I., N. Y. 11377.

**E**

E-D (BMI), see Criterion.

E D M (ASCAP), see Marmor.

Earth (BMI), 1619 Broadway, Rm. 914, New York, N. Y. Tel: (212) 421-5107. VP: Kelli Ross.

**Affiliates:** Bonjour (ASCAP), Burning Tree (BMI), Dialogue (BMI), Jenny (ASCAP), Josco (BMI), Lillimar (ASCAP), Pawnbroker (ASCAP), Petislas (BMI), Sheenfeen (ASCAP), Tattersall (BMI).

East (BMI), 926 E. McLemore, Memphis, Tenn. Tel: (901) 946-2535. Mgr.: Jim Stewart.

East-West (ASCAP), see Regent.

Eastview (BMI), PO Box 145, Hamilton, Ohio 45012. Tel: (513) 895-0607. Mgr.: William M. Jones.

Eclctec, see Charing Cross.

Edba (BMI), see A. Schroeder.

Eden (BMI), 1697 Broadway, New York, N. Y. 10019. Tel: (212) LT 1-4490. Pres.: Clyde Otis.

**Int'l branch:** England, c/o Davenport, Lyons & Co., 27 Soho Sq., London. Tel: GER 9985. Cable: LEONSO.

**Affiliates:** Actual (BMI), Asset (ASCAP), Brenda (BMI), Corpo Prod'ns (BMI), Edison (BMI), Iza (BMI), Iza Premier (BMI), Keblo (BMI), Lily (BMI), Music Prods. (BMI), Play (BMI), Prentice (ASCAP), Tulip (ASCAP), Vanessa (ASCAP).

**Int'l reps:** France (Gerard Tournier), Germany (Intro), Italy (Durium), Japan (Victor), Spain (Musica de Espana), Sweden (Sonet), United Kingdom (Essex).

Don Edgar (BMI), 2312 Jasper, Ft. Worth, Tex. 76106. Tel: (817) MA 6-3448. Owner & Gen. Mgr.: D. D. Edgar.

Edison (BMI), see Eden.

Edmark (BMI), PO Box 594, Ingleside, Tex. Tel: (512) 776-7186. Pres.: Ed Evey; VP: William L. Ellis.

**Branch:** Aransas Pass, Tex., PO Box 1147. Tel: (512) 748-3271.

Edward-Arthur (BMI), see American Metropolitan Ents.

Edwards (ASCAP), see American Metropolitan Ents.

Ecap (BMI), see Lear.

Elkan-Vogel (ASCAP), 1712 Sansom St., Philadelphia, Pa. 19103. Tel: (215) LO 8-7555. Pres.: Adolph Vogel; VP: Bernard Kohn.

**Int'l firms represented:** Durand, Hamelle, Jobert, H. Lemoines, Philippe (all France).

Ellipsis (ASCAP), see Jamie.

Elmvin (BMI), see Robert Mellin.

Elvitru (BMI), 306 S. 16 St., Wilmington, N. C. 28401. Tel: (919) 763-1007. Pres.: John Lewis Jones; Gen. Mgr.: Joseph R. Frinks; Gen. Prof. Mgr.: James L. Wheeler.

**Affiliates:** Irene (BMI), Miracle.

**Int'l firm represented:** Tin Pan Alley (United Kingdom).

**Int'l rep.:** Canada (London).

Em Ru (ASCAP), 64 E. Van Buren St., Chicago, Ill. 60605. Tel: (312) WE 9-7188. Mgrs.: Ruth Kling & Emme Mullis.

Embassy (BMI), see Music Sales Corp.

Emery (ASCAP), 230 W. 41 St., New York, N. Y. 10036. Tel: (212) LW 4-0131. Pres.: Emery Deutsch.

Emperor (BMI), see We Three.

Empire (BMI), 3216 44 Ave. S.W., Seattle, Wash. 98116. Tel: (206) WE 5-0059.

Empress (ASCAP), see Frank.

Enchanted (ASCAP), see Lesgor.

Enchantment (BMI), PO Box 234, University Park Branch, Las Cruces, N. M. 88001. Tel: (505) 524-1889. Owner: Emmitt H. Brooks.

Engelwood (BMI), see A. Schroeder.

Enlight (ASCAP), 451 N. Canon Dr., Beverly Hills, Calif. Tel: (213) 273-5011.

**Affiliate:** Rave (BMI).

Ensign (BMI), see Famous.

Epitome (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 (BMI), PO Box 28123, 735 N. General McMullen Dr., San Antonio, Tex. 78228. Tel: (512) GE 3-1461. Pres.: A. Epstein; Gen. Prof. Mgr.: Mill Lance.

**Branch:** San Antonio, Tex., 511 Brooklyn Ave. Zip: 78228. Tel: (512) CA 2-2947.

**Affiliate:** Senisa (ASCAP).

Equinox (BMI), 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8016. VP: Adam Ross.

Ermal (BMI), see Malick.

Esteem (BMI), see United Artists.

Etnoc (ASCAP), see Conte.

Eureka (ASCAP), 4042 Benedict Canyon Dr., Sherman Oaks, Calif. 91403. Tel: (213) 784-4141. Pres.: Bob Klimes; Gen. Mgr.: Hal Levy.

**Affiliate:** Bobwhite (BMI).

Everything Nice (BMI), 1390 N. Hollywood, Memphis, Tenn. Tel: (901) 452-9489. Pres.: Al Dante; VP: Fred Ayarza.

Excellorc (BMI), 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. Pres.: John R. Funk; Gen. Mgr.: Dorothy A. Keaton.

**F**

F S B Assocs. (BMI), 12 E. 213 St., Bronx, N. Y. 10467. Tel: (212) 882-4121. Pres.: Felix S. Balkin; Gen. Mgr.: Leonard Panessa.

**Affiliates:** Cumulus (ASCAP), Temmy (BMI).

**Int'l firm represented:** Cielo-Video (Italy).

Fairlight, see Pavanne.

Faithful Virtue (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) 765-2682. Pres.: Charles Koppelman; VP: Don Rubin.

**Branch:** Hollywood, Calif., 7033 Sunset Blvd. Pub'g Dir: James Foley.

**Affiliate:** Chardon (BMI).

Fall River (BMI), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-6553. Pres.: H. Leventhal.

Falls City (BMI), 9912 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Pres.: Ray Allen.

**Affiliates:** Brownsboro (SESAC), Gazebo (ASCAP).

Fame, 603 Avalon Ave., Muscle Shoals, Ala. Tel: (205) 381-0801. Pres.: Rick Hall.

Family (SESAC), see Sacred Songs.

Famous (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-8262. Cable: FAMUSIC. VP & Gen. Mgr.: Sidney Herman; Prof. Mgr.: Dick Stone.

**Branch:** Hollywood, Calif., 5451 Marathon St. Zip: 90038. Tel: (213) HO 9-2411.

**Affiliates:** Ensign (BMI), Paramount (ASCAP).

**Int'l reps:** Canada (Famous-Chappell), Italy (Fama), Japan (Mrs. G. T. Folster & Assocs.), Mexico (Campei), United Kingdom (Famous-Chappell).

Favorite Music (ASCAP), see Hugo & Luigi.

Favorite Publ'rs (ASCAP), see Pavanne.

Faye (BMI), Box 294, 121 E. Main, Leitchfield, Ky. 42754. Tel: (502) 259-4351. Pres.: Bill Springer.

Fayette (BMI), 1109 Leland Ave., Nashville, Tenn. 37216. Tel: (615) 227-4494. Pres. & Gen. Mgr.: Bob Mooney.

Feather (BMI), Time & Life Bldg., Rockefeller Ctr., New York, N. Y. 10020. Tel: (212) CI 5-7010.

Fee Bee (BMI), 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727.

Leo Feist (ASCAP), see The Big 3.

Felicia (BMI), see Leonard Hodges Group.

Fennario (ASCAP), 71 W. 23 St., New York, N. Y. 10010. Tel: (212) 255-7732. Cable: VAN-MUSICA. Pres.: Maynard Solomon.

**Affiliate:** Ryerson (BMI).

FERMATA INT'L MELODIES (ASCAP), Sunset-Vine Tower Bldg., Suite 514, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-7473. Mgr.: Debora Frenkeli.

**Affiliate:** Bendig (BMI). (SEE ADVERTISEMENT).

Fiasco (BMI), see Chartbuster.

Fideree (ASCAP), see Frank.

Fieldcrest (BMI), see Jamala.

Fielding (ASCAP), see Gordon.

Fifth Avenue (ASCAP), see Ten-East.

Figure (BMI), see The Big Seven.

Fingerlake (BMI), see Raleigh.

Carl Fischer (ASCAP), 56-62 Cooper Sq., New York, N. Y. 10003. Tel: (212) SP 7-0900.

Fred Fisher (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-1504. Mgr.: Ada Roeter; Contacts: Dan & Marvin Fisher.

**Affiliates:** Danby (BMI), Marwin (ASCAP).

Five State, PO Box 186, 110 Chippewa, Manistique, Mich. 49854. Tel: (906) 341-2304. Owner: I. L. Davis.

Five-West (BMI), see Ten-East.

Flamingo (ASCAP), see Hill & Range.

Flat Town (BMI), PO Box 506, Ville Platte, La. 70586. Tel: (318) 363-2184.

Flomar (BMI), 254 W. 54 St., New York, N. Y. 10019. Tel: (212) CI 5-2170. Pres.: Florence Greenberg; Gen. Mgr.: Felicia Minei.

**Affiliate:** Baby Monica (BMI).

**Int'l firms represented:** Vogue (France).

**Int'l reps:** Austria, Germany, Switzerland (all Belmont in Germany).

continued on page 70

# Sheet Music Jobbers

## CALIFORNIA

**LOS ANGELES (Area Code 213)**  
 Morse M. Preeman, 733 S. Spring St. Zip: 90055.  
 Tel: 623-7211.  
 Ray Sanders, PO Box 38631, Hollywood. Zip: 90038.  
 Tel: 656-2014.

## SAN FRANCISCO & BAY AREA (Area Code 415)

Pacific Coast Music, 657 Mission St. Zip: 94105.  
 Tel: 986-2385. Mgr.: Ernest Perrone.

## FLORIDA

**MIAMI (Area Code 305)**  
 Hansen Publ'ns, 1842 West Ave., Miami Beach.  
 Tel: 532-5471.  
 Mogull's Music Serv., PO Box 2461, Miami Beach.  
 Zip: 33140. Tel: 865-5638/40. Owner: Maxwell Mogull.

## IDAHO

**IDAHO FALLS (Area Code 208)**  
 Chesbro Music, 327 Broadway. Zip: 83401. Tel:  
 522-8691.

## ILLINOIS

**CHICAGO (Area Code 312)**  
 Carl Fischer, 312 S. Wabash Ave. Zip: 60604.  
 Tel: HA 7-6652.  
 Lyon-Healy, 243 S. Wabash Ave. Zip: 60604. Tel:  
 WA 2-7900.

**LIBERTYVILLE (Area Code 312)**  
 National Educational Servs., 413 S. Second. Zip:  
 60048. Tel: 362-0122. Pres.: Charles Suber.

## LOUISIANA

**ALEXANDRIA (Area Code 318)**  
 Gospel Rec. Dists., 1416 Fifth St. Zip: 71301. Tel:  
 443-1930. Owner: J. D. Davis.

## MARYLAND

**WHEATON (Area Code 301)**  
 Harris Dist'g, 12615 Epping Rd. Zip: 20906. Tel:  
 933-3577. Owner: Marshall I. Harris.

## MASSACHUSETTS

**BOSTON (Area Code 617)**  
 Boston, 116 Boylston St. Zip: 02216. Tel: HA  
 6-5100.  
 Albert Najarian Whsle. Music, 295 Huntington Ave.  
 Tel: 536-5007.

## MICHIGAN

**DETROIT (Area Code 313)**  
 Thomas Music Supply, 34 E. Elizabeth St. Tel:  
 WO 2-7167.  
**GRAND RAPIDS (Area Code 616)**  
 Zondervan Publ'g House, 1415 Lake Dr. S. E. Zip:  
 49506. Tel: 456-5406.

## MISSOURI

**KANSAS CITY (Area Code 816)**  
 Jenkins Music, 1217 Walnut St. Tel: VI 2-9430.  
**ST. LOUIS (Area Code 314)**  
 St. Louis Music Supply, 3711 W. Pine Blvd. Tel:  
 FR 1-4522.

## NEBRASKA

**FREEMONT (Area Code 402)**  
 Ray's Publ'g, 1117 N. Main.

## NEW YORK

**BELLMORE, L. I. (Area Code 516)**  
 Controlled Sheet Music Serv., 2717 Grand Ave. Zip:  
 11710. Tel: 221-7414. Pres.: Ronald Ravitz.  
 Mark Music Serv., 2497 Riviera Ln. Zip: 11710.  
 Tel: 221-6977. Owner: Ronald Ravitz. (Branch  
 of Controlled Sheet Music Serv.).

## NEW YORK CITY (Area Code 212)

Bronen's Music, 2481 Webster Ave., Bronx. Zip:  
 10458. Tel: CY 8-3350. Partner: M. Bronen.  
 Hansen Publ'ns, 880 Eighth Ave. Zip: 10019. Tel:  
 757-8950.  
 Walker Kane & Son, 351 W. 52 St. Zip: 10019.  
 Tel: 586-4470.  
 Edwin H. Morris, 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.  
 Mgr.: Bernard Fisher.  
 Tempo, 333 Riverside Dr. Zip: 10025. Tel: CI  
 6-3530. Pres.: Ruth Ellington.

**ROCKVILLE CENTRE, L. I. (Area Code 516)**  
 Belwin, 250 Maple Ave. Zip: 11571. Tel: 766-6700.

**WESTBURY, L. I. (Area Code 516)**  
 Cimino Publ'ns, 479 Maple Ave. Zip: 11590. Tel:  
 334-3076/7. Pres.: Michael Cimino.

## OHIO

**CLEVELAND (Area Code 216)**  
 Grossman Music, 1278 W. Ninth St. Zip: 44113.  
 Tel: 861-3900. Cable: GROMUSIC. Pres.: Henry  
 S. Grossman; VP: Leo Handel.  
 Oahu, Box 5110, 1701 Payne Ave. Zip: 44101.  
 Tel: 861-5151. Pres.: Harry G. Stanley; VP:  
 Betty Glynn.

## PENNSYLVANIA

**PHILADELPHIA (Area Code 215)**  
 Charles Dumont & Son, 918 Walnut St. Tel: WA  
 5-7900.

## 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. Tel: 476-5197.

## 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. Tel: CA 6-8167.

## WASHINGTON

**SEATTLE (Area Code 206)**  
 Capitol Music, 900 Terminal Sales Bldg. Tel: MA  
 2-3380.

THE  
 INTERNATIONAL  
 INFLUENCE  
 OF  
**BILLBOARD  
 GROWS  
 AND  
 GROWS**

# Billboard

*The International Music-Record Newsweekly*

Now in its 73d year  
 of industry service

For everyone involved in the selection and booking of  
 recording artists . . . in the programming of records for  
 radio . . . or in the merchandising and sale of records  
 . . . BILLBOARD — this week — every week — is the world's  
 most authoritative business guide.

**Subscribe  
 Now**

----- Mail Sub Order Today -----  
 BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214  
 Please enter my subscription to BILLBOARD for  
 1 YEAR \$20     3 YEARS \$45     New     Renew  
 Payment enclosed     2 EXTRA issues for cash     Bill me later  
 Above subscription rates are for Continental U. S. and Canada.  
 Overseas rates on request.

Company \_\_\_\_\_  
 Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State & Zip \_\_\_\_\_  
 Type of Business \_\_\_\_\_ Title \_\_\_\_\_

continued

Floss (BMI), PO Box 3703, Oak Park, Mich. 48237. Tel: (313) 398-7478. Gen. Mgr.: Edward M. Kaplan.

Fountain (BMI), see Jaspar.

Forrest Hills (BMI), 1609 Hawkins St., Nashville, Tenn. 37203. Tel: (615) 244-1060. Pres.: Jerry Bradley.

**Affiliate:** Roadrunner (BMI).

Clinton Forzman (BMI), 210 E. Main, Robstown, Tex. 78380.

Four Corners (BMI), 200 Essen Dr., Lafayette, La. 70501. Tel: (318) CE 4-8232. Owner: Roy J. Prejean.

Four Star TV (BMI), 4030 Radford Ave., North Hollywood, Calif. Tel: (213) 766-4151. Gen. Mgr.: Alfred Perry.

XIV (SESAC), 10 Swirl Ln., Levittown, N. Y. Contact: Milton Schnappf.

**Affiliate:** Japalana (BMI).

Fourteenth Hour (BMI), 1721 Field, Detroit, Mich. Tel: (313) LO 7-1343. Pres.: Ted White.

**Branch:** New York, N.Y., 424 Madison Ave., c/o Andrew Feinman.

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

**Affiliate:** Living Legend (ASCAP).

**Administered by:** A. Schroeder.

Sam Fox (ASCAP), 1841 Broadway, New York, N. Y. 10023. Tel: (212) CI 7-3890. Pres.: Frederick Fox; Gen. Prof. Mgr.: Norman Foley.

**Branch:** Hollywood, Calif., 1680 N. Vine St. Zip: 90028. Tel: (213) HO 2-1611. Gen. Mgr.: Harry Fox Jr.

**Affiliate:** Movietone (ASCAP).

Francon (ASCAP), 161 W. 54 St., New York, N. Y. 10019. Tel: (212) JU 6-6767. Mgr.: George Schek.

Frank (ASCAP), 119 W. 57 St., New York, N. Y. 10019. Tel: (212) CO 5-3600. Contact: Bert Siegelson.

**Affiliates:** Andrew, Audubon, Carmichael, Desilu, Empress, Fideree, Walter Reade-Sterling, Rinimer, Saunders (all ASCAP).

Franklin Street (ASCAP), see Fred Ahlert.

Frebon (BMI), see Keltone Int'l.

Freeway (BMI), see Central Songs.

Friar (BMI), see Solo.

Frost (BMI), see The Big Seven.

Fuddyyduddy (BMI), 6363 Sunset Blvd., Suite 705, Hollywood, Calif. 90028. Tel: (213) HO 7-2151. Pres.: Rosemary Richland; Gen. Prof. Mgr.: Tony Richland.

Fuller (BMI), PO Box 10513, Tampa, Fla. 33609. Tel: (813) 839-5471. Pres.: Charles Fuller.

**Affiliate:** Fulprod (ASCAP).

Fulprod (ASCAP), see Fuller.

**G**

G B (ASCAP) see Glaser.

Gallegos (ASCAP), PO Box 666, Montebello, Calif. Tel: (213) 728-7553. Pres.: Charles B. Gallegos.

**Affiliate:** Sonny Boy (BMI).

Gallery (BMI), see Ridge.

Galli (ASCAP), see Hill & Range.

Al Gallico (BMI), 101 W. 55 St., New York, N. Y. 10019. Tel: (212) JU 2-1368. Pres.: Al Gallico.

Gallop (BMI), 1640 Poe Ave., Orlando Fla. Tel: (305) 424-7746. Mgr. Dir.: William G. Woods.

Galoshes (ASCAP), see Budd Granoff Prods'ns.

Galway (BMI), Box 1924, Tulsa, Okla. 74101. Tel: (918) CY 9-5695. Pres.: David Ingles.

Garwick (BMI), see Pavanne.

Gaumont (ASCAP), 7830 Miami View Dr., North Bay Island, Miami Beach, Fla. 33141. Tel: (305) PL 8-6566. 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 Scngs (ASCAP), see Tim Gayle Songs.

Gazebo (ASCAP), see Falls City.

Geld-Udell (ASCAP), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) CO 5-2628. Mgrs.: Gary Geld & Peter Udell.

**Affiliate:** Applejack (BMI).

General (ASCAP), 53 E. 54 St., New York, N. Y. 10022. Tel: (212) PL 3-7340. Contact: Paul Kapp.

**Affiliates:** Camelot (ASCAP), Joshua (BMI).

General Words & Music (ASCAP), see Neil A. Kjos.

GENIUS (ASCAP), 1841 Broadway, Suite 600, New York, N. Y. 10023. Tel: (212) CI 5-3535. Pres.: Daniel N. Crewe.

**Affiliates:** Saturday (BMI), Tomorrow's Tunes (BMI). (SEE ADVERTISEMENT).

Evan Georgeoff (ASCAP), 5003 Ridgebury Blvd., Cleveland, Ohio 44124. Tel: (216) EV 1-8514. Owner: H. E. Kuczmariski.

**Branch:** New York, N. Y., 1650 Broadway, Zip: 10019. Tel: (212) CI 6-3126. Owner: H. E. Kuczmariski.

Gerald (BMI), 6831 S. Paxton, Chicago, Ill. 60649. Tel: (312) 324-5594. Pres.: J. Haygood.

**Affiliate:** Muriel (BMI).

Gershwin (ASCAP), see Chappell.

Gideon (BMI), Time & Life Bldg., Rockefeller Ctr., New York, N. Y. 10020. Tel: (212) CI 5-7010.

Gigantic (BMI), see Jonvis.

Gil (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-0110. Cable PINCUSGL. Pres.: George Pincus; Gen. Mgr.: Irwin Pincus.

**Branch:** Van Nuys, Calif., 14157 Calvert. Tel: (213) 787-6995. Gen. Mgr.: Joe B. Maudlin.

**Affiliates:** Pintar (BMI), Tune Time (BMI), Unity (BMI).

**Int'l firm represented:** Ambassador (United Kingdom).

**Int'l rep.:** United Kingdom (Ambassador).

Glaco (SESAC), see Glaser.

Glad (BMI), 316 E. 11 St., Houston, Tex. 77008. Tel: (713) UN 1-3630. Mgr.: H. W. Daily.

**Affiliate:** Starrite (BMI).

**Int'l rep.:** United Kingdom (Burlington).

Gladness (BMI), 256 Waller St., San Francisco, Calif. 94102. Tel: (415) 863-3078. Pres.: Bruce Bratton; Gen. Mgr.: Douglas Pomeroy.

**Branch:** Brooklyn, N. Y. 237 Baltic St.

Gladys (ASCAP), see Hill & Range.

Glamorous (ASCAP), see Helios.

Glaser (BMI), 801 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-5133. Pres.: Tompall Glaser; VP: Chuck Glaser; Sec'y-Treas.: Jim Glaser.

**Affiliates:** GB (ASCAP), Glaco (SESAC).

Glenbrook (ASCAP), see American Metropolitan Ent's.

Glenn (BMI), see MacArthur.

Jonathan Glenn (BMI), see Budd Granoff Prods'ns.

Go-Go (ASCAP), see World Int'l.

Gold Clef (BMI), PO Box 43, Chester, Pa. 19016. Pres.: Alexander Czarenko.

Golden Valley (SESAC), 5653 1/2 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres.: Hal Southern; Gen. Mgr.: W. O. Fleener.

Golden Voice (BMI), 700 W. Main St., South Pekin, Ill. 61564. Tel: (309) 348-3112. Pres.: Jerry Milam.

Goldmont (BMI), 726 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-3725. Contacts: J. William McInturff & Frank X. Finke.

Michael H. Golden (ASCAP), see Criterion.

Gomba (BMI), 17111 Third Ave., Detroit, Mich. 48203. Tel: (313) 863-2030. Pres.: Harry Balk.

Good Sam (BMI), see Irving.

GOPAM ENTS., 119 W. 57 St., New York, N. Y. 10019. Tel: (212) 245-2488. Pres.: John Levy.

**Branch:** Los Angeles, Calif., 8467 Beverly Blvd. Zip: 90048.

**Affiliates:** Duane (ASCAP), Jodax (BMI), Taggie (BMI), Upam (BMI), Zawinul (BMI). (SEE ADVERTISEMENT).

Gordon (BMI), 408 N. Rodeo Dr., Beverly Hills, Calif. 90210. Tel: (213) 275-4670. Pres.: David M. Gordon.

**Affiliates:** Fielding (ASCAP), Marlen (ASCAP), Tor (ASCAP).

**Int'l firms represented:** Curci (Italy), Mrs. G. T. Folster & Assocs. (Japan), Peter Maurice (United Kingdom).

Gower (BMI), see Screen Gems-Columbia.

Gramophone (ASCAP), 1140 S. Robertson Blvd., Los Angeles, Calif. 90035. Tel: (213) 274-3129. Pres.: Oliver Berliner; Gen. Mgr.: Michelle Danielle.

**Branches:** see Hall of Fame.

**Int'l reps.:** Argentina (Danzarin), Europe (Edwin H. Morris/Chappell), Mexico (Brambila), Venezuela (Cynett).

Grand (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-4753.

Granite (ASCAP), see Criterion.

Budd Granoff Prods'ns, 315 W. 57 St., Suite 2C, New York, N. Y. 10019. Tel: (212) CI 7-7230. Mgr.: Budd Granoff.

**Affiliates:** Anvil (ASCAP), Galoshes (ASCAP), Jonathan Glenn (BMI), Neal Hefti (ASCAP), International Korwin (ASCAP), International Pauline (ASCAP), Jonathan (ASCAP), Lucky Oggie (BMI), MAB (ASCAP), Maltese (BMI), PJA (ASCAP), Pine Knob (BMI).

Greenleaf (BMI), see Budd.

Greenwich (ASCAP), 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Prof. Mgr.: Dorothy D. Rupe.

Gremlin (BMI), Box 14583, Houston, Tex. 77021. Tel: (713) 644-6446. Owner: Fred Carroll.

**Affiliate:** Master Mind (BMI).

Gretbert (BMI), see Hill & Range.

Grosvenor House (ASCAP), PO Box 1563, Hollywood, Calif. 90028. Tel: (213) 876-2403. Pres.: Art Benson.

**Affiliate:** Star Tunes (BMI).

Growl (BMI), see Meager.

Gulfstream (ASCAP), 5614 Taylor St., Hollywood, Fla. Tel: (305) YU 3-6082. Pres.: Vincent Fiorino.

Gyrus (ASCAP), see The Big Seven.

**H**

H & L (BMI), see Hugo & Luigi.

H W S (ASCAP), see Circle Seven.

Hall-Clement (BMI), see Tracie.

Hall of Fame (BMI), Box 921, Beverly Hills, Calif. 90213. Tel: (213) CR 6-2726. Pres.: Oliver Berliner; Gen. Mgr.: Francis J. Ernest.

**Branches:** Las Vegas, Nev., 5168 Wilbur Dr. Tel: (702) 736-3543. Gen. Mgr.: George Hernandez; Gen. Prof. Mgr.: Chano Martinez.

**New York, N. Y., Box 386, Ansonia Sta. Zip: 10023. Tel: (212) 799-3148. Gen. Mgr.: Belisario Lopez.**

**Affiliate:** Gramophone (ASCAP).

**Int'l firms represented:** Bemol (Argentina), Brambila (Mexico), Campe (Mexico), Danzarin

(Argentina), Hnos. Marques (Mexico), Muscabana (Cuba), Neumann (Argentina), Sprint (Argentina), Vicari (Venezuela).

**Int'l reps.:** Argentina (Korn), Asia (Morris/Chappell), Europe (Morris/Chappell), Mexico (Brambila), Venezuela (Vicari).

Halnick (BMI), 938 E. Broadway, Newport, Tenn. 37821. Tel: (615) 623-2151. Pres.: Hal R. McGaha.

Hamstead, see Pavanne.

Hankbee (BMI), 1619 Broadway, Rm. 503, New York, N. Y. 10019. Tel: (212) PL 7-2695. Gen. Mgr.: Henry Boye.

Charles H. Hansen (ASCAP), 1824 West Ave., Miami Beach, Fla. 33139. Tel: (305) JE 2-5461.

Har-Bock (BMI), see Metric Music Group.

Haral Rees (BMI), 1811 Fairmount Ave., Philadelphia, Pa. 19130. Tel: (215) PO 5-4300. VP: Harry Fink.

Harms (ASCAP), see Music Publ'rs Holding Corp.

T. B. Harms (ASCAP), see Chappell.

Charles K. Harris (ASCAP), see Southern.

Hartfordite (BMI), 7 S. Main St., West Hartford, Conn. Tel: (203) 236-4439. Contacts: Irv Jeffries & Merrill Doucette.

Harvard (BMI), see Ivan Mogull.

Harwin (ASCAP), see Edwin H. Morris.

Hastings (BMI), see The Big 3.

Hatful O' Tunes (BMI), PO Box 1303, Madison, Wis. 53701. Tel: (608) 256-1670. Pres.: D. A. Olson.

Hawaii (BMI), see MCA.

Hawthorne (ASCAP), see Select.

Haymarket (BMI), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.

Heads Up (BMI), PO Box 105, 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin.

Heart of the Hills (BMI), c/o Crawford Ent., 210 52 St., Lubbock, Tex. Tel: (806) SH 4-5496. Pres. & Gen. Prof. Mgr.: Bill C. Crawford; Gen. Mgr.: Jimmie Peters.

**Branch:** San Antonio, Tex., 130 Motel Dr. Tel: (512) ED 3-1756.

**Int'l rep.:** thru Pamper, Goodlettsville, Tenn.

Heart Warming (BMI), see John T. Benson.

Neal Hefti (ASCAP), see Budd Granoff Prods'ns.

Heights (BMI), 4501 University Ave., N.E., Minneapolis, Minn. 55421. Tel: (612) 560-7847. Pres.: Ron Gary; VP: F. Herman Halfmann.

Helios (BMI), 1619 Broadway, Rm. 604, New York, N. Y. 10019. Tel: (212) LT 1-0280. Pres.: Claus Ogerman.

**Affiliates:** Glamorous (ASCAP), Monsapec (BMI), Fred Henley (BMI), Box 70-B Kin Rd., Rt. 3, Picayune, Miss. 39466. Tel: (601) 798-2768. Pres.: Fred H. Henley; Gen. Mgr.: Bennie Genaro.

Heno (BMI), see La Salle.

Hi-Count (BMI), Time & Life Bldg., Rockefeller Ctr., New York, N. Y. 10020. Tel: (212) CI 5-7010.

Hi-Fi Songs (BMI), see Tim Gayle Songs.

Highlight (BMI), see Top-Hit.

Highwood (BMI), see Cavalcade.

Hildarose (BMI), 2110 Hildarose Dr., Silver Spring, Md. 20902. Tel: (301) 589-2068. Contact: J. D. Lauterbach.

Hill & Range (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-0674. Mgr.: Freddy Bienstock.

**Affiliates:** Aberbach (BMI), Affiliated (BMI), Alamo (ASCAP), Anne-Rachel (ASCAP), Ark-La-Tex (BMI), Atzal (BMI), Bennie Benjamin (ASCAP), Bigtop (BMI), Brenner (BMI), Britany (BMI), Canford (BMI), Reg Connelly (ASCAP), Charles N. Daniels (ASCAP), Dolfi (ASCAP), Flamingo (ASCAP), Galli (ASCAP), Gladys (ASCAP), Gretbert (BMI), Home Folks (BMI), Ross Jungnickel (ASCAP), Charles Emerich Kalman (ASCAP), Kentucky (BMI), Masey (ASCAP), Johnny Mathis (ASCAP), Noma (BMI), Plan Two (ASCAP), Elvis Presley (BMI), Progressive (BMI), Quintet (BMI), Rio Grande (BMI), Rosarita (ASCAP), Rumbalero (BMI), St. Louis (BMI), Second (ASCAP), Show (BMI), Sigma (ASCAP), Silvertowne (ASCAP), Slamina (BMI), Hank Snow (BMI), Southwind (BMI), Ernest Tubb (BMI), Valley (BMI), Bob Willis (BMI).

Hillbrow (ASCAP), see Kenwood.

Hilo (BMI), 639 Madison Ave., Memphis, Tenn. 38103. Tel: (901) 527-2614. Mgr.: Bill Fitzgerald.

Hinkle (BMI), 1408 N. Van Ness, Hollywood, Calif. 90028. Tel: (213) 466-2146. Pres.: Robert Hinkle.

**Affiliates:** Buckle's (BMI), Sage (ASCAP).

Hirch (BMI), 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) 462-1133. Owner & Gen. Mgr.: Gerry Hibbs.

**Affiliate:** Joger (ASCAP).

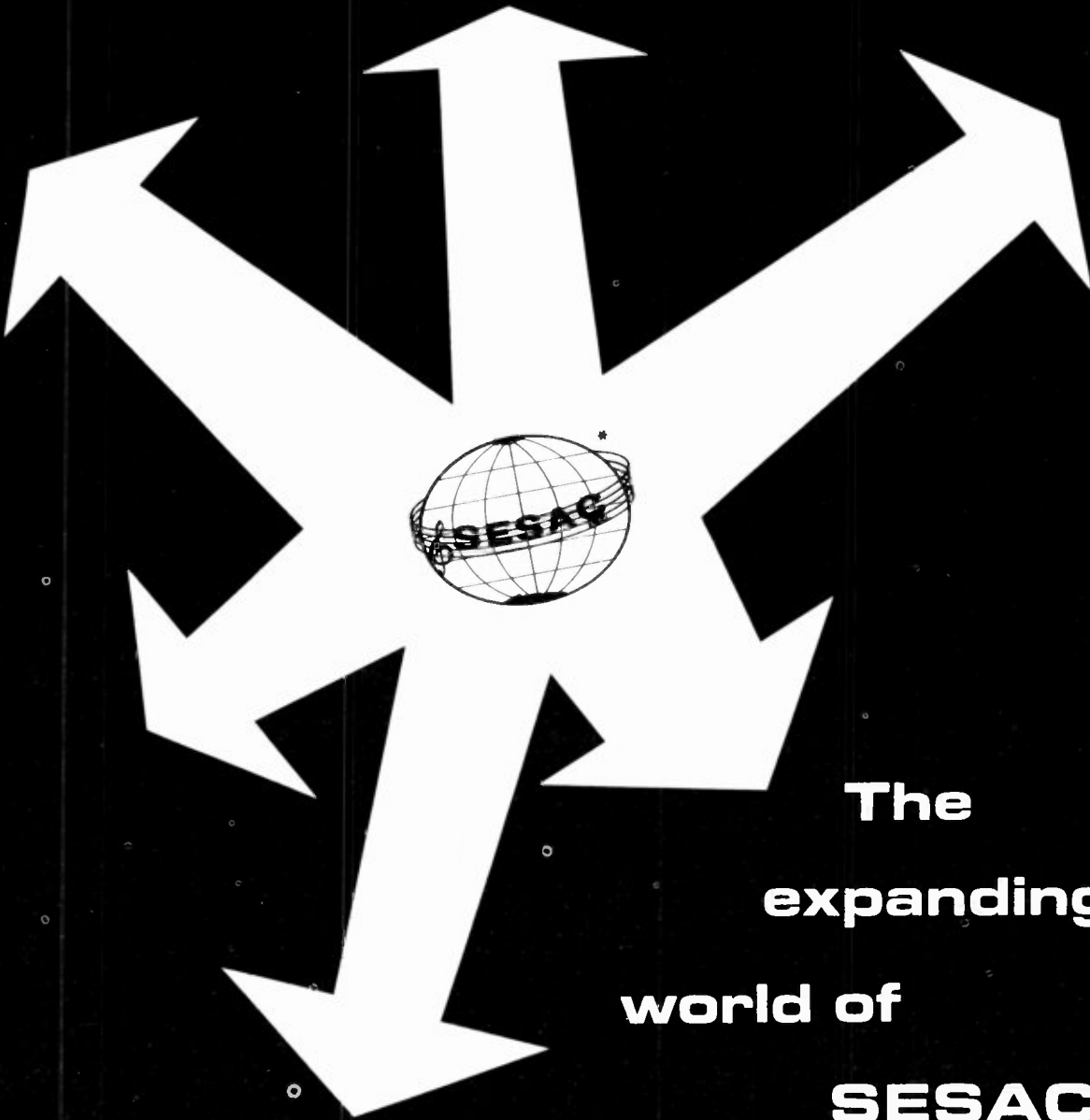
Hitsburgh (BMI), 157 Ford Ave., Gallatin, Tenn. 37066. Tel: (615) 452-1479. Contact: Harold Gilbert.

Hitway (BMI), 925 N. Hudson, Oklahoma City, Okla. Tel: (405) CE 9-9512. Pres.: Jack L. Rich.

Hob & Nob (BMI), 158 W. 15 St., Suite 2D, New York, N. Y. 10011. Tel: (212) AL 5-7214. Gen. Mgr.: LeRoy De Gregory.

**Int'l reps:** Belgium (Dancing), Germany (Belmont).

continued on page 72



**The  
expanding  
world of  
SESAC...**

representing a repertory that provides SESAC Licensees a constant source of new writers, composers and publishers.

As one of the world's foremost music licensing organizations, SESAC endeavors to provide its publishers with increased access to new audiences, and to add new vitality to the changing trends of today's music.

SESAC continues to expand its resources

for new composers and publishers seeking to showcase their works through performance and mechanical rights, programing and sales aids to the broadcaster and through its special projects department.

Both on the national and international scene, in every field of public performance, SESAC will continue to serve, to grow and to provide good music to the world's listening audience.

**SESAC INC.** /

NEW YORK: 10 COLUMBUS CIRCLE • NEW YORK, NEW YORK 10019 • 212-586-3450  
NASHVILLE: 806 16TH AVENUE, SOUTH • NASHVILLE, TENNESSEE 37203 • 616-254-5703

Trademark

continued

Leonard Hodes Group, 1780 Broadway, Suite 1200, New York, N. Y. 10019. Tel: (212) JU 6-0923. Cable: LENHODES. Contact: Leonard Hodes.  
**Affiliates:** Concertone Songs (ASCAP), Felicia (BMI), Spectorious (BMI).  
 Hodolung (BMI pending), Box 2233, Berkeley, Calif. 94703. Tel: (415) 548-1513. Mgr.: Ed Denson.  
 Hollyvale (BMI), see Moontunes.  
 Home Folks (BMI), see Hill & Range.  
 Honeycomb (ASCAP), 9220 Sunset Blvd., Suite 224, Los Angeles, Calif. 90069. Tel: (213) 273-8016. Mgr.: Adam Ross.  
 Hookshot (BMI), 2437 First Ave., S., Minneapolis, Minn. 55404. Tel: (612) 338-1362. Owner: Harley Toberman.  
 Horizon (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-2904. Pres.: R. Fisher.  
 Hornet (BMI), see Raleigh.  
 Hornsby (BMI), PO Box 7532, Houston, Tex. 77007. A&R Rep.: Ezzard Topps; Promo.: J. D. Horn.  
 Horttor (BMI), 313 El Tejon Ave., Oildale, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horttor.  
 Hot Shot (BMI), see Circle Seven.  
 Jack Howard (BMI), see Arcade.  
 Hugo & Luigi (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) 265-1626. Contacts: Hugo & Luigi.  
**Affiliates:** Favorite Music (ASCAP), H&L (BMI), Next Day (ASCAP), United (ASCAP).  
 Humphries & Son (BMI), 3116 Drexel St., Shreveport, La. 71108. Tel: (318) 635-6354. Pres.: DeWitt C. Humphries.  
 Husky (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2428. Pres.: Ferlin Husky; Gen. Mgr.: Hubert Long.  
 Hypo (BMI), 1020 Central Ave., Charlotte, N. C. 28204. Tel: (704) 375-8545. Pres.: Howard C. Simson; VP: Haviland Smith.

I

I T C O (BMI), 423 S. 16, Quincy, Ill. 62301. Tel: (217) 223-7346. Pres.: Fred Tieken. VP: Jack Inghram.  
 I Z A (BMI), see Eden.  
 I Z A/Premier (BMI), see Eden.  
 Ichabod (BMI), see Worthy.  
 Immediate (BMI), Time & Life Bldg., Rockefeller Ctr., New York, N. Y. 10020. Tel: (212) CI 5-7010.  
 Impression (BMI), 19 Southland Dr., Glen Cove, L. I., N. Y. 11542. Tel: (516) OR 6-8150. Pres.: Gene L. Moretti.  
 Impromptu Tunes (BMI), 4413 Vista Pl., La Canada, Calif. 91011. Tel: (213) 249-5522. Pres.: Howard E. Fisher; VP & Gen. Mgr.: Joan Fisher.

Inner-Glo (BMI), 15 S. Washington St., Emporia, Kan. 66801. Tel: (316) DI 2-7769. Owner: Mrs. Nettie M. Dawson.  
 Insert (BMI), see Drive-In.  
 Insight (BMI), 507 McKellar, Memphis, Tenn. 38106. Tel: (901) 947-1385. Pres.: Maurice Simpkins; Gen. Mgr.: Earl Catron.  
**Branch:** Chicago, Ill., 3841 S. Park, Suite 353. Zip: 60639. Tel: (312) VI 6-9450.  
 Insurance (BMI), 711 W. 60 St., Chicago, Ill. 60621. Tel: (312) 874-6808. Pres.: William C. Tyson.  
 Integrity (ASCAP), 2 W. 46 St., New York, N. Y. 10036. Tel: (212) JU 6-5577. Pres.: Jack Wolf.  
 International Korwin (ASCAP), see Budd Granoff Prod'ns.  
 International Pauline (ASCAP), see Budd Garnoff Prod'ns.  
 International Songs (BMI), see Tim Gayle Songs.  
 International Tunes (BMI), see Tim Gayle Songs.  
 Irene (BMI), Box 857, Ferriday, La. Pres.: Melvin Dodge; Gen. Mgr.: Myrl Dodge.  
**Affiliate:** Elvirue (BMI).  
 Irman (BMI), Elmhurst Blvd. & Watres Dr., Scranton, Pa. 18510. Tel: (717) DI 7-8429. Pres. & Gen. Mgr.: Richard A. Plotkin.  
 Ironmarch (BMI), see Lesjohn.  
 IRVING (BMI), 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 464-7581. Pres.: Jerry Moss; Gen. Mgr.: Chuck Kaye.  
**Affiliates:** Good Sam (BMI), Rondor. (SEE ADVERTISEMENT).

J

J & E, see And.  
 Jabber (ASCAP), 850 Seventh Ave., New York, N. Y. 10019. Tel: (212) 581-5120. Partners: Fred Barr & Anthony Costa; Gen. Mgr.: George Levy.  
**Branch:** Caldwell, N. J., 375 Bloomfield Ave. **Affiliate:** Jitters (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.  
 Jaclin (ASCAP), see Moontunes.  
 Jaep (BMI), see Dick James.  
 Jake-Carl (BMI), 744 N. Main St., Opelousas, La. Tel: (318) 942-7092. Owner: Jake Graffagnino.  
 Jalyne (BMI), 1449 S. Michigan, Chicago, Ill. 60605. Tel: (312) 427-0828. Pres.: Carl H. Davis.  
**Branch:** Philadelphia, Pa., 2203 Spruce St. Contact: Irv Nahan.  
**Affiliates:** Dakar (BMI), Jot (BMI).  
 Jamal (ASCAP), PO Box 2368, Zip: 75201; One Lee Park West Bldg., Room 402, Dallas, Tex.

75219. Tel: (214) 522-1011. Pres.: James Hollingsworth.  
**Affiliates:** Dodie (BMI), Fieldcrest (BMI).  
**Int'l reps.:** Austria, France, Germany, Switzerland (Paul Siegel in Germany); Eire, United Kingdom (Hyde Park in United Kingdom).  
 Dick James (BMI), 1780 Broadway, Suite 1200, New York, N. Y. 10019. Tel: (212) JU 6-0923. Cable: LENHODES. Contact: Leonard Hodes.  
**Affiliates:** Comet (ASCAP), Jaep (BMI), MacLen (BMI), Maribus (BMI), Pacemaker (BMI), Sweco (BMI).  
 Jamie (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) CE 2-8383. Pres.: Harold B. Lipsius.  
**Affiliates:** Bee Cool (BMI), Circle Dot (BMI), Dandelion (BMI), Ellipsis (ASCAP), New Keys (BMI), Nuajac (BMI), Pentagon (BMI), Red Stick (BMI).  
 Peter Jan (BMI), Western Hills Plaza, Suite 201, Cuming at 44 St., Omaha, Neb. 68131. Tel: (402) 558-6709. Pres. & Gen. Mgr.: Charles N. Canuso.  
**Affiliate:** Monona (BMI).  
 Janclan (BMI), 39 W. 55 St., New York, N. Y. 10019. Tel: (212) 586-0560. Pres.: Bruce Lustig.  
 Jangar (BMI), 14921 Ventura Blvd., Sherman Oaks, Calif. 91403. Tel: (213) 788-9704. Pres.: Jan E. Bonner Sr.  
**Int'l rep.:** Italy (Det Int'l).  
 Janon (ASCAP), see Mayhew.  
 January (BMI), see A. Schroeder.  
 Janus (ASCAP), 1020 Central Ave., Charlotte, N. C. 28204. Pres.: Bill Trader; VP: Howard Simpson.  
 Jarb (BMI), see Tune-Kel.  
 Jaspas (BMI), 852 Elm St., Manchester, N. H. 03101. Tel: (603) 623-9749 & 624-1990. Cable: W&G. Mgr. Dir.: James N. Parks.  
**Int'l Branches:** Canada, 215 Victoria St., Toronto 2, Ont. Tel: (416) 362-1403. Cable: LEEDSMUSIC. Gen. Mgr.: Bailey Bird; Gen. Prof. Mgr.: Al Allbut-4824 Cote des Neiges Rd., Montreal 26, Que. Tel: (514) 731-0889. Cable: BANFF. Gen. Mgr.: George Taylor.  
**Affiliates:** Alfie, Angelica (JEMA), Banff (BMI), Caprice (BMI), Cecilian (BMI), Fountain (BMI), Melbourne (ASCAP), Rodeo (BMI), Whitecap (BMI), Woomera (APRA).  
**Int'l firms represented:** Banff (Canada), Intro Gebr. Meisel (Germany), Jaspas (United Kingdom), Melbourne (Canada), Woomera (Australia).  
**Int'l reps.:** Australia, New Zealand (Jaspas-Woomera), Canada (Leeds), Germany (Jaspas), South Africa (Jaspas), United Kingdom (Chappell, Leeds), Western Hemisphere (Chappell).

continued on page 74

# The April/Blackwood Music Publishing Companies present the faces behind the hits

NEIL ANDERSON  
Vice-President

DAVID ROSNER  
Professional Manager

CHIP TAYLOR  
Associate  
Professional Manager

Writing exclusively for April/Blackwood



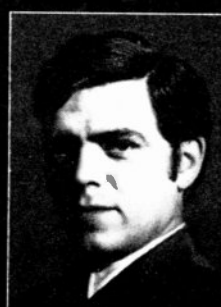
Al Gorgoni



John Hill



Estelle Levitt



Tim Rose



Bill Soden



Lou Stallman



Billy Vera



Chip Taylor





1966  
a vintage year!

1967—  
INTOXICATING

23 CHART BREAKERS IN FIRST 6 MONTHS

THESE SONGS

"STANDING IN THE SHADOWS OF LOVE"  
 "I'VE PASSED THIS WAY BEFORE"  
 "YOU KEEP ME HANGIN' ON"  
 "(I KNOW) I'M LOSING YOU"  
 "A PLACE IN THE SUN"  
 "IT TAKES TWO"  
 "THE HUNTER GETS CAPTURED BY THE GAME"  
 "LOVE IS HERE AND NOW YOU'RE GONE"  
 "PUCKER UP BUTTERCUP"  
 "THE LOVE I SAW IN YOU WAS JUST A MIRAGE"  
 "JIMMY MACK"  
 "TRAVELIN' MAN"  
 "BERNADETTE"  
 "GONNA GIVE HER ALL THE LOVE I'VE GOT"  
 "IT'S SO HARD BEING A LOSER"  
 "THE HAPPENING"  
 "GOT TO HAVE YOU BACK"  
 "ALL I NEED"  
 "JUST LOOK WHAT YOU'VE DONE"  
 "AIN'T NO MOUNTAIN HIGH ENOUGH"  
 "7 ROOMS OF GLOOM"  
 "I WAS MADE TO LOVE HER"  
 "MORE LOVE"

THESE ARTISTS

FOUR TOPS  
 JIMMY RUFFIN  
 SUPREMES  
 TEMPTATIONS  
 STEVIE WONDER  
 MARVIN GAYE & KIM WESTON  
 MARVELETTES  
 SUPREMES  
 JR. WALKER & THE ALL STARS  
 MIRACLES  
 MARTHA & THE VANDELLAS  
 STEVIE WONDER  
 FOUR TOPS  
 JIMMY RUFFIN  
 CONTOURS  
 SUPREMES  
 ISLEY BROTHERS  
 TEMPTATIONS  
 BRENDA HOLLOWAY  
 MARVIN GAYE & TAMMI TERRELL  
 FOUR TOPS  
 STEVIE WONDER  
 SMOKEY ROBINSON & THE MIRACLES

THESE WRITERS

HOLLAND, DOZIER, HOLLAND  
 JAMES DEAN & WM. WITHERSPOON  
 HOLLAND, DOZIER, HOLLAND  
 HOLLAND, WHITFIELD, GRANT  
 DONALD MILLER, BRIAN WELLS  
 WM. STEVENSON, SYLVIA MOY  
 WILLIAM ROBINSON  
 HOLLAND, DOZIER, HOLLAND  
 H. FUQUA, D. COGGINS, J. BRISTOL  
 W. ROBINSON, M. TARPLIN  
 HOLLAND, DOZIER, HOLLAND  
 BRIAN WELLS, RONALD MILLER  
 HOLLAND, DOZIER, HOLLAND  
 N. WHITFIELD, BARRETT STRONG  
 J. DEAN, W. WITHERSPOON,  
 S. McMULLEN  
 HOLLAND, DOZIER, HOLLAND, DEVOL  
 I. HUNTER, L. WARE, S. BOWDEN  
 E. HOLLAND, F. WILSON,  
 R. DEAN TAYLOR  
 F. WILSON, R. DEAN TAYLOR  
 NICKOLAS ASHFORD, VALERIE SIMPSON  
 HOLLAND, DOZIER, HOLLAND  
 H. COSBY, S. WONDER, L. HARDAWAY,  
 S. MOY  
 WILLIAM ROBINSON

**JOBETE MUSIC COMPANY, INC.**  
 2648 W. Grand Blvd., Detroit 8, Mich.

continued

Jatap (BMI), see Pacsa.  
 Javel (ASCAP), 610 S. Verdugo Rd., Suite 3, Glendale, Calif. 91205. Tel: (213) 246-9445. Cable: JAIRO. Pres. & Gen. Prof. Mgr.: Jairo Velasquez.  
 Jay (ASCAP), 12236 Hesby St., North Hollywood, Calif. 91607. Tel: (213) 763-7424. Contact: Johnny Rotella.  
 Jay Boy (BMI), see American Metropolitan Ent's.  
 Jay & Cee (BMI), see Lois.  
 Jay Dee, see Pavanne.  
 Jay (BMI), 79 W. Monroe St., Chicago, Ill. Tel: (312) ST 2-9035. Contact: Walter Jay. Affiliates: Walters (ASCAP).  
 Jay Six (BMI), 1136 Columbus Ave., Boston, Mass. 02120. Tel: (617) 445-3550. Pres.: Jack Sager.  
 Jazztown (BMI), 7129 Foch Rd., New Orleans, La. 70126. Tel: (504) 242-8962. Pres.: James A. Migliaccio. VP: Joyce Harris.  
 Jec (BMI), 308 Poplar Ave., Memphis Tenn. Tel: (901) 525-6348. Contact: J. Cuoghi.  
 Jema (BMI), 11425 San Pablo Ave., El Cerrito, Calif. 94530. Tel: (415) 235-0343. Pres.: Jesse Mason Jr.  
 Jen-Shem (BMI), 2640 S. Kildare Ave., Chicago, Ill. 60623. Tel: (312) 521-9631. Gen. Mgr.: Mrs. Jean Shemberger.  
 Jenks (BMI), 225 Watkins St., Swoyersville, Pa. 18704. Tel: (717) 287-2698. Exec. Mgr.: Bill Jenks. Affiliates: Rooftop (BMI).  
 Jenny (ASCAP), see Earth.  
 Jepalana (BMI), 10 Swirl Ln., Levittown, N. Y. Tel: (516) PY 6-3698. Pres.: Nathan Schnapf; VP: Jerry Samuels; Gen. Prof. Mgr.: Paul Friedberger. Branch: New York N. Y., 723 Seventh Ave. Zip: 10019. Tel: (212) CI 5-7640. Affiliates: Print (ASCAP), XIV (SESAC), WPN (ASCAP).  
 JERDEN, 971 Thomas St., Seattle, Wash. 98109. Tel: (206) MA 2-0470. Contact: Jerry B. Dennon. Affiliates: Bainbridge (BMI), Burdette (BMI), Marinwood (ASCAP), Navigo (SESAC). (SEE ADVERTISEMENT).  
 JerHart (BMI), 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 333-7014/5. Pres. & Gen. Mgr.: Bob Lee.  
 Jerryco (ASCAP), see Edwin H. Morris.  
 Jetstar (BMI), see Abnak.  
 Jewel (ASCAP), see Regent.  
 Jimskip (BMI), see Larry Taylor.  
 Jitters (BMI), see Jabber.

jive jitney jane (BMI), 9000 Sunset Blvd., Rm. 304, Los Angeles, Calif. 90069. Tel: (213) 273-5800. Pres.: Jane Jarest; Gen. Prof. Mgr.: Robin Hemingway.  
 Jo-A1 (ASCAP), see Shoestring.  
 JOBETE (BMI), 2648 W. Grand Blvd., Detroit, Mich. 48208. Tel: (313) 871-3340. Cable: JOBETE. Gen. Mgr.: Archie Levington. Affiliates: Stein & Van Stock (ASCAP). (SEE ADVERTISEMENT)  
 Jodax (BMI), see Gopam Ent's.  
 Joger (ASCAP), see Hirich.  
 Johnstone-Montei (BMI), see Beechwood.  
 Jon (ASCAP), see Double-Jon.  
 Jonathan (ASCAP), see Budd Granoff Prod'ns.  
 Jonvis (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 (BMI).  
 Josco (BMI), see Earth.  
 Joshua (BMI), see General.  
 Jot (BMI), 2203 Spruce St., Philadelphia, Pa. 19103. Tel: (215) LO 3-6484. Mgr.: Irv Nahan. Affiliates: Dakar (BMI), Jalyne (BMI).  
 Juarez (BMI), see Shan-Todd.  
 Judith (ASCAP), see N. A. Busillo.  
 J. J. Jules Ent's., 485 Ft. Couch Rd., Pittsburgh, Pa. 15228. Tel: (412) 835-4220 & 892-2288. Owner: Julius Jules Kruspir. Affiliates: Jules-Tone (BMI), Julesco (ASCAP).  
 Jules-Tone (BMI), see J. J. Jules Ent's.  
 Julesco (ASCAP), see J. J. Jules Ent's.  
 Jumper (BMI), PO Box 1885, 216 14 Ave. S.W., Birmingham, Ala. 35221. Tel: (205) 323-3925. Pres.: Roosevelt Harvey.  
 Ross Jungnickel (ASCAP), see Hill & Range.  
 Just (BMI), 1560 Broadway, New York, N. Y. Tel: (212) JU 2-2975. Pres.: Robert Schwartz; Gen. Mgr.: Joey Day. Affiliates: Rogelle (BMI), Roznique (BMI), S&J (ASCAP), Schwartz (ASCAP), Vibar (ASCAP).

**K**

K-D (BMI), 515 Shipley St., Wilmington, Del. 19801. Tel: (303) 654-8246. Pres.: H. Edwin Kennedy.  
 Gus Kahn (ASCAP), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 2-6088. Owner: Donald Kahn. Affiliates: Sugarbush.  
 Charles Emmerich Kalman (ASCAP), see Hill & Range.  
 Kalmann (ASCAP), 300 Farwood Rd., Philadelphia, Pa. 19151. Tel: (215) MI 2-2980. Mgr.: Kai Mann. Affiliates: Woodcrest (BMI).  
 Kama Sutra (ASCAP), 1650 Broadway, New York, N. Y. 10019. Tel: (212) 765-3320. Pres.: Herman Mizrahi; Gen. Prof. Mgr.: Russ Vincent. Branch: Hollywood, Calif., 7122 Sunset Blvd. Tel: (213) 469-1101. Gen. Mgr.: Bob Krasnow. Affiliates: Tender Tunes (BMI).  
 Kandy (ASCAP), 3521 Hoyt, Muskegon, Mich. 49444. Tel: (616) 739-3383. Prop.: D. E. Johnson.  
 Les Kangas (BMI), 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435.  
 Kansoma (BMI), see Chartbuster.  
 Karelo, 3215 Ave. H, Brooklyn, N. Y. 11210. Tel: (212) UL 9-8116/8550. Pres.: Howard C. Klein; Exec. VP: Karen E. Klein. Int'l reps.: Argentina (Melograf), Australia (April), Brazil (Mundo Musical), France (Nouvelles Editions), Germany (April), Japan (Nippon Columbia), Mexico (Mundo).  
 Kashmir, 436 S. Cochran, Los Angeles, Calif. 90036. Tel: (713) 935-5582. Owner & Mgr.: Charles Cashmere.  
 Edward Kassner (ASCAP), see American Metropolitan Ent's.  
 Kay-Jo (BMI), 67 Sylvan Rd., Port Chester, N. Y. 10573. Tel: (914) WE 9-6055. Pres.: R. F. Catalano.  
 Keble (BMI), see Eden.  
 Keel (BMI), see Astron.  
 Keetch, Caesar & Dino (BMI), see Robert Mellin.  
 Kelly (BMI), 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr.: Norman Kelly. Affiliates: Country Star (ASCAP), Process (BMI).  
 Kelton (ASCAP), 68 Mechanic St., New Rochelle, N. Y. 10801. Tel: (914) NE 3-6059. Pres. & Gen. Mgr.: H. J. Lengsfelder.  
 Keltone Int'l (ASCAP), 7819 Noble Ave., Van Nuys, Calif. Tel: (213) 787-0242. Pres. & A&R Mgr.: Fred Bonamico; Gen. Prof. Mgr.: Frank Kelton. Affiliates: Frebon (BMI).  
 Kemo (BMI), 6087 Sunset Blvd., Suite 201, Hollywood, Calif. 90028. Tel: (213) 463-8245. Affiliates: Konakai (BMI), Herb Montei (BMI).  
 Kendor (SESAC), Main & Grove Sts., Delevan, N. Y. 14042. Tel: (716) 492-1254. Pres.: Arthur W. Dedrick. Affiliates: Almitra (ASCAP), Dedrick (BMI).  
 Kendra (BMI), 2834 Cedar Ave. S., Minneapolis, Minn. 55407. Gen. Mgr.: A. E. Holter.  
 Kentucky (BMI), see Hill & Range.  
 Kenwood (BMI), c/o Benjamin Starr, 161 W. 54 St., New York, N. Y. 10019. Tel: (212) PL 7-2072. Cable: SAUNLAW. Pres.: Jeffrey S. Kruger. Affiliates: Hillbrow (ASCAP). Int'l rep.: United Kingdom (Florida).

continued on page 76

NEW YORK LONDON SYDNEY TORONTO PARIS WELLINGTON MUNICH AMSTERDAM MILAN ZURICH

**CHAPPELL  
& CO., INC.  
CHAPPELL  
& CO., LTD.  
music publishers**

including Buxton Hill Music Corporation; Chappell-Styne, Inc.; DeSilva, Brown & Henderson, Inc.; Florence Music Company, Inc.; G & C Music Corporation; Gershwin Publishing Corporation; T. B. Harms Company; Mutual Music Society, Inc.; Portfolio Music, Inc.; Stratford Music Corporation; Williamson Music, Inc.; Victor Young Publications, Inc.; Acuff-Rose International, Inc. and affiliates.

# TRO

Throughout the world...  
the symbol of creative music  
publishing and exploitation for  
composers, authors and publishers

## TRO

### The RICHMOND ORGANIZATION

10 Columbus Circle, New York, New York 10019

AL BRACKMAN, General Manager · MARVIN CANE, Director, Talent Development  
LARRY COLEMAN, Editorial Director · ALAN L. SHULMAN, Director of Business Affairs

Canada: ESSEX MUSIC OF CANADA LTD.

## TRO

### The ESSEX MUSIC GROUP

Dumbarton House, 68 Oxford St., London W.1, England

DAVID PLATZ, Managing Director

**TRO** | ESSEX MUSIC OF AUSTRALIA PTY. LTD. King York House, 32 York St., Sydney, Australia. Barry Kimberley, General Manager

**TRO** | EDITIONS ESSEX S.A.R.L. 28 Boulevard Poissonniere, Paris 9e. France. Ellen Nathan, Gerant · Jean Bertola, Professional Manager

**TRO** | ESSEX MUSIKVERTRIEB G.M.B.H. Drususgasse 7-11, Cologne 1, Germany.

**TRO** | EDIZIONI AROMANDO Galleria Del Corso 4, Milan, Italy. Sandro Pieralli, Professional Manager

**TRO** | LES EDITIONS ESSEX-HOLLAND Leidsegracht 11, Amsterdam-C, Holland.

**TRO** | MUSIKFORLAGET ESSEX A/B Regeringsgatan 45, Stockholm, Sweden.

**TRO** | EDICIONES ESSEX ESPANOLA Diputacion, 337-1, 2, Barcelona 9, Spain.

**TRO** | The RICHMOND ORGANIZATION 14 Ryogoku-Nihonbashi, Chuo-ku, Tokyo, Japan.

**TRO** | The RICHMOND ORGANIZATION 1 Any Ma'amin St., Ramat-Hasharon, Israel.

continued

KESSLER (BMI), 717 Carson Ave., La Junta, Colo. 81050. Tel: (303) 384-2945. Sales Rep.: Horace A. Kessler. (SEE ADVERTISEMENT).  
 King (SESAC), see Clef.  
 King Fitness (BMI), see A. Schroeder.  
 Kingstons Int'l (BMI), 1927 Churchhill, Trenton, Mich. 48183. Gen. Mgr.: Ima Harrison; Promo.: Emo Bevan.  
 Kirchstein (BMI), 123 Water St., Sauk City, Wis. 53583. Tel: (608) 643-3304. Pres.: Jim Kirchstein.  
 Neil A. Kjos (SESAC), 525 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) TA 5-2168. Pres.: Neil A. Kjos Sr.  
**Affiliates:** General Words & Music (ASCAP), Loop (ASCAP), J. A. Parks (SESAC).  
 King Street (BMI), 12811 Kling St., Studio City, Calif. 91604. Tel: (213) 766-4985. Pres.: Fred Darian.  
**Affiliates:** Red Sales (ASCAP).  
 Knight (BMI), Tel: (505) 268-7741. Pres.: Dick Stewart; VP: Tommy Bee, see Stinger.  
 Knollwood (ASCAP), see Fred Ahler.  
 Koff (ASCAP), PO Box 1442, Studio City, Calif. 91604. Tel: (213) 656-1467. Pres.: Charles Koff.  
 Konakai (BMI), Owner: Don McDiarmid Jr., see Kemo.  
 Kondas (BMI), 1405 Allen Ave., Ashtabula, Ohio 44004. Tel: (216) 964-7862. Pres.: Gus Kondas; Sec'y-Treas.: Robert Kondas.  
 Krandon (BMI), see Mayhew.  
 Herman Krich (ASCAP), 113 Longview St., West Orange, N. J. 07052. Tel: (201) 731-7770. Owner: Herman Krich.  
 Krishna, 15 W. 44 St., New York, N. Y. 10036. Contact: Trey Letz.  
**Branch:** Snyder, N. Y., 100 Brantwood Rd. Zip: 14226. Tel: (716) 853-7653.  
 Kryder (BMI), see American Metropolitan Ents.  
 Kuno (BMI), 850 Seventh Ave., New York, N. Y. 10019. Tel: (212) LT 1-4144. Pres.: Clay Pitts.

L

L & Q (BMI), 2019 Shepherd Dr., Houston, Tex. 77007. Tel: (713) UN 4-9709.  
 La Brea (ASCAP), see Almo.  
 La Lou (BMI), 2823 Johnston St., Lafayette, La. Tel: (318) CE 4-4118.  
 La Salle (ASCAP), see Southern.  
 La Salle (BMI), 5727 S. LaSalle St., Chicago, Ill. 60621. Tel: (312) 667-4151. Pres. & A&R: Jump Jackson; VP & A&R: Oscar Jackson.  
**Affiliate:** Heno (BMI).  
 Lake Forest (ASCAP), see Doney.  
 Lansdale (BMI), see N. A. Busillo.  
 Lansdowne (ASCAP), 1549 N. Vine, Hollywood, Calif. 90028. Tel: (213) HO 5-4634. Owner: Norman Malkin.  
**Affiliate:** Bloor (BMI).  
 Lar-Bell (BMI), see A. Schroeder.  
 Lassie (ASCAP), see A. Schroeder.  
 Laurel (ASCAP), see Sunbeam.  
 Law, (BMI), PO Box 5777, Saraland, Ala. 36571. Tel: (205) 457-4515. Pres.: Lois Anne Whiting.  
**Affiliate:** Medico (BMI).  
 Le Bill (BMI), 4930 Camp Bowie, Suite A, Ft. Worth, Tex. 76107. Tel: (817) PE 8-8843. Mgr.: P. H.  
**Affiliate:** Marbill (BMI).  
 Fred Le Blanc (BMI), 1820 Washington St., Boston, Mass. 02118. Tel: (617) 552-1111. Owner: Skippy White.  
 Le Mon (BMI), 42 E. Eighth St., Salt Lake City, Utah 84111. Tel: (801) 363-8122. Owner: Gary Le Mon; Gen. Mgr.: Arlin B. Daines.  
 Lear (ASCAP), 555 Madison Ave., New York, N. Y. 10022. Tel: (212) PL 2-9626.  
**Affiliate:** Egap (BMI).  
 Leatherneck (BMI), see Raleigh.  
 Lee-Wayne (BMI), 2002 W. Third St., Bloomington, Ind. Tel: (812) ED 6-5666. Pres.: Fred Helms Jr.  
 Leeds (ASCAP), see MCA.  
 Leeway (ASCAP), 4042 Benedict Canyon Dr., Sherman Oaks, Calif. 91403. Tel: (213) 784-4141. Pres. & Gen. Mgr.: Hal Levv.  
 Int'l rep.: United Kingdom (Essex).  
 Leigh (ASCAP), 4046 Ingraham St., Los Angeles, Calif. 90005. Tel: (213) DU 4-1672. Pres.: Nino Tempo.  
**Affiliate:** Daddy Sam (BMI).  
 Leivas (BMI), 2037 Milton St., Riverside, Calif. 92507. Tel: (714) 686-2670. Pres.: Leona P. Leivas.  
 Lemco (BMI), PO Box 8013, 2518 Southview Dr., Lexington, Ky. Tel: (606) 277-5587. VP: Cecil Jones.  
 Lencal (BMI), PO Box 3403, Glendale, Calif. Tel: (213) 843-4840. Pres.: C. E. (Clif) Lenderman; Gen. Mgr.: Gordon Calcote.  
 Lenhart (BMI), 617A S. Victory, Burbank, Calif.  
 Hal Leonard, 64 E. Second St., Winona, Minn. 55987. Tel: (507) 8-2921—no direct dial. Pres.: R. H. Busdicker.  
 Lerita (BMI), see A. Schroeder.  
 Lesgor (BMI), 1619 Broadway, Rm. 914, New York, N. Y. Tel: (212) 421-5107. Pres.: Lesley Gore; Gen. Mgr.: Kelli Ross.  
**Affiliates:** Buffee (BMI), Enchanted (ASCAP).  
 Lesjohn (ASCAP), 1721 N. Vermont Ave., Los Angeles, Calif. 90029. Tel: (213) 662-4373. Pres.: Harry Maselow.  
**Affiliates:** Breezy Willow (ASCAP), Ironmarch (BMI), Locket (BMI).

Levee (ASCAP), see White Cliffs.  
 Joseph E. Levine (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.  
 Lexicon (ASCAP), see Sacred Songs.  
 Lillenas (SESAC), 2923 Troost Ave., Kansas City, Mo. 64141. Tel: (816) JE 1-4646. Mgr.: R. W. Stringfield.  
 Lilli (ASCAP), 723 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-7640.  
 Lillimar (ASCAP), see Earth.  
 Lily (BMI), see Eden.  
 Limax (BMI), 618 S. Ridgely Dr., Los Angeles, Calif. 90036. Tel: (213) WE 4-4033. Pres.: Max Feirtag.  
 Linda's World (BMI), see The Big Seven.  
 Lindell (BMI), 2037 Alvarado Dr. N.E., Albuquerque, N.M. 87110. Tel: (505) 268-8405. Contact: Lindy Blaskey.  
**Affiliate:** Astronette.  
 Linduane (BMI), 25 Central Park West, New York, N. Y. 10023. Tel: (212) CI 5-7450. Pres.: Duane Eddy.  
 Lingua-Musica (BMI), 11225 Ewing Circle, Minneapolis, Minn. 55431. Tel: (612) 888-2011. Owner: C. B. Brown.  
 Linjo (BMI), 5821 Normont Way, El Paso, Tex. 79912. Tel: (915) 584-4047. Pres.: Joey Cash; Gen. Mgr.: Ken Granger.  
**Branch:** Englewood, N. J., 260 Speer Ave. Tel: (201) 567-2323.  
 Lion (BMI), see Don.  
 Liquid-Night (BMI), see Larry Spier.  
 Lishing (BMI), see Periscope.  
 Mosie Lister (SESAC), PO Box 644, Tampa, Fla. 33601. Tel: (813) 238-2641. Mgr.: Mosie Lister.  
**Branch:** Nashville, Tenn., RCA Victor Bldg., Suite 203. Tel: (615) 244-4374. Gen. Mgr.: Jake Hess.  
 Little Dipper (BMI), see The Big Seven.  
 Little Giant (BMI), 1234 N. Formosa Ave., Hollywood, Calif. 90046. Contact: Bud Mathis.  
 Little Guy (BMI), 30 Nashua St., Woburn, Mass. 01801. Tel: (617) 935-4700. Pres.: Robert D. Levinson; Gen. Mgr.: Barry Richards; Gen. Prof. Mgr.: William L. Walsh.  
 Little M (BMI), PO Box 73282, Los Angeles, Calif. 90003. Tel: (213) 755-7400. Pres.: Fats Washington.  
 Living Legend (ASCAP), see Kim Fowley & A. Schroeder.  
 Livingston & Evans (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.  
 Liza (ASCAP), 150 W. 52 St., New York, N. Y. 10019. Tel: (212) JU 6-4344. VP: Jordan Remin.  
 Lo-Ja (BMI), see Lowery.  
 Lock (ASCAP), 6830 Pacific View Dr., Los Angeles, Calif. 90028. Tel: (213) 469-1839. Owner: Joseph Saraceno.  
**Affiliates:** Aut (ASCAP), Wrist (BMI).  
 Locket (BMI), see Lesjohn.  
 Lois (BMI), 1540 Bewster Ave., Cincinnati, Ohio 45207. Tel: (513) 751-8652. Contact: Gladys Knochenman.  
**Affiliate:** Jay & Cee (BMI).  
 Lola (BMI), 20 West End Ave., New York, N. Y. 10023. Tel: (212) CI 5-7933. Mgr.: Leona Apostoleris.  
 Lollipop (BMI), 255 W. 36 St., New York, N. Y. 10018. Tel: (212) 563-3460. Pres.: Ed Miller; VP: Trade Martin.  
 Lombardo (ASCAP), see Bregman, Vocco & Conn.  
 E. M. Long (BMI), 804 S. Highland, Memphis, Tenn. 38111. Tel: (901) 327-5641. Pres.: E. M. Long.  
 Longhorn (BMI), see Combine.  
 Longridge (ASCAP), 6087 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 7-0361. Pres.: Perry Botkin.  
**Branch:** New York, N. Y. 1841 Broadway, Suite 612.  
**Affiliate:** Chippendale (ASCAP).  
 Lonnie (BMI), see Ascot-Jolen.  
 Loop (ASCAP), see Neil A. Kjos.  
 Lotta Music (ASCAP), 930 "F" St. N. W., Washington, D. C. 20004.  
 Lou-Lee (BMI), see Alexis.  
 Lovable (BMI), see The Big Seven.  
 Lovers Oak (BMI), 3811 Wylly Ave., Brunswick, Ga. 31520. Tel: (912) 265-1340. Pres.: Peggy Ann Munson.  
 Low-Sal (BMI), see Lowery.  
 Low-Twi (BMI), see Lowery.  
 Lowery (BMI), PO Box 9687, Atlanta, Ga. 30319. Tel: (404) 233-6703. Pres.: Bill Lowery.  
**Affiliates:** Lo-Ja (BMI), Low-Sal (BMI), Low-Twi (BMI), Terri (ASCAP), Wonder (BMI).  
 Loxx (BMI), 1705 W. Seventh St., Ft. Worth, Tex. 76102. Tel: (817) ED 6-9021. Pres.: Charles Stewart; Gen. Mgr.: Jon T. Bone.  
 Lucky Oogie (BMI), see Budd Granoff Prod'ns.  
 Ludix (BMI), c/o Mietus Copyright Mgt, 10 E. 44 St., New York, N. Y. 10017. Tel: (212) 661-5520. Pres.: Luther Dixon; Admin.: Lenny Mierus.  
**Affiliate:** Vee Vee (BMI).  
 Ludwig (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 (SESAC).  
 Luristan (ASCAP), 723 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-7640. Pres.: Milt Schnapp.  
 Lute (ASCAP), PO Box 1181, Hollywood, Calif. 90028. Tel: (213) 842-5338. Owners: Douglas Lyon & Lloyd L. Walker.

Lyle (ASCAP), 723 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-7640.  
 Lyn-Lou (BMI), 1518 Chelsea, Memphis, Tenn. 38108. Tel: (901) 275-2285. Pres.: Mrs. Bill Black; Gen. Mgr.: Larry Rogers.  
 Lynnstorm (ASCAP), 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 276-1017. Cable: PACSAMUSIC. Pres.: Irving Mills; Gen. Mgr.: Robert Mills.  
 Lyra (ASCAP), 43 W. 61 St., New York, N. Y. 10023. Tel: (212) CI 5-7757. Owner: Don Henry.  
 Lyresong (BMI), PO Box 9873, 1224 Fernwood Circle N. E., Atlanta, Ga. 30319. Tel: (404) 237-2312. Pres.: Harry Karras; VP: R. B. Richardson.

M

M A B (ASCAP), see Budd Granoff Prod'ns.  
 M C A (ASCAP), 445 Park Ave., New York, N. Y. 10022. Tel: (212) PL 9-7500. Cable: MUSICOR. VPs: Salvatore T. Chiantia & Lou Levy.  
**Affiliates:** Champion (BMI), Duchess (BMI), Hawaii (BMI), Leeds (ASCAP), Northern (ASCAP), Pickwick (ASCAP), Shamley (ASCAP).  
 M J Q (BMI), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) 245-2836. Pres.: John Lewis; Gen. Mgr.: Paul Schwartz.  
**Affiliate:** Third Stream (ASCAP).  
 MacArthur (BMI), 1659 Sweetbrier St., Palmdale, Calif. Tel: (805) 947-4563. Pres.: Glenn MacArthur.  
**Affiliate:** Glenn (BMI).  
 John D. MacArthur (BMI), see The Big Seven.  
 Mac Heather (ASCAP), 448 S. Hill St., Los Angeles, Calif. 90015. Tel: (213) MA 8-7062. Pres.: Miss Virginia Richmond.  
**Affiliate:** Collie (ASCAP).  
 Maclare, 18450 Livernois, Detroit, Mich. 48221. Tel: (313) 863-3262. Pres.: Arnold Gelbert.  
 MacLen (BMI), see Dick James.  
 Mad Hatter (BMI), see Shapiro, Bernstein.  
 Maggie (BMI), see Tee Pee.  
 Main Line (BMI), 1260 E. 38 St., Cleveland, Ohio 44115. Tel: (216) 391-1800. Prod. Mgr.: Jerry Sharell.  
 Mainstay (BMI), 101 W. 55 St., New York, N. Y. 10019. Tel: (212) JU 2-1368. Mgr.: Al Gallico.  
**Int'l rep.:** United Kingdom (Marquis).  
 Malcolm (BMI), see Shawnee Press.  
 Malick Prod'ns (ASCAP), 541 Fulmer Ave., Akron, Ohio 44312. Tel: (216) 799-1304. Pres.: Ernie Malick; Gen. Mgr.: Cy Merriman.  
**Affiliate:** Ermal (BMI).  
 Maltese (BMI), see Budd Granoff Prod'ns.  
 Manacor, see Pavanne.  
 Manistee (BMI), see A. Schroeder.  
 Dudley Manners (ASCAP), 177 Beach 141 St., Belle Harbor, L. I., N. Y. 11694. Tel: (212) GR 4-2450. Owner: Dudley Manners.  
 Manpine (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurnit.  
 Maple Leaf (BMI), see We Three.  
 Mappa (ASCAP), see Sam Weiss.  
 Maravilla (BMI), 6277 Selma, Hollywood, Calif. 90028. Tel: (213) 463-2328. Pres.: Bob Keene.  
**Affiliate:** Bobby Tunes (ASCAP).  
**Int'l rep.:** Canada and United Kingdom (American Metropolitan Ents., NYC).  
 Maravilla (ASCAP), see Barton.  
 Marbill (BMI), see Le Bill.  
 Marcia (BMI), see Ivan Mogull.  
 MA-REE (ASCAP), see Jim Reeves Ents.  
 Margarita (ASCAP), see We Three.  
 Margie (BMI), 524 Plasters Ave. N.E., Atlanta, Ga. 30324. Tel: (404) 874-2781. Pres. & Pub.: Gaye Brooks; Sales & Mktg.: Johnny Brooks.  
**Branch:** Decatur, Ga., 2640 Charles Gate Ave. Zip: 30030. Tel: (404) 289-0858.  
 Maribus (BMI), see Dick James.  
 Maricana (BMI), see Marty Robbins.  
 Maricopa (SESAC), see Marty Robbins.  
 Marielle (BMI), 119 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 2-2502. Pres. & Gen. Mgr.: Don Sear.  
**Affiliate:** Moo Moo (BMI).  
 Marinwood (ASCAP), see Jerden.  
 Maridosa (BMI), see Marty Robbins.  
 Marjon (ASCAP), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.  
 Edward B. Marks (BMI), 136 W. 52 St., New York, N. Y. 10019. Tel: (212) CI 7-7277. VP & Gen. Mgr.: Joseph Auslander; Sales Promo. Mgr.: Robert Jewels.  
**Affiliates:** Alameda (BMI), Piedmont (ASCAP).  
 Marlen (ASCAP), see Gordon.  
 Marmor (BMI), 4644 Arriba Dr., Tarzana, Calif. Tel: (213) 344-7474. Owner: Ed Marmor.  
**Affiliates:** Clockus (BMI), EDM (ASCAP).  
 Marson (BMI), PO Box 211, Hackleburg, Ala. 35564. Tel: (205) 935-3994. Pres. & Owner: A. L. Loden.  
**Branch:** Nashville, Tenn., PO Box 6434. Zip: 37213.  
 A. W. Marullo (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.: David Yeaman.  
**Branches:** Houston, Tex., 7450 Bellford St. Tel: (713) MI 9-0351; 1846 Chantilly, Tel: (713) OV 6-9756. Gen. Mgr.: J. D. Copley.  
 Marville (BMI), see Alexis.  
 Marvin (ASCAP), see Fred Fisher.  
 Mary Jane (ASCAP), 254 W. 54 St., New York, N. Y. 10019. Tel: (212) CI 5-2170.

- Massey (ASCAP), see Hill & Range.  
 Master Mind (BMI), see Gremlin.  
 Johnny Mathis (ASCAP), see Hill & Range.  
 Maureen (BMI), 200 W. 57 St., Rm. 401, New York, N. Y. Tel: (212) CI 7-2436.  
 Peter Maurice (ASCAP), 101 W. 55 St., New York, N. Y. 10019. Tel: (212) JU 2-1368.  
 Ray Maxwell (BMI), 6359 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-3525. Pres.: Ray Maxwell.  
 Mayfair (ASCAP), see Edwin H. Morris.  
 Mayhew (BMI), 802 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-6349. Pres.: Aubrey Mayhew; Gen. Mgr.: Merv Shiner.  
 Affiliates: Janon (ASCAP), Krandon (BMI).  
 Int'l rep.: Mayhew (United Kingdom).  
 McClendon Ent. (BMI), Rt. 3, La Grange, Ga. Tel: (404) 882-2391. Contact: Rupert McClendon.  
 McDowell (BMI), 828 S. Lawrence St., Montgomery, Ala. 36105. Tel: (205) 265-3882.  
 McLaughlin (BMI), 1300 Arbor View, Ann Arbor, Mich. Tel: (313) 663-2059. Pres.: Ollie McLaughlin.  
 McLaughlin & Reilly (SESAC), 67 Kingston St., Boston, Mass. 02111. Tel: (617) 426-7367.  
 Meager (BMI), 330 W. 58 St., New York, N. Y. 10019. Tel: (212) 246-2302. Pres.: Lewis Futterman.  
 Affiliates: Growl (BMI), Pamalarosa (BMI), Pelew (ASCAP).  
 Mea Ticket (BMI), 9000 Sunset Blvd., Suite 304, Los Angeles, Calif. 90069. Tel: (213) 273-5800. Gen. Prof. Mgr.: Robin Hemingway.  
 Medico (BMI), 803-R Government St., Mobile, Ala. Tel: (205) HE 3-3941. Pres.: James Whiting.  
 Affiliate: Law (BMI).  
 Melark (BMI), Heber Springs, Ark. 72543. Tel: (501) AL 1-3219. Pres.: Melvin Endsley.  
 Melbourne (ASCAP), see Jasper.  
 Mellin (BMI), see Robert Mellin.  
 Judy Mellin (ASCAP), see Robert Mellin.  
 Robert Mellin (BMI), 1650 Broadway, Rm. 611, New York, N. Y. 10019. Tel: (212) PL 7-3287. Cable: MELLINMUS. Pres.: Robert Mellin.  
 Affiliates: Algonquin (BMI), Elmwin (BMI), Keetch, Caesar & Dino (BMI), Mellin (BMI), Judy Mellin (ASCAP), Robert (ASCAP), Sherwin (ASCAP).  
 Int'l rep.: United Kingdom (Robert Mellin).  
 Melody House (BMI), 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Owner: Bill Bellman.  
 Melody Lane (BMI), see Southern.  
 Meloney (BMI), 1124 Shelton Ave., Statesville, N. C. 28677. Tel: (704) ST 24211. Gen. Mgr.: Joe Beaver.  
 Melrose (ASCAP), see Edwin H. Morris.  
 Melstan, 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: Joseph Stevenson.  
 Melva (BMI), see World International.  
 Memory Lane (BMI), see Larry Spier.  
 Mendocino (BMI), 989 S. Madison Ave., Pasadena, Calif. 91106. Tel: (213) 681-5566. Pres.: Ned R. Herzstam.  
 Mention (BMI), 509 Madison Ave., Suite 812, New York, N. Y. Tel: (212) 421-4540. Pres.: Phyllis Fairbanks; VP: Chet Gierlach; Mgr. Dir.: Leonard Whitcup.  
 Branch: Nashville, Tenn., 812 17 Ave. S. Tel: (615) 256-3802. Gen. Mgr.: Teddy Bart.  
 Merclaire (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurnit.  
 Mercury (SESAC), 17 W. 60 St., New York, N. Y. 10023. Tel: (212) JU 2-6160.  
 Affiliates: Beekman (ASCAP), Merrymount (BMI).  
 Merlin (BMI), 250 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-3120. Pres.: Al Rosenthal; Gen. Mgr.: Bob Reno.  
 Branch: Philadelphia, Pa., 309 S. Broad St. Zip: 19107 Tel: (215) KI 5-1140. Gen. Mgr.: Earl Shelton.  
 Affiliates: Certificate (BMI), Midnight (BMI), Wyncote (ASCAP).  
 Merna (BMI), 161 W. 54 St., New York, N. Y. 10019. Tel: (212) JU 6-6767. Mgr.: George Franconero.  
 Affiliates: Antigony (BMI), Brookings (ASCAP).  
 Merpine (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurnit.  
 Merrimac (BMI), see Regar.  
 Merrymount (BMI), see Mercury.  
 Mesquite (ASCAP), see Edwin H. Morris.  
 Meteorion (BMI), 117 W. 48 St., New York, N. Y. 10036. Tel: (212) JU 2-2934. Mgr. Mrs. Brigitta Peschko.  
 Affiliate: Multitone (ASCAP).  
 Metric (BMI), see Metric Music Group.  
 Metric Music Group, 1556 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 462-6773. Gen. Mgr.: Mike Gould; Prof. Mgr.: Mac Davis.  
 Branch: New York, N. Y., 1650 Broadway. Tel: 212 JU 6-5085. Rep.: Al Altman.  
 Affiliates: Asa (ASCAP), Blue Horizon (BMI), Cornerstone (BMI), Dobo (BMI), Har-Bock (BMI), Metric (BMI), Minit (BMI), Post (ASCAP), Travis (BMI), West Coast (ASCAP).  
 Milbern (BMI), 723 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-7640.  
 Mi-Dream (BMI), Willow Grove Rd., Stony Point, N. Y. 10980. Tel: (914) 947-9831. Pres.: Ken Hastings.  
 Midnight (BMI), see Merlin.  
 Midwood (BMI), see Barton.  
 Milene (ASCAP), see Acuff-Rose.  
 Earl Miles (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.  
 Int'l rep.: United Kingdom (Hyde Park).  
 Milky Way (BMI), 25 Central Park West, New York, N. Y. 10023. Tel: (212) CI 5-7450. Pres.: Al Wilde.  
 Miller (ASCAP), see The Big 3.  
 Mills (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) 265-6347. Cable: MILLS-MUSIC. Pres.: Richard L. Rosenthal; Gen. Prof. Mgr.: Ira Howard; Gen. Atty: Burton L. Litwin.  
 Branches: Los Angeles, Calif., 610 S. Broadway. -Chicago, Ill., 64 E. Jackson Blvd.  
 Affiliates: American Academy of Music (ASCAP), Ankerford (ASCAP).  
 Int'l firms represented: H. Freeman (United Kingdom), Gaillard (United Kingdom), Israel Composers League (Israel), Alfred Lengnick (United Kingdom), Novello (United Kingdom), Quiroga (Spain), Western (Canada).  
 Int'l reps.: Brazil, Canada, France, Germany, Holland, Mexico, Spain, United Kingdom (all Mills).  
 Mimic (BMI), PO Box 201, Smyrna, Ga. 30080. Tel: (404) 435-8171. Owner: Tom Hodges.  
 Mind (BMI), PO Box 1153, San Carlos, Calif. 94070. Tel: (415) 365-2917. Owners: Brian K. Gardner & George Dipaola.  
 Minit (BMI), see Metric Music Group.  
 Minniepaul (BMI), PO Box 4447, Minneapolis, Minn. 55421 Tel: (612) 788-9122. Mgr.: Bill H. Normandin.  
 Mint (BMI), 37 Washington Terr., East Orange, N. J. Tel: (201) OR 3-9621. Gen. Prof. Mgr.: Bob Minut.  
 Affiliate: Vado (ASCAP).  
 Minto (BMI), PO Box 9411, North Hollywood, Calif. 91609 Tel: (213) 335-9379/5931. Owner: A. J. Minto.  
 Miracle (BMI), see Elvitruie.  
 Miraleste (BMI), c/o Richard Delvy Prod'ns, 2525 W Ninth St., Los Angeles, Calif. 90006. Contact: Richard Delvy.  
 Mishawaka (BMI), 2420 River Ave., Mishawaka, Ind. Tel: (219) 259-3215. Pres.: Juanita Henson.

**IRVING  
MUSIC  
INC**

---

**BMI**

**ALMO  
MUSIC  
CORP.**

---

**ASCAP**

continued

Mr. Music (BMI), see Eddie Shaw.  
 Mitten (BMI), 2790 S. Van Dyke, Imlay City, Mich. 48444. Tel: (313) 724-5149. Pres.: W. Howard Walker.  
 Mode (ASCAP), see Vincent Youmans.  
 Modern (BMI), 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Mgr.: Saul Bihari.  
 IVAN MOGULL (ASCAP), 33 W. 60 St., New York, N. Y. 10023. Tel: (212) LT 1-6430. Cable: IMO-GULL. Pres.: Ivan Mogull.  
 Int'l branches: Australia, Belgium, Brazil, France, Germany, Greece, Israel, Italy, Japan, Netherlands, Spain, Sweden, Switzerland, United Kingdom.  
 Affiliates: Harvard (BMI), Marcia (BMI). (SEE ADVERTISEMENT).  
 Mojave (BMI), see Arty Robbins.  
 Monac (BMI), see Pietro Deiro.  
 Monarch (ASCAP), 8560 Sunset Blvd., Suite 805, Los Angeles, Calif. 90069. Tel: (213) 652-7665.  
 Monona (BMI), Western Hills Plaza, Suite 201, Cumming at 44 St., Omaha, Neb. 68131. Tel: (402) 558-6709. Pres.: Scott A. Cameron.  
 Affiliate: Peter Jan (BMI).  
 Monsapec (BMI), see Helios.  
 Montauk (BMI), see We Three.  
 Monte Verde (BMI), 5 Mary St., Rittman, Ohio 44270. Tel: (216) 925-1516. Pres.: Willard Gasser; Gen. Mgr.: Kathy Whitney.  
 Herb Monteil (BMI), owner: Herb Monteil, see Kemo.  
 Monzahalla (BMI), Box 46462, Los Angeles, Calif. 90046. Tel: (213) OL 6-3000. Owner: Rick Jones.  
 Moo Moo (BMI), see Marielle.  
 Mood Music (ASCAP), see Shapiro, Bernstein.  
 Moon Lake (BMI), 5007 "F" St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres.: Leonard Stark.  
 Moontunes (ASCAP), 1607 El Centro, Hollywood, Calif. 90028. Tel: (213) 464-9819. Cable: MOONSON. Pres.: John Elliott; Gen. Mgr.: Linwood Wilde; Gen. Prof. Mgr.: Alan Block.  
 Affiliates: Hollyvale (BMI), Jaclin (ASCAP).  
 Morgan Manor (ASCAP), 6223 Selma Ave., Hollywood, Calif. 90028. Owner: Russ Morgan; Gen. Mgr.: Jack Carlton.  
 Morley (ASCAP), see Edwin H. Morris.  
 Edwin H. Morris (ASCAP), 31 W. 54 St., New York, N. Y. 10019. Tel: (212) JU 2-5656.  
 Affiliates: Arko, Carwin, Charling, Harwin, Jerryco, Mayfair, Melrose, Mesquite, Morley (all ASCAP).  
 Moss-Rose (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2428. Pres. & Gen. Mgr.: Hubert Long.  
 Affiliate: Pawnee Rose (SESAC).  
 Mother Bertha (BMI), 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8661. Pres.: Phil Spector.  
 Mount Lemon (BMI), 3768 Webb Ln., Tucson, Ariz. 85716. Tel: (602) 793-8830. Pres.: Rexingham.  
 Mount Rainier (BMI), PO Box 246, Mt. Rainier, Md. 20822. Tel: (301) 927-0010. Pres.: C. R. Freedland.  
 Mountaineire (BMI), PO Box 812, 101 Whitestick Rd., Beckley, W. Va. Tel: (304) 252-5161. Pres.: R. L. Ziegler.  
 Movietone (ASCAP), see Sam Fox.  
 Mudville (BMI), 5619 N. Figueroa St., Rm. 27, Los Angeles, Calif. 90042. Owner & Mgr.: Pat H. Casey.  
 Mulholland (BMI), 3143 Industrial Rd., Las Vegas, Nev. Tel: (702) 735-7132. Pres.: Bill Porter; VP & Gen. Mgr.: Clyde Carson.  
 Multitone (ASCAP), see Meteorion.  
 Mums (BMI), 6072 14 St., Detroit, Mich. 48208. Tel: (313) 894-8685. Pres.: Lou Beatty Sr.; Gen. Prof. Mgr.: Theodore E. Harris Sr.  
 Affiliate: Seton (ASCAP).  
 Murbo (BMI), see Bourne.  
 Mured (BMI), 8008 Rodgers Rd., Philadelphia, Pa. 19117. Tel: (215) 635-3822. Contact: Robert A. Chipetz.  
 Muriel (BMI), see Gerald.  
 Music City (ASCAP), see Combine.  
 Music Music Music (ASCAP), 509 Madison Ave., New York, N. Y. 10022. Tel: (212) 421-4537. Pres.: Chet Gierlach; VP: P. Fairbanks; Mgr. Dir.: Leonard Whitcup.  
 Branch: Nashville, Tenn. 812 17 Ave. S. Tel: (615) 256-3802. Gen. Mgr.: Teddy Bart.  
 Int'l rep.: Japan (Shinko).  
 Music Prod'ns (ASCAP), 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 4-8383. Pres.: Wayne Shanklin Sr.; Gen. Mgr.: J. R. Shanklin.  
 Music Prods. (BMI), see Eden.  
 Music Publishers Holding Corp., 488 Madison Ave., New York, N. Y. 10022. Tel: (212) PL 9-4422.  
 Affiliates: Advanced, Athwarn, Harms, New World, Nine Star, Pepamar, Remick, Shubert, Warner Bros., Weill-Brecht-Harms, Witmark. (all ASCAP).  
 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 (SESAC), Consolidated (ASCAP), Dorsey Bros. (ASCAP), Embassy (BMI), Weintraub (ASCAP), Yorktown (ASCAP).  
 MuStaff (BMI), PO Box 3322, Orlando, Fla. Tel: (305) MI 4-3853. Pres.: W. Campbell.

Mutt (BMI), 27316 Michigan, Inkster, Mich. 48181. Tel: (313) LO 5-5000. Pres.: Nate J. V. Dore; Promo.: Bill Craig.  
 Mutual Music Society (ASCAP) see Chappell.  
 Myers (ASCAP) see American Metropolitan Ents.  
 Myto (BMI), 4039 Buena Vista, Detroit, Mich. 48238. Tel: (313) 931-0048. Sec'y-Treas.: Joanne Jackson.

**N**

N H, 1502 Central Ave., Cincinnati, Ohio 45214. Tel: (513) 621-8627 & 721-9378. Pres.: Nick C. Hudarow; VP: Roosevelt Lee.  
 Nada, Box 44, RFD 1, Lutesville, Mo. Zip: 63762.  
 Nasetan (BMI), PO Box 1485, Lake Charles, La. 70601. Pres.: Eddie Shuler.  
 Affiliate: TEK (BMI).  
 Johnny Nash (ASCAP), see And.  
 Nash-Beau (BMI), see Tracie.  
 National (ASCAP), 56 Ferry St., Newark, N. J. 07105. Tel: (212) WO 2-3354. Cable: SAVREG. Pres.: Herman Lubinsky.  
 Nationwide Songs (ASCAP), see Pavanne.  
 Natson (ASCAP), see Ridge.  
 Navigo (SESAC), see Jerden.  
 Neale (ASCAP), see Wrimus.  
 Neches (BMI), 1812 Procter, Port Arthur, Tex.  
 Neenah Menasha (BMI), see SFO.  
 Neptune (BMI), 82 Aldine St., Rochester, N. Y. 14619. Tel: (716) 328-4649. Prof. Mgr.: Marv Steffy.  
 Nettles (BMI), 1003 Thomas Ave., Monroe, La. 71201. Tel: (318) 322-2291. Pres.: Mrs. Emma Lou Nettles.  
 New Approach (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurmit.  
 New Colony (BMI), 185 N. Wabash, Suite 609, Chicago, Ill. 60601. Tel: (312) 236-6185. Pres.: Peter H. Wright; also 79 W. Monroe St. Zip: 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.  
 New Keys (BMI), Tel: (215) PO 5-0300, see Jamie.  
 New World (ASCAP), see Music Publ'rs Holding Corp.  
 NewBag (BMI), 807 Westham Pkwy., Richmond, Va. 23229. Tel: (703) 282-1629. Pres.: Martin Gary.  
 Branch: Washington, D. C., Box 2354. Zip: 20013. Tel: (202) 362-9885.  
 Next Day (ASCAP), see Hugo & Luigi.  
 Nicholas (ASCAP), see N. A. Busillo.  
 Nina (BMI), 1855 Broadway, New York, N. Y. 10023. Tel: (212) JU 2-7711. Pres.: Jac Holzman.  
 Nine Star (ASCAP), see Music Publ'rs Holding Corp.  
 Niteram (BMI), 1564 Broadway, New York, N. Y. 10036. Tel: (212) 765-5434. Pres.: Paul Martin.  
 Nom (BMI), see The Big Seven.  
 Noma (BMI), see Hill & Range.  
 Nor-Bil, 8152 S. Avalon Ave., Chicago, Ill. Pres.: Bill Meeks.  
 Nor Va Jak (BMI), see Dundee.  
 North & Son (ASCAP), see Shapiro, Bernstein.  
 Northern (ASCAP), see MCA.  
 Northridge (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.  
 Notable (ASCAP), 161 W. 54 St., New York, N. Y. 10019. Tel: (212) PL 7-9547. Pres.: Cy Coleman; Gen. Mgr.: Eric Colodine.  
 Affiliates: Benglo (BMI), Portable (BMI).  
 Int'l firms represented: Campbell-Connelly (United Kingdom).  
 Novalene (BMI), 5957 Carlton Way, Hollywood, Calif. 90028. Tel: (213) HO 3-9571. Pres.: Pat Vegas.  
 Nujac (BMI), Tel: (215) PO 5-0300, see Jamie.  
 Nu-Star c/o Kenneth Moffett, 298 Browning Rd., Nashville, Tenn. 37211. Tel: (615) 832-4761.

**O**

O R C O (BMI), 1519 S. Grand, Santa Ana, Calif. 92705. Tel: (714) 836-4435. Prod'r & Gen. Mgr.: Glen Pace.  
 Oahu, Box 5110, Cleveland, Ohio 44101. Tel: (216) 861-5151. Pres.: Harry G. Stanley; VP: Betty Glynn.  
 Oakland (ASCAP), see Bourne.  
 Oakridge (BMI), 2001 Elton Rd., Ft. Worth, Tex. 76117. Tel: (817) TE 8-6608. Owner: H. L. Sewell.  
 Obie (BMI), 156 Fifth Ave., New York, N. Y. 10010. Tel: (212) 255-4800.  
 Octopus (BMI), 10255 Old Georgetown Rd., Bethesda, Md. 20014. Tel: (301) 530-1213. Pres.: Antony Vernon.  
 Odyssey (ASCAP), 9000 Sunset Blvd., Suite 306, Los Angeles, Calif. 90069. Tel: (213) 278-2585.  
 Affiliate: Dear Tyger (BMI).  
 Omni (BMI), see Tuneville.  
 Opal (BMI), see Central Songs.  
 Open Road (BMI), see Jim Reeves Ents.  
 Origatunes (BMI), 10337 E. Beach St., Bellflower, Calif. Tel: (213) TO 6-4146. Owner: Mearl Ellison.  
 Oxford (ASCAP), see Select.  
 Oxford University Press (ASCAP), 200 Madison Ave., New York, N. Y. 10016. Tel: (212) 679-7300. Cable: FROWDE. Music Dept. Mgr.: John O. Ward.  
 Int'l reps: Canada & United Kingdom (Oxford University Press).

**P**

P J A (ASCAP), see Budd Granoff Prod'ns.  
 Pacemaker (BMI), see Dick James.  
 Pacific Coast (BMI), Box 38631, Hollywood, Calif. 90038. Tel: (213) 656-2014. Pres.: Raymon N. Sanders; Gen. Mgr.: Brad Ford.  
 Branch: Elizabethtown, Ky., 105 S. Thomas St. Tel: (502) RO 5-2833. Gen. Mgr.: Mrs. J. S. Sanders.  
 Pacific Northwest (BMI), 570 14 N.E., Salem, Ore. 97301. Tel: (503) 362-7821. Pres.: Ray S. Connelly.  
 Pacific Sound (BMI), PO Box 8244, Universal City, Calif. 91608. Pres.: Richard J. Shepp; Gen. Mgr.: Kenneth J. Shepp.  
 Pacsa (ASCAP), 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 276-1017. Cable: PACSAMUSIC. Pres.: Irving Mills; Gen. Mgr.: Robert Mills.  
 Affiliates: Jatap (BMI), Pickering (BMI).  
 Stuart Paine (BMI), 403 Trinity Hills Ln., Louisville, Ky. 40207. Tel: (502) 895-1063. Owner: Stuart Paine.  
 Painted Desert (BMI), see Shapiro, Bernstein.  
 Palo Duro (BMI), 9000 Sunset Blvd., Suite 1010, Los Angeles, Calif. 90069. Tel: (213) 278-4960. Pres.: Russell Steagall.  
 Pamalarosa (BMI), see Meager.  
 Pamco (BMI), 1330 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton.  
 Affiliates: Ampar (BMI), Ampco (ASCAP), Apt (ASCAP), Porgie (BMI), Trousdale (BMI), Westpar (BMI).  
 Pamper (BMI), 119 Two Mile Pike, Goodlettsville, Tenn. Tel: (615) 859-1345. Mgr.: J. Hal Smith.  
 Panette (ASCAP), 320 W. 55 St., New York, N. Y. 10019. Tel: (212) 581-9251. Pres.: Edwin D. McMullen.  
 Panther (ASCAP), see Southern.  
 Paramount (ASCAP), see Famous.  
 Parasonic (BMI), PO Box 412, Huntsville, Ala. 35804. Tel: (205) 828-4863. Gen. Mgr.: Melvin S. Draper.  
 Paris (ASCAP), see Rayven.  
 J. A. Parks (SESAC), see Neil A. Kjos.  
 Parnaso (BMI), 275 S. Second St., Brooklyn, N. Y. 11211. Tel: (212) EV 7-1200. Pres.: Roger Lopez.  
 Affiliate: Campe (BMI).  
 Patlow (BMI), 18475 Evergreen Rd., Detroit, Mich. 48219. Tel: (313) 531-7329. Pres.: M. J. Patlow.  
 Patricia (BMI), see The Big Seven.  
 Pattern (ASCAP), 7033 Sunset Blvd., Suite 308, Hollywood, Calif. 90028. Tel: (213) HO 6-2161.  
 Pavanne (ASCAP), 1619 Broadway, Suite 514, New York, N. Y. 10019. Tel: (212) CI 5-1249. Contacts: Frank Stanton & Andy Badale.  
 Affiliates: Buckingham (ASCAP), Dawny, Delicata (BMI), Fairlight, Favorite, Publ'rs (ASCAP), Gatwick (BMI), Hampstead, Jay Dee, Manacor, Nationwide Songs (ASCAP), Surrey (ASCAP), Tellaro (BMI), Winamusic.  
 Pawnbroker (ASCAP), see Earth.  
 Pawnee Rose (SESAC), see Moss-Rose.  
 George Paxton (ASCAP), 888 Eighth Ave., New York, N. Y. 10019. Tel: (212) JU 2-3050. Pres.: George Paxton; Gen. Mgr.: Bettye Marx; Gen. Prof. Mgr.: Fred Weismantel.  
 Affiliate: Paxwin (BMI).  
 Paxwin (BMI), see George Paxton.  
 Pearl (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 6-1990.  
 Peer Int'l (BMI), see Southern.  
 Peer-Southern Prod'ns (ASCAP), see Southern.  
 Pegglow (BMI), see Carlson.  
 Pelew (ASCAP), see Meager.  
 Pentagon (BMI), see Jamie.  
 Pentagrid (BMI), 1209 E. 76 St., Los Angeles, Calif. 90001. Tel: (213) 585-6474. Pres.: J. L. Smith; Gen. Mgr.: Evelyn Smith.  
 Pepamar (ASCAP), see Music Publ'rs Holding Corp.  
 Pepwig, 663 Fifth Ave., New York, N. Y. 10022. Tel: (212) EL 5-5633. Pres.: William A. Wiggins.  
 Pera (BMI), see Southern.  
 Perfection (BMI), 1429 Hawthorne St., Pittsburgh, Pa. 15201. Tel: (412) 781-4557. Pres.: E. J. Moschetti; Gen. Prof. Mgr.: Muriel M. Shillirig.  
 Affiliate: Regal (ASCAP).  
 Periscope (BMI), 22 Francis Dr., Suite 111, Randolph, Mass. 02368. Tel: (617) 963-7370. Cable: PERIMU. Pres.: Edward M. Hurvitz.  
 Affiliates: Lishing (BMI), Telescope (BMI).  
 Peters (ASCAP), see Criterion.  
 Petone (BMI), see A. Schroeder.  
 Petrucci & Atwell (BMI), 331 Newbury St., Boston, Mass. 02115. Tel: (617) 266-3610. Pres.: Robert J. Petrucci.  
 Petsilas (BMI), see Earth.  
 Piccadilly (BMI), see American Metropolitan Ents.  
 Piccolo (BMI), see Chu-Fin.  
 Pickering (BMI), see Pacsa.  
 Pickwick (ASCAP), see MCA.  
 Piedmont (ASCAP), see Edward B. Marks.  
 George Pincus & Sons (ASCAP), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-0110. Cable: PINCUSGIL. Pres.: George Pincus; Gen. Mgr.: Leo Pincus.  
 Branch: Van Nuys, Calif., 14157 Colvert. Tel: (213) 787-6995. Gen. Mgr.: Joe B. Maudlin.  
 Affiliates: Songfest (ASCAP), Tarcus (ASCAP).  
 Int'l firms represented: Ambassador (United Kingdom).  
 Int'l reps.: United Kingdom (Ambassador).  
 Pine Knob (BMI), see Budd Granoff Prod'ns.

Pinebrook (BMI), see We Three.  
 Pinelawn (BMI), see American Metropolitan Ent's.  
 Pinpoint (BMI), c/o Don D. Sheets Prod'ns, Nashville, Ind. 47448. Tel: (317) 988-2000. Contact: Don D. Sheet.  
 Pintar (BMI), see Gil.  
 Pitfield (BMI), see A. Schroeder.  
 Pete Pittman (BMI), S. Marvin Rd., Lyons, Ga. 30436. Tel: (912) 565-8311. Pres. & Gen. Mgr.: Pete Pittman.  
 Plan Two (ASCAP), see Hill & Range.  
 Planetary (ASCAP), see The Big Seven.  
 Platinum, 1688 Meridian Ave., Miami Beach, Fla. 33139. Tel: (305) 532-5474.  
 Plato Muzik (BMI), see Doraflo.  
 Play (BMI), see Eden.  
 Pleasant (ASCAP), 68 Mechanic St., New Rochelle, N. Y. 10801. Tel: (914) NE 3-6059.  
 Pleasant Ridge (BMI), PO Box 3961. Park Pl., Greenville, S. C. Sec'y-Treas.: Robert W. Edwards.  
 Plus-Minus (ASCAP), see Criterion.  
 Plymouth (ASCAP), see Words & Music.  
 Poinsettia (BMI), 3303 Baswell Dr., Jonesboro, Ark. Pres.: E. J. Waldrup; VP: Joe Lee.  
 Polaris (BMI), 9120 Livernois, Troy, Mich. Tel: (313) 923-1448. Pres.: Shelley Haims.  
 Polka Towne (BMI), 23 Marian Ln., Jericho, L. I., N. Y. Tel: (516) OV 1-7356. Pres.: Teresa Zapolska.  
 Poly Tone (ASCAP), 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine.  
 Pomona (BMI), see Shapiro, Bernstein.  
 Ponderosa (BMI), see Shapiro, Bernstein.  
 Pop (ASCAP), see Slide.  
 Porgie (BMI), see Pamco.  
 Portable (BMI), see Notable.  
 Portage (BMI), PO Box 5555, Lake St. Sta., Minneapolis, Min. 55408. Tel: (612) 824-0820. Pres.: Larry LaPole.  
 Portland (BMI), PO Box 411, San Fernando, Calif. 91341. Tel: (213) DI 2-9109. Pres.: Virginia Scott; Gen. Mgr.: Sherree Scott; Gen. Prof. Mgr.: Mark Raymer.  
 Branch: Mehama, Ore., PO Box 928.  
 Post (ASCAP), see Metric Music Group.  
 Premier (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-5253. Pres.: Philip Landwehr.  
 Affiliate: West End (ASCAP).  
 Premier Albums (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-5253.  
 Affiliate: Anatole (BMI).  
 Prentice (ASCAP), see Eden.  
 Elvis Presley (BMI), see Hill & Range.  
 Henri Price (BMI), see A. Schroeder.

## BOURNE CO.

Music Publishers  
 136 West 52nd Street  
 New York, New York 10019

ABC MUSIC CO.  
 BACH MUSIC  
 BOURNE-FILMUSIC INC.  
 BOGAT MUSIC  
 HARBORN MUSIC, INC.  
 LADY MAC MUSIC  
 MURBO MUSIC PUBLISHING, INC.  
 OAKLAND MUSIC INC.  
 SCHUMANN MUSIC CO.

### Hollywood Office

6381 Hollywood Blvd.  
 Hollywood, California 90028

### ENGLAND

Bourne Music Limited  
 34/36 Maddox Street  
 London W.1, England

### FRANCE

Bourne-France  
 67 Rue de Provence  
 Paris, 9e, France

"MUSIC BORN TO LIVE"

Pride (ASCAP), 230 W. 41 St., New York, N. Y. 10036. Tel: (212) LW 4-0131. VP: Emery-Deutch.  
 GEORGE E. PRIMROSE (ASCAP), 178 Molino Ave., Mill Valley, Calif. 94941. Tel: (415) 388-8070. Cable: PRIMROSECO. Pres.: George E. Primrose; Gen. Mgr.: Jack Sharpe.  
 Int'l rep.: all countries except Canada (Ardmore & Beechwood). (SEE ADVERTISEMENT).  
 Princess (ASCAP), see We Three.  
 Print (ASCAP), see Japalana.  
 Prize (ASCAP), see Raleigh.  
 Process (BMI), see Kelly.  
 Progressive (BMI), see Hill & Range.  
 Project Seven (BMI), 515 Madison Ave., Suite 2207, New York, N. Y. 10022. Tel: (212) 691-4080. Pres.: Jeff Chase.  
 Affiliate: Catnip (ASCAP).  
 Promenade (ASCAP), see A. Schroeder.  
 Prompt (BMI), 4125 W. Washington, Los Angeles, Calif. 90018. Tel: (213) 731-8321. Contacts: Melvin Alexander & Larry Johnson.  
 Affiliate: Vendo (BMI).  
 Pronto (BMI), see Cotillion.  
 Protone (ASCAP), 6114 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6058. Owner: James Welfton; Gen. Mgr.: Jane Courtland; Gen. Prof. Mgr.: Dorothy Wiser.  
 Affiliate: Welton (BMI).  
 Pueblo (BMI), see Buckboard.  
 Purchase (ASCAP), 254 W. 54 St., New York, N. Y. 10019. Tel: (212) CI 5-2170.  
 Pure Soul (BMI), see The Big Seven.

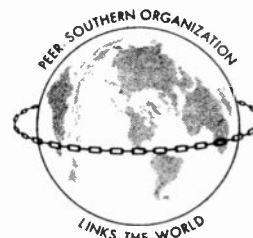
## Q

Quartet (ASCAP), see Trio.  
 Quincy (ASCAP), 131 Farrington St., Wollaston, Mass. 02170. Tel: (617) GR 2-3059. Owner: Richard Miles.  
 Int'l reps.: Japan (Tone), Netherlands (Top).  
 Quinlan (BMI), 8708 Ruthby St., Houston, Tex. 77017. Tel: (713) MI 9-5024. Pres.: Walt Breeland.  
 Quintet (BMI), see Hill & Range.  
 Quinvy (BMI), 102 E. Second St., Sheffield, Ala. 35660. Tel: (205) 383-2673. Pres.: Quinon R. Ivy; VP & Gen. Mgr.: William Jenkins; Sec'y-Treas.: Jack T. Chism.

## R

R F D (ASCAP), see Southern.  
 R F T (BMI), see Thomas J. Valentino.  
 Rabbit's Foot (BMI), see The Big Seven.  
 Radley (BMI), see A. Schroeder.  
 Ragmar (BMI), 219 W. 79 St., New York, N. Y. 10024. Tel: (212) TR 3-9821. Pres: Jerry Ragovoy.  
 Affiliate: Rittenhouse (BMI).  
 Vince Rago (BMI), PO Box 961, Wilmington, Del. 19899. Tel: (302) 998-9679.  
 Raintree (ASCAP), see Budd.  
 Raleigh (BMI), 817 16 Ave. S. Nashville, Tenn. Pres.: Shelby S. Singleton Jr.; Gen. Prof. Mgr.: Ben Peters.  
 Affiliates: Angus (BMI), Cave (BMI), Dayshell (BMI), Fingerlake (BMI), Hornet (BMI), Leatherneck (BMI), Prize (ASCAP), Shelby Singleton (BMI).  
 Rama (BMI), see A. Schroeder.  
 Rambed (BMI), 116 Central Park South, New York, N. Y. 10019. Tel: (212) CI 8-3811. Pres.: Robert P. Marcucci; Gen. Mgr.: Stanley Polley.  
 Branch: Los Angeles, Calif., 8611 Sunset Blvd. Zip: 90069. Tel: (213) OL 2-2780.  
 Affiliate: Debmar (ASCAP).  
 Ramsel (BMI), 30 N. LaSalle St., Suite 800, Chicago, Ill. 60602. Tel: (312) 236-2264. Pres.: Ramsey Lewis Jr.; Exec. Dir. Robert L. Tucker.  
 Ramsgate (BMI), Box 551, 108 S. Bell, Hamilton, Tex. 76531. Tel: (817) 386-5918. Owner & Mgr.: C. Joe Treadway.  
 Fred Raphael (ASCAP), 188 N. Clark Dr., Los Angeles, Calif. 90048. Tel: (213) 271-1877. Pres.: Hermione Raphael.  
 Rave (BMI), see Enlight.  
 RawLou (BMI), 6922 Hollywood, Calif. 90028. Tel: (213) 466-4541. Prof. Mgr.: James W. Alexander.  
 Rawson (BMI), 932 N. W. 22 St., Moore, Okla. 73060. Tel: (405) SW 4-7633. Pres.: Dave Rawson; Exec. VP, Sales & Mktg.: B. F. Reece.  
 Ray's 117 N. Main, Fremont, Neb. 68025. Tel: (402) 721-4728. Pres.: Ray Keeler.  
 Rayster (ASCAP), see Stirling.  
 Rayven, 1650 Broadway, New York, N. Y. 10019. Tel: (212) CD 5-0211. Mgr.: Duke Niles.  
 Affiliates: Paris (ASCAP), Showboat (BMI).  
 Walter Reade-Sterling (ASCAP), see Frank.  
 Red Rock (BMI), PO Box 2671, 1819 E. 31 Ave., Denver, Colo. 80201. Tel: (303) 333-8086. Pres.: James C. Scott Sr.  
 Red Sails (ASCAP), see Kling Street.  
 Red Stick (BMI), Tel: (215) PO 5-0300, see Jamie.  
 Redwal, 535 Cotton Ave., Macon, Ga. 31201. Tel: (912) 745-8511. Pres.: Otis Redding.  
 JIM REAVES ENTS., Drawer J, 200 Madison St., Madison, Tenn. 37115. Tel: (615) 895-5484. Pres.: Mary Reeves.  
 Affiliates: Acclaim (BMI), MA-REE (ASCAP), Open Road (BMI), Tuckahoe (BMI). (SEE ADVERTISEMENT).  
 Regal (ASCAP), see Perfection.

continued on page 80



## SOUTHERN MUSIC PUB. CO. INC. PEER INTERNATIONAL CORPORATION

CHAS. K. HARRIS MUSIC PUBLISHING CO., INC.  
 PEER SOUTHERN PRODUCTIONS, INC.  
 LA SALLE MUSIC PUBLISHERS, INC.  
 MELODY LANE PUBLICATIONS, INC.  
 PANTHER MUSIC CORP.  
 PERA MUSIC CORP.  
 R.F.D. MUSIC PUBLISHING CO. INC.  
 NEW YORK-CALIFORNIA  
 TENNESSEE-FLORIDA

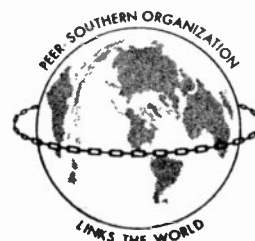
OFFICES IN MAJOR MUSIC CENTERS OF THE WORLD

ARGENTINA—Buenos Aires  
 AUSTRALIA—Sydney, N.S.W.  
 AUSTRIA—Vienna  
 BELGIUM—Brussels  
 BRAZIL—Rio de Janeiro  
 CANADA—Montreal, P.Q.  
 CHILE—Santiago de Chile  
 COLOMBIA—Bogota  
 FRANCE—Paris  
 GERMANY—Hamburg  
 GREAT BRITAIN—London  
 HOLLAND—Amsterdam  
 ITALY—Milan  
 JAPAN—Tokyo  
 MEXICO—Mexico City  
 NEW ZEALAND—Auckland  
 PUERTO RICO—Santurce  
 SOUTH AFRICA—Johannesburg  
 SPAIN—Barcelona & Madrid  
 SWEDEN—Stockholm  
 SWITZERLAND—Zurich  
 VENEZUELA—Caracas.

MRS. MONIQUE PEER-MORRIS  
 President

PROFESSIONAL DIVISION

LUCKY CARLE ROY HORTON



**REMEMBER,  
GOD SHALL DRY EVERY TEAR!**

When trials seem always to appear  
When one is taken we love dear,  
When we kneel at a flowery bier  
Remember, God shall dry every tear!

When someone cruel seems to domineer  
When rights by force disappear,  
When life's outlook seems drear  
Remember, God shall dry every tear!

When we awake with an approach of fear  
When it seems useless to persevere,  
When one who can help, won't volunteer  
Remember, God shall dry every tear!

When the world is war-weary  
When a son has fallen on the field,  
When we bury our heads in tears  
Remember, God shall dry every tear!

When the roads of life aren't clear  
When the steps of death, we softly hear,  
Cheer up! — Lend me thy ear  
For God shall dry every tear!

© 1967 by  
**HENRY J. SOMMERS, ASCAP**  
SONGS BY SOMMERS RECORDS #3 (AFM)  
P. O. Box 322  
Silver Spring, Maryland 20907  
Phone 301—Whitehall 6-9039

**HOW TO BE  
SUCCESSFUL  
in  
PUBLISHING  
and RECORDING  
WITHOUT HARDLY TRYING**

\*  
Rights NOW available  
to some of the  
Finest Latin-American  
Music Ever Written  
for  
Publishing and/or Recording  
in the  
United States and Canada

*Contact:*  
D. Frenkiel, Mgr.  
**Fermata Int'l. Melodies  
(ASCAP)**  
**Bendig Music Corp. (BMI)**  
6290 Sunset Blvd.  
Hollywood, Calif. 90028  
Phone: (213) 462-7473

continued

Regent (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 6-1990. Prof. Mgr.: Harold Wald.  
Affiliates: Arc (BMI), East-West (ASCAP), Jewel (ASCAP), Merrimac (BMI), Sunflower (ASCAP).  
Reginald, 617 Nelson, Greenville, Miss. 38701. Tel: (601) 332-8665. Pres.: Henry R. Hines.  
Herb Reis (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) PL 7-9265. Mgr.: Herb Reis.  
Affiliate: Summit (ASCAP).  
Reliance (ASCAP), 1619 Broadway, New York, N. Y. 10019. Pres.: Norman Foley.  
Affiliate: Stride (BMI).  
Remick (ASCAP), see Music Publ'rs Holding Corp.  
Republic (BMI), see World.  
Rex (BMI), see We Three.  
Ricden (BMI), see A. Schroeder.  
The Richmond Organization, see listing under "T".  
Ridge (BMI), 161 W. 54 St., New York, N. Y. Tel: (212) JU 6-2677. Pres. & Gen. Mgr.: Paul Tannen; Gen. Prof. Mgr.: Herman Dressel.  
Affiliates: Gallery (BMI), Natson (ASCAP).  
Ridgeway (BMI), 6087 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-1366. Mgr.: Charles E. Adams.  
Branch: Nashville, Tenn., 1014 17 Ave. S. Tel: (615) 255-4212. Gen. Mgr.: Pee Wee King.  
Affiliates: Camarillo (BMI), Woodbury (BMI).  
Ringasel (BMI), 1349 N. Ivar, Hollywood, Calif. Tel: (213) HO 6-6129. Mgr.: H. B. Barnum.  
Rinimer (ASCAP), see Frank.  
Rio Grande (BMI), see Hill & Range.  
Rise (BMI), 2445 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 275-1760. Owners: Quinton Claunch & Rudolph Russell.  
Rising Sons (BMI), see Russell-Cason.  
Ritchie (ASCAP), see Barton.  
Rittenhouse (BMI), see Ragmar.  
Tex Ritter (ASCAP), see Criterion.  
Johnny Rivers (BMI), 1556 N. La Brea, Los Angeles, Calif. Tel: (213) 465-3131. Owner: Johnny Rivers; Mgr.: Marc Gordon.  
Roadrunner (BMI), see Forrest Hills.  
Rob-Ann (BMI), 254 W. 54 St., New York, N. Y. 10019. Tel: (212) PL 7-3181. Mgr.: Vincent Oddo.  
Robadon (BMI), PO Box 131, Lorain, Ohio. Tel: (216) AT 8-6397. Owner: Robert W. Sellers.  
Robbins (ASCAP), see The Big 3.  
Marty Robbins (BMI), 713 18 Ave. S., Nashville, Tenn. 37204. Tel: (615) AL 4-5918. Mgr.: Marty Robbins.  
Affiliates: Maricana (BMI), Maricopa (SESAC), Mariposa (BMI), Mojave (BMI).  
Robert (ASCAP), see Robert Mellin.  
Robin Hood (BMI), 5531 Tuxedo Terr., Hollywood, Calif. 90028. Tel: (213) HO 5-9758. Pres.: John Marascalco.  
Rockaway (BMI), 1631 Broadway. Tel: (212) JU 2-4267. Mgr.: Jack Hooke.  
Rockmasters (BMI), 177 Rt. 304, New City, N. Y. 10956. Tel: (914) NE 4-5101. Contact: Pearl Frank.  
Branch: Norfolk, Va., 6143 Sewells Point Rd. Zip: 23513. Tel: (703) 853-4041. Contact: Frank J. Guida.  
Rockmore (BMI), 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Owner: Willie H. Rocquemore.  
Rodeo (BMI), see Jasper.  
RoFran (BMI), 5 Rainbow Ct., Urbana, Ill. 61801. Tel: (217) 367-9076. Pres.: Roger E. Francisco; VP, Sales & Admin.: William F. Steffen; Prod'n Mgr.: Howard A. Smith.  
Rogelle (BMI), see Just.  
Rolling Wheels (BMI), PO Box 206, Lake Elsinore, Calif. 92330. Tel: (714) 674-2412. Pres. & Gen. Mgr.: Cletus B. Zumbach.  
Roncom (ASCAP), 405 Park Ave., New York, N. Y. Tel: (212) PL 1-1480. Mgr.: Mickey Glass.  
Rondo (BMI), PO Box 2367, Hollywood, Calif. 90028. Publ'r & Gen. Mgr.: L. Bea Terry; Promo. Don M. Howard; Exec. Ass't: Dorothy M. Terry.  
Rondor, see Irving.  
Rooftop (BMI), see Jenks.  
Room Seven (BMI), (div. of Seven Arts Press), 6365 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-1095.  
Roosevelt (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-1063. Pres.: Hal Fein; Gen. Mgr.: Jerry Brown.  
Branch: Hollywood, Calif., 1601 N. Gower. Tel: (213) 462-7010. Gen. Mgr.: Al Friedman.  
Affiliate: Brown (BMI).  
Rosarita (ASCAP), see Hill & Range.  
Fred Rose (BMI), see Acuff-Rose.  
Rosemeadow (ASCAP), see Bregman, Vocco & Conn.  
Rosewood (ASCAP), see Cavalcade.  
Rowilco (BMI), PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2479. Cable: ROWILCO. Pres.: R. C. Wilson; Gen. Prof. Mgrs.: R. C. Wilson & R. C. Hillsman.  
Branch: Los Angeles, Calif., 4363 Lockwood Ave.  
Royal Flair (BMI), 106 Navajo, Council Bluffs, Iowa 51502. Tel: (712) 366-1136. Pres.: Bobby Williams.  
Roziqne (BMI), see Just.  
Rubank (ASCAP), 5544 W. Armstrong Ave., Chicago, Ill. 60646. Tel: (312) RO 3-4646. Mgr.: Edward H. Wolske.  
Rumbalero (BMI), see Hill & Range.  
Rush (BMI), see American Metropolitan Ent's.

Russell-Cason (ASCAP), 812 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-0624. VPs: R. L. Bobby Russell & J. E. "Buzz" Cason.  
Affiliate: Rising Sons (BMI).  
Ryerson (BMI), 154 W. 14 St., New York, N. Y. 10011. Tel: (212) AL 5-7732. Pres.: Maynard Solomon.  
Affiliate: Fennario (ASCAP).

**S**

S E S A C, 10 Columbus Circle, New York, N. Y. 10019. Tel: (212) 586-3450. Pres.: Paul Heinecke; Exec. VP & Mgr Dir.: A. H. Prager. (SEE ADVERTISEMENT).  
S F M, 520 Fifth Ave., New York, N. Y. 10036. Tel: (212) 682-5844. Contact: Marie Majella Gaudreau.  
S F O (BMI), 916 Kearny, San Francisco, Calif. Tel: (415) EX 2-1886. Admin.: Charlotte Larson.  
Affiliate: Neenah Menasha (BMI).  
S & J (ASCAP), see Just.  
S & R (ASCAP), 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Seely.  
Affiliate: Boomerang (BMI).  
Sacred Songs (ASCAP), 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 275-9400. Dir.: Fred Bock.  
Affiliates: Family (SESAC), Lexicon (ASCAP).  
Saga (ASCAP), see Barton.  
Sage (ASCAP), see Hinkle.  
Sage & Sand (SESAC), 5653 1/2 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Mgr.: W. O. Fleener.  
Sagittarius (BMI), 265 W. 54 St., New York, N. Y. 10019. Tel: (212) PL 7-2711. Pres.: Juggy Murray.  
Affiliate: Saturn (BMI).  
Saima (BMI), see Artemis.  
St. George (ASCAP), see N. A. Busillo.  
St. Lawrence (BMI), see Sam Weiss.  
St. Louis (BMI), see Hill & Range.  
St. Nicholas (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) JU 2-0970. Contact: Johnny Marks.  
Salute (BMI), 805 W. Main St., Robinson, Ill. 62454. Tel: (215) 544-3457. Pres.: Quentin Abraham; Gen. Mgr.: Keith Dorough.  
San Dino (ASCAP), see Barton.  
Sanada (BMI), see The Big Seven.  
Sanavan (BMI), 24 Branford Pl., Newark, N. J. 07102. Tel: (201) 623-3328. Pres.: Anna Moore; Gen. Mgr.: Joseph J. Evans.  
Sandman (ASCAP), RD 1, 80 Morris Ave., Montville, N. J. Tel: (201) 334-0863. Prof. Mgr.: Sandy Nelson.  
Sandra (ASCAP), see The Big Seven.  
Sandra, 12525 Buckeye Rd., Cleveland, Ohio 44120. Tel: (216) 921-1442. Pres.: Mrs. S. Eged.  
Sands (ASCAP), see Barton.  
John Sands (BMI), 2011 Joliet, Plainview, Tex. 79072. Tel: (806) CA 4-5435. Pres. & Gen. Prof. Mgr.: John Sands.  
Sandwayne (BMI) 420 20 St., West Point, Va. 23181. Tel: (703) 843-3136. Pres.: Dan Greer.  
Sanga (BMI), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-6553. Pres.: Harold Leventhal.  
Affiliate: Appleseed (ASCAP).  
Sano (BMI), PO Box 1564, 307 N Blvd., Suite 200, Baton Rouge, La. 70801. Tel: (504) 342-3209. Pres.: Ted W. Hart; VP: Robert House.  
Sanphil (BMI), 5925 Fairfield Ave., St. Petersburg, Fla. Tel: (813) 345-9189. Pres.: Phil Gerhardt.  
Santa Cruz (BMI), 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318.  
Santee (ASCAP), see Pietro Deiro.  
Sanvic (ASCAP), see Fred Ahlert.  
Sapphire (BMI), 2815 Octavia St., New Orleans, La. 70115. Tel: (504) 866-3478. Pres.: Lou Walsh Jr.  
Sarah (ASCAP), see David.  
Sarah Ann's House of Music (ASCAP), 6640 Gardenia Ave., Long Beach, Calif. 90805. Tel: (213) GA 2-4890. Owner: Sarah Ann Warner.  
Saralee (BMI), see Chris.  
Saran (BMI), PO Box 17014, Dallas, Tex. 75217. Tel: (214) AT 5-8734. Gen. Mgr.: Dewey Groom.  
Satellite Music Publ'rs Network of America, 306 S. 16 St., Wilmington, N. C. 28403. Exec. Dir.: Samuel M. Kahn.  
Saturday (BMI), see Genius.  
SATURDAY (BMI), see Genius. (SEE ADVERTISEMENT).  
Saunders (ASCAP), see Frank.  
Saxon (BMI), see American Metropolitan Ent's.  
Scarlo (BMI), 477 Alexander, Elmhurst, Ill. 60126. Tel: (312) 833-1972. Pres.: O'Brien Fisher.  
Scarsdale (ASCAP), see Shapiro, Bernstein.  
Schabraf (BMI), Box T, Winter Park, Fla. 32789. Pres.: Eric Schabacker.  
Peter Schaeffer's (BMI), see American Metropolitan Ent's.  
G. Schirmer (ASCAP), 609 Fifth Ave., New York, N. Y. 10017. Tel: (212) PL 2-3800. Pres.: Rudolph Tauher.  
Schlepitz (ASCAP), PO Box 2055, Bell Gardens, Calif. 90201. Tel: (213) 773-3546. Pres.: Darvin D. Schlepitz.  
A. P. Schmidt (SESAC), see Summy-Birchard.  
Schmitt, Hall & McCreary (SESAC), 527 Park Ave., Minneapolis, Minn. 55415. Tel: (612) 336-4367. Pres.: Robert P. Schmitt; Gen. Mgr.: Al Niederloh; Sales Mgr.: David S. Van Fleet.  
Affiliate: Schmitt Music Center (ASCAP).  
Schmitt Music Center (ASCAP), see Schmitt, Hall & McCreary.



A. SCHROEDER, 25 W. 56 St., New York, N. Y. 10019. Tel: (212) JU 2-8810. Pres.: Aaron Schroeder; VP & Gen. Mgr.: Abby Steinberg; Gen. Prof. Mgr.: Wally Gold.

**Branch:** Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. Gen. Prof. Mgr.: David Mook.

**Affiliates:** Anim (BMI), Annica (ASCAP), Arch (ASCAP), Avaris (ASCAP), Barjon Ent's. (BMI), Baspar (BMI), Benco (ASCAP), Bernice (BMI), Big Sioux (BMI), Denric (ASCAP), Edba (BMI), Englewood (BMI), Kim Fowley (BMI), January (BMI), King Fitness (BMI), Lar-Bell (BMI), Lassie (ASCAP), Lerita (BMI), Living Legend (ASCAP), Manistee (BMI), Petone (BMI), Pitfield (BMI), Henri Price (BMI), Promenade (ASCAP), Radley (BMI), Rama (BMI), Riden (BMI), Sea-Lark Ent's. (BMI), Tele-Film (ASCAP), Wolper (ASCAP), Woldox (BMI), Wreather (BMI), Yameta (BMI).

**Additional firms represented outside USA:** Bibo (ASCAP), Dana-Don (ASCAP), Don Michael (BMI), Jonathan Glenn (BMI), Isalee (BMI), Jonathan (ASCAP), Pine Knob (BMI), Vogue (BMI).

**Int'l firms represented:** Anim, Anglo Irish Artists, Belgravia, Favourite, Hyde Park, Jasol, One Four Two, Pagisol, A. Schroeder, Yameta Co. of the Bahamas (all United Kingdom).

**Int'l reps:** Australia (Belfer), France (A. Schroeder), Germany (Schroeder), Italy (Gruppo Ricordi), Japan (A. Schroeder), Netherlands (A. Schroeder), Spain (Quiroga), Sweden (A. Schroeder), United Kingdom (A. Schroeder).

(SEE ADVERTISEMENT)

Schroeder & Gunther (BMI), see Associated.

Franz Schubert (ASCAP), 425 W. Broadway, Ft. Worth, Tex. 76104. Tel: (817) ED 2-5995. Owner: Franz Schubert.

Edward Schuberth (SESAC), 39 W. 60 St., New York, N. Y. 10023. Tel: (212) 757-1465.

Schumann (ASCAP), see Bourne.

Schwab (BMI), 7705 Georgia Ave. N.W., Washington, D. C. 20012. Tel: (202) 723-0436. Cable: LENS-PROD. Pres.: Leonard Schwab; Gen. Mgr.: Steve Spencer.

**Branch:** Middletown, Del., PO Box 333. Tel: (302) 378-8209. Gen. Mgr.: Karl Wester.

Schwartz (ASCAP), see Just.

Scoebert (BMI), 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) SH 7-4721. Owners: Roscoe & Robert Murphy.

Scope (BMI), see Vincent Youmans.

Scottville (BMI), c/o Scott & Knox, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 2-2349. Contact: Walter Scott.

Scovel (BMI), 227 Sierra Dr. S.E., Albuquerque, N.M. 87108. Tel: (505) 255-8425. Pres.: Richard Scovel; VP: John Wagner.

SCREEN GEMS-COLUMBIA (BMI), 711 Fifth Ave., New York, N. Y. 10022. Tel: (212) PL 1-4432.

**Affiliates:** Colgems (ASCAP), Gower (BMI).

**Int'l reps:** Australia (Screen Gems-Columbia), Benelux (Screen Gems-Columbia), France (Screen Gems-Columbia), Germany (Paul Schmidt), Italy (Screen Gems-Columbia), Japan (Screen Gems-Columbia), Sweden (Screen Gems), United Kingdom (Screen Gems-Columbia). (SEE ADVERTISEMENT)

Sea-Lark Ent's. (BMI), See A. Schroeder.

Seabreeze (BMI), Pres.: Bill Haley, see Arcade.

Seagull (BMI), PO Box 4096, 716 N. Rentz Ave., Warrington, Fla. 32507. Tel: (904) 456-2695. Pres.: Larry L. Stevens; Gen. Mgr.: Frank Bradley; Gen. Prof. Mgr.: Samuel J. Williams.

**Int'l branch:** Sweden, Styrbordsvagen 44, Oxelösund, Postgiro 619449. Tel: (0155) 33047. Cable: ZOOMIMP. Gen. Mgr.: Sven-Ake Hogberg; Gen. Prof. Mgr.: Lillies Ohlsson.

Seal (BMI), 8906 First Ave., Silver Spring, Md. 20910. Tel: (301) 585-9696. Pres.: Larry Sealon.

Second (ASCAP), see Hill & Range.

Seeley (BMI), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.

Select (ASCAP), 40 W. 55 St., New York, N. Y. 10019. Tel: (212) 247-4860. Pres. & Gen. Prof. Mgr.: George Joy; Gen. Mgr.: Ed Joy.

**Affiliates:** Drury Lane (BMI), Hawthorne (ASCAP), Oxford (ASCAP).

Senisa (ASCAP), see Epp's.

Sentry (ASCAP), 39 W. 60 St., New York, N. Y. 10023. Tel: (212) JU 6-4144. Contact: Monroe Gumer.

Seton (ASCAP), see Mums.

Sevborg (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurnit.

Seven-Eleven (BMI), see Shapiro, Bernstein.

Seventh Year (BMI) 2410 Connecticut Ln., Dallas, Tex. 75214. Tel: (214) DA 8-3784. Pres.: Jerry Atchley.

**Branch:** Houston, Tex., 550 S. Second St. Zip: 77401.

Shamley (ASCAP), see MCA.

Shan-Todd (BMI), 22821 Hayden Rd., Farmington, Mich. 48024. Tel: (313) 474-4837. Pres.: Carl Cisco; Gen. Prof. Mgr.: Nick Ameno.

**Affiliates:** Juarez (BMI), Tincal (BMI).

Shanaroba (BMI), PO Box 55, Portsmouth, N. H. Tel: (617) 284-0707. Pres.: Brandon L. Harris.

Phil Shank, 3723 San Rafael Ave., Los Angeles, Calif. Tel: (213) 732-3987. Pres.: Edward G. Wells.

Shapiro, Bernstein (ASCAP), 666 Fifth Ave., New York, N. Y. 10019. Tel: (212) CI 7-3553. Cable: BERNSTEIN. Bd. Chm.: Dave Schenker; Pres.: Richard M. Voltter.

**Affiliates:** Barclay (ASCAP), Camelback Mountain (ASCAP), Columbia Pictures (ASCAP), Mad Hatter (BMI), Mood Music (ASCAP), North & Son (ASCAP), Painted Desert (BMI), Pomona (BMI), Ponderosa (BMI), Scarsdale (ASCAP), Seven-Eleven (BMI), Sheffield (BMI), Skidmore (ASCAP).

**Int'l reps:** Australia (Wallaby), France (Manhattan), United Kingdom (Glad), Shapiro, Bernstein; Skidmore; S. B. Talent; Twangy).

Sharastan (BMI), PO Box 134, Killen, Ala. 35645. Tel: (205) 764-1781. Pres.: Jerry Smith.

Eddie Shaw (ASCAP), 92209 Sunset Blvd., Suite 228, Hollywood, Calif. 90069. Contact: Eddie Shaw.

**Affiliate:** Mr Music (BMI)

Shawnee Press (ASCAP), Delaware Water Gap, Pa. 18327. Tel: (717) 476-0550. Gen. Mgr.: Ernest R. Farmer.

**Branch:** New York, N. Y., 1776 Broadway. Zip: 10019.

**Affiliates:** Malcolm (BMI), Templeton (ASCAP).

Larry Shayne (ASCAP), 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-4265. Contact: Kathy Page.

Sheenfeen (ASCAP), see Earth.

Sheffield (BMI), see Shapiro, Bernstein.

Shelview (BMI), 4148 S. Parkway, Chicago, Ill. 60653. Tel: (312) 624-8060. Pres.: J. Shelton Jr.

Sherlyn (BMI), 495 S.E. 10 Ct., Hialeah, Fla. 33011. Tel: (305) 888-1685. Pres.: Henry Stone; Gen. Prof. Mgr.: Bradley Shapiro.

Sherwin (ASCAP), see Robert Mellin.

Shew-Ming (BMI), 5414 Richard St., Dallas, Tex. 75206. Tel: (214) TA 1-2155. Owner: D. Fleming.

**Branch:** Lubbock, Tex., 4820 41 St.

Shi-Hy (ASCAP), 5852 Shenandoah Dr., Sacramento, Calif. 95841. Tel: (916) 452-0516. Partners: John T. Hyde & Gary Schiro.

Shindig (BMI), 6290 Sunset Blvd., Suite 616, Hollywood, Calif. 90028. Tel: (213) HO 9-5838. Mgr.: George Jay.

Shirob, 804 N. Eighth St., Steubenville, Ohio 43952. Tel: (614) 283-2208. Pres.: Bruce Robinson.

Shoestring (BMI), 7250 Franklin Ave., Hollywood, Calif. 90046. Tel: (213) 876-6000. Pres.: Morris Diamond.

**Affiliate:** Jo-Al (ASCAP).

Shoshannah (BMI), see The Big Seven.

Show (BMI), see Hill & Range.

Showboat (BMI), see Rayven.

Shubert (ASCAP), see Music Publ'rs Holding Corp.

Sid-Lee (BMI), see American Metropolitan Ent's.

Sidney (BMI), c/o Sidney Mills, 210 W. 89 St., New York, N. Y. Pres.: Sidney Mills.

**Affiliate:** Diana (ASCAP).

Sigma (ASCAP), see Hill & Range.

Silver Star (BMI), 810 Church St., Nashville, Tenn. 37203. Tel: (615) 244-1334. Pres.: Hank Snow; VP & Exec. Mgr.: Troy L. Martin.

Silvertowne (ASCAP), see Hill & Range.

George Simon (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) PL 7-9266.

Sinatra Songs (ASCAP), see Barton.

Shelby Singleton (BMI), see Raleigh.

Singspiration (SESAC), 4145 Kalamazoo Ave. S.E., Grand Rapids, Mich. 49508. Tel: (616) 241-2471. Pres.: John W. Peterson; Gen. Mgr.: Charles Van Horn.

**Affiliates:** Accent (SESAC), Better Chords (SESAC), Choral Services (SESAC), Zondervan.

**Int'l rep:** United Kingdom (Marshall, Morgan & Scott).

Sioux Village (BMI), PO Box 223, Cambridge, Mass. 02139. Tel: (617) 235-0234. Prop.: Anthony De Jon.

**Affiliate:** Sioux Warrior.

Sioux Warrior, see Sioux Village.

Skidmore (ASCAP), see Shapiro, Bernstein.

Skudrin (BMI), 643 Sobo Ave., Franklin Square, L. I., N. Y. Pres.: M. E. Skudrin.

Skyline (ASCAP), see Starling.

Skyway (BMI), PO Box 133, Hollywood, Calif. 90028. Tel: (213) HO 3-5885. Owner: Everett L. Whenham.

Slambeat (BMI), 2224 N. Orchard Ave., Chicago, Ill. 60601. Mgr.: Robert F. Liles.

Slamina (BMI), see Hill & Range.

Sleepy Hollow (ASCAP), Bee Tree Rd., Swannanoa, N. C. 28778. Tel: (704) 686-3475. Pres.: Billy Edd Wheeler.

**Branch:** Nashville, Tenn., 719 17 Ave. S.

Slide (ASCAP), 411 Gordon St., Reading, Pa. 19601. Tel: (215) 374-6580. Pres.: Leonard McKinnon; Gen. Mgr.: Beulah F. Coad.

**Affiliates:** Cencil (ASCAP), Pop (ASCAP).

Smobro (BMI), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.

Snapper (BMI), see The Big Seven.

Hank Snow (BMI), see Hill & Range.

Snyder (ASCAP), see Central Songs.

Soli (BMI) 3903 Olive St., St. Louis, Mo. 63108. Tel: (314) FR 1-4449. Pres.: O. D. Washington.

Solo (ASCAP), 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 275-5186. Pres. & Gen. Mgr.: Paul Mills.

**Affiliate:** Friar (BMI).

HENRY J. SOMMERS (ASCAP), PO Box 322, Silver Spring, Md. 20907. Tel: (301) WH 6-9039 (SEE ADVERTISEMENT).

Son-Up (BMI), 3000 W. Third, Odessa, Tex. 79760. Tel: (915) FE 2-7044. Pres.: Jim Robinson.

Songfest (ASCAP), see George Pincus & Sons.

Songs of the World (BMI), see Wide World of Music

continued on page 82

# GOPAM ENTERPRISES, INC. AND SUBSIDIARIES

UPAM MUSIC CO.  
ZAWINUL MUSIC  
TAGGIE MUSIC CO.  
JODAX MUSIC CO.  
ARVENEG MUSIC

Publishers of Hit Songs:

**WORK SONG**  
Upam Music Co. (BMI)  
**MERCY, MERCY, MERCY**  
Zawinul Music (BMI)

World-Wide Representation:

Les Editions Tropicales, 71 Rue de Provence, Paris 9e, France.	Keith Prowse Music Publishing Co. Ltd. 21 Denmark St., London W.C.2, England.
Edizioni Suvini Zerboni, Galleria Del Corso 4, Milan, Italy.	American Songs A.B. Drottninggatan 55, Stockholm C, Sweden
Ivan Mogul Music Ltd./RCA Italian S.P.A. 33 W. 60th St., New York, N.Y.	Scandia-Musiiki Oy, Hietalahdenranta II, Helsinki 18, Finland.
Goodman Music A.G. 8 Rue de Hesse, Geneva, Switzerland.	Irmaos Vitale S.A. Industria E. Comercio, Rua Franca Pinto, 42, Sao Paulo, Brazil
Melodie Der Welt, Grosse Friedberger Strasse 23-27, 6 Frankfurt/M, Germany.	Ediciones Quiroga, Alcala 70, Madrid 9, Spain
Editions Belmusic, 13 Madeleine, Brussels, Belgium	Shinko Music Pub. Co. Ltd., 14 Ryogoku-Nihon- bashi, Chuo Ku, Tokyo, Japan.
Goodman-Basart N.V. Leidsegracht, 11 Amsterdam C, Holland	Toshiba Music Pub. Co. Ltd. 17 Akasaka 2-2, Minato-Ku, Tokyo, Japan.
N.V. Muziekuitgeve- rig Artemis, Gerrit VD Veenlapp 4, Baarn, The Netherlands.	Jewel Music (Aus- tralia) Pty. Ltd., 250 Pitt St., Sydney, Australia.
	Jewel Music Publish- ing Co. Ltd., 50 New Bond St., London W.1., England.

# GOPAM ENTERPRISES, INC.

<b>New York Office:</b> 119 W. 57th St., Suite 516, New York, N.Y. 10019. Phone: 212-CI 5-2488	<b>California Office:</b> 8467 Beverly Blvd., Suite 210, Los Angeles, Calif. 90048. Phone: 213-651-0783
--	---

continued

The Songsellers (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-2904. Pres.: R. Fisher.

Sonny Boy (BMI), see Gallegos.

Sonovox (ASCAP), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.

Sophisticate (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) 757-2695. Pres.: Buddy Johnson; Gen. Mgr.: James McCarthy.

Soul Sound (BMI), 1812 Constantinople, New Orleans, La. 70115. Tel: (504) 899-8083. Pres.: Isaac Bolden.

Soul West (BMI), 5124 N.E. 34 St., Portland, Ore. 97211. Tel: (503) 287-1539. Pres.: Richard Keefer.

Sound/age (BMI), see Chevell.

Sounds (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) JU 2-4888. Owner: Stanley Cooper.

Affiliates: Strada (ASCAP), Taurus (BMI).

Southdale (ASCAP), 6290 Sunset Blvd., Rm. 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265

SOUTHERN (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-3910. Cable: SOUTHMUSIC

Branches: Los Angeles, Calif., 6223 Selma Ave. Zip: 90028. Tel: (213) HO 9-1667. Mgr.: William I. Walters—Hialeah, Fla., 6095 16 Ave. S. Zip: 33012. Tel: (305) 821-3736. Mgr.: Ernesto Roca—Nashville, Tenn., 806 17 Ave. S., Suite 208. Zip: 37203. Tel: (615) 256-0683. Mgr.: Archie Campbell.

Affiliates: Charles K. Harris (ASCAP), La Salle (ASCAP), Melody Lane (BMI), Panther (ASCAP), Peer Int'l (BMI), Peer-Southern Prod'ns (ASCAP), Pera (BMI), RFD (ASCAP).

Int'l reps.: Argentina (Acorde, Edami), Australia (Sam Fox, Music Publ'g of Australia, Peer Int'l, Southern-Australasia, World), Austria (Southern), Belgium (Southern), Brazil (Embi), Canada (Sud, Peer Int'l, Southern), Chile (Southern), Colombia (Peer), France (Nouvelles Editions Meridian, Semi Vendome), Germany (Alba, Sam Fox, Marbot, Peer), Italy (Fortissimo, Italcarsich, Peer, Sette Note, Southern), Japan (Southern), Mexico (Emmi, Pham), Netherlands (Zuid-Amerikaansche), New Zealand (Southern), Puerto Rico (Peer) South Africa (Aberbach, Southern), Spain (Southern), Sweden (Iver, Southern), Switzerland (Southern), United Kingdom (Bluebell, Cedarwood, Iver, Jamie, Latin-American, Liber-Southern, Meridian, Meteor, Mirror, Monique, Most, South Eastern, Southern, White Lodge), Venezuela (Peer). (SEE ADVERTISEMENT).

Southern (ASCAP), Box 329, 1100 Broadway, San Antonio, Tex. 78206. Tel: (512) 226-8167. VP & Gen. Mgr.: Arthur Gurwitz.

Southern-Aires, 5981 Echo Hill Ln., Dayton, Ohio 45430. Tel: (513) 426-0310. Pres.: Dall H. Miller.

Southwest (ASCAP), see Dolly Bee.

Southwind (BMI), see Hill & Range.

Spunka (BMI), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 2-5463

Spectorius (BMI), see Leonard Hodes Group.

Spencer (ASCAP), 507 Fifth Ave., New York, N. Y. 10017. Tel: (212) OX 7-5895.

Larry Spier (ASCAP), 1650 Broadway, Suite 607, New York, N. Y. 10019. Tel: (212) CI 7-3330. Pres.: Larry Spier.

Affiliates: Liquid-Night (BMI), Memory Lane (BMI).

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

Spoone (ASCAP), 9025 Wilshire Blvd., Beverly Hills, Calif. Tel: (213) CR 4-0751. Mgr.: Jack Spina.

Affiliate: Cooga (BMI).

Stacey (BMI), 11016 Kittridge St., North Hollywood, Calif. Tel: (213) 877-6191 & 469-3961. Pres.: Robert Leonard.

Staid (BMI), 1232 Cambridge St., Cambridge, Mass. 02139. Tel: (617) 491-1360. Exec. VP: Samuel A. Cammarata; Prod'n Mgr.: R. Joseph Melino.

Stallion (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2428. Pres.: Bill Anderson; Gen. Mgr.: Hubert Long.

Stanwood (ASCAP), see Barton.

Star Tunes (BMI), see Grosvenor House.

Starling (BMI), 81 Spring Valley Rd., Paramus, N. J. 07652. Tel: (201) 845-8886. VP: Nancy Weir.

Int'l branch: Bermuda, c/o Eddy De Mello Prod'ns, Harrington Hundreds.

Affiliate: Skyline (ASCAP).

Starrite (BMI), see Glad.

Starline (ASCAP), 6313 Peach Ave., Van Nuys, Calif. 90014. Tel: (213) ST 6-3860. Pres.: Fred Rice.

Affiliate: Yo-Yo (BMI).

Stein & Van Stock (ASCAP), see Jobete.

Stephanie Ann (BMI), 654 3/4 N. Sweetzer, Los Angeles, Calif. 90048. Tel: (213) 653-0047. Owner: Jay Hamilton.

Srereo (BMI), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.

Stern (ASCAP), see Dexter.

Stinger (BMI), PO Box 8207, Albuquerque, N. M. 37108. Tel: (505) 268-7919 & 299-7242. Pres.: Tommy Bee; Gen. Mgr.: Dick Stewart; Gen. Prof. Mgr.: Ross Benavidez.

Branch: Gallup, N. M., 419 E. Sullivan Ave. Zip: 87301. Tel: (505) 863-6220. Gen. Mgr.: J. M. Benegas—Santa Fe, N. M., 655 Washington. Zip: 87501. Tel: (505) 983-7421. Gen. Mgr.:

Vic Roybal Jr.; Gen. Prof. Mgr.: Dan Houlihan.

Affiliate: Knight (BMI).

Int'l rep.: Germany (Rudi Slezak).

Stirling (SESAC), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 6-3126. Pres. & Gen. Mgr.: Raymond A. Sterling; Gen. Prof. Mgr.: Mickey Stone.

Affiliates: Avalon (SESAC), Rayster (ASCAP).

Roy M. Stone, 2817 Laura Koppe, Houston, Tex. 77016. Tel: (719) OX 7-7912. Owner: R. M. Stone.

Stonebess (BMI), 163 Orizaba Ave., San Francisco, Calif. 94127. Tel: (415) DE 4-2247. Pres.: Walter C. Stone.

Storn, Harris & Jones (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurnit.

Strada (ASCAP), see Sounds.

Stratford (ASCAP), 609 Fifth Ave., New York, N. Y. 10017. Tel: (212) PL 2-4300. Gen. Mgr.: Bob Baumgart.

Strathmore, 57 Ingram Circle, Matawan, N. J. 07747. NYC Tel: (212) PL 7-5494. Gen. Prof. Mgr.: D. Clark.

Stride (BMI), see Reliance.

Striking (BMI), Box 3547, 1927 San Mateo N.E., Albuquerque, N. M. 87110. Tel: (505) 265-4039. Pres.: Al Hurricane.

Stuckey (BMI), 2903 E. Cavett, Shreveport, La. 71104. Tel: (318) 422-8711. Pres.: Nat Stuckey; Gen. Mgr.: Ann Stuckey; Gen. Prof. Mgr.: Frank Page.

Style (BMI), PO Box 284, Vienna, Ohio 44473. Tel: (216) 856-2142. Mgr.: Russ Hull.

Stylecraft (BMI), 3635 Allandale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640. Mgr.: Style Wooten.

Su-Ma (BMI), P.O. Box 1832, 728 Texas St., Shreveport, La. 71101. Tel: (318) 422-0195. Pres.: Stanley J. Lewis; Gen. Mgr.: John Wessler.

Int'l rep.: All countries except Canada (Arc, NYC).

Suqarush, see Gus Kahn.

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

Affiliate: Cariola Songs (ASCAP).

Summit (ASCAP), see Herb Reis.

Summy-Birchard (ASCAP), 1834 Ridge Ave., Evanston, Ill. 60204. Tel: (312) 869-4700. Pres.: David K. Sengstack.

Affiliates: Chart (SESAC), A. P. Schmidt (SESAC).

Sunalee (BMI), 1125 Cheyenne Blvd., Birmingham, Ala. 35215. Tel: (205) 853-6628 & 833-4559. Partners: Paul Ballenger, Bob Gregg, Eddie Hinton.

Sunbeam (BMI), 22 W. 48 St., New York, N. Y. 10036. Tel: (212) PL 7-8387. Pres.: Tommy Valando; Gen. Mgr.: Jay Morgenstern; Gen. Prof. Mgr.: Frank Military.

Branch: Los Angeles, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 465-0402. Gen. Prof. Mgr.: Arthur Valando.

Affiliates: Andor (ASCAP), Apple Tree (BMI), Columbine (BMI), Laurel (ASCAP), Valando (ASCAP).

Int'l firms represented: Valando (United Kingdom).

Sunday School Board of the Southern Baptist Convention (SESAC), see Broadman Press.

Sunflower (ASCAP), see Regent.

Sunray (BMI), PO Box 138, Chesapeake, Va. 23321. Tel: (703) 488-5643. Owner: Ouida Smith.

Sunshine (BMI), 408 N. Rodeo Dr., Beverly Hills, Calif. 90210.

Supreme (ASCAP), see Bregman, Vocco & Conn.

Sure-Fire (BMI), 801 16 Ave. S., Nashville, Tenn. 37204. Tel: (615) 244-1401. Pres.: Doyle Wilburn; VP: Leslie Wilburn.

Affiliates: Bronze (SESAC), Ten-Tex (BMI).

Surrey (ASCAP), see Pavanne.

Sutter (BMI), 756 Seventh Ave., New York, N. Y. 10019. Tel: (212) JU 2-5715. Pres.: Ben Sutter.

Sweco (BMI), see Dick James.

Swing Lane (BMI), Box 128, Beverly, N. J. 08010. Tel: (609) DU 7-0565. Pres.: John Murphy.

Sword & Shield (SESAC), PO Box 211, 308 N. Oak, Arlington, Tex. 76010. Tel: (817) CR 5-4844. Pres.: Calvin Wills.

Syndicate (ASCAP), see American Metropolitan Ent's.

SOME GREAT COPYRIGHTS . . .

- "I Will Wait For You"
- "Watch What Happens"
- "Have You Looked Into Your Heart"
- "Goin' Out of My Head"
- "Need You"
- "Diamond Head"
- "Blue Velvet"
- "Canadian Sunset"
- "Apples and Bananas"
- "I Want A Girl"
- "When My Baby Smiles At Me"
- "Row Row Row"
- "Blue Christmas"
- "Shutters and Boards"
- "Turn Back The Hands of Time"
- "You're The Reason"
- "Ko Ko Mo"
- "Pistol Packin' Mama"
- "Just The Way You Are"
- "The Wayward Wind"
- "Cinco Robles"
- "Suddenly There's A Valley"
- "Chanson D'Amour"
- "Wonderful Time Up There"
- "That's How Much I Love You"
- "To Know Him Is To Love Him"

. . . and many others

**BIBO MUSIC PUBLISHERS, INC.**  
**VOGUE MUSIC, INC.**

New York Office  
Frank Abramson  
1619 Broadway  
New York, N. Y. 10019  
Lt-1-3197

California Office  
Paul Weirick  
2444 Wilshire Blvd.  
Santa Monica, Calif.  
Upton 0-7076

**T**

T E K (BMI), see Nasetan.

T M (BMI), 1690 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-0700. Pres.: Bobby Darin; VP: Edgar Burton; Prof. Mgr.: Irwin Schuster.

Int'l branches: Australia, 321 Pitt St., Sydney, N.S.W.—England, 17 Saville Row, London.

Germany, Warburgstr. 22, Hamburg.

Affiliate: Towne (ASCAP).

T N T (BMI), 1422 W. Poplar St., San Antonio, Tex. 78207. Tel: (512) PE 2-8072. Pres.: R. E. "Bob" Tanner.

TRO, see listing under "The" Richmond Organization.

Tabitha (BMI), 603 Dayton, Orange, Tex. 77630. Tel: (713) TU 6-3720/3741. Pres.: W. L. Thompson; Gen. Mgr.: Jay R. Tomlin.

Branch: Amarillo, Tex., 703 Manhattan St.

Table Rock (BMI), see Earl Barton.

Taggie (BMI), see Gopam Ent's.

Tapier (BMI), 1005 Americana Bldg., Houston, Tex. 77002. Tel: (713) CA 8-1244. Pres.: N. C. Ginther Jr.

Tarcus (ASCAP), see George Pincus & Sons.

Tash (BMI), 1697 Broadway, New York, N. Y. 10019. Tel: (212) JU 2-5646. Pres.: Tash Howard.  
**Branch: New York, N. Y., 888 Eighth Ave.**  
 Tattersall (BMI), see Earth.  
 Taurus (BMI), see Sounds.  
 Larry Taylor (ASCAP), 165 West End Ave., 20 M, New York, N. Y. 10023. Tel: (212) SC 4-2688. Pres.: Larry Taylor.  
 Affiliate: Jimskip (BMI).  
 Teardrop (ASCAP), 2508 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8230. Pres.: Ronnie Hayes.  
 Tee Pee (ASCAP), 1650 Broadway, Rm. 715, New York, N. Y. 10019. Tel: (212) CI 5-7231. Mgr.: Teddy Powell.  
 Affiliate: Maggie (BMI).  
 Tejas Song Prods (BMI), 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) TA 7-5023. Pres.: J. M. Littlejohn; Gen. Mgr.: Charles D. Wright.  
 Tele-Film (ASCAP), see A. Schroeder.  
 Telescope (BMI), see Periscope.  
 Tellaro (BMI), see Pavanne.  
 Temmy (BMI), Gen. Mgr.: Tess Mandel, see FSB Assocs.  
 Templeton (ASCAP), see Shawnee Press.  
 Ten-East (BMI), 7715 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 876-1360. Partners: Charles Greene & Brian Stone; Gen. Mgr.: Barbara Whitman.  
**Branches: New York, N. Y., 52 Broadway.—Nashville, Tenn., 1719 West End Bldg., Suite 710.**  
 Affiliates: Fifth Avenue (ASCAP), Five-West (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), United Kingdom (Campbell-Connelly).  
 Ten-Tex (BMI), see Sure-Fire.  
 Tender Tunes (BMI), see Kama Sutra.  
 Terri (ASCAP), see Lowery.  
 Tevlev (BMI), PO Box 4045, Huntsville, Ala. 35803. Tel: (205) 881-8364. Pres.: Jimmy Velvet.  
**Branch: Hollywood, Calif., 4028 Sunset Blvd.**  
 Tex-Sound (BMI), 506 W. Hildebrand Ave., San Antonio, Tex. 78212. Pres.: Jeff Smith; Gen. Mgr.: Jack Bond.  
 THE RICHMOND ORGANIZATION (TRO), 10 Columbus Circle, New York, N. Y. 10019. Tel: (212) 765-9889.  
 Int'l reps.: Australia (Essex), Canada (Essex), France (Essex), Germany (Essex), Israel (TRO), Italy (Aromando), Japan (TRO), Netherlands (Essex), Spain (Essex), Sweden (Essex), United Kingdom (Essex). ISFF ADVERTISEMENT  
 Third Story (BMI), 5455 Wilshire Blvd., Suite 1700, Los Angeles, Calif. 90036. Tel: (213) WE 7-3663. Admin.: M. Cohen.  
 Third Stream (ASCAP), see MJQ.  
 Thoroughbred (BMI), 2429 Hawthorne Ave., Louisville, Ky. 40205. Tel: (502) 454-3397. Cable THOBRED. Pres.: James M. Owen.  
 Three-C's (BMI), 2016 N. Prairie Ave., Dallas, Tex. 75204. Tel: (214) TA 6-5286. Pres.: J. R. Cheatham.  
 3 H's (ASCAP), 3333 San Marino St., Los Angeles, Calif. 90006. Tel: (213) 383-6726. Pres.: Henry Oakes; Gen. Mgr.: Bob Williams; Gen. Prof. Mgr.: Don Kinchele.  
 Int'l rep.: Italy (Sidet).  
 Thrush (BMI), 2991 Ingledeale Terr., Los Angeles, Calif. 90039. Tel: (213) 662-3656. Pres.: Brian Ross; VP: Maurice Berrow.  
 ThunDer, 5825 S. Morris, Tucson, Ariz. Tel: (602) AX 4-1860. Owner: F. Darris.  
**Branch: Tucson, Ariz., 815 E. Broadway.**  
 Thunderball (BMI), PO Box 626, 1608 S. Heishel, Tyler, Tex. Tel: (214) LY 2-0591. Pres.: Steve Wright.  
 Thursday (BMI), see Fred Ahlert.  
 Tibor (BMI), 200 W 57 St., New York, N. Y. 10019. Tel: (212) CO 5-4300. Pres.: A. T. Halmay.  
 Int'l Branch: Canada, 8 Dervock Cr., Willowdale, Toronto. Tel: (416) 225-0547.  
 Tideland (BMI), see American Metropolitan Ents.  
 Timberland (BMI), Forest City, Iowa 50436. Tel: (515) 582-2992. Pres.: Arlo Johnson.  
 Time (BMI), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) CR 4-8094. Pres.: Joe Galkin.  
**Branch: Atlanta, Ga., 429 Montgomery Ferry Rd. N.E. Zip: 30324.**  
 Tincal (BMI), see Shan-Todd.  
 Tinker (ASCAP), see Casablanca.  
 Tobey (ASCAP), see Tobias & Lewis.  
 Tobie-Ann (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-3876. Pres.: Phil Kahl.  
 Tobias & Lewis (ASCAP), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-8236. Pres.: Charles Tobias.  
 Affiliate: Tobey (ASCAP).  
 Todo Bien (BMI), see The Big Seven.  
 Tomard (ASCAP), 79 W. Monroe St., Chicago, Ill. 60603. Tel: (312) ST 2-2710. Sec'y: Richard M. Shelton.  
 Tomaria (BMI), PO Box 3171, Columbia, S. C. Tel: (803) EL 9-6599. Pres.: Charles Derrick; Gen. Mgr.: Kip Anderson.  
 Tomich (BMI), 673 Oakley Pl., Oradell, N. J. 07649. (201) 261-0871. Pres.: Thomas James Lyle; Gen. Mgr.: Michael F. J. Lynch.

**Branch: New York, N. Y., 7 Charles Ln. Zip: 10014. Tel: (212) CH 2-1479.**  
 Tomlew (BMI), 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Contact: Mr. Boddie.  
 Tomorrow's Tunes (BMI), see Genius.  
 Tona Lee (BMI), see Astron.  
 Toote, I N. Dean St., Englewood, N. J. 07631. Tel: (201) 567-8282. Pres.: Gloria E. A. Toote.  
 Affiliate: Toote Town (BMI).  
 Toote Town (BMI), see Toote.  
 Top-Hit (ASCAP), 1120 N. Fuller Ave., Los Angeles, Calif. 90046. Mgr.: Louis Mysels.  
 Affiliate: Highlight (BMI).  
 Tor (ASCAP), see Gordon.  
 Touche (BMI), 79 Commerce St., Suite 224, Montgomery, Ala. 36104. Tel: (205) 264-0276. Pres.: Henry Heller; Prod'r: Von Taylor.  
 Toulouse (BMI), PO Box 96, El Cerrito, Calif. 94530. Tel: (415) 526-3491. Pres.: Jacques Disraeli Bronson; Gen. Mgr.: James Bronson Jr.  
 Town & Country (BMI), see American Metropolitan Ents.  
 Towne (ASCAP), see TM.  
 Tracie (ASCAP), PO Box 3452, 888 Pearl St., Beaumont, Tex. (713) TE 2-1522. Mgr.: William G. Hall.  
 Affiliates: Big Bopper (BMI), Dixiana (BMI), Hall-Clement (BMI), Nash-Beau (BMI).  
 Tradition (BMI), Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: C. Strachwitz.  
 Travis (BMI), see Metric Music Group.  
 Tray (ASCAP), see American Metropolitan Ents.  
 Traydel (BMI), 3511 Dupont Ave., Kensington, Md. 20795. Tel: (301) 949-0758. Pres.: Tom Traynor.  
 Tree (BMI), 905 16 Ave. S., Nashville, Tenn. Tel: (615) 254-3359. Pres.: Jack Slapp; Exec. VP: W. D. (Buddy) Killen; Gen. Prof. Mgr.: Curly Putman.  
 Affiliates: Ally (BMI), Cross Keys (ASCAP), Twig (BMI).  
 Int'l branches: France, Germany, Italy, Spain, Sweden, United Kingdom.  
 Triangie (ASCAP), see Bregman, Vocco & Corn.  
 Trio (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) 582-0828. Pres.: Jerry Leiber & Mike Stoller.  
 Affiliates: Quartet (ASCAP), US Songs (ASCAP).  
 Triumvirate (BMI), see Tuneville.  
 Triver (BMI), 1201 Arkansas Ave., Apt. 3, Pittsburgh, Pa. 15216. Tel: (412) 563-1109. Pres.: George W. Annesley; VP: Dennis A. Sites.  
 TROUSDALE (BMI), Gen. Mgr.: Jay Lasker; Gen. Prof. Mgr.: Norm Ratner. (see Pamco). (SEE ADVERTISEMENT).  
 True Blue (ASCAP), 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine.  
 True Point (BMI), PO Box 8592, Orlando, Fla. 32806. Tel: (305) 422-2374. Pres.: Robert C. Benzing.  
 Trump (BMI), c/o Publishers' Licensing Corp., 40 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Pres.: Guy Cimballo. Contact: Philip S. Kurnit.  
 Trusty (BMI), Nebo, Ky. 42441. Tel: (502) 249-3194. Pres.: Elsie Childers.  
 Ernest Tubb (BMI), see Hill & Range.  
 Tuckahoe (BMI), see Jim Reeves Ents.  
 Tulip (ASCAP), see Eden.  
 Tune-Kel (BMI), 715 Camp St., New Orleans, La. 70130. Tel: (504) 522-1060. Pres.: Joseph Baneshak.  
 Affiliate: Jarb (BMI).  
 Tune Time (BMI), see Gil.  
 TuneCrafters (BMI), 1607 El Centro Ave., Hollywood, Calif. Tel: (213) HO 2-0261. Pres.: Lin Wilde.  
 Affiliate: Charlin (ASCAP).  
 Tuneville (BMI), 812 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-0624. Pres.: Bill Justis.  
 Affiliates: Omni (BMI) Triumvirate (BMI).  
 Tupper (BMI), 959 Main St., Buffalo, N.Y. 14203. Tel: (716) 882-0427. Pres.: Steve Brodie; Gen. Mgr.: Bruce Godfrey.  
 Affiliate: Bro-Sil (ASCAP).  
 Twenty Grand (BMI), 417 W. 21 St., Norfolk, Va. 23517. Tel: (703) 622-2111. Pres.: Warren M. Miller; Gen. Prof. Mgr.: Jacqueline Perchalla.  
 Twig (BMI), see Tree.  
 Twin-Chris (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.  
 Ty-Tex (BMI), PO Box 3321, Tyler, Tex. 75701.  
 Tyco (BMI), PO Box 630, Big Spring, Tex. 79721. Tel: (915) 264-2716. Partners: Ray B. Rush & Ted O. Groebel Jr.  
 Tyler (BMI), PO Box 231, Tyler, Tex. 75701. Tel: (214) LY 4-2961. Contact: Curtis Kirk.  
 Tyleron (ASCAP), see Criterion.

## U

U A R P S C O (BMI), 8 Wadley Bldg., Texarkana, Ark. 75501. Tel: (501) 772-8266. Gen. Mgr.: Dalton E. Beck.  
 U S Songs (ASCAP), see Trio.  
 Uganda (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Contact: Philip S. Kurnit.  
 Umbrella (ASCAP), 3011 Beach 40 St., Brooklyn, N. Y. 11224. Tel: (212) ES 2-6436. Owner: Kadish Millet.  
 Unart (BMI), see United Artists.  
 United (ASCAP), see Hugo & Luigi.

## THINGS ARE HAPPENING AT . . .

*Jim Reeves Enterprises*

## LIKE THESE NEW SONGS . . .

THE STORM—Jim Reeves  
 CRY FOR THE LADY—The Blue Boys  
 HABIT NOT DESIRE—June Stearns  
 SECRET LOVIN' UNDERCOVER MAN—Happy Shadan  
 A GOOD GUY LIKE YOU—Barbara Cummings  
 SWANNEE IS A RIVER—Pat Boone  
 MAMA, ALL THE GOOD GIRLS ARE GONE—Buddy Ray Mize  
 CARNIVAL MAN—Bobbi & Dude  
 JACKSON AIN'T A VERY BIG TOWN—Norma Jean

## FROM THESE NEW WRITERS . . . AND THE OLD . . .

Barbara Cummings  
 Bobbi & Dude Billy Large  
 Charles Snoddy Vic McAlpin  
 Buddy Mize Bud Logan

## BY THESE ARTISTS . . .

Romy Spain—Dot  
 Happy Shahan—London  
 The Blue Boys—RCA  
 Bobbi & Dude—London  
 Buddy Ray Mize—London  
 Barbara Cummings—London

## FROM OUR PUBLISHING FAMILY . . .

Acclaim Music, Inc. BMI  
 Tuckahoe Music, Inc. BMI  
 Open Road Music, Inc. BMI  
 Rapport Music, Inc. BMI  
 Reeklein Music, Inc. BMI  
 Ma-ree Music, Inc. ASCAP  
 Hearthstone Music, Inc. ASCAP  
 Mary Reeves, Inc. BMI

**MARY REEVES**  
 President  
 Drawer 1  
 Madison, Tenn. 37115

continued on page 84

Internationally known and loved

## My Jesus Walks With Me

is one of the outstanding sacred publications by

### KESSLER MUSIC

Be sure you handle KESSLER MUSIC.

Write us today — sure.



*Kessler Music*

Publishing Only the Finest in Music

717 Carson Avenue  
La Junta, Colorado 81050, U.S.A.

## NEALE MUSIC/RECORDS

Lyrics, Ideas wanted for development into new songs for Music, Records and Promotion.

Demos and Masters Produced.  
Masters for Lease.

Box 3294,  
San Bernardino,  
Calif. 92404

# THE INTERNATIONAL INFLUENCE OF BILLBOARD GROWS AND GROWS

continued

United Artists (ASCAP), 729 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-6000. Cable: UNARTISCO. Pres.: Michael Stewart; Exec. VP & Gen. Mgr.: Murray Deutch.  
Branch: **Hollywood, Calif.**, 1041 N. Formosa Ave. Zip: 90046. VP: Norman Weiser.  
Affiliate: Unart (BMI), Esteem (BMI).  
Int'l reps: Argentina (UA Music Latina), Australia (Tru-Con), Brazil (Iramos Vitale), France (Editions Associees S.A.R.L.), Germany (Progress), Italy (Orchestral Music), Japan (Taiyo), Mexico (Mundo Musical), Netherlands (UA), Spain (His-pavox), Sweden (United Artists), United Kingdom (United Artists).  
Unity (BMI), see Gil.  
Up Tight (BMI), div. of Boss Prod'ns, 2104 Lake Ave., Baltimore, Md. 21218. Tel: (301) 235-1588. Pres. & Gen. Mgr.: David Harris.  
Upam (BMI), see Gopam Ents.  
Ursula (BMI), see Welz.

### V

V L M Recs. (BMI), 2022 Freeman, Cincinnati, Ohio 45214. Tel: (513) 281-4197. Pres.: Vincent L. Morton. Gen. Mgr.: La Vera A. Morton; Gen. Prof. Mgr.: Eric V. Morton.  
Vado (ASCAP), 2226 McDonald Ave., Brooklyn, N. Y. 11223. Tel: (212) 372-9336. Pres.: Vincent Velardi; Gen. Mgr.: Tony Amoroso.  
Affiliate: Mint (BMI).  
Valando (ASCAP), see Sunbeam.  
Thomas J. Valentino (ASCAP), 150 W. 46 St., New York, N. Y. 10036. Tel: (212) CI 6-4675. Cable: VALENTINO. Pres.: T. J. Valentino.  
Affiliate: RFT (BMI).  
Valjean (BMI), 5136 W. 41 Ave., Denver, Colo. 80212. Tel: (303) 455-4118. Pres.: Vicky Morosan.  
Affiliate: Band Box (BMI).  
Valley (BMI), see Hill & Range.  
Valley Brook (ASCAP), Pres.: Bill Haley, see Arcade.  
Value (BMI), Hotel Kansas Citian, Rm. 707, Kansas City, Mo. 64105. Tel: (816) HA 1-4410. Owner: W. O. (Wink) Wright.  
Branch: **Henry, Ill.**, 713 Third St. Zip 61537.  
Vamp (BMI), 3731 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 832-0870. Pres.: Marvin M. Jacobs.  
Vandenburg (BMI), 8740 Aldwick Dr., Dallas, Tex. 75238. Tel: (214) DI 8-9324. Pres.: Darrell A. Brown; VP: Annie Mae Brown; Gen. Mgr.: Buret Merritt.  
Vanessa (ASCAP), see Eden.  
Vanguard (BMI), see Beechwood.  
Van Heusen (ASCAP), 250 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-4417. Pres.: James Van Heusen.  
Vault (BMI), 2525 W. Ninth St., Los Angeles, Calif. 90006. Tel: (213) 386-1821. Pres.: Jack Lewerke.  
Vee Ve (BMI), see Ludix.  
Vendo (BMI), see Prompt.  
Venice (BMI), 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Prof. Mgr.: Dorothy D. Rupe.  
Venus (ASCAP), 1619 Broadway, Room 516, New York, N.Y. 10019. Tel: (212) PL 7-9265. Pres.: Iris Rainsberger.  
VENUS REC'G CO. OF AMERICA (ASCAP), PO Box 1451, Beverly Hills, Calif. 90213. Tel: (213) GR 9-3710. Cable: VENUSAMK. Pres.: Dr. W. E. Shector. (SEE ADVERTISEMENT).  
Verna (ASCAP), 930 "F" St. N.W., Suite 615, Washington, D.C. 20004. Tel: (202) DI 7-3944. Cable: CLAIBORNE. Pres.: Lillian N. Claiborne.  
Vernon (ASCAP), see Bregman, Vocco & Conn.  
Vernors (BMI), 354 E. 11 Ave., Columbus, Ohio 43201. Tel: (214) 299-3896. Cable: VERNOMUSIC. Pres.: Vernon Stewart; Gen. Mgr.: George E. Stewart; Gen. Prof. Mgr.: Velanle Stewart.  
Branch: **New York, N. Y.**, 1650 Broadway. Gen. Mgr.: Art Thomas.  
Vibar (ASCAP), see Just.  
View (ASCAP), 955 S. Magnolia Ave., Los Angeles, Calif. 90006. Tel: (213) 383-8779. Pres.: Marvin Liblick; Gen. Mgrs.: Frank Roade & Steve Chodos.  
Vintage (BMI), Gen. Prof. Mgr.: Bob Tubert, see Combine.  
Vitak-Elsnic (SESAC), 4815 S. Ashland Ave., Chicago, Ill. 60609. Tel: (312) YA 7-2470. Pres.: Lawrence Musielak.  
Vogue (BMI), see Bibo.  
Volkwein Bros. (ASCAP), 117 Sandusky St., Pitts-burgh, Pa. 15212. Tel: (412) 322-5100. Treas.: Walter E. Volkwein.  
Harry Von Tilzer (ASCAP), see Bibo.

Walden (ASCAP), see Cotillion.  
Walters (ASCAP), see Jay Jay.  
Wanessa (BMI), 850 Seventh Ave., New York, N. Y. 10019. Tel: (212) JU 2-0543. Pres.: George Brown.  
War Bonnet (BMI), 1743 Warm Springs Rd., Columbus, Ga. 31904. Tel: (404) 324-1793. Bd. Chm. & Gen. Mgr.: Henrietta Parsons; Pres.: Ben Parsons; VP: Nelson Coffin.  
Warden (BMI), PO Box 8061, Nashville, Tenn. 37207. Tel: (615) 228-3042. Mgr.: Don Warden.  
Warner Bros. (ASCAP), see Music Publ'rs Holding Corp.  
Mark Warnow (ASCAP), 4042 Benedict Canyon Dr., Sherman Oaks, Calif. 91403. Tel: (213) 784-4141. Pres.: Al Gannaway; Gen. Mgr.: Hal Levy. Int'l rep.: United Kingdom (Essex).  
WayJen (BMI), 8901 Seneca St., Oakland, Calif. Tel: (415) 568-2805. Pres.: Ricardo Lewis; Gen. Mgr.: Mary L. Lewis; Gen. Prof. Mgr.: Florence M. Gilmen.  
Branch: **Oakland, Calif.**, 931 W. Grand Ave. Tel: (415) 835-4440.  
We Three (BMI), 1650 Broadway, Suite 310, New York, N. Y. 10019. Tel: (212) JU 6-0240. Pres.: Hal Webman.  
Affiliates: BL&H (ASCAP), Beaver (ASCAP), Beechmont (BMI), Carlyle (ASCAP), Emperor (BMI), Maple Leaf (BMI), Margarita (ASCAP), Montauk (BMI), Pinebrook (BMI), Princess (ASCAP), Rex (BMI).  
Web IV (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) LT 1-3740. Pres.: Bert Berns.  
Weill-Brecht-Harms (ASCAP), see Music Publ'rs Holding Corp.  
Weintraub (ASCAP), see Music Sales Corp.  
Sam Weiss (ASCAP), 6087 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-9251.  
Affiliates: Mappa (ASCAP), St. Lawrence (BMI).  
WelDee (BMI), see B-W.  
Welz (ASCAP), Box 522, Salisbury, Md. 21801. Pres. & Prof. Mgr.: Joey Welz.  
Affiliate: Ursula (BMI).  
Welzheim (ASCAP), see Bregman, Vocco & Conn.  
Wemar (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-4753.  
Bobe Wes (BMI), 4542 Live Oak, Mesquite, Tex. 75149. Tel: (214) BR 9-0635. Pres.: Bobe Wes.  
Weslu (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) 586-3876. Pres.: Phil Kahl.  
West Coast (ASCAP), see Metric Music Group.  
West End (ASCAP), see Premier.  
Westex (BMI), Box 6406, Odessa, Tex. 79760. Tel: (915) EM 2-1512. Partners: W. G. Maxwell & Tommy Allsup.  
Westpar (BMI), see Pamco.  
Wharton (ASCAP), see N. A. Busillo.  
Whetstone (BMI), Rt. 1, Caledonia, Ohio 43314. Tel: (419) 845-2278. Gen. Mgr.: C. M. Honaker.  
White Castle (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-1063. Mgr.: Jerry Brown.  
White Cliffs (BMI), 748 Camp St., New Orleans, La. 70130. Tel: (504) 523-7474.  
Affiliate: Levee (ASCAP).  
White Mountain (ASCAP), see Crotona.  
Whitecap (BMI), see Jaspas.  
Wide World of Music (ASCAP), 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) CR 3-8855. Cable: MONUWORLD. Gen. Prof. Mgr.: Bob Weiss.  
Affiliate: Songs of the World (BMI).  
Wildcat (ASCAP), 1712 Farrell Ave., Greensboro, N. C. 27405. Mgr.: Mrs. Alice R. Perkins.  
David Wilkes (BMI), see American Metropolitan Ents.  
Will-Du, 18 28 Ave., Brooklyn, N. Y. 11214. Tel: (212) 373-7212. Pres.: Lou Dolfon.  
Kae Williams (BMI), 3214 W. York St., Philadelphia, Pa. 19132. Tel: (215) BA 3-0766. Pres.: Kae Williams.  
Williamson (ASCAP), see Chappell.  
Bob Wills (BMI), see Hill & Range.  
Winal (BMI), PO Box 594, West Columbia, S. C. 29169. Tel: (803) 794-3984. Contact: Allen D. Lawson.  
Winamusic, see Pavanne.  
Window (BMI), 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-8388. Pres.: Pete Drake; Gen. Mgr.: Jerry Shook; Contact: Rose Trimble.  
Windsong (BMI), 2811 Wilton Rd., West Columbia, S. C. 29169. Tel: (803) 794-4174. Pres.: Johnny McCullough.  
Windward Side (BMI), Old Hickory Blvd., Brentwood, Tenn. 37027. Tel: (615) 291-6453. Pres.: John D. Loudermilk.  
Wine & Roses (BMI), 3529 Silsby Rd., Cleveland, Ohio 44118. Tel: (216) 321-1952. Pres.: Kenny Lark.  
Winner (BMI), 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Chm.: Jerome V. Man; Pres.: Vern Ruvalds; Gen. Mgr.: Leonard March.

### W

Winter (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-7281. Pres.: Teddy Powell.

Witmark (ASCAP), see Music Publ'rs Holding Corp.

Woldox (BMI), see A. Schroeder.

Wolper (ASCAP), see A. Schroeder.

Wonder (BMI), see Lowery.

Wonderland (BMI), see Walt Disney.

Woodbury (BMI), see Ridgeway.

Woodcrest (BMI), see Kalmann.

Woomera (APRA), see Jaspar.

R. J. Wooten, 10840 Dixon Dr. S., Seattle, Wash. 98178. Tel: (206) PA 5-7294. Pres.: Robert J. Wooten.

Words & Music (ASCAP), 17 W. 60 St., New York, N. Y. 10023. Tel: (212) 246-9675. Affiliate: Plymouth (ASCAP).

World (ASCAP), 18 E. 48 St., New York, N. Y. 10017. Tel: (212) 688-6230. Pres.: Sammy Kaye. Affiliate: Republic (BMI).

World Int'l (BMI), 2131 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 326-1181. Pres.: James L. Golden. Affiliates: Destination (BMI), Go-Mo (ASCAP), Melva (BMI).

Worthy (ASCAP), 1909 Ave. "K," Brooklyn, N. Y. 11230. Tel: (212) 317-4321. Owner: Gil Snapper. Affiliate: Ichabod (BMI).

Wrather (BMI), see A. Schroeder.

WRIMUS (BMI), PO Box 3294, San Bernardino, Calif. Owner: Neale Wrightman. Affiliate: Neale (ASCAP). (SEE ADVERTISEMENT)

Wrist (BMI), see Lock.

Wyncote (ASCAP), see Merlin.

## X

XIV (SESAC), see WPN.

## Y

Yameta (BMI), see A. Schroeder.

Yardley (BMI), 2499 Cottle Ave., San Jose, Calif. 95125. Tel: (408) 269-6011. Pres.: Scott E. Owen; Gen. Mgr.: David M. Nye.

Ybarra (ASCAP), PO Box 665, Lemon Grove, Calif. 92245. Tel: (714) HO 9-6352. Owner: R. William.

Yo-Yo (BMI), see Startime.

Yonah (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-7708. Pres.: B. L. Williamson.

Yorktown (ASCAP), see Music Sales Corp.

VINCENT YOUNG (ASCAP), 157 W. 57 St., Rm. 404, New York, N. Y. 10019. Tel: (212) CI 5-2828. VP & Gen. Mgr.: Robert Lissauer. Affiliates: Mode (ASCAP), Scope (BMI). (SEE ADVERTISEMENT).

Younger (BMI), 1518 Chelsea, Memphis, Tenn. 38108. Tel: (901) 275-2285. Pres.: Mrs. Bill Black; VP: Larry Rogers.

## Z

Zap (BMI), PO Box 246, Mt. Rainier, Md. 20822. Tel: (301) 927-0010. Pres.: C. R. Freeland. Int'l rep.: United Kingdom (Lark).

Rex Zario (BMI), 1739 N. Third St., Philadelphia, Pa. 19122. Tel: (215) RE 9-6970. Pres.: Rosario Lefavi; Gen. Mgr.: John Telenko; Gen. Prof. Mgr.: Patti Vincent. Affiliate: Arzee (ASCAP).

Zarit (BMI), 2703 W. Juneau St., Tampa, Fla. 33614. Tel: (813) 933-1614 & 831-9321. Owner: John Centinaro.

Zawinul (BMI), see Gopam Ents.

Zeno (BMI), see Cool Air.

Zero (BMI), PO Box 28577, 4724 Hanover, Dallas, Tex. Tel: (214) FL 7-9081. Pres.: Garry M. McCaskill.

Zodiac (BMI), 250 W. 57 St., New York, N.Y. Tel: (212) JU 6-3087. Pres.: F. R. F. Faecq. Affiliate: Compton (ASCAP).

Zondervan (AME), 4145 Kalamazoo Ave. S. E., Grand Rapids, Mich. 49508. Tel: (616) 241-2471. Pres.: P. J. Zondervan; Gen. Mgr.: John W. Peterson. (see Singpiration).

Zulu (BMI), 448 W. Las Tunas, San Gabriel, Calif. Tel: (213) 281-3031. Mgr.: Steve Waltner.



(means world-wide "Hits" and Reputable Representation)

## IVAN MOGULL ASSOCIATES

33 West 60th Street  
New York

Cable: IMOGULL

Johnny Mercer  
•  
Marshall Robbins

## COMMANDER PUBLICATIONS

1610 N. Argyle Ave.  
Hollywood 28, Calif.  
469-0878

# ON TOP SINCE 1894 IN CIRCULATION IN REPUTATION IN PENETRATION

No other music-trade publication gives its advertisers the global exposure, strength of editorial backing and proof of circulation claims that Billboard offers.

The nearly 70 years of international respect for Billboard's quality of journalism, scientific methods of research and high standards of business practice provide advertisers with an unmatched setting of prestige for their message.

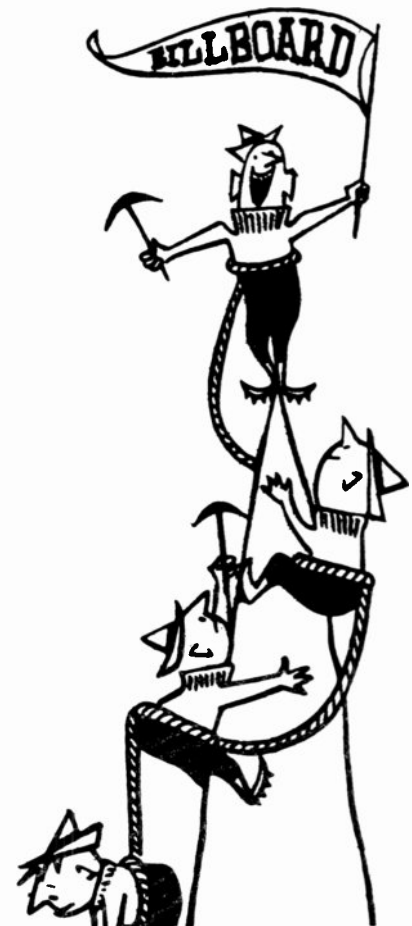
With a world-wide circulation twice that of any other music-trade publication, only **Billboard** offers advertisers incontrovertible proof of circulation figures by opening its files twice every year for audit by the rigid and exacting Audit Bureau of Circulations (ABC).

Their reports detail for every Billboard advertiser just where his message goes throughout the world . . . who receives it . . . and how many receive it.

**Basic Information That Every Advertiser Should Not Only Expect—But Demand!**

Do You?

New York • Hollywood • Chicago • Washington • Nashville  
London • Buenos Aires • Rio de Janeiro



# U.S. Record Distributors

(Including Tape, Tape Cartridge Playback Equipment & Accessories)

## ALABAMA

### • BIRMINGHAM (Area Code 205)

Nelson-Brantley Glass, 300 S. 22 St. Zip: 35205. Tel: 328-4310. Pres.: Larry D. Striplin Jr.; VP: William L. Lewis Jr.  
**Tape:** (cartridge) ITCC, Muntz, Capitol, Columbia, RCA, Decca, Mercury, London, Motown, GRT, Ampex, Liberty.  
**Tape playback equip.:** Lear Jet, Muntz, RCA, Capitol.

## ARIZONA

### • PHOENIX (Area Code 602)

A R C, 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Mgr.: Margo Grover; Promo.: Marvin Grover & Al Gunsaulus.  
**Labels:** ABC, A&M, Amy, Atco, Atlantic, Audio Fidelity, BT Puppy, Bang, Bell, Blue Note, Bluesway, Brunswick, Cadet, Cameo, Capitol, Challenge, Checker, Chess, Chisa, Colgems, Columbia, Command, Constellation, Conversaphone, Coral, Crusader, Date, Decca, Del-Fi, Disneyland, Dolton, Dooto, Dore, Dot, Double Shot, Duke, Dunhill, Dunwich, DynoVoice, ESP-Disk, Elektra, Epic Era, Excello, Falcon, Fantasy, Fiesta, Flip, Folk Way, Fontana, Four Corners, GNP Crescendo, Galaxx, Goldwax, Gordy, Hi, Hickory, Ideal, Impact, Imperial, Impulse, Jamie, Josie, Jubilee, Kama Sutra, Kapp, Kent, King, Liberty, Living Language, London, Longhorn, MGM, Mala, Mar-V-Lus, Mercury, Minit, Monument, Moon-glow, Motown, Musart, Musicland, Musicor, New Voice, Nola, Okeh, Orfeon, Original Sound, Pace, Pacific Jazz, Parkway, Parrot, Paula, Peerless, Philips, Phyllis, Press, Pure Soul, RCA (MKL), Regent, Reprise, Roadrunner, Rojac, SMI, Savoy, Scepter, Smash, Soul, Specialty, Starday, Stax, Steno, Sun, Sunslow, Tamla, Teardrop, Tower, Tribe, 20th-Fox.  
**Phonographs:** Capitol.  
**Musical instruments:** drums, guitars, Harmony harmonicas (Hohner).

Arizona Western Supply, 2950 N. 30 Ave. Zip: 85017. Tel: 272-1383. Mgr.: John Youmans; Promo.: Henry Fuller.  
**Tape:** (cartridge) RCA, Columbia, Decca, Capitol, Aura-Sonic, Liberty, ITCC, Ampex, Word, Pickwick, GRT.  
**Tape playback equip.:** Lear Jet, Playtape, ARC, Taiko, Capitol.

Associated, 2350 W. Camelback Rd. Zip: 85015. Tel: 264-2781. Pres.: Leonard M. Singer.  
**Tape:** (cartridge) all lines.  
**Tape playback equip.:** Automatic Radio, Borg-Warner, Panasonic.

Old Timer, PO Box 7281. Zip: 85011. Tel: 934-5551. Owner: F. R. White.  
**Labels:** all square & round dance.

• **TUCSON (Area Code 602)**  
 Action, 815 E. Broadway. Tel: 623-0318. Mgr.: Frank Darris.  
**Labels:** API, Copper State, Guadalupe, Moxie, Ole, Santa Cruz.  
 Darris Ent's., 5825 S. Morris. Pres.: F. Darris.  
**Labels:** Copper State, Thunder, Santa Cruz, Entelechy.

## CALIFORNIA

### • COSTA MESA (Area Code 714)

Stereotape (div. of Greentree Electronics Corp.), 2135 Canyon Dr. Zip: 92626. Tel: 549-2265. Cable: PROGRESS. Exec. VP: S. Brandt; Sales Mgr.: James Neiger.  
**Tape:** (reel-to-reel) Angel, Audio Library, Bible Voice, Capitol, Dot, Hamilton, Reprise, Sacred Music, Warner Bros.; (cartridge) Audio Library, Bible Voice, Sacred Music.

### • FRESNO (Area Code 209)

CALETRON, 2930 Butler. Zip: 93721. Tel: 268-8411 (see San Francisco for prod. distributed.) (SEE ADVERTISEMENT)

Discorama, 1321 Fulton Mall. Tel: 485-8840. Promo.: Bobby Flores.

**Branch:** Ideal Rec. Serv., San Jose, Calif.  
**Labels:** Bego, Discos Columbia, DLV, Del Valle, El Zarape, Falcon, Fama, Ideal, Musart, Orfeon, Peerless. (sub dist. for Capitol, Columbia, RCA.)

### • LOS ANGELES METROPOLITAN AREA (Area Code 213)

Advance, 6376 Yucca, Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.  
**Labels:** Blue Bird, Capa, Chroma, Pepper Tree, Pony, Round-Up, Sommers, Stan Gayle.

Aido, 2712 W. Pico Blvd. Zip: 90006. Tel: 737-0180. Co-owner: Al Stewart.  
**Labels:** Baronet, Celestial, Chance, Cobra, Demon, Marc, Milestone, Service, Signet, Titan, Tri-Disc, Valor.

Auto Music, 2622 S. La Cienega. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman.  
**Tape:** (cartridge) all lines.

California, 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Sales Mgr.: Bob Gerstlauer; Promo. Mgr.: Stan Bly.

**Labels:** Alegre, Amy, Archive of Folk Music, Archive of Piano Music, Arvee, Audicon, Audio Arts, Aurora, Baroque, Bell, Big Top, Cadet, Carnival, Cetra, Charay, Checker, Chess, Chisa, Concertdisc, Debut, Diamond, Dollie, DynoVoice, ESP-Disc, Elf, Esoteric, Everest, Fairmount, Fantasy, Fat Fish, Fiesta, Flashback, Galaxy, Gamble, Goldwax, Grecophon, Groovesville, Groovy, HiFi, Janus, KR, Kent, Kenwood, Laurie, LeGrand, LuckyEleven, Magnum, Mala, Mardi Gras, Modern, Monitor, Musicland USA, New Voice, Pala, Period, Phil-ia of Soul, Prouette, Prestige, Renaissance, Revilo, Ric Tic, Roulette, Round, Rust, St. Lawrence, Sansu, Scala, Scorpio, Showplace, Showtime, Solid Hit, Sphere Sound, Squire, Taurus, Thomas, Tico, Tomorrow, Tradition, Tuba, United, Virgo, Wilson, Winchester, Windy C, York.

Capitol, 3117 San Fernando Rd. Zip: 90065. Tel: CI 7-8224. District Sales Mgr.: Charles Bratnaber; Promo.: Joyce Miller, Buck Stapleton & Donald Grierson.

**Labels:** Capitol, Angel, Seraphim.  
**Tape:** (reel-to-reel & cartridge) Capitol, Angel.  
**Tape playback equip.:** Capitol Custom.  
**Musical instruments:** harmonicas (Hohner); melodicas (Hohner)

Chapman, 2645 W. Pico Blvd. Zip: 90006. • Tel: 385-3636. Mgr.: Al Chapman; Promo.: Dave Fox.

**Labels:** Accent, Airtown, Alwin, Bandbox, CMS, Cabot Language Series, Cambridge, Canaan, Chaffahoochie, Connoisseur, Continental, Conversaphone, Childrens Rec. Guild, Cricket, Haydn Society, International Artist, Kalama, Living Language, Milestone, Motivation, Music Minus One, Peter Pan, Pickwick, Sacred, Serenus, Simon Says, Spoken Aris, Sword, Tikva, Titan, Whirlybird, Whittier, Word, Yardbird, Young People's Rec.  
**Tape:** (reel-to-reel) Pickwick; (cartridge) Hallmark, Pickwick.

Columbia Rec. Sales, 6922 Hollywood Blvd., Suite 702. Tel: HO 6-2481. Regional Sales Mgr. (Los Angeles, Denver, Honolulu, San Francisco, Seattle): Del Costello; Sales Mgr.: Bob Murphy; Promo. Mgrs.: Bob Moering & Jeff Clark.  
**Distributes:** Columbia product.

Corsair-Continental, 5528 N. Rosemead Blvd., Temple City. Tel: 287-3005. Contact: Ann MacKenzie.  
**Labels:** Aqua, Balance, Belco, Belmar, Blue Star, Bogan, Family Square, Folkraft, Grenn, Hi Hat, JRL, Jewel, Kalox, Keeno, Longhorn, Lore, MacGregor, Magic, Mustang, Old Timer, Prairie, Rockin-A, Scope, Sets in Order, Shaw, Square L, Sunny Hills, Swinging Square, Top, Viking, Wagon Wheel, Western Jubilee, Windsor.

Craig, 3410 La Cienega Blvd. Zip: 90016. Tel: WE 6-6171. VP: D. D. Carson; Adv. Mgr.: Etta Delson.

**Branches:** San Francisco, Calif.; Denver, Colo.; Honolulu, Hawaii; Seattle, Wash.  
**Tape:** (reel-to-reel) Ampex, Angel, Audio, Spectrum, Capitol, Columbia, Decca, Epic, GRT, Hallmark, Liberty, Mercury, Musictapes, RCA, Royal, Stereotapes, Tape-Mates; (cartridge) Ampex, Capitol, Columbia, Craig, Decca, GRT, Liberty, RCA.  
**Tape playback equip.:** Craig, Columbia, Concertone.

Creative Sound, 9000 Sunset Blvd. Zip: 90069. Tel: 271-4843. Pres.: Bob Cotterell; Promo.: Mike Boyer & Paul Webb.

**Labels:** Creative Sound, Surfari, Design, Sunset, Pickwick/33, Cricket, 101 Strings (Alshire), Audio Bible Studies, Hilltop, Zondervan, Liberty (Premium).

Decca, 6750 Santa Monica Blvd., Hollywood. Zip: 90036. Tel: 463-7126. Mgr.: Lou Verzola; Promo.: Barry Freeman.  
**Distributes:** Decca product.

Diamond, 2990 W. Pico Blvd. Tel: RE 1-6311. Pres.: Abe Diamond.

**Labels:** ABC, Command, Dunhill, Fraternity, Grand Award, Impulse, Mahalo, Music Guild, Nippon, Tangerine, Time, Waikiki, Westminster, 20th-Fox.  
**Tape:** (cartridge) ABC, Command, Impulse, Dunhill.

Duplex, 2505 S. Central Ave. Tel: 746-1949. Mgr.: J. H. Higgins.

**Labels:** Black Hawk, Duplex, Movin', Renfro.  
 Festival, 2769 W. Pico Blvd. Zip: 90006. Tel: 734-6220. Mgr.: John Filcich.

**Branch:** San Francisco, Calif.  
**Labels:** Ace of Clubs, Alector, Apon, Artia, Avoca, B&F, Balkan, Barenreiter, Bruno, Canary, Colonial, Colosseum, Continental, Dana, Dover, Euroton; Gateway, Gregorian, Institute, Helios, Israel Music Foundation, Kismet, Nina, Parakeet, Rainbow, Standard, Ultraphone.

Hart, 1845 S. Orchard St. Tel: 748-2281. Pres.: George D. Hartstone; Mgr.: Ross Burdick.  
**Affiliates:** C&C Stone, San Francisco, Calif. Mutual, Boston, Mass. Cleve. Disc, Cleveland, Ohio.

**Labels:** Disneyland, London, London-American Group, Reprise, Veep, Warner Bros.  
**Tape:** (cartridge) Muntz.

Hitsville, 2525 W. Ninth St. Tel: 386-1821. Pres.: Ralph Kaffel.  
**Labels:** Gordy, Mel-o-dy, Motown, Soul, Tamla, VIF, Workshop Jazz.

L.A., 10959 Venice Blvd. Zip: 90034. Tel: 870-1696. Pres.: David Seiden; VP: Ronald Seiden; Promo.: Lawrence Seiden & Bea Stromer.

**Labels:** Amber, Gulf, Sunrise, Burdette, C&J, Adco, Alcon, Black Gold, Aesops Label, Scolaron, Biscayne.

Liberty Rec. Dist. Co. of Calif., 3018 W. Pico Blvd. Zip: 90006. Tel: 733-1134. Contact: Corwin Cuff, Herb Whitaker, Hugh McCurley.  
**Distributes:** Liberty product.

Malyinn Ent's., 2580 W. Pico Blvd. Zip: 90006. Tel: DU 5-9161. Contact: Guy Ward.  
**Labels:** Like Young, Money, Ten Star, Highland, Kenwood.

Merit, 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Owner: Jack Lewerke; Promo.: Doug (Merit) Cox.  
**Labels:** Atco, Atlantic, Backbeat, Battle, Coria, Cash, Celeste, Challenge, Clarion, Contact, Contemporary, Corby, Dial, Duke, Dunwich, Flashback, Focus, Garrett, Golden Wind, Goodtime Jazz, Instant, Jazzland, Jerk, Karen, Last Night, LuPine, Mainstream, Moon-glow, Peacock, Phil-Dan, Phyllis, Pico, Riverside, Rosemart, Satellite, Soma, Songbird, Specialty, Stax, Sureshot, Triumph, Tuba, Vault, Venus, Volt, Wonderland.

Merrec, 2617 S. Broadway. Zip: 90007. Tel: 748-9821. Mgr.: George Steiner.  
**Labels:** Mercury, Philips, Emarcy, Fontana, Limelight, Smash.  
**Distributes:** other Mercury product.

Metro, 2053 Venice Blvd. Zip: 90006. Tel: 733-2114. Sales Mgr.: Mel Price.  
**Labels:** MGM, Verve, Verve Folkways, DGG, Metro VSP, Leo the Lion, Heliodor, Golden, Original Sound, Canterbury.  
**Tape:** (cartridge) MGM, Verve.  
**Tape playback equip.:** MGM Playtape.

Metro of Calif., 4861 Santa Monica Blvd. Zip: 90029. Tel: 664-1908. Owner: Ralph Slotnick.  
**Tape playback equip.:** Imports 4-track, 4- & 8-track and 8-track car stereo equip.

Pacific Int'l, 1223 N. Kingsley Dr. Zip: 90029. Tel: 666-2704. Cable: NIVICOTON. Owner: Tom T. Saiki.  
**Tape:** (cartridge) Nivico.

PEP REC. SALES, 3009 W. Pico Blvd. Zip: 90006. Tel: RE 5-1297. Partner: R. Ricklin.  
**Labels:** Alon, Arco, Arhoolie, Boone, Caedmon,

continued on page 88

# ALL STATE



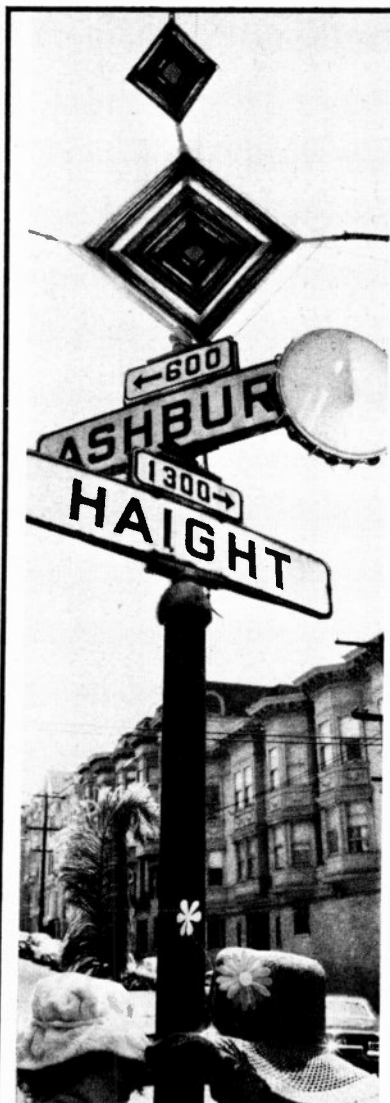
# DISTRIBUTING CO

1507 SOUTH MICHIGAN AVE. • CHICAGO, ILL. 60605  
**PHONE (312) 939-3675**

SERVING THE INDEPENDENT MANUFACTURER WITH AGGRESSIVE  
PROMOTION • SALES • MERCHANDISING ON POP — R&B — C&W —  
SINGLES & LP'S

LEE HOWARD • PAUL GLASS • HOWARD BEDNO & CY GOLD  
Sales Manager                      President                      Promotion

**ALL STATE RECORD DISTRIBUTING CO.**



**We**

are where it's at!

**San Fran Cis Co.** It's a bigger-than-a-city-place. The world capital of good taste and new tastes; 4.5 million pace-setting, fad-mad, music-conscious, record-happy, radio-bred buyers. Add the whole top half of this No. 1 state for 6 million, plus the contiguous Northwest's 4 or 5 million and you have 11 million tuned-in, buy-minded souls at the reach of Northern California's oldest, biggest, most promotionally-oriented, independent Independent distributor: H. R. Basford Co.

If you want to start breaking big in this market, ask Jack Solinger or Denny Zeitler what Basford can do for you, like starting tomorrow. They're at 800 Mariposa Street, San Francisco, 94107, 621-8545 (Area Code 415).

Where are you?

**H.R.  
BASFORD  
CO.**

continued

State, Go Go, Hilltop, Hollywood, King, Longhorn, Lyrichord, MTA, Mosrite, Motivation, Okeh, Pow, Project 3, Ramco, Starday, Sun Glow, Testament, Tiare Tahiti, UNI, Vanguard, Vox, (SEE ADVERTISEMENT)  
**PRIVILEGE**, 2818 W. Pico Blvd. Zip: 90006. Tel: 731-3148. Pres. & Gen. Mgr.: Norman F. Goodwin. Promo.: Ronald Roessler & Ronald Budnick. Branch: San Francisco, Calif.  
 Labels: United Artists, Monument, Tower, GNP Crescendo, Hickory, Hanna-Barbera, Alshire Presents, Somerset, Stereo Fidelity, Fink, Rampart, Peerless, Eco, Sonart, Cisne, Mobile Fidelity.  
 Tape: (cartridge) Muntz, ITCC, Aura Sonic, Decca. (SEE ADVERTISEMENT)  
**RCA Victor**, 6051 Telegraph Rd. Zip: 90022. Tel: 723-6661. Mgr.: D. G. Pearce; Promo.: Rudy Butterfield.  
 Labels: RCA Victor, Camden, Victrola.  
 Tape: (reel-to-reel & cartridge) RCA Victor.  
 Tape playback equip.: RCA Victor, Borg-Warner Stereo 8.  
**RECORD MDS'C**, 2580 W. Pico Blvd. Tel: DU 5-9161. Pres.: Sid Talmadge.  
 Labels: A&M, Amy, Cameo, Coed, Dimension,

Dooto, Elektra, Era, Guyden, Hickory, Hilltop, Jamie, Kapp, Old Town, Parkway, SC Phillips Int'l, Savoy, Scepter, Sun, Swan, Wand, Wyncote.  
**Tape: (cartridge) ITCC.** (SEE ADVERTISEMENT)  
**RECORD SALES**, 222 W. Orange Grove Ave., Burbank. Zip: 91502. Tel: 849-4671. Pres.: Al Sherman; Mgr.: Ricardo Ceja.  
 Labels: Alshire Presents, Audio-Spectrum, Somerset, Stereo Fidelity.  
**Tape: (reel-to-reel) Audio-Spectrum.** (SEE ADVERTISEMENT)  
**United Tape**, 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Gen. Mgr.: Bob Gerstlaue; Sales: George Hocutt.  
**Tape: (reel-to-reel) ABC, A&M, Aeolian-Skinner, American Airline, Amy, Archive, Atco, Atlantic, Audio Fidelity, Audio-Spectrum, Bang, Bell, Blue Note, Brunswick, Buena Vista, Cadet, Caedmon, Coliseum, Colpix, Command, Concert Disc, Coral, Crescendo, DGG, Decca, Dolton, Dot, Dunhill, Dunwich, DynoVoice, Elektra, Everest, Everyman, Fantasy, Fontana, Four Corners, Gordy, Grand Award, Hamilton, Hi, HiFi Imperial Impulse, Inst. of Language Study, Jay-Jay, Kama Sutra, Kapp, King, Liberty, Life, Limelight, London, L'Oiseau-Lyre, MGM, Mala, Mercury, Monitor, Monument, Moonglow, Motown, Music Guild, Musicland, New Voice, Nonesuch, Pace, Parrot,**

For  
**ACTION**  
 in the West



**RON RICKLIN**  
 president

REPUBLIC 5-1297  
 3009 WEST PICO BLVD.  
 LOS ANGELES, CALIFORNIA 90006

**We're now into our 21st year**

**THE WEST COAST'S  
 OLDEST YOUNG  
 DISTRIBUTORSHIP**

**RECORD  
 MERCHANDISING  
 COMPANY, INC.**

2580 West Pico Blvd.  
 Los Angeles, California 90006  
 213-385-9161



Chart, Colonial, Delmark, Double Shot, Dyer-Bennet, El Dorado, Epic, Eterna, Experience Anonymes, Federal, Folk Legacy, Folkways, 49th Phillips, Phyllis, Press, Prestige, Purist, Reprise, Richmond, Scepter, Smash, Solid State, Soul, Starday, Stax, Tamla, Tape Mate, 20th-Fox, United Artists, Vanguard, Vault, Verve, Volt, Wand, Warner Bros., Westminster, Wing, World Pacific; (cartridge) ABC, A&M, Amy, Atco, Atlantic, Audio Fidelity, Bang, Bell, Borderline, Brunswick, Cadet, Cameo, Capitol, Charter, Checker, Chess, Colpix, Command, Coral, Crescendo, Decca, Del-Tone, Dot, Dunhill, Dunwich, DynoVoice, Elektra, Everest, Fantasy, Fat Fish, Focus, Fontana, 49th State, Good Time Jazz, Gordy Grand Award, Hamilton, Hi, HiFi, Impulse, Kama Sutra, Kapp, King, Laurie, Liberty, Life Lighthouse, London, Mainstream, Mercury, MGM, Monitor, Monument, Moonglow, Motown, Musicor, New Voice, Original Sound, Parkway, Phillips, Phyllis, Pickwick, Press, Reprise, Roulette, Scepter, Smash, Soul, Starday, Stax, Tamla, Tico, 20th-Fox, Valiant, Vanguard, Vault, Vee-Jay, Verve, Viva, Volt, Waikiki, Wand, Warner Bros., White Whale.

United Tape & Instrument (UTI), 5873 Rodeo Rd. Tel: UP 0-0246. Mgr.: Ed Mason.  
**Tape:** (cartridge) RCA, Mercury Stereo 8.  
**Tape playback equip.:** Lear Jet.

World Wide, 2596 W. Pico Blvd. Tel: DU 7-8127.  
 Contact: Ted Ponseti.  
 Distributes: Dot & Hamilton product.

• **ORANGE (Area Code 714)**

Artists Life, 1211 E. Mayfair Ave. Tel: 538-4488.  
 Pres.: H. Reynolds.  
 Labels: Artists Life, Bowery, Jamboree, Jay Jay, Nebraska, Pleasant Peasant, Polkaland, Rave, Soma.

Jazz Research, PO Box 141. Zip: 92666. Tel: 537-1546. Owner: Bill Bacin.  
 Labels: Accent, Esquire, Icon, Jazzette, Jelly Roll Jazz Band, Kapp (Kenny Ball only), Lark, Mortonia, Motherlode, New Orleans Bandwagon, Osaka Original Dixieland, Rosy McHargue, Sonet, Southland, Storyville, Vintage Jazz Music, Woodshed.

Southland, 291 Spinnaker St. Zip: 92668. Tel: 537-1546. Owner: Bill Bacin.

Labels: Southland, Nobility of Dixieland Hall, Valon (Roy Brewer), Happy Jazz Band, Epitaph, Alamo City Jazz Band, Detroit Tailgate Ramblers, Icon, Jelly Roll Jazz Band, Pearl, Ronco (Ron Bartley), Kapp (Kenny Ball only), San Jacinto, GHB, Jazzology, Jazz Collectors' Editions, Audiophile, Jazz Crusade, Connecticut Traditional Jazz Society, Jazz Function, New Orleans Jazz Museum Originals, Rhythm Posse, Seventy-Seven (77), Folklore, Kwela, Good Time Jazz, GNP Crescendo, Dixieland, Jubilee, King of Japan, Center, Sounds, Gunn, Euphonic, Bayou to Bay, Monomoy, Argo, Art, Jazz Treasury, Solo (Larry Conger), Norman, Onward, JJC, Evergreen, Stinson, Golden Crest, Colony (Bill Coburn), Melodeon, Pinnacle, Rare Fats Waller, Marie Marcus, Milestone, Folk Lyric, Counts of Bourbon St., Loud, Vintage Jazz Music, Soma, Historical, International Polydor, Osaka ODJC, New Orleans Rascals, Jazzette, Lark, Accent, Motherlode, Atlantic, Mainstream, Riverside, Roulette, Collectors', Storyville, Sonet, Esquire, Grand Prix, FDC, Collectors' Classics, Jazz Panorama, Fat Cat, New Orleans Jazz Recorders.

• **SACRAMENTO (Area Code 916)**

CALETRON, 330 Commerce Circle, Zip: 95815. Tel: 922-5885. (see San Francisco for products distributed.) (SEE ADVERTISEMENT)

• **SAN BERNARDINO (Area Code 714)**

Stereo-Mobile, 214 W. Highland, Zip: 92405. Tel: 882-7116. Owner: Hal Ludwig.  
**Tape:** (cartridge) Muntz.

*continued on page 90*

**ORDER YOUR  
EXTRA  
BUYER'S GUIDES  
NOW!**

Limited supplies available.  
**Soft-covered edition—\$5.00**  
 or **new hard-bound  
personalized edition—\$7.50**  
 (See bind-in card in this issue  
for complete details)

Send your request and payment to:  
**BILLBOARD—BOX BG**  
 2160 Patterson Street  
 Cincinnati, Ohio 45214

**WORLDWIDE CHRISTIAN  
FELLOWSHIP ASSOCIATION, INC.**  
 INTERNATIONAL CONSOLIDATED DISTRIBUTING, INC.  
 CONSOLIDATED ARTISTS BUREAU, INC.  
 PORTLAND MUSIC PUBLISHERS, INC. B.M.I.  
 ROBBINS RECORDS, INC.

**MARK RAYMER PRODUCTIONS**  
*presents*



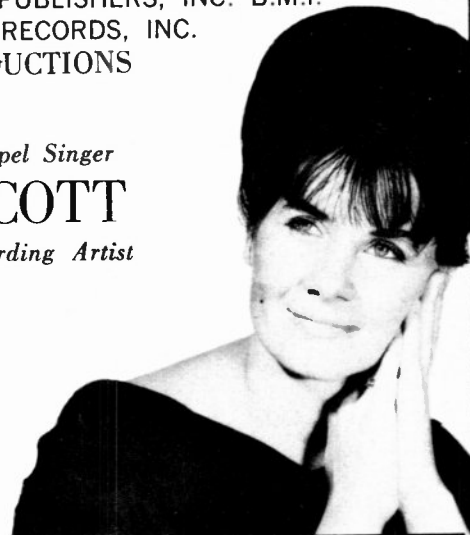
*America's most Loved Gospel Singer*

**SHERREE SCOTT**

*Internationally Known Recording Artist*



for Robbins Records  
**WATCH FOR  
NEW RELEASE**  
 Now Appearing Throughout  
 America  
 Write For  
 Available Dates



International Representation

**WORLDWIDE CHRISTIAN FELLOWSHIP ASSOCIATION**

P. O. Box 411, San Fernando, Calif. 91341

Artists, Musicians, Distributors, etc., Contact Us.

It's "MARK RAYMER PRODUCTIONS" For The Best Record Exposure

**PRIVILEGE  
DISTRIBUTORS  
INC.**

2818 W. Pico Blvd.  
 Los Angeles, Cal. 90006  
 (213) 731-3148

**In One Short Year These Outstanding Companies  
Have Put Their Faith in**

**PRIVILEGE**

UNITED ARTISTS  
 MONUMENT

\*TOWER  
 \*JUBILEE/BT PUPPY  
 GNP CRESCENDO  
 HICKORY  
 BANG/SHOUT  
 DUKE/PEACOCK

FINK

RAMPART  
 TAKE 6  
 BRONCO/MUSTANG  
 HUGGY BOY PRESENTS  
 ALSHIRE 101 STRINGS  
 SOMERSET STEREO FIDELITY  
 \*MOBILE FIDELITY

*\*Available in our San Francisco branch*

82 DORMAN AVE., SAN FRANCISCO, CALIF.

JACK NELSON, Gen. Mgr.

President

Serving the Entire  
Rocky Mountain Area

Denver, Salt Lake City,  
Albuquerque with the  
most important labels

**DAVIS SALES CO.  
DENVER RECORD  
DISTRIBUTORS**

3825 Newport St.  
Denver, Colorado 80207  
Tel. (303) 355-1638

continued

• **SAN FERNANDO (Area Code 213)**

INTERNATIONAL CONSOLIDATED, PO Box 411. Tel: DI 2-9109. Pres.: Virginia Scott; Promo.: Sherree Scott.  
Branch: Mehama, Ore.  
Labels: Robbins, Headliner Stars, Sherree Heart, Colorful, Atlas, Angeltone. (SEE ADVERTISE-  
MENT)

• **SAN FRANCISCO BAY AREA  
(Area Code 415)**

Acme Sales, PO Box 5603, 270 Sixth St., San Francisco. Tel: 863-6674. Mgr.: Olen Harrison.  
Labels: Alto, Angeltone, Atlas, Bay-tone, Bego, Carnival, Chroma, Glad-Hamp, HiFi, LaVal, Maype, Secco, Tropical.  
H. R. BASFORD, 800 Mariposa St., San Francisco. Zip: 94107. Tel: 626-5494.  
Labels: Abnak, Amy, Archive, Archive of Folk Music, Archive of Piano Music, Arctic, Artia, Attack, Audicon, Audio Arts, Avant Garde, Azteca, Backbeat, Bang, Baroque, Barry, Bego, Belfast, Bell, Bethlehem, Blue Note, Brent, Bronco, CRI, Calla, Cameo, Captain, Cetra, Challenge, Charay, Charger, Chart, Chisa,

Cisne, Classic Editions, Co&Co, Coed, Colonial, Concert Disc, Constellation, Cotique, Counterpoint, Crusader, Dance Along, Dearborn, Deutsche Grammophon, Dionn, Discomoda, Disco Grande, Discos Columbia, DLV, Dollie, Duke, DynoVoice, Eco, Elf, Emerald, Everest, Falcon, Federal, First Amendment, Flashback, Flip, Freedom, Fuentes, Gamble, Gema, Golden State, Goldwax, Gordy, Groovy, Guayden, Halo, HiFi, Hob, IA, In, Instant Learning, Jaguar, Jamie, Jerhart, Jetstream, Keane, Kellmac, Kent, King, Laurie, Lucky Eleven, MTA, Mace, Mala, Mar-V-Lus, Miami, Milestone, Mira, Mirwood, Modern, Monitor, Montel, M-Pac, MoSoul, Motown, Musart, Music Minus One, Mustang, New Voice, One-Derful, Orfeon, Original Sound, Paloma, Pan-Am, Parkway, Parliament, Peacock, Peerless, Period, Philles, Pickwick, Pirouette, Primovox, Renaissance, Rojac, Rutgers, Scala, Scepter, Secco, Sentar, Shout, Sonart, Songbird, Soul, Sphere Sound, Stradivari, Summit, Tamla, Taurus, Teardrop, Tropical, Turnabout, UNI, UTC, United, VIP, Villa, Vox, Wand, White Whale, Windy C, World Wind, York.  
Tape: Gordy, Motown, Pickwick, Soul, Tamla. (SEE ADVERTISEMENT).

C & C Stone, 233 Utah Ave., South San Francisco. Zip: 94080. Tel: 871-8677. Gen. Mgr.: Ralph Parsons; Sales Mgr.: Bob Ellis & John Harper. Promo.: Chuck Becker, Bob O'Learn, Guy Haines & Dave Haynes.

Affiliates: Hart, Los Angeles, Calif.—Mutual, Boston, Mass.—Cleve-Disc, Cleveland, Ohio.  
Labels: ABC, A&M, Command, Disneyland, Dunhill, Imperial, Impulse, Liberty, London, Monument, 20th-Fox.

CALETRON, 460 Talbert Ave., Daly City. Zip: 94014. Tel: 586-7000. Mgr.: Merritt B. Kirk; Tape Div. Mgr.: Ted Fullmer; Promo. Mgr.: Chris Crist. Branches: Fresno, Sacramento, Calif.  
Labels: RCA Victor, Camden, Vanguard.  
Tape: (reel-to-reel & cartridge) all tapes.  
Tape playback equip.: RCA, Borg-Warner. (SEE ADVERTISEMENT)

Capitol, 475 Barneveld Ave., San Francisco. Zip: 94124. Tel: VA 6-5454. Contact: Bob Setzer. Distributes: Capitol, Angel product.

Car Radio Whlse., 711 Alabama St., San Francisco. Zip: 94110. Tel: 648-2406. Mgr.: N. Milsner. Tape: playback equip. (cartridge) Automatic, Panasonic.

Chatton, 2517 San Pablo Ave., Oakland. Tel: 444-5677. Pres.: Bob Chatton; Sales Mgr.: Vince Cosgrave; Promo.: Richard Totoian.  
Labels: Atlantic, Cadet, Checker, Chess, Dore, Era, Excello, Focus, Four Corners, Fraternity, Jewel, Kapp, Legrand, Living Language, Nashboro, Panda, Paula, Specialty, Stax, Tahiti, Veep, Wyncote.

Classic Sales, PO Box 229, South San Francisco. Zip: 94083. Tel: 589-5874. Mgr.: Paul P. Roelofsen.

Labels: Allegro, Arhoolie, Audiophile, Audio Precision, Blues Classics, County, Delmark, Electrola-Odeon, Eterna, Euphonic, Experiences Anonimes, Eurodisc, Fidelity Sound, Folk Legacy, Folk Lyric, Fortune, CHB, Gloria, Happy Jazz, Historical Jazz, Hup, Icon, Jansco, Jazz Crusade, Jazzology, Lyrichord, Melodeon, Montilla, Merry Makers, New Orleans Originals, Mobility, Norman, Old-Timey, Origin Jazz Library, Pearl, Polydor (German), Pinnacle, Portents, Ragtime, Ragtime Society of Canada, Repeat, Repertoire, Riverboat, Ronco, San Jacinto, Spivey, Soloart, Southland, Stereoditties, Tailgate, Takoma, Testament, Vulcan, Windin Ball.

Columbia, Fox Plaza, Suite 810, San Francisco. Zip: 94102. Tel: 431-6996. Contact: Ed Hall & Bill Keane.  
Distributes: Columbia product.

Craig, 215 Liffefield, San Francisco. Tel: 589-3660. Branches: Los Angeles, Calif.—Denver, Colo.—Honolulu, Hawaii.—Seattle, Wash.

Decca, 66 Dorman Ave., San Francisco. Zip: 94124. Tel: VA 4-0161. Mgr.: Bob Eggers; Promo: Don Sullivan.

Labels: Decca, Coral, Brunswick, Word.  
Tape: (reel-to-reel & cartridge) Decca, Coral, Brunswick.  
Musical instruments: drums, guitars, tambourines (Decca).

Eric-Mainland, 645 Bryant St., San Francisco. Zip: 94107. Tel: 989-6286. Mgr.: William Weiland; Promo.: Grant Gibbs, Marty Dahl & Cynthia Badie.

Labels: Atco, Moonglow, Volt, Hanna-Barbera, Musicor, Sun, Audio Fidelity, Fiesta, Swan, Riverside, Time, Mainstream, Folkways, Sue, Roulette, Savoy, Prestige, Wonderland, Alshire Presents 101 Strings, Heliodor, Golden, Starday, Project 3, Makaha.  
Tape: (cartridge) RCA, ITCC, Musical Tape Sales.  
Tape playback equip.: Lear Jet.  
Musical instruments: amplifiers, drums, guitars, organs (Teisco).

Festival, 161 Turk St., San Francisco. Zip: 94102. Tel: PR 5-3434. Mgr.: John Filcich.  
Branch: Los Angeles, Calif.

Labels: Ace of Clubs, Alector, Amadeo, Anglicum, Apon, Arab Tunes, Avoca, B&F, Balkan, Barenreiter, Bruno, Cambridge, Canary & Parakeet, Children's Rec. Guild, Colonial, Colosseum, Conversaphone, Dana, Dover, Dyer-Bennet, Eterna, Eurotone, Folkraft, Gregorian Institute,

If you want  
**ACTION**  
in the Rocky Mt. Area  
GO WITH  
**ACTION  
RECORD  
DIST. CO.**

Covering Colorado, Wyoming, New Mexico, Utah and Northern Texas

- EXCLUSIVE DISTRIBUTION FOR BEST SELLING LABELS (SEE LISTING)
- COMPLETE INVENTORIES ON ALL 2, 4 & 8 TRACK CARTRIDGE TAPES
- WE DISTRIBUTE SEVERAL LINES OF 4 & 8 TRACK AUTO-TAPE MACHINES
- ACTION SALES AND PROMOTIONAL STAFF

CONTACT: EARL WOOLF AND EDDIE HACKER  
**ACTION RECORD DIST. CO.**

1622 FEDERAL, DENVER COLORADO 80204  
AREA CODE (303) 222-1681

**CHAPMAN DISTRIBUTING CO.**  
**LA's Finest Distributor**

Manufacturers' Inquiries Most Welcome.  
Your Product Deserves Personal Attention.

Contact:

**CHAPMAN DISTRIBUTING CO.**

2645 W. Pico Blvd. Los Angeles, Calif. 90006  
Phone (213) 385-3636

Harmonia Mundi, Haydn Society, Helios, IMF, Kismet, Lyricord, Music Library, Nina, Russell, Spoken Arts, Standard, Steno Speed, Stinson, Tikva, Ultraphone, Young People's Rec.

Grand of Calif., 700 Independent Rd., Oakland. Tel: 569-4666. Pres.: Irving Krantzman; VPs: Max Brown & Sam Garfinkle; Mdse. Mgr.: Merle; Krantzman.  
**Tap:** (cartridge) all lines.  
**Tape playback equip.:** STS, Automatic Radio, Tenna.

Independent Music Sales, 800 Mariposa St., San Francisco. Zip: 94107. Tel: 621-8545. VP: Patrik Butler; Mgr.: Jack Solinger; Promo.: Denny Zeitler.  
**Labels:** Tamla, Motown, Gordy, Soul, DGG, Everest Group, Vox, Blue Note, Amy, Bell, Mala, King, Bethlehem, MTA, UNI, Cameo, Parkway, Valiant, White Whale, Scepter, Wand, Hob, Mira, Mirwood, Laurie, Monitor, Mace, Pickwick, Turnabout, Parliament, Jamie, DynoVoice, Goldwax, Co&Ce, Calla, Bang, Peacock, Discos Columbia, Orfeon, Musart, Peerless, Bego, Falcon, Eco, Gema, Primavoice.  
**Tap:** (cartridge) Tamla, Motown, Gordy, Soul, Pickwick.

Jack's Rec. Cellar, 254 Scott St., San Francisco. Zip: 94117. Owner: Norman E. Pierce.  
**Labels:** Arhoolie, Audiophile, Audio Precision, Blues Classics, Cavalier, County, Delmark, Euphonic, Folk Legacy, Folk Lyric, Folk Promotions, Fortune, GHB, Happy Jazz, Historical Jazz, Hup, Icon, Jansco, Jazz Crusade, Jazzology, Merry Makers, Melodeon, New Orleans Originals, Nobility, Norman, Old Timey, Origin Jazz Library, Pearl, Piedmont, Pinnacle, Portents, Ragtime, Ragtime Society of Canada, Ronco, San Jacinto, Scroll, Soloart, Sounds, Southland, Spivey, Star-day, Tailgate, Takoma, Valon, Vulkan, Windin Ball.

Melody Sales, 444 Sixth St., San Francisco. Zip: 94103. Tel: 621-8740. Co-owners: Al Bramy & Tony Valerio; Promo.: Walt Calloway & Pete Marino.  
**Labels:** Caedmon, Contemporary, Crescendo, Crossroads, Electra, Epic, Fantasy, Galaxy, Hickory, Loma, Nonesuch, Okeh, Pacific Jazz, Reprise, Warner Bros., World Pacific.  
 Merrec, 1485 Bay Shore Blvd., Rm. 465, San Francisco. Zip: 94124. Tel: 467-1150. Mgr.: Abe Kesh.  
**Labels:** Mercury, Philips, Smash, Fontana, Lime-light.  
**Distributes:** Mercury product.

MUNTZ STEREO-PAK, 2790 S. Van Ness, San Francisco. Tel: 885-5988.

**Tap:** (cartridge) Muntz.  
**Tape playback equip.:** Muntz. (SEE ADVERTISEMENT)

Music City, 1866 Alcatraz Ave., Berkeley. Tel: 658-5344. Pres.: Ray Dobard.  
 =32 (div. of the Motivator Org.), PO Box 1036, South Shore, Alameda. Zip: 94501. Tel: 532-6432. Mgr.: Garn Boas; Promo.: L. A. Ward.  
**Labels:** Nalasta, Faygees, dubayewe-eff, Ancath, Matrich, Miere-View.

Pic-A-Tune Western Tape Div., 645 Bryant St., San Francisco. Zip: 94107. Tel: 781-3886. Pres.: David Watson; Mgr.: Vern Cupples.  
**Tap:** (reel-to-reel & cartridge) all lines.

**Tape playback equip.:** Lear Jet auto & home.  
 PRIVILEGE, 82 Dorman Ave, San Francisco. Zip: 94124. Tel: 648-6870. Mgr.: John Nelson; Promo.: Dick Forester.

**Branch:** Los Angeles, Calif.  
**Labels:** BT Puppy, Boyd, Eco, Jubilee, Kapp, La Salle, Linda, KR, Mobile Fidelity, Peerless, Rampart, Sidewalk, Tower, Toot, Uptown. (SEE ADVERTISEMENT)

World Wide, 70 Dorman Ave., San Francisco. Tel: 648-5061. Contact: Bob Davenport.  
**Distributes:** Dot & Hamilton product.

• **SAN JOSE (Area Code 408)**

Ideal Rec. Serv., 227 S. First St. Zip: 95113. Tel: 286-5838. Mgr.: Arthur Walker; Promo.: George Rodriguez.

**Branch:** Discorama, Fresno, Calif.  
**Labels:** Discos Columbia, Falcon, Peerless, Musart, Orfeon, Bego, Fama, Del Valle, Ideal, DLV, El Zarape. (Sub-distributor for RCA, Columbia, Capitol.)

• **SIMI (Area Code 805)**

M L B, PO Box 111, 837 Los Angeles Ave. Zip: 93065. Tel: 527-1326. Pres.: T. Burl Carlton; VPs: Marlin & La Monte Carlton.  
**Labels:** Caravan, Gateway.

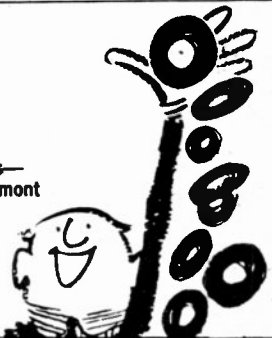
**COLORADO**

• **DENVER (Area Code 303)**

ACTION, 1622 Federal Blvd. Zip: 80204. Tel: 222-1681. Pres.: Earl Woolf; VP: Ed Hacker; Sales Mgr.: Dan Hess; Promo.: Sandra Siler.  
**Labels:** ABC, Audio Fidelity, Blue Verve, Chal-  
*continued on page 92*

**NO. 1 IN PROMOTION... SALES... SERVICE... TRY US AND SEE**

Hartford's oldest independent record distributor.  
 Serving Connecticut—Western Massachusetts—Upstate New York—Vermont



**SEABOARD DISTRIBUTORS, INC.**  
 AN AFFILIATE OF ROSKIN DISTRIBUTORS, INC.  
 275 Park Avenue, East Hartford, Conn. Phone: 203—289-9361  
 Marv Ginsburg—Sales Manager Jerry Greeberg—Promotion

NEW YORK CITY — CONNECTICUT — WESTERN MASS. — ALBANY, N. Y. — VERMONT — NEW YORK CITY — CONNECTICUT — WESTERN MASS. — ALBANY, N. Y.

**TRINITY RECORD DISTRIBUTORS**  
 (RACKING—ONE STOP—LEASING—RETAIL STORES)

NOW IN THREE MARKETS  
 WHY NOT JOIN US AND GET COMPLETE COVERAGE ON YOUR LINE  
 IN  
**NEW YORK CITY** PROMOTION—OTIS POLLARD  
 PROMOTION—FRANK BERMAN  
**CONNECTICUT AND WESTERN MASS.**  
 10 SALESMEN TO SELL YOUR CATALOGUE  
 2 PROMOTION MEN TO GET EXPOSURE  
**ALBANY, N.Y. AND VERMONT**  
 CONN. & ALBANY, N.Y.—477 PARK AVE.—EAST HARTFORD, CONN. (203) 289-4349/289-4624—BIG ED DINALLO • JACK MANUS  
 NEW YORK CITY—524 WEST 43 STREET—(212) 565-0861—MORT WATERS

N.Y. — VERMONT — NEW YORK CITY — CONNECTICUT — WESTERN MASS. — ALBANY, N.Y.

**SCHWARTZ BROTHERS, INC.**

AREA'S LARGEST DISTRIBUTOR

2146 24th Place, N.E.  
Washington, D.C. 20018  
(202) 529-5700

Serving: MARYLAND — VIRGINIA  
W. VIRGINIA, DISTRICT OF  
COLUMBIA, and DELAWARE

**DISTRICT RECORDS, INC.**

AREA'S MOST MODERN RECORD MERCHANDISER USING AUTOMATED SYSTEMS

2146 24th Place, N.E.  
Washington, D.C. 20018  
(202) 832-3600

continued

lenge, Command, Crossroads, DGG, Double Shot, Dunhill, Elektra, Epic, Gordy, Hanna-Barbera, Impact, Impulse, Jerden, Kama Sutra, Little Darlin', MGM, MTA, Mainstream, Mira, Motown, Mustang, Original Sound, Soul, Tamla, 20th-Fox, Universal City, Valiant, Veep, Verve, Westminster.

**Tape:** (reel-to-reel) Command, Epic; (cartridge) ABC, Command, Gordy, ITCC, MGM, Motown, Muntz, Original Sound, Soul, Tamla, Verve. (SEE ADVERTISEMENT)

Boyd, 1661 W. Third Ave. Zip: 80223. Tel.: 222-7701. Mgr.: Joseph M. Caravana.

**Labels:** Capitol, Angel, Melodiya/Angel, Seraphim.

**Tape:** (ree-to-reel) Capitol, Angel, Melodiya/Angel; (cartridge) Capitol, ITCC.

**Tape playback equip.:** Norelco.

Craig Corp., 4959 Colorado Blvd. Zip: 82416. Tel: 399-0436. Mgr.: Al Bergamo; Sales Mgr.: Neil Hartley.

**Branches:** Los Angeles, Calif.—San Francisco, Calif.—Honolulu, Hawaii—Seattle, Wash.

**Label:** Columbia.

**Tape:** (reel-to-reel & cartridge) Columbia, Ampex, GRT, Musictapes, Capitol, RCA.

**Tape playback equip.:** Columbia, Craig.

**Musical accessories:** Columbia.

DAVIS SALES 3825 Newport St. Zip: 80207. Tel: 355-1638. Mgr.: Bill Davis; Promo.: A. B. Atkins.

**Labels:** A&M, Atco, Atlantic, Audio Book, Backbeat, Dial, Dolton, Dot, Duke, Everest, Hamilton, Hi, Imperial, Kent, Laurie, Legrand, Liberty, London, Monument, Musicor, Pacific Jazz, Peacock, Rust, Scepter, Soma, Stereoditties, Sunset, Time, Tower, Wand, World Pacific.

**Tape:** (reel-to-reel) A&M, Ampex, Dot, London; (cartridge) A&M, Ampex, ITCC, Liberty, London. (SEE ADVERTISEMENT)

DENVER, 3825 Newport St. Zip: 80207. Tel: 355-1638. Mgr.: Bill Davis; Promo.: A. B. Atkins.

**Labels:** Warner Bros., Reprise, Amy, Bell, Dyno-Voice, New Voice, Mala, Happy Time, Instant Language.

**Tape:** (reel-to-reel) Warner Bros., Reprise; (cartridge) Mercury, Smash, Philips, Warner Bros., Reprise. (SEE ADVERTISEMENT)

Latin American, 2447 Larimer St. Zip: 80205. Tel: 825-6893. Mgr.: Samuel Wycoff.

**Labels:** RCA, Musart, Orfeon, Falcon, Bego, Columbia, Ideal, Colonial, Bronco, DLV, Sun-glow, Tear Drop, Hurricane, Infal, Del Norte.

Merrec, 811 Lincoln St., Suite 401. Zip: 80203. Tel: 534-1321. Mgr.: Mike Paikos.

**Labels:** Mercury, Fontana, Limelight, Philips, Smash.

**Distributes:** other Mercury product.

One Stop, 725 S. Broadway. Zip: 80209. Tel: 777-4431. Mgr.: Robert M. Baker; Promo.: Dar Ebron.

**Labels:** United Artists, Kapp, Project 3, Fraternity, Music Minus One, Little Golden, Vox, Pickwick, Hilltop, Ascol, Stereo Fidelity, Solid State, Tale Spinners.

**Tape:** (cartridge) UA, Project 3, Pickwick, Hilltop, Solid State.

Pan American Rec. Supply, 77 Kalamath St. Zip: 80223. Tel: 255-2021. Mgr.: Louis Oxman; 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, Roulette, Starday, Sue, Swan, Tamla, Vanguard, Vee Jay, World Artists, Young People's Recs.

**Tape:** (cartridge) Cadet, Checker, Chess, King, Philes.

Ward Terry, PO Box 869, 70 Rio Grande Blvd. Tel: 266-3181. Mgr.: Robert K. Davis.

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

**Tape:** (reel-to-reel) RCA, Victor, Camden; (cartridge) ITCC, Muntz, RCA Victor, Camden.

**SOUTH EASTERN RECORDS MFG. CORP.**

\* ONE STOP RECORDS MANUFACTURING AT YOUR SERVICE

**You just bring the tape and...**

**...WE WILL DO THE REST!**

\* Mastering - Complete Plating Plant - Labels - Art Desing.  
\* Record Pressing - Printing - Jackets.

We'll be glad to mail Information and prices upon request to:  
**SOUTH EASTERN RECORDS MFG. CORP.**  
150 West 29th. Street  
Hialeah, Florida 33012

**CONNECTICUT**

• **HARTFORD AND EAST HARTFORD (Area Code 203)**

Allied, 360 Tolland St., East Hartford. Zip: 06108. Tel: 289-7431. Pres.: Richard J. Godlewski; Sales Mgr.: Frank Sutter.

**Labels:** ABC, Blue Note, Bluesway, Command, Dunhill, Fleetwood, Hickory, Hob, Impulse, Mace, Monument, Music Guild, Philles, Prestige, Scepter, Sun, Tangerine, Tower, 20th-Fox, Verve, Verve/Folkways, VSP, Wand, Westminster.

Associated, 360 Tolland St., East Hartford. Zip: 06108. Tel: 289-7431. Mgr.: Frank P. Kelley; Promo.: Robert Greenberg.

**Labels:** Alshire, Archive, Audio Fidelity, Bert & I, B T Puppy, Cabot, Caedmon, Canadian-American, Challenge, DGG, Dauntless, Dictation Disc, Dover, Fiesta, Golden, Grecophone, Gross, Hanna-Barbera, Haydn Society, Heliodor, Hilltop, Josie, Jubilee, Little Darlin, Mainstream, Monitor, Music Minus One, Pickwick, Reprise, Riverside, Somersat, Stereo Fidelity, Stereoditties, Warner Bros., Wonderland.

Columbia, 100 Constitution Plaza, Rm. 600, Hartford.  
 Zip: 06103. Tel: 522-7151. Mgr.: Stephen J.  
 Capone; Promo. Mgr.: Al Gurewitz.  
 Labels: Columbia, Date, Odyssey.  
 Tape (reel-to-reel & cartridge): Columbia.

Eastern, 360 Tolland St., East Hartford. Zip: 06108.  
 Tel: 289-7431. Mgr.: Richard J. Godlewski;  
 Promo. Man: Robert Greenberg.  
 Labels: Bach Guild, Bang, Children's Record  
 Guild, Co&Ce, Crossroads, Dyno, Epic, Four  
 Corners, Jay Jay, Kama Sutra, Kapp, Leo the  
 Lion, Living Language, Loren, Metro, MGM,  
 Motivation, MTA, Okeh, Project 3, Shout, Star-  
 day, Tom Lehrer, Valiant, Vanguard, Young  
 People.

Eastern Tape, 360 Tolland St., East Hartford. Zip:  
 06108. Tel: 289-7431. Pres.: Richard J. God-  
 lewski; Sales Mgr.: Jim Boesch.

Tape (reel-to-reel) ABC, A&M, Audio Fidelity,  
 Capitol, Columbia, DGG, Decca, Dunhill, Epic,  
 General, Command, Impulse, Jay Jay, Kama  
 Sutra, Kapp, Liberty, London, MGM, Mercury,  
 Monument, Motown, Phyllis, Pickwick, Project 3,  
 RCA, Reprise, 20th-Fox, United Artists, Van-  
 guard, Verve, Verve/Folkways, Warner Bros.,  
 Westminster; (cartridge) ABC, A&M, Capitol,  
 Columbia, Command, Decca, Dunhill, General,  
 Golden, Impulse, ITCC, Kama Sutra, Kapp, Lib-  
 erty, London, MGM, Mercury, Monument, Mo-  
 town, Muntz, Phyllis, Pickwick, Project 3, RCA,  
 Reprise, Scepter, Summit, 20th-Fox, United  
 Artists, Vanguard, Verve, Verve/Folkways, Wand,  
 Warner Bros., Westminster.

Tape playback equip.: Lear Jet 8, Muntz 4- &  
 8-track, MGM Playtape, Mercury.

Globe, 308 Tolland St., East Hartford. Tel: 289-6424.  
 Mgr.: Carl Padula.

Labels: Abnak, Airtown, Alector, Ambassador,  
 Asch, Avant Garde, Bandbox, Banshee, Big  
 Wheel, Broadside, Calla, Cameo, Canaan, Capa,  
 Chart, Current, Davy Jones, Destination, Dover  
 Classics, Downbeat, Evergreen, Fairmount, Fat  
 Fish, Fortune, Fury, Gamble, Glasco, Grooves-  
 ville, Groovy, Goodtime, Halo, Hep, Interna-  
 tional Artist, Johnson, K-Ark, Kayden, Listen &  
 Learn, Longhorn, Lucky Eleven, Mar-V-Lus,  
 Magic City, Nina, One-Derful, Pacific Challenger,  
 Pathway of Sound, Parkway, Peter Pan, Pow,  
 RBF, Rebel, Reviolot, Sacred, Sahara, Sentar,  
 Snowplace, Sims, Solid Hit, Sound on Sound,  
 Stop, Terry-Gregory, Tomorrow, Thunderbird,  
 Tuba, Turnabout, USA, Vault, Vox, Washington,  
 Windy C, Winchester, Word.

Radio & Appliances, 95 Leggett St., East Hartford.  
 Zip: 06108. Tel: JA 8-6581. Mgr.: Alan Sack.  
 Labels: RCA Victor product & Request.  
 Tape: (cartridge) RCA & licensees.  
 Tape playback equip.: RCA Victor home unit,  
 Borg-Warner car unit.

SEABOARD, 275 Park Ave., East Hartford. Zip:  
 06108. Tel: 289-9361. Mgr.: Marvin Ginsburg;  
 Promo.: Jerry Greenburg.  
 Labels: Amy, Argo, Atco, Atlantic, Bell, Cadet,  
 Checker, Chess, Dial, Diamond, Disneyland,  
 Dolton, DynoVoice, Elektra, End, GNP-Crescendo,  
 Goldwax, Imperial, Liberty, Limelight, Mala,  
 Mercury, Moonglow, New Voice, Nonesuch,  
 Original Sound, Pacific Jazz, Phyllis, Roost,  
 Roulette, Stax, Sunset, Tico, UNI, Vista, Volt,  
 White Whale, World Pacific.  
 Tape: (cartridge) Philips, Mercury, Smash, Fon-  
 tana, GRT, Limelight, Liberty, Dolton, Imperial,  
 World Pacific, Pacific Jazz, Original Sound.  
 (SEE ADVERTISEMENT)

TRINITY, 477 Park Ave., East Hartford. Tel: 289-  
 4349. Mgr.: Tony Geno; Promo.: Frank Berman  
 & Otis Pollard.  
 Labels: A&M, Archive of Folk Music, Arhoolie,  
 Asch, Ascot, Banff, Baroque, Beacon, Bethle-  
 hem, Cetra Opera Series, Concert Disc, Conversa-  
 phone, Counterpoint, Dance Along, Dionn,  
 Duke, Dynamo, Everest, Exello, Fantasy, Fed-  
 eral, Folkways, Fontana, Fraternity, Galaxy,  
 Gordy, Gospel, HiFi, Jamie, Jewel, King, Laurie,  
 Life, Mark II, Motown, Musicor, Nashboro,  
 Paula, Peacock, Pelnon, Period, Regent, Savoy,  
 Sharp, Smash, Solid State, Songbird, Soul, Spe-  
 cially, Spoken Arts, Tamla, Tikva, United Art-  
 ists, VIP, Veep.  
 Tape: (cartridge) King, Motown, Soul, Tamla,  
 United Artists, Gordy. (SEE ADVERTISEMENT)

• WILTON (Area Code 203)

Acropole Corp. of America, PO Box 365. Tel: 847-  
 2311. NYC Tel: (212) CY 5-2272. Pres.: Mrs.  
 Michele M. Ronty.  
 Labels: Bruno, HiFi, Colosseum, Montilla, MK,  
 Artia.

**DISTRICT OF  
 COLUMBIA**

• WASHINGTON (Area Code 202)

Autoscope, 3188 Bladensburg Rd. N.E. Zip: 20018.  
 Tel: 526-8500. Pres.: Charles M. Levinson.  
 Tape: (cartridges) Capitol, Columbia, Muntz.  
 Tape playback equip.: Borg-Warner, Columbia,  
 Muntz.

Columbia, Universal Bldg. N., Suite 1113, 1875  
 Connecticut Ave. N.W. Zip: 20009. Tel: 332-  
 2300. Sales Mgr.: George Deacon; Promo. Mgr.:  
 Earl Rollinson.  
 Distributes: Columbia product.

District Recs., 2146 24 Pl. N.E. Zip: 20018. Tel:  
 529-5700.

Tape: (cartridge) A&M, ABC, Atco, Atlantic,  
 Audio Fidelity, Aura Sonic, Brunswick, Cadet,  
 Capitol, Checker, Chess, Columbia, Command,  
 Coral, Creseendo, Decca, Dot, Elektra, Gordy,  
 Grand Award, Kiddie, ITCC, Jubilee, Kama Sutra,  
 Kapp, King, Liberty, Limelight, MGM, Mercury,  
 Moonglow, Motown, Muntz, Musicor, Original  
 Sound, Philips, Pickwick, Prima, Project 3, RCA,  
 Reprise, Roulette, Seeco, Smash, Soul, Tamla,  
 Tico, 20th-Fox, United Artists, Verve, Volt,  
 Warner Bros.

GENERAL, Baltimore. Tel: (301) 669-6411, (see list-  
 ing under Baltimore, Md.).

SCHWARTZ BROS., 2146 24 Pl. N.E. Zip: 20018. Tel:  
 529-5700. Mgr.: James Schwartz; Promo.: Ed-  
 die De Joy, John Lam, Ed Kalicka, Joe Cash,  
 Harry Coombs.  
 Labels: A&M, Abnak, Alshire, Atco, Atlantic,

Bang, Blue Note, Cadet, Carla, Challenge, Chari-  
 ot, Checker, Chess, Compass, Crescendo, DGG,  
 Destination, Dial, Dolton, Dunwich, ESP-Disk,  
 Elektra, End, Fame, Federal, Four Corners, GNP,  
 Good Time Jazz, Gone, Gordy, Heliodor, Hickory,  
 Hollywood, Humorsonic, Imperial, Jewel, Kapp,  
 Karen, Kenwood, King, Legrand, Liberty, Loma,  
 Main Line, Minit, Monument, Motown, Musicor,  
 Nashville, Nonesuch, Original Sound, Pacific  
 Jazz, Palmer, Paula, Project 3, Reprise, River-  
 side, Ronn, Roost, Roulette, Shout, Soma, Somer-  
 set, Soul, Soul City, Sound Stage 7, Starday,  
 Stax, Stereo Fidelity, Stereoddities, Sunset,  
 Tamla, Tico, USA, Universal City, VIP, VSP,  
 Valiant, Vanguard, Verve, Verve/Folkways, Volt,  
 Warner Bros., White Whale, Wonderland, World  
 Pacific. (SEE ADVERTISEMENT)

Southern Whslers, 2500 Schuster Dr., Cheverly, Md.  
 Zip: 20781. Tel: (301) 322-3500. Mgr.: George  
 Nesline; Promo.: Danny Davis.  
 Distributes: RCA product.

Walander, Rear of 2928 M St. N.W. Zip: 20007.  
 Tel: 965-3366. Mgr.: Chandler V. Hottel.  
 Promo.: Walter Schoellkopf, Michael Cottone.

continued on page 94



**WE  
 DELIVER  
 FIRST**

in the  
 southern  
 market

**BIGGER SALES  
 BETTER PROMOTION**

**GODWIN  
 Record Distributors**

**Atlanta, Georgia**

1227 Spring St., N.W. (404) 876-5719



**DISTRIBUTING CORP.**

**DEPENDABILITY—SERVICE—SALES**

**JOE STANZIONE, MGR.**

6751 N. W. 37th Court, Miami, Fla. 33147 Phone (305) 691-3140

continued

Tape: (cartridge) ITCC, Capitol, Columbia, Liberty, RCA, GRT, United Artists, Motown.  
Tape playback equip.: Roberts, Motorola, Capitol, Muntz.

## FLORIDA

### • DELRAY BEACH (Area Code 305)

Trevino Food Store, Rt. 1, Box 300. Tel: 278-2505.  
Labels: Rio Grande, Falcon, Ideal, Del Valle.

### • FT. LAUDERDALE (Area Code 305)

Valentine, 501 N.E. Fourth St. Zip: 33301. Tel: 522-8719. Pres.: A. Calabrese.  
Distributes: Car stereos.

### • MIAMI METROPOLITAN AREA (Area Code 305)

Bold, 495 S.E. Tenth Ct., Hialeah. Tel: 888-4664.  
Pres.: Henry Stone.  
Labels: Kapp, Vanguard.

CAMPUS, 6751 N.W. 37 Ct., Miami. Zip: 33147. Tel: 691-3140. Mgr.: Joseph Stanzone; Promo.: Ronald Adams.

Affiliates: Apex-Martin Rec. Sales, Newark, N.J.; Universal, Philadelphia, Pa.; Summit, Skokie, Ill.

Labels: A&M, Epic, Peacock, Backbeat, White Whale, Tower, Starday, Crossroads, Okeh, Artie, Jamie/Guyden, Challenge, Impact, Double Shot, Go-Go, Hollywood, Nashville, Mustang, Music Mirus One, International Artists, Songbird, Ro-Jac, Crash, Alshire, Pure Soul, Dynamo, Deep City, Canadian-American, Abnak, Dionn, Independence, Mark II, Flash, Songs of Faith, Octavia, Bronze, One-DeFul, Mar-V-Lus, M-Pac, Sidewalk.

Tape: (reel-to-reel) Epic, A&M; (cartridge) A&M. (SEE ADVERTISEMENT)

Capitol, 80 E. Tenth Ave., Hialeah. Zip: 33010. Tel: 887-4319. Mgr.: Paul Butler; Promo.: Tom Ellison.

Labels: Capitol, Angel.  
Tape: (reel-to-reel & cartridge) Capitol, Angel.  
Tape playback equip.: Capitol.

Musical instruments: harmonicas (Hohner).

Carib, Miami Int'l Airport, PO Box 748, Miami Springs. Zip: 33166. Tel: 885-3738. Mgr.: Patricia V. Jacobs; Promo.: Tom Jacobs, William Bigelow.

Branch: Bahamas, B.W.I., PO Box 174, Nassau. Tel: 28784 & 94864.

Labels: Carib, Famo, Island Artists, Westindj, Tropical.  
Tape: (reel-to-reel & cartridge) Carib.  
Musical instruments: steel drums, bongos.

Columbia Rec. Sales, 3641 N.W. 67 St. Zip: 33147. Tel: 0X 6-0033. Mgr.: Bob Beasley; Promo. Mgr.: Chuck Thagard; Opns. Mgr.: Ray Church-III.

Labels: Columbia, Date, Ode, Harmony.  
Tape: (reel-to-reel & cartridge) Columbia.  
Tape playback equip.: Columbia (Masterwork).

Phonographs: Columbia (Masterwork).

Decca, 2452 N.W. 77 Terr., Miami. Tel: 691-4816. Mgr.: Bert Jones.  
Distributes: Decca Product.

Liberty Recs. of Florida, 2453 N.W. 77 Terr., Miami. Tel: 696-2010. Mgr.: Dan Alvino; Promo.: Bob LaValle.

Labels: Liberty, Imperial, World Pacific, Dolton, Blue Note, Sunset, Soul City, Pacific Jazz, Minit.

Tape: (reel-to-reel & cartridge) Liberty, Imperial, World Pacific, Dolton, Blue Note, Sunset, Soul City, Pacific Jazz, Minit.

Main Line Rec. Serv., 54 N.E. 181 St., Miami. Tel: 621-3694. Mgr.: Sherman Lieberman; Promo.: Thomas Saro.

Branches: Atlanta, Ga., Cleveland, Ohio.  
Labels: Crescendo, DGG, Heliodor, Kama Sutra, Leo the Lion, MGM, Musicor, VSP, Valiant, Verve, Verve/Folkways.

Tape: (cartridge) ITCC, Aura Sonic, Musical Tape Sales, Decca.

Tape playback equip.: Lear Jet 8.  
Musical-accessories: Tape cartridge carrying cases.

Merrec (div. of Mercury Rec. Corp.), Biscayne Shopping Plaza, Suite 227, 561 N.E. 79 St., Miami. Zip: 33138. Tel: 758-4797. Mgr.: Ronald M. Kultau; Promo.: Eddie Lambert.

Labels: Mercury, Philips, Smash, Fontana, Lime-light, Cumberland, Storyteller.

Tape: (reel-to-reel & cartridge) Mercury, Philips, Smash, Fontana, Limelight.  
Tape playback equip.: Mercury, Philips.

Miami Recs., 2819 N.W. Seventh Ave. Zip: 33127. Tel: 635-7925. Cable: MIAREC. Mgr.: Carlos Diaz-Granados V; Promo.: Carlos Franco.  
Labels: Discos Columbia, Fuentes, Miami.

Music Sales of Florida, 2450 N.W. 77 Terr. Zip: 33147. Tel: 691-0340. Pres.: Donald C. Smith; Promo.: Gary Stites.

Labels: Allegro, After Hours, Audio Book, Audio Fidelity, Battle, Bethlehem, Boone, Caedmon, Canaan, Carib, Chart, Contemporary, Crestview, Dooto, ESP-Disk, Elektra, Fantasy, Fax, Federal, Galaxy, Golden, Good Time Jazz, Happy Time, Hickory, K-Ark, King, Living Language, London, MTA, Mainstream, Nonesuch, Richmond, Riverside, Sacred, Sims, Soma, Stereodiscs, Wonderland, Word.

Tape: (reel-to-reel) Ampex, GRT, Capitol, Dot, London, Reprise, Warner Bros.; (cartridge) Ampex, GRT, Muntz, Capitol, London, Mercury, Philips, Smash.

Tape playback equip.: Norelco, Borg-Warner, Tenna, Muntz.

Musical instruments: harmonicas (Hohner).  
Musical accessories: picks (Hercol), strings (Black Diamond, Gibson), pitch pipes (Krafft), reeds.

New State, 1055 E. 28 St., Hialeah. Tel: 691-5161. Mgr.: Morly Marks.

Labels: Living Language, Hanna-Barbera.  
Tape: (reel-to-reel) Ampex; (cartridge) Ampex, GRT, Muntz.

Ramsa, 477 W. 27 St., Hialeah. Zip: 33010. Tel: 887-1391. Pres.: J. R. Sabat; Mgr. Galo Sabat.  
Labels: Panart, Discomoda (Venezuela).

Sea Coast Appliance, PO Box 546, Hialeah. Zip: 33011; 3575 N.W. 60 St., Miami. Zip: 33142. Tel: 635-0951. Mgr.: J. W. Shockey; Promo.: L. Bushey, R. Garrett; P. Bell, L. Graffis.

Labels: RCA Victor, Camden, Victrola, RCA Int'l, Request.

Tape: (reel-to-reel & cartridge) RCA Victor, RCA Camden.  
Tape playback equip.: RCA Victor.

Tore, 495 S.E. 10 Ct., Hialeah. Tel: 888-1685. Owners: Henry Stone & Milt Oshins; VP & Gen. Mgr.: Dave Benjamin; Promo.: Milt Oshins, Peter Nashik, Brad Shapiro.

Labels: ABC, Amy, Atco, Atlantic, Bang, Cadet, Cameo, Checker, Chess, Command, Dade, Destination, Dial, Diamond, Dover, Duke, Dunhill, Fame, Fraternity, Gordy, Impulse, Jewel, Josie, Jubilee, Kent, Laurie, London Group, Mala, Modern, Monument, Motown, Original Sound, Parkway, Parlo, Paula, Reprise, Revilot, Ric Tic, Ron, Roulette, Rust, Scepter, Shout, Soul, Soundstage 7, Stax, Tamla, Tangerine, 20th-Fox, USA, United Artists, Universal, VIP, Vogue, Wand, Warner Bros., Westminster.

Tape: (cartridge) Motown, United Artists, Command, Atlantic, Warner Bros., Reprise, ABC.

World Wide, 2335 N.W. Eighth Ave. Tel: 633-0643. Mgr.: Polly Reese.

Labels: Dot, Hamilton, Viva, Acta, Fiesta.  
Tape: (cartridge) Dot.

### • PENSACOLA (Area Code 904)

F. T. C. Brewer, Town & Country Plaza. Zip: 32505. Tel: 433-7932. Owner: Frederick T. C. Brewer; Mgr.: Robert Fiske.

Tape: (reel-to-reel) London, Columbia, Ampex, Verve; (cartridge) London.

### • TALLAHASSEE (Area Code 904)

M M M, 222 N. Duval St. Zip: 32301. Tel: 224-4015. Pres.: M. M. Martin.

Labels: Abnak, Ambassador, Astor, BBC, Chant, Conservative, Crescendo, Hep, Jowar, Judge's Chambers, Mark II, Polaris, Reb-Time, Sims.

## GEORGIA

### • ATLANTA (Area Code 404)

Capitol, 1670 N.E. Expressway Access Rd. Zip: 30329. Tel: 634-5191. Mgr.: R. H. Hardy.  
Labels: Capitol, Angel, Seraphim, Melodiya/Angel.

Tape: (reel-to-reel & cartridge) Capitol, Angel.  
Tape playback equip.: Capitol.  
Musical instrument: harmonicas (Hohner).

Musical accessories: needles (Duo-tone).  
Comstock, 1323 Spring St. N.W. Zip: 30309. Tel: 876-0321. Mgr.: Don Comstock; Promo.: Joe Casey.

Labels: Columbia, Epic.  
Tape: (reel-to-reel) Columbia, Epic; (cartridge) Columbia.

Tape playback equip.: Columbia (Masterwork), V-M, Roberts, Craig.

Criteria, PO Box 13612, Sta. K. Zip: 30324. Tel: 874-2781 & 289-0858. Mgr.: Gaye Brooks; Gen. Mgr.: Johnny Brooks; Promo.: Jim Youmans, Leon Brooks, Verbon E. Brooks, Heinz Trutzschler.

Labels: Camden, Columbia, Decca, Dot, Gaye, RCA Victor, Rose, Sounds of Atlanta, World-Wide.

Decca, 156 Alexander. Zip: 30313. Tel: JA 4-8428. Mgr.: Kent Ortman; Promo. Mgr.: Roger Cleg-horn.

Labels: Decca, Coral, Brunswick, Caedmon, London, Richmond, Berlitz, Language Course.  
Tape: (reel-to-reel & cartridge) Decca, Coral, Brunswick.

Phonographs: Decca.  
Musical instruments: drums, guitars (Decca).

Musical accessories: guitar strings, tambourines & accessories (Decca).

Godwin, 1227 Spring St. N.W. Zip: 30309. Tel: 876-5719. Pres.: Art Godwin; Gen. Mgr.: Doyal McCollum.

Labels: A&M, Amy, Aurora, Bell Bethlehem, Big Top, Canaan, Challenge, Co & Ce, Command, Crestview, Dooto, DynoVoice, Elektra, Elf, Federal, Galaxy, Golden, Goldwax, Gordy, Gospel, Hickory, Hob, King, Laurie, Loma, Mace, Mala, Motown, Musicland, New Voice, Nonesuch, Regent, Reprise, Rust, Sacred, Savoy, Scepter, Sharp, Sphere Sound, Tamla, Tower, Valiant, Village Gate, VIP, Wand, Warner Bros., Word.

Tape: (reel-to-reel) A&M, Command; (cartridge) Ampex, Command, Gordy, GRT, ITCC, Motown, Tamla, Soul, Word.

Tape playback equip.: Borg-Warner.  
L & F Rec. Serv., 720 14 St. N.W. Tel: 875-5565. Contact: J. Geldbart.

Tape: (cartridge) RCA Stereo 8.

Liberty Rec. Dist. of Georgia, PO Box 20175, Sta. N. Zip: 30325. Tel: 355-9350. Contacts: Gerry LaCoursiere, Bobby Fisher, Richard Lackey.

Distributes: Liberty Product.

Main Line Records, 1223 Logan Circle. Tel: 351-4150. Mgr.: Chuck Huesman.

Branches: Miami, Fla.; Cleveland, Ohio.

Merrec, 1231 Collier Rd. N.W. Zip: 30318. Tel: 351-2044. Mgr.: Romeo Davis; Promo. Mgr.: Johnny Long.

Labels: Mercury, Philips, Smash, Fontana, Lime-light, Wing, Cumberland, Emarcy, Childcraft, Story Teller.

Tape: (cartridge) Mercury, Philips, Limelight, Smash, Fontana.

Tape playback equip.: Mercury, Lear.  
R C A Victor, 1500 Marietta Blvd. N.W. Tel: 355-2960. Mgr.: Sam Wallace; VP: James V. C. Harter; Promo.: Lonnie Ray.

Labels: RCA Victor, Victrola, Camden.  
Tape: (reel-to-reel & cartridge) RCA Victor.

Tape playback equip.: RCA Victor.  
Record Center, 2851 Piedmont Rd. N.E. Zip: 30324. Tel: 231-3336. Pres.: Robert Pattillo.

Labels: Aqua, Belco, Blue Star, Bogan, Grenn, Kalox, MacGregor, Marrbach, Rocking A, Sets in Order, Windsor.

Southland, 1235 Techwood Dr. N.W. Zip: 30318. Tel: 873-2081. Pres.: Gerald Friedman; Mgrs.: Bill Binkley & Gwen Kesler; Promo.: Larry King.

Labels: ABC, Atco, Atlantic, Bang, Cadet, Cameo, Chart, Checker, Chess, Crescendo, DGG, Dial, Diamond, Disneyland, Duke, Dunhill, Exello, Impulse, Jamie, Jubilee, Kama Sutra, Kapp, Kent, Living Language, London Group, MGM, Mainstream, Monument, Musicor, Mustang, Nashboro, Old Town, Original Sound, Parkway, Parrot, Peacock, Philes, Prestige, Riverside, Roulette, Skylite, Soma, Songs of Faith, Starday,

# # IN THE SOUTHLAND

## SOUTHLAND

### RECORDS DISTRIBUTING COMPANY

1235 Techwood Drive, N.W.  
Atlanta, Georgia 30318. (404) 873-2081  
Gerald Friedman, President

Stax, Sun, United Artists, Vanguard, Verve,  
Vista, Volt.  
Tape: (cartridge) GRT, ITCC, MGM, United Artists, ABC.  
Phonographs: Symphonic.

• **DEMOREST (Area Code 404)**

Ralph's, PO Box 117, Hwy. 441. Zip: 30535. Tel: 723-3884. Owner: Ralph Raper; Promo. Mgr.: Franklin Raper.

Labels: Bryte, Canaan, Cason, Chart, Cotton Town Jubilee, Country Gems, Country Jubilee, Country Time, Del-Ray, Dixie, Gospel Gems, Gospel Jubilee, Gospeltime, Great, Guitar, Hit, K-Ark, Kash, Lanier, Modern Sounds, Na-R-Co, Peach, Rains, Rally, Scripture, Sims, Songs of Atlanta, Songs of Faith, Spar, Starday, Sunlite, Tifco, Trepur, Verna, Word, Wrangler.

## HAWAII

• **HONOLULU (Area Code 808)**

Craig, PO Box 377, 345 Kamakee St. Zip: 96809. Tel: 586-771. Sales Mgr. Rec. Dept.: Masao Tanaka.

Branches: Los Angeles, Calif.; San Francisco, Calif.; Denver, Colo.; Seattle, Wash.

Labels: Columbia, Epic, Okeh.

Tape: (reel-to-reel & cartridge) Columbia, Epic.

Decca, 1217 Hopaka St. Zip: 96814. Tel: 504-211. Contact: L. C. Gilman.

Distributes: Decca Product.

Eric of Hawaii, 607 Coral. Tel: 511-657. Mgr.: Irv Pinensky.

Labels: ABC, MGM, Reprise, United Artists, Verve, Warner Bros.

Microphone Music, 605 Coral St. Zip: 96813. Tel: 502-188. Mgr. & Promo.: Ken Kaizawa.

Labels: Atco, Atlantic, Cadet, Cameo, Challenge, Checker, Chess, Congress, Disneyland, Dot, Duke, Four Corners, Golden, Jamie, Jubilee, Kapp, Living Language, Monument, Moonglow, Parkway, Red Bird, Riverside, Roulette, Scepter, Stax, Sue, Swan, Tower, Valiant, Vault, Volt, Wand, Wyncote.

Tape: (reel-to-reel) GRT, Musictapes.

Music Craft, PO Box 2839, 636 S. Queen St. Tel: 501-223. Pres.: Walter Kurokawa.

Labels: Amy, Bell, Blue Note, Boone, Co&Ce,

*continued on page 96*

# FOR STRONG SALES, PROMOTION and SERVICE in CHICAGOLAND

*Use our experienced  
promotional trio*

LEROY PHILLIPS • MIKE ALLEN

BILL LEANER

Contact Ernie Leaner

**UNITED RECORD DISTRIBUTORS, INC.**  
1827 South Michigan Avenue Chicago, Illinois 60616  
(Area Code: 312) 225-6605

# PUT A PLUS IN YOUR PROMOTION

We aggressively PROMOTE AND MERCHANDISE in Southern Ohio (Columbus, Dayton, Cincinnati and Louisville) AS WELL AS Illinois, Indiana and Wisconsin.

Chicago Promotion:  
CHARLES "DEEK" ATKINS • TOM AMANN

Cincinnati Promotion and Sales:  
LEE FOGEL • LARRY BLACKWELL

We WORK new artists and new releases, not just chart hits.

Labels we represent in Southern Ohio:

Audio-Fidelity • Brent • Calla • Gamble • Epic • Lil Darlin' • Mainstream  
Mayfield • Okeh • One-Der-Ful • Ric-Tic • Stop • U.N.I. • Vault

As to Chicago—Check With

Danny Davis	Lee Lasseff
Ted Feigin	Doug Moody
Don Graham	Russ Regan
"D" Kilpatrick	LeBaron Taylor
Bob Krasnow	Irwin Zucker

## SUMMIT DISTRIBUTING, INC.

Jack White—Seymour Greenspan  
Illinois & Indiana  
7447 North Linder Avenue, Skokie, Illinois 60076  
(312) 677-1621 (312) 463-1833

Ohio & Kentucky  
617 Central Trust Tower, Cincinnati, Ohio 45202  
(513) 241-6361

continued

Command, Cordak, DynoVoice, Grand Award, Hickory, King, Laurie, Monitor, New Voice, Original Sound, Philips, Prestige, Project 3, Starday, Stereoditties, Tradewinds, Vanguard.  
Tape: (reel-to-reel) Command, Project 3; (cartridge) Command, Limelight, Mercury, Philips, Project 3, Smash.

Nylen Bros., 820 S. Beretania St. Tel: 581-171. Sales Mgr.: Ed Nielsen.

Labels: A&M, Audio Fidelity, Audio Spectrum, Aura, Caedmon, Contemporary, Dolton, Era, Fantasy, Good Time Jazz, Gordy, Imperial, Lani, Liberty, Makaha, Motown, Music Minus One, Pacific Jazz, Sunset, Tamla, Word, World Pacific.  
Tape: (reel-to-reel) Ampex; (cartridge) ITCC, Liberty, Ampex.

Radio Television, 432 Keawe. Zip: 96816. Tel: 502-901. Mgr.: Hector H. Venegas.

Labels: RCA Victor, Camden, Colgems, London, Parrot, Press, Deram, Coliseum, Hi, Richmond, London American Group, Mercury, Smash, Fontana, Wing, Limelight.

Tape: (reel-to-reel & cartridge) RCA Victor, Camden.

Tape playback equip.: RCA Victor.

Surfside Hawaii, 1414 Colburn St., Rm. 202. Zip: 96817. Tel: 870-855. Gen. Mgr. & VP: Lucien Parish; Promo.: William Murata.

Labels: Capitol, Angel, Mahalo, Audiophile.  
Tape: (reel-to-reel & cartridge) Capitol, Angel.  
Tape playback equip.: Capitol home & auto cartridge tape units.  
Phonographs: Capitol.

## ILLINOIS

### • BERWYN (Area Code 312)

Balkan, 6917-19 W. Cermak Rd. Tel: GU 4-6436. Owner: Slavco Hlad.  
Labels: Balkan Int'l, Festival, Gateway, Greyko, Delta Int'l.

### • CHICAGO (Area Code 312)

ALL TAPES, 1400 S. Michigan Ave. Zip: 60605. Tel: 939-2661. Owners: Edward Yalowitz & Kent Beauchamp.

Tape: (reel-to-reel) all lines; (cartridge) Ampex, Capitol, Columbia, Decca, Mercury, Pickwick, INT, Musicapes, MGM, United Artists, ITCC, Liberty, Muntz. (SEE ADVERTISEMENT)

ALLSTATE, 1507 S. Michigan Ave. Zip: 60605. Tel: 939-3675. Pres.: Paul J. Glass; Promo.: Howard Bedno & Cy Gold.

Labels: Abnak, Accent, Alegre, Archive, Atlantic, Baroque, Barry, Bethlehem, Boone, Bright Star, Cadet, Carla, Cetra, Checker, Chess, Co&Ce, Cotique, Crescendo, Destination, Dial, Diamond, Dionn, Dooto, ESP-Disk, Everest, Everest Classical, Fat Fish, Federal, GNP, Gordy, Groovy, Guyden, Hanna-Barbera, HiFi, Hollywood, Impact, Jamie, Jewel, Karen, Kenwood, King, Life, Maurci, Motown, Musicor, Paula, Phyllis, Quill, Roost, Ronn, Roulette, Sentar, Sims, Soft, Soul Baby, Specialty, Squire, Starday, Stax, Tico, Tradition, Tuff, USA, VIP, Vault, Workshop Jazz. (SEE ADVERTISEMENT)

K. O. Asher, 7818 S. Stony Island Ave. Zip: 60649. Tel: RE 1-1741. Mgr.: K. O. Asher; Promo.: Rayburn Flerlage.

Labels: Alecto, Apon, Argo, Arhoolie, Asch, Audio-Precision, B&F, Barfok, Berlitz, Blues Classics, Bornand, Broadside, CMS, Caedmon, Cambridge, Cantate, Cavalier, Classic Editions, Colonial, Composers, Connoisseur, Contact, Contemporary, Continental, Conversaphone, Danish Odeon, Desto, Dover, Dyer-Bennet, EMS, Elektra, Enrichment, Euphonic, Evergreen, Eureka, Experiences Anonymes, Eterna, Festival, Folk-Legacy, Folk-Lyric, Folkways, GHB, GMS, Golden Crest, Good Old Jazz, Gregorian Institute, Happy Jazz Band, Harmony, Haydn Society, Helios, Historical Jazz, Icon, Jazz Crusade, Jazzology, Lexington, London Int'l, Lyricchord, MMO, Mace, Melodeon, Mirro, Monitor, Monmouth, Motivation, Music Guild, Music Library, Music Minus One, Nina, Nobility, Norsemen, Odeon, Oiseau-Lyre, Old Timey, Olympic, Original Jazz, Overture, Parker, Pathe, Pathway, Pinnacle, Playhouse, Portent, Proscemium, Qualiton, RBF, River Boat, Rutgers University, SPA, Saga, Scandinavian, Society for Forgotten Music, Societe Francaise du Son, Southland, Spire, Spivey, Spoken Arts, Spoken Word, Standard, Takoma, Telefunken, Testament, Theatre Master Works, Tradition, Turnabout, UTC, Ultraphone, Vocab, Voix de L'Auteur, Vox, Vulcan, Westminster, Windin' Ball, World Library of Sacred Music.

Car-Tapes, 2017 S. Michigan Ave. Zip: 60616. Tel: 842-6515. Mgr.: Harry Beckerman.

Tapes: (cartridge) Ampex, Capitol, Columbia, Decca, GRT, ITCC, Muntz, Motown, RCA, Tamla.

Decca, 425 N. Michigan Ave. Tel: DE 7-1100. Mgr.: A. Weiner.  
Labels: Decca, Brunswick, Coral, Vocalion.

Tape: (reel-to-reel & cartridge) Decca, Coral, Brunswick.

Musical instruments: drums, guitars (Decca).

GARMISA, 1700 S. Michigan Ave. Tel: 922-7455. Mgrs.: Leonard R. Garmisa & Robert M. Garmisa; Promo.: Frank Rand, Paul Gallis.

Labels: ABC, United Artists, Dunhill, Command, Prestige, Ascot, Band Box, Impulse, Jerden, Tangerine, 20th-Fox, Senate, Grand Award, Bluesway, Solid State, United Artists Int'l.  
Tape: (reel-to-reel) Command; (cartridge) ABC, United Artists, Impulse, Solid State, Command, Dunhill. (SEE ADVERTISEMENT)

Guess, 6911 N. Keystone, Lincolnwood. Zip: 60646. Pres.: Dennis C. Guess.

Labels: Aaron, Charge, DML, Demand, DiVenus, Lexington, Litscher, Look Out!, Marx, Stop.

Liberty, 5251 W. North Ave. Zip: 60639. Tel: 237-7762. Mgr.: Russ Bach; Promo.: Edward Kaminski.

Labels: Liberty, Imperial, Blue Note, World Pacific, Pacific Jazz, Dolton, Minit, Sunset.  
Tape: (cartridge) Liberty Stereo-Tape.

M S, 1550 S. State St. Tel: 225-2929. Mgr.: Vic Faraci; Promo.: Bill Casady, Ed Redmond, Jerry Seabolt, Ken Wind (Wis.).

Labels: Bell, Cameo, Challenge, Compass, Dore, Era, Four Corners, Fraternity, Independence, K-Ark, Kapp, Laurie, MTA, Money, Parkway, Reprise, Tower, Uptown, Valiant, Warner Bros.

Tape: (cartridge) Warner Bros., Reprise. (SEE ADVERTISEMENT)

James H. Martin, 2419 S. Michigan Ave. Zip: 60616. Tel: 842-4440. Mgr.: Ronald Bernstein.

Labels: London, Hi, Parrot, Deram, Press, Coliseum, Vanguard, Monument, Pickwick, Somerset, Stereo-Fidelity, 101 Strings.

Tape: (cartridge) all tapes.

Tape playback equip.: Borg-Warner.

Merrec, 1400 S. Michigan Ave. Zip: 60605. Tel: 939-1425. Mgr.: Frank Peters.

Labels: Emarcy, Fontana, Limelight, Mercury, Philips, Smash.

Distributes: other Mercury Product.

Metro, 1112 S. Wabash. Zip: 60605. Tel: 341-0660.

Mgr.: Morris S. Price.

Labels: MGM, Verve, Kama Sutra, Verve/Folkways, Metro, DGG, King Leo, VSP, Heliodor, Elektra, Nonesuch, Golden.

Tape: (cartridge) MGM, Verve, Kama Sutra.

Musicapes, 230 N. Michigan Ave. Tel: 782-1623.

Tape: (reel-to-reel) Blue Note, Cadet, Chess, Discovery, Elektra, Everest, GNP-Crescendo, HiFi, Imperial, Liberty, Mahalo, Monitor, Mobile Fidelity, Musicor, Musicapes, Starday, Vee-Jay;

continued on page 98

## Mr. Manufacturer

to answer your question,  
who should we use in Chicago?

Representing:

BELL RECORDS  
(ALL LABELS)  
CAMEO  
CHALLENGE  
COMPASS  
DOLLIE  
DORE  
ERA

FOUR CORNERS  
FRATERNITY  
HIGHLAND  
INDEPENDENCE  
K-ARK  
KAPP  
LAGRAND  
LOMA

LIVING LANGUAGE  
LUCKY ELEVEN  
MAINLINE  
MONEY  
MTA  
PARKWAY  
REDD FOX

REPRISE  
RUST  
SIDEWALK  
TEN STAR  
TOWER  
UPTOWN  
WARNER BROS.  
YOUNG PEOPLE'S  
RECORDS

WARNER BROS./REPRISE 4 AND 8-TRACK STEREO TAPE CARTRIDGES

MILTON T. SALSTONE, President  
MARVIN McDERMOTT, Secretary-Treasurer  
VICTOR FARACI, VP  
RALPH KICK, Sales Manager

## M. S. DISTRIBUTING COMPANY

1550 South State St., Chicago, Illinois 60605. Phone: (Area Code 312) 225-2929

## GARMISA SELLS, SERVICES AND PROMOTES THE FOLLOWING LABELS IN ILLINOIS, INDIANA AND WISCONSIN

ABC  
Ascot  
Bluesday  
Command  
Dunhill

Grand Award  
Impulse  
Jerden  
Oliver  
Prestige

Senate  
Solid State  
Tangerine  
United Artists  
20th Century

**Four (4)**  
experienced  
promotion men  
always moving  
products for us.

Contact: Lenny or Bob Garmisa

## GARMISA DISTRIBUTING CO., INC.

1700 South Michigan Avenue

Chicago, Illinois

PHONE

(312)

922-7455

## YOU GET TOP SALES and PROMOTIONAL COVERAGE

We're distributors for

Atco  
B T Puppy  
Bang  
Contemporary  
Delmark  
Dunwich  
Fame  
Good Time Jazz  
Gross  
Jimko  
Josie

Jubilee  
Mike  
Moonglow  
Ole  
Original Sound  
Project 3  
Riverside  
Shout  
Veep  
Volt  
Wonderland

Contact:

Kent Beauchamp or Edward Yalowitz

## ROYAL DISC DISTRIBUTING INC.

1400 So. Michigan Ave.  
Chicago, Illinois 60605 (312) 939-2661



*the BIG one-stop service in the south!*



PROMOTION  
SALES & SERVICE

---

DISTRIBUTING  
THE HITS

**STAN**  
**THE RECORD MAN**

(HITMAKER OF THE SOUTH)

**STAN'S**/728 Texas Street/Shreveport, Louisiana,/(318) 422-7182

*continued*

(cartridge) Cadet, Chess, Crescendo, Eurotone, Mahalo, Mobile Fidelity, Monitor, Musicor, Musictapes, Seafair, Starday, Vee-Jay.

Pan American, 1344 S. Halsted. Tel: SE 3-1530. VP: M. S. Frenkel.  
Labels: Ansonia, Azteca, Bego, Bravo, Bronco, Colonial, Cometa, DLV, Del Valle, Discos Columbia, Discuba, ECO, Falcon, Firma, Fuentes, Ideal, Montilla, Musart, Norten, Nopal, Orfeon, Peerless, Primovox, Puchito, Relampago, Sombrero, Sunglow, Zarape.

R & R, 7059 W. Addison. Zip: 60634. Tel: 282-5454. Mgr.: Richard Sundling; Promo.: Tony Tamaso, Bud Tyer, Lyle Waughop, Bill Rietz.  
Branch: Peoria, Ill.  
Labels: RCA Victor, Warner Bros., Reprise, Kapp, Epic, A&M, Liberty, Atco, Pickwick/33.  
Tape: (reel-to-reel & cartridge) same as record labels.  
Tape playback equip.: Columbia, Lear Jet, Capitol.

ROYAL DISC, 1400 S. Michigan Ave. Zip: 60605. Tel: 939-2661. Owners: Edward Yalowitz & Kent Beauchamp; Promo.: Larry Peyton.  
Labels: Atco, Bang, Jubilee, Project 3, Volt, Riverside, Fame, Shout, B. T. Puppy, Contemporary, Delmark, Original Sound, Dunwich, Dictation Disc, Wonderland, Pace, Gross, Moon-glow, Good Time Jazz, Josie, Jazzland, Ole!, Veep, Tanqueray, Digwen, Four Bros., Astor, HIP, Port, Legrand, KR. (SEE ADVERTISEMENT)

Santo, 64 E. Van Buren St. Tel: WE 9-7188.  
Labels: Mobie, Su-Vin, Marco, KM, Klime, Colt, Party Time, Spot.

Stereomatic, 8028 S. Western Ave. Zip: 60620. Tel: 471-2345. Pres.: Andrew Raftis; Gen. Mgr.: Peter J. Cushi; Sales Mgr.: Peter S. Massaro.  
Tape: (cartridge) Capitol, Motown, Muntz, ITCC, Pickwick, Decca, Columbia.  
Tape playback equip.: Muntz, Transworld, Borg-Warner, Craig, private label.

TAPE DISTRIBUTORS OF AMERICA, 1507 S. Michigan Ave. Zip: 60605. Tel: 939-3675. Pres.: Paul J. Glass; Promo.: Howard Bedno & Cy Gold. (SEE ADVERTISEMENT)

UNITED, 1827 S. Michigan Ave. Zip: 60616. Tel: 225-6605. Mgr.: Ernest Leaner; Promo.: Bill Leaner, Leroy Phillips, Mike Allen, Corey Wade.  
Labels: Abet, Backbeat, Calla, Carnival, Cres-

cent, Duke, Dynamo, Enjoy, Excello, Halo, Hob, Jerhart, Kent, Mar-V-Lus, M-Pac, Nola, Nashboro, One-Derful, Parlo, Peacock, St. Lawrence, Savoy, Scepter, Soul, Sun, Sound Stage 7, Tamla, Tip Top, United, Wand, Windy C. (SEE ADVERTISEMENT)

World Wide, 1140 W. Washington. Tel: TA 9-3553. Contact: Morry Goldman.  
Distributes: Dot, Hamilton Product.

• **DES PLAINES (Area Code 312)**  
RCA Victor (headquarters), 424 E. Howard St. Tel: 827-0033. Mdse. Mgr.: Ralph Ergas; Sales Mgr.: I. J. Brusso.  
Distributes: RCA Victor Product & products distributed through RCA rec. div.

• **LIBERTYVILLE (Area Code 312)**  
National Educational Servs., 413 S. Second. Zip: 60048. Tel: 362-0122. Pres.: Charles Suber.  
Labels: Berklee, Music Minus One, Golden Crest, Folkways.

• **NILES (Area Code 312)**  
Capitol, 6401 Gross Point Rd. Zip: 60648. Tel: 647-8338. Sales Mgr.: George Gerken.  
Distributes: Capitol, Angel Product.

• **PEORIA (Area Code 309)**  
R & R, 313 N. Franklin. Tel: 673-4469. Mgr.: R. Salpietro; Promo.: Lyle Waughop & Bud Tyer.  
Branch: Chicago, Ill.  
Labels: RCA Victor, Warner Bros., Reprise, Kapp, Epic, A&M, Liberty, Atco, Pickwick/33.  
Tape: (reel-to-reel & cartridge) same as record labels.  
Tape playback equip.: Columbia (Masterwork), Lear Jet, Capitol.

• **SKOKIE (Area Code 312)**  
Columbia Rec. Sales, 5404 W. Touhy Ave. Mgr.: Mert Paul; Promo.: Hal Gold & Ralph Ebler.  
Labels: Columbia, Date, Harmony, Odyssey.  
Tape: (reel-to-reel & cartridge) Columbia.  
Tape playback equip.: Columbia (Masterwork).

SUMMIT, 7447 N. Linder Ave. Zip: 60076. Tel: 677-1621. Owners: Jack White & Seymour Greenspan; Sales Mgr.: Harold Davis; Promo.: Tom Amann & Charles "Deek" Atkins.  
Branch: Cincinnati, Ohio.  
Affiliates: Apex-Martin, Newark, N. J.; Campus, Miami, Fla.; Universal, Philadelphia, Pa.  
Labels: A&M, Audio Fidelity, Big A, Bronco, Capa, Chart, Chattahoochie, Crossroads, Disneyland, Double Shot, Epic, Exodus, Fantasy, Fidelity

Sound, Galaxy, Go-Go, Great, Groovesville, Hickory, K-Ark, Little Darlin', Longhorn, Mainstream, Mobile Fidelity, Mosrite, Mustang, Okeh, Ric-Tic, RSVP, Solid Hitbound, Soma, Time, Tubu, UNI, Vista, White Whale.  
Tape: (reel-to-reel) Epic, GRT; (cartridge) GRT. (SEE ADVERTISEMENT)

## INDIANA

• **FORT WAYNE (Area Code 219)**  
Car-Tape, 3224 N. Clinton. Zip: 46805. Tel: 484-2922. Pres.: Robert W. Carteau.  
Distributes: cartridge tape & playback equipment.

Tri-State, 3434 Broadway. Tel: 744-5607. Mgr.: Cliff Ayers Ostermeyer; Promo.: C. Thacker & C. Van Kirk.  
Labels: ABC, All Star, Alto, Angelstone, Arrowak, Art, Arvee, Atlas, Avenue, Ballad, Bandbox, Bartell, Baton, Bay Uke, Bee, Beltone, Black Gold, Buddy, Bullseye, C&M, Campus, Canary, Capa, Cardinal, Chattahoochie, Chroma, Cimarron, Clare, Commerce, Contour, Crescendo, Crest, Crossfire, Crown, Delden, Desert, DiVenus, Dome, Ebb, Emerald, Empire, Enterprise 13, Era, Excello, Fax, Film City, Flick, Flo-Jo, Ford, General American, Golden World, Harvard, HiFi, Hit, Hudson, Hugo, Injun, Jamie, Kean, Kenco, Lincoln, Linjo, Longhorn, Lucky Four, Marvella, Mayhams, Mecca, Miracle, Moon, Mosrite, Motif, Motown, Nashboro, Neptune, N-Joy, Orbit, Peacock, Petal, Presta, Prima, RSVP, Rae-Cox, Ram, Rebel, Reno-Smiley, Robbins, Rondollett, Sabine, Sabre, Sage, Sand, Scoloron, Serand, Shalamar, Shee, Sylvania, Sims, Spirit, Starday, Tamla, Tampa, Taylor, Twilight, Vanity, Variety, Vita, Wagner, Wedge, Wells-DeSett, Westport.

• **INDIANAPOLIS (Area Code 317)**  
Associated, 210 S. Meridian St. Tel: 634-2593. Mgr.: Lynne D. Jenks; Promo.: David Schoen.  
Labels: RCA Victor, Camden, Disneyland, Buena Vista, Starday, Vox, Turnabout, Living Language.  
Tape: (reel-to-reel), RCA Victor, Ampex; (cartridge) RCA Victor, Decca, Mercury, Muntz, ITCC, Liberty, Ampex, GRT, Aura Sonic, Berlitz, Pickwick.  
Tape playback equip.: RCA Victor, Muntz.

• **RICHMOND (Area Code 317)**  
Airtown, 805 N.W. Fifth. Zip: 47374. Tel: 966-3913.  
Labels: Airtown, Gregory, Terry, T-3.

*Where the Hits get a head start  
in the Gulf South*

# NEW ORLEANS DISTRIBUTING CO.

748 CAMP ST. NEW ORLEANS, LA. 70130 504/523-7474

## IOWA

### • DES MOINES (Area Code 515)

Mid American, 1630 Locust. Tel: 288-0182. Sales Mgr.: Don Cooper; Promo: Ray Bush.  
Labels: Blue Note, Bluesville, Cumberland, Dooto, Era, Fontana, International, Joy, Jubilee, King, Limelight, Little Golden, Living Language, Mercury, Monument, Moodsville, Philips, Prestige, Reprise, Smash, Somerset, Starday, Swingsville, Tru-Sound, Warner Bros., Word.  
Tape: (reel-to-reel) Ampex; (cartridge) Warner Bros., Reprise, Mercury, Philips, Smash, Fontana, Ampex, ITCC, GRT, Decca.  
Tape playback equip.: Borg-Warner, Concord, Columbia (Masterwork).

## KANSAS

### • PARSONS (Area Code 316)

Music Center, 2500 Grand Ave. Zip: 67357. Tel: GA 1-2782. Owners: Mr. & Mrs. H. A. Stephens. Label: Redstart.

### • SHAWNEE MISSION (Area Code 913)

RCA Victor, Old Santa Fe Trail at 102 St. Zip: 66215. Tel: TU 8-1440. VP & Gen. Mgr.: M. E. Kramer; Adv. Mgr.: Lou Laiko; Recs. Mgr.: Gil Karwoski.  
Distributes: RCA Product.

## KENTUCKY

### • LOUISVILLE (Area Code 502)

King's Rec. Supply, 240 W. Jefferson. Tel: 584-5535. Owner: Gene King.

### • NICHOLASVILLE (Area Code 606)

D & G Rec. Marts, PO Box 102. Mgr.: Dudley Bonds.

## LOUISIANA

### • ALEXANDRIA (Area Code 318)

Gospel, 1416 Fifth St. Zip: 71301. Tel: 443-1930. Owner: J. D. Davis.  
Distributes: all Gospel recs.

### • BATON ROUGE (Area Code 504)

Magna, PO Box 1564, 307 North Blvd., Suite 200. Tel: 342-3209. Pres.: Ted W. Hart.  
Labels: Hartco, Ebb-Tide II, Golden Prod.

### • NEW ORLEANS (Area Code 504)

All South, 1924 Lafayette St. Zip: 70113. Tel: 522-1157. Pres. & Mgr.: Henry J. Hildebrand Jr.; Promo.: Stan Chaisson.  
Labels: A&M, After Hours, Arctic, Ascot, Backbeat, Caedmon, Canadian American, Challenge, Congress, Diamond, Dolton, Dooto, Double Shot, Duke, Era, ESP-Disk, Excello, Four Corners, Gateway, Golden, Ha-Ha, Half & Half, Heliodor, Hi, Hilltop, Hob, Impact, Index, Instant Learning, Jamie, Jerden, Jin, Kama Sutra, Kapp, King, La Louisianne, Leo, Liberty, Loma, London American Group, Mace, MGM, Metro, Monument, Motown, Musicor, Nashboro, Original Sound, Parrot, Peacock, Philles, Press, Price-wise, Reprise, Riot, Scepter, Sing, Skylite, Solid State, Songs of Faith, Sound Stage 7, Sunset, Swallow, Tamla, Teardrop, Tribe, United Artists, VIP, Valiant, Vanguard, Veep, Verve, Verve/Folkways, Wand, Warner Bros., White Whale.  
Tape: (cartridge) ABC, A&M, Amy, Atco, Atlantic, Bang, Cadet, Checker, Chess, Command, Crescendo, Dot, Dunhill, DynoVoice, Fontana, Golden, Gordy, Kama Sutra, King, Liberty, Lime-light, Loma, MGM, Mercury, Moonglow, Monument, Motown, Musicor, New Voice, Original Sound, Philles, Philips, Pickwick, Reprise, Scepter, Smash, Solid State, Soul, Starday, Stax, Tale Spinners, Tamla, United Artists, Verve, Volt, Wand, Warner Bros.  
Tape playback equip.: Audio Sonic, SJB, MGM Playtape.

Musical accessories: Le-Bo products, racks (Gusdorf), needles (Fidelitone).  
Columbia, John Hancock Bldg., St. Charles Ave. at Lee Circle. Zip: 70130. Tel: 524-4546. Sales Mgr.: Bill Shaler; Promo. Mgr.: Donald Burt.  
Labels: Columbia, Date, Epic, Okeh.  
Distributes: other Columbia Product.  
Decca, 517 Canal St. Zip: 70130. Tel: 522-1786. VP & Mgr.: R. N. McCormick; Promo.: John Sinquefield.  
Labels: Decca, Coral, Brunswick, Vocation, London, Richmond, Elektra, Word.  
Phonographs: Decca.  
Musical instruments: drums, guitars (Decca).  
Musical accessories: Decca products.

continued on page 100

Columbia, John Hancock Bldg., St. Charles Ave. at Lee Circle. Zip: 70130. Tel: 524-4546. Sales Mgr.: Bill Shaler; Promo. Mgr.: Donald Burt.  
Labels: Columbia, Date, Epic, Okeh.  
Distributes: other Columbia Product.  
Decca, 517 Canal St. Zip: 70130. Tel: 522-1786. VP & Mgr.: R. N. McCormick; Promo.: John Sinquefield.  
Labels: Decca, Coral, Brunswick, Vocation, London, Richmond, Elektra, Word.  
Phonographs: Decca.  
Musical instruments: drums, guitars (Decca).  
Musical accessories: Decca products.

Decca, 517 Canal St. Zip: 70130. Tel: 522-1786. VP & Mgr.: R. N. McCormick; Promo.: John Sinquefield.  
Labels: Decca, Coral, Brunswick, Vocation, London, Richmond, Elektra, Word.  
Phonographs: Decca.  
Musical instruments: drums, guitars (Decca).  
Musical accessories: Decca products.

Labels: Decca, Coral, Brunswick, Vocation, London, Richmond, Elektra, Word.  
Phonographs: Decca.  
Musical instruments: drums, guitars (Decca).  
Musical accessories: Decca products.

Phonographs: Decca.  
Musical instruments: drums, guitars (Decca).  
Musical accessories: Decca products.

Musical instruments: drums, guitars (Decca).  
Musical accessories: Decca products.

Musical accessories: Decca products.

## ASK ANYONE WHO KNOWS!

*They Will*

*Tell You*

*We're the*

*#1 Distributor*

*In Washington, D. C.,*

*Maryland, Virginia and*

*West Virginia.*

**(IF THEY SAY OTHERWISE**

**TELL THEM TO KEEP THEIR BIG MOUTH SHUT!)**



**General**  **DISTRIBUTING CO., INC.**  
HENRY NATHANSON, PRES.  
2329 PENNSYLVANIA AVE. BALTIMORE 17, MD. (301) 669-6411

## CELEBRATING 2nd ANNIVERSARY

DISTRIBUTING IN THE

**MARYLAND, WASHINGTON, D. C., VIRGINIA and  
W. VIRGINIA AREAS**

## Y-R-S DISTRIBUTORS, INC.

3123 W. North Avenue

Baltimore, Md. 21216

Ernie Burston—Pres.

Jimmy Burston—Promotion & Sales

(301) LO 6-5400/01

## WE'RE NOT THE BIGGEST BUT WE WORK HARDEST!

### MOST AGGRESSIVE NEW ENGLAND DISTRIBUTOR

## BAY STATE

RECORD DISTRIBUTOR

30 NASHUA STREET; WOBURN, MASS.

(617) 935-4700

BOB LEVINSON—Pres.

# STANDARD PHONO CORP.

FOR  
35 YEARS SPECIALIZING  
IN RECORDING SONGS  
AND DANCES OF  
23 NATIONALITIES

The Best Selling Labels  
of this Type of Music  
"Colonial" and "Standard"  
LP's

Monaural and Stereo

All Recordings Made  
Under Personal  
Supervision of  
Tetos Demetriades

Ask for Our General Catalog  
Containing the Following:

- CZECHOSLOVAKIAN
- FINNISH
- GERMAN
- GREEK
- HUNGARIAN
- IRISH
- ITALIAN
- JAPANESE
- JEWISH
- LATIN AMERICAN
- LEBANESE
- LITHUANIAN
- NORWEGIAN
- POLISH
- PORTUGUESE
- RUSSIAN
- SCANDINAVIAN DANCES
- SPANISH
- SWEDISH
- SYRIAN
- TURKISH
- UKRAINIAN
- YUGOSLAVIAN
- ACCORDION MUSIC
- CONTINENTAL MUSIC

# STANDARD PHONO CORP.

30 NASHUA STREET  
WOBURN, MASS.  
(617) 935-4700

continued

DELTA, 1023 Baronne St. Zip: 70113. Tel: 525-7104.  
Mgr.: Ed Walker.

Labels: ABC, Abnak, Academy, Accent, Amy, Archive, Atco, Atlantic, Audio Arts, Audio Fidelity, Aurora, B. T. Puppy, Bang, Barry, Bell, Big Top, Boone, Blue Note, Bluesville, Bluesway, Brahma, Brent, Bright Star, Bronco, Brooklyn, Buena Vista, Cadet, Canterbury, Carla, Centra, Charger, Checker, Chess, Chisa, Class, Co&Ce, Clarion, Command, Contemporary, Contrast, Crash, DGG, Dade, Destination, Dial, Dictation Disc, Disneyland, Dixieland Jubilee, Dollie, Dunhill, Dunwich, Dynamo, DynoVoice, Elf, Ember, Everest, Fame, Fat Fish, Fax, Fraternity, GNP, Goldwax, Good Time Jazz, Gordy, Gospel, Grand Award, Gross, Halo, Happy Jazz, HIP, Hi Back, Hib, Hickory, HiFi, Hot Shot, Imperial, Impulse, Int'l Folklore, Jerden, Jerhart, Jet Star, Jetset, Jewel, Josie, Jubilee, KR, Karen, Kel-Mac, Kent, Kenwood, Laurie, Legrand, Life, Like, Living Language, MTA, Mainstream, Mala, Maxx, Minit, Modern, Money, Montel-Michelle, Moonglow, Movietone, M-Pac, Musicland, Mustang, New Voice, One-Derful, Pacific Jazz, Paula, Port, Pow, Prestige, Pure Soul, Regent, Riot, Rojac, Ronn, Roulette, Rust, St. Lawrence, Sansu, Savoy, Shout, Side-walk, Simon Says, Sims, Soma, Soul, Soul City, Space, Specialty, Sphere Sound, Stax, Stereod-difies, Sue, Sun, Surefire, Symbol, TCF, Tangerine, Thomas, Tico, Time, Toot, Tower, Tuba, Tuff, UNI, USA, Uptown, Vault, Volt, Westminster, World Pacific.

Tape: (reel-to-reel) Ampex; (cartridge) Ampex, ITCC, Chess-Checker, Cadet, ABC, Impulse. (SEE ADVERTISEMENT)

MacDonald Sales, 5500 Jefferson Hwy. Zip: 70123.  
Tel: 733-6653. Mgr.: Milton Munch.

Distributes: RCA Victor Product.

Merrec, 316 Baronne St., Suite 306. Zip: 80112.

Tel: 522-7691. Mgr.: B. Kaplan.

Labels: Emarcy, Fontana, Limelight, Mercury, Philips, Smash.

Distributes: other Mercury product.

Modern Rec. Serv., 757 Central Ave. Tel: 833-3735.

Contact: G. Berry.

Tape: (cartridge) RCA Victor.

New Orleans, 748 Camp St. Zip: 70130. Tel: 523-7474. Mgr.: Leonard Samuels; Promo.: Bob Robin, Bob Spendlove.

Labels: Ace, Atlas, Audio Fidelity, Battle, Big Wheel, Calla, Cameo-Parkway, Capa, Carnival, Chart, Ciro, Dore, Dover, Faro, Gamble, Glasco, Lost-Nite, MAP, Mar-V-Lus, Mayfield, Mira, Mirwood, Palmer, Rampart, Revilot, Ric-Tic, Riverside, Rojac, Score, Sidra, Solid Hitbound, Sound of Nashville, Tag Ltd., Take 6, Tru-Glo-Town, Uptite, Whit.

Seven B Prod'g, 715 Camp St. Zip: 70130. Tel: 522-1060. Owner: Joe Banashak.

Labels: Aware, Ballad, Band Box, Burdett, Emerald, Gold Band, J&S, Masque.

World Wide, 605 Baronne St. Tel: 522-3661. Mgr.: Jim Flattmann.

Home Office: Los Angeles, Calif.

Labels: Dot, Hamilton, Fiesta, Little Darlin', Starday.

Tape: (cartridge) Dot.

• SHREVEPORT (Area Code 318)

Stan's Rec. Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Owner: Stan Lewis; Mgr.: Ronn Lewis; Promo.: Pete Pizzolato, Jerry Tanner, John Wessler, Ronn Lewis, Jo Wyatt.

Labels: ABC, Aetna, Alon, American Art, Amy, Aquarium, Ara, Arbee, Argo, Arlen, Ascot, Atco, Atlantic, B. T. Puppy, Backbeat, Bag, Bell, Blue Note, Boone, Calico, Cameo, Canadian American, Capri, Caprice, Cardinal, Challenge, Chart, Chattahoochie, Checker, Cimarron, Coed, Congress, Country, Capers, Crescendo, D-Town, Dade, Dial, Diamond, Disneyland, Dollie, Dooto, Duke, Dunhill, End, Era Excello, Exodus, Fame, Fantasy, Federal, Flash-

back, Fraternity, Galaxy, Goldband, Goldwax, Gone, Gordy, Gospel, Gotham, Groovy, HBR, Halo, Hallway, Hi Tone, Hickory, Highway, Hob, Jewel, Josie, King, La Louisianne, Laurie, Legrand, Lenor, Lyric, MGM, Mirwood, Modern, Money, Montel-Michelle, Moonglow, Motown, Murco, Musicor, N-Joy, Nasco, Nashboro, New Voice, Old Town, Parkway, Paula, Peacock, Phillies, Pic 1, Prestige, Princess, Proverbs, Rae-Cox, Red Bird, Revelation, Ric-Tic, Rojac, Ronn, Roulette, St. Lawrence, Savoy, Scepter, Sharp, Simpson, Sims, Soma, Songbird, Specialty, Staff, Starday, Stax, Sue, Sun, Swallow, Swan, TCF Hall, TRC, Tamla, Teardrop, 20th-Fox, USA, United Artists, Vee Jay, Verve, Volt, Wand, White Whale.

Tape: (reel-to-reel) Audio Magnetics; (cartridge) ITCC, GRT, MGM, Atlantic, Stax, Volt, Atco, Dial, Carla, Fame, Karen.

Tape playback equip.: Capitol, Lear Jet.

Musical instruments: guitars (Norma).

Musical accessories: carrying cases (Amfile & LeBo), racks, cleaning kits, brushes, cloths (LeBo), needles (Fidelitone), amplifiers (Norma), picks (Norma).

• THIBODAUX (Area Code 504)

Delta Music. Tel.: 447-4713. Owner: Lester Freeman.

Labels: Alpha, Chestnut, Don-EI.

## MAINE

• PORTLAND (Area Code 207)

Commercial, 212 Anderson St. Zip: 04101. Tel: 774-5362. Mgr.: V. Harry Mooradian.

Distributes: RCA Victor Products.

Tape: (cartridge) all tapes.

Portland Rec. (sub. of Boyd Corp.), 84 W. Cove St. Tel: 772-6551. Gen. Mgr.: Mr. Rice.

Tape: (cartridge) ITCC, RCA Victor, Decca, Capitol, Columbia (Masterwork), Sony (Super-scope).

Tape playback equip.: Columbia.

## MARYLAND

• BALTIMORE (Area Code 301)

Capitol, 6910 Harford Rd. Tel: HI 4-6030. Mgr.: Bill Dawson; District Promo. Mgr.: Bill Turner; Eastern R&B Promo.: Bill Jamison.

Distributes: Capitol & Angel Product.

D & H, 2025 Worcester St. Zip: 21230. Tel: SA 7-5100. Mgr.: Lester Pyle.

Branch: Harrisburg, Pa.

Distributes: RCA Product.

Decca, 2921 Alexander Ave. Zip: 21215. Tel: FO 7-0710. Mgr.: Ed Keelan; Promo.: Bernie Block.

Labels: Decca, Coral, Brunswick, Vocalion, Berlitz.

Tape: (reel-to-reel & cartridge) Decca, Coral, Brunswick.

Phonograph: Decca.

Musical instruments: drums, guitars, tambourines (Decca).

Musical accessories: needles, racks, storage albums, carrying cases, guitar strings, picks, straps, cases, pitch pipes, foot switches, amplifiers, cleaner cloths.

GENERAL, 2329 Pennsylvania Ave. Zip: 21217. Tel: 669-6411. Mgr.: Henry Nathanson; Promo.: Abe Guard & Paul Watson.

Labels: Acta, Arctic, Barry, Big Wheel, Boone, Canaan, Carnival, Cotique, Deesu, Diamond, Dot, Excello, Fiesta, Fraternity, Gateway, Gospel, Grecophon, Groovesville, Hamilton, Hob, Impact, Jamie, Kent, Keymen, King, Mace, Mark II, Mobile Fidelity, Money, MoSoul, Modern, Nashboro, Nina, Nola, One-Derful,

# WE HUSTLE\*

\*That's because we're New England's newest and most aggressive record distributor.

## WANT MORE HUSTLE ON YOUR LINE?

### MASS. RECORD DISTRIBUTORS

"The distributor with soul"

1820 Washington Street, Boston, Mass. 02118  
Call Skippy White at (617) 442-3830

Promotion: Bob McAlpine

Sales: Arthur Hartling

Parlo, Phil-La of Soul, Prestige, Revilot, Ric-Tic, Savoy, Scepter Solid Hitbound, Sun, Viva, Wand. (SEE ADVERTISEMENT)  
 Marshall/Mangold, 4805 Nelson Ave. Zip: 21215.  
 Tel: 542-7214. Mgr.: Manny Goldberg; Promo.: Howard Fisher.  
 Labels: Amy, Bell, Chart, Cetra, Counterpoint, Disneyland, Esoteric, Everest, Fantasy, Gold-wax, Heartwarming, Mala, Music Minus One, New Voice, Philles, Rimrock, Specialty, Time, Vista.

Musical instrument: guitars (Hylo).  
 Musical Sales, 134 W. Mt. Royal Ave. Zip: 21201.  
 Tel: VE 7-5757. Mgr.: Milton Bereson; Promo.: Marty Cantine & Sam Anoff.

Tape playback equip.: Capitol.  
 Musical accessories: various.  
 R J, 3308 Eastern Ave. Zip: 21224. Tel: 327-4861.  
 Pres.: Ralph Johnson.

Labels: Wedge, Dome, Fleet, VMI.  
 SCHWARTZ BROS. (see listing under District of Columbia), Washington, D. C. Baltimore. Tel: 727-0641.

(see listing under District of Columbia).  
 Y-R-S, 3123 W. North Ave. Zip: 21216. Tel: 566-5400. Mgr.: E. L. Burston; Promo.: Jimmy Burston, Dennis Picasso, Alberta Burston.  
 Branch: Baltimore, Md., 570 N. Gay St. Tel: BR 6-3770.

Labels: Tangerine, Dynamo, Loop, Score, Glasco, Kellmac, Pearl, Mellow, Sound-Plus, Tru-sound, Kinnard, Hope, Jessica, Bee Cee, Chesapeake, Valise, Thomas, St. Lawrence, Four Brothers, Blackhawk, Candi, City, Deliverance, Gospel, Marhap, Marseilles, Nitown, Strike, Sylvia, Turntable, Viney, Nation. (SEE ADVERTISEMENT)

Jos. M. Zamoiski, 1101 De Soto Rd. Zip: 21223.  
 Tel: MI 4-2900. Mgrs.: Maury Bass & Jerry Friedman; Promo.: Tom Schoberg & Joe Bilello.  
 Labels: ABC, Acta, Ascot, Audio Fidelity, Bluesway, Cameo-Parkway, Coliseum, Command, Dooto, Dunhill, Fairmount, Goodtime, Grand Award, Hi, Impulse, Jerden, Kama Sutra, Leo the Lion, London, Lucky Eleven, Metro, MGM, MTA, Press, Parrot, Richmond, Sentar, Solid State, United Artists, Veep, Windy C.  
 Tape: (reel-to-reel) Command; (cartridge) ITCC, Command, ABC, Impulse, United Artists, MGM, Playtapes.  
 Tape playback equip.: MGM Playtape.

• **CHEVERLY (Area Code 301)**  
 Southern Whslers., 2500 Chuster Dr. Tel: 322-3500.  
 Contact: G. Nesline.  
 Distributes: RCA Product.

• **HYATTSVILLE (Area Code 301)**  
 Merrec, 5809 Annapolis Rd. Tel: 779-3550. Mgr.: Hal Charm.  
 Labels: Emarcy, Fontana, Limelight, Mercury, Philips, Smash.  
 Distributes: other Mercury Product.

• **PIKESVILLE (Area Code 301)**  
 Bonnie Brae, 4724 Bonnie Brae Rd. Zip: 21208.  
 Tel: 655-5145. Pres.: Sam Anoff.  
 Distributes: singles only.

## MASSACHUSETTS

• **BOSTON (Area Code 617)**  
 Bay State, 30 Nashua St., Woburn. Zip: 01801.  
 Tel: 935-4700. Pres.: Bob Levinson; Promo: Bob Paro.  
 Labels: Atlantic, Bang, Caedmon, Cameo, Chess, Colonial, Dore, Duke, Elektra, Era, Fantasy, Galaxy, Mace, Music Minus One, Nonesuch, Philles, Parkway, Pathways of Sound, Peacock, Regent, Savoy, Scepter, Specialty, Stax, Standard, Starday, Vault, Wand.

Bulldog, 58 Buffam St., Lynn. Tel: 593-3920.  
 Labels: Broadside, Conversaphone, Everest Group, Folkways/Scholastic, Jazzland, Monitor, Nina, Parliament, RBF, Riverside, Saga, Washington, Wonderland.

Tape: (reel-to-reel & cartridge) Everest.  
 Capitol, 71 Fourth Ave. Tel: HI 9-0770. Mgr.: Frank McGrath; Promo.: Al Coury & Merv Amols.  
 Distributes: Capitol & Angel Product.

Columbia, John Hancock Bldg., 75 Third Ave., Walltham. Zip: 02154. Tel: 899-3814. Mgr.: George Ryan; Promo: Mgr.: Ed Hynes; Phono. Div.: Reggie Gussman.  
 Distributes: Columbia Product.

Decca, 138 Ipswich St. Zip: 02215. Tel: 266-5110.  
 Mgr.: Allan M. Ross; Promo.: Elgin Waters.  
 Labels: Decca, Coral, Brunswick, Vocalion.  
 Distributes: Other Decca Product.

Disc, 1136 Columbus Ave. Tel: 445-3550. Pres.: Jack Sager.  
 Labels: Boone, Broadway, Cookin', Dynamo, Eastern, Gamble, Gateway, Gordy, Kellmac, Keymen, Lawn, Mar-V-Lus, Mel-o-dy, Michigan Ave., Mira, Mirwood, Motown, M-Pac, One-Derful, Revilot, Ric-Tic, Solid Hit, Soul, Sue, Swan, Symbol, Tamla, VIP.  
 Tape: (cartridge) Tamla, Motown, Gordy, Soul.

Dumont, 30 Nashua St., Woburn. Zip: 01801. Tel: 935-4700. Pres.: Donald E. Dumont; Sales Mgr.: Howard Ring; Promo.: Jerry Brenner.  
 Labels: Alegre, Atco, Avoca, Bert & I, Bethlehem, B. T. Puppy, Blue Note, Brook-Lyn, Cadet, Cambridge, Canadian-American, Chal-

lunge, Checker, Co&Ce, Command, Copley, Crossroads, Diamond, Dunwich, ESP, Epic, Fiesta, Fraternity, Gee, Gold Star, Golden, Grand Award, Grecophone, Jamie, Josie, Jubilee, King, Living Language, Mainstream, Moonglow, Okeh, Old Town, Original Sound, Pickwick/33, Pacific Jazz, Prestige, Roost, Roulette, Soma, Squire, Stereodiddies, Tico, Time, UNI, USA, Virgo, Volt, Young People's Recs., World Pacific.  
 Tape: (reel-to-reel) Command, Epic, King; (cartridge) Command, Chess, Cadet, Checker, King, Liberty, Original Sound.

Eastern, 620 Memorial Dr., Cambridge. Zip: 02139.  
 Tel: TR 6-4720. Sales Mgr.: A. J. Shuffer.  
 Distributes: RCA Victor Product.

MASSACHUSETTS REC., 1820 Washington St. Zip: 02118. Tel: 442-3830. Mgr.: Skippy White; Promo.: Robert McAlpine & John Belmonte.  
 Branch: Boston, Mass., 135 Northampton St. Zip: 02118. Tel: 247-8299. Mgr.: Arthur Hartling.

Labels: Abet, Afro-American, Amanda, Blues-town, Camille, Carnival, Cat-Time, Candlelight, Catamount, Casa Grande, Constellation, Continental, Crescent, Choice, Crimson, Ditto, Exc-cello, Exodus, Fortune, Fury, Glasco, Hi-Way, Hob, J&S, Jewel, Kent, Ko-Ko, Lost Nite, Margaret, Mello, Modern, Murco, Nashboro, Old Gold, Paula, Pelnor, Pow, Relic, Rojac, Romur, Ronn, Sahara, Score, Shurfine, Silver Cross, Sims, Snowflake, Stop, Times Square, United, Uptite, Way-Out, Wheelsville, Whit, Wild. (SEE ADVERTISEMENT)

Merrec, 375 Elliot St., Newton. Zip: 02164. Tel: 969-6505. Mgr.: John Penney.

Labels: Mercury, Philips, Emarcy, Fontana, Limelight, Smash.  
 Distributes: Other Mercury Product.

Musical Supplier, 75 N. Beacon St. Zip: 02134. Tel: 254-1780. Pres.: Harry Carter; VP: Gordon Dinerstein; Promo.: Paul Maged & Frank Falanga.

Labels: ABC, DGG, Dunhill, Impulse, Kapp, Laurie, MGM, Reprise, 20th-Fox, Vanguard, Verve, Vox, Warner Bros., Westminster.  
 Tape: (cartridge) ABC, Impulse, MGM, Verve, Warner Bros., Reprise.

Tape playback equip.: MGM Playtape.  
 Mutual, 157 Washington St., Dorchester. Zip: 02121. Tel: 288-5700. VP & Gen. Mgr.: Frank Holland; Promo.: Rick Coyne & Ernie Campagna.

Affiliates: Hart, Los Angeles, Calif.—C&C Stone, San Francisco, Calif.—Cleve-Disc, Cleveland, Ohio.

Labels: A&M, Abnak, Aelica, Ascot, Be'l, Buddah,

Disneyland, Dolton, Double Shot, GNP Crescendo, Hanna-Barbera, Hickory, Imperial, Independence, Intro, Liberty, London, London Group, Momentum, Monument, MTA, Musicor, Pace, Project 3, Tap Prod'ns, Tower, Rheims, United Artists, Valiant, Veep, Vista, White Whale.

Tape: (reel-to-reel) London; (cartridge) Ampex. Musical instruments: harmonicas (Hohner).  
 Recordwagon, 30 Nashua St., Woburn. Zip: 01801.  
 Tel: 935-4700. Contact: Cecil Steen.

Tape: (reel-to-reel) Ampex, GRT, Stereotape, Musictapes, RCA Camden, Decca; (cartridge) Ampex, GRT, Decca, Mercury, Motown, Muntz, Musictapes, Pickwick, RCA Camden, Stereotape.  
 Tape playback equip.: Lear Jet, Muntz.

Riverboat Ents., 12 Noyes Pl. Zip: 02113. Tel: 227-9891. Pres.: Ralph Dopmeyer.

Labels: Almanac, Arhoolie, Audiophile, Blues Classics, Campus Folksong Club, Cavalier, Cook, County, Delmark, Dionysus, Euphonic, Faier, Folk Legacy, Folk Lyric, Folk Promos., Historical, Icon, Jazz Crusade, Melodeon, Nobility, Old Timey, Origin Jazz Library, Out of Sight, Piedmont, Portents, Rag Baby, Raglan, Revelation, San Jacinto, Southland, Spivey, Takoma, Testament, Vulkan, Windin' Ball.

Accessories: Kodak tape.  
 Royal, 17-19 Chadwick St. Zip: 02119. Tel: 445-1411. Pres.: Aaron Gross.

Labels: Somerset, Alshire Presents, Crown, Parliament, Artia, Panda.

Tape: (reel-to-reel) Audio Spectrum.  
 Musical accessories: LeBo products.

World Wide, 459 Broadway, Rm. 308, Everett. Zip: 02149.

Distributes: Dot & Hamilton Product.

## MICHIGAN

### • DETROIT (Area Code 313)

Action, 14951 Schaefer. Zip: 48183. Tel: 838-6205.  
 Gen. Mgr.: Bob Szilagay; Promo. Mgr.: Pete Hall.  
 Arc, 13415 Lyndon Ave. Zip: 48227. Tel: BR 2-4872.  
 Mgr.: Henry Droz; Promo.: Bob Schwartz, Greg Ballantine, Vince Perricano, Saul Star (branch of Handleman, Detroit).

Labels: ABC, Audio Fidelity, Calla, Cameo, Chancellor, Coed, Command, Compass, Congress, Crescendo, Diamond, End, Enterprise, Fiesta, Gone, Grand Award, Guyden, Hi, Imperial, Impulse, Independence, Jamie, Jay Jay, Kapp, King, Laurie, Legrand, Living Language, Loma,

*continued on page 102*

The Fanfare is for . . . Our Seventh Anniversary  
**music merchants, inc.**

3731 Woodward Ave., Detroit 1, Mich. TE 2-0870



**WE BREAK RECORDS**

(sometimes just for fun)

**WE MOVE PRODUCT**

(the way it should be done)

**Marvin M. Jacobs**

Pres. and Gen. Mgr.

**Joe Goleski**

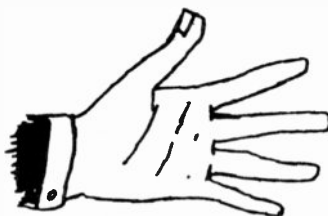
Sales Mgr.

**Jack Millman**

Promo. Mgr.

**Edward Berson**

Asst. Mgr.



**We Are From Detroit**

**We Are Now 5 Years Old**

**We Are Now Representing:**

A&M • AMY-MALA-BELL • BRENT • COLONIAL

• DANCE ALONG • DEARBORN • DISNEYLAND •

DYNOVOICE • EXODUS • GORDY • HICKORY •

LISTEN & LEARN • MIRA • MONUMENT • MTA • MUSIC MINUS ONE • NEW VOICE

• PACIFIC JAZZ • SOUL CITY • SOUND STAGE • TAMLA • VIP • WHITE WHALE •

WORLD PACIFIC.

**WON'T YOU JOIN US!**

**NEXT YEAR WE WILL BE 6 YEARS OLD**

**MERIT MUSIC DISTRIBUTORS, INC.**

15761 Wyoming Avenue

Detroit 38, Michigan

(313) UN 3-9119

continued

London Group, Motown, Music Guild, Musicor, Oliver, Original Sound, Parkway, Parrot, Phyllis, Project 3, Reprise, Roulette, Rust, Soul, Star-day, Swan, Tangerine, 20th-Fox, UNI, Warner Bros., Westminster.

**Tape:** (cartridge) Liberty, United Artists, ABC, Warner Bros., Reprise, Project 3, Command.

Cadet, 13380 Capital Ave., Oak Park. Zip: 48237. Tel.: 548-3171. Pres.: Harry Levin; Promo.: Leo Cheslak.

Labels: Aura, Avant Garde, Budapest, Challenge, Chaffahochie, Contemporary, Dee Gee, Derry, Disneyland, Dolton, Dooto, Drummond, Freepart, Good Time Jazz, Hanna-Barbera, Liberty, Monitor, Pacific Jazz, SVR, Specialty, Star, Sun, Sunset, Universe, Vista, World Pacific.

Capitol, 18921 Wyoming Ave. Zip: 48221. Tel: UN 4-5001. Contact: Jim Blackwood.

**Distributes:** Capitol & Angel Product.

**Phonographs:** Capitol Stereo.

**Musical instruments:** harmonicas (Hohner).

Scott Colburn Square Dance Specialties, 33305 Grand River, Farmington. Zip: 48024. Tel: 476-1262. Owner: Scott Colburn.

Labels: Blue Star, Hi Hat, Kalox, MacGregor, Sets in Order, Wagon Wheel, Windsor.

Columbia, 16141 W. Eight Mile Rd. Zip: 48235. Tel: 273-8616. Mgr.: John Kotecki; Promo.: Russell Yerge.

Labels: Columbia, Date.

**Distributes:** other Columbia product.

Decca, 12730 Puritan. Zip: 48227. Tel: 341-6040. Mgr.: Mario De Filippo; Promo.: Pete Gidion.

Labels: Decca, Coral, Brunswick, Vocalion, Berlitz.

**Tape:** (reel-to-reel) Decca, Coral, Brunswick; (cartridge) Decca, Coral, Brunswick, Berlitz.

**Distributes:** other Decca Products.

Jay Kay, 13401 Lyndon Ave. Zip: 48227. Tel: BR 3-7000. Mgr.: John S. Kaplan; Promo. Mgr.: Tom Schlesinger; Promo. Men.: Larry Benjamin, Cliff Gorov, Clay McMurray (branch of Handleman, Detroit).

Labels: Atlantic, Bang, Canterbury, Dial, Dot, Everyman, Focus, Fontana, Hamilton, Heliodor, Kama Sutra, Kent, MGM, Mercury, Metro, Palmer, Philips, Smash, Soma, Somerset, Stereo Fidelity, Stereoditties, Sue, Tower, VSP, Vanguard, Verve, Verve/Folkways, Viva, Wing.

**Tape:** (cartridge) MGM, Mercury, Philips, Smash, Verve.

**Tape playback equip.:** Mercury.

MERIT MUSIC, 15761 Wyoming Ave. Zip: 48238. Tel: 863-9119. Sales Mgr.: John H. Schlee; Promo. Mgr.: Gene Silverman.

Labels: A&M, Amy, Avant Garde, Bell, Big D, Big Top, Brent, Buena Vista, Chisa, Colonial, Constellation, Dance Along, Dearborn, Detroit Sound, Diamond Jim, Disneyland, DynoVoice, Exodus, Flashback, Fraternity, Goldwax, Gordy, Harvey, Hickory, MTA, Mala, Mira, Miracle, Mirwood, Money, Monument, Musicland, Music Minus One, New Voice, Pfanstiehl, Red Rooster, Riley, Sound Stage 7, Sphere Sound, Standard, Steno Disc, Tamla, VIP, Valiant, White Whale.

**Tape:** (reel-to-reel) Ampex; (cartridge) A&M, Gordy, Monument, Motown, Soul, Tamla. (SEE ADVERTISEMENT)

Merle, 15365 Livernois. Tel: 342-8777. Pres.: Merle Schneider; Mgr.: Samuel J. Corrado; Promo.: Melvin I. Kanar.

Labels: Alshire Presents, Battle, Blue Note, Cabot, Coronet, Cosmo, Cricket, Crown, Design, Diplomat, ESP-Disk, Gateway Languages, Golden, Gospel Corner, Grand Prix, Guest Star, Harmony, Hilltop, Languages for Children, Little World, Metro, Palace, Peter Pan, Pickwick/33, Proverb, Riverside, Romper Room, Simon Says, Sunset, Tifton, Time, Wonderland.

**Tape:** (cartridge) Pickwick/B.

MUSIC MERCHANTS, 3731 Woodward Ave. Zip: 48201. Tel: TE 2-0870. Gen. Mgr.: Marvin M. Jacobs; Sales Mgr.: Joe Goleski; Opns. Mgr.: Ed Berson; Promo.: Jack Millman & Carl Proctor.

Labels: Arhoolie, Atco, BT Puppy, Barry, Blade, Brent, Bronco, Cadet, Caedmon, Carla, Carnival, Cetra, Challenge, Checker, Chess, Class, Concert Disc, Crossroads, Dana, Dore, Double Shot, Dunwich, Emarcy, Epic, Era, Esoteric, Everest, FSR, Fame, Fantasy, Fat Fish, Folkways, Go Go, Gospel Corner, Gross, HiFi, Impact, Jerhart, Jewel, Josie, Jubilee, K-R, Karen, Keymen, Ko Ko, Life, Limelight, Mainstream, Mayfield, Moonshot, MoSoul, Mustang, Okeh, One-Derful, Parliament, Paula, Pickwick, Prestige, Proverb, RSVP, Rojac, Ronn, St. Lawrence, Samar, Shur-fine, Sidewalk, Sims, Solid Hit, Stax, Thomas, Time, Token, Tuba, USA, Uptown, Vault, Volt, Way Out.

**Tape:** (reel-to-reel) Ampex; (cartridge) Ampex,

GRT, ITCC, Columbia, RCA, Capitol, Tamla, Motown, Mercury.

**Tape playback equip.:** Mercury, Playtape. (SEE ADVERTISEMENT)

R C A Victor, 7400 Intervale Ave. Tel: 834-3500. Contact: D. MacDonald.

**Distributes:** RCA Product.

Radio, 15470 Schaefer Hwy. Zip: 48227. Tel: 273-6740. Mgr.: George MacDuff; Promo.: Al Mitnick.

Labels: Adventures in Good Music, Audio Book, Coliseum, London, Palomar, Press, Richmond.

**Musical accessories:** Amberg carrying cases, Astatic cartridges, Cascraft carrying cases, Chicago Album storage albums, Cohoes green stock envelopes, Duotone blank recording discs, Fidelitytone needles, Genuine diamond needles, LeBo products, LuVan record cabinets, Martine carrying cases, Prevue racks & stands, Robins phono & tape accessories, Rotographic LP savers, Seebro racks & cases, Shelfmaker platter-poles, 3M blank tape, Walco Staticlean, wall racks & stands, and all 45 rpm spindles.

Record Dists. Corp. of Mich., 14344 Fenkell Ave. Tel: 835-3790. Mgr.: Armen Boladian.

Labels: Abel, Alectro, Arctic, Back Beat, Co&Co, Conversaphone, Crescent, Dear, Dionn, Doubloon, Drew, Duke, Elektra, Eurotone, Exc-cello, Fascination, Fury, Gamble, Garrison, Gospel, Groovesville, Groovy, Halo, Hob, Instant, International Artist, Lost-Nite, Lucky Eleven, MSL, Mace, Marvelous, Modern, Nashboro, Nina, Nola, Nonesuch, Parlo, Peacock, Phil-La of Soul, Revilof, Regent, Ric-Tic, Savoy, Savoy Jazz, Scepter, Sharp, Sidra, Simco, Song Bird, Sound, Sureshot, Thelma, Tune-Kel, Velgo, Velvet Sound, Wand, World Wide.

Rissi Electronic Supply, 14405 Wyoming Ave. Zip: 48238. Tel: 834-8420. Mgr.: Emil J. Rissi; Promo. Men: Mel Sisson & Kenneth Belini.

**Branch:** Grand Rapids, Mich., Radio Electronic Supply.

**Tape:** (cartridge) RCA, Capitol, ITCC, Decca, Mercury, ABC, Motown, Muntiz, Ampex, Columbia.

**Tape playback equip.:** Lear, Motorola.

ROYAL STEREO TAPE, 3731 Woodward Ave. Zip: 48201. Tel: 832-0870.

**Tape:** all lines.

**Tape playback equip.:** Mercury, Playtape. (SEE ADVERTISEMENT)

**APEX MARTIN**

**RECORD SALES, INC.**

175 CLINTON PLACE, NEWARK, N.J. 07112 (201) 923-7474 • JERRY COHEN, Gen. Mgr. • JOE MARTIN, Pres.

• **GRAND RAPIDS (Area Code 616)**  
 Radio Electronic Supply, 505 Jefferson Ave. S.E.  
 Zip: 49503. Tel: 459-4611. Mgr.: Emil J. Rissi;  
 Promo.: J. Charles Rissi, John Breidenfeld,  
 J. Terry Sommers, Robert Plews, Adrian Derooy,  
 Robert Carmack.  
 Branch: Detroit, Mich., Rissi Electronic Supply.  
 Tape: (cartridge) ABC, Ampex, Capitol, Colum-  
 bia, Command, Decca, ITCC, Mercury, Motown,  
 Muntz, Pickwick, RCA.  
 Tape playback equip.: Lear Jet, Olympic, Rob-  
 erts, Webcor.

• **KALAMAZOO (Area Code 616)**  
 Laval, 821 Porter St. Tel: FL 2-1936. Pres.: Vic  
 La Val.  
 Labels: Adell, Anika, Ball, Ballad, Bay Tone,  
 Boss, Cardinal, Danae, Gedinsons, Gospel, La  
 Val, Luck, Pammar, Regal, Skylight.

• **NEW HAVEN (Area Code 313)**  
 Music City, 56830 North Ave. Zip: 48048. Tel:  
 749-5182. Mgr.: Johnny Powers; Promo.: Larry  
 Lick & Bill Atkins.  
 Labels: Chart, Longhorn, Bandbox, Hep, Keep-  
 sake, Sound, Topic, Cathay, Nuggett, Rebel,  
 Capa, Sincere, Caravan, Varsity, Tiara, Express,  
 Mockingbird, Chi Ro, Wayne Way, Billie Fran,  
 Gold Star, Universal Sound.

## MINNESOTA

• **MINNEAPOLIS (Area Code 612)**  
 Columbia Rec. Sales, F&M Bank Bldg. Zip: 55402.  
 Tel: 338-7001. Mgr.: Ron Piccolo; Promo. Mgr.:  
 Ronald D. Lynne.  
 Labels: Columbia, Date.  
 Distributes: other Columbia Product.  
 Decca, 6150 Wayzata Blvd. Tel: 544-7707. Mgr.:  
 Ozzie Lowe.  
 Distributes: Decca Product.  
 F. C. Hayer, 701 Washington Ave. N. Zip: 55401.  
 Tel: 339-0201. Mgr. Rec. Dept., Sales & Promo.:  
 Arthur R. Patch.  
 Labels: RCA Victor, RCA Camden, Request.  
 Tape: (reel-to-reel) RCA Victor, RCA Camden;  
 (cartridge) RCA Victor, RCA Camden, Buena  
 Vista, Colgems, Diamond, Kapp, Prestige,  
 Scepter, Wand.  
 Tape playback equip.: RCA Victor.  
 Heilicher Bros., 7600 Wayzata Blvd. Zip: 55426.  
 Tel: 544-4201. Pres.: Amos Heilicher; VP: Dan

*continued on page 104*

**LAREDY  
 HAS COMPLETED  
 12 SUCCESSFUL YEARS  
 BECAUSE OF  
 REPUTATION, SERVICE,  
 PROMOTION & SALES.**

**LAREDY  
 RECORD  
 DIST.  
 CORP.**

**46 Green Street  
 Newark, New Jersey  
 (201) MA 3-5984**

Mr. Manufacturer When it Comes to your Records

**O-O-O-O-O-O-O-O-O**  
**Do We Worry**

**WENDY  
 DISTRIBUTORS**

**37 WILLIAM ST., NEWARK, N. J. 07102  
 Jerry Winston, Pres. (201) 623-5845**

## IN NEW JERSEY

*You will get the strong sales coverage and merchandising know-how of our professional staff*

**ALL-STATE**

**RECORDS — 4 & 8 TRACK CARTRIDGES**

**MEL KOENIG Pres. • SHERMAN KOENIG Treas. • IRWIN FINK Vice Pres.**

**Promotion: Milt Eidelman**

**HARD-HITTING HUNGRY SALESMEN**

**ALL-STATE, N.J., INC., 321 SHERMAN AVE., NEWARK, N.J.  
 (201) 242-6500**

continued

Heilicher; Sales Mgr.: Gene Patch; Promo.: Dan Desmond & Ira Heilicher.

**Labels:** ABC, Abnak, Academy, Accent, Amy, Arwin, Atco, Atlantic, Audio Fidelity, Audiophile, Aura, Aurora, Bell, Big Hill, Boom, BT Puppy, Cadet, Caedmon, Carla, Challenge, Charger, Checker, Chess, Childcraft, Co&Ce, Colonial, Command, Constellation, Crescendo, Crestview, Crossroads, Crusader, Cumberland, Dial, Diamond, Disneyland, Dolton, Dore, Double Shot, Dunhill, Dunwich, DynoVoice, ESP-Disk, Elektra, Emarcy, Epic, Era, Everest, Excello, Fame, Fiesta, Focus, Folkways, Fontana, GNP, Golden, Golden Crest, Gordy, Gregmark, Gross, Hanna-Barbera, HiFi, IRC, Imperial, Impulse, Jerden, Josie, Jubilee, Karate, Laurie, Liberty, Life, Little Darlin', Limelight, Loma, MTA, Mainstream, Mala, Mercury, Minit, Mirwood, Mobile Fidelity, Money, Monogram, Moon-glow, Motown, Musicland USA, Music Minus One, Mustang, New Voice, Nonesuch, Okeh, Original Sound, Pacific Jazz, Palmer, Paula, Philips, Playcraft, Pow, Pricewise, Pure Soul, Ramco, Rampart, Red Bird, Reprise, Rosemart, St. Lawrence, Scepter, Sermon, Sims, Smash, Soma, Somerset, Soul, Sphere, Sound, Standard, Stax, Stereoditties, Story Teller, Sun-glow, Tamla, Triumph, 20th-Fox, Twirl, UNI, VIP, Vault, Vista, Volt Wand, Warner Bros., Westminster, White Whale, Wing, World Pacific.

**Tape:** (cartridge) all lines.  
**Tape playback equip.:** V-M, Roberts, Lear Jet.  
**Musical instruments:** drums, harmonicas (Hohner), string instruments.  
**Musical accessories:** drum & string accessories, sheet music, music books.

Jather, 730 Lyndale Ave. N. Zip: 55411. Tel: 374-3420. Mgr.: Jack Taylor; Promo.: Walter (Bud) Fritz.

**Labels:** A&M, Arctic, Ascot, Band Box, Boone, Chart, Contempo, Conversaphone, Dearborn, Dynamo, Federal, Fidelity Sound, Hep, Hickory, International Artists, Jamie, King, Living Language, Longhorn, Musicor, Project 3, Solid State, Specialty, Starday, Summit, Sun, Tom Lehrer, United Artists, Veep, Young People's Recs.  
**Tape:** (reel-to-reel) A&M, United Artists; (cartridge) A&M, United Artists, Veep, Musicor, Starday.  
**Musical accessories:** needles (Astatic), carrying cases.

Harold N. Lieberman, 9549 Penn Ave. S. Zip: 55431. Tel: 888-5521. Mgr.: Al Abrams; Promo.: Jim Nash.

**Labels:** Bach Guild, Bang, Bear, Best, Calla, Cameo, Chairman, Coliseum, Dot, Felsted, Folk Sing, 49th State, Four Corners, Garpac, Group, Hamilton, Heliodor, Hi, Impact, Jay Jay, Kapp, Kama Sutra, Leo the Lion, London, Louis, Lucky Eleven, MGM, MOC, Medway, Metro, Monument, Parkway, Parrot, Philles, Press, Prestige, Richmond, Roulette, SPQR, Seville, Sidewalk, Sound Stage 7, Swan, Tico, Tower, Tribe, VSP, Valiant, Vanguard, Verve, Verve/Folkways, Viva, Windy C.

**Tape:** (reel-to-reel & cartridge) all lines.  
**Tape playback equip.:** Concord, Panasonic, Borg-Warner, Automatic Radio, Capitol.  
**Musical instruments:** amplifiers & guitars (Galaxy).

## MISSOURI

### • KANSAS CITY (Area Code 816)

Capitol, 701 E. Linwood. Tel: JE 1-0435. Dist. Sales Mgr.: John Swenson; Territory Mgr.: Kurt Orosz.

**Labels:** Capitol, Angel.  
**Tape:** (reel-to-reel & cartridge) Capitol, Angel.  
**Tape playback equip.:** Capitol.  
**Musical instruments:** harmonicas (Hohner).  
**Musical accessories:** Capitol, Duotone.

Choice, 321 1/2 Southwest Blvd. Tel: HA1-2540. Mgr.: Harold Hassler.

**Labels:** Abnak, Airtown, Astor, Boone, Chart, Deesu, Doubloon, Hickory, Jack of Diamonds, Jewel, Kent, Little Darlin', Nola, Original Sound, Parlo, Paula, Ric-Tic, Ronn, Scepter, Solid Hit, Sound of Nashville Group, Starday, Stop, Sun, Tally, Wand, Whit.  
**Musical accessories:** needles (Fidelitone).

Commercial Music, 3230 Roanoke Rd. Tel: JE 1-1317. Mgr.: Ricky Tabor.  
**Branch:** St. Louis, Mo., Commercial Music.

Decca, 2729 Gillham Rd. Zip: 64108. Tel: GR 1-4030. District Mgr.: Carl Wayne.

**Labels:** Decca, Coral, Brunswick, LHI, Caedmon, Vocalion, Word, Canaan, Sacred.  
**Tape:** (reel-to-reel & cartridge) Decca, Coral, Brunswick.  
**Phonographs:** Decca.  
**Musical instruments:** drums, guitars, tambourines (Decca).  
**Musical accessories:** all record & guitar (Decca).

R C A Victor (see listing under Shawnee Mission, Kan.).

### • ST. LOUIS (Area Code 314)

Columbia Rec. Sales, 2151 59 St. Zip: 63110. Tel: MI 7-5101. Sales Mgr.: Bob Van Metre; Promo. Mgr.: Eugene Denonovich.

**Labels:** Columbia, Date.  
**Tape:** (reel-to-reel & cartridge) Columbia.  
**Tape playback equip.:** Columbia.  
**Musical instruments:** guitars (Fender).  
**Musical accessories:** guitar strings & picks (V. C. Squier).

Commercial Music, 2721 Pine. Tel: JE 5-1515. Pres.: Bud Lampe.  
**Branch:** Kansas City, Mo.

**Labels:** Contemporary, Conversaphone, Epic, Living Language, Mercury, Project 3, Reprise, Roulette, Solid State, Sun, United Artists, Warner Bros.  
**Tape:** (cartridge) Muntz, Warner Bros., Reprise, United Artists.

**Tape playback equip.:** Borg-Warner.  
**Phonographs:** Symphonic.

Decca, 1923 Delmar Blvd. Zip: 63103. Tel: CE 1-6600. Mgr.: Max Melton.

**Labels:** Decca, Coral, Brunswick, Word, Berlitz.  
**Tape:** (reel-to-reel) Decca, Coral, Brunswick; (cartridge) Decca, Coral, Brunswick, Berlitz.  
**Phonographs:** Decca.

**Musical instruments:** drum sets, guitars (Decca).  
**Musical accessories:** needles (Decca), guitar accessories, record rack cases, storage albums, etc.

Interstate Supply, 2218 S. Jefferson Ave. Zip: 63104. Tel: 776-1020. Mgr.: R. N. Decker.

**Labels:** RCA Victor, RCA Camden, Caedmon.  
**Tape:** (reel-to-reel) RCA Victor; (cartridge) RCA Victor, RCA Camden, Decca, Mercury, ITCC, Pickwick.  
**Tape playback equip.:** Borg-Warner.

Liberty, 1905 Washington Ave. Zip: 63103. Tel: GA 1-3326. Mgr.: James Saltzman; Promo.: Don Miller.

**Distributes:** Liberty Product.

Mid-State, 2549 Sullivan. Tel: GA 1-6878. Mgr.: James A. White; Promo.: Dave Swengros & Patrick Murphy.

**Labels:** ABC, Boom, Impulse, Dunhill, Oliver, Tangerine, Simon Says, Command, Grand Award, Elektra, Nonesuch, Vanguard, Everyman, Westminster, 20th-Fox.  
**Tape:** (reel-to-reel) ABC, Command, Impulse, Westminster; (cartridge) ABC, Command.

Record Merchandisers, 1919 Delmar Blvd. Zip: 63103. Tel: MA 1-0966. Pres.: Alfred L. Chotin.

**Labels:** A&M, Audio Fidelity, Bang, Choice, Crown, Cumberland, Design, Diplomat, Emarcy, Fantasy, Fiesta, Fontana, Galaxy, Gordy, Gospel, Grand Prix, Grecoophone, Guest Star, Happy Time, Hickory, Hilltop, Hob, Limelight, MTA, Mace, Modern, Motown, One-Derful, Panda, Philips, Pickwick/33, Savoy, Scepter, Shout, Smash, Somerset, Soul, Tamla, VIP, Wand, Wyncote.

Roberts, 1906 Washington Ave. Tel: MA 1-0470. Pres.: Robert Hausfater.

**Labels:** Amy, Argo, Atlantic, Backbeat, Boone, Cadet, Cameo, Canadian American, Challenge, Checker, Chess, Co&Ce, Congress, DGG, Disneyland, Dooto, Ember, Era, Excello, Four Corners, Fraternity, GNP Crescendo, Golden, Hanna-Barbera, Herald, Hi, HiFi, Jamie, Jubilee, Kama Sutra, Kapp, King, Laurie, Legrand, Life, London, MGM, Mainstream, Mala, Metro, Mirwood, Modern, Monument, New Voice, Norman, Parkway, Parrot, Peacock, Prestige, Ric-Tic, Starday, Stax, Time, Tower, VSP, Verve, Vista, Volt.

Webster, 124 W. Lockwood. Zip: 63119. Tel: WO 1-4656. Mgr.: R. Gleason.

**Distributes:** all square dance labels.

World Wide, 2721 Pine St. Tel: JE 3-8390. Contact: Charles Gorman.

**Distributes:** Dot, Hamilton Product.

## MONTANA

### • BILLINGS (Area Code 406)

Billings Hardware, 501 N. Broadway. Zip: 59101. Tel: 245-3066. Pres.: Ralph Johnson; Rec. Mgr.: Marion Massick.

**Labels:** Angel, Capitol, Disneyland, Golden, Vista.

Interstate, 457 Daniels St. Zip: 59102. Tel: 245-5141. Pres.: James A. Whitson.

**Labels:** RCA Victor.  
**Tape:** (reel-to-reel) RCA Victor; (cartridge) RCA Victor, Mercury.  
**Tape playback equip.:** RCA Victor.

### • GREAT FALLS (Area Code 406)

Music Serv., PO Box 2487, 318 Sixth St. Tel: 761-2420. Pres.: R. E. Holm.

**Labels:** A&M, Boone, Challenge, Dolton, Epic, Fontana, Hi, Hilltop, Imperial, Jubilee, Laurie, Liberty, London, MGM, Mercury, Parrot, Philles, Pickwick, Reprise, Smash, Starday, Vanguard, Verve, Warner Bros.

**Tape:** (cartridge) ITCC, Liberty, MGM, Pickwick, Warner Bros., Reprise.  
**Tape playback equip.:** V-M, Lear Jet.

## NEBRASKA

### • OMAHA (Area Code 402)

Sides, 7302 Pacific St. Zip: 68101. Tel: 393-2233. Mgr.: R. Woodard.  
**Distributes:** RCA Product.

## NEW HAMPSHIRE

### • CLAREMONT (Area Code 603)

Bev-Rec, 32 McKenzie Dr. Zip: 03743. Tel: 542-4682. Owner & Gen. Mgr.: Dick Wing; Owner & Sales Promos.: Pete Anderson.

**Labels:** Alear, Alta, Arrow, Arta, Athena, Bandolero, Billie Fran, Bonanza, CLW, Candy Stick, Capa, Caravan, Cathay, Chevell, Clark, Cypress, Delmarti, Embers, Flop, Format, Frontier, GEM, GRC, Goldmont, Hands, Haney, Helton, Impact, Independent Artists, Jason, Kash, Longhorn, Major, Mar Jay, Mockingbird, Newport, Nugget, PRC, Parasonic, Post, Racer, Rebel, Rival, Robbins, Rural, SMC, St. Clair, Signal, Silver Star, Sincere, Stop, Sound, Sound on Sound, Stars Unlimited, Swamper, TNT, Tiara, Tiger, Tim, Token, Topic, Train, Vitality, Wayne Way, Wheeling, Wise.

## NEW JERSEY

### • CAMDEN (Area Code 609)

Decca, 1722 Federal St. Tel: 966-7111. Philadelphia Tel: (215) WA 2-5659. Mgr.: Sam Passamano; Promo.: Ron DeMarino.

**Labels:** Decca, Coral, Brunswick, Vocalion.  
**Distributes:** other Decca Product.

### • NETCONG (Area Code 201)

Merrec, 9 Amendola Dr. Zip: 07857. Tel: 623-4058.  
**Distributes:** Mercury Product.

### • NEWARK (Area Code 201)

ALL-STATE New Jersey, 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Pres.: Mel Koenig; VP & Mgr.: Irwin R. Fink; Promo.: Milton Eidelman.  
**Labels:** Ascot, Atco, Audio Fidelity, Brook-lyn, Carla, Class, Coliseum, Compass, Congress, Deram, Dunwich, Fame, Felsted, Four Corners, Heidi, Hi, Jab, Kapp, Karen, Little Darlin', London, Main Line, Marlin, Monument, Moon-glow, Musicor, Palmer, Palomar, Parrot, phase 4, Press, Richmond, Seville, Solid State, Sound Stage 7, Tomorrow, Tribe, United Artists, Volt.

**Tape:** (cartridge) Ampex, United Artists. (SEE ADVERTISEMENT)

APEX-MARTIN REC. SALES, 175 Clinton Pl. Zip: 07112. Tel: 923-7474. Mgrs.: Joe Martin & Jerry Cohen.

**Affiliates:** Miami, Fla., Campus.—Skokie, Ill., Summit.—Philadelphia, Pa., Universal.  
**Labels:** Epic, Okeh, A&M, Tamla, Motown, Gordy, Soul, VIP, New Voice, DynoVoice, Amy, Mala, Bell, Musicland, White Whale, Mustang, Arctic, Bang, Calla, Windy C, Kent, Modern Fantasy, Galaxy, Starday, Relic, Aurora, Carnival, Catamount, Crown, Jamie, Guyden, Philles, Lost-Nite, Times Square, Music Minus One, Sphere Sound, Goldwax, UNI, Tower, Uptown, Sidewalk, Canterbury, Chisa, Crossroads, Dionn, Parlo, Shout, Alshire Presents, Go Go, Rojac, Deesu, Arbet.

**Tape:** (reel-to-reel) Epic, A&M, Audio Spectrum; (cartridge) Motown, Tamla, Gordy, Soul, Epic, Okeh.

**Tape playback equip.:** Borg-Warner.  
**Musical accessories:** strings, needles & accessories (Walco). (SEE ADVERTISEMENT)

R. Bab, 12 Cutler St. Tel: 484-1368. Owner: R. Bab.  
**Labels:** Arc, Artia, Columbia, Dana, Decca, Ital-Disc, Kismet, Monitor, RCA, Universal.

Chancellor Electronics, 457 Chancellor Ave. Tel: 923-4900. VP & Mgr's Dir.: Joel Koenig; Sales Mgr.: Hal Bronstein.

**Tape:** (reel-to-reel) Ampex; (cartridge) ABC, Ampex, ITCC, Liberty, Command, Decca, Motown, Capitol, Columbia, RCA, Mercury, MGM, Playtape, United Artists, Muntz.

**Tape playback equip.:** Lear Jet, MGM PlayTape.

Dance, 1161 Broad St. Zip: 07114. Tel: 622-0024.  
**Labels:** Folkraft, MacGregor, Sets In Order, Windsor, Grenn, Hi Hat, Square L, Wagon Wheel, Blue Star, Kalox, Belco, Old Timer, Jewell, Top.

Essex, 10 Fenwick St. Zip: 07114. Tel: 243-7700.

Mgr.: Joseph Cohen; Promo.: Harold Ladell.  
**Labels:** ABC, Allegre, Atlantic, B.T. Puppy, Backbeat, Blue Note, Boom, Bright Star, Cadet, Checker, Chess, Co&Ce, Coed, Colonial, Constellation, Copley, Crescent, Dana, Dear, Dial, Diamond, Diplomat, Dooto, Duke, Dunhill, End, Excello, Fleetwood, Gee, Golden, Gone, Gospel, Halo, Impulse, Jerden, Jewel, Josie, Jubilee, Kellmac, K-R, Laurie, Legrand, LuPine, Mace, Money, Nashboro, Oldies, One-Derful, Original

continued on page 106

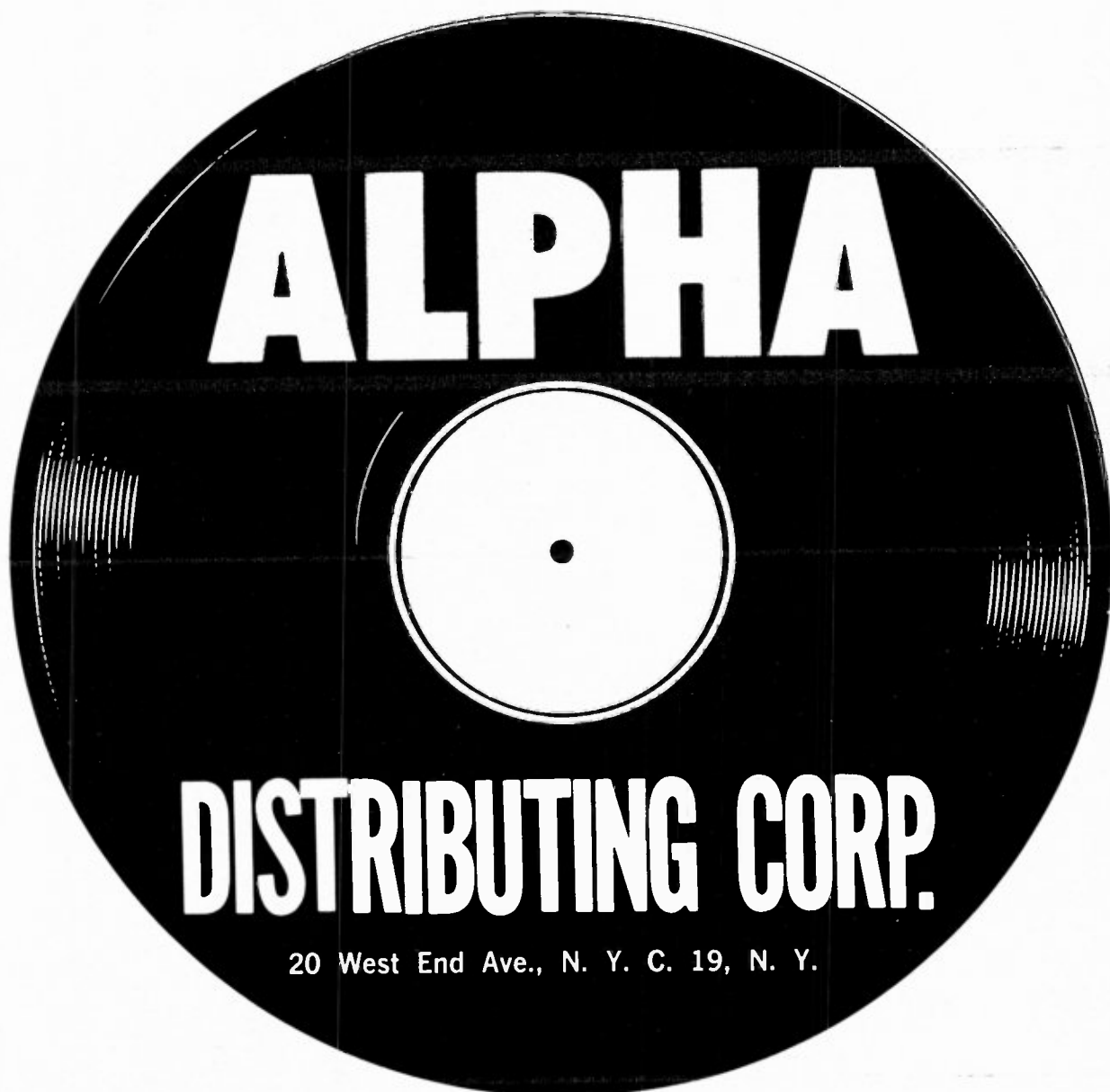


# TRI-STATE DISTRIBUTION

New Jersey

New York

Connecticut



continued

- Sound, Paula, Peacock, Pelnor, Peter Pan, Pure Soul, Ric-Tic, Ron, Roulette, Rust, St. Lawrence, Savoy, Scepter, Sharp, Simpson, Song Bird, Specialty, Standard, Stax, Stella, Sun, Sureshot, Swan, Tangerine, Thomas, Tico, Wand, Whit.
- Labels:** (cartridge) GRT, ITCC.
- Musical accessories:** needles (Fidelitone).
- Labels: Alector, Brent, Bruno, Caedmon, Cook, Fargo, Fiesta, Gold Star, Golden Crest, Julemar, Headline, Helios, Time, Vesuvius.
- J & J, 333 Clinton Pl. Zip: 07112. Tel: 926-3700.
- Pres.: Irwin Jennis; Gen. Mgr.: Jay Jennis.
- Labels:** (cartridge) ABC, Ampex, Capitol, Columbia, Command, Decca, GRT, ITCC, Liberty, Mercury, Motown, Muntz, Party Line, Pickwick, RCA, Reprise, United Artists, Warner Bros.
- Tape playback equip.:** Norelco, Muntz, Lear Jet.
- Krich-New Jersey, 428 Elizabeth Ave. Tel: BI 8-7400.
- Pres.: F. M. Comins.
- Distributes:** RCA Victor Product.
- Labels:** (cartridge) RCA.
- Tape playback equip.:** RCA.
- LAREDY, 46 Green St. Zip: 07101. Tel: MA 3-5984.
- Pres.: Joseph Fechner.
- Labels:** Betty White Dance Recs., Challenge, Command, Contact, Conversaphone, Disneyland, Grand Award, Living Language, Loma, Project 3, Reprise, Sure, Veep, Vista, Warner Bros., Young People's Recs.
- Labels:** (cartridge) Command, Project 3, Warner Bros., Reprise. (SEE ADVERTISEMENT)
- WENDY, 37 William St. Tel: MA 3-5845. Pres.: Jerry Winston.
- Labels:** Abnak, Big Wheel, Boone, Cameo, Contemporary, Dolton, Elektra, Era, GNP Crescendo, Hanna-Barbera, Hickory, HiFi, Imperial, Independence, Joda, K-Ark, King, Liberty, Life, Lucky Eleven, Mainstream, Minit, Nonesuch, Pacific Jazz, Parkway, Prestige, RSVP, Sentar, Soul City, Sunset, Tru-Glo, Vanguard, World Pacific.
- Labels:** (cartridge) Liberty Stereo Tapes. (SEE ADVERTISEMENT)
- **PENNSAUKEN (Area Code 609)**  
Liberty Rec. Dist. of Pa., 7025 Colonial Hwy. Zip: 08109. Tel: 622-3101. Philadelphia Tel: (215) WA 3-4196. Contacts: Sterling Devers & David Levey.
- Distributes:** Liberty Product.
- **SOMERS POINT (Area Code 609)**  
National Bag-O-Tunes, 725 Shore Rd. Zip: 08244. Tel: 927-5512. Gen. Mgr.: Milton Katz.

- **TRENTON (Area Code 609)**  
Allied Rec. Sales, 1001 Hamilton Ave. Zip: 08629. Tel: 392-0211. Owners: Frank Romani & John T. Gervasoni.
- Labels:** Oldies but Goodies & closeouts.

## NEW MEXICO

- **ALBUQUERQUE (Area Code 505)**  
Del Norte, 723 Second St. Zip: 87102. Tel: 242-6272. Owner: Bennie Matinez.
- Labels:** Bego, Del Norte, Del Valle, Falcon, Oro, Jilguero, Sombrero, Lira, Bravo, Norteno, Zarape, Oregon.
- Lance, PO Box 8207. Zip: 87108. Tel: 268-7919/7741. Pres.: Dick Stewart; VP: Tommy Bee; Sales Mgr.: Ross Benavidez.
- Labels:** Delta, Duke City, Hurricane, Lance, Lavette, Mortician, Rustic, Shield.
- Linden, 1205 Madeira S.E., Suite 124. Zip: 87108. Tel: 255-3978. Pres.: Lindy Blaskey.
- Labels:** ABC, Capitol, Columbia, Decca, Dot, Lavette, Philips, RCA Victor, Reprise, Scepter, Space.
- Oklahoma Operating, 4801 Menaul N.E.  
Home office: Oklahoma City, Okla.  
**Labels:** (cartridge) Muntz, ITCC, Great Western.

## NEW YORK

- **ALBANY (Area Code 518)**  
Delta, 1260 Broadway. Zip: 12204. Tel: 462-6653. Pres.: Bob Devere; Mgr. & Promo.: Randy Stach.
- Labels:** Abnak, Airtown, Arbet, Audio Fidelity, BT Puppy, Band Box, Barry, Bell, Bethlehem, Cameo, Challenge, Co&Ce, Crown, Dees, Dyno-Voice, Fleetwood, Garrison, Gateway, Glasco, Goldwax, Gospel, Hanna-Barbera, Jetstar, Jewel, Josie, Jubilee, Kent, King, Laurie, Lucky Eleven, Mala, MoSoul, New Voice, Nola, Old Town, One-Derful, Parkway, Parlo, Paula, Peacock, Philes, Prestige, Pure Soul, Rojac, Rust, Savoy, Scepter, Sentar, Sidra, Soma, Sue, Swan, Terry, Toot, Tradition, Valiant, Wand, Way Out, Whit, York.
- Labels:** (cartridge) Muntz, ITCC.
- Tape playback equip.:** Muntz, Automatic Radio.

- J-S, 98 Everett Rd. Zip: 12205. Tel: 489-5446/7. Mgr.: Ronald Spence; Promo.: Joseph Spence.
- Labels:** Abnak, Arc, BT Puppy, Bang, Barrington, Brent, Bronco, Carnival, Chart, Dearborn, Destination, Dore, Dooto, Favor, Fairmount, Fat Fish, Fraternity, Gamble, Good Time Jazz, Groovy, Hollywood, Impact, Inferno, Jerhart, Josie, Jubilee, Kayden, Kell-Mac, Keymen, Krishna, Look, Mainstream, Mellic, Merben, Minuteman, MoSoul, Mustang, Palmer, Penny, Pow, Rainbow, Ric-Tic, SS Int'l, Sahara, Scarlet, Shout, Showplace, Shur Fine, Sims, Sound of Nashville, Starday, Stereo-Fi, Thunderbird, Time, Toddlin' Town, Tomorrow, Toot, Tuba, Twirl, USA, Vault, Venus, Winchester, Yorkville.
- Mohawk, 12 Commercial Rd. Zip: 12205. Tel: 489-8371. Pres.: Charles H. Schlang; Mgr.: Pete Vosgerichian.
- Labels:** ABC, Ambassador (singles only), Ascot, Boom, Cadet, Calla, Checker, Chess, Children's Rec. Guild, Command, Conversaphone, Crestview, Dunhill, Elektra, Everman, Fiesta, Folkways, GNP Crescendo, Golden, Gordy, Grand Award, Hanna-Barbera, Happy Time, Heart Warming, Hickory, Hob, Impulse, Jay Jay, Living Language, Mace, Mira, Mirwood, Monument, Motown, Musicor, Nonesuch, Original Sound, Project 3, Roulette, St. Lawrence, Scepter, Sidewalk, Somerset, Soul, Sound Stage 7, Starday, Stereo Fidelity, Tamia, Tangerine, Tico, Tower, 20th-Fox, United Artists, Uptown, VIP, Vanguard, Veep, Wand, Young People's Recs.
- Musical accessories:** Le-Bo Products.
- Northeastern, 360 Tolland St., East Hartford, Conn. 06108. Tel: (203) 289-7431. Pres.: Richard J. Godlewski; Sales Mgr.: Frank Sutter.
- Labels distributed in Albany area:** ABC, Alshire Presents, Archive, Audio Fidelity, BT Puppy, Bach Guild, Bang, Bert & J, Blue Note, Cabot, Caedmon, Canadian-American, Challenge, Children's Rec. Guild, Command, Co&Ce, Crossroads, DGG, Dauntless, Dictation Disc, Dover, Dunhill, Dyno, Epic, Fiesta, Fleetwood, Four Corners, Golden, Grecophon, Gross, Hanna-Barbera, Haydn Society, Heliodor, Hilltop, Hickory, Hob, Impulse, Jay Jay, Josie, Jubilee, Kama Sutra, Kapp, Leo the Lion, Living Language, Loren, Little Darlin', MGM, MTA, Mace, Mainstream, Metro, Monitor, Monument, Motivation, Music Guild, Music Minus One, Okeh, Philes, Pickwick, Prestige, Project 3, Reprise, Riverside, Scepter, Shout, Somerset, Starday, Stereo Fidelity, Stereoditties, Sun, Tangerine, Tom Lehrer, Tower, 20th-Fox, Valiant, Vanguard, Verve, Verve/Folkways, Wand, Warner Bros., Westminster, Wonderland, Young People's Recs.
- R T A, 991 Broadway. Zip: 12204. Tel: 465-7346. Rec. Mgr.: Joseph Paone.
- Distributes:** RCA Victor Product.
- Trinity, 477 Park Ave., East Hartford, Conn. 06108. Tel: (203) BU 9-4349. Mgr.: Tony Geno; Promo.: Frank Berman & Otis Pollard.
- Labels distributed in Albany area:** Ascot, Beacon, Bethlehem, Dance Along, Dionn, Dynamo, Excello, Fantasy, Federal, Fontana, Galaxy, Gordy, Jamie, Mark II, Motown, Musicor, Nashboro, Smash, Solid State, Soul, Tamla, United Artists, VIP, Veep.
- Labels:** (cartridge) King, Motown, Soul, Tamla, United Artists, Gordy.

- **BUFFALO (Area Code 716)**  
Arc Sound, 1051 Clinton St. Tel: 731-3310. Rep.: Fred Mancuso.
- Home Office:** Toronto, Ont., Canada.
- Labels:** Arc, Arc Int'l, Audio-Spectrum, Carnaby, Go Go, Golden, Hanna-Barbera, Int'l Artists, Somerset, Stereoditties, Yorkville.
- Best, 959 Main St. Zip: 14203. Tel: 882-0427. Owner & Promo.: Len Silver; Mgr.: Neil Sawyer; Sales: Dave Colson.
- Labels:** Atco, Bang, Bell, Canary Crown, Dover, Duke, Epic, Garrawak, Jay Jay, King, Milky Way, Palmer, Peacock, Philes, Okeh, Original Sound, Shout, Stereo-Fi.
- Decca, 284 Delaware Ave. Zip: 14202. Tel: 852-8318. Mgr.: Maury Bloom; Promo.: Maury Bloom, Jim McGowan, Ed Terracino.
- Labels:** Decca, Coral, Brunswick, Vocalion, LHI, Word, London, London-American Group, Caedmon, Berlitz.
- Labels:** (reel-to-reel) Decca, Coral, Brunswick; (cartridge) Decca, Coral, Brunswick, Word.
- Phonographs:** Decca.
- Musical instruments:** basses, drums, guitars, tambourines (Decca).
- Musical accessories:** needles, guitar & bass strings, picks, storage albums, wire racks, carrying cases, phonograph stands.
- Jet Electronics (div. of Jet TV), 331 Franklin St. Zip: 14202. Tel: 853-7244. Sales Mgr.: Marty Lebovitz.
- Labels:** (cartridge) Capitol, Columbia, Decca, Command.
- Tape playback equip.:** Lear Jet, Capitol, Columbia.
- **EAST ROCKAWAY, L. I. (Area Code 516)**  
Guy Barry Ents., 13 Wesley Dr. Tel: FR 4-6772. Pres.: Guy Barry.
- Labels:** Latin American, int'l imports.—Europe, Central & South America.
- Musical accessories:** record racks, tape cartridge racks, record and tape displays.

(SERVING THE CAROLINAS  
FOR 20 YEARS)

★ NO. "1" ★

→ SELLS, SERVICE, PROMOTION ←

**F&F ENTERPRISES, INC.**

**ARNOLD DISTRIBUTING CO.**

2704 Freedom Dr.—Charlotte, N.C.—(704) 399-9741

For Manufacturers Who Want

- The Best in Merchandising
- The Best in Promotion
- The Best in Service

---

IN NEW YORK IT'S

**MALVERNE**

DISTRIBUTORS INC.

---

601 West 50th St.  
N.Y., N.Y. 10019 (212) PL 7-0070

AL HIRSCH, Pres.

**POLKA  
TOWNE  
MUSIC**

FIRST IN  
**POLKA  
AND  
INTERNATIONAL  
RECORD  
DISTRIBUTION**

23 Marian Lane, Jericho, L. I., N. Y.  
Area Code (516) 822-3198

● **JERICHO, L. I. (Area Code 516)**

POLKA TOWNE MUSIC, 23 Marian Ln. Zip: 11753. Tel: 822-3198. Pres.: Teresa Kalinowski. Labels: Ampol, Bel-Aire, Cardinal, Chicago, Continental, Dearborn, Delta Int'l, Dyno, Eurotone, Family, Gateway, Glo, International Artists, JB, Jay Jay, Jody, Lush, Major, Monitor, Muza, PASA, Pan Polka, Pronit, Rave, Request, Rex, Ridgemoor, Silverbell, Stelio, Sunglow, Surprise, USA. (SEE ADVERTISEMENT)

● **LATHAM (Area Code 518)**

Bee Rec. Mdsers., Shaker Park. Zip: 12110. Tel: 785-1350. Mgr.: Leonard Smith; Promo.: Lou Brooks.

● **LONG ISLAND CITY (See New York City)**

● **MELVILLE, L. I. (Area Code 516)**

Melody Rec. Supply, 536 Broadhollow Rd. Tel: 694-8990. VP: Morty Kline. Labels: Allegro, Berlitz, Conversaphone, Cricket, Disneyland, Golden, Hall of Fame, Mace, Motivation, Music Minus One, Pickwick/33, RCA Camden, Vox, Wonderland. Tape: (reel-to-reel) RCA Camden, Dot, Reprise, Ampex; (cartridge) all lines. Tape playback equip.: Playtape.

● **NEW YORK CITY (Area Code 212)**

A B C Rec. Sales, 46-50 54 Ave., Maspeth. Zip: 11378. Mgr.: Walter Lam; Promo.: Sam Vargas. Labels: ABC, Award Artists, Command, Dunhill, Equinox, Grand Award, Impulse, Jerden, Senate, Simon Says, Tangerine, Acappella, Contact, Menotti, Pantomime, Relic, Snowflake, Times Square. Tape: (reel-to-reel) ABC, Impulse, Command; (cartridge) ABC, Impulse, Dunhill, Jerden, Command.

All One Stop, 315 W. 47 St. Zip: 10036. Tel: PL 7-8140. Sales Mgr.: Irwin Lisabeth. Labels: Jubilee, Josie, BT Puppy, Gross, Dictation, Disc, Planet, Festival, LaBeat, Riot, Borderline, Dana, Triad, Monogram, National, Port, Chex.

ALPHA, 20 West End Ave. Zip: 10023. Tel: 245-7933. Mgr.: Murray Viscoso; Promo.: Jerry Love & Noel Love.

Labels: Accent, Adventure, Alector, Amy, Ansonia, Ascot, Avoca, Baroque, Bell, Buena Vista, Cetra, Challenge, Checker, Chess, Colonial, Concert-Disc, Counterpoint, Disneyland, Dyno, Voice, Esoteric, Eurotone, Everest, Flashback, GNP Crescendo, Goldwax, Gordy, Hickory, HiFi, Humor Int'l, Italdisc, Jewel, Loma, Mala, Maxx, Mona-Lee, Monument, Motown, Musicland USA, Nam, Nashville, New Voice, Period, Red Fox, Reprise, Soma, Soul, Standard, Starday, Stella, Stereoditties, Sun, Tamla, United Artists, VIP, Valiant, Veep, Warner Bros., Whit. Tape: (reel-to-reel) A&M; (cartridge) A&M, Chess, Checker, Cadet, Reprise, United Artists, Warner Bros. (SEE ADVERTISEMENT)

American Album & Tape, 850 Seventh Ave. Zip: 10019. Tel: 247-3188. Mgr.: David King. Branch: Dakin Sales, NYC. Tape: (cartridge) ITCC.

Apon, PO Box 131, Grand Central Sta., 1541 First Ave. Zip: 10017. Tel: YU 8-0450. Pres.: Andrej Poncic. Labels: Amadeo, Angelicum, Apon, Discapon, Harmonia Mundi. Tape: (cartridge) Apon, Discapon.

Argus, 160 W. 46 St. Zip: 10036. Tel: 765-2585. Mgr.: Rose Saggio; Promo. Rep.: Ben Arrigo. Labels: Aries, Book, Buff, Continental, Cotillion, Criterion, Dapt, Gospel Rec'g, Johnson, Monmouth Evergreen, Pa-dik, Prince, Riccio, RSVP. Tape: (reel-to-reel) Tucker Prod'ns; (cartridge) Pulse, Tucker Prod'ns.

Beta, 599 Tenth Ave. Zip: 10036. Tel: CH 4-3744. Pres.: John Halonka; Mgr.: Edward Kleinbaum; Promo.: Matty Matthews. Labels: Abnak, Alegre, Calla, Cesta, Cotique, Backbeat, Barry, Diamond, Dooto, Duke, Fairmount, Fania, Fantasy, Fleetwood, Fonseca, Fraternity, Golden Crest, Golden Kiddie, Jamie, Kent, Laurie, Money, Nola, Parlo, Peacock, Riverside, Roulette, Scepter, USA, United, Wand, Wheelsville, Windy C, Wonderland. Bruno-New York, 460 W. 34 St. Zip: 10001. Tel: 564-3062. VP: Phil Silverman; Promo.: Mike Borrello. Labels: RCA Victor, RCA Camden, RCA Victrola, Request. Tape: (reel-to-reel) RCA Victor, RCA Camden; (cartridge) RCA Victor, RCA Camden, Kapp, Scepter, Buena Vista, Wand, Diamond, Prestige. Tape playback equip.: RCA Victor, Borg-Warner.

Capitol, 1290 Ave. of the Americas. Zip: 10019. Tel: 765-0890. Mgr.: Charles Nuccio; Promo.: Joe Maimone & Bob Smith. Labels: Capitol, Angel. Tape: (reel-to-reel & cartridge) Capitol. Musical instruments: harmonicas (Hohner). Musical accessories: needles & accessories (Duotone).

Casino, 404 W. 46 St. Zip: 10036. Tel: 265-9662. Pres.: Pedro C. Alvarez. Labels: Lyra, Modiner, Panart, Parnaso, Sonolux.

Columbia, 545 Madison Ave. Zip: 10022. Tel: HA 1-4700. Mgr.: Tony Martell; Promo.: Frank Campana & Nick Cortale. Labels: Columbia, Harmony, Odyssey, Date. Distributes: other Columbia Product.

Dakin Sales, 550 Fifth Ave. Tel: 757-6454. Pres. & Mgr.: David King (branch of American Album & Tape, NYC).

Decca, 445 Park Ave. Zip: 10022. Tel: 759-7500. Mgr.: J. McDonald. Distributes: Decca Product.

Domino, 1122 Rhinelander Ave., Bronx. Zip: 10461. Tel: 892-8290. Pres. & Gen. Mgr.: Al Vee; Sales Mgr.: Ray Ali.

Labels: Baby, DiVenus, Domino, Famm. Eastern Rec. Sales, 666 Tenth Ave. Zip: 10036. Tel: CI 5-9469. Mgr.: Murray Lefkoff.

Labels: Astro-Greek, Bear. Educational Rec. Sales, 157 Chambers. Tel: CO 7-7437. Mgr.: Norman Kaplan. Labels: Bowmar, Caedmon, Capitol, Columbia, Decca, Enrichment, Folkways, Pathways of Sound, Poetry, RCA Victor, Spoken Arts.

FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn. Zip: 11204. Tel: CL 6-7876/8. Pres.: Leonard Finkel; Mgr.: Stuart Mont; Promo.: Jack Haddad, Albert Charach, Arthur Applebaum. Labels: Pickwick, Happy Time, Cricket, Panda, Little World Puzzle.

Tape: (reel-to-reel) all labels; (cartridge) ABC, A&M, Ampex, Amy, Angel, Atco, Atlantic, Bang, Bell, Buena Vista, Cadet, Camden, Capitol, Chess, Colgems, Columbia, Command, Crescendo, Decca, Diamond, Dot, Dunhill, DynoVoice, Elektra, Fantasy, GRT, Grand Award, Hi, Impulse, Jay Jay, Jerden, Kama Sutra, Kapp, King, London, MGM, Mala, Monument, Moonglow, Musicland, Music-tapes, New Voice, Parrot, Paula, Phyllis, Pickwick, Press, Prestige, Purist, Reprise, Scepter, Starday, Stax, USA, Vanguard, Verve, Viva, Volt, Wand, Warner Bros., Westminster.

Musical instruments: bongos, maracas. Musical accessories: strings (Goya, LaBella, Walco, Recloton), guitar accessories (Goya), picks (Hercol). (SEE ADVERTISEMENT)

Folk Dancer, 108 W. 16 St. Tel: WA 9-0644, Mgr.: Michael Herman. Labels: Folk Dancer, MacGregor.

Folkways, 701 Seventh Ave. Zip: 10036. Tel: JU 6-7260. Dir.: Moses Asch.

German News, 218 E. 86 St. Zip: 10028. Tel: BU 8-5500. Mgr.: Walter Buhrmann. Labels: Elite-Austronit, Eurodisc, Odeon, Polydor.

Hager, 711 Crown St., Brooklyn. Zip: 11213. Tel: HY 3-8131. Pres.: Isaac Hager. Labels: Famous, Fran, Greater Rec'g, Neginah, Rone, Tivell, Yeled.

Hector, 48 W. 22 St. Zip: 10010. Tel: 242-1989. Mgr.: Frank Warren.

Labels: Acousto-Graphic, Advance, American Legacy, Audiophile, Austin, Bert & I, Blues Classics, Boston, Cook, Delmark, Dorian, Edox, Evergreen, Fidelity Sound, GHB, Gold Star, Haydn Society, Internos, Jazz Crusade, Jazzology, Lexington, Louisville, Mobile Fidelity, Murlim, Music Library, Opus 1, Origin Jazz Library, Overture, Owl, Pace, RIC, Rocco, SPA, Serenus, Southland, Sure, Takoma, VLR, Venus, World, World Language.

The Hellenic, 365-367 W. 34 St. Zip: 10001. Tel: LO 3-2831. Pres.: Ted Starke. Labels: Alector, Orient Int'l, Parkmount.

Ideal, 171-07 Jamaica Ave., Jamaica. Zip: 11432. Tel: AX 1-8700. Pres.: Samuel Keenholz. Labels: Distinguished, Gold Star, Tom Lehrer.

Jay-Gee Jubilee, 1790 Broadway. Tel: PL 7-8570. Labels: BT Puppy, Blaine, Josie, Jubilee, Port, R, Rainy Day, Toof.

Kartridge Audio, 3536 Hull Ave., Bronx. Zip: 10467. Tel: 547-9009. Pres.: Ken Chesney; Promo.: James Ciccone, Bryant Stiles, William Chesney.

Tape: (cartridge) Capitol, Motown, GRT, Muntz, Pickwick, Decca, Coral, Pulse. Tape playback equip.: Automatic Radio, Muntz, Capitol, Tenna.

Tape accessories: blank tapes, carrying cases, home & auto speakers, head cleaners. Liberty Rec. Dist'g Co. of N. Y., 8-15 37 Ave., Long Island City. Zip: 11101. Tel: 937-1100. Mgr.: Len Chapman; Promo.: Tom Rogan.

Labels: Liberty, Imperial, Dolton, Blue Note, World Pacific, Pacific Jazz, Minit, Sunset, Soul City, Premier. Tape: (cartridge) Liberty Stereo Tapes.

London, 521 W. 25 St. Zip: 10001. Tel: AL 5-8350. Mgr.: Philip Wesen. Labels: Beltone, Coliseum, Congress, Deram, Felsted, Four Corners, Hi, Kapp, l'Oiseau-Lyre, London, London Int'l, MOC, Palomar, Parrot, President, Press, Richmond, SPQR, Seville, Telefunken, Tribe.

MALVERNE, 601 W. 50 St. Zip: 10019. Tel: PL 7-0070. Owner: Al Hirsch; Sales Mgr.: Joe Grippo.

Labels: Atco, Atlantic, Brook-lyn, Cameo, Carla, Carnival, Class, Cook, Delmark, Dial, Dore, Dunwich, Era, Fame, Focus, Gospel, Hanna-Barbera, Headline, Moonglow, New Art, Okeh, Parkway, Prestige, Rojac, Savoy, Stax, Testament, Vault, Volt, White Whale. (SEE ADVERTISEMENT)

Merrec, 32-02 Queens Blvd., Long Island City. Zip: 11101. Tel: 729-6660. Mgr.: Frank Cama; Promo.: Jerry Ross & Joseph Senkiewicz.

Labels: Mercury, Philips, Smash, Fontana, Wing, Emarcy, World Series, Limelight, Childcraft, Play Craft, Story Teller. Tape: (cartridge) Philips, Smash, Fontana, Mercury, Limelight.

MET RICHMOND, 1637 Utica Ave., Brooklyn. Zip: 11234. Tel: 253-4600.

Labels: ASA, Alma, Amex, Antilano, Astro, BBM, BRC, Baroneza, Bocar, Carvier, Colonna, Columbia, Danny, Economy, Edessa, Encanto, Explorer, Filtro, Iberia, Jardin, Kasin, Mona, Norca, Odessa, Pergasso, Ponce, Prominent, Progresso, Prospect, Reli, Revancha, Rhumba, Riney, Serenata, Skipper, Somar, Sono Mex, Tropical. (SEE ADVERTISEMENT)

Metro, 547 W. 52 St. Zip: 10036. Tel: CO 5-1871. Mgr.: Stan Drayson.

Labels: Audio Fidelity, Contemporary, Elektra, Good Time Jazz, Heliodor, Kama Sutra, Leo the Lion, Living Language, Lost Nite, MGM, Mardi Gras, Metro, Mira, Nonesuch, Original Sound, Project 3, Swan, VSP, Vee Jay, Verve, Verve/Folkways.

Tape: (cartridge) ITCC, Playtapes. Tape playback equip.: MGM, Playtape.

Playette, 585 Ninth Ave. Zip: 10036. Tel: BR 9-5379. Pres.: Sidney A. Evans.

Labels: Ades, Amadeo, Barclay, Cetra, Chant du Monde, DGG, Festival, GMS-Disc, Hachette, Hispavox, Lumen, Nuova Accademia, Philips, Pleiade, RTF, Regal, Vega, Visaphon, Vogue. Quailton, 39-38 58 St., Woodside. Zip: 11377. Tel: TW 7-1820. VP & Gen. Mgr.: Otto Quittner.

Record & Tape Sales, 821 Broadway. Zip: 10003. Tel: OR 4-6400. Contact: Robert Staub.

Labels: Jazz Cool (USA); Barclay, Festival, Philips, Polydor, Vogue (all French); Barenreiter, UNESCO, Musica, Electrola (all German). Spectrum Ents., GPO Box 1785. Zip: 10001.

Stanley-Lewis, 534 W. 58 St. Zip: 10019. Tel: CO 5-7955. Mgr.: Harry Lew.

Labels: Archive, Asch, Avakian, Bach Guild, Barclay, Barenreiter, Bartok, Boite a Musique (BAM), Broadside, CMS (Children's Records), Caedmon, Cambridge, Classic Editions, Composers Rec'gs (CRI), Connoisseur Society, Conversaphone, Credo, Cum Laude, DGG, Desto, Dover, Dyer-Bennet, EMS, ESP, Enrichment, Eterna, Experiences Anonymes (EA), Festival, Ficker, Folkways, Gregorian Institute, Haydn Society, Lexington, Lyrichord, Milestone, Monitor, Motivation, Musica Sacra (AMS), Music Guild, Music Minus One (MMO), Oak Publications, Pathways of Sound (POS), Philips, Poetry, Proscenium, Quote, Rutgers, Music Dictation, SPA, Spoken Art, Spoken Word, Theatre Masterpieces, Tradition, Turnabout, Vanguard, Vogue, Voix de l'Auteur (LVA), Vox, Westminster, Word. Tape: (reel-to-reel) DGG, Archive.

States, 46-50 54 Ave., Maspeth. Tel: 786-6255. Principals: Lou Klayman & Al Levine; Mgr.: Morris Weissman; Promo.: Sam Vargas.

Labels: Alshire Presents, Tifton, Take 6, Stereo Fidelity, 20th-Fox, Time, Shout, Current, Tower, Philips, Mace, Ambassador, Shad, ESP-Disk, Dictation Disc, Somerset, Audio Spectrum, Mainstream, Bang, Chisa, Pickwick, Movietone, Emerald, Golden, Twirl. Tape: (cartridge) Audio Spectrum, ABC, Command, Impulse.

Trinity, 240 W. 55 St. Tel: 247-4970. Mgr.: Mort Waters; Promo.: Otis Pollard & Frank Berman (branch of Trinity, East Hartford, Conn.). Labels: Astor, Audio Lab, Beacon, Bethlehem, Dynamo, Faith, Federal, Getit, Humoresque, King, Mark 11, Musicor, Zerott.

Triode, 1639 Broadway, Suite 310. Zip: 10019. Tel: 581-8179. Pres. & Mgr.: Ben Smith. Labels: All Church, Tarx, Trax, Tra-X, Triode, X-tra.

U S Premium, 1 E. 42 St. Tel: 867-1891. Pres.: Ed Krass. Labels: Decca, Longine Symphonette Society, Pickwick Int'l.

Vintage, 210 Fifth Ave. Zip: 10010. Tel: MU 3-9221. Pres.: Ted Ward. Labels: Cut-outs 45's.

Wally's Stereo Tape City, 550 W. 54 St. Zip: 10019. Tel: JU 2-6118. Pres.: Harry Wally. Tape: (cartridge) all principal lines.

World Wide, 101 W. 55 St., Suite 1B. Tel: 581-2995. Contacts: Seymour Spiegelman & Mickey J. Addy.

Distributes: Dot, Hamilton Product.

● **RAVENA (Area Code 518)**

R & J Rec. Promo. Ctr., 9 Wendell St. Zip: 12143. Tel: 751-5157. Mgr.: Jay Polverelli; Promo.: Roger Wilber, Tom Bonville, Charles Mohr.

Labels: London, Parrot, Congress, Deram, Mo-Soul, Chy Town.

● **SYRACUSE (Area Code 315)**

Columbia, 218 Harrison St. Zip: 13202. Tel: 474-2901. Sales Mgr.: Irv Medway; Promo. Mgr.: John Perry.

Distributes: Columbia Product. Morris, 1153 W. Fayette St. Zip: 13201. Tel: GR 5-6531. Mgr.: Oscar Dachs.

Distributes: RCA Victor Product. Northeastern Rec., 360 Tolland St., East Hartford, Conn. 06108. Tel: (203) 289-7431. Pres.: Richard J. Godlewski; Sales Mgr.: Frank Sutter.

Labels distributed in Syracuse area: ABC, Alshire Presents, Archive, Audio Fidelity, BT Puppy, Bach Guild, Bang, Bert & I, Blue Note, Cabot, Caedmon, Canadian-American, Challenge, Children's Rec. Guild, Command, Co&Ce, Crossroads, DGG, Dauntless, Dictation Disc, Dover, Dunhill, Dyno, Epic, Fiesta, Fleetwood, Four Corners, Golden, Graphophone, Gross, Hanna-

continued on page 108

continued

Main Line, 1260 E. 38 St. Zip: 44114. Tel: 391-1800. Pres.: Gene Shipley; Exec. VP: Mike Spence; Mgr. RCA Div.: Carl Lombardo; Mgr. Independent Div.: Joe Simone; Promo.: Ron Goldstein.  
 Branches: Miami, Fla.; Atlanta, Ga.  
 Labels: RCA Victor, RCA Camden, A&M, Amy, Bell, Bang, Buddah, Backbeat, Cadet, Challenge, Checker, Chess, DGG, Duke, Elektra, Abnak, Fraternity, Gordy, Jamie, Guyden, Kama Sutra, Kapp, Laurie, MGM, Main Line, Motown, Musicor, GNP, Soul, Starday, Tamla, United Artist UNI, VIP, Verve, Vanguard.  
 Tape: (reel-to-reel) RCA Victor; (cartridge) same as record labels.  
 Tape playback equip.: MGM Playtape, RCA Victor, Borg-Warner.

Merrec, 2800 Euclid Ave. Zip: 44115. Tel: 241-2696. Mgr.: Sheldon Tirk.  
 Labels: Mercury, Philips, Smash, Limelight, Emarcy, Fontana.  
 Distributes: other Mercury Product.

Midwest, 6510 St. Clair Ave. Zip: 44103. Tel: 391-6620. Pres.: Ronald Schaffer; Gen. Mgr.: Donald E. George.

Labels: A&B, After Hours, Alector, Alegre, Alto, Angeltone, Apon, Arc Sound, Atlas, Attack, Avant Garde, Barrington, Barry, Big Jim, Big Wheel, Brent, Calla, Carnival, Corial, Cotique Prod'ns, Cuca, Dearborn, Deesu, Diamond Jim, Dover, Drew, Dyno, Eagle, Eightball, Eldo, End, Eurotone, Exodus, Frisco, Fury, Gamble, Gateway, Gemini, Greyko, Groovesville, Groovy, Jameco, Jazzland, Kent, Kenwood, Magic City, Marjon, Mark II, Mar-V-Lus, Mayfield, Michigan Avenue, Modern, Moonshot, M-Pac, Musette, Nola, One-Derful, Palos, Parlo, Pioneer, Polka Pal, Revilot, Ric-Tic, Riverside, Rojac, Roost, Roulette, SSS, St. Lawrence, Sama Ethon, Samar, Satin, Shelby Singleton Prod'ns, Sidra, Sims, Sport, Tag, Tammy, Taurus, Thelma, Thomas, Tico, Tru-Glo-Town, Tuba, Way Out, Wheelsville, Whit, Wonderland.

Mobile Stereo of Ohio, 5141 Pearl Rd. Zip: 44129. Tel: 741-3134. Pres.: C. J. Lombardo; Mgr.: R. C. Smith.

Branches: Cleveland, Ohio, Mobile Stereo-Fairview, 19220 Lorain Ave., Fairview Park. Zip: 44126. Tel: 333-5343. Mgr.: George Ruff—Mobile Stereo-East, 3826 Lee Rd. Zip: 44128. Tel: 752-3133. Mgr.: Norm Reid.  
 Tape: (cartridge) Motown, GRT, Decca, Capitol, Columbia, Ampex, ITCC, Liberty.

Tape playback equip.: Craig, Automatic Radio, Taiko, Muntz.  
 Seaway, 3142 Prospect Ave. Zip: 44115. Tel: EX 1-7300. Mgr.: David R. Glew; Promo: Mike Dragas & Tony Dercole.

Labels: Atlantic, Audio Fidelity, BT Puppy, Brent, Bright Star, Bronco, Cameo-Parkway, Clarion, Command, Dana, Dial, Diamond, Dictation Disc, Disneyland, Dot, Everest, Fiesta, Focus, Garrison, Golden, Grand Award, Gross, Hamilton, Hickory, Hilltop, Hob, Impact, Instant, Jay Jay, Jet Stream, Josie, Jubilee, Key-men, Like, Mace, Mainstream, Monitor, MoSoul, Mustang, Original Sound, Pickwick, Port, Sceptor, Seven B, Simco, Sims, Stax, Swan, Time, Tower, USA, Van Dam, Vista, Viva, Wand, Windy C.

Tape: (cartridge) Dot, Command.  
 Sound Sales, 7706 Carnegie. Zip: 44103. Tel: 432-0080. Mgr.: Milt Weiss.

Labels: Airtown, Combo, Dooto, Dynamo, Faro, Flip, Highland, Luau, Mira, Mirwood, Money, Noshobor, Scamm, Solid Hit, Ten Star.

• **COLUMBUS (Area Code 614)**  
 Car Stereo Ctrs., "Tape City," 4147 E. Main St. Tel: 237-0203. Pres.: B. Liberman. Branches: Akron, Canton, Youngstown, Ohio.

Tape: (cartridge) GRT, Ampex, ITCC, Decca, Columbia, Capitol, Liberty, Mercury.  
 Mainline Rec. Dist. of Ohio, 354 E. 11 Ave. Zip: 43201. Tel: 299-3896. Mgr.: Vernon Stewart; Promo.: George E. Stewart, George Sagold, Ben Segal, Bobby Clark.  
 Labels: Ballard, Ekco, Hi, Hi-Top, Hitone, Smash, Songdial, Stardisc, Verne.

• **MINERVA (Area Code 216)**  
 Praise, 15589 Freed Rd. S.E. Zip: 44657. Tel: 868-4840. Mgr.: Julia D. Maas.  
 Labels: Canaan, Joyous Melodies, Praise, Sacred, Sword, Word.

• **SPRINGFIELD (Area Code 513)**  
 Buckeye Ent's., 5 E. Main St. Zip: 45502. Tel: 325-3061. Pres.: Asen Kristoff; Sales Mgr.: Roger Wissinger; Buyer: Steve Kristoff.  
 Labels: Cricket, Design, Golden, Pickwick/33, Pickwick Int'l, Somerset, Stereo Fidelity. Sub-distributor for RCA, Capitol, Columbia & all major labels.  
 Tape: (cartridge) sub-distributor for all major tape lines.  
 Musical accessories: carrying cases (Amfile).

• **YOUNGSTOWN (Area Code 216)**  
 Car Stereo Ctrs., "Tape City," 1605 Belmont Ave. Tel: 743-6155. Pres.: B. Liberman.  
 Branches: Akron, Canton, Columbus, Ohio.  
 Tape (cartridge) GRT, Ampex, ITCC, Decca, Columbia, Capitol, Liberty, Mercury.

## OKLAHOMA

• **NORMAN (Area Code 405)**  
 Oklahoma Operating, 758 Asp.  
 Home office: Oklahoma City, Okla.  
 Tape: (cartridge) Muntz, ITCC, Great Western.

• **OKLAHOMA CITY (Area Code 405)**  
 B & K, 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509.  
 Mgrs.: Cliff Keeton & Bill Burton; Promo.: Bill Runge.

Branch: Dallas, Tex.  
 Labels: ABC, Abnak, Atco, Atlantic, Backbeat, Bang, Boom, Cameo, Command, Dial, Diamond, Disneyland, Dolton, Dunhill, Dunwich, Imperial, Impulse, Jewel, Kapp, Karen, Liberty, Minit, Oliver, Parkway, Paula, Philles, Rampart, Roulette, Shout, Stax, Sunset, Tangerine, Tower, Volt.  
 Tape (cartridge) ABC, Command, Impulse, Liberty.

Dulaney, 100 N.W. 44 St. Zip: 73118. Tel: JA 5-1511. Pres.: L. T. Dulaney; Mgr.: Clyde C. Ball; Promo.: Robert Sanders.  
 Labels: RCA Victor, RCA Camden, Fraternity.  
 Tape: (reel-to-reel) RCA Victor, RCA Camden, Capitol, Ampex; (cartridge) RCA Victor, RCA Camden, Capitol, Columbia, Mercury, Smash, Philips, ITCC, Ampex, Decca.  
 Tape playback equip.: Lear Jet, RCA Victor.  
 Oklahoma Operating, 1618 N. May. Zip: 73107. Tel: WI 3-5432. Pres.: R. F. J. Williams.  
 Branches: Oklahoma City, Okla., 2500 N.W. 23 & 2040 N.W. 10.—Norman, Okla.—Tulsa, Okla.—Albuquerque, N.M.  
 Tape: (cartridge) Muntz, ITCC, Great Western.

• **TULSA (Area Code 405)**  
 Oklahoma Operating, 3421 S. Peoria.  
 Home office: Oklahoma City, Okla.  
 Tape: (cartridge) Muntz, ITCC, Great Western.

## OREGON

• **MEHAMA (Area Code 503)**  
 INTERNATIONAL CONSOLIDATED, PO Box 928. Pres.: Virginia Scott; Nat'l rep.: Mark Raymer; Promo.: Sherree Scott.

continued on page 112

★ AGGRESSIVE PROMOTION  
 ★ TOP-RATE DIRECTION

★ DYNAMIC SALES STAFF  
 ★ FINEST FACILITIES



**DAVID ROSEN inc.**

\* **HARRY ROSEN**  
 Vice-President

855 N. BROAD ST. • PHILADELPHIA, PA. 19123 (215) CE 2-2900

**IN PHILADELPHIA**  
 Promotion In Motion Merchandising  
 Volume Sales

*Universal*

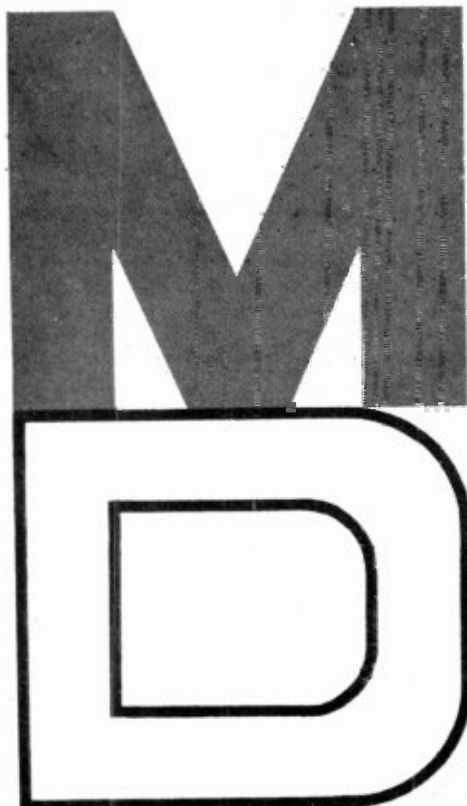
**LEN RADCLIFF, Gen. Mgr.**  
 record distributing corporation  
 919 N. Broad St. Philadelphia 23, Pa.  
 CEnter 2-3333

# COVER THE SOUTH



ED WALKER, Gen. Mgr.

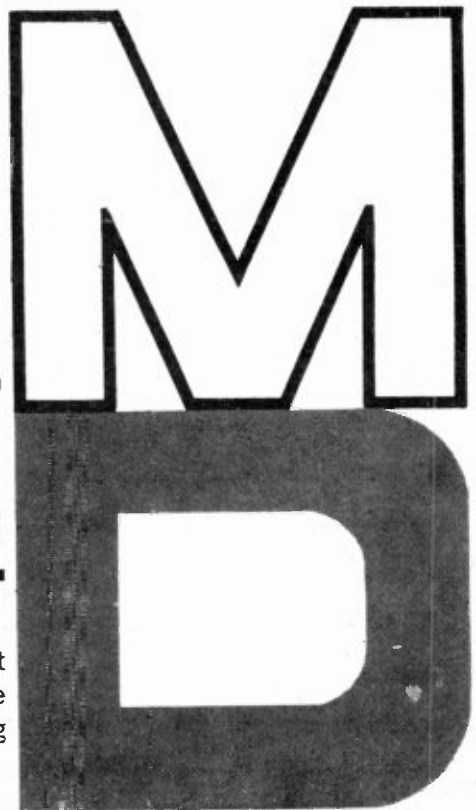
1023 BARONNE ST., NEW ORLEANS, LA. 70130. TELEPHONE (504) 525-7104.



**MEMPHIS  
-DELTA  
DISTRIBUTING CO.**

596 Lane Avenue  
Memphis, Tennessee  
**(901) 525-0756**

Ewell Roussell, Mgr.  
Representing the Independent  
Manufacturer with effective  
sales promotion, merchandising  
know-how and fast service.



continued

Home office: San Fernando, Calif.  
Labels: Angeltone, Atlas, Colorful, Headliner Stars, Robbins, Sherree Heart. (SEE ADVERTISEMENT)

• **PORTLAND (Area Code 503)**

North Pacific, 2950 N.W. 29 Ave. Zip: 97210. Tel: 228-9576. Mgr.: Harry Salvus.  
Labels: RCA Victor, RCA Camden, RCA Victrola, Request.

Tape: (reel-to-reel & cartridge) RCA Victor.

Tape-Tronics (div. of Seattle Rec. One Stop), 21 N.E. Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Mel Keely.

Branch: Seattle, Wash.

Tape: (cartridge) ABC, ARC, Ampex, Aura Sonic, Capitol, Columbia, Decca, Dot, GRT, ITCC, Liberty, Mercury, Muntz, Motown, Pickwick, RCA, United Artists.

Tape playback equip.: Audio Stereo, Automatic Radio, Borg-Warner, Capitol, Lear Jet, RCA, Taiko, Telemark.

**PENNSYLVANIA**

• **BETHLEHEM (Area Code 215)**

Rave, 415 Buchanan St. Zip: 18015. Tel: 865-1941. Mgr.: "Jolly Joe" Timmer.

Labels: Ampol, Apon, Artists Life, B&F, Chicago, Dala, Dyno, Edelweiss, Glo, Hazam, Jay Jay, Pageant, Rave, Request, Rex, Stella, Turul, Universe.

Musical instruments: drums (Ludwig, Slingerland).

• **HARRISBURG (Area Code 717)**

D & H, 2525 N. Seventh St. Tel: 236-8001. Mgr.: David Press.

Branch: Baltimore, Md.

Tape: (reel-to-reel & cartridge) all lines.

Tape playback equip.: RCA Victor, Lear Jet, Borg-Warner.

Musical accessories: guitar (Recoton).

• **JOHNSTOWN (Area Code 814)**

Page Rec'g, 345 Second St. Zip: 15909. Tel: 539-8117. Mgr. & Promo. East Coast: Al Page; Promo. West Coast: Ernie Page.

Labels: ARC, Apon, Camay, Coronet, Crown, Disneyland, Greyko, HBR, Jay Jay, La Brea, Marjon, Page, Rave, Seaway, Silverbell, Somerset, Spin-O-Rama, Tambura, Wyncote.

Tape: (cartridge) ITCC.

• **NEW KENSINGTON (Area Code 412)**

Vokes, PO Drawer 1203. Zip: 15068. Tel: 828-6864. Pres. & Mgr.: Howard Vokes; Promo.: Bob Rose.

Labels: Blue Hen, Del-Ray, Sharon, Vokes.

• **PHILADELPHIA (Area Code 215)**

A & L, 1811 Fairmount Ave. Zip: 19130. Tel: PO 5-4300. Owner: Al Melnick; Gen. Mgr.: Harry Fink; Sales Mgr.: Burton Naidoff; Promo.: Barry Abrams.

Labels: Academy, Adventure, Afro, Alector, Amy, Audio Fidelity, Audio Rarities, Aurora, Avoca, Backbeat, Bell, Big Hill, Big Top, Brent, Calla, Conversaphone, Colonial, Crescent, D-Town, Dearborn, Duke, DynoVoice, Elektra, ESP-Disk, Excello, Exodus, Fantasy, Flashback, Folkways, Galaxy, Glad Hamp, Golden Crest, Gold-wax, Happy Time, Headline, Impact, Jet Set, Karate, Little Darlin', Mala, Mayfield, Mobile Fidelity, Monitor, Mummil, Musicland, Music Minus One, Nashboro, New Voice, Nina, None-such, Peacock, Pickwick/33, Richard Dyer-Bennet, Riot, Rivoli, Song Bird, Sphere Sound, Spoken Arts, Standard, Sureshot, Tikva, Turn-about, Vox.

Tape: (reel-to-reel) Ampex, Musictapes; (cartridge) Ampex, Musictapes, GRT, Standard, Colonial.

Tape playback equip.: Honeytone, Crown, Standard Radio, Peerless, Goss, Viscount, Webcor.

Musical instruments: organs (Magnus, Organaire, Norske). (SEE ADVERTISEMENT)

AMERICAN REC. SALES, 1242 W. Girard Ave. Zip: 19123. Tel: PO 9-3900. Pres.: Bill Buster. Labels: Eric & 45 rpm oldies. (SEE ADVERTISEMENT)

Capitol, 7708 City Ave. Zip: 19151. Tel: TR 7-4167. Mgr.: Howard Aronson; Promo.: Reds Richards. Labels: Capitol, Angel.

Tape: (reel-to-reel & cartridge) Capitol, Angel. Tape playback equip.: Capitol.

Musical instruments: harmonicas (Hohner). CHIPS, 2750 N. Broad St. Zip: 19132. Tel: BA 6-4600. Mgr.: Ernie Santone; Promo: Weldon McDougal & Alex Araco.

Labels: Artia, Avant Garde, Boone, Cameo, Canaan, Carnival, Diamond, Disneyland, Dore, Dover, Dyno, Eurotone, Fleetwood, Fraternity, GNP, Gamble, Gateway, Gordy, Lucky Eleven, MTA, Mira, Mirwood, Motown, Nola, Parkway, Parliament, Parlo, Soul, Stella, Tamla, VIP, Vista, Way Out, Windy C, Word, Wyncote.

Tape: (cartridge) Gordy, Motown, Soul, Tamla, Word.

Tape playback equip.: Auto Sonic. Phonographs: Phonola.

Musical accessories: needles (Fidelitone). (SEE ADVERTISEMENT)

Columbia Rec. Sales, 4 Penn Ctr. Plaza, Suite 224. Zip: 19103. Tel: LO 8-4445. Mgr.: Edward Masterson; Promo. Mgr.: Ted Kellem; Regional Sales Mgr. (Philadelphia, Washington, Miami, Atlanta): Jack Craigo.

Distributes: Columbia Product.

Decca, Tel: WA 2-5659, (see listing under Camden, N.J.).

Dot Universal, 919 N. Broad St. Tel: CE 6-7711. Distributes: Dot & Hamilton Product.

Hamilton Sales, 22 St. & Parkway. Zip: 19130. Tel.: LO 3-4679. Owner: Bill Hamilton.

Labels: all label closeouts, 45's & LP's. J M B, PO Box 2902. Zip: 19126. Tel: WA 7-0253.

Pres.: Michael Adler; Buyer: Linda Eckle. Labels: Amber, BJ, Bobby's, Candelite, Cool Sound, Ditto, Fellatio, JDF, Kape, Nason, Old Timer, Oldies but Goodies, Pantomime, Power, Red Fox, Rendezvous, Siamese, Shield, Snowflake, Speedy.

JAMIE/GUYDEN, 919 N. Broad St. Zip: 19123. Tel: CE 2-8383. Pres.: Harold Lipsius; Contact: Paul Fien.

Labels: Arctic, Caldwell, Charay, Diann, First Amendment, Guyden, Important, Jamie, Landa, MLS, Phil-La of Soul, Showtime, Soft. (SEE ADVERTISEMENT)

Liberty, Tel: WA 3-4196, (see listing under Pennsauken, N.J.).

Marnel, 2512 N. Broad St. Tel: BA 6-1222. Mgr.: Marshall Verbit.

Labels: Alegre, Ascot, Atlantic, BT Puppy, Bang, Caedmon, Cetra, Co&Ce, Dana, Dial, Dooto, ESP-Disk, Everest, Fiesta, Grecophone, Gross, Hanna-Barbera, Hifi, Jay Jay, Jazzland, Jubilee, Laurie, Legrand, Life, Living Language, Lost-Nite, Mainstream, Prestige, Relic, Riverside, Rojac, Roulette, Savoy, Shout, Specialty, Starday, Stax, Sun, Tico, Time, Tower, United Artists, Valiant, Vanguard, Wonderland.

Tape: (cartridge) United Artists, ITCC. Merrec, 8040 Roosevelt Blvd. Zip: 19152. Tel: 332-6100. Mgr.: Jules Abramson.

Labels: Mercury, Phillips, Smash, Fontana, Limelight, Emarcy.

Distributes: other Mercury Product. Fred Miles/Abundant Sounds, 4 & 6 S. Mole St. Zip: 19102. Tel: LO 8-0985.

Labels: Abundant Sounds, Entre, Fred Miles Presents, Jazzline, Ranstead.

Robert Nash, 207 Tulpehocken Ave., Elkins Park. Tel: WA 7-6100. Pres.: Robert Nash.

Distributes: cartridge tape. DAVID ROSEN, 851/5 N. Broad St. Zip: 19123. Tel: CE 2-2900. Mgr.: Harry Rosen; Promo.: Matty Singer, Ronnie Singer, Richard Salvador.

Labels: ABC, Apt, Arwin, Award Artists, Banner, Bethlehem, Bluesway, Boom, Cadet, Checker, Chess, Chisa, Command, Congress, Dee Gee, Deluxe, Dunhill, Four Corners, Freeprot, Golden, Grand Award, Hickory, Impulse, Jerden, Kapp, Kee, Kent, King, Loma, Modern, Monument, Movietone, Music Guild, Musicor, Palmer, Post, Reprise, Soma, Sound Stage 7, Sure, Tangerine, Tuff, 20th-Fox, UNI, Veep, Warner Bros., Westminster.

Tape: (reel-to-reel) ABC, Command, Impulse, Westminster; (cartridge) ABC, Command, Impulse, Dunhill, Chess, Checker, Cadet, Golden, Warner Bros., Reprise, King.

Tape playback equip.: Craig. Musical accessories: Recoton, Astatic, Pickering, Le-Bo, Gavin products. (SEE ADVERTISEMENT)

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

Labels: RCA Victor, RCA Camden, RCA Victrola, Request, London, phase 4, London Int'l, Richmond, Coliseum, MGM, Verve, Metro, Kama Sutra, Heliodor, VSP, Leo the Lion, Verve, Verve/Folkways.

Tape: (reel-to-reel) RCA Victor, RCA Camden; (cartridge) RCA Victor, RCA Camden, MGM, Verve.

UNIVERSAL, 919 N. Broad St. Zip: 19123. Tel: CE 2-3333. Mgr.: Leonard Radcliff; Promo.: Tom Kennedy, Bill Harper, Alan Loft.

Affiliates: Miami, Fla., Campus-Skokie, Ill., Summit-Newark, N.J., Apex-Martin.

Labels: A&M, Atco, Challenge, Contemporary, Epic, London Group, Mustang, Old Town, Original Sound, Phyllis, Project 3, Scepter, Wand, White Whale.

Tape: (reel-to-reel) Epic. (SEE ADVERTISEMENT)

• **PITTSBURGH (Area Code 412)**

Capitol, 110 St. Joseph St. Tel: 431-5803. Mgr.: Dennis Letzler; Promo.: Joe Petrone.

Labels: Capitol, Angel. Tape: (reel-to-reel & cartridge) Capitol, Angel.

Musical instruments: harmonicas (Hohner). Columbia Rec. Sales, 220 Porter Bldg. Zip: 15219. Tel: 261-2844. Mgr.: Ronald J. Ehrle; Sales Mgr.: James K. Winston; Promo. Mgr.: "Solly" Solomon; Phono. Div.: Richard Iezzi.

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

Labels: Argos, Audiotape, Borderline, Commodore, Dictation Disc, Dootone, Fax, Golden Crest, Humorsonic, K&H, Russell Dance, Switchcraft.

Fenway, 1623 Blvd. of the Allies. Zip: 15219. Tel: 391-3973. Pres.: Herbert Cohen; Mgr.: Nick P. Cenci; Promo.: Jack Hakim & Raymond Anderson.

Labels: Abnak, Amy, Atlantic, Bell, Blue Note, Cadet, Checker, Chess, Co&Ce, Dial, Diamond, Everest, Fiesta, Four Corners, Gordy, Hi, Hickory, Jay Jay, Kapp, Mala, Motown, One-Derful, Parrot, Project 3, Roulette, Scepter, Soul, Stax, Tamla, United Artists, Wand.

Tape: (reel-to-reel) Command; (cartridge) Decca, RCA Victor, Motown, Tamla, Gordy, Command.

Hamburg Bros., 24 St. & AVRR. Zip: 15222. Tel: 471-0808. Gen. Mgr.: Morton J. Locker; Promo.: Jay Conniff.

Labels: ABC, Apt, Audio Lab, BT Puppy, Bach Guild, Bethlehem, Camden, Dana, Dunhill, Eurotone, Fraternity, Golden, Hanna-Barbera, Impulse, Josie, Jubilee, K-Ark, King, Living Language, Mira, Mirwood, Monument, Music Guild, Nashville, Pickwick/33, Port, RCA Camden, RCA Victor, RCA Victrola, Sound Stage 7, Starday, Tangerine, Tower, Vanguard, Westminster, Young People's Recs.

Tape: (reel-to-reel) RCA Victor, RCA Camden, ABC, Impulse, A&M; (cartridge) RCA Victor, Liberty, ITCC, MGM, Ampex, Muntz, Musictapes, Golden, ABC, Impulse, Pickwick, Dunhill, GRT.

Klein's Logan Variety Store, 2111 Centre Ave. Tel: 261-6176. Pres.: Isadore Klein.

Labels: Angeltone, Atlas, Aura, Backbeat, Baronet, Big Jim, Bluesville, Brent, Candlelight, Carnival, Circa, Cobra, Cortland, D-Town, Dana, Don-EI, Dooto, Dore, Duke, Dynam, Eastern, Era, Excello, Fortune, Gina, Golden World, Goldie, Goldisc, Hull, Impact, Itzy, Jimo, Jox, Junior, Kent, Lola, Milestone, Modern, Music-note, Music World, Nashboro, Nola, Parlo, Peacock, Prestige, Ran-Dee, Relic, Ric-Tic, Swingin', Time, Travis, V-Tone, Way Out, WinGate, Witch. Tape: all lines.

P M RECS., 1901 Fifth Ave. Zip: 15129. Tel: 391-1390. Pres.: Paul McGrath.

Labels: Biscayne, Clown, Darby, Dorem, Dome, Everest, Elvitrue, Fame, Harlequin, Kanwic, Kubaney, Lifetime, Marlu, Melron, Milky Way, Monitor, Radem, Ramco, Ranger, Raven, Richie, Rockland, Sims, Thunder. (SEE ADVERTISEMENT)

Jack H. Samuels, 5117 Baum Blvd. Zip: 15224. Tel: 621-1816. Pres.: Jack H. Samuels; Promo.: Ray Leger, Harvey Ray, Jack Morris.

Branch: Pittsburgh, Pa., Sounds of Music. Tape: (reel-to-reel) Reprise, Warner Bros., London, Ampex, GRT, RCA Victor; (cartridge) Capitol, Columbia, Decca, Motown, Mercury, ITCC, Aura Sonic, Pulse, Muntz, Liberty, Command, ABC, RCA Victor, GRT, Berlitz, Ampex, London.

Tape playback equip.: Lear Jet. Musical instruments: drums, guitars (Decca, Teletar).

Sounds of Music, 5121 Baum Blvd. Zip: 15224. Tel: 621-1849. Mgrs.: Ray Leger & Jack Morris; Promo.: Harvey Ray. (see Jack H. Samuels, Pittsburgh, for products distributed).

Standard, 1623 Blvd. of the Allies. Zip: 15219. Tel: 391-3973. Mgr.: Nick Cenci; Promo.: Jack Hakim & Ray Anderson.

Labels: Atco, Challenge, Command, Flip, Gateway, Grand Award, Imperial, Laurie, Parkway, Phyllis, Reprise, Swan, Warner Bros.

Tape: (reel-to-reel) Command; (cartridge) RCA Victor, Kapp, Decca, Motown-Tamla-Gordy, Liberty, United Artists, Command.

• **READING (Area Code 215)**

McKinnon, 411 Gordon St. Zip: 19601. Tel: 374-6580. Pres.: Leonard McKinnon; Gen. Mgr.: Beulah F. Coad.

Labels: Beulah, Center City, Gordon Street, Hit-Kingdom, Holy Cross, Lorraine, Margie, Marion, McKinnon, Reading, Slide.

Tape: (reel-to-reel) McKinnon, Center City.

• **SCRANTON (Area Code 717)**

Bellnash, Elmhurst Blvd. & Watres Dr. Zip: 18510. Tel: 347-8429. Mgr.: Dick Plotkin; Promo.: Allen Plotkin, Steve Fedor, Garf Green.

Labels: Bella, Beret, Debra, Gina, Little Gent's Children's Recs., Marla, Midtown, Review.

Musical accessories: Pageant, Walco.

• **STONEBORO (Area Code 412)**

Praise, Dept. B. Zip: 16153. Pres.: Johannes Maas; Promo.: G. K. Sheridan.

Labels: Joyous Melodies, Praise.

• **WILKES-BARRE (Area Code 717)**

T. J. Yarmey, 1212 Murry St. Zip: 18704. Tel: 288-2123. Exec. Mgr.: Thomas J. Yarmey.

Labels: Break Out, Cherry, DecEe, Dell, GB, JMC, Peninsula, Platter, Trusty, Wyoming.

**RHODE ISLAND**

• **PROVIDENCE (Area Code 401)**

Beacon, 725 Branch Ave. Zip: 29004. Tel: UN 1-7500 & JA 1-5121. Pres.: Milton Israeloff; Mgr.: Rubin Zeidman.

Labels: Buckingham, Coronet, Crown, Design, Grand Prix, Hilltop, Hurrh, Mercury Wing, Pickwick/33, RCA Camden, Somerset, Zonder-van.

Tape: (cartridge) Mercury, ITCC.

# 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: Christian Faith, Sing, Skylight, Temple,  
Worship.

## • KNOXVILLE (Area Code 615)

McClung Appliances, 310 Georgia St. Zip: 37917.  
Tel: 524-1811. Mgr.: Albert Smith.  
Labels: RCA Victor, RCA Camden, Heart Warm-  
ing, Peter Pan, Pickwick Int'l.  
Tape: (reel-to-reel) RCA Victor, RCA Camden;  
(cartridge) RCA Victor, Heart Warming, Pick-  
wick Int'l.

## • MEMPHIS (Area Code 901)

Blackwood Bros., 209 N. Lauderdale. Tel: JA 7-4349.  
Pres.: James Blackwood.  
Labels: Audio Books, Capitol, Choice, Christian  
Faith, Columbia, Comfort, Decca, Heart Warm-  
ing, Inspiration, RCA Victor, Sing, Skylite,  
Songs of Faith, Supreme, Zondervan.  
Decca, 741 Galloway Ave. Zip: 38105. Tel: 527-  
4539. Mgr.: Graham Hediker.  
Distributes: Decca Product.

Arthur Fulmer, 260 Monroe. Zip: 38101. Tel: JA  
5-5711. Contact: Arthur Fulmer Jr.  
Distributes: tapes & auto stereo.

McDonald Bros., 994 S. Bellevue. Zip: 38102. Tel:  
WH 8-2771. Mgr.: Charles F. Smith.  
Labels: RCA Victor, Atco, Atlantic, Colgems  
Dial, Fame, Mercury, Smash.

Tape: (cartridge) RCA Victor, GRT, ITCC, Pick-  
wick.

Tape playback equip.: Borg-Warner.  
MEMPHIS-DELTA, 596 Lane Ave. Zip: 38105. Tel:  
525-0756. Mgr.: Ewell Roussell; Promo.: Eddie  
Braddock.

Labels: Abnak, Accent, Alon, Ambassador,  
Arbet, Arwin, Atlas, Angeltone, Audio Fidelity,  
BT Puppy, Bang, Bar, Barry, Boone, Cadet,  
Cameo, Canterbury, Chalice, Checker, Chess,  
Co&Ce, Contemporary, Destination, Diamond,  
Dictation Disc, Dooto, Dynamo, Ember, Everest,  
Fax, Fraternity, GNP Crescendo, Gamble, Good  
Time Jazz, Gordy, Gospel, Groovesville, Halo,  
HiFi, Milltop, Hollywood, Impact, Instant, In-  
ternational Artist, Jamie, Jewel, Josie, Jubilee,  
King, La Louisianne, Living Language, MF, MTA,  
Mainstream, Mar-V-Lus, Mira, Mirwood, Mo-  
Soul, Montel, Motown, M-Pac, Musicor, Mus-

tang, Nashville, Newark, Nola, One-Derful,  
Parkway, Parlo, Paula, Philles, Pic, Pickwick.  
Pow, Prestige, Revilot, Ric-Tic, Rojac, Roulette,  
Sahara, St. Lawrence, Savoy, Seven B, Shout,  
Sims, Songs of Faith, Soul, Specialty, Starday,  
Stax, Sun, Tamla, Thomas, Tower, USA, VIP,  
Volt.

Tape: (reel-to-reel) Ampex; (cartridge) Ampex,  
ITCC, GRT, Muntz, Mercury, Philips, Smash,  
Fontana, Motown, Gordy, Tamla, Soul, Pick-  
wick.

Tape playback equip.: Muntz. (SEE ADVER-  
TISEMENT)  
Record Sales, 311 Exchange Ave. Zip: 38105. Tel:  
526-7361. Mgr.: Bill Biggs; R & B Promo.:  
Willie Bean.

Labels: ABC, Abet, Airtown, Amy, Backbeat,  
Bell, Best, Big Wheel, Bishop, Black Pearl,  
Blue Note, Boom, Bullet, Command, Crash,  
Crown, D-Town, Dollie, Dolton, Double Shot,  
Duke, Dunhill, DynoVoice, Excello, Garrison,  
Goldwax, Group, Heart Warming, Hi, Hickory,  
Hob, Impulse, Imperial, Jet Set, Jet Stream,  
Kent, LaBeat, Laurie, Liberty, Loma, Mellow,  
Minit, Modern, Mojo, Money, Monument, Movin',  
M-Pac, Museette, Musicland, Nashboro, New  
Voice, N-Joy, Pacific Jazz, Parrot, Peacock,  
Press, Reprise, St. Lawrence, Scepter, Song Bird,  
Sound Stage 7, Sphere Sound, Sunset, Sureshot,  
Statue, Tag Lid., Tangerine, Tarpon, Tribe, Tru-  
Glo, 20th-Fox, United Artists, United Modern,  
Valiant, Veep, Wand, Warner Bros., Wheelsville,  
Word, World Pacific, York.

Tape: (reel-to-reel) Command; (cartridge) United  
Artists, ABC, Dunhill, Command, Liberty,  
Warner Bros., Reprise, Word.

Tri-State, 3635 Allandale. Tel: 324-4640. Mgr.:  
Style Wooten; Promo.: Roy Meddors & Thomas  
Grissom.

Labels: Allandale, Burchten, Calten, Memphis,  
BMS, Mid-South, Prime, STZ, Spinnin' Square,  
Style, Styles-Way, M&W, Taver, Ten-Tex, 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, 127 Lafayette St. Zip: 37202. Tel:  
255-7315. Mgr.: Hutch Carlock; Promo.: Mrs.  
Rae Bundy.

Labels: ABC, ARA, Ambassador, Atco, Atlantic,  
Audio Book, BT Puppy, Bang, Bethany, Bethle-  
hem, Big Wheel, Boom, Calla, Cameo, Carla,  
Carnival, Celeste, Charger, Chart, Childcraft,  
Co&Ce, Clarion, Courier, D-Town, Dial, Dun-  
hill, Dunwich, ESP-Disk, Enjoy, Era, Excello,  
Fabor, Fantasy, Federal, Fontana, Four Brothers,  
Fraternity, Fury, Galaxy, Gamble, Garpax,  
Groovy, Gross, Hanna-Barbera, Hi, HiFi, Hob,  
Impact, Instant, Jerden, Jet Stream, Jubilee,  
Kapp, Karen, Kent, King, La Louisianne, Laurie,  
Limelight, Longhorn, LuPine, MOC, Mar-V-Lus,  
Mercury, Mira, Mirwood, Moonglow, Money,  
Monument, M-Pac, Nashboro, Nashville, One-  
Derful, Our Bag, Parkway, Parrot, Philles,  
Playcraft, Press, Price-Wise, Pure Soul, Ram-  
part, Rem, SPQR, Safice, Scepter, Serock, Seven  
B, Simco, Sims, Smash, Sound of Nashville,  
Sound Stage 7, Spokane, Specialty, Starday,  
Stax, Storytellers, Sun, Swan, Swingin', Tange-  
rine, Thelma, Tribe, Tuba, 20th-Fox, Valiant,  
Vanguard, Volt, Wand, Watch, Wing.

Tape: (cartridge) Mercury, ABC, King.  
Tape playback equip.: Mercury.

Musical accessories: needles & other accessories  
(Fidelitone), racks (Freedman Artcraft).

Record Serv., 48 St. & Tennessee Ave. Tel: 291-7883.  
Mgr.: William Beasley.

Branch: Cincinnati, Ohio.  
Distributes: closeouts & budget labels.

Southern, 467 Chestnut St. Tel: 254-1991. Pres.:  
Howard Allison; Promo.: Floyd Biggs.

Labels: A&M, Age, Amy, Argo, Aura, Backbeat,  
Bell, Blue Cat, Blue Note, Bragg, Canadian-  
American, Challenge, Champion, Checker, Chess,  
Colpix, Congress, Constellation, Crescendo, Cru-  
sader, DCP, DGG, Diamond, Dimension, Dolton,  
Domain, Dooto, Dore, Duke, Dunhill, DynoVoice,  
End, Everest, Gateway, General Arts, Golden  
World, Goldwax, Gordy, Guyden, Hickory, Im-  
perial, Jamie, Jet Stream, Jewel, Josie, Ken-  
wood, Landa, Liberty, Little Golden, MGM, Mala,  
Maxx, Mel-o-dy, Michele, Motown, Musicor,  
Old Town, Paula, Peacock, Philips, Prestige,  
Red Bird, Roulette, Savoy, Soma, Soul, Squire,  
Sunset, Sureshot, Talley, Tamla, Teardrop, Tico,  
Tolley, Tower, 20th-Fox, USA, United Artists,  
Vee Jay, Veep, Verve, World Artists, World  
Pacific, XL.

World Wide, 535 Fourth Ave. S. Zip: 37210. Tel:  
255-5451. Sales Mgr.: Jim Wardlaw; Promo.:  
Vic Frazier.

Labels: Dot, Hamilton, Viva, Acta, Original  
Sound, Little Darlin', Big A.

Tape: (cartridge) Dot, Viva, Acta, Original  
Sound.

# TEXAS

## • AMARILLO (Area Code 806)

Western Mdsrs., PO Box 1969, 1601 W. Third. Zip:  
79105. Tel: DR 6-6251. Mgr.: R. H. Williamson;  
*continued on page 114*

**Billinis**   
DISTRIBUTING CO.

3575 SOUTH 700 WEST  
SALT LAKE CITY, UTAH 84111

**Distributors &  
Merchandisers  
of Phonograph Records  
& Stereo 4 & 8 Cartridges**

**Distributors of Lear  
Stereo 8 Equipment for  
Cars — Boats — Homes  
also  
Reel to Reel  
Pre-recorded Tape**

**Complete ONE-STOP  
Service for Juke Box  
Operators & Music Dealers**

*Serving the Intermountain  
West for over 11 years.*

**WHOLESALE ONLY**

**FIDELITY  
ELECTRIC  
COMPANY**

**RECORD SALES  
AND PROMOTION**

*W. J. Tolles, Vice President  
Jerry Morris, Promotion*

5301 Shilshole Ave. N.W.  
Seattle, Wash. 206-504-9100

RCA Victor • Kapp • Philips  
King • Blue Note • White Whale  
Cameo / Parkway • Fraternity  
Phillies • CO & CE • Chart  
Mark II • Lucky Eleven • Gam-  
ble • Calla • Double Shot • Vault  
Rojac • Int. Artist • Dover  
Riverside • Mustang • Compass.

make the year-  
long reference  
value of the  
"buyer's guide"  
readily  
AVAILABLE TO  
EVERY MEMBER  
OF YOUR FIRM...

Order extra copies NOW  
\$5.00 per copy (prepaid)

Billboard Buyers Guide  
2160 Patterson St.  
Cincinnati, Ohio 45214

Please send ... copies of Buyers Guide.  
My payment for \$ ..... is enclosed.

Name .....  
Company .....  
Address .....  
City .....  
Zone .....  
State .....

continued

Promo.: Ed Perry & Jerry Joseph.  
**Tape:** (cartridge) ITCC, GRT, Decca, Mercury, Liberty, Warner Bros.  
**Tape playback equip.:** Lear Jet, Tenna, Auto Sonic, Ranger.  
**Musical instruments:** guitars (Decca, Teisco).

• **DALLAS (Area Code 214)**

Adleta, 1914 Cedar Springs. Tel: RI 1-3151. Gen. Mgr.: E. P. Miles; Mgr. Rec. Dept.: David Eisenlohr; Gen. Sales Mgr.: J. E. Turley; Adv. & Sales Promo. Mgr.: G. E. Stone Jr.  
**Distributes:** RCA Victor Product.

B & K, 1411 Round Table Dr. Tel: ME 7-1920. Mgr.: Bill Burton; Promo.: Nevin St. Romain.  
**Branch:** Oklahoma City, Okla.

**Labels:** Alshire Presents, Audio Fidelity, Buena Vista, DCP, DGG, Disneyland, ESP-Disk, Everest, International Artists, Heliodor, Hickory, Kama Sutra, Life, Loma, MGM, Metro, Mira, Nola, Parlo, Prestige, Project 3, Reprise, Riverside, Savoy, Stereo Fidelity, United Artists, VSP, Verve, Warner Bros.

**Tape:** (cartridge) GRT, Muntz, United Artists, Warner Bros., Reprise, MGM, Verve, Kama Sutra, Project 3.

**Tape playback equip.:** MGM Playtapes, SJB.

Big State, 1337 Chemical St. Tel: ME 1-1100. Mgr.: Bill Emerson. Promo.: Jerry Jenkins, Joe Perry, John Rodgers, Miss Alta Hays.

**Labels:** A&M, Amy, Atco, Atlantic, Backbeat, Bang, Bell, Blue Note, Cadet, Cameo, Challenge, Checker, Chess, Diamond, Dolton, Duke, Dyno-Voice, Fantasy, Fraternity, Gordy, Hanna-Barbera, Hi, Imperial, Jamie, Jewel, Josie, Jubilee, Kent, Laurie, Liberty, Living Language, London, Mainstream, Mala, Minit, Monument, Moon Glow, Motown, Musicor, Nashboro, New Voice, Pacific Jazz, Parkway, Parrot, Paula, Peacock, Phillies, Press, Roulette, Scepter, Soul, Starday, Stax, Sun, Swan, Tamla, Teardrop, USA, Vanguard, Vault, Volt, Wand, World Pacific.

**Tape:** (cartridge) A&M, Liberty, London, Chess, Checker, Cadet, Tamla, Motown, Gordy, Soul, Musicor.

Capitol, 5105 Lakawana. Tel: ME 7-0710. Mgr.: Roger Moore; Sales Mgr.: Jack Griffith.  
**Distributes:** Capitol & Angel Product.

Columbia, 8808 Empress Row. Zip: 72547. Tel: ME 1-5680. Mgr.: Tom Cade; Promo. Mgr.: Harold Bakke Jr.; Promo.: Hank Hershfield; Phono. Div.: Joseph Konas.  
**Distributes:** Columbia Product.

Decca, 139 Cole St. Zip: 75207. Tel: RI 2-3739. Mgr.: C. W. Doherty; Promo.: Don Schafer.  
**Labels:** Brunswick, Coral, Decca, Elektra, Caedmon.  
**Distributes:** other Decca Product.

Great Southern Rec. Sales, 163 Cole St. Zip: 75207. Tel: RI 8-7696. Mgrs.: Phil Archer & Dan Fabian; Promo.: Miss Jones.  
**Labels:** King, Bethlehem, Federal, Pickwick, Instant Language, Cricket, Happy Time, Carnival, Tip-Top, Westex, A-OK.

**Tape:** (reel-to-reel & cartridge) King.  
 Jay Kay, 2931 Irving Blvd., Suite 105. Zip: 75247. Tel: 637-2440. Mgr.: Michael Goldwasser; Promo.: Ray Goff, Vince Faraci. (Branch of Handleman, Detroit, Mich.).

**Labels:** ABC, Accent, Bluesway, Command, Custom, Dunhill, Four Corners, Gordy, Grand Award, Impulse, Kapp, Little Golden, Motown, Movietone, Sidewalk, Songs of Faith, Soul, Tamla, Tangerine, Tower, 20th-Fox, Uptown, VIP, Westminster.

**Tape:** (reel-to-reel) Command; (cartridge) ABC, Tamla, Impulse, Command, Motown, Gordy, Dunhill.

**Musical accessories:** guitar (Recoton).

Merrac, 814 Stemmons Tower S. Zip: 75207. Tel: ME 1-3531. Mgr.: Tom Colley; Promo.: Bob Rayel, Jack Freeze.  
**Labels:** Mercury, Philips, Smash, Fontana, Lime-

light, Emarcy, World Series, Wing, Childcraft, Playcraft, Storyteller, Mod.

**Tape:** (cartridge) Mercury, Philips, Smash, Fontana.

**Tape playback equip.:** Mercury.

World Wide, 1347 Chemical St. Tel: 631-0630. Mgr.: David Gibson; Promo.: Tom McConnell.  
**Labels:** Dot, Hamilton, Viva, Acta, Parade, Original Sound, Little Darlin'.  
**Tape:** (cartridge) Dot.

• **EL PASO (Area Code 915)**

Dynamic Stereo Music, 601 Montana Ave. Zip: 79903. Tel: 532-6221. Pres.: Henri C. Westrup.  
**Tape:** (cartridge) Decca, MGM, Motown, Muntz, Musicstapes, Smash, Verve.

M. B. Krupp, 311 S. Santa Fe St. Tel: 532-4961. Owner: M. B. Krupp; Mgr.: Rubin Irizarry.  
**Labels:** A&M, Abcamy, Argo, Atco, Atlantic, BT Puppy, Backbeat, Bego, Bronco, Cameo, Challenge, Chart, Checker, Chess, Colonial, Columbia (Mexican), Cometa, Corona, DLV, Dektr, Del Valle, Del West, Dela, Dimension, Disco Grande, Dootone, Dore, Duke, Duncan, El Zarape, Era, Falcon, Fame, Fraternity, Frogdeath, Fuentes, Galaxy, Hickory, Hurricane, Ideal, Infal, Jamie, Josie, Jubilee, Kent, Key-Loc, Laurie, Legrand, Mala, Mongogram, Musart, Nashville, Nopal, Norteno, Orfeon, Original Sound, Pan American, Parkway, Peerless, Phillies, Rancho, Relampago, Rosina, Roulette, Rust, Scepter, Sombbrero, Sue, Sun, Sun Glow, Swan, Talent Scout, Tear Drop, Valmon, Wand, Yucca.

D. J. Star, 100-102 Texas at Oregon. Tel: 533-7282. Owner: Joe Gillman.

**Labels:** Complete line of oldies—Capitol, Columbia, Dial, Imperial, King, RCA.

Sunland Supply, 2227 Texas Ave. Zip: 79949. Tel: 533-5901. Pres.: William Shapiro; Promo.: Richard Kalina.

**Labels:** Artia, Audio, Bruno, Caedmon, Children's Rec. Guild, Cricket, Cumberland, DGG, Folkways, Hi, King Group, Living Language, London Group, Monitor, Monument, Musart, Original Sound, Parliament, Specialty, Urania, Vanguard, Vox, Young People's Recs.  
**Tape:** (reel-to-reel) Ampex, GRT; (cartridge) all lines.  
**Tape playback equip.:** Emerson, Viking, BSR, Taiko, Portatape, Aiwa.

• **FORT WORTH (Area Code 817)**

Advanced Stereo Systems, 2615-C W. Seventh St. Tel: ED 2-8401. Owner & Mgr.: G. M. Slaughter III; Promo.: Stan Levenson.  
**Tape:** (cartridge) ITCC, Decca, Coral, Pickwick.  
**Tape playback equip.:** Lear Jet.

Oakridge, 2001 Elton Rd. Zip: 76117. Tel: TE 8-6608. Mgr.: Homer Lee Sewell.  
**Labels:** Big Tex, Crossfire, EeZee, Oakridge.  
**Tape:** (reel-to-reel) 3M.

• **HOUSTON (Area Code 713)**

A R S (ALLIED RECORDED SOUND), 2704 Polk Ave. Zip: 77003. Tel: CA 7-2316. Mgr.: John Gonzalez; Regional Mgrs.: W. E. (Gene) Alford, Mike Merritt, Mark J. Hotlen.

**Tape:** (reel-to-reel) ABC, A&M, AST, American Airlines, Ampex, Amy, Archive, Astex, Atco, Atlantic, Audio Fidelity, Audio Spectrum, Bang, Bell, Blue Note, Buena Vista, Cadet, Capitol, Checker, Chess, Coliseum, Colpix, Columbia, Command, Concertapes, Continental Air, Crescendo, DGG, Discovery, Dot, Dunhill, Dunwich, Dyno-Voice, Elektra, Everest, Fantasy, Fontana, Four Corners, GNP, GRT, Gordy, Grand Award, Hamilton, Hi, HiFi, ILS, Impulse, Jay Jay, Jerden, Kama Sutra, Kapp, King, Liberty, Limelight, London, L'Oiseau Lyre, MGM, Mahalo, Mala, Mercury, Mobile Fidelity, Monitor, Monument, Moonglow, Motown, Music Guild, Musicland, Musicor, Musicstapes, New Voice, Nonesuch, Pace, Parrot, Phillies, Philips, Press, Prestige, Purist, Reprise, Richmond, Scepter, Seafair, Smash, Soul, Starday, Stax, Tamla, Tapemates, 20th-Fox, United Artists, Vanguard, Vault, Vee Jay, Verve, Volt, Wand, Warner Bros., West-

minster, Wing, World Pacific; (cartridge) ABC, A&M, Ampex, Amy, Atco, Atlantic, Audio Fidelity, Aura Sonic, Bang, Bell, Beuna Vista, Cadet, Caedmon, Command, Capitol, Checker, Chess, Columbia, Command, Concertapes, Coral, Crescendo, Decca, Dot, Dunhill, Dunwich, Dyno-Voice, Elektra, Eurotone, Everest, Fantasy, Fontana, Four Corners, GNP, GRT, Gordy, Grand Award, Hi, HiFi, Horizon, ILS, Impulse, Jay Jay, Jerden, Jubilee, Kama Sutra, Kapp, King, Liberty, Limelight, Loma, London, MGM, MTA, Mahalo, Mala, Mercury, Mobile Fidelity, Monitor, Monument, Moonglow, Motown, Muntz, Musicland, Musicor, Musicstapes, New Voice, Original Sound, Parkway, Phillies, Philips, Press, Prestige, Purist, RCA, Red Bird, Reprise, Roulette, Scepter, Seafair, Smash, Soul, Starday, Stax, Tamla, 20th-Fox, United Artists, Valiant, Vanguard, Vault, Vee Jay, Verve, Viva, Volt, Wand, Warner Bros., Westminster, White Whale, World Pacific.

**Tape playback equip.:** SJB, Transworld, Capitol.  
**Accessories:** blank loaded & unloaded cartridges. (SEE ADVERTISEMENT)

H. W. Daily, PO Box 7473, 314 11 Ave. Tel: UN 1-686. Owners: Bud & Don Daily; Promo.: Bill Hamm.

**Labels:** Amy, BT Puppy, Big Hill, Cameo, Canadian American, Challenge, Constellation, Diamond, Era, Excello, Fantasy, Galaxy, Hi, Imperial, Josie, Jox, Jubilee, Laurie, London, Mainstream, Mala, Maxx, Money, Musicor, Nasco, Nashboro, Old Town, Oldies, Orfeon, Original Sound, Palomar, Parkway, Parrot, Phillies, Rust, Soma, Sun Glow, Vee Jay.  
**Tape:** (cartridge) ITCC, Ampex.  
**Musical accessories:** Fidelitone, Walco, Le-Bo.

Gulf, 2610 Bissonnet Ave. Zip: 77005. Tel: JA 8-2011. Owner: Donald E. Alford; Promo.: E. F. Leland, Billy Wadsworth, Joe Moorman.

**Tape:** (cartridge) ITCC, RCA, Columbia, Decca, Pickwick, Capitol, Command.  
**Tape playback equip.:** Automatic Radio.

Houston Air Center, PO Box 60396, 7700 Airport Blvd. Tel: MI 4-1701. Mgr.: R. E. Heard; Promo.: Joe L. White & Jim Power.

**Branch:** San Antonio, Tex.  
**Tape:** (cartridge) ITCC, Pickwick.  
**Tape playback equip.:** Lear Jet, Standard Radio.  
**Phonographs:** Telex-Phonola, Audio Products.

Art Jones, PO Box 27, 4301 Gulf Freeway. Zip: 77001. Tel: 223-4281. Mgr.: W. Whitehead.  
**Distributes:** RCA Victor Product.

Lotasco, 1634 Wakefield Dr. Zip: 77018. Tel: OV 6-1155. Owners: Albert & Maxine Eickenhorst.

**Labels:** Dot, Hamilton, Word, Canaan, Summit, Sword, Sacred, Diplomat, Guest Star, Peter Pan, Playmates, Rocking Horse, Sunset Strings, Embajador Discos, Scripture, Super Long Play; Coronet, Spin-O-Rama, Twinkle, Blue Ribbon, Premier, Baronet; Wyncoet, Cameo-Parkway; Wrangler, Panda, Avon, Forum, Somerset, Alshire Presents, Tempo, Audio Spectrum, La Paloma, Moppet, Crown, Discos Corona, Crown Mexican, Custom, Robin Hood; Pickwick/33, Hilltop, Bible Series, Allegro, Design, Grand Prix, Grandisco, Happy Time; Humorsonic, Clarion; Time; Lotasco, Casual.

Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008. Tel: UN 2-7077. Owner: N. F. Merrbach.

**Labels:** Blue Star, Bogan, Lore, Swinging, Square, Rockin' A, Mustang, Windsor, Hi Hat, Sets In Order, Kalox, Belco, Longhorn, Wagon Wheel, Black Mountain, Green, Top, MacGregor.  
**Record Dist'g,** 901 Commerce St. Zip: 77002. Tel: 227-4221. Mgr.: Larry Rosmarin.  
**Tape:** (cartridge) RCA Victor, Columbia, Mercury, Smash, Phillips, Limelight, Command, Soul, Capitol, Motown, Gordy, Tamla, Decca, Coral, Brunswick, Fontana, Pickwick.

Southwest, 3806 Irvington Blvd. Zip: 77009. Tel: CA 2-6785. Owner: C. F. Lee.

**Labels:** Bravo, Chart, Chemiro, Chico, Columbia, (Latin), Cometa, Crazy Cajun, Del Valle, Eric, Ideal, Jesna, Jet Stream, Jim, L&K, Lira, Mex-Melody, Nopal, Norteno, Pic 1, Princess, RCA,

Record Dist'g, 901 Commerce St. Zip: 77002. Tel: 227-4221. Mgr.: Larry Rosmarin.

**Tape:** (cartridge) RCA Victor, Columbia, Mercury, Smash, Phillips, Limelight, Command, Soul, Capitol, Motown, Gordy, Tamla, Decca, Coral, Brunswick, Fontana, Pickwick.

Southwest, 3806 Irvington Blvd. Zip: 77009. Tel: CA 2-6785. Owner: C. F. Lee.

**Labels:** Bravo, Chart, Chemiro, Chico, Columbia, (Latin), Cometa, Crazy Cajun, Del Valle, Eric, Ideal, Jesna, Jet Stream, Jim, L&K, Lira, Mex-Melody, Nopal, Norteno, Pic 1, Princess, RCA,

**RECORD DISTRIBUTION IS OUR BUSINESS**

We cover all aspects of SALES, PROMOTION and SERVICE in the Northwest:

Washington, Oregon, No. Idaho.

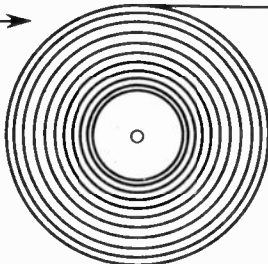
**HUFFINE**

DISTRIBUTING CO.

3131 Western Ave., Seattle, Wash. (206) ATwater 4-8633

ANDY HUFFINE

**JOHN**



**'BRIEN**

**DISTRIBUTING, INC.**

**SALES**

**PROMOTION**

**SERVICE**

5829 NORTH 96th STREET • MILWAUKEE, WISCONSIN 53208  
 (414) 462-5590



Rosina, Ru-Tee, Serg, Satin, Skill, Sombrero, Teardrop, Tomi, Valmon, Venturaf, Zarape. United, 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Mgr.: Steve Poncio.  
**Labels:** Atco, Atlantic, Cadet, Checker, Chess, Duke, Federal, Hickory, Kent, King, Liberty, Monument, Peacock, Prestige, Reprise, Savoy, Volt, Warner Bros., World Pacific.

● **LUBBOCK (Area Code 806)**

La Feria Rec. Shop, 1215 Ave. H. Zip: 79401. Tel: PO 2-3437. Owner: George Moreno.  
**Labels:** Bronco, DLV, Falcon, Rio Grande.

● **PORT ARTHUR (Area Code 713)**

Hurricane, 1812 Procter St. Zip: 77640. Tel: YU 2-7121. Mgr.: Floyd J. Badeaux.  
**Labels:** Debonair, Fabor, Glenn, Jo-Mar, Kash, Loadstone, Netra, Open, Pitch, Rosie, Spec, Spindletop, Twin Town.

● **SAN ANTONIO (Area Code 512)**

Epstein Ent's., PO Box 28123, 735 N. General McMullen Dr. Zip: 78228. Tel: GE 3-1461. Owner & Mgr.: Abe Epstein; Promo.: Victor Ochoa, Bill Evans (NYC), Hugh "Babe" O'Donnell (Pittsburgh), Richard Torres (Albuquerque), Greg Ramirez (Pueblo, Colo.).  
**Labels:** Dynamic, Beckingham, Jox, Soulsville USA, Cobra, Groovy, Metrodome, Vallado, Ballad, Magic Touch, Jester.

Houston Air Center, PO Box 13143. Tel: DI 2-2891. Mgr.: Jim Power.

**Home office:** Houston, Tex.  
**Tape:** (cartridge) ITCC, Pickwick.  
**Tape playback equip.:** Lear Jet, Standard Radio.  
**Phonographs:** Telex-Phonola, Audio Products.

Rangel, 503 1/2 W. Commerce St. Zip: 78205. Tel: CA 6-1923. Mgr.: Manuel E. Rangel; Promo.: Santos Hernandez & Mary Valdez.  
**Labels:** Bego, Columbia, Cometa, Corona, Del Valle, Fuentes, Ideal, Miami, Victor, Zarape.

Perry Shankle, 1801 S. Flores. Zip: 89206. Tel: CA 3-1801. Mgr.: J. J. Schneider; Sales & Promo.: James Alston & John Sobieski.

**Tape:** (reel-to-reel & cartridge) RCA, ITCC, Decca, Tama, Motown, Liberty, Columbia.  
**Tape playback equip.:** Lear Jet.

Tanner 'N' Texas Sales, 1414 W. Poplar St. Zip: 78207. Tel: PE 2-8831. Pres.: R. E. Tanner; Mgr.: Charles Cole.

**Labels:** Bego, Bronco, Columbia, Cometa, DLV, Disco Grande, El Toro, El Zarape, Falcon, Jester, Key-Loc, Musart, Pan Am, Peerless-Rosina, Sunslow, Valmon.  
**Tape:** (cartridge) Musart.

● **SAN BENITO (Area Code 512)**

Rio Grande Music, PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Pres.: Paco Betancourt; Promo.: John F. Phillips & Gilberto Perez.

**Labels:** Alfa, Bego, Bronco, Chemiro, Chico, Cima, Coasi, Cobra, Colonial, Columbia, Cometa, Corona, DLV, Del Valle, Dela, El Zarape, Falcon, Fama, Firma, Gabe, Gapoca, Grande, Ideal, Jox, Key-Loc, Lira, Mex-Melody, Nopal, Norco, Norteno, Orfeon, Oro, Popular, Relampago, Rio, Rosina, Sombrero, Sunslow, Teardrop, Tomi, Valmon.

**Tape:** (cartridge) RCA Victor, RCA Camden.  
**Tape playback equip.:** RCA Victor, V-M, Webcor, Columbia (Masterwork).

**Musical instruments:** Fender, Alamo, Rogers, Lyra, Kent, Gibson.  
**Musical accessories:** cords, foot pedals (Fender), cymbals (Maxiton, Zilgen), drumsticks (Pro-Mark), strings (Fender, Black Diamond, Gibson), blank tape (3M).

● **WACO (Area Code 817)**

Word, PO Box 1790. Zip: 76703. Tel: PR 2-7650. Pres.: J. Willrell F. McCracken; Sales Mgr.: William Jelley; Promo. & Adv. Dir.: George W. Baskin.

**Labels:** Canaan, Sacred, Sword, Word.  
**Tape:** (cartridge) Canaan, Word.

**UTAH**

● **SALT LAKE CITY (Area Code 801)**

B & M Stereo Prods., 2368 S. State St. Zip: 84115. Tel: 487-1336. Owners & Mgrs.: Burke Worthington & Mike Wood.

**Tape playback equip.:** (cartridge) all brands car & home stereo.

BILLINIS, 3575 South 700 West. Tel: 266-3540. Pres.: John Billinis.

**Labels:** A&M, Argo, Buena Vista, Checker, Chess, Disneyland, Gordy, Kapp, MGM, Motown, Musicor, Phyllis, Tama, Starday, United Artists.  
**Tape:** (cartridge) RCA Victor, ITCC, Ampex.  
**Tape playback equip.:** Lear Jet. (SEE ADVERTISEMENT)

Cordova's, PO Box 16065, 543 W. Third St. N. Tel: 355-0642. Owner: Carl Cordova.

**Labels:** Bego, Bravo, Bronco, Colonial, Columbia (Mexican), Cometa, Corona, DLV, Del Norte, Del Valle, Del West, Dela, Discos Grande, Eco, El Toro, El Zarape, Falcon, Ideal, Infal, Lira, Musart, Nopal, Norteno, Orfeon, Pan Am, Peerless, Relampago, Rio Grande, Rosina, Sombrero, Sunslow, Teardrop, Valmon.

Huish, 2525 South Eighth West. Zip: 84115. Tel: 486-7611. Mgr.: Ross Davis; Promo.: Ron Buxton.

**Labels:** Cameo-Parkway, Pickwick, RCA Camden, RCA Victor, Vanguard, Wyncote.

**Tape:** (reel-to-reel) RCA Victor, RCA Camden; (cartridge) RCA Victor, RCA Camden, Muntz, ITCC, Pickwick.  
**Tape playback equip.:** RCA Victor, Borg-Warner.  
**Musical accessories:** needles (Fidelitone).

C. Vern Yates, 436 East Fourth South. Zip: 84111. Tel: 328-3176. Owner: C. Vern Yates.

**Labels:** Blue Star, Dance Along, Folk Dancer, Folkraft, Graham, Hi Hat, Jewel, MacGregor, Old Timer, Sets In Order, Top, Wagon Wheel, Windsor.

**VIRGINIA**

● **McLEAN (Area Code 703)**

Dance, 1438 Springvale Ave. Zip: 22101. Tel: 356-4602. Owners: Dick & Sheila Mason.

**Labels:** Dance Along, Golden Guinea, Roper, Telemark.

**WASHINGTON**

● **SEATTLE (Area Code 206)**

C & C, 1000 First Ave. S. Zip: 98134. Tel: MU 2-7188. Pres.: Lou Laventhal.

**Labels:** Atlantic, Cadet, Checker, Chess, Dolton, Jubilee, Liberty, MGM, Roulette, Sunset, TCF, Verve.

Capitol, 1907 15 Ave. W. Zip: 98119. Tel: AT 3-3550. Opns. Mgr.: Charles A. Dolak.  
**Distributes:** Capitol & Angel Product.  
**Musical instruments:** harmonicas (Hohner).  
**Musical accessories:** harmonica accessories (Hohner), needles (Duo-tone).

Craig (Independent Rec. Sales Div.), 540 S. Front St. Zip: 98108. Tel: RO 3-2450. Sales Mgr.: Jim Fuscaldo; Promo.: Dan Niles.

**Branches:** Los Angeles & San Francisco, Calif.; Denver, Colo.; Honolulu, Hawaii.  
**Labels:** Columbia, Date, Ode.  
**Tape:** Columbia.

D J, 1000 First Ave. S. Tel: MU 2-7188. Pres. & Gen. Mgr.: Jerry Dennon.

**Labels:** A&M, Bang, Dover, Dunhill, Era, Jerden, Pacific Jazz, Panorama, Piccadilly, Scepter, Shout, Soul City, Tower, UNI, USA, Wand, World Pacific.

Decca, 3131 Western Ave. Zip: 98101. Tel: AT 4-8060. Mgr.: Mel Nimon.

**Labels:** Decca, Coral, Brunswick, Word, Berlitz.  
**Distributes:** other Decca Product.

FIDELITY ELECTRIC, 5301 Shilshole Ave. N.W. Zip: 98104. Tel: 784-9100. Contact: W. J. Tolles.

**Labels:** RCA Victor, RCA Camden, RCA Victrola, Philips, Kapp, Blue Note, Cameo-Parkway, 49th State, Hawaii, HiFi, Philles, King, Riverside, Chart.

**Tape:** (reel-to-reel) RCA Victor; (cartridge) ITCC, RCA Victor, Mercury, Aura Sonic. (SEE ADVERTISEMENT)

Gordon Sales, 1000 First Ave. S. Tel: MU 2-7188. Mgr.: Stan Jaffee.

**Labels:** Columbia, Capitol, Decca, Dot, Liberty, Atco.  
**Tape:** (cartridge) RCA Victor.

HUFFINE, 3131 Western Ave. Zip: 98121. Tel: AT 4-8633. Mgr.: Andy Huffine.

**Labels:** Amy, Audio Fidelity, Bell, Fiesta, GNP Crescendo, Gordy, Hickory, Little Darlin', Mala, Monitor, Motown, Music Minus One, Soul, Tama, Westminster, Workshop Jazz.  
**Tape:** (cartridge) Motown, Tama, Gordy, Soul. (SEE ADVERTISEMENT)

Music Dist's., 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Sulman; Promo.: Ron Saul.

**Labels:** Command, Elektra, Epic, Folkways, Mercury, Starday, United Artists, Vanguard.

Stanley, 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Jaffee.

**Labels:** ABC, Atco, Canadian American, Disneyland, Fantasy, London, Reprise, Tangerine, Warner Bros.

Tape-Tronics (div. of Seattle Rec. One Stop), 125 First Ave. N. Zip: 98109; 301 Nickerson. Tel: 284-4020. Gen. Mgr.: Alan Hawkins; Promo.: Dennis Hall.

**Branch:** Portland, Ore.  
**Tape:** (reel-to-reel) Ampex, Columbia, RCA Victor, Decca, GRT, Musictapes, Tape Mate, Capitol, Mercury; (cartridge) ITCC, Muntz, Decca, RCA Victor, GRT, Motown, Liberty, Ampex, Mercury, Aura Sonic, Pickwick, United Artists, ABC, Capitol, Columbia, Dot.

**Tape playback equip.:** Borg-Warner, Audio Stereo, Capitol, Lear Jet, Telemark, Automatic Radio.  
**Musical instruments:** drums, guitars (Decca).

World Wide, 177 Western Ave. W. Tel: AT 2-1191. Contact: Bob Gardner.  
**Labels:** Dot, Hamilton.  
**Distributes:** other Dot Product.

● **SUNNYSIDE (Area Code 509)**

Joaquin Hernandez, 609 Harrison Ave. Zip: 98944. Tel: 837-5305.  
**Labels:** Bego, Ideal, Rio Grande.

**WISCONSIN**

● **MADISON (Area Code 608)**

Tell Music, 1017 Jonathon Dr. Tel: 257-4667. Pres.: Rolf V. Voegeling; Promo.: Joseph A. Liptak.

**Labels:** A&M, Challenge, Crescendo, Dearborn, Disneyland, Elektra, Epic, Fantasy, Fidelity Sound, Galaxy, Golden, Mainstream, Mustang, Nonesuch, Okeh, Pageant, Pleasant Peasant, Reprise, Simon Says, Sims, Soma, Starday, United Artists, Vista, Warner Bros, White Walk.

● **MILWAUKEE (Area Code 414)**

Merrec, 7065 N. 46 St. Tel: 352-2020. Mgr.: Robert Krafky.

**Labels:** Mercury, Philips, Smash, Fontana, Limelight, Emarcy.  
**Distributes:** other Mercury Product.  
 Midwestern Tape, 5401 W. State St. Zip: 53028. Tel: 453-6210. Pres.: James J. Tiedjens; VP: Robert E. Well.

**Tape:** (reel-to-reel) Ampex, Audio Spectrum, Capitol, Columbia, Command, Decca, Epic, GRT, Musictapes, RCA Victor, Stereotapes, Tape-Mates; (cartridge) ABC, Ambassador, Ampex, Aura Sonic, Berlitz, Command, Decca, Dot, Fontana, Gordy, ITCC, Liberty, Mercury, Motown, Musictapes, Oldies But Goodies, Philips, Pickwick, RCA Camden, RCA Victor, Reprise, Smash, Soul, Tama, United Artists, Warner Bros.

**Tape playback equip.:** Borg-Warner, Craig, Panoram.

Morley-Murphy, 5151 W. State St. Zip: 53208. Tel: 453-7200. Mgr.: H. F. Aubuchon; Promo.: Gordon Krahn; Phono. Div.: John Stiles.

**Distributes:** Columbia Product.  
**Tape playback equip.:** Columbia (Masterwork) Craig, Vista.

JOHN O'BRIEN, 5825 N. 96 St. Zip: 53225. Tel: 462-5590. Pres.: John O'Brien; Promo.: Kenneth Harvey & Clyde Bowie.

**Labels:** Atco, Volt, Vault, Moonglow, Brook-lyn; Atlantic, Stax, Focus; Cadet (Polkas); Cadet (formerly Argo), Chess Checker, Co&Ce, Del-Fi, Destination, Diamond, Donna, Dunwich, End, Everest, Fabor, Gee, Gordy, Gross, HiFi; Jamie, Guayden, Arctic, Josie, Jubilee, King, Life, Montel, Motown, Musicor, Old Town, Phyllis, Riviera; Roulette, Roost, Specialty, Teardrop, Tico, USA, Dyno. (SEE ADVERTISEMENT)

Taylor Electric, 4080 N. Port Washington Rd. Zip: 53212. Tel: 964-4321. Pres.: J. A. Taylor; Rec. Dept. Mgr.: Peter D. Stocke.

**Labels:** Allegro, Cricket, Cuca, Happy Time, Hickory, Hilltop, Hob, Mace, Pickwick/33, RCA Camden, RCA Victor, Scepter, Simca, Wand.

**Tape:** (reel-to-reel) RCA Victor, RCA Camden; (cartridge) ITCC, Motown, RCA Victor, RCA Camden, Decca, Liberty, Ampex, Mercury, Metro, Pickwick, Berlitz.

**Tape playback equip.:** RCA Victor, Roberts, Lear Jet.

Volume Rec. Sales, 5825 N. 96 St. Zip: 53225. Tel: 462-6620. Pres.: John F. O'Brien; Promo.: Kenneth Harvey & Clyde Bowie.

**Label:** Project 3.  
**Tape:** (reel-to-reel & cartridge) Project 3.

**WYOMING**

● **GREEN RIVER (Area Code 307)**

R. E. Prince, PO Box 724. Zip: 82935.  
**Labels:** FSR, WFB & LP military band record.

**ORDER YOUR EXTRA BUYER'S GUIDES NOW!**

Limited supplies available.  
**Soft-covered edition—\$5.00**  
**or new hard-bound personalized edition—\$7.50**  
 (See bind-in card in this issue for complete details)

Send your request and payment to:  
**BILLBOARD—BOX BG**  
 2160 Patterson Street  
 Cincinnati, Ohio 45214

# U.S. Rack Jobber Directory

## ALABAMA

- **BIRMINGHAM (Area Code 205)**  
Music Center, 416 N. 19 St. Tel: 251-8252. Mgr.: Virgil C. Lugar.
- **GADSDEN (Area Code 205)**  
Reliable Rec., 1018 Christopher. Zip: 35901. Tel: 546-2591. Owner: C. R. O'Neal.
- **MOBILE (Area Code 205)**  
Dixie Rec. Serv., 3801 Moffett Rd. Tel: 432-1858. Pres.: W. H. Chamblis; Mgr.: E. Allsup. Buyer: Edwin M. Farver.  
Tape: cartridge.
- Music City Rec. Serv., 4008 Dauphin Island Pkwy. Tel: 471-2437. Office Mgr.: Harry McCullough. Buyer: Rayford Booth.  
Tape: cartridge.

## ARIZONA

- **PHOENIX (Area Code 602)**  
Arizona Sundries, 2949 N. 30 Ave. Pres.: George Souvall.  
Tape: cartridge.
- Associated Dist., 2350 Camelback Rd. Zip: 85015. Tel: 264-2781. Pres.: Leonard M. Singer.
- TIP TOP-RECORD SERV., 3036 N. 30 Ave. Zip: 85017. Tel: 278-1025. Mgr.: Jack Sharpe. Buyers: Singles, Ken Wynn; Albums, Jack Sharpe.  
Home office: Los Angeles, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

## ARKANSAS

- **LITTLE ROCK (Area Code 501)**  
Siebert News Agency, PO Box 4375, Asher Sta.; 6301 Forbing Rd. Zip: 72204. Tel: LO 5-8471/5521. Owner: Sieg Siebert; Mgr. & Buyer: David A. Siebert.

## CALIFORNIA

- **ANAHEIM (Area Code 714)**  
Rapid Mds'g, 1802 American St. Tel: 879-4070. Pres.: Herbert N. Sandel; Mgr.: Larry Roe.  
Home office: Minneapolis, Minn.; Branch: Middlesex, N.J.
- **BUENA PARK (Area Code 714)**  
JULIAN BROWN ENTS., 7425-A Orangethorpe Ave. Zip: 90620. VP: Lloyd W. Thompson.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)
- **EUREKA (Area Code 707)**  
TIP TOP-RECORD SERV., 1587 Bruce Ave., Apt. H, Anderson. Zip: 96007. Tel: (916) 365-3300 & 243-7942.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)
- **FRESNO (Area Code 209)**  
Pic-A-Tune, 1905 E. Princeton. Tel: 224-3633. Mgr.: Larry Wilkinson.  
Home office: San Francisco.
- TIP TOP-RECORD SERV., 2180 E. McKinley Dr. Tel: 268-7336. Mgr.: Alex Morales; Buyer: Clark Howland.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Auto Music, 2622 S. La Cienega. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman.  
Tape: reel-to-reel & cartridge.
- Bertel Dist., 5415 W. Washington Blvd. Tel: WE 7-1223. Pres.: Herbert Seigel.
- Cal Raks, 1499 W. Washington. Tel: 748-2281. VP & Gen. Mgr.: Ben Bartel.  
Affiliates: Los Angeles, Calif., National Rec. Serv.—San Francisco, Calif., Nor-Cal Rec. Serv.—Boston, Mass., Rec. Whslers. of New England. Cambridge Trading, 6704 Hollywood Blvd., Hollywood. Zip: 90028. Tel: 467-3177. Pres.: Milton Levine.
- Gala Entis., PO Box 3172, Granada Hills. Zip: 91344. Tel: 361-4331. Owner: Al Shapiro.
- Garbell Rec. Rack Serv., 14545 Friar St., Van Nuys. Zip: 91401. Tel: 781-7226. Owner: G. G. Garbell.
- Handleman, 1550 N. Knowles. Zip: 90063. Tel: 261-0268. Mgr.: Moe Handleman. Buyers: Singles, Frank Rochman; Albums, Moe Handleman & Frank Rochman.  
Home office: Detroit, Mich.  
Tape: reel-to-reel & cartridge.

- Ivy Hill Litho, 1921 E. 51 St. Tel: LU 3-8977. Leader Sales, 3416 W. Pico Blvd. Zip: 90019. Tel: 731-3119. Pres.: Leonard Silver.
- National Rec. Serv., 1845 S. Orchard St. Tel: 748-2281. Pres.: George D. Hartstone.
- Affiliates: Los Angeles, Calif., Cal Raks.—San Francisco, Calif., Nor-Cal Rec. Serv.—Boston, Mass., Rec. Whslers. of New England.
- NEW DEAL REC. SERV., 3660 W. Pico Blvd. Zip: 90019. Tel: 731-9313. Mgr. & Buyer: Alan Atkins.  
Home office: New York, N.Y. (SEE ADVERTISEMENT)
- Record Rack Serv., 5873 Rodeo Rd. Zip: 90016. Tel: UP 0-0246. Pres.: Ed Mason; Mgr.: Martin Shaw. Buyers: Singles, Mel Goodenow; Albums, George Nakama.  
Branch: San Diego, Calif., San Diego Rec. Rack Serv.  
Tape: reel-to-reel & cartridge.

- TIP TOP-RECORD SERV., 911 E. 59 St. Zip: 90049. Tel: 232-3161. Bd. Chm: Monroe Goodman; Pres.: Larry Nunes. Buyers: Singles, Pat Moreland; Albums, Jerry Egger.  
Affiliate: San Francisco, Calif.
- Branches: Phoenix, Ariz.; San Diego, Calif.; Kansas City, Kan.; Las Vegas, Nev.; Albuquerque, N.M.; Dallas, Tex. (SEE ADVERTISEMENT)

## • PASADENA (Area Code 213)

- Canterbury Rec., 805 E. Colorado St. Zip: 91101. Tel: MU 1-4922. Mgr.: Eddy Allen. Buyers: Singles, Jenny Gordon; Albums, Leonard Gordon.  
Branch: Sacramento, Calif.  
Tape: reel-to-reel & cartridge.

## • SACRAMENTO (Area Code 916)

- Canterbury Rec., 1715 Arden Way. Zip: 95815. Tel: 922-3448. Mgr.: Bob Garcia. Buyers: Singles, Mitch Huffner; Albums, Bob Garcia.  
Home office: Pasadena, Calif.  
Tape: reel-to-reel & cartridge.

- Pic-A-Tune, 2147 Barstow St., Bldg. B. Zip: 95815. Tel: 927-1256. Owner: David Watson; Mgr.: John A. LeCompte.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge.

- TIP TOP-RECORD SERV., 1224 N. B. St. Tel: 447-2971. Mgr. & Buyer: Chase Sanborn.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

## • SAN DIEGO (Area Code 714)

- Dial Dist., 1859 Fifth Ave. Tel: 239-4095. Mgr.: Mike Millsap.

- Discount Rec. Serv., 5431 Hanna St. Tel: 286-3334. Contacts: Milt Levine & Chuck Bush.

- San Diego Rec. Rack Serv., 1340 "E" St. Tel: BE 9-0631. Mgr.: J. Tupler.  
Home office: Los Angeles, Calif., Record Rack Serv.  
Tape: reel-to-reel & cartridge.

- TIP TOP-RECORD SERV., 3736 University. Tel: 283-8112. Mgr.: Bob Jones; Buyer: J. Eggert.  
Home office: Los Angeles, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

## • SAN FRANCISCO & BAY AREA (Area Code 415)

- Community Recs., 150 Laguna St. Zip: 94102. Tel: 431-2695. Owners: Ivo W. Buddeke Jr., Stephan Driggs, Norman Potter.

- Nor-Cal Rec. Serv., 233 Utah Ave., South San Francisco. Zip: 94080. Tel: 871-8677. Owner: Lee Hartstone; Sales Mgr.: Godfrey Dickey; Gen. Mgr.: Don Ayers.

- Affiliates: Los Angeles, Calif., Cal Raks & National Rec. Serv.—Boston, Mass., Rec. Whslers. of New England.

- Pic-A-Tune/Western One Stops, 1461 Park Ave., Emeryville. Tel: 654-0773. Pres.: D. F. Watson; VP & Gen. Mgr.: John T. Edgerton.

- Branches: Fresno, Sacramento, Reno, Nev.  
Tape: reel-to-reel & cartridge.

- TIP TOP-RECORD SERV., 900 Minnooda St. Tel: AT 5-1400. Bd. Chm.: Monroe Goodman; Pres.: Larry Nunes; VP & Gen. Mgr.: William A. Hall; Mgr. & Buyer: Clark Howland.

- Affiliate: Los Angeles, Calif.
- Branches: Eureka, Fresno, Sacramento, Santa Clara, Calif.; Englewood, Colo.; Medford, Portland, Ore.; Seattle, Spokane, Wash. (SEE ADVERTISEMENT)

## • SANTA CLARA (Area Code 408)

- TIP TOP-RECORD SERV., 3446 Bella Vista. Mgr.: Jim Baal.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

## COLORADO

### • DENVER (Area Code 303)

- J & L Racks, 77 Kalamath. Zip: 80223. Tel: 255-2021. Mgr.: Louis Oxman.
- Mershaw Midwest, 3990 Grape St. Tel: 399-2320. Mgr. & Buyer: Paul Marcus.
- Branches: Miami, Fla.; Albuquerque, N.M.; Albany, N.Y.; Dallas, Tex.
- Tape: reel-to-reel & cartridge.
- Music Mdsrs. of Denver, 3825 Newport. Tel: 355-1638.

- Tape: reel-to-reel & cartridge.
- One Stop Rec. Dist., 725 S. Broadway. Zip: 80209. Tel: 777-4431. Mgr. & Buyer: R. M. Baker.

- Tape: cartridge.
- TIP TOP-RECORD SERV., 2835 S. Raritan, Englewood. Zip: 80110. Mgr. & Buyer: Orin H. Hartman.

- Home office: San Francisco, Calif.
- Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

- Western Merchants Whsle. (see One Stop Record Dist.).

### • PUEBLO (Area Code 303)

- Morton Rec., 945 E. Evans. Tel: 543-0928. Contact: Herb Morton.  
Tape: cartridge.

## CONNECTICUT

### • EAST HARTFORD (Area Code 203)

- Park Rec., 275 Park Ave. Tel: 289-9361. Mgr.: Edward E. Stein. Buyers: Singles, Robert Hoyt; Albums, Edward E. Stein.  
Tape: cartridge.

### • NEW BRITAIN (Area Code 203)

- Central Connecticut Dist., 381 Main St. Tel: 225-4558.

### • NEW HAVEN (Area Code 203)

- NEW DEAL REC. SERV., 215 Lambertson St. Zip: 06519. Tel: 777-5793. Mgr.: Sid Dicker.  
Home office: New York, N.Y. (SEE ADVERTISEMENT)

- State Drug Rack, 771-773 Grand Ave. Tel: 787-0911. Pres.: Samuel S. Epstein.

### • WILTON (Area Code 203)

- Acropole Corp. of America, PO Box 365. Tel: 847-2311. NYC Tel: (212) CY 5-2272. Pres.: Michele Ronty.

## DISTRICT OF COLUMBIA

### • WASHINGTON (Area Code 202)

- District Recs., 2146 24 Pl. N.E. Tel: 832-3600. Contact: Jay R. Jacobs.

- Tape: cartridge.
- National Mds'g Serv., 4620 Wisconsin Ave., N.W. Tel: EM 2-0511. Contact: Mrs. Hazel Guenzel.  
Tape: reel-to-reel & cartridge.

## FLORIDA

### • FORT LAUDERDALE (Area Code 305)

- Valentine Dist'g, 501 N.E. Fourth St. Zip: 33301. Tel: (305) 522-8719. Pres.: A. Calabrese.  
Tape: cartridge.

### • JACKSONVILLE (Area Code 904)

- Recordwagon, 684 N. Edgewood Ave. Tel: 388-8492. Mgr.: Lou Rice.

- Home office: Boston, Mass.
- Tape: reel-to-reel & cartridge.
- Sav-A-Stop, 7660 Gainesville Ave. Tel: 768-3411. Pres.: B. E. Griffin.

### • MIAMI (Area Code 305)

- Goldstate Rec. Dist., 4500 N.W. 36 Ave. Zip: 33142. Tel: 635-2428. Owner & Mgr.: Allan Wolk. Buyer: Joe Yazisko.

- Tape: reel-to-reel & cartridge.
- Handelman, 3979 N.W. 24 St. Zip: 33142. Tel: 633-2479. Mgr.: Joseph Glaser. Buyers: Singles, Murray Jacobs; Albums, Joseph Glaser.

- Home office: Detroit, Mich.
- Tape: reel-to-reel & cartridge.
- Mershaw, 8160 N.W. 36 Ave. Zip: 33147. Tel: 696-6261/3. Mgr. & Buyer: Edward Chapman.

- Branches: Denver, Colo.; Albuquerque, N.M.; Albany, N.Y.; Dallas, Tex.
- Tape: cartridge.

- Record Supply Co. of Miami, 495 S.E. 10 Ct., Hialeah. Pres.: R. N. Stultz.

### • ORLANDO (Area Code 305)

- Record Supply, 2634 Taft Ave. Tel: 424-6396. Pres.: R. N. Stultz.  
Branch: Miami, Fla.

● **PALATKA (Area Code 904)**

Cowatso Dist., PO Box 458, 2006 Carr St. Zip: 32077. Tel: 325-5441. Pres.: J. M. Cooper. Buyer: James Odom.

● **TAMPA (Area Code 813)**

Tampa Recs., PO Box 5524. Zip: 33605. Tel: 227-8582.

**GEORGIA**

● **ATLANTA (Area Code 404)**

Criteria Dist., PO Box 13612, Sta. K. Zip: 30324. Tel: 289-0858 & 874-2781. Pres.: Johnny Brooks. Gate City Rec. Serv., 1231-D Collier Rd. N.W. Tel: 351-4821. Owner: Gerald Friedman. Handleman, 1532 Stone Ridge Dr., Stone Mountain. Zip: 30083. Tel: 938-9467. Mgr.: John F. Langlois. Buyers: Singles, John Langlois & Helen Dickerson; Albums, John Langlois & Ronald Johnson.

Home office: Detroit, Mich.

Tape: reel-to-reel & cartridge.

L & F Rec. Serv., 720 14 St. N.W. Zip: 30318. Tel: TR 5-5565. Owner & Mgr.: Jack Geldbart. Buyers: Singles, Herman Watkins; Albums, Alan Levenson.

● **CLARKESVILLE (Area Code 404)**

Clarkesville Rec. Sales, PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2517. Owner: Peter J. Rosetty; Mgr.: Stanley J. Jones.

● **DEMOREST (Area Code 404)**

Ralph's Radio Music, PO Box 117, Hwy. 441. Tel: 723-3884. Owner: Ralph Raper. Tape: cartridge.

● **TIFTON (Area Code 912)**

Southeast Rec. Sales, PO Box 255. Tel: 382-5519. Owner, Mgr. & Buyer: Gus P. Statiras.

**ILLINOIS**

● **CHICAGO (Area Code 312)**

All Rec. Serv., 3006 N. Elston Ave. Tel: 478-4130. All Tapes Dist., 1400 S. Michigan Ave. Tel: 939-2661. Owners: Edward Yalowitz & Kent Beauchamp. Buyers: Singles, Barry Typlin; Tapes, Kent Beauchamp.

Tape: reel-to-reel & cartridge.

L. S. Gilbert, 1667 Northland Ave., Highland Park. Tel: 831-3664. Pres.: Louis S. Gilbert.

Handleman, 6666 Lincoln, Lincolnwood. Zip: 60645. Tel: 583-0770. Mgr.: Louis Kwiker. Buyers: Singles, Penny Paul; Albums, Louis Kwiker. Home office: Detroit, Mich.

Tape: reel-to-reel & cartridge.

Hit Rec. (div. of Charles N. Stephens Co.), 10614 S. Mackinaw Ave. Zip: 60617. Tel: 734-2244. Owner: Charles N. Stephens; Mgr. & Buyer: Charles Stubenrauch.

Mid-America Specialty Dist.: 752 N. Milwaukee Ave. Tel: 243-0919. Owner: Howard M. Rosen; Mgr.: Robert W. Duggan. Buyer: Albums, Wayne Juhlin.

Branch: Youngstown, Ohio.

MUSICAL ISLE, 1550 S. State St. Zip: 60605. Tel: 225-2929. Owner: Milton Salstone; Mgr.: Victor Faraci.

Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

NEW DEAL REC. SERV., 1414 S. Michigan Ave. Zip: 60605. Tel: 922-6245. Mgr.: Irv Rothblatt.

Home office: New York, N.Y. (SEE ADVERTISEMENT)

Profit Vendors, 3216 W. Lawrence Ave. Tel: 478-1441. Pres.: Albert L. Temaner.

R & R Rec. Dist., 70-59 W. Addison St. Zip: 60634. Tel: 282-5454. Contact: Robert Kennedy.

● **DECATUR (Area Code 217)**

Decatur Rak Sales, 312 N. Water. Tel: 428-6653. Pres.: Bud Lampe; Mgr.: William Chrysler.

Home office: St. Louis, Mo.; Rak Sales.—Branch: Kansas City, Mo., K.C. Rak Sales.

● **EAST PEORIA (Area Code 309)**

Paul Allen Rack Sales, 111 Sun Valley Ct. Zip: 61614. Tel: 699-1541. Mgr.: Paul Allen.

Tape: reel-to-reel & cartridge.

● **PEORIA (Area Code 309)**

Sell-Rite Sales, 1215 W. Glen. Mgr.: R. Pritzker.

**INDIANA**

● **FORT WAYNE (Area Code 219)**

Midwest Dist., 123 McKinnie. Tel: 744-5656. Owner: Walt Ostermeyer; Mgr.: Dolores Harker. Buyers: Singles, Dolores Harker; Albums, Walt Ostermeyer. Tape: cartridge.

● **GARY (Area Code 219)**

Woodard Recs., 2011 Madison St. Zip: 46407. Tel: 885-1908. Owner: D. W. Woodard.

● **INDIANAPOLIS (Area Code 317)**

Associated Dist., 210 S. Meridian St. Tel: ME 4-2591. Owner: L. E. Randle; Mgr.: Dave Schoen. Buyers: Singles, James Coffin; Albums, Tom Whalen.

Tape: reel-to-reel & cartridge.

● **MARTINSVILLE (Area Code 317)**

Mid-State Dist., 190 N. Main St. Tel: 342-4276/8427. Owner & Mgr.: Robert E. Liese. Buyer: Virginia Rose Liese. Tape: cartridge.

*continued on page 118*

**ON-THE-GO  
COAST TO COAST**

**NEW DEAL  
RECORD SERVICE CORP.**

Al Levine, Lou Klayman

**MOBILE  
ONE STOP  
ALL LABEL RECORD  
SERVICE**

The Most Complete, Versatile Distribution Network.

Rack Jobbing • Servicing

Promotion Planning • One-Stop Service

Prompt-As-Promised Delivery

Check the New Deal Office nearest you

**NEW DEAL RECORD SERVICE CORP.**

46-50 54th AVE.  
MASPETH, N.Y.  
212-786-6255  
Morris Weissman  
Peter Hyman

**NEW DEAL RECORD SERVICE CORP.**

1414 SOUTH MICHIGAN  
CHICAGO, ILLINOIS  
312-922-6245  
Irv Rothblatt  
Chuck Myers

**NEW DEAL RECORD SERVICE CORP.**

2503 NORTH BROAD ST.  
PHILADELPHIA, PA.  
215-229-4555  
Pete Voss

**NEW DEAL RECORD SERVICE CORP.**

1601 GUILFORD AVENUE  
BALTIMORE, MARYLAND  
301-837-2773  
Ronny Bollon

**NEW DEAL RECORD SERVICE CORP.**

15329 LIVERNOIS AVENUE  
DETROIT, MICHIGAN  
313-863-2226  
Dave Lasher

**NEW DEAL RECORD SERVICE CORP.**

c/o DON FAERBER  
4918 PLUM TREE LANE  
HAZELWOOD, MO.  
314-865-0482  
Don Faerber

**NEW DEAL RECORD SERVICE CORP.**

3660 W. PICO BLVD.  
LOS ANGELES, CALIFORNIA  
213-731-9313  
Alan Atkins

**NEW DEAL RECORD SERVICE CORP.**

c/o DONALD BRIDGES  
1124 EL CAMINO REAL  
BURLINGAME, CALIF.  
415-347-2473

**NEW DEAL RECORD SERVICE CORP.**

215 LAMBERTON ST.  
NEW HAVEN, CONN.  
203-777-5793  
Sid Dicker  
Lou Celone

**STATE RECORD DIST. CORP.**

46-50 54th AVE.  
MASPETH, N.Y.  
212-786-6255  
Morris Weissman  
Peter Hyman

COMPLETE DISTRIBUTION FACILITIES

## TIP TOP RECORD SERVICE, INC.

911 E. 59th St.      900 Minnesota St.  
Los Angeles, Calif.      San Francisco, Calif.  
9001 213 232-3161      94117 415 285-1400

**"SERVICE IS OUR BUSINESS"**

### THE INDUSTRY'S LEADER IN CREATIVE MERCHANDISING

**THE LARGEST RECORD RACK  
MERCHANDISERS IN THE WEST—  
NOW ALSO SERVICING MID-  
AMERICA AND THE SOUTH WEST**

- First With Latest Releases
- Complete Record Department Merchandiser
- Fantastic Promotions
- Complete Auto Stereo Tape Operation
- Full Line of "Victoria" Guitars, Amplifiers & Accessories

**BRANCHES IN:**

San Diego, Calif. 92105 3736 University Ave. Bob Jones 714/283-8112	Kansas City, Mo. 64105 1321 Main St. Bill Harwood 816/221-4380
Bakersfield, Calif. 93305 3517 Harmony Dr. Sam Castrovinci 805/871-0761	Santa Clara, Calif. 3446 Bella Vista Jim Baal 408/244-1183
Phoenix, Ariz. 85107 3036 No. 30th Ave. Jack Sharpe 602/278-1025	Sacramento, Calif. 25814 1224 No. "B" St. Chase Sanborn
Las Vegas, Nev. 89102 3744 W. Meade Gene Hotchkins 702/878-6178	Fresno, Calif. 93703 2180 E. McKinley Alex Morates 209/268-7336
Albuquerque, N.M. 87108 828 San Mateo Rd. Shay Shaffer 505/265-7404	Englewood, Colo. 80110 2835 S. Raritan Ed Hartman 303/781-5673
Tucson, Ariz. 1310 No. Roberts Way Alan Scott 602/325-1033	Eureka, Calif. 95501 7231 Humboldt Hill Rd. Jim Gordon 916/365-3300
Dallas, Texas 75207 4839 Casa Rd. Bruce Masterson 214/637-4570, 637-4571	Seattle, Wash. 98119 2213 15th Ave. West Al Zangrillo 206/284-8910
Houston, Texas 2423 Metz Bob Kowalski 713/750 4-1310	Portland, Oregon 97217 4616 Albina St. Geo. Barrett 503/287-0534
San Antonio, Texas 214 W. Huisache Russ McCauley 512/PE 6-0317	Medford, Ore. 97501 609 So. Fir St. Ray DeBuhr 503/772-9966
Corpus Christi, Texas 5910 Norvell St. Dwayne Stephens 512/991-6471	Spokane, Wash. 99202 431 E. Sprague Kyle Pugh 509/624-6363

*continued*

#### IOWA

● **DES MOINES (Area Code 515)**  
Major Rec., 1520 Walnut. Zip: 50309. Tel: 288-7001. Owner: Jack Silberman; Mgr.: Robert Pockrandt. Buyers: Singles, George Smith; Albums, Robert Pockrandt. Tape: cartridge.

#### KANSAS

● **KANSAS CITY (Area Code 913)**  
TIP TOP-RECORD SERV., 7334 Royalty Way. Tel: RA 2-6209.  
Home office: Los Angeles, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

● **WICHITA (Area Code 316)**  
Pioneer Dist. Co. of Kansas, 2955 S. Kansas. Zip: 67201. Tel: LY 1-3414. Pres.: Al Driscoll. Buyers: Singles, Roland Allison; Albums, Roland Allison & Al Driscoll.  
Tape: cartridge.  
Reco-Rak Dist., 221 E. William. Tel: AM 5-7508. Owner: I. Albert.  
Tape: reel-to-reel & cartridge.

#### KENTUCKY

● **CAMPBELLVILLE (Area Code 502)**  
Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron.  
Tape: reel-to-reel & cartridge.

● **LOUISVILLE (Area Code 502)**  
Handleman, 4500 Louisville. Zip: 40209. Tel: 361-1336. Mgr.: James Powers. Buyers: Singles, Barbara Schmeig & Doug Kirkness; Albums, James Powers & Doug Kirkness.  
Home office: Detroit, Mich.  
Tape: reel-to-reel & cartridge.  
Vine Rec., 560 S. Fourth St. Tel: 585-4750. Pres. & Buyer: Helen T. Vine; Mgr.: Ken Vine.  
Tape: cartridge.

● **OWENSBORO (Area Code 502)**  
W W Rec. Sales, 320 Washington Ave. Tel: 683-1585. Contact: LeRoy Woodward.  
Tape: reel-to-reel & cartridge.  
Webster's, 320 Washington Ave. Zip: 42301. Tel: 684-2791. Pres.: Doug Webster.

#### LOUISIANA

● **LAFAYETTE (Area Code 318)**  
Modern Rec. Serv., PO Box 3727. Tel: CE 4-3291. Pres.: J. R. Chachere; Gen. Mgr.: George Berry. Branch: New Orleans, La.

● **NEW ORLEANS (Area Code 504)**  
Modern Rec. Serv., 757 Central Ave. Tel: VE 3-3735. Pres.: J. R. Chachere; Gen. Mgr.: George Berry. Branch: Lafayette, La.

#### MAINE

● **BANGOR (Area Code 207)**  
Viner's Music, 20-24 Broad St. Tel: 945-9494. Owners: Sam & Ben Viner. Mgr. & Buyer: Ben Viner. Tape: reel-to-reel & cartridge.

● **KENNEBUNK (Area Code 207)**  
Thor Music, 19 Cat Mousam Rd. Tel: 985-2556. Gen. Mgr.: David W. Flannery.

● **PORTLAND (Area Code 207)**  
Commercial Dist., 212 Anderson St. Zip: 04101. Tel: 774-5362. Mgr.: V. Harry Mooradian.  
Portland Rec. (div. of Boyd Corp.), 84 W. Cove St. Tel: 772-6551. Owner: James Boyd; Mgr.: Roy Rice. Buyers: Singles, Conrad Sharette; Albums, Don Tanguay.

#### MARYLAND

● **BALTIMORE (Area Code 301)**  
Coronet Music, 4724 Bonnie Brae Rd., Pikesville. Zip: 21208. Tel: 655-5145. Pres.: Sam Anoff.  
D & H, Russell & Worcester. Zip: 21230. Tel: SA 7-5100. Mgr.: Lester Pyle.  
Home office: Harrisburg, Pa.  
Tape: reel-to-reel & cartridge.

NEW DEAL REC. SERV., 1601 Guilford Ave. Tel: 837-2773. Mgr.: Ronald Bollon.  
Home office: New York, N.Y. (SEE ADVERTISEMENT)

Stacey Dist., 3004 Mary Ave. Zip: 21215. Tel: 664-7551. Owner & Mgr.: Ed Fitch.

● **HYATTSVILLE (Area Code 301)**  
Shawn Rec. Dist., 5408 20 Ave. Tel: 927-0010. Partner: C. R. Freeland.

● **PIKESVILLE (Area Code 301)**  
Coronet Music, 4724 Bonnie Brae Rd. Zip: 21208. Tel: 655-5145/4031. Pres.: Sam Anoff.

#### MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**  
Boston Mds., 150 Vernon St. Tel: HI 2-2345. Mgr.: Jerry Flatto.  
Boston Rec. Dist., 150 Vernon St. Tel: HI 2-2345. Pres.: Jerry Flatto.

Malden Mop & Brush, 7-27 E. Eden St. Zip: 02129. Record Whslers. of New England, 157 Washington St., Dorchester. Tel: 288-5700. Gen. & Sales Mgr.: Richard Siegal.

Branches: Los Angeles, Calif., Nat'l Rec. Serv. & Cal Raks—San Francisco, Calif., Nor-Cal Rec. Serv. Recordwagon, 30 Nashua St., Woburn. Tel: 776-5770. Pres.: Cecil Steen. Buyers: Singles, Lee Bondilio; Albums, Cecil Steen.  
Branches: Jacksonville, Fla.; Dallas, Tex.  
Temple Sales, 4 Gordon St. Tel: JA 4-5450. Owner & Mgr.: Myer Tenenbaum. Buyers: Singles, Michael Driscoll; Albums, Myer Tenenbaum.  
Tape: reel-to-reel & cartridge.

● **EAST BRIDGEWATER (Area Code 617)**  
Whitmarsh Music, 41 Bedford St. Zip: 02333. Tel: 378-3575. Owner, Mgr. & Buyer: Richard Whitmarsh.

● **FALL RIVER (Area Code 617)**  
Somerset, 203 Plymouth Ave. Tel: 678-8336. Owner & Buyer: Louis Freedman; Mgr.: William Greenblatt.

● **SOMERSET (Area Code 617)**  
United States Rec., 185 Riverside Ave. Tel: 674-4688. Pres. & Mgr.: Dan Gittelman. Buyers: Singles, Manny Germaine; Albums, Dan Gittelman.  
Tape: cartridge.

● **WEBSTER (Area Code 617)**  
Alan Sales, 45 Stoughton Ave. Zip: 01570. Tel: 943-5962/3527. Contact: John Stolarczyk.

#### MICHIGAN

● **DETROIT (Area Code 313)**  
Cornell Rec., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin. Buyers: Singles, Leo Cheslak; Albums, Al Truax.  
Handleman, 670 E. Woodbridge. Zip: 48226. Tel: WO 1-9563. Pres.: David Handleman; Mgr.: David Strome. Buyers: Singles, David Strome, Shirley Sekac; Albums, David Strome.  
Branches: Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Lansing, Mich.; Pennsauken, N.J.; Cleveland, Ohio; Pittsburgh, Pa.; Dallas, Tex.; Charleston, W. Va.  
Tape: reel-to-reel & cartridge.

Joyline Recs., 12800 Joy Rd. Tel: 834-2221/1636. Owner, Mgr. & Buyer: Edmond J. Doherty.  
NEW DEAL REC. SERV., 15333 Livernois Ave. Zip: 48238. Tel: 863-2225. Mgr.: Dave Lasher.  
Home office: New York, N.Y. (SEE ADVERTISEMENT)

Rapid Sales, 15365 Livernois. Zip: 48238. Tel: 342-8777. Pres.: Merle Schneider; Mgr.: Samuel J. Corrado.

Trico Dist., 13400 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owner & Buyer: John J. Genna; Mgr.: Al Placido.  
Tape: cartridge.

● **GRAND RAPIDS (Area Code 616)**  
Monroe, 2431 Clyde Park S.W. Zip: 49509. Tel: 452-9744. Owner, Mgr. & Buyer: Herman Rubin.

● **LANSING (Area Code 517)**  
Canfield Supply Serv., 210 Mill St. Zip: 48933. Tel: 485-9593. Pres.: Robert Canfield.  
Branch: Cincinnati, Ohio.  
Tape: reel-to-reel & cartridge.  
Handleman, 4604 N. East St. Tel: 484-1386. Mgr.: Edwin Griesmer.  
Home office: Detroit, Mich.  
Tape: cartridge.

● **TWIN LAKE (Area Code 616)**  
Allstate, 3625 Michillinda. Zip: 49457. Tel: 828-6329. Pres. & Mgr.: David A. Touzel. Buyers: Elaine James & David Touzel.

#### MINNESOTA

● **MINNEAPOLIS (Area Code 612)**  
Acme Music Serv., 9549 Penn Ave. S., Bloomington. Tel: 888-5521. Owner: H. N. Lieberman; Mgr.: S. M. Vanyo. Buyers: Singles, Bill Williams & Larry Ruegamer; Albums, S. M. Vanyo.  
J. L. Marsh, 600 Wayzata Blvd. Tel: 544-4201. VP: Daniel Heilicher; Mgr.: Manuel Swatez. Buyers: Singles, Marvin Sanderson; Albums, Robert Dahle.  
Tape: reel-to-reel & cartridge.  
Rapid Mds'g., 8175 Lewis Rd. Tel: 544-3561. Pres. Herbert N. Sandel. Buyers: Singles, W. H. Taylor Jr.; Albums, Noel Korenqold.  
Branches: Anaheim, Calif.; Middlesex, N.J.  
Sam Sales, 9549 Penn Ave. S., Bloomington. Tel: 888-5521. Owner: H. N. Lieberman; Mgr.: S. M. Vanyo. Buyers: Singles, Bill Williams & Larry Ruegamer; Albums, S. M. Vanyo.

#### MISSISSIPPI

● **GREENVILLE (Area Code 601)**  
Lynn's, 617 Nelson. Zip: 38701. Tel: 332-8665. Pres.: Henry B. Hines.

#### MISSOURI

● **KANSAS CITY (Area Code 816)**  
K C Rak Sales, 3230 Roanoke. Zip: 64111. Tel: LO 1-4610. Owner: Edward Ockel; Mgr.: R. L. Cox; Buyer: Lee Davis.  
Home office: St. Louis, Mo., Rak Sales.—Branch: Decatur, Ill., Decatur Rak Sales.  
Kansas City News Dists., 4231 E. 75 St. Zip: 64132. Tel: EM 3-7171. Mgr.: Allan Levy.

• **ST. LOUIS (Area Code 314)**  
Missouri Discs, 1906 Washington Ave. Tel: MA 1-2874. Pres.: Ben J. Fadum; Mgr.: Robert L. Hausfater.  
Rak Sales, 2549 Sullivan St. Zip: 63107. Tel: CH 1-8486. Owner: Edward Ockel; Mgr. & Buyer: Lee Davis.  
Branches: Decatur, Ill., Decatur Rak Sales—Kansas City, Mo., K C Rak Sales.

## MONTANA

• **HELENA (Area Code 406)**  
Playhouse Div., Sundry Shops, 1015 Popular. Zip: 59601. Tel: 422-6345. Owner: March E. Hopkin; Mgr.: Dennis Brooks. Buyer: Albums, Sylvia Warren.  
Tape: cartridge.

## NEVADA

• **LAS VEGAS (Area Code 702)**  
Music City Rec. Racks of Nev., 5409 Gipsy Ave. Zip: 89107. Tel: 870-4969. Owners: Alex & Betty Fox.  
TIP TOP-RECORD SERV., 3744 W. Mead Dr., Suite 10. Tel: 878-6178. Mgr.: Gene Hotckin.  
Home office: Los Angeles, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISE-  
MENT)

• **RENO (Area Code 702)**  
Pic-A-Tune, 1522 Matley Ln. Zip: 89502. Tel: 329-0010. Mgr.: Darwin Jones.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge.

## NEW HAMPSHIRE

• **CLAREMONT (Area Code 603)**  
Bev-Rec Dists., 32 McKenzie Dr. Zip: 03743. Tel: 542-4682. Owners: Pete Anderson & Dick Wing; Gen. Mgr.: Dick Wing; Sales Promo.: Pete Anderson.

## NEW JERSEY

• **BRIDGEWATER (Area Code 201)**  
Mona Rec., 1116 Cambridge Ln.  
Home office: Somerville, N.J.  
• **LINDEN (Area Code 201)**  
Supermarket Serv., 1601 W. Edgar Rd. Tel: 925-5950. Mgr.: E. Spitaletta. Buyer: C. McAllister.  
• **MEDFORD (Area Code 609)**  
National Mds'g Serv., Stokes Rd. Tel: OL 4-4990. Pres.: L. L. Goughan.  
Tape: reel-to-reel & cartridge.

## NEW JERSEY

• **MIDDLESEX (Area Code 201)**  
Rapid Mds'g., 200 Pond Ave. Tel: 752-1000. VP: A.C.H. Sjoberg.  
Branches: Anaheim, Calif., Minneapolis, Minn.  
• **NEWARK (Area Code 201)**  
Service One Stop Dist., 16 Fenwick St. Tel: 243-8700. Owner: Irv Cohen; Mgr.: Ralph Schechtman; Sales Mgr.: Hal Price. Buyers: Singles, Ralph Schechtman; Albums, Frank Di Marsico.  
Branch: Springfield, N.J.

• **NUTLEY (Area Code 201)**  
"Tiny" Fairbanks, 449 Kingsland St. Zip: 07110. Tel: 667-3767. Pres.: A. L. "Tiny" Fairbanks.

• **PENNSAUKEN (Area Code 609)**  
Handleman, 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Mgr.: Harold Scovill. Buyers: Singles, Doris Groves & Hal Scovill; Albums, Harold Scovill.  
Home office: Detroit, Mich.  
Tape: reel-to-reel & cartridge.

• **ROCHELLE PARK (Area Code 201)**  
Garden State Rec. Dist. (div. of Interstate Rec. Dists.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Mgr.: Stan Sterling.  
Home Office: New York, N.Y., Interstate Rec. Dists.

• **SOMERVILLE (Area Code 201)**  
Mona Rec., 677 E. Main St. Zip: 08876. Tel: 658-3016. Exec. VP & Gen. Mgr.: Fred Castle; Sales Dir.: Joe Cohen.  
Branch: Bridgewater, N.J.

• **SPRINGFIELD (Area Code 201)**  
Service One Stop Dist., Runyon Bldg., Rt. 22, Fadem Rd. Tel: DR 6-7666. Mgr.: Paul Reilly.  
Branch: Newark, N.J.

• **TRENTON (Area Code 609)**  
Allied Rec. Sales (Oldies But Goodies), 1001 Hamilton Ave. Zip: 08629. Tel: 392-0211. Owners: John T. Gervasoni & Frank Romani.

## NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**  
Linden, 1205 Madeira S.E., Suite 124. Zip: 87108. Tel: 255-3978. Pres.: Lindy Blaskey.  
Mershaw Midwest, 4115 Silver S.E. Zip: 87108. Tel: 268-1902. Buyer: Sandy Kahn.  
Branches: Denver, Colo.; Miami, Fla.; Albany, N.Y.; Dallas, Tex.  
Tape: reel-to-reel & cartridge.

TIP TOP-RECORD SERV., 828 San Mateo S.E. Tel: 265-7404. Mgr. & Buyer: E. D. Shaffer.  
Home office: Los Angeles, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISE-  
MENT)

## NEW YORK

• **ALBANY (Area Code 518)**  
Mershaw of New York, 100 Watervliet Ave. Zip: 12206. Tel: 438-3571. Pres.: Charles H. Schlang; Sales Mgr.: Joseph Dean; Buyer: Donald Cleary.  
Branches: Denver, Colo.; Miami, Fla.; Albuquerque, N.M.; Dallas, Tex.  
Tape: cartridge.  
Mohawk Recs., 12 Commercial Rd. Zip: 12205. Tel: 489-8371. Pres.: Charles H. Schlang.

• **AMSTERDAM (Area Code 518)**  
Almor Playtime, PO Box 111, Wallins Corners Rd. Tel: 842-2500. VP: Albert Hyman.  
Tape: reel-to-reel & cartridge.

• **BELLMORE (Area Code 516)**  
Controlled Sheet Music Serv., 2717 Grand Ave. Zip: 11710. Tel: 221-7414. Pres.: Ronald Ravitz.  
Branch: Bellmore, N.Y., Mark Music Serv.  
Mark Music Serv., 2497 Riviera Ln. Zip: 11710. Tel: 221-6977. Owner: Ronald Ravitz.  
Branch: Bellmore, N.Y., Controlled Sheet Music Serv.

• **BINGHAMTON (Area Code 607)**  
G & G Rec. Dist., 3 Bellevue Heights. Zip: 13905. Tel: 729-0023. Owner: Kenneth Glassman.

• **BUFFALO (Area Code 716)**  
Disceries, 863 Washington St. Tel: TL 6-8477. Owner: Carl Glaser; Mgr.: Robert Arent. Buyers: Singles, F. Bachmeier; Albums, Jerold Glaser.  
Tape: reel-to-reel & cartridge.  
Porter Electronics, 85 Ledger St. Zip: 14216. Tel: 875-1908. Pres.: Ed Lyons; Buyer: Bob Desbecker.  
Tape: reel-to-reel & cartridge.

• **EAST ROCKAWAY, L. I. (Area Code 516)**  
Guy Barry Dist. (see Hemisphere Ent.).  
Hemisphere Ent., 13 Wesley Dr. Tel: FR 4-6772. Owner: Guy Barry.  
Tape: reel-to-reel & cartridge.

*continued on page 120*

# Why MUSICAL ISLE?

The reason is simple. Musical Isle continues to offer stores the best merchandise, service and supply presentation in the Chicagoland area.

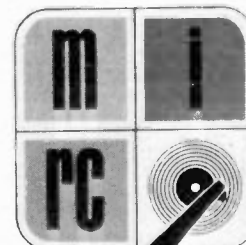
## OTHER REASONS INCLUDE:

1. Vast record assortment from 1,500 record manufacturers.
2. Selectivity—store inventories are programmed geographically. You get merchandise that sells in your area.
3. Constant fast-turning inventory.
4. Well trained personnel to service your store.
5. Big inventory of all cartridges, reel-to-reel tapes, accessories and music books.
6. Fast and efficient special order service.
7. Specialists in all areas of recorded music.
8. Skilled staff to provide stores with merchandising and advertising aids to greatly increase sales.
9. Complete assortment of promotion and budget line records.

General offices and warehouse area consist of 40,000 square feet in a modern, new building . . . just 5 minutes from Chicago's loop.

AAA 1 Dunn & Bradstreet rating.

More than 2 decades of continuous growth. Now serving hundreds of retail outlets.



MUSICAL ISLE RECORD CORP.  
1550 SOUTH STATE STREET  
Chicago, Ill. 60605  
312 • 225-2929

continued

- **GREAT NECK, L. I. (Area Code 516)**  
Record Guild of America (see Variety Rec. Dist.).  
Variety Rec. Dist., 15 Bond St. Tel: HU 2-0900.  
Owner, Mgr. & Buyer: David Shichman.  
Tape: reel-to-reel & cartridge.
- **HICKSVILLE, L. I. (Area Code 516)**  
Wilmi Sales, 3 Westermorland Rd. Tel: GE 3-0337.
- **LATHAM (Area Code 518)**  
Bee Gee Dist., Shaker Park. Zip: 12110. Tel: 785-1350. Owner & Mgr.: Leonard Smith; Buyer: T. Markoski.  
Tape: cartridge.
- **LONG ISLAND CITY (See New York City)**
- **MELVILLE, L.I. (Area Code 516)**  
Merco Ent's., 536 Broad Hollow Rd. Tel: 694-8990.  
Owner: Jack Grossman; Buyer: Marvin W. Rossman.  
Tape: reel-to-reel & cartridge.
- **MOUNT VERNON (Area Code 914)**  
Steadman One Stop, 200 S. 14 Ave. Tel: OW 9-3166.  
Pres.: Leonard Book.
- **NEW YORK CITY (Area Code 212)**  
Arovex Rec., 243 W. 18 St. Tel: 989-7200.  
Tape: cartridge.
- Bronen's Music, 2481 Webster, Bronx. Zip: 10458.  
Tel: CY 8-3350. Partner: M. Bronen.
- Candy Stripe Rec., 674 Midwood St., Brooklyn. Zip: 11203. Tel: IN 7-1559. Pres.: Bernard Keil.
- Eastern Rec. Sales & Dist., 666 10 Ave. Zip: 10036. Tel: CI 5-9469. Owner, Mgr. & Buyer: Murray Lefkoff.
- Independent Rec. Promo., 259 W. 18 St. Zip: 10011. Tel: YU 9-8644. Pres.: Larry Guttenplan.  
Tape: reel-to-reel & cartridge.
- Interstate Rec. Dist's., 1290 Ave. of the Americas. Zip: 10019. Tel: 265-7760. Owner: M. G. Wells; Mgr.: Max Goldstein. Buyers: Singles, Max Goldstein; Albums, Stan Sterling.  
Branch: Rochelle Park, N.J., Garden State Rec. Dist.  
Tape: reel-to-reel & cartridge.
- Kaco Ent's., 4188 Murdock Ave., Bronx. Owner: Bruce Kravis.
- Met Richmond Rec. Racks, 1637 Utica Ave., Brooklyn. Zip: 11234. Tel: 253-4600. Mgr.: David Last.
- NEW DEAL REC. SERV., 46-50 54 Ave., Maspeth, N.Y. City. Zip: 11378. Tel: 786-6255. Gen. Mgr.: Morris Weissman; Sales Mgr.: Peter Hyman.**  
Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa. (SEE ADVERTISEMENT)
- R O C, 1309 Ed. L. Grant Hwy., Bronx. Zip: 10452. Tel: JE 7-8954. Owner: S. Sahler.
- Raymar Sales, 170-21 Jamaica Ave., Jamaica. Tel: OL 8-4012.
- Record Mart, 1470 Broadway. Zip: 10036. Tel: AL 4-4024. Owner: Robert Stack; Mgr. & Buyer: Jesse Moskowitz.
- S & V Vending, 1509 Ryder St., Brooklyn. Zip: 11234. Tel: ES 7-9881. Pres.: Stan Herman; Sec'y-Treas.: Vincent Caesar.
- Spectrum Ent., GPO Box 1785. Zip: 10001. Owner: L. Dodge; Mgr. & Buyer: K. Hooper;
- Win Rec. 858 Ninth Ave. Zip: 10019. Tel: JU 2-0130. Owner: Sam Weiss; Mgr. & Buyer: George Weiss.

- **OCEANSIDE, L. I. (Area Code 516)**  
Scott Dist., 3580 Oceanside Rd. Tel: OR 8-6580.  
Pres.: Sidney Kruglick; Sales Mgr. & Buyer: Harvey Lefkowitz.  
Tape: reel-to-reel.
- **POUGHKEEPSIE (Area Code 914)**  
Toy House of Hudson Valley, Manchester Rd. Tel: GR 1-2740. Pres.: Lou J. Kustas.  
Tape: cartridge.
- **ROCHESTER (Area Code 716)**  
Clinton Cosmetics, 80 Commerce Dr. Zip: 14623. Tel: 334-2700. Sales Mgr.: Bill Cyrkin.
- **SYRACUSE (Area Code 315)**  
Mage Serv. Mds'g, 112 Ronnell Dr. Zip: 13219. Tel: 488-2512. Gen. Mgr.: Mathew Orlando.

**NORTH CAROLINA**

- **ASHEVILLE (Area Code 704)**  
Alexander News, 25 Carolina Ln. Zip: 28801. Tel: AL 3-2631. Owner: W. G. Alexander; Mgr. & Buyer: C. N. Suttle.
- **CHARLOTTE (Area Code 704)**  
Southeastern Rec. Mdsrs., PO Box 1697, 2706 Freedom Dr. Tel: 399-5633. Pres.: Bert Fleishman; Sales Mgr.: Charles Hartley.  
Tape: reel-to-reel & cartridge.

- **ROCKY MOUNT (Area Code 919)**  
Rocky Mount News Agency, 1600 S. Franklin St. Tel: 446-6812. Mgr. & Buyer: Bill McCarver.  
Tape: reel-to-reel & cartridge.

**OHIO**

- **CINCINNATI (Area Code 513)**  
Album Rec. Sales of America, 6566 Montgomery Rd. Tel: 731-7051. Pres., Mgr. & Buyer: LeRoy R. Goodlander.
- Ambat, 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Pres.: Vern Hawk; Mgr.: Earl Schaefer.  
Branch: Dayton, Ohio.
- Canfield Supply Serv., 431 Northland Rd. Tel: 821-0361. Owner: Robert Canfield; Mgr. & Buyer: Jack Shue.  
Home office: Lansing, Mich.  
Tape: reel-to-reel & cartridge.
- Flo-Roe Recs., 1667 Central Pkwy. Zip: 45214. Tel: 621-3252/3. Pres.: Vernon W. Hawks.
- K C Dist. (div. of Mulane Taffy), 4108 Spring Grove Ave. Tel: 542-4573 & 271-3887. Dir.: Marilu Case; Serv. Mgr.: Tom Case.

- **CLEVELAND (Area Code 216)**  
All Label Rec. Serv., 7777 Exchange St., Valley View. Zip: 44125. Tel: 524-4260. Contact: Harry H. Budin.
- Claber Dist., 13200 Brookpark. Zip: 44135. Tel: 671-5205. Buyer: Norm Shubert.
- Dean's House of Jazz, 8601 Hough. Zip: 44106. Tel: 231-9531.
- Handleman, 13900 Broadway, Garfield Heights. Zip: 44125. Tel: 587-5550. Mgr.: Robert Cipriani. Buyers: Singles, Sophie Nowakowski; Albums, Robert Cipriani & Chuck Young.  
Home office: Detroit, Mich.  
Tape: reel-to-reel & cartridge.
- Inland Recs., 3142 Prospect Ave. Zip: 44115. Tel: 431-5300. Owner: Dot Recs. Mgr. & Buyer: Chuck Bartlett.  
Tape: cartridge.
- Main Line Rec. Serv., 1260 E. 38 St. Zip: 44114. Tel: 391-9616. Pres.: Ross Halamay; Buyer: E. W. Halamay.
- Modern Rec. Serv., 1958 E. 105 St. Tel: 795-5225. Pres.: David W. Burke; Mgr.: Robert Burke; Buyer: Saul Moss.  
Tape: reel-to-reel & cartridge.
- Stark Recs. of Cleveland, 2797 Hamilton. Tel: 621-1119. Owners: Paul David & Charles E. Murray; Mgr. & Buyer: Tom Zeitz.  
Home Office: Massillon, Ohio.

- **DAYTON (Area Code 513)**  
Ambat, 1336 Xenia Ave. Zip: 45410. Pres.: Vern Hawk.  
Home office: Cincinnati, Ohio.
- Dayton Rec. Serv., 2223 Springboro Rd. Tel: 399-0981. Pres.: W. A. Carrington; Mgr.: Maurice Leach.  
Branch: Portsmouth, Ohio.

- **MASSILLON (Area Code 216)**  
Stark Recs. of Massillon, 1226 Duncan Ave. S.W. Zip: 44646. Tel: 832-1565. Owner: Paul David; Mgr. & Buyer: Phil Shannon.  
Branch: Cleveland, Ohio.  
Tape: cartridge.

- **PORTSMOUTH (Area Code 614)**  
Dayton Rec. Serv., 24 Union St. Tel: EL 4-3188. Pres.: W. A. Carrington.  
Branch: Dayton, Ohio.

- **SPRINGFIELD (Area Code 513)**  
Buckeye Ent's., 5 E. Main St. Zip: 45502. Tel: 325-7686. Pres.: Asen Kristoff; VP: Steve Kristoff.

- **TOLEDO (Area Code 419)**  
Bartley, 1001 Brown. Tel: 244-3011. Mgr. & Buyer: Gene J. DeMarco.
- Buckeye Specialties, 1102 Summit St. Tel: 243-4166. Contact: Ruth Redfox.
- Northwestern Dist's., 1018-20 Sylvania Ave. Zip: 43612. Tel: 479-5241. Pres.: George LaCourse.

- **YOUNGSTOWN (Area Code 216)**  
Mid-America Specialty Dist., 1028 Rayen St. Owner: Howard M. Rosen.  
Home office: Chicago, Ill.

**OKLAHOMA**

- **OKLAHOMA CITY (Area Code 405)**  
Mid-Continent News, 7001 N. Broadway. Zip: 73125. Tel: VI 3-9383. Owner: Jean I. Everest; Mgr.: F. B. Albro; Buyer: Gene Gibbs.  
Tape: cartridge.
- Southwest Dist., 1159 E. Madison Ave. Zip: 73111. Tel: GA 7-3225. Pres.: K. D. Hensley.  
Tape: cartridge.
- **TULSA (Area Code 918)**  
Oklahoma News, 909 W. 23 St. Zip: 74107. Tel: LU 4-4754. Mgr.: Stanley E. White.  
Tape: cartridge.

**OREGON**

- **MEDFORD (Area Code 503)**  
TIP TOP-RECORD SERV., 609 S. Fir. Zip: 97501. Tel: 772-9966. Mgr.: Dave Urban.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)
- **PORTLAND (Area Code 503)**  
Record Mds'g Serv., 105 N.E. 62 Ave. Zip: 97213. Tel: 232-5750. Owner, Mgr. & Buyer: William G. Blackburn.
- Souvall Bros., 9300 N.E. Multnomah St. Zip: 97220. Mgr.: Derald Tilley; Buyer: Ross Whisman.
- TIP TOP-RECORD SERV., 4616 N. Albina St. Tel: 287-0534. Mgr. & Buyer: George Barrett.  
Home office: San Francisco, Calif.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)
- **ROSEBURG (Area Code 503)**  
Paul Jackson Whsle., Tel: 672-4272. Pres.: Paul Jackson; Buyer: Walt Carter.  
Tape: cartridge.

**PENNSYLVANIA**

- **CONEMAUGH (Area Code 814)**  
Page Rec'g, 345 Second St. Tel: 539-8117. Owner, Mgr. & Buyer: Al Page.  
Tape: cartridge.
- **HARRISBURG (Area Code 717)**  
D & H, 2525 N. Seventh St. Tel: 761-2805 & 236-8001. Mgr.: David Press.  
Branch: Baltimore, Md.
- **HAVERTOWN (See Philadelphia)**
- **IRWIN (Area Code 412)**  
Richmark Sales, 1072 Lincoln Hwy. W. Tel: 351-1107. Owner: A. Ackerman; Mgr. & Buyer: J. T. Walker.

- **KINGSTON (Area Code 717)**  
Record Town, 449 Northampton St. Zip: 18704. Tel: 288-6536. Pres.: Joseph R. Nardone.

- **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**  
Bandstand, 2522 N. Broad St. Zip: 19132. Tel: BA 9-9110. Owner: Gerald Rappaport.
- I. J. Morgan, 551 N. Broad St. Zip: 19123. Tel: WA 5-7535. Pres.: Jerry Rosen; Mgr.: Joseph Masci. Buyers: Singles, Ralph Niglio; Albums, John Havrilla.  
Tape: cartridge.
- NEW DEAL REC. SERV., 2503 N. Broad St. Tel: 229-4555. Mgr.: Ed McKeown.**  
Home office: New York, N.Y. (SEE ADVERTISEMENT)
- Oldies But Goodies Land, PO Box 2902. Zip: 19126. Tel: WA 7-0253. Gen. Mgr.: Michael Adler; Buyer: L. Eckle.
- Rec-O-Rac Dist., 100 Ellis Rd., Havertown. Tel: HI 9-3336. Owner, Mgr. & Buyer: Harry Blaufeld.  
Branch: Philadelphia, Pa., 444 Long Ln., Upper Darby. Zip: 19082. Tel: MA 6-2177.  
Tape: reel-to-reel & cartridge.

- **PITTSBURGH (Area Code 412)**  
Continental Rac, 1704 Fifth Ave. Zip: 15219. Tel: 261-3340/7350. Pres.: William Lawrence; Sales Mgr.: Richard Zimmer. Buyers: Singles, James Boyd; Albums, W. Lawrence, R. Zimmer, J. Boyd.  
Tape: reel-to-reel & cartridge.
- East Coast Dist., 633 Liberty Ave. Tel: 281-6344. Mgr.: Nicholas Lomakin.
- Gold Rec., 4341 Ludwick St. Zip: 15217. Tel: 521-0373. Pres.: S. J. Goldstein.
- Handleman, 1388 Island, McKees Rocks. Zip: 15212. Tel: 331-6972. Mgr. & Buyer: Vera Powell.  
Home office: Detroit, Mich.  
Tape: reel-to-reel & cartridge.
- Star Title Strip, 842 Western Ave. Tel: 231-4314. Mgr.: N. W. Morgan.

- **UPPER DARBY (see Philadelphia)**

**RHODE ISLAND**

- **EAST PROVIDENCE (Area Code 401)**  
H. V. Papazian, 97 Valley St. Zip: 02914. Tel: 434-7212. Owner: H. V. Papazian; Mgr.: John Wolohojian. Buyers: Singles, Charles Ryan; Albums, H. V. Papazian.
- **PROVIDENCE (Area Code 501)**  
Beacon Rec. Dist., 725 Branch Ave. Zip: 02904. Tel: UN 1-7500. Pres.: Milton Israeloff; Mgr.: Rubin Zeidman. Buyers: Singles, Chris Howe; Albums, Rubin Zeidman.

**SOUTH CAROLINA**

- **ABBEVILLE (Area Code 803)**  
Savitz Rec. Ctr., 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Cregg Booth. Buyer: Susan Hagen.  
Tape: reel-to-reel & cartridge.

# IMPORTANT NOTICE!

July 1, 1967

In view of the price changes by the Record Manufacturers in Mono & Stereo Albums, we are going to change our policy of having TWO kinds of Divider Cards (Mono & Stereo).

As our present inventory of Mono & Stereo Divider Cards are sold they will be replaced by the new cards—the same White Plastic Divider Cards, but with categories and artists printed in Black Ink. Except for the color of the title and the fact that there will be no designation of Mono or Stereo, the cards will be identical with our present supply.

The same Card will be used for both Mono and Stereo—a SAVINGS to you since the number of cards used in your racks will be cut by 50%.

We, like Hertz, are No. 1 in our field!



**GOPHER PRODUCTS CORPORATION.**  
BOX 812, BERKELEY, CA. 94701  
415-843-5836

THE  
INTERNATIONAL  
INFLUENCE  
OF  
BILLBOARD  
GROWS  
AND  
GROWS

## • COLUMBIA (Area Code 803)

Brown Sales, 1423 Ellerbe St. Zip: 29204. Tel: 787-3581. Owner, Mgr. & Buyer: H. G. Brown Jr. Tape: reel-to-reel & cartridge.

## TENNESSEE

### • COOKEVILLE (Area Code 615)

Rack Ent., 141 Shipley. Tel: 526-5148. Owner: Bill H. Amonette.

### • KNOXVILLE (Area Code 615)

Knox Rec. Rack, PO Box 4045, 2000 Western Ave. Tel: 525-0445. Owner: Sam Morrison.

Tucker's Rec. Shop, 22 1/2 Market St., On the Mall. Tel: 522-9300. Owner & Mgr.: Martin T. Robertson.

### • NASHVILLE (Area Code 615)

H & R Dist., 624 Murfreesboro Rd. Zip: 37210. Tel: 256-4933. Gen. Mgr.: E. E. Hoskins.

Nashville Rec. Serv., PO Box 7310, 618 Ewing Ave. Zip: 37203. Tel: 242-8208. Pres.: Albert E. Martin.

Volunteer Dist., 435 37 Ave. N. Tel: 297-0055. Owner: Webber Parrish.

Doug Wayne Ents., PO Box 3202. Zip: 37219. Tel: 297-5966. Gen. Mgr.: D. W. Bonds Sr.

## TEXAS

### • AMARILLO (Area Code 806)

Western Mdrs., 1601 W. Third Ave. Tel: DR 6-6251. Mgr.: R. H. Williamson; Buyer: Ed Perry. Tape: cartridge.

### • AUSTIN (Area Code 512)

Tom Bishop Whsle., 7700 Forest Wood Rd. Zip: 78745. Tel: 442-2536. Mgr.: Tom Bishop.

### • CARROLLTON (Area Code 214)

D J Rec. Sales, 2315 Briarwood Ln. Tel: CH 2-3698. Owner, Mgr. & Buyer: Don Bresler.

### • DALLAS (Area Code 214)

Great Southern, 163 Cole. Zip: 75207. Tel: RI 8-7696. Owners & Mgrs.: Phil Archer & Dan Fabian.

Handleman, 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Mgr.: George Braun. Buyers: Singles, Irma Emery; Albums, George Braun & Gene Tilley.

Home office: Detroit, Mich. Tape: reel-to-reel & cartridge.

Mershaw of America, 8730 Empress Row. Zip: 75249. Tel: ME 7-0552. Mgr. & Buyer: Kerry B. Charlton.

Branches: Denver, Colo.; Miami, Fla.; Albuquerque, N.M.; Albany, N.Y.

North Texas Music, 5806 Velasco. Zip: 75206. Tel: TA 7-4016. Owner: John Pool. Branch: Houston, Tex.

Records of Dallas, 1345 Chemical St. Tel: ME 1-7263. Mgr.: Doug Martin. Tape: cartridge.

Recordwagon, 2531 Farrington St. Tel: ME 7-3774. Mgr.: Glenn Mosley. Home office: Boston, Mass.

TIP TOP-RECORD SERV., 4839 Cash Rd. Tel: ME 7-4570. Mgr.: & Buyer: Bruce W. Masterton. Home office: Los Angeles, Calif. Tape: reel-to-reel & cartridge. (SEE ADVERTISE-MENT)

### • EL PASO (Area Code 915)

Sunland Supply, 2227 Texas Ave. Zip: 79949. Tel: 533-5901. Contact: Bill Shapiro. Tape: reel-to-reel & cartridge.

### • HOUSTON (Area Code 713)

Lotassco, 1634 Wakefield Dr. Zip: 77018. Tel: OV 6-1155. Owners: Maxine & Albert Eickenhorst. North Texas Music, 718 Woodland. Branch: Dallas, Tex.

Record Dist., 901 Commerce Ave. Tel: CA 7-6961. Owner: Larry M. Rosmarin; Mgr.: Al Acuna. Buyers: Singles, Mary Ann Martinez; Albums, Larry M. Rosmarin. Tape: reel-to-reel & cartridge.

Record Specialties, PO Box 19132, 9799 Pine Lake. Zip: 77024. Tel: HO 8-2765. Gen. Mgr.: Harvey Hood.

Records of Houston, 316 E. 11 Ave. Zip: 77008. Tel: UN 1-6868. Mgrs.: Bud & Don Daily. Tape: cartridge.

### • LUBBOCK (Area Code 806)

Recordland USA, 3819 Ave. A. Tel: SH 7-4443. Owner: Allan Rosen; Mgr. & Buyer: Bob Iseral. Tape: cartridge.

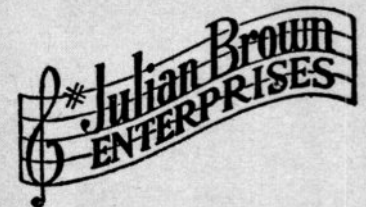
## YOU GET SUPER SERVICE on REEL-TO-REEL and CARTRIDGE TAPES WHEN YOU DEAL WITH US

We handle all lines  
Capitol Mercury Stereo  
Columbia Tapes  
Decca Music Tapes  
GRT Orisonic  
ITCC RCA Victor  
Tamla-Motown

First and most experienced jobber and one-stop of tape in the Midwest.

Contact:  
Kent Beauchamp or Edward Yalowitz

**ALL TAPES  
DISTRIBUTING INC.**  
1400 S. Michigan Ave.  
Chicago, Illinois (312) 939-2661



COMPLETE  
SO. CALIFORNIA  
RACK JOBBER  
SERVICE

After

**17 YEARS**

In the same location  
we're moving to  
Bigger and  
Better Quarters

NEW ADDRESS:

7425-A Orangethorpe Avenue  
Buena Park, California 90620  
Phone: (714) 522-8351

continued

• **SAN ANGELO (Area Code 915)**

J. P. Biddle, PO Box 3051. Tel: 653-8923, Owners, Mgrs. & Buyers. J. P. Biddle & Ira Parks Jr. Tape: reel-to-reel & cartridge.

**UTAH**

• **SALT LAKE CITY (Area Code 801)**

Billinis Dist., 3575 South 700 West. Tel: 266-3540/8. Pres. & Mgr.: John Billinis. Buyers: Singles, Ray Peterson; Albums, John Billinis.

Mountain West Dist., 2195 S.W. Temple. Tel: 467-0202. Owners: Dick Brower & Rulon Reynolds; Buyer: Rulon Reynolds. Tape: reel-to-reel & cartridge.

**VERMONT**

• **ST. JOHNSBURY (Area Code 802)**

St. Johnsbury Rec. Dist., Railroad St. Eastern Ave. Zip: 05819. Tel: 748-2475. Pres. & Buyer: Loren Phelps; Mgr.: Reginald Sevigny. Tape: cartridge.

**VIRGINIA**

• **RICHMOND (Area Code 703)**

Pat's, PO Box 2219. Tel: MI 8-4791. Pres.: Pat Cohen.

• **ROANOKE (Area Code 703)**

Turner Candy, 516 Rorer Ave. S.W. Tel: 342-0500. Pres.: A. L. Turner Jr.

• **VIRGINIA BEACH (Area Code 703)**

Edge, PO Box 5043. Zip: 23455. Tel: 464-6051. Mgr.: Ed Cook. Tape: reel-to-reel & cartridge.

**WASHINGTON**

• **SEATTLE (Area Code 206)**

General Rec. Serv., 408 S. River. Tel: RO 7-3636. Buyers: Singles, Chuck Crist; Albums, Paul Portteus. Tape: cartridge.

Gordon Sales, 1000 First Ave. S. Zip: 98134. Tel: MU 2-7188. Mgr.: Stan H. Jaffe. Buyers: Singles, R. A. Harlan; Albums, Chuck Blacksmith.

Major Rec. Serv., 902 N.W. 49. Zip: 98107. Tel: SU 4-3520. Gen. Mgr.: Bill Moore.

TIP TOP-RECORD SERV., 2213 15 W. Tel: AT 4-8910.

Home office: San Francisco, Calif.

Tape: reel-to-reel & cartridge. (SEE ADVERTISE-  
MENT)

• **SPOKANE (Area Code 509)**

TIP TOP-RECORD SERV., 431 Sprague Ave., E. Tel: MA 4-6363. Mgr.: Fred Stewart.

Home office: San Francisco, Calif.

Tape: reel-to-reel & cartridge. (SEE ADVERTISE-  
MENT)

• **YAKIMA (Area Code 509)**

Ring Mdse. Dist., 1105 Fruitvale. Zip: 98902. Tel: CH 8-0651. Sales Mgr. & Buyer: William Ring.

Tape: reel-to-reel & cartridge.

**WEST VIRGINIA**

• **CHARLESTON (Area Code 304)**

Handleman, 5606 McCorkle S.E. Zip: 25304. Tel: 925-2145. Mgr.: William Hanson. Buyers: Singles, Glenna Linsbeck; Albums, William Hanson & Judy Millen.

Home office: Detroit, Mich. Tape: reel-to-reel & cartridge.

**WISCONSIN**

• **EAU CLAIRE (Area Code 715)**

Arrow Racks, 1609 Laurel Ave. Tel: 832-2533. Owner: R. W. Meyer.

• **MADISON (Area Code 608)**

Rapid Sales, 1017 Jonathon Dr. Tel: 257-3088.

Pres.: Rolf V. Voegelin. Buyers: Singles, Lowell Grass; Albums, Donald C. Smith. Tape: cartridge.

• **MILWAUKEE (Area Code 414)**

Modern Rack Sales, 5825 N. 96 St. Tel: 462-8030. Pres.: John F. O'Brien. Buyer: Jeff Ballman.

MUSICAL ISLE, Tel: 264-4380. Chicago office: 1550 S. State St. Zip: 60605. Tel: (312) 225-2929. Owner: Milton Salstone; Mgr.: Victor Faraci.

Tape: reel-to-reel & cartridge. (SEE ADVERTISE-  
MENT)

Record City, 5600 W. North Ave. Zip: 53208. Tel: 871-0460. Contact: Harold E. Rietz.

Tape: reel-to-reel & cartridge.

• **RACINE (Area Code 414)**

Soulville, 507 Main St. Tel: 634-9633. Prop.: J. Huennekens.

**A SERVICE FOR THE  
RACK JOBBERS**



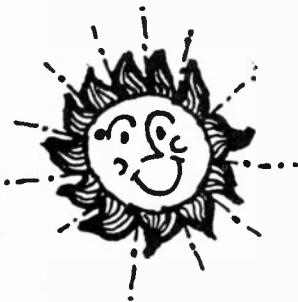
All Types of INDEX STRIPS and PRICE LABELS  
"TAILOR MADE" for your needs.

SEND FOR A COMPLETE BROCHURE TODAY.



**STAR TITLE STRIP COMPANY, INC.**

842 Western Avenue Area Code 412 231-4314 Pittsburgh, Pa. 15233



**SALES SOAR  
IN THE  
SUNSHINE  
STATE**

WITH

FLORIDA'S LARGEST INDEPENDENT DISTRIBUTOR

**TONE  
DISTRIBUTORS INC.**

495 South East 10th Ct., Hialeah, Fla. (305) 888-1685

**HENRY STONE  
MILT OSHINS—DAVE BENJAMIN**

**ORDER  
YOUR  
EXTRA  
BUYER'S  
GUIDES  
NOW!**

Limited supplies available.

**Soft-covered edition — \$5.00**

or new hard-bound  
**personalized edition — \$7.50**

(See bind-in card in this issue  
for complete details)

Send your request  
and payment to:

**BILLBOARD—Box BG  
2160 Patterson Street  
Cincinnati, Ohio 45214**



# U.S. One-Stop Directory

## ALABAMA

- **BIRMINGHAM (Area Code 205)**  
Music Center, 416 N. 19 St. Zip: 35204. Tel: 251-8252. Mgr.: Virgil C. Lugar.  
Victory Rec. Serv., 1608 First Ave. N. Tel: 324-9505.  
Owner & Mgr.: Morris S. Corona.  
Tape: cartridge.

## ARIZONA

- **PHOENIX (Area Code 602)**  
Arizona One Stop, 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Mgr. & Buyer: Margo Grover.

## ARKANSAS

- **LITTLE ROCK (Area Code 501)**  
Moses Melody, 505 Main St. Tel: FR 5-0105. Pres.: Jim Moses.

## CALIFORNIA

- **CAMPBELL (Area Code 408)**  
Curto's Auto Stereo, 2228 S. Bascom Ave. Zip: 95008. Tel: 371-1476. Owner: Gary Curto.
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Cal Raks, 1499 W. Washington. Tel: 748-2281. VP & Gen'l Mgr.: Ben Bartel.  
Affiliates: Los Angeles, Calif., National Rec. Serv.—San Francisco, Calif., Nor-Cal Rec. Serv.—Boston, Mass., Rec. Whslers. of New England.  
California Music, 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Owner: Sam Ricklin; Mgr. Buddy Robinson. Buyers: Singles, Jerry Barish; Albums, Raoul Montano.  
Luenhagen's, 2277 W. Pico. Zip: 90006. Tel: 384-4134. VP & Mgr.: Mary Solle.  
NEW DEAL REC. SERV., 3660 W. Pico Blvd. Zip: 90019. Tel: 731-9313. Mgr. & Buyer: Alan Atkins.  
Branches: New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; New York, N.Y.; Philadelphia, Pa.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)

- Norty's, 436 N. Fairfax Ave. Tel: WE 8-2758. Owner: Norton Beckman.
- Op's 1 Stop, 2707 W. Pico Blvd. Zip: 90006. Tel: RE 2-6737. Owner & Albums Buyer: Jack Douglas; Mgr. & Singles Buyer: Jack Frost.  
Tape: cartridge.
- Sun State Music Dist., 2669 W. Pico Blvd. Tel: 383-4137. Owner: Al Latauska.  
Tape: reel-to-reel & cartridge.
- West Coast Music Sales, 3160 W. Pico Blvd. Zip: 90019. Tel: 735-1565. Mgr.: Richard Susser.

- **SAN BERNARDINO (Area Code 714)**  
Braviroff Piano & Music, 1170 "E" St. Tel: TU 9-8596. Owner: Harvey Braviroff.  
Tape: cartridge.

- **SAN DIEGO (Area Code 714)**  
Hit Line Rec. Sales, PO Box 15293. Zip: 92115. Owner & Buyer: Frank M. Metzker.  
Tape: reel-to-reel & cartridge.

- Ratner Electric, 745 Broadway. Zip: 92101. Tel: 234-3363. Owner: Marco Ratner; Mgr. & Buyer: Seymour Ratner.  
Tape: reel-to-reel & cartridge.

## • SAN FRANCISCO & BAY AREA

- (Area Code 415)  
Nor-Cal, 233 Utah Ave., South San Francisco. Zip: 94080. Tel: 871-8677. Owner: Leon Hartstone; Gen. Mgr.: Don Ayers; Sales Mgr.: Stu Marlowe; Opns. Mgr.: Godfrey Dickey.  
Affiliates: Los Angeles, Calif., Cal Raks—Boston, Mass., Record Whslers. of New England.  
Western, 645 Bryant St., San Francisco. Zip: 94107. Tel: 781-8171. Pres.: David Watson; Gen. Mgr.: Leon P. Bohn; Buyers: Singles, Leon P. Bohn; Albums, Alba Improta.  
Branch: San Francisco, Calif., 1461 Park Ave., Emeryville. Zip: 94068. Tel: 654-5110. Buyers: Singles, Hal Furtney; Albums, Dick Honahoe.

- **SAN JOSE (Area Code 408)**  
Discorama, 227 S. First St. Tel: 286-5838. Gen. Mgr.: Art Walker.

## COLORADO

- **DENVER (Area Code 303)**  
A & N, PO Box 2671. Zip: 80201. Owner & Gen. Mgr.: James C. Scott Sr.  
Mile Hi, 77 Kalamath St. Zip: 80223. Tel: 255-2021. Owners: Louis & Joe Oxman; Mgr.: Louis Oxman. Buyers: Singles, Manny Martinez; Albums, Bob King.  
Tape: reel-to-reel & cartridge.  
Mountain Dist., 3630 Downing St. Tel: 222-8518. Owner: Peter J. Geritz.  
One Stop Rec. Dist., 725 S. Broadway. Zip: 80209. Tel: 777-4431. Mgr. & Buyer: R. M. Baker.

- **PUEBLO (Area Code 303)**  
Morton Rec., 945 E. Evans Ave. Tel: 543-0928.  
Tape: reel-to-reel & cartridge.

## CONNECTICUT

- **EAST HARTFORD (Area Code 203)**  
Central Rec. Serv. (div. of Trinity Rec. Dist.), 477 Park Ave. Zip: 06108. Tel: 289-5339. Mgr.: John Rocanello.  
Dave's, 313 Park Ave. Zip: 06108. Tel: 289-6122. Owner & Buyer: Dave Bratter; Mgr.: Dave Demers.  
Tape: reel-to-reel & cartridge (special orders only).  
Globe, 308 Tolland St. Tel: 289-6424. Owner: Gene Gotthelf; Mgr.: Wayne Marshall. Buyers: Singles, Anthony Galeota; Albums, Wayne Marshall.  
Leslie Dist., 275 Park Ave. Zip: 06108. Tel: 289-9361. Sales Mgr.: Edward E. Stein.  
Tape: cartridge.

- **NEW HAVEN (Area Code 203)**  
Cutlers, 33 Broadway. Zip: 06511. Tel: 777-6271.  
NEW DEAL REC. SERV., 215 Lambertson St. Zip: 06519. Tel: 777-5793. Mgr.: Sid Dicker.  
Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; New York, N.Y.; Philadelphia, Pa. (SEE ADVERTISEMENT)

## DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**  
Britten & Parrish, 2025 I St. N.W., Suite 208. Zip: 20006. Tel: 965-5074. Mgr.: John Wilder.  
Branches: Smith Britten & Courts, Barboursville, W. Va. & Winifrede, W. Va.  
Quality Music, 1836 Seventh St. N.W. Tel: DU 7-1033. Owners: Max Silverman, Gene Levy, Herb Cohen. Buyer: Gene Levy.  
Branch: Washington, D.C., 721 H St. N.E. Tel: 543-2134—5807 Eastern Ave. N.E.  
Super Music City, 1110 Seventh St. N.W. Tel: NO 7-1049. Owners: Phil Levine & Herb Fribush; Mgr. & Buyer: Phil Levine.

## FLORIDA

- **JACKSONVILLE (Area Code 305)**  
Budisco, 60 Riverside Ave. Tel: 355-6443. Mgr.: Mrs. Carol Sanford.
- **MIAMI (Area Code 305)**  
Budisco Int'l, 286 N.W. 29 St. Tel: 633-6033. Contact: Bertram Kahn.  
Tape: reel-to-reel & cartridge.  
Jet, 4928 N.W. Seventh Ave. Tel: 751-2473. Owner: Fred Maroon; Mgr. & Buyer: Paul Yoss.  
Ernest C. Reyer, 2815 S.W. 63 Ave. Zip: 33155. Tel: MO 1-1524. Owner: Ernest C. Reyer.  
Southern Rec. Serv., Hialeah. 1020 E. 14 St. Tel: 885-4625. Pres.: Dave Shedd.  
Tape: reel-to-reel & cartridge.
- **ORLANDO (Area Code 305)**  
Record Supply, 2634 Taft Ave. Tel: 424-6396. Mgr.: Richard N. Stultz.  
Tape: reel-to-reel & cartridge.
- **TALLAHASSEE (Area Code 904)**  
One Stop Rec., 222 N. Duval St. Zip: 32301. Tel: 224-4015. Pres.: M. B. Martin.
- **TAMPA (Area Code 813)**  
Florida Electronics, 2106 Main St. Zip: 33607. Tel: 251-3169. Pres.: Linda L. Santos.

## GEORGIA

- **ATLANTA (Area Code 404)**  
Gate City Rec. Serv., 1231-D Collier Rd. Tel: 351-4821. Owner: Gerald Friedman; Mgr.: Ted Pousman. Buyers: Singles, Elaine Steiner; Albums, Ted Pousman.  
Tape: reel-to-reel & cartridge.
- **CLARKESVILLE (Area Code 404)**  
Clarkesville Rec. Sales, 608 N. Washington St. Zip: 30523. Tel: 754-2517. Owner: Peter J. Rosetty; Mgr. & Buyer: Stanley Jones.  
Tape: reel-to-reel & cartridge.

continued on page 124

## ATTENTION DEALERS!

THE MOST COMPLETELY STOCKED  
**RECORD & TAPE**  
OPERATION IN THE COUNTRY IS

WORLD FAMOUS **KING KAROL** ONE STOP!

WE SHIP ALL OVER THE WORLD — WRITE FOR DETAILS!  
SUPER SERVICE ON FOREIGN ORDERS!  
ALL ORDERS ARE PROCESSED THE DAY RECEIVED!

FASTEST SERVICE AT LOWEST PRICES!

FOR BEST FILL & PROMPT SHIPMENT . . . USE  
OUR FACILITIES TO BUILD YOUR BUSINESS!

1 Record or 1,000,000—No Order Too Large or Too Small!  
Nothing Too Old—Nothing Too New!

WE CAN SUPPLY ANY RECORD or TAPE  
IN ANY FORM — IMMEDIATELY!

**DON'T LOSE SALES**

USE OUR INVENTORY TO GIVE YOUR CUSTOMERS  
THE SERVICE THEY WANT!

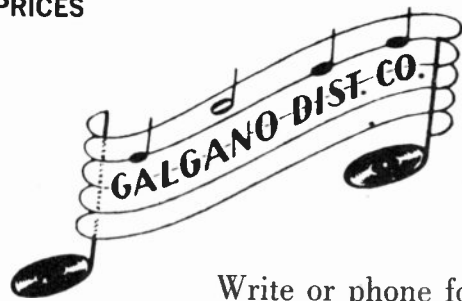
FREE DAILY DELIVERY IN OUR AREA!  
OPEN FOR PICK-UPS EVERY DAY OF THE YEAR

444 West 42nd Street, New York City 10036  
(Between 9th & 10th Aves.) Dept. RW (212) 594-5550



BELOW WHOLESALE

PRICES



# ONE STOP SERVICE

Write or phone for the Galgano price ! !

Our  
39th  
Year

- Rack jobbing and promotional records
- All types of records for premiums and giv-a-ways
- Complete selections of LP's, 45's and accessories

## GALGANO DISTRIBUTING CO.

4135 W. Armitage Ave.

Chicago, Ill. 60639

All phones: (312) 342-7060

## DEALERS and OPERATORS

For **PROMPT, EFFICIENT** Service

Try Our **COMPLETE ONE-STOP** Facilities

2 Locations to Serve You

## AM BAT RECORDS, INC.

1667-71 Central Parkway, Cincinnati, Ohio 45214

Phone (513) 621-3252

and

1336 Xenia Avenue, Dayton 10, Ohio

Phone (513) 256-4212

# A-1 RECORD SALES

659 Tenth Ave., (212) Circle 6-1234, New York City 36

### EXCLUSIVE SPECIALISTS FOR THE JUKE BOX OPERATORS

The One-Stop with a complete selection of Singles, LP's, Standards and Background Music.

#### FREE TITLE STRIPS

Immediate Delivery  
Mail Orders Our Specialty

**OTTO WILKINSON**  
General Manager

continued

• **DEMAREST (Area Code 404)**

Ralph's Radio Music, PO Box 117, Hwy. 441, Zip: 30535. Tel: 723-3864. Owner: Ralph Raper. Tape: cartridge.

• **MABLETON (Area Code 404)**

Best Music, 4928 Bankhead Hwy. Zip: 30059. Tel: 948-7711. Owner: Lewis E. Jenkins; Mgr.: Van Q. Rice. Tape: reel-to-reel & cartridge.

• **TIFTON (Area Code 912)**

Southeast Rec. Sales, PO Box 255. Tel: 382-5519. Owner, Mgr. & Buyer: Gus P. Stafiras. Tape: cartridge.

### ILLINOIS

• **CHICAGO (Area Code 312)**

BARNEY'S, 3234 W. Roosevelt Rd. Tel: 826-1828. (SEE ADVERTISEMENT)

GALGANO DIST., 4135 W. Armitage Ave. Zip: 60639. Tel: 342-7060. Mgrs.: Anthony & John Galgano. (SEE ADVERTISEMENT)

LITTLE AL'S, 3216 W. Lawrence Ave. Zip: 60625. Tel: IR 8-6114. Contact: Al Temaner. (SEE ADVERTISEMENT)

Lormar Dist'g, 2311 N. Western Ave. Tel: BR 8-8300. Marquette, 3215 W. 63 St. Zip: 60629. Tel: 434-3737. Mgr. & Buyer: James S. O'Dwyer.

Mid-America, 752 N. Milwaukee. Tel: 243-0919. Owner: Howard M. Rosen; Mgr.: Robert W. Duggan; Buyer: Wayne Juhlin. Branch: Youngstown, Ohio. Tape: cartridge.

NEW DEAL REC. SERV., 1414 S. Michigan Ave. Zip: 60605. Tel: 922-6245. Mgr.: Irv Rothblatt. Branches: Los Angeles, Calif.; New Haven, Conn.; Baltimore, Md.; Detroit, Mich.; New York, N.Y.; Philadelphia, Pa. (SEE ADVERTISEMENT)

Pan-American, 1344 S. Halsted St. Zip: 60607. Tel: SE 3-1530. VP: M. S. Frenkel. Tape: cartridge.

R & R Rec. Dist., 7059 Addison. Tel: 282-5454. Owner: R. J. Kennedy; Mgr.: Robert Naua; Buyers: Singles, Stash Kujak; Albums, Bill Veersteegh. Branch: Peoria, Ill. Tape: reel-to-reel & cartridge.

Rapid One Stop Serv., 1400 S. Michigan. Tel: 939-2661. Buyer: Barry Typlin.

Singer, 1812 W. Chicago Ave. Tel: HU 6-7400. Pres.: Fred Sijpora. Branch: Chicago, Ill., 6920 S. Halsted St. Tel: RA 3-3144. Tape: cartridge.

Susan Dist., 1410 S. Michigan Ave. Zip: 60605. Tel: 922-2517. Owner: Harold N. Lieberman; Mgr.: Harry S. Losk; Buyers: Singles, Larry L. Backe; Albums, Carol Utrata.

World Rec. Dist, 2021 S. Michigan Ave. Zip: 60616. Tel: 842-4307. Owners: Morris Goldstein & Joe Weiss; Mgr. & Singles Buyer: Joe Weiss; Albums Buyer: Morris Goldstein. Tape: cartridge.

• **DECATUR (Area Code 217)**

ORIGINAL ONE STOP REC. SERV., 312 N. Water. Tel: 428-6653. Mgr.: William Chrysler. Branches: Kansas City, Mo.; St. Louis, Mo. (SEE ADVERTISEMENT)

• **PEORIA (Area Code 309)**

Hi Fi, 804 N. Main St. Tel: 674-1383. Owner: Charles C. Sisney. Tape: reel-to-reel & cartridge.

R & R Rec. Dist., 313 N. Franklin. Tel: 673-4469. Owner: R. J. Kennedy; Mgr.: Ronald Salpietro. Buyers: Singles, Rick Keyster; Albums, Chuck Asher. Home office: Chicago, Ill. Tape: reel-to-reel & cartridge.

S & G Music Store, 403 S. Adams. Zip: 61603. Tel: 676-5112. Owner & Mgr.: Ruby A. Duncan. Buyers: Singles, Ruby A. Duncan; Albums, Paul S. Duncan. Tape: reel-to-reel & cartridge.

• **ROCK ISLAND (Area Code 309)**

Varmint Dist., 4507 Fifth Ave. Zip: 61201. Tel: 786-2145. VP: Robert Shoemaker.

• **SPRINGFIELD (Area Code 217)**

The Platter, Fourth & Adams St. Tel: 528-0455. Owner: Charles Sah. Tape: reel-to-reel & cartridge.

### INDIANA

• **FORT WAYNE (Area Code 219)**

Car-Tape Disks., 3224 N. Clinton St. Zip: 46805. Tel: 484-2922 & 748-0745. Tape: cartridge.

• **INDIANAPOLIS (Area Code 317)**

Associated Dist., 210 S. Meridian St. Zip: 46225. Tel: ME 4-2591. Mgr.: Lynne Jenks; Buyers: Singles, James Coffin; Albums, Tom Whalen. Tape: reel-to-reel & cartridge

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

## IOWA

### • DES MOINES (Area Code 515)

All-Record Sales, 515 E. Locust. Zip: 50309. Tel: 244-5157. Owner: Amos Heilicher; Gen. Mgr.: Marvin Sandersen; Mgr. & Buyer: John Pittman.  
Branches: Minneapolis, Minn.; Omaha, Neb.  
Tape: cartridge.  
Mars Sales, 1630 Locust. Zip: 50309. Tel: 282-0429. Gen. Mgr.: Jack Mishler. Buyers: Singles, Ed Dunker; Albums, Chuck Taylor & Stan Hoffman.  
Tape: reel-to-reel & cartridge.

## KANSAS

### • WICHITA (Area Code 316)

Davidson's, 1719 S. Hillside. Tel: MU 6-6648. Owner: Mildred S. Davidson; Mgr. & Buyer: Evelyn Oakes.  
Branches: Kansas City, Mo.; Omaha, Neb.  
Tape: reel-to-reel & cartridge.  
Giant, 221 E. William. Tel: AM 5-5708. Owner: I. Albert.  
Tape: reel-to-reel & cartridge.  
Pioneer Dist., 2955 S. Kansas Ave. Tel: LY 1-3414. Pres. & Gen. Mgr.: Al Driscoll. Buyers: Singles, Roland Allison; Albums: Roland Allison & Al Driscoll.

## KENTUCKY

### • CAMPBELLSVILLE (Area Code 502)

Central Electronics, 113 N. Central Ave. Tel: 465-5631. Owner: Randall B. Herron.  
Tape: reel-to-reel & cartridge.

### • LOUISVILLE (Area Code 502)

Kings Rec. Shop, 240 W. Jefferson St. Tel: 584-5535. Owner: Gene King.  
Tape: reel-to-reel & cartridge.  
Shivley, 4464 Dixie Hwy. Tel: 447-4951. Owner: A. R. Brown.  
Tape: cartridge.  
Tiff's Rec. Store, 309 S. Fourth St. Zip: 40202. Tel: 584-4933. Owner: Martin Cohn.  
Vine, 560 S. Fourth St. Zip: 40202. Tel: 585-4750. Pres. & Singles Buyer: Heler Vine; VP: Kenneth Vine.  
Tape: cartridge.

### • OWENSBORO (Area Code 502)

Wax Works Rec. Shop, 320 Washington Ave. Tel: 683-1585. Contact: Leroy Woodward.

## LOUISIANA

### • ALEXANDRIA (Area Code 318)

Gospel Rec. Dist., 1416 Fifth St. Zip: 71301. Tel: 443-1930. Owner: J.D. Davis.

### • BATON ROUGE (Area Code 504)

Fifth Ave. Rec. Shoppe, 319 Third St. Zip: 70801. Tel: 342-8066. Prop.: Jack Shaab.

### • GREYNA (Area Code 504)

Territo's, 522 Lafayette. Tel: 361-9168. Prop.: Samuel Territo.

### • LAFAYETTE (Area Code 318)

Stagg's Music Shoppe, 503 N. University. Zip: 70501. Tel: CE 2-1575. Owner: L. R. Stagg; Mgr.: Mrs. L. B. Stagg. Buyers: Singles, Rifa Dupuis; Albums, Mrs. L. B. Stagg.  
Branch: New Iberia, La.  
Tape: reel-to-reel & cartridge.

### • NEW IBERIA (Area Code 318)

Stagg's Music Shoppe, 204 E. Main St. Zip: 70560. Tel: 364-5941. Owner: L. R. Stagg; Mgr.: Nita Gilbert.  
Home office: Lafayette, La.  
Tape: reel-to-reel & cartridge.

### • NEW ORLEANS (Area Code 504)

One Stop Rec. Shop, 350 S. Rampart St. Tel: 524-3372. Owner: Joe Assunto; Mgr.: Lloyd Legendre.  
Operators, 4006 Eden St. Zip: 70125. Tel: 822-4332/1418. Owner, Mgr. & Buyer: Jack Bernard.

### • SHREVEPORT (Area Code 318)

Stan's Rec. Serv., 728 Texas St. Tel: 422-7182. Owner: Stan Lewis; Gen. Mgr.: Ronn Lewis; Buyers: Singles, Pete Pizzolato; Albums, Ronn Lewis.  
Tape: cartridge.

### • VILLE PLATTE (Area Code 318)

Floyd's Rec. Shop, PO Box 506. Zip: 70586. Tel: 363-2138. Owner & Mgr.: Floyd Soileau. Buyers: Singles, Ray Lafleur; Albums, Floyd Soileau.

## MAINE

### • PORTLAND (Area Code 207)

Commercial Dist., 212 Anderson St. Zip: 04101. Tel: 774-5362. Mgr.: V. Harry Mooradian; Buyers: Singles, Rick Caron; Albums, V. Harry Mooradian.  
Tape: cartridge.  
Portland Rec., 84 W. Cove. Tel: 772-6551. Pres.: J. C. Boyd; Mgr. & Buyer: C. Roy Rive.  
Tape: cartridge.

## MARYLAND

### • BALTIMORE (Area Code 301)

D & H, Russell & Worcester. Tel: 727-5100. Mgr.: Buck Pyle.  
Home office: Harrisburg, Pa.  
Tape: reel-to-reel & cartridge.  
Ellis Dist., 5216 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Owner: Edgar H. Ellis; Mgr.: Irvin Blum; Buyers: Singles, Michael Hendrix; Albums, Thomas Anstaett.  
Tape: reel-to-reel & cartridge.  
Musical Sales, 134 W. Mt. Royal Ave. Zip: 21201. Tel: 837-5757. Pres. & Buyer: Milton Bereson; Mgr.: Walter Meineke.  
Tape: cartridge.  
NEW DEAL REC. SERV., 1601 Guilford Ave. Zip: 21202. Tel: 837-2773. Mgr.: Ronald Bollon. Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Detroit, Mich.; New York, N. Y.; Philadelphia, Pa.  
Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)  
One Stop Rec. Serv., 409 W. Coldspring. Zip: 21210. Tel: 235-1440. Mgr.: Nathan Barnett.  
Redisco, 1815 Guilford Ave. Tel: 727-6420. Mgr.: Oscar Buchman.  
Your Super Music, 570 N. Gay St. Zip: 21202. Tel: BR 6-3770.

### • PIKESVILLE (Area Code 301)

Coronet Music, 4724 Bonnie Brae Rd. Zip: 21208. Tel: 655-5145/4031. Pres.: Sam Anoff.

## MASSACHUSETTS

### • BOSTON METROPOLITAN AREA (Area Code 617)

Boston Rec. Dist., 150 Vernon St. Tel: 442-2345. Owner: Jerry Flatto. Buyers: Singles, Tim Melanson; Albums, Jerry Flatto.  
Tape: reel-to-reel & cartridge.  
Circle Dist., 75 N. Beacon St. Zip: 02134. Tel: 782-8800.  
Dick's Rec., 1355A Washington St. Zip: 02118. Tel: 542-8380. Owner: Richard L. Mitchell; Mgr. & Buyer: Richard Peach.  
Tape: reel-to-reel & cartridge.  
Disco, 141 Milk St. Tel: 423-4840. Buyer: Albums, Fred Traub.  
Branch: Boston, Mass., 37 Fremont St., Somerville. Zip: 02145. Tel: 625-8985. Buyer: Singles, Gabriel W. Margolis.  
E-Z One Stop Rec. Serv., 893 Dorchester Ave., Dorchester. Zip: 02125. Tel: 282-8700. Pres.: Mickey Sciarappa; Treas.: Bob Levin.

*continued on page 126*



# “GOOD MORNING NEW JERSEY ONE STOP”

WE SUPPLY AND SERVICE DISCOUNT  
STORES, DEPARTMENT STORES,  
DRUG AND VARIETY STORES

Free Strips—Special Orders—Open 6  
Days a Week.

For Fast Service, Shipped the Same Day,  
Please Call:

**NEW JERSEY ONE STOP CORP.**

175 Clinton Place Newark, N. J. 07112  
Telephone (201) 923-6472

# OLDEST & LARGEST ONE STOP IN THE MIDWEST

"The Original" ONE STOP RECORD SERVICE, INC.

Now 3 Cities to serve you

- Complete Single and L.P. Inventory
- Regular Wholesale Prices
- Orders Shipped Same Day Received (P. P., U. P., Bus, Train, Etc.)
- Free Title Strips
- We Ship Anywhere

## "The Original" ONE STOP RECORD SERVICE, INC.

2721 Pine Street, St. Louis 3, Mo. (314) Jefferson 5-4172  
3230 Roanoke Rd., Kansas City 11, Mo. (816) Logan 1-8076  
312 N. Water, Decatur, Ill. (217) 428-6653

Write or Call for Details

SAVE TIME—SAVE MONEY—USE ONE STOP SERVICE

## CONSOLIDATED ONE STOP, INC.

13254 Linwood Ave.

Detroit, Mich. 48238

- ★ MOST COMPLETE L. P. STOCK IN MICHIGAN
- ★ COMPLETE STOCK OF CURRENT & STANDARD 45's
- ★ 24 HR. DELIVERY SERVICE
- ★ PERSONAL SERVICE IN JUKE BOX PROGRAMING
- ★ WE SPECIAL ORDER

MEMBER OF ROSA

PHONE TO 5-8665



**DOUBLE "B"**  
gives  
**TRIPLE "A" SERVICE**  
The One-Stop  
where Everything Goes!

Complete Selection

4 & 8 Track STEREO TAPE CARTRIDGES

LP's - ALL LABELS - SINGLES



**DOUBLE "B" RECORDS & TAPE CORP.**

240 East Merrick Road, Freeport, Long Island FR 8-2222  
Bernard Boorstein/Donato Liberatore/Zeke Lengua

continued

Lesley Sales, 590 Dedham St., Newton Center. Zip: 02159. Tel: 527-6230. Owner: A. L. Levine.  
New England One-Stop Rec. Dist., 354 Massachusetts Ave. Zip: 02115. Tel: 266-4932/3. VP & Treas.: Robert Kallish.  
Record Whslers. of New England, 157 Washington St., Dorchester. Tel: 288-5700. VP & Gen. Mgr.: Frank Holland; Sales Mgr.: Dick Siegel.  
Branches: Los Angeles, Calif.; Cal Raks—San Francisco, Calif., Nor-Cal.  
W S Music Dist., 126 Lincoln St., Brighton. Tel: 254-4040. Owner: William Schwartz; Mgr. & Buyer: Elliot E. Stone.  
Tape: cartridge.

• **FALL RIVER (Area Code 617)**  
Somerset, 203 Plymouth Ave. Tel: 678-8336. Owner: Louis Freedman; Mgr.: William Greenblatt.

### MICHIGAN

• **BAY CITY (Area Code 517)**  
Lucky's Rec. Shop, 713 E. Midland St. Zip: 48706. Tel: TW 2-0116. Owner: Frank J. Pepp.

• **CHARLOTTE (Area Code 517)**  
Martens Mobile Rec. Serv., 2256 W. Lawrence. Zip: 48813. Tel: 543-3313. Owner: Charles Martens.  
Tape: cartridge.

• **DEARBORN (Area Code 313)**  
MARTIN & SNYDER, 13200 W. Warren Ave. Zip: 48126. Tel: LU 2-5850. Pres.: Chet Kajeski. (SEE ADVERTISEMENT)

• **DETROIT (Area Code 313)**  
Angott Sales, 2616 Puritan. Tel: UN 4-0773. Mgr.: Ron Rogers.  
Tape: Cartridge.

Cadet Dist., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin.  
Buyers: Singles, Leo Cheslak; Albums, Al Truax.  
CONSOLIDATED, 13254 Linwood Ave. Tel: TO 5-8666.  
Gen. Mgr.: Thomas C. Mutter.

Tape: cartridge. (SEE ADVERTISEMENT)  
NEW DEAL REC. SERV., 15329 Livernois Ave. Tel: 863-2225. Owners: Al Levine & Lou Klayman; Mgr.: Dave Lasher. Buyers: Singles, Ken Corbielle; Albums, Dave Lasher.

Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; New York, N. Y.; Philadelphia, Pa. (SEE ADVERTISEMENT)

State Song Shop, 3419 Chrysler. Zip: 48201. Tel: TE 3-5299. Owner: A. Harris.

• **ESCANABA (Area Code 906)**  
Lake Shore Dist., 2605 Lake Shore Dr. Tel: 786-4100. Owner & Buyer: Larry Deming.  
Tape: cartridge.

• **GRAND RAPIDS (Area Code 616)**  
Record City, 41 S. Division. Zip: 49502. Tel: 459-4549. Owner & Mgr.: Tom Bowles.

### MINNESOTA

• **MINNEAPOLIS (Area Code 612)**  
Acme Music Serv., 9549 Penn Ave. S., Bloomington. Tel: 888-5521. Mgr.: Larry Ruegemer; Buyers: Singles, Larry Ruegemer; Albums, Sylvester Vanyo.

All-Record Sales, 7600 Wayzata Blvd. Zip: 55426. Tel: 544-3634. Owners: Amos & Dan Heilicher; Gen. Mgr.: Marvin Sanderson; Mgr. & Buyer: Tom Prenevost.

Branches: Des Moines, Iowa; Omaha, Neb.  
Brown Bros., 2321 Washington Ave., N. Zip: 55411. Tel: 522-6648. Owner & Pres.: Ray Brown.  
Tape: cartridge.

Dart Rec., 730 Lyndale Ave., N. Tel: 374-3422. Owner: Jack A. Taylor; Mgr.: Richard J. Daly. Buyers: Singles, Irv Gorsen; Albums, Dick Daly.  
Tape: cartridge.

Sam Sales, 9549 Penn. Ave. S., Bloomington. Zip: 55431. Tel: 888-5521. Owner: H. N. Lieberman; Mgr.: S. M. Vanyo. Buyers: Singles, Bill Williams; Albums, S. M. Vanyo.

### MISSISSIPPI

• **GREENVILLE (Area Code 601)**  
Lynn's, 617 Nelson. Zip: 38701. Tel: 332-8665. Pres.: Henry B. Hines.

### MISSOURI

• **KANSAS CITY (Area Code 816)**  
Davidson's, 321 Southwest Blvd. Tel: VI 2-5220. Owner & Mgr.: Mildred S. Davidson; Buyers: Singles, Harold Hassler; Albums, Bettye Dysart.  
Branches: Wichita, Kan.; Omaha, Neb.  
Tape: reel-to-reel & cartridge.

Kansas City News Dists., 4231 E. 75th St. Zip: 64132. Tel: EM 3-7171. Mgr.: Allan Levy.  
ORIGINAL ONE STOP REC. SERV., 3230 Roanoke Rd. Tel: LO 1-8076. Pres.: Ed Ockel; Mgr.: Neva Cessnun.  
Branches: Decatur, Ill.; St. Louis, Mo. (SEE ADVERTISEMENT)

• **ST. LOUIS (Area Code 314)**  
L & R Dist'g, 1901 Delmar Blvd. Zip: 63103. Tel: GA 1-5633. Owner: Lew Ruben; Mgr.: Rick Elliot.  
Tape: cartridge.

ORIGINAL ONE STOP, 2721 Pine St. Tel: JE 5-4172.  
 Owner & Mgr.: John Pohl.  
 Branches: Decatur, Ill.; Kansas City, Mo.  
 (SEE ADVERTISEMENT)  
 Pat's One Stop Rec. Serv., 1911 Washington. Zip: 63103. Tel: CE 1-2074. Mgr.: Pat Blunda.  
 Uptown Music, 617 N. Kings Hwy. Zip: 63108. Tel: FO 7-2602. Pres.: Harry Brockman; Mgr.: Mrs. Betty Dorrin.  
 Tape: Cartridge.

## NEBRASKA

• **OMAHA (Area Code 402)**  
 All-Record Sales, 2500 Harney St. Tel: 342-1545.  
 Owners: Amos & Dan Heilicher; Gen. Mgr.: Marvin Sanderson; Mgr. & Buyer: Pete Poulos.  
 Branches: Des Moines, Iowa; Minneapolis, Minn.  
 Tape: reel-to-reel & cartridge.  
 Davidson's, 1214 Farnam. Zip: 68102. Tel: 341-4088. Owner: Mildred S. Davidson; Mgr. & Buyer: Joe Quartaroli Jr.  
 Branches: Wichita, Kan.; Kansas City, Mo.  
 Tape: reel-to-reel & cartridge.  
 Lieberman's, 809 S. 25 St. Zip: 68106. Tel: 341-3056. Mgr.: Evelyn Dalrymple.

## NEVADA

• **RENO (Area Code 702)**  
 Rancho Dist'g, 1522 Matley Ln. Zip: 89502. Tel: 329-0010. Owner, Mgr. & Buyer: Darwin Jones.

## NEW HAMPSHIRE

• **MANCHESTER (Area Code 603)**  
 Manchester Music, 62 Lowell St. Tel: 669-5320.  
 Owner: Irving Taube; Mgr.: Alfred Bergeron.  
 Buyer: Ruth Demers.  
 Tape: reel-to-reel & cartridge.

## NEW JERSEY

• **ATLANTIC CITY (Area Code 201)**  
 Record Rendezvous, 1004 Pacific Ave. Zip: 08401.  
 Tel: 442-1021. Cable: RECREN. Gen. Mgr.: Edward R. Marcus.  
 • **ELIZABETH (Area Code 201)**  
 Able Rec. Sales, Seeburg Bldg., 730 Division St.  
 Tel: 351-6660. Mgr.: Anthony Villanova.  
 Melody Shop, 29 Broad St. Tel: EL 5-4945. Owner & Buyer: Joseph Abrams.  
 Tape: cartridge.  
 • **HACKENSACK (Area Code 201)**  
 Relic Rack, 136 Main St. Tel: 342-4848. Owner: Ed Gries; Mgr.: Wayne Stierle. Buyers: Ed Gries & Wayne Stierle.  
 Tape: Cartridge.

• **NEWARK (Area Code 501)**  
 Belmont Rec., 268 15 Ave. Zip: 07103. Tel: MA 2-1936. Owner: Frank Gottlieb.  
 Ideal Rec. Prods.-Ramar Sales, 357 Lyons Ave. Tel: WA 3-6333. Pres.: Samuel Keenholz. Mgr.: Jack Karloff.  
 NEW JERSEY, 175 Clinton Pl. Tel: 923-6472. Pres.: Joseph C. Martin; Mgr.: Angelo Pompeo; Buyer: Ed Gries.  
 Tape: reel-to-reel & cartridge. (SEE ADVERTISEMENT)  
 Red Top, 261 S. Orange Ave. Tel: MI 3-9807. Pres.: Ralph Giacobbe.  
 Service One Stop Dist., 16 Fenwick St. Tel: 243-8700. Owner: Irv Cohen; Mgr.: Ralph Schechtman; Sales Mgr.: Hal Price. Buyers: Singles, Hal Price; Albums, Frank Di Marsico.  
 Branch: Springfield, N. J.  
 Tape: cartridge.  
 Smoke's Oldies But Goodies, 310 Chadwick Ave., Zip: 07112. Tel: 242-6868. Pres.: George Blackwell.

• **ROCHELLE PARK (Area Code 201)**  
 Garden State Rec. Dist. (div. of Interstate Rec. Dist., N.Y.C.), 68 W. Passaic St. Tel: 843-2670.  
 Owner: M. G. Wells. Buyers: Singles, Max Goldstein; Albums, Stan Sterling.  
 Tape: reel-to-reel & cartridge.

• **SPRINGFIELD (Area Code 201)**  
 Service One Stop Dist., Rt. 22, Runyon Bldg., Fadern Rd. Tel: DR 6-7666. Mgr.: Paul Reilly.  
 Branch: Newark, N. J.

• **TRENTON (Area Code 609)**  
 Allied Rec. Sales (Oldies But Goodies), 1001 Hamilton Ave. Zip: 08629. Tel: 392-0211. Owners: John T. Gervasoni & Frank Romani.

## NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**  
 Linden, 1205 Madeira S.E., Suite 124. Zip: 87108.  
 Tel: 255-3978. Pres.: Linda Blaskey.

## NEW YORK

• **ALBANY (Area Code 518)**  
 Harpers, 97 N. Pearl St. Tel: HE 4-2021. Owner: Abraham H. Lower.  
 Tape: reel-to-reel & cartridge.  
 J-S Rec. Disks., 98 Everett Rd. Zip: 12205. Tel: 489-5446. Owner: Joe Spence; Mgr.: Ronald Spence.  
 • **AMSTERDAM (Area Code 518)**  
 Almor Playtime, Wallins Corners Rd. Tel: V: 2-2500.  
 VP: Albert A. Hyman.  
 Tape: reel-to-reel & cartridge.

• **BUFFALO (Area Code 716)**  
 Buffalo, 959 Main St. Zip: 14203. Tel: 882-0427.  
 Owners: Steve Brodie & Leonard Silver; Mgr.: Paul DeDominicis.  
 Branch: Rochester, N.Y., Rochester One Stop.  
 Tape: reel-to-reel & cartridge.

• **FREEPORT, L. I. (Area Code 516)**  
 Double B, 240 E. Merrick Rd. Zip: 11520. Tel: FR 8-2222. Pres.: Bernie Boorstein.  
 Tape: reel-to-reel & cartridge.

• **GREAT NECK, L. I. (Area Code 516)**  
 Variety Rec. Dist., 15 Bond St. Tel: HU 2-0900.  
 Owner, Mgr. & Buyer: David Shichman.  
 Tape: reel-to-reel & cartridge.

• **LATHAM (Area Code 518)**  
 Bee Gee, Shaker Park. Zip: 12110. Tel: 785-1350.  
 Owner & Mgr.: Leonard Smith; Buyer: T. Markoski.  
 Tape: reel-to-reel & cartridge.

L & L Dist., Shaker Park. Zip: 12110. Tel: 785-1350. Owner & Mgr.: Leonard Smith; Buyer: T. Markoski.  
 Tape: reel-to-reel & cartridge.

• **NEW YORK CITY (Area Code 212)**  
 A-1 REC. SALES, 659 10 Ave. Zip: 10036. Tel: CI 6-1234. (SEE ADVERTISEMENT)  
 All One Stop, 315 W. 47 St. Zip: 10036. Tel: PL 7-8140. Mgr.: Irwin Lisabeth. VP: Bennett Blaine.

All Rec. Dist., 35-05 Broadway, Long Island City. Zip: 11106. Tel: 657-2055. Mgr. & Buyer: Thomas Hoffman.  
 Home office: Williston Park, L. I., N. Y.  
 Tape: reel-to-reel & cartridge.

Eastern Rec. Sales, 666 10 Ave. Zip: 10036. Tel: CI 5-9469 Mgr.: Murray Lefkoff.  
 Gen-Mar Dist., PO Box F, Old Chelsea Sta. Pres.: Larry Guttenplan.

Tape: reel-to-reel & cartridge.  
 Independent Rec. Promos., 259 W. 18 St. Zip: 10011. Tel: YU 9-8644. Pres.: Larry Guttenplan.  
 Tape: reel-to-reel & cartridge.

Interstate Rec. Dist., 1290 Avenue of the Americas. Zip: 10019. Tel: 265-7760. Owner & Pres.: Manny G. Wells; Mgr.: Max Goldstein; Buyers: Singles, Max Goldstein; Albums, Stan Sterling.  
 Branch: Rochelle Park, N. J., Garden State Rec. Dist.  
 Tape: reel-to-reel & cartridge.

*continued on page 128*



THE WISE DEALER IS THE ONE WHO REALIZES THAT HE CANNOT AFFORD TO DEAL WITH ANYTHING LESS THAN THE BEST RECORD SUPPLY SERVICE AVAILABLE—THAT HE DOES HIMSELF AND HIS BUSINESS AN IRREPARABLE DISSERVICE IN SETTLING FOR A MEDIOCRE SUPPLY SERVICE, WHEN A SUPERIOR SERVICE IS AVAILABLE.

HERE FOR THE BEST IN ONE-STOP RECORD SERVICE

Now celebrating our 21st and greatest year serving dealers in all of the 50 United States.

Let us help you make extra sales, more customers and greater profits with our reliable, efficient service and our unbeatable fill of your orders.

--Try us and convince yourself--

### WE GUARANTEE:

- Most complete fill of your orders: Popular, Jazz, Folk, Etc. (We invite you to try us on the items that your present suppliers have been unable to fill)
- Reliable, efficient, same-day service
- Low price many "specials" on current top selling 45's and LP's. Ask for special list

- We carry the most complete stock of oldie 45's in the entire country
- Ask for our Giant "oldies" catalog listing 3,000 best selling "Golden Oldies"
- Complete inventory of stereo-8 cartridges

Make a most important move to improve your business.

Write! Wire! Phone! For Details—Now!

**TOWN HALL RECORD ONE-STOP**

9131 BEDELL LANE, BROOKLYN, N. Y. (212) BR 2-9702

## WE SUPPLY AND SERVICE

Discount Centers  
Appliance Shops  
Department Stores  
Drug Stores  
Variety Shops  
Advertising Agencies  
Schools and Studios  
TV Repair Shops  
Your Needs  
45 r.p.m. Records . . . . 58¢ ea.

**One Delivery, One Invoice,  
Guaranteed Sale—  
Guarantees Profit**

CALL, WRITE OR PHONE

**LITTLE AL'S RECORTAPES**  
3216 W. LAWRENCE AVE.  
CHICAGO, ILLINOIS 60625  
PHONE: 312/478-6114

## ONE-STOP RECORD SERVICE

Complete line of Spirituals, R&B and  
big selection of low end LP's.  
Write to be placed on our  
national mailing list.  
*We ship C.O.D. in the U.S.*

We Carry a Full Line of  
Record Accessories.

### Barney's One-Stop

3234 Roosevelt, Chicago, Ill. 60624  
PHONE: (312) VA 6-1828

## GATE CITY RECORD SERVICE CO.

THE SOUTHEAST'S  
MOST COMPLETE  
RECORD AND  
ALBUM SERVICE

**FAST SAME DAY SERVICE  
FREE STRIPS TO OPERATORS  
ALL 45's @ 58¢**

1231D Collier Rd., N.W.  
Atlanta, Georgia  
Telephone (404) 351-4821  
TED POUSMAN—Mgr.

*continued*

**NEW DEAL REC. SERV.**, 46-50 54 Ave., Maspeth, N. Y. Tel: 786-6255. VP: Al Levine; Sales Mgr.: Pete Hyman; Gen. Mgr.: Morris Weissman.  
Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa. (SEE ADVERTISEMENT)

**ONE-STOP SERV.**, 133 E. 84 St. Tel: 288-4388. Pres.: Adam Gary. (SEE ADVERTISEMENT)

**Raymar Sales**, 170-21 Jamaica Ave., Jamaica. Tel: OL 8-4012.

**Record Shack**, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Pres.: Edward Portnoy; Mgr. & Buyer: Larry Sonin.  
Tape: cartridge.

**Schony's**, 2602 Tilden Ave., Brooklyn. Zip: 11226. Tel: BU 7-3576. Partner: L. Schonberger.

**Stratford Dist.**, 179-01 Jamaica Ave., Jamaica. Tel: OL 7-5080. Pres.: Nathan Kaplan.  
Tape: cartridge.

**TOWN HALL**, 9131 Bedell Ln., Brooklyn. Tel: BR 2-9702. Pres.: Ben Reminick; Mgr.: Julius Reminick.  
Tape: cartridge. (SEE ADVERTISEMENT)

**Win Rec.**, 858 Ninth Ave. Zip: 10019. Tel: JU 2-0130. Mgr.: George Weiss.

• **PORT CHESTER (Area Code 914)**  
**Bandstand Rec.**, 15½ N. Main St. Tel: WE 7-4092. Owner: Leonard Cooper.  
Tape: cartridge.

• **ROCHESTER (Area Code 716)**  
**Rochester**, 213 Monroe Ave. Zip: 14607. Tel: 454-6968. Owner: Leonard Silver; Mgr. & Buyer: George S. Simon Jr.  
Branch: Buffalo, N.Y., Buffalo One Stop.  
Tape: cartridge.

**Star**, 17 N. Clinton Ave. Zip: 14604. Tel: 454-4635. Owner, Mgr. & Buyer: "J" Schreiber.  
Tape: cartridge.

• **SYRACUSE (Area Code 315)**  
**Syracuse**, 333 W. Fayette St. Tel: GR 6-4019. Owner, Mgr. & Buyer: Ralph La Rosa

• **WILLISTON PARK, L. I. (Area Code 516)**  
**All Rec. Dist.**, 67 Hillside Ave. Zip: 11596. Tel: 747-0585. Owner: Charles Nero; Mgr.: Michael Cono. Buyers: Singles, Michael Cono; Albums, Charles Nero.  
Branch: New York, N.Y.  
Tape: reel-to-reel & cartridge.

### NORTH CAROLINA

• **CHARLOTTE (Area Code 704)**  
**Bib Dist.**, 126 W. Morehead. Tel: 372-2032. Contact: Joe Voynow.

**Southeastern Rec. Mdrs.**, PO Box 1697, 2706 Freedom Dr. Tel: 399-5633. Pres.: Bert Fleishman; Sales Mgr. & Buyer: Charles Hartley.  
Tape: cartridge.

### OHIO

• **CINCINNATI (Area Code 513)**  
**AMBAT**, 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Pres.: Vernon W. Hawk; Mgr.: Earl Schaefer.

**Branch**: Dayton, Ohio. (SEE ADVERTISEMENT)

**Royal Dist.**, 1210 Glendale-Milford Rd. Tel: 771-4256. VP: Jack D. Pierce.

• **CLEVELAND (Area Code 216)**  
**Inland Recs. (div. of Dot Recs.)**, 3142 Prospect Ave. Zip: 44115. Tel: 431-5300. Mgr. & Buyer: Chuck Bartlett.  
Tape: cartridge.

**Mobile Rec. Serv.**, 2701 St. Clair. Tel: 861-3620. Mgr.: Brud Oseroff.  
Branch: Pittsburgh, Pa.

**Northern Rec. Sales**, 2006 Prospect Ave. Tel: 781-7080. Pres.: J. George Freeman; VP & Mgr.: Don Rothenberg.

**Stark Recs. of Cleveland**, 2797 Hamilton Ave. Zip: 44114. Tel: 621-1119. Owner: Paul David; VP: Charles Murray; Mgr. & Buyer: Tom Zeitz.  
Branch: Massillon, Ohio.  
Tape: cartridge.

**Tower Dist'g**, 12825 Taft Ave. Zip: 44108. Tel: 851-9000. Mgr.: Ed Kruger.

• **COLUMBUS (Area Code 614)**  
**Century Rec. Sales**, 849 N. High St. Zip: 43215. Tel: 299-5700. Owner: Arthur Freeman; Mgr. & Buyer: David Harmon.

• **DAYTON (Area Code 513)**  
**AMBAT**, 1336 Xenia Ave. Tel: 256-4212. Pres.: Vernon Hawk; Mgr.: Martha Baker.  
Branch: Cincinnati, Ohio. (SEE ADVERTISEMENT)

• **MASSILLON (Area Code 216)**  
**Stark Recs. of Massillon**, 1226 Duncan Ave., S.W. Zip: 44646. Tel: 832-1565. Owner: Paul David; Gen. Mgr. & Buyer: Phil Shannon.  
Branch: Cleveland, Ohio.  
Tape: cartridge.

• **SPRINGFIELD (Area Code 513)**  
**Buckeye Ents.**, 5 E. Main St. Zip: 45502. Tel: 325-3061. Pres.: Asen Kristoff; Sales Mgr.: Roger Wissing; Buyer: Steve Kristoff.  
Tape: cartridge.

• **YOUNGSTOWN (Area Code 216)**  
**Mid-America Specialty Dist.**, 1028 W. Rayen St. Tel: 744-5654. Owner: Howard M. Rosen.  
Home office: Chicago, Ill.  
**Plaza Rec.**, 309 Boardman Plaza. Tel: SK 8-5795. Owners: Frank A. Valicenti & Jack Smith; Mgr.: Tom Temelkoff.  
Branch: Youngstown, Ohio, 37 Liberty Plaza. Tel: 759-1800.

### OKLAHOMA

• **OKLAHOMA CITY (Area Code 405)**  
**Advanced**, 129A N.W. 23. Zip: 73103. Tel: JA 5-9041. Contact: Cliff Keeton & Ron Waters.  
**All Rec. Dist.**, 520-522 Classen Blvd. Zip: 73106. Tel: CE 5-3381. Mgr. & Buyer: Bill Hill.  
Tape: cartridge.

**Phil's**, 705 N.W. Fourth St. Zip: 73106. Tel: CE 5-0771. Owner & Mgr.: Phil Burlingame. Buyer: Singles, Wayne Dunbar.  
Branch: San Antonio, Tex.

• **TULSA (Area Code 918)**  
**Bill's "T" Recs.**, 19 N. Harvard. Tel: WE 9-6305. Owner: Al Horn; Mgr. & Buyer: Connie Moore.  
Tape: cartridge.

### OREGON

• **EUGENE (Area Code 503)**  
**Thompson**, 62 W. Broadway. Tel: 343-9273. Partners T. F., J. M. & F. H. Thompson. Buyer: J. M. Thompson.

• **PORTLAND (Area Code 503)**  
**Portland**, 511 S.W. Sixth Ave. Zip: 97204. Tel: 226-3660. Pres.: Martin C. McMahon. Buyers: Singles, Martin C. McMahon; Albums, Cecelia Rossmann.  
Tape: reel-to-reel & cartridge.

**Sea-Port Rec.**, 21 N.E. Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Tom Choate.  
Branch: Seattle Wash., Seattle Rec.  
Tape: reel-to-reel & cartridge.

**Sixth Ave. Rec. & Hi Fi**, 511 S.W. Sixth Ave. Zip: 97204. Tel: CA 6-3656. Pres.: Martin C. McMahon.  
Tape: reel-to-reel & cartridge.

### PENNSYLVANIA

• **FLOURTOWN (Area Code 215)**  
**Pike Recs.**, Flourtown Shopping Ctr. Zip: 19031. Tel: AD 3-4414. Owner: Hal Barkan.  
Tape: reel-to-reel & cartridge.

• **HARRISBURG (Area Code 717)**  
**D & H**, 2525 N. Seventh St. Tel: 236-8001. Mgr.: David Press; Buyer: Endo Corsetti.  
Branch: Baltimore, Md.  
Tape: reel-to-reel & cartridge.

• **LEHIGHTON (Area Code 215)**  
**Green's Recs.**, 127 S. First St. Zip: 18235. Tel: 377-1854. Mgr.: Ken Betchel.  
Tape: reel-to-reel & cartridge.

• **PHILADELPHIA (Area Code 215)**  
**AMERICAN REC. SALES**, 1242 W. Girard Ave. Zip: 19123. Tel: PO 9-3900. Pres.: Bill Buster. (SEE ADVERTISEMENT)

**Norman D. Cooper**, 6213 Lebanon Ave. Zip: 19151. Tel: TR 8-9591. Pres.: Norman D. Cooper; Gen. Mgr.: Val Shively.

**Eastern**, 334 N. Broad. Zip: 19102. Tel: LO 4-4415. Mgr.: Ray Pettola.

**NEW DEAL REC. SERV.**, 2503 N. Broad St., Tel: 229-4555. Mgr.: Ed McKeown.  
Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; New York, N. Y. (SEE ADVERTISEMENT)

**Oldies But Goodies Land**, PO Box 2902. Zip 19126. Tel: 927-0253. Pres. & Mgr.: Michael Adler. Buyers: Singles, Linda Eckle; Albums, Charles Krajci.

**Williams**, 817 N. Broad St. Tel: CE 2-2020. Owner: Sidney Williams.

• **PITTSBURGH (Area Code 412)**  
**Continental Rack**, 1704 Fifth Ave. Zip: 15219. Tel: 261-3340/7350. Pres.: William K. Lawrence; Sales Mgr.: Richard Zimmer. Buyers: Singles, James Boyd; Albums, W. Lawrence, R. Zimmer, J. Boyd.  
Tape: reel-to-reel & cartridge.

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

Empire Dist'g, 4610 Liberty Ave. Zip: 15224. Tel: 682-8437. Pres.: S. R. Canterman. (promotional albums).

Klein's Logan Variety Store, 2111 Centre Ave. Tel: 261-6176. Pres.: Isadore Klein.  
Tape: cartridge.

Mobile Rec. Serv., 32 Pride. Zip: 15219. Tel: 391-0452.  
Branch: Cleveland, Ohio.

Regal Recs., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770. Owner: Herbert S. Cohen; Mgrs. & Buyers: Donald Bray & Gene Jakiela.  
Tape: reel-to-reel & cartridge.

• **STATE COLLEGE** (Area Code 814)  
Central One Stop, 328½ E. College. Zip: 16801. Tel: 238-5534. Pres.: Stephan M. Fishbein.

• **STROUDSBURG** (Area Code 717)  
Dee Jay, 528 Main St. Tel: 421-3211.

• **SUMMIT HILL** (Area Code 717)  
Barnes Rec. Dist., 13 W. White St. Tel: 645-2321. Prop.: William Barnes.  
Tape: reel-to-reel & cartridge.

#### RHODE ISLAND

• **PROVIDENCE** (Area Code 401)  
Beacon Shops, 821 N. Main St. Zip: 29004. Tel: 861-7500. Pres.: Milton Israeloff; Mgr.: Ruth Israeloff.  
Tape: reel-to-reel & cartridge.

#### SOUTH CAROLINA

• **ABBEVILLE** (Area Code 803)  
Savitz, 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Cregg Booth. Buyer: Susan Hagen.  
Tape: reel-to-reel & cartridge.

South Carolina, 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Cregg Booth. Buyer: Susan Hagen.  
Tape: reel-to-reel & cartridge.

• **CHARLESTON** (Area Code 803)  
Fox, 483 King St. Tel: 722-0511. Owner, Mgr. & Buyer: Harold I. Fox.  
Tape: reel-to-reel & cartridge.

#### TENNESSEE

• **CHATTANOOGA** (Area Code 615)  
Jack's Music Shop, 906 Market St. Tel: 266-8554. Owner: Lucille Huffaker.  
Branch: Chattanooga, Tenn., Jack's Soul Shop, 515 E. Ninth St. Tel: 267-5311. Mgr. & Buyer: Warren Huffaker.  
Tape: reel-to-reel & cartridge.

• **KNOXVILLE** (Area Code 615)  
Tucker's Rec. Shop, 221½ Market St., On the Mall. Tel: 522-9300. Owner: Martin T. Robertson; Mgr.: Dale Clark.

• **MEMPHIS** (Area Code 901)  
Home of the Blues, 107 Beale St. Tel: JA 5-6303. Owner & Buyer: Ruben Cherry.  
Tape: reel-to-reel & cartridge.

Poplar Tunes, 308 Poplar St. Zip: 38103. Tel: 525-6348. Owner: Joe Cuoghi; Mgr.: Frank Berretta.  
Tape: cartridge.

Rhythm & Soul Rec. Shack, 1390 N. Hollywood. Tel: 452-9489. Pres.: Al Dante; VP: Fred Ayarza.

• **NASHVILLE** (Area Code 615)  
Country Music Nashville, PO Box 701. Zip: 37202. Tel: 297-4967. Owner: R. Murray Nash.

Hermitage Music, 469 Chestnut St. Zip: 37203. Tel: 244-1790. Contacts: Helen Hall, Marie Silcox & Carolyn Rigney.

Volunteer, 435 37 Ave. N. Tel: 297-0055. Owner: Webber Parrish. Buyers: Singles, R. Crick; Albums, H. Kilgore.

Doug Wayne Ents., PO Box 3202. Zip: 37219. Tel: 297-5966. Gen. Mgr.: D. W. Bonds Sr.

#### TEXAS

• **AMARILLO** (Area Code 806)  
Western Merchandisers, 1601 W. Third Ave. Tel: DR 6-6251. Owner: Sam Marmaduke; Mgr.: Dick Williamson. Buyer: Ed Pery.

• **CARROLLTON** (Area Code 214)  
D J, 2315 Briarwood Ln. Tel: CH 2-3698. Owner, Mgr. & Buyer: Don Bresler.

• **DALLAS** (Area Code 214)  
Big State, 1337 Chemical St. Tel: ME 1-1100. Mgr.: Bill Emerson.

*continued on page 130*

# MARTIN & SNYDER ONE-STOP

The Complete One Stop  
**IF IT'S A RECORD WE HAVE IT!!!**  
Servicing Entire State of Michigan & Northern Ohio

COMPLETE LINE OF STANDARDS & FOREIGN RECORDS  
13200 W. Warren Dearborn, Michigan 48126  
(313) LU 2-5850. Chet Kajeski, President.

The Most EXPERIENCED...AGGRESSIVE

## ONE-STOP

furnish STAR PRINTED TITLE STRIPS

☆☆☆

MR. OPERATOR—Check with your local One-Stop today or write to us for the name and address of a "STAR SUPPLIED" One-Stop near you.

★

**STAR TITLE STRIP COMPANY, INC.**

842 Western Avenue Area Code 412 231-4314 Pittsburgh, Pa. 15233

L. SCHONBERGER

## "SCHONY'S" ONE-STOP

(Established 1943)

2602 TILDEN AVENUE

BROOKLYN 26, NEW YORK

(PHONES: BUCKMINSTER 7-3576 AND 7-4581)

WE STOCK ALL LABELS. SPECIALIZING IN OLD RECORDS. ALL ORDERS SHIPPED SAME DAY.

## STERLING SUPER SERVICE

FOR ALL RECORD LABELS

STRIP SOURCE FOR ONE-STOP

HIT PROGRAM SERVICE AUTOMATIC WEEKLY MAILINGS

LITTLE LP'S—WORLD'S LARGEST STOCK OF STANDARDS

**STERLING TITLE STRIP COMPANY, INC.**  
1175 BROAD ST. 201-243-0222 NEWARK, N.J. 07114

continued

Great Southern, 163 Cole. Zip: 75207. Tel: RI 8-7696. Owners & Mgrs.: Phil Archer & Dan Fabian.

H & W Rec. Dist., 2727 Warren Ave. Zip: 75215. Tel: HA 1-7396. Owner: Walter Jackson.

North Texas Music, 5806 Velasco. Zip: 75206. Tel: TA 7-4016. Owner: John Pool.  
Branch: Houston, Texas.

Westex Rec. Serv., PO Box 47167. Zip: 75247. Tel: ME 7-1810. Pres.: Bruce Switzer.

● **EL PASO (Area Code 915)**

M. B. Krupp Dist., 311 S. Santa Fe. Tel: 532-4961. Pres.: M. B. Krupp.

D J Star Rec'g., 100-102 Texas Ave. Zip: 79946. Tel: 533-7282. Owner: Joseph Gillman; Mgr.: Dora P. Gillman. Buyers: Singles, Joseph Gillman; Albums, Joseph & Dora P. Gillman.  
Tape: cartridge.

Sunland, 2227 Texas Ave. Tel: KE 3-5901. Owner: William Shapiro.  
Tape: reel-to-reel & cartridge.

● **HOUSTON (Area Code 713)**

Central Sales, 2104 Leeland St. Tel: CA 4-2626. Mgr.: George E. Jamail.

H. W. Daily, 314 E. 11 Ave. Tel: UN 1-6868. Owners, Mgrs. & Buyers: Bud & Don Daily.  
Tape: cartridge.

Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008. Tel: UN 2-7077. Owner: N. F. Merrbach.

North Texas Music, 718 Woodland.  
Branch: Dallas, Tex.

Record Serv., 615 Dennis St. Tel: JA 8-5521. Mgr. & Buyer: Russ Reader.  
Tape: reel-to-reel & cartridge.

● **LUBBOCK (Area Code 806)**

Recordland USA, 3819 Ave. A. Tel: SH 7-4443. Owner: Allan Rosen; Mgr. & Buyer: Bob Iseral.  
Tape: cartridge.

● **SAN ANTONIO (Area Code 512)**

E & R, 305 S., Main St. Zip: 78205. Tel: CA 2-0911. Owner, Buyer & Mgr.: Russell K. Schram.

Phil's, 224 S. Flores. Zip: 78204. Tel: CA 6-4052. Owner: Phil Burlingame; Mgr.: Carlota A. Ayala. Buyer: Singles, Wayne Dunbar.  
Home office: Oklahoma City, Okla.

Santone Sales, 121 Navarro. Tel: CA 7-5181. Contact: Louis Jamail.

Perry Shankle, 1801 S. Flores. Tel: CA 3-1801. Mgr.: J. J. Schneider.  
Tape: reel-to-reel & cartridge.

Tanner 'N' Texas, 1414 W. Poplar. Zip: 78207. Tel: PE 2-8831/5841. Mgr.: Charles Cole.

● **SAN BENITO (Area Code 512)**

Rio Grande Music, PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Owner: Paco Betancourt; Mgr.: J. Phillips.  
Tape: reel-to-reel & cartridge.

**UTAH**

● **SALT LAKE CITY (Area Code 801)**

Billinis Dist., 3575 South 700 West. Tel: 266-3540/8. Owner & Mgr.: John Billinis. Buyers: Singles, Ray Peterson; Albums, John Billinis.

Records Express, 209 E. Ninth St. Zip: 84111. Tel: 328-3135. Owner, Mgr. & Buyer: H. R. (Dick) LaDuke.  
Tape: reel-to-reel & cartridge.

**VIRGINIA**

● **FALLS CHURCH (Area Code 703)**

Giant Music, 110 W. Broad St. Tel: 534-0930. Pres.: Jack Shaver. Buyer: Skip Blackburn.  
Tape: reel-to-reel & cartridge.

● **RICHMOND (Area Code 703)**

Pat's, PO Box 2219. Tel: MI 8-4791. Pres.: Pat Cohen.

**WASHINGTON**

● **SEATTLE (Area Code 206)**

Disc City, 410 Elliott W. Tel: AT 2-7555. Mgr.: Larry Dolgoff.  
Tape: cartridge.

Seattle Rec., 125 First Ave. N. Zip: 98109. Tel: 284-8990. Gen. Mgr.: Lew Choate.  
Branch: Portland, Ore., Sea-Port Rec.  
Tape: reel-to-reel & cartridge.

● **SPOKANE (Area Code 509)**

Music Box, 417 W. Riverside Ave. Tel: MA 4-9123. Owner: D. A. Drivdahl.

**WEST VIRGINIA**

● **BARBOURSVILLE (Area Code 304)**

Smith, Britten & Courts, PO Box 128. Mgr.: Jane Courts.  
Branches: Washington, D.C., Britten & Parrish—Winifrede, W. Va.

● **CHARLESTON (Area Code 304)**

Elkins Rec. Shop, 160 Court St. Zip: 25301. Tel: 343-7833. Owner & Buyer: M. Z. (Red) Elkins.

● **HUNTINGTON (Area Code 304)**

Music Man, 803 Eighth Ave. Zip: 25701. Tel: 522-7551. Pres. & Mgr.: F. J. McGlynn. Buyers: Singles, C. L. Blankenship; Albums, F. J. McGlynn.  
Tape: reel-to-reel & cartridge.

● **WINIFREDE (Area Code 304)**

Smith, Britten & Courts, Box 227. Mgr.: Tonna Smith.  
Branches: Washington, D. C., Britten & Parrish—Barboursville, W. Va.

**WISCONSIN**

● **BURLINGTON (Area Code 414)**

Music Mart, 164 E. Washington St. Tel: 763-3361. Pres.: Robert Ruedebusch.  
Tape: reel-to-reel & cartridge.

● **KENOSHA (Area Code 414)**

Hoffman's, 5707 Sixth Ave. Tel: OL 7-7858. Owner: Joseph Hoffman; Mgr. & Buyer: S. C. Hoffman.

● **MILWAUKEE (Area Code 414)**

Radio Doctors, 240 W. Wells St. Tel: 276-6422. Owner: L. M. Glassman; Mgr.: S. L. Glassman. Buyers: Singles, M. Geppert; Albums, M. Frieseke.  
Branch: Milwaukee, Wis., 2152 N. Third St. Tel: LO 2-7607. Buyer: M. Mowers.  
Record City, 5600 W. North Ave. Tel: 871-0460. Mgr.: H. E. Rietz; Buyers: Singles, Gordon Pelzek; Albums, Dave Wulfsohn.  
Tape: reel-to-reel & cartridge.

● **RACINE (Area Code 414)**

Soulville, 507 Main St. Tel: 634-9633. Prop.: J. Huenekens.

● **WAUSAU (Area Code 715)**

B M I Music Dist., 229 Third St. Zip: 54401. Tel: 842-3838. Pres.: Robert Peyovich.

**EUROPE'S TOP PUBLISHERS**

**FRANCIS, DAY & HUNTER LTD.**

**NEW YORK, U. S. A.**  
Francis, Day & Hunter Inc.,  
745 Fifth Avenue, N. Y., N. Y. 10022

**LONDON, ENGLAND**  
Francis, Day & Hunter Ltd.  
138, Charing Cross Road, W.C.2.

**MILAN, ITALY**  
Edizioni Musicali Francis-Day  
S.R.L.  
Piazza Del Liberty 2

**ZURICH, SWITZERLAND**  
Francis-Day Produktionder  
Edition Coda  
Brunnwiesenstrasse 26

**PARIS, FRANCE**  
Publications Francis-Day S.A.  
5, Avenue de L'Opera, 1ER

**BRUSSELS, BELGIUM**  
Editions Francis-Day, S.A.  
25, Place Saint-Gery

**MADRID, SPAIN**  
Canciones Francis-Day  
Carmen 20

**JOHANNESBURG, SOUTH AFRICA**  
Francis Day (South Africa) (Pty) Ltd.  
Suite 901/4—9th Floor/Silvern House  
139 Commissioner Street.

**HAMBURG, W. GERMANY**  
Francis-Day & Hunter GmbH  
Mittelweg 149  
2000 Hamburg 12

**AMSTERDAM, HOLLAND**  
Francis-Day  
Muziekuitgevers, N.V.  
Amstel 52

**COPENHAGEN, DENMARK**  
Francis, Day & Hunter  
Scandinavia A/S  
Gothersgade 9-11

**B. FELDMAN & CO. LTD.**

**LONDON, ENGLAND**  
B. Feldman & Co. Ltd.

**PARIS, FRANCE**  
Editions Feldman, S.A.  
5 Avenue de L'Opera, 1 ER

**ROBBINS MUSIC CORPORATION LTD.**

**LONDON, ENGLAND**  
Robbins Music Corporation Ltd.  
35 Soho Square, W.1.

**PARIS, FRANCE**  
Editions France-Melodie S.A.  
5 Avenue de L'Opera, 1 ER



# U.S. Importer-Exporter Directory

## CALIFORNIA

### • LOS ANGELES (Area Code 213)

California Music Export, 2933 W. Pico Blvd. Tel: 733-1181. Cable: CALMUSEX. Pres.: Sam Ricklin.

Cambridge Trading, 6704 Hollywood Blvd. Zip: 90028. Tel: 467-3177. Pres.: Milton Levine.

Festival Rec. Dist., 2769 W. Pico Blvd. Tel: 734-6220. Mgr.: John Filcich.  
Branch: San Francisco, Calif.

Lyric Sales, 2807 W. Pico Blvd. Zip: 90006. Tel: 731-8847. Pres.: Mrs. L. Geshelin.  
Imports from: Indonesia, Iran, Nigeria, Philippines, Poland, Roumania, Russia, Yugoslavia.

### • SAN FRANCISCO (Area Code 415)

Festival Rec. Dist., 161 Turk. Zip: 94102. Tel: PR 5-3434. Mgr.: John Filcich.  
Branch: Los Angeles, Calif.

### • SANTA ANA (Area Code 714)

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

## CONNECTICUT

### • WILTON (Area Code 203)

Acropole (see New York City listing).

## FLORIDA

### • MIAMI (Area Code 305)

Budisco Int'l, 286 N.W. 29 St. Tel: 633-6033.

Carib, PO Box 748, Miami Springs. Zip: 33166. Tel: 885-3738. Pres.: Patricia V. Jacobs.  
Labels: Carib, Island Artist, Westindy, Famo.

Musical Export Supply, Box 142 IBA IAB, 4500 N.W. 36 Ave. Mgr.: Raoul Shapiro.

Panart Int'l, PO Box 423, North Miami. Zip: 33161. Tel: 751-4126. Pres.: Ramon S. Sabat.

### • PRINCETON (Area Code 305)

Buhl Int'l Rec. Sales, PO Box 34. Zip: 33171. Owner: Frank Buhl.

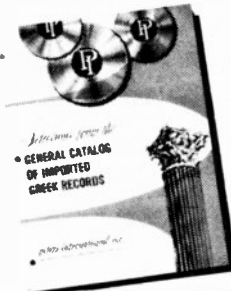
### • WEST PALM BEACH (Area Code 305)

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

*continued on page 132*

## THE WORLD OF GREEK MUSIC IMPORTED FROM GREECE

This new catalogue of selected recordings has been prepared by Peters International, exclusive distributors in the United States and Canada of all major Greek record labels of Greece. It contains a carefully selected listing of the best works produced in Greece with special notes and recommendations to aid the reader in his choice of albums. Never before has such a complete line of authentic Greek music been offered through one distribution source.

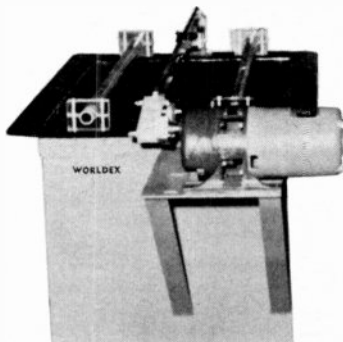


Write for your free copy today!

**PETERS INTERNATIONAL, INC.**  
600 8th Ave., N.Y., N.Y. 10018. Tel. LA 4-4020

Importer & Exclusive Distributor of  
ALL MAJOR Greek Record Labels. Dealers' inquiries invited.

## WORLDDEX Phonograph Record Equipment & Supplies



Write for catalog

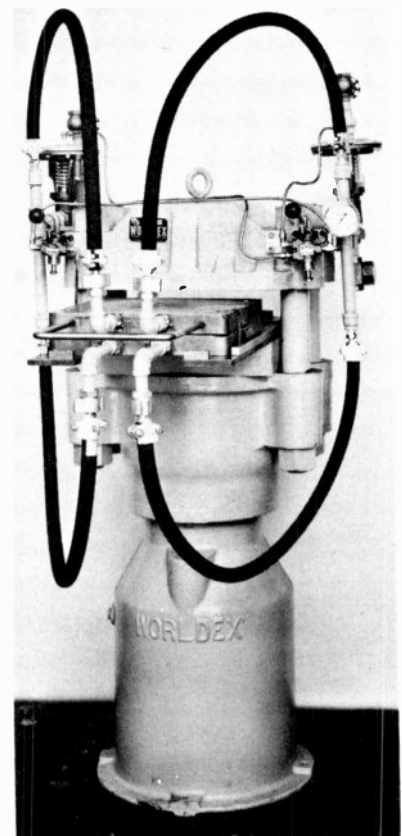
- Presses
- Automatic Controls
- Record Molds
- Edging Machines
- Steam Boilers
- Wrapping Machines
- Shrink Tunnels
- Record Materials

**Complete Stamper Plants  
Studio Recording Equipment**

**WORLDDEX MFG. CO., LTD.**

1248 SOUTH BERENDO STREET  
LOS ANGELES, CALIF. 90006, U.S.A.

Cable:  
WORLDDEX



ALL AMERICAN RECORDS  
 ALL IMPORTED RECORDS  
 ALL PRERECORDED TAPES  
 ALL CAR TAPES  
 ALL YOUR NEEDS IN ONE SHIPMENT  
 AT LOW, LOW PRICES  
*Free Catalogues on Request*  
**DAVID ESKIN**  
 INTERNATIONAL SALES  
 400 Riverside Drive  
 New York 10025 U.S.A.

FOR EXPORT ONLY:  
 AMERICAN GRAMOPHONE  
**RECORDS**  
 AND  
**TAPES**  
 ALBERT SCHULTZ, INC.  
 116 West 14th St.  
 NEW YORK, N. Y. 10011, U.S.A.

**TAPES FOR EXPORT**  
 ALL BRANDS REEL TO REEL.  
 ALL BRANDS STEREO CARTRIDGES.  
**LP RECORDS for EXPORT**  
 SPECIALISTS IN LOW-PRICED LABELS,  
 BLUES, JAZZ AND FOLK LINES.  
 Write to us for up-to-date Catalogs  
 and our CIF price schedule.  
**HARBOR RECORD EXPORT**  
 8724 3rd Avenue, Brooklyn, N. Y. 11209

**Music From The British Isles**  
 Dance Orchestras  
 Joe Loss  
 Victor Silvester  
 Phil Tate  
 John Warren  
 Singers  
 Alexander Brothers  
 Dominic Behan  
 Josh Macrae  
 Nigel Brooks Singers  
 Rhos Male Choir  
 Free Wholesale Catalog  
**TELEMARK RECORDS**  
 1438 Springvale Avenue  
 McLean, Va. 22101

continued

**HAWAII**

• **HONOLULU**

Microphone Music, 605 Coral St. Tel: 502-188.  
 Pres.: Ken Kaizawa.

**ILLINOIS**

• **CHICAGO (Area Code 312)**

Gaelic Imports, 5931 W. Chicago Ave. Zip: 60651.  
 Tel: 261-6144. Pres.: George Hudson.  
 Branch: Cleveland, Ohio.  
 Labels imported: Dominion, Pye, Golden Guinea,  
 Shamrock, Delyse, Thistle.

Gale Prods., 5249 N. Virginia Ave. Tel: ED 4-2565.  
 Pres.: Joseph S. Gale.

Pan-American Rec., 1344 S. Halsted. Zip: 60607.  
 Tel: SE 3-1530. VP: M. S. Frenkel.

• **LIBERTYVILLE (Area Code 312)**

National Educational Servs., 413 S. Second. Zip:  
 60048. Tel: 362-0122. Pres.: Charles Suber.

**KENTUCKY**

• **LOUISVILLE (Area Code 502)**

Orbit Radio, PO Box 1644, 1863 Arlington St. Zip:  
 40201. Tel: 895-1143 & 583-7755. Pres.:  
 Stephen A. Cisler.

**MASSACHUSETTS**

• **NEW BEDFORD (Area Code 617)**

Penco, 428 Wood St. Zip: 02745. Tel: 995-0595.  
 Owners: F. Penha & A. Afonfa.

• **WORCESTER (Area Code 617)**

J. K. Ogasian & Sons, 179 Belmont St. Tel: PL  
 2-9844. Pres.: J. K. Ogasian.

**NEW JERSEY**

• **TRENTON (Area Code 609)**

Allied Rec. Sales (Oldies But Goodies), 1001 Ham-  
 ilton Ave. Zip: 08629. Tel: 392-0211. Owners:  
 John T. Gervasoni & Frank Romani.

**NEW YORK**

• **ARMONK (Area Code 914)**

Zerga, 4 Mill Ln., Rt. 2. Zip: 10504. Tel: AR  
 3-9529.

• **NEW YORK CITY (Area Code 212)**

Acropole, PO Box 365, Wilton, Conn. NYC Tel: CY  
 5-2272. Pres.: Michele M. Ronty.

Airdisc USA, 949 Broadway. Zip: 10010. Contact:  
 Alexei Ugrinsky.

Alector Rec., c/o Hellenic, 367 W. 34 St. Zip:  
 10001. Tel: LO 3-2831. Pres.: Ted Starke.

ALSCAP, 19 W. 34 St. Tel: CH 4-1195. Mgr.: B.  
 Zimbalist. (SEE ADVERTISEMENT)

Apon Rec., PO Box 131, Grand Central Sta., 1541  
 First Ave. Tel: YU 8-0450. Pres.: Andrej Poncic.  
 Labels imported: Amadeo, Harmonia Mundi,  
 Angelicum.

**ORDER YOUR  
 EXTRA  
 BUYER'S GUIDES  
 NOW!**  
 Limited supplies available.  
**Soft-covered edition—\$5.00**  
**or new hard-bound  
 personalized edition—\$7.50**  
 (See bind-in card in this issue  
 for complete details)  
 Send your request and payment to:  
**BILLBOARD—BOX BG**  
 2160 Patterson Street  
 Cincinnati, Ohio 45214

**RECORDS  
 For Export**  
 All American Labels,  
 Extremely Attractive Prices  
 and  
 Speedy Service  
**CARDINAL  
 EXPORT CORP.**  
 135 West 29th St.  
 New York, N.Y. 10001

*Export: Records & Tapes*  
**ALL AMERICAN  
 BRANDS COMBINED IN  
 ONE SHIPMENT**  
**ELTRON  
 EXPORT  
 COMPANY**  
 159 Maiden Lane, New York, N. Y. 10038  
 cable: ELTRONCOMP

**WANTED**  
 Singles, EP's and LP's for Ballroom  
 Dancing in following dances and tempos

Foxtrot	30-36 MPM*
Waltz	31-36 MPM
Quickstep	49-51 MPM
Tongo	30-34 MPM
Cha Cha	26-34 MPM
Mambo	36-46 MPM
Samba	54-58 MPM**
Rumba	28-34 MPM
Merengue	58-62 MPM**
Paso Doble	58-60 MPM**

Instrumentals Preferred  
 \*Measures Per Minute \*\*2/4 Time  
**DANCE RECORDS**  
 1438 Springvale Avenue, McLean, Va. 22101  
 Tel. 356-4602

**RECORDS FOR EXPORT**  
 ALL BRANDS  
 CONSOLIDATED INTO  
 SINGLE SHIPMENTS  
**ALSCAP, INC.**  
 19 W. 34th STREET  
 NEW YORK, N.Y. 10001  
 WE PURCHASE JOBS CUT-  
 OUTS OF LPs, EPs, 45s

CARDINAL EXPORT, 135 W. 29 St. Tel: PE 6-5855.  
Pres.: Arthur Lerner. (SEE ADVERTISEMENT)  
Daro Exports, 424 Madison Ave. Zip: 10017. Tel:  
PL 5-1753. Pres.: J. R. Weinberg.  
ELTRON EXPORT, 159 Maiden Ln. Zip: 10038. Tel:  
WH 4-7635. Pres.: Werner T. Glaeser. (SEE  
ADVERTISEMENT)  
DAVID ESKIN, 400 Riverside Dr. Tel: RI 9-4257.  
Pres.: David Eskin. (SEE ADVERTISEMENT)  
Harbor Rec. Export, 8724 Third Ave., Brooklyn. Zip:  
11209. Tel: SH 8-5307. Pres.: Jerome Hornig.  
Hellenic, 365-367 W. 34 St. Zip: 10001. Tel. LO  
3-2831. Pres.: Ted Starke.

**INTERNATIONAL EXPORT AGENCIES, INC.**

**RECORDS—EXPORT ONLY**

Economical Consolidated Shipments  
and  
Rapid Deliveries

394 Broadway, New York, N. Y. 10013

International Export Agencies, 394 Broadway. Zip:  
10013. Tel: CA 6-1056.

Music-By-Mail, 50 Broadway. Zip: 10004. Tel: WH  
4-0852. Pres.: A. Edward Lowe.

PETERS INT'L, 600 Eighth Ave. Zip: 10018. Tel:  
LA 4-4020. (SEE ADVERTISEMENT)

Playette, 585 Ninth Ave. Zip: 10036. Tel: BR  
9-5379. Pres.: Sidney A. Evans.

Labels imported: Barclay, Vogue, DGG Litera-  
ture Series, Amadeo Literature Series, Pleiade,  
Festival, Cetra, Visaphon, Hispavox, Lumen,  
Chant du Monde, Ades, Philips.

Qualiton Recs., 39-38 58 St., Woodside. Zip: 11377.  
Tel: TW 7-1820. VP & Gen. Mgr.: Otto Quittner.

Record Hunter, 507 Fifth Ave. Tel: OX 7-8970.  
Gen Mgr.: Jerome Maggid.

Record & Tape Sales, 821 Broadway. Zip: 10003.  
Tel: 674-6400. Pres.: Robert Staub.

Labels imported: Boite A Musique, Vogue,  
Barclay, Philips, Polydor, Festival (all French);  
Electrola, Musica Sacra, Barenreiter (all Ger-  
man).

Alex S. Roberts-Associ., 35 Bleecker St. Zip: 10012.  
Tel: 533-3840/1. Pres.: Alex S. Roberts.

SALIENT, 1265 Broadway. Tel: LF 2-2783. Pres.:  
Morris Cohen. (SEE ADVERTISEMENT)

ALBERT SCHULTZ, 116 W. 14 St. Zip: 10011. Tel:  
WA 4-1122/4. Cable ALBYREP. Pres.: Albert  
Schultz; VP: Stanley Atsidis. (SEE ADVERTISE-  
MENT)

M. Sluis, 44 Whitehall St. Zip: 10004. Tel: WH  
4-5155. Cable: CINAECO. Pres.: M. Sluis; VP:  
H. Elion.

• **OCEANSIDE, L. I. (Area Code 516)**

Scott Dist., 3580 Oceanside Rd. Tel: OR 8-6580.  
Pres.: Sidney Kruglick; Sales Mgr.: Harvey  
Lefkowitz.

**OHIO**

• **CANTON (Area Code 216)**

British-American Trading, 800 Harter Bank Bldg.  
Zip: 44702. Tel: 456-8374. Pres.: Donald C.  
Steiner.

• **CLEVELAND (Area Code 216)**

Gaelic Imports, 3829 W. 25 St. Zip: 44109. Tel:  
398-1548. Mgr.: Alex Hain.  
Branch: Chicago, Ill.  
Labels imported: Delyse, Dominion, Golden  
Guinea, Pye, Shamrock, Thistle.

**PENNSYLVANIA**

• **PHILADELPHIA (Area Code 215)**

American Rec. Sales, 1242 W. Girard Ave. Zip:  
19123. Tel: PO 9-3900. Pres.: W. R. Buster Jr.

**TENNESSEE**

• **MEMPHIS (Area Code 901)**

Arthur Fulmer, 260 Monroe. Zip: 38101. Tel: JA  
5-5711. Contact: Arthur Fulmer Jr.

**VIRGINIA**

• **McLEAN (Area Code 703)**

DANCE REC., 1438 Springvale Ave. Zip: 22101. Tel:  
356-4602. Prop.: Richard Mason.  
Labels imported: CBS, Golden Guinea, Philips,  
Pye, Realm, Silver Dollar, Sydney Thompson.  
(SEE ADVERTISEMENT)

TELEMARK RECS. (see Dance Rec.). (SEE ADVER-  
TISEMENT)

# MIXING CONSOLES for the RECORDING STUDIO



The Ultimate in quality

All solid state integrated circuit amplifiers

—8, 10 or 12 microphone inputs, each with  
6 position equalization.

—2 or 4 program output channels.

—Echo channels.

—Other new features.

## COMPLETE PROFESSIONAL RECORDING EQUIPMENT AND SUPPLIES

# WORLDDEX MFG. CO. LTD.

1248 South Berendo Street, Los Angeles, California 90006, U.S.A.

Cable: WORLDDEX

## ORDER YOUR EXTRA BUYER'S GUIDES NOW!

Limited supplies available.

Soft-covered edition — \$5.00

or new hard-bound  
personalized edition — \$7.50

(See bind-in card in this issue  
for complete details)

Send your request  
and payment to:

**BILLBOARD—Box BG**  
2160 Patterson Street  
Cincinnati, Ohio 45214

**ATTENTION: OVERSEAS  
RECORD & STEREO  
EQUIPMENT DEALERS**

## RECORDS FOR EXPORT

All Labels Phonograph Records  
Low Prices  
Shipments Consolidated  
to Cut Your Costs  
Speedy Service

## TAPES FOR EXPORT

4-Track Stereo Tapes, All Makes  
Popular, Classical & Sound Tracks

## EQUIPMENT FOR EXPORT

Cartridges, Stereo Components,  
Tape Recorders, Etc.

Catalogues on All Above Lines  
Will Be Furnished Upon Request.

## SALIENT Export Agencies, Inc.

1265 Broadway, New York 1, N.Y.  
Cable: Salicxa, N. Y. (Tel.) LE 2-2283

# Services & Supplies

## ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

- Amateur Chamber Music Players, 15 W. 67 St., New York, N.Y. 10023. Tel: (212) TR 7-9561. Chm.: Samuel P. Hayes; Sec'y: Helen Rice.
- American Academy of Organ, PO Box 714, Mt. Vernon, N.Y. 10551. Tel: (914) MO 7-7718. Sec'y: Roy Anderson.
- American Academy of Teachers of Singing, 15 W. 67 St., New York, N.Y. 10023. Tel: (212) TR 7-5889. Chm.: Dolf Swing.
- American Accordionists Ass'n, 224 W. Fourth St., New York, N.Y. 10014. Tel: (212) 243-6736.
- American Choral Directors Ass'n, PO Box 17736, Tampa, Fla. 33612. Tel: (813) 935-9381. Exec. Sec'y: R. Wayne Hugoboom.
- American Choral Foundation, 130 W. 56 St., New York, N.Y. 10019. Tel: (212) 246-3361. Admin. Dir.: Sheldon Soffer.
- American Composers Alliance, 170 W. 74 St., New York, N.Y. 10023. Tel: (212) TR 3-1250. Pres.: Hall Overton.
- American Composers Radio & Concert Programs, PO Box 473, P.P. Sta., Richmond, Ind. 47374. Tel: (317) 962-1356. Dir.: Karol Fahnestock.
- American Federation of Musicians, 641 Lexington Ave., New York, N.Y. 10022. Tel: (212) PL 8-0600. Pres.: Herman D. Kenin; PR Dir.: Abe L. Savage.
- American Federation of TV-Radio Artists (AFTRA), 724 Fifth Ave., New York, N.Y. Tel: (212) CO 5-3267.
- American Guild of Authors & Composers (AGAC), 50 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 7-8833. Cable: SONGRITE. Pres.: Burton Lane.  
Branch: Hollywood, Calif., 6331 Hollywood Blvd. Membership: any lyricist or composer.
- American Guild of Music, PO Box 2427, Zanesville, Ohio 43701. Sec'y: William Steed.
- American Guild of Musical Artists (AFM-CIO), 1841 Broadway, New York, N.Y. 10023. Tel: (212) CO 5-3687. Nat'l Exec. Sec'y: Hy Faime.
- American Guild of Organists, 630 Fifth Ave., New York, N.Y. 10020. Tel: (212) CO 5-5630. Pres.: Alec Wyton.
- American Guild of Variety Artists (AGVA), 1540 Broadway, New York, N.Y. Tel: (212) 765-0800.
- American Mathay Ass'n, 3105 Garfield St. N.W., Washington, D.C. 20008. Pres.: Evelyn Swarthout Hayes.
- American Music Center, 2109 Broadway, New York, N.Y. 10023. Tel: (212) TR 3-7716. Gen. Mgr.: James Browning.
- American Music Conference, 332 S. Michigan Ave., Chicago, Ill. 60604. Tel: (312) 427-9492. Pres.: James M. E. Mixer; Exec. VP: James L. Bixby.
- American Musicological Society, Dept. of Music, Columbia Univ., New York, N.Y. 10027. Tel: (212) UN 5-4000, ext. 3175. Pres.: William J. Mitchell.
- American Society of Music Arrangers, 224 W. 49 St., New York, N.Y. 10019. Tel: (212) JU 6-2698. Pres.: M. Russel Coudey.
- American String Teachers Ass'n, Mankato State College, Mankato, Minn. 56001. Tel: (507) 388-1601. Pres.: Howard M. Van Sickle.
- American Symphony Orchestra League, PO Box 66, Vienna, Va. 22180. Tel: (703) 938-2823. Exec. VP: Mrs. Helen M. Thompson.
- American Tape Cartridge Ass'n (ATCA), 527 Madison Ave., New York, N.Y. 10022. Tel: (212) 753-3305. Pres.: Andrew Raffis; Exec. Dir.: Ray Rand.
- Artists Representatives Ass'n, 1270 Ave. of the Americas, New York, N.Y. 10020. Tel: (212) CI 6-1379.
- Arts Councils of America, PO Box 714, Mt. Vernon, N.Y. 10551. Tel: (914) MO 7-7718. Pres.: Roy Anderson. (see Associated Councils of the Arts).
- Associated Councils of the Arts (formerly Arts Councils of America), 1564 Broadway, New York, N.Y. 10036. Tel: (212) 586-3731. Exec. Dir.: Ralph Burgard.
- Associated Male Choruses of America, 1338 Oakcrest Dr., Appleton, Wis. 54912. Tel: (414) RE 3-8650. Exec. Sec'y: Elmer C. Rehbein.
- Association of Choral Conductors, (see American Choral Foundation).
- Association of College & University Concert Mgrs., Univ. of Wisconsin, PO Box 2137, Madison, Wis. 53701. Tel: (608) 262-2202. Exec. Sec'y: Mrs. Fannie Taylor.
- Broadcasting Foundation of America, 52 Vanderbilt Ave., New York, N.Y. 10017. Tel: (212) MU 4-2505. Cable: BRODFOUNAM. Chm.: George E. Probst.
- Bruckner Society of America, PO Box 246, Iowa City, Iowa 52242. Tel: (319) 338-0313. Pres.: Charles L. Eble.
- Central Opera Serv., Metropolitan Opera, Lincoln Center, New York, N.Y. 10023. Tel: (212) 799-3467. Exec. Sec'y: Maria F. Rich.
- Chautauqua Institution, Chautauqua, N.Y. 14722. Tel: (716) 357-3145. Pres. & Pgm. Dir.: Curtis W. Haug.
- College Band Directors National Ass'n, Florida State Univ., Tallahassee, Fla. 32306. Tel: (904) 599-2560. Pres.: Manley R. Whitcomb.
- College Music Society, Stanford Univ. Dept. of Music, Palo Alto, Calif. 94305. Tel: (415) 327-7050. Pres.: William L. Crosten.
- Composers & Lyricists Guild of America, 292 Madison Ave., New York, N.Y. Tel: (212) MU 3-0966. Pres.: David Raksin  
Branch: Los Angeles, Calif., 9157 Sunset Blvd., Suite 204. Tel: (213) 273-8833.
- Country Music Ass'n (CMA), 700 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2840. Bd. Chm.: Roy Horton; Pres.: Paul Cohen.  
Membership: those interested in advancing the cause of country music.
- Delta Omicron Int'l Music Fraternity, 124 Ellis Rd., Havertown, Pa. 10983. Tel: (215) HI 6-3248. Pres.: Mrs. Charles S. Bishop; Exec. Sec'y: Mrs. John Kuckuk.
- Electronic Inds. Ass'n (EIA), 2001 "I" St. N.W., Washington, D.C. 20006. Tel: (202) 659-2200. Pres.: Robert W. Galvin; Exec. VP: James D. Secrest.  
Membership: American mfrs. of tape recording & playback equip.; prod'rs of raw & pre-recorded tape; consumer electronics; ind'l electronics; defense equip. & systems; electronic components.
- Hymn Society of America, 475 Riverside Dr., New York, N.Y. 10027. Tel: (212) RI 9-2867. Pres.: Rev. Deane Edwards.
- Institute of High Fidelity (IHF), 516 Fifth Ave., Rm. 1402, New York, N.Y. 10036. Tel: (212) MU 2-5131. Pres.: Walter O. Stanton.  
Membership: mfrs. of high-fidelity components.
- Institute of Sound, Carnegie Hall, New York, N.Y. 10019. Tel: (212) PL 7-0530. Pres.: Richard Striker.
- International Ass'n of Concert Mgrs., PO Box 333, Pittsburgh, Pa. 15230. Tel: (412) 531-5708. VP & Sec'y: F. S. Olmsted.
- International Ass'n of Independent Producers, 1518 K St., N.W. Suite 409, Washington, D.C. 20005. Tel: (202) 628-1054. Cable: ERAUSA. Exec. Sec'y: E. V. Rothkirch.
- International Rhythm & Blues Ass'n, 711 W. 60 St., Chicago, Ill. 60621. Tel: (312) 874-6808. Pres.: William C. Tyson.
- Italian Society of Authors, Composers & Publishers, 220 E. 42 St., New York, N.Y. Tel: (212) YU 6-0669.
- Jockey's Guild, 609 Fifth Ave., New York, N.Y. Tel: (212) PL 5-4542.
- Leschetizky Ass'n, 162 W. 54 St., New York, N.Y. 10019. Tel: (212) CI 6-4643. Pres.: Miss Edwine Behre.
- Metropolitan Opera Nat'l Council, Lincoln Center Plaza, New York, N.Y. 10023. Tel: (212) 799-3100. Pres.: Stanley Hawks.
- Moravian Music Foundation, PO Drawer Z, Salem Sta., Winston-Salem, N.C. 27108. Dir: Edward V. Nolte.
- Mu Phi Epsilon Int'l Professional Music Sorority, 5744 34 St. N.E., Seattle, Wash. 98105. Tel: (206) LA 2-8788. Pres.: Janet Adams Wilkie.
- Music Committee of the People-to-People Program, 1701 Pennsylvania Ave., Rm. 500, Washington, D.C. 20006. Tel: (202) 382-8674. Chm: Mrs. Jouett Shouse; Exec. Sec'y: Mrs. Ruth Sickafus.
- Music Critics Ass'n, The Journal & Sentinel, Winston-Salem, N.C. 27102. Tel: (919) 725-2311. Pres.: Miss Beverly Wolter.
- Music Educators Nat'l Conference, 1201 16 St. N.W., Washington, D.C. 20036. Tel: (202) 223-9400. Exec. Sec'y: Vanet Lawler.
- Music Library Ass'n, School of Music, Univ. of Michigan, Ann Arbor, Mich. 48105. Tel: (313) 764-2528. Exec. Sec'y: William J. Weichlein.
- Music Operators of America (MOA), 228 N. La Salle St., Chicago, Ill. 60601. Tel: (312) RA 6-2810. Exec. VP: Frederick M. Granger Jr.  
Membership: coin-operated music & amusement machine operators.
- Music Teachers Nat'l Ass'n, Univ. of Southwestern Louisiana, Lafayette, La. 70501. Tel: (318) 234-7321. Pres.: Willis F. Ducrest.
- National Academy of Recording Arts & Sciences (NARAS), 21 W. 58 St., New York, N.Y. 10019. Tel: (212) PL 5-1535.  
Offices: Hollywood, Calif., 1741 Ivar Ave. Zip: 90028. Tel: (213) HO 5-2124-Chicago, Ill., 46 E. Walton St. Zip: 60611. Tel: (312) MI 2-6444-Nashville, Tenn., 1609 Hawkins St. Tel: (615) 256-4642.  
Membership: vocalists, conductors, songwriters, musicians, A&R men, engineers, arrangers, art directors, annotators & others meeting voting membership requirements. Associate (non-voting) membership are also available.
- National Ass'n for the Advancement of Native American Composers & Musicians (NAANACM), PO Box 473, Richmond, Ind. 47374. Tel: (317) 962-1356. Exec. Dir.: Karol Fahnestock.
- National Ass'n for American Composers & Conductors, 15 W. 67 St., New York, N.Y. 10023. Tel: (212) TR 4-5761. Pres.: Herman Newman; Sec'y: Emilie Watts.
- National Ass'n of Music Merchants (NAMM), 222 W. Adams St., Chicago, Ill. 60606. Tel: (312) AN 3-0679. Exec. VP: William R. Gard.  
Membership: retailers in any facet of music business.
- National Ass'n for Music Therapy, Milwaukee County Mental Health Center, Wauwatosa, Wis. Tel: (414) BL 8-2040. Pres.: Leo C. Muskatevc.
- National Ass'n of Organ Teachers, 7938 Bertram Ave., Hammond, Ind. 46324. Tel: (219) TI 4-3395. Founders: Jack C. & Dorothy S. Greig.
- National Ass'n of Radio Announcers, 850 Seventh Ave., New York, N.Y.
- National Ass'n of Record Merchandisers (NARM), Trianon Bldg., Suite 703, 20 Conshohocken State Rd., Bala Cynwyd, Pa. 19004 Tel: (215) TE 9-7900  
Membership: rack jobbers of records & tapes; record & tape mfrs., distributors, packaging & display products mfrs. Companies in business allied or related to the record industry may become associate members.
- National Ass'n of Retail Record Dealers (NARRD), 327 Jackson Ave., Jersey City, N.J. Tel: (201) 432-3570. Pres.: Lou Shapiro.  
Membership: retail record dealers.
- National Ass'n of Schools of Music, Ball State University, Muncie, Ind. Tel: (317) 289-1241. Pres.: Robert Hargreaves.
- National Ass'n of Teachers of Singing, School of Music, Univ. of Michigan, Ann Arbor, Mich. 48105. Contact: Philip A. Duey.
- National Catholic Music Educators Ass'n, Crosier Seminary, Onamia, Minn. 56359. Pres.: Rev. Eugene Lindusky, OSC.
- National Federation of Music Clubs, 3804 Alhambra Circle, Coral Gables, Fla. 33134. Tel: (305) 661-3141. Pres.: Mrs. Clifton J. Muir.
- National Guild of Community Schools, c/o Community Music School of Buffalo, 415 Elmwood Ave., Buffalo, N.Y. 14222. Tel: (716) 884-4887. Pres.: Robert A. Fields.
- National Guild of Piano Teachers, PO Box 1807, Austin, Tex. 78767. Tel: (512) GR 8-5775. Pres.: Irl Allison Jr.
- National Music Council, 2109 Broadway, New York, N.Y. 10023. Tel: (212) 799-0101. Exec. Sec'y: James Browning.
- National Music Publishers Ass'n (NMPA), 460 Park Ave., New York, N.Y. 10022. Tel: (212) PL 1-1930. Exec. Sec'y: Leonard Feist.
- National Opera Ass'n, Florida State Univ., School of Music, Tallahassee, Fla. 32306. Tel: (904) 599-2169. Pres.: Richard Collins.
- National Orchestral Ass'n, 111 W. 57 St., Rm. 1500, New York, N.Y. 10019. Tel: (212) CI 7-1228. Exec. Sec'y: Barnett Byman.
- National Piano Foundation, 435 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 527-5494. Exec. Dir.: George M. Otto.
- National Piano Mfrs. Ass'n of America, 435 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 527-5494. Exec. Dir.: George M. Otto.
- National School Orchestra Ass'n, 633 Center St., Bryan, Ohio 43506. Tel: (419) 636-1907. Pres.: Orville L. Dally.
- New York Pro Musica, 300 West End Ave., New York, N.Y. 10023. Tel: (212) 874-7711. Music Dir.: John White.
- Phi Beta, 514 LeRoy Rd., Madison, Wis. 53704. Tel: (608) CH 4-4215. Pres.: Mrs. Mary Elin Frohmader.
- Phi Mu Alpha Sinfonia, Teachers College, Columbia Univ., New York, N.Y. 10027. Tel: (212) 870-4460. Pres.: Harry R. Wilson.
- Piano Technicians Guild, 512 First Ave. N., Seattle, Wash. 98109. Tel: (206) AT 4-4774. Exec. Sec'y: James H. Burton.
- Pi Kappa Lambda, Boston Univ., Boston, Mass. 35486. Tel: (617) 262-4300. Pres.: Wilbur Fullbright.
- Record Industry Ass'n of America (RIAA), 1 E. 57 St., New York, N.Y. 10022. Tel: (212) MU 8-3778. Exec. Sec'y: Henry Brief.  
Membership: record mfrs.
- Recording Inds. Music Performance Trust Funds, 225 W. 34 St., Rm. 816, New York, N.Y. 10001. Tel: (212) LO 5-5693. Trustee: Samuel R. Rosenbaum.
- Sigma Alpha Iota, Mediterranean Towers, Apt. 5K, 2100 Linwood Ave., Ft. Lee, N.J. 07024. Tel: (201) 944-0465. Pres.: Mrs. Jeannette W. Kirk.
- Society of the Classic Guitar, 409 E. 50 St., New York, N.Y. 10022. Tel: (212) MU 8-7586. Pres.: Vladimir Bobri.

continued on page 136

# Pin down all your record hang-ups.

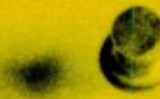
Here, point by point, are the reasons it makes sense to do business with Columbia Record Productions, the largest custom presser in the U.S. today:



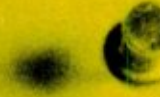
Three plants, in New Jersey, Indiana and California, provide overnight delivery by truck to 87% of the nation's buyers.



The great volume of records shipped from the plants benefits your distributor, too, by lowering his per-record shipping cost.



Uninterrupted operation—24 hours a day, 52 weeks of the year—at all three locations.



Capacity to press hundreds of selections simultaneously and deliver volume when it counts.



Mastering, plating, labels, sleeves, pressing, skin-wrapping, drop-shipping—put into the works with one phone call.



Complete facilities for handling 4- and 8-track cartridges and reel to reel tapes.

Try our pinpoint operation. Stick with CRP.

## Columbia Record Productions **crp**

SALES OFFICES: 49 East 52 Street, New York, New York 10022, (212) 765-4321/2990 West Grand Boulevard, Detroit, Michigan 48202, (313) TR 1-6110/630 North McClurg Court, Chicago, Illinois 60611, (312) WH 4-6000/804 16th Avenue South, Nashville, Tennessee 37203, (615) AL 4-5578/6121 Sunset Boulevard, Hollywood, California 90028, (213) 466-2481; FACTORIES: Pitman, New Jersey/Terre Haute, Indiana/Santa Maria, California

continued

Society for Ethnomusicology, UCLA Institute of Ethnomusicology, Los Angeles, Calif. 90024. Tel: (213) 272-8911. Pres.: M. Hood.

Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America, (SPEBSQSA), 6315 Third Ave., Kenosha, Wis. 53141. Tel: (414) 654-9111. Exec. Dir.: Barrie Best.

Society for the Publication of American Music, Yale Univ., School of Music, New Haven, Conn. 06520. Pres.: Luther Noss.

U S Army, Navy & Air Force Bandsmen's Ass'n, PO Box 1826, New Haven, Conn. 06508. Tel: (203) 777-7626. Sec'y-Treas.: Capt. A. R. Teta.

**DESIGN & ARTWORK**

**CALIFORNIA**

• **ALAMEDA (Area Code 415)**  
Record Servs. (div. of The Motivator Org.), PO Box 1036, South Shore. Tel: 532-6432.

• **GLENDALE (see Los Angeles)**

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
BERT-CO ENTS, 1855 Glendale Blvd. Tel: 665-5137. (SEE ADVERTISEMENT)  
Cadet Rec., 5810 S. Normandie Ave. Tel: 753-2481.  
Container-Kraft, 721 E. 61 St. Tel: 232-3281.  
CREATIVE SOUND PROD'NS, 9000 Sunset Blvd. Zip: 90069. Tel: CR 1-4843. Pres.: Bob Cotterell. (SEE ADVERTISEMENT)  
Custom Rec. Mfg., 5810 S. Normandie Ave. Tel: 750-3310.  
Golden State Graphics, 615 S. Flower St. Zip: 90017. Tel: 627-6396. VP: Guy S. Wolff.  
Intercom Int'l, 715 N. Central Ave., Suite 21, Glendale. Zip: 91203. Tel: 247-3132.  
International Graphics West, 6081/4 N. Kingsley Dr., Hollywood. Zip: 90004. Tel: 661-8407. Pres.: D. P. Westerfield.  
Record Labels, 6211 Santa Monica Blvd. Tel: 466-1307.  
Soltys Assocs., 5481 Santa Monica Blvd. Zip: 90029. Tel: 465-5277. Dir.: Gene Soltys.  
Szarko Org., California Federal Bldg., 10680 W. Pico, Suite 220. Zip: 90064. Tel: 839-4343. Pres.: John C. Szarko.

• **PASADENA (Area Code 213)**  
Custom Fidelity, 222 E. Glenarm St., Tel: 441-1114.

**DELAWARE**

• **WILMINGTON (Area Code 302)**  
Ken-Del Prod'ns, 515 Shipley St. Zip: 19801. Tel: 654-8246. Pres.: H. Edwin Kennedy.

**DISTRICT OF COLUMBIA**

• **WASHINGTON (Area Code 202)**  
Menick & Sadel, 143 Kennedy St. N.W. Tel: RA 3-4215.

**FLORIDA**

• **MIAMI (Area Code 305)**  
ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT)  
Criteria, 1755 N.E. 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman.  
Unitel, 2515 N.E. 207 St., North Miami Beach. Zip: 33160. Tel: 945-2819. M'g'g Dir.: C. H. Barkhaus.

**ILLINOIS**

• **CHICAGO (Area Code 312)**  
Ad-vertising Unlimited, PO Box 8135. Zip: 60680. Tel: 643-2479.  
Don Bronstein, 44 E. Superior. Tel: WH 3-5464.  
International Rec'g Co. (IRC), 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000.  
Joseph Sugarman & Assocs., 6166 N. Sheridan Rd. Zip: 60626. Tel: 743-5005. Pres.: Joseph Sugarman.

**INDIANA**

• **TERRE HAUTE (812)**  
Woodburn Printing, 25 S. Sixth St. Tel: 232-0164—no direct dial.

**LOUISIANA**

• **NEW ORLEANS (Area Code 504)**  
Andates-Basand, 2627 Leonidas. Zip: 70118. Tel: 861-7494.  
Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474.  
Superior Plastics, 748 Camp St. Zip: 70130. Tel: 523-7474.

**MARYLAND**

• **BALTIMORE (Area Code 301)**  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel: 433-0701. VP: Burgess MacNeal Jr. (SEE ADVERTISEMENT)

**MASSACHUSETTS**

• **CHICOPEE (Area Code 413)**  
Graphic Art Design, 40 Marion St. Zip: 01013. Tel: 592-1789. Contact: Robert S. Bator.

**MICHIGAN**

• **GROSSE POINTE PARK (Area Code 313)**  
R. A. Carrier Music, 791 Harcourt. Zip: 48230. Tel: 821-0357 & TU 2-6300. Owner: R. A. Carrier.

• **TROY (Area Code 313)**  
Stereodyne, 2810 Elliott. Tel: 48084. Tel: 585-1440. Pres.: D. R. Kraus.

**MINNESOTA**

• **DULUTH (Area Code 218)**  
Z T S, 1615 London Rd. Zip: 55812. Tel: 728-4208.

• **MINNEAPOLIS (Area Code 612)**  
Kaybank, 2541 Nicollet. Tel: 55404. Tel: TA 7-5441.

**MISSOURI**

• **CAPE GIRARDEAU (Area Code 314)**  
James Floyd Ford, JFFCO Bldg., Drawer 839. Zip: 63701. Tel: 334-6308. Gen. Mgr.: Larry S. Kilbreath.

**NEW MEXICO**

• **ALBUQUERQUE (Area Code 505)**  
Sunburst Prod'ns, 10400 Gloria Pl. N.E. Zip: 87112. Tel: 299-9319. Contact: W. B. Radig.

**NEW YORK**

• **GREAT NECK, L. I. (Area Code 516)**  
Ivy Hill Litho, Community Dr. Tel: Hu 7-0200.

• **NEW YORK CITY (Area Code 212)**  
Artwork: Plain & Fancy, 825 Madison Ave. Zip: 10021. Tel: 734-4000. Pres.: Alan Hartwell.  
Associated Design, 660 Madison Ave. Tel: PL 9-7570. Art. Dir.: Rene Vidmer.  
Tad Brown, 301 E. 47 St. Zip: 10017. Tel: PL 3-6456. Pres.: Tad Dejewski.  
Harry Farmlett Design Studio, 1182 Broadway. Zip: 10001. Tel: 686-8230. Owner: Harry Farmlett; Senior Designer: Jay Smith.  
G A G (GEORGE ALEXANDER GROUP), 36-25 Prince St., Flushing. Tel: 886-5600. Pres.: Kev Devejian. (SEE ADVERTISEMENT)  
Stephen P. Haas, 117 W. 48 St. Tel: JU 6-7528.  
Kaltman Press, 52-35 Barnett Ave., Long Island City. Tel: IL 7-7700.  
LEE-MYLES ASSOCS., 40 W. 57 St. Zip: 10019. Tel: PL 7-6630. (SEE ADVERTISEMENT)  
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)  
Profile Press, 151 W. 25 St. Tel: OR 5-1220.  
Queens Litho, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: IL 7-7700.  
Studio 306, 306 E. 167 St., Bronx. Zip: 10456. Tel: 588-9875. Contact: Nick Schillizzi.

• **UTICA (Area Code 315)**  
LONGMARK PRODS., PO Box 116, New York Mills; 814 Jay St. Tel: 737-7341 & 732-9488. (SEE ADVERTISEMENT)

**NORTH CAROLINA**

• **WINSTON-SALEM (Area Code 919)**  
SNYDER ALBUMS, 3083 Indiana Ave. Zip: 27105. Tel: 722-6768. (SEE ADVERTISEMENT)

**OHIO**

• **CINCINNATI (Area Code 513)**  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; Gen. Mgr.: Johnnie Miller. (SEE ADVERTISEMENT)  
QUEEN CITY ALBUM, 2832 Spring Grove Ave. Tel: 681-8400. (SEE ADVERTISEMENT)  
RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-8844. (SEE ADVERTISEMENT)

• **CLEVELAND (Area Code 216)**  
Boddie Rec'g, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Contact: Mr. Boddie.  
KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518. Pres.: Joel Kischel. (SEE ADVERTISEMENT)  
Pama, 4991 Osborn Rd. Tel: 581-0661.

**PENNSYLVANIA**

• **PHILADELPHIA (Area Code 215)**  
Jack Howard Promos., 2733 Kensington Ave. Tel: NE 4-8487.

• **PITTSBURGH (Area Code 412)**  
GATEWAY-DYNO, 234 Forbes. Tel: 471-5875. (SEE ADVERTISEMENT)

• **READING (Area Code 215)**  
Will Nally Servs., 231 N. Tenth St. Zip: 19601. Tel: 375-5628 & 376-2901. Owner: Will Nally.

• **SHARON (Area Code 412)**  
Marion, 930 Woodview Pl. Tel: DI 7-4726.

• **STONEBORO (Area Code 216)**  
Praise Rec., Dept. B. Zip: 16153. Pres.: Johannes Maas. Tel: 868-4840.

**RHODE ISLAND**

• **PAWTUCKET (Area Code 401)**  
Revolver Rec'g Serv., 139 Prospect St. Zip: 02860. Tel: 725-7692. Pres.: Leo Degnan.

**TENNESSEE**

• **MEMPHIS (Area Code 901)**  
Pata-Prod's., 1457 National. Zip: 38122. Tel: 323-5368. Art Consultant: Richard Gatlin.

• **NASHVILLE (Area Code 615)**  
NASHVILLE REC. PROD'NS, PO Box 7171. Tel: 244-2554. (SEE ADVERTISEMENT)  
SOUTHERN ALBUM SERV., PO Box 303. Zip: 37202. Tel: 254-1022. Mgr.: Betty Cox. (SEE ADVERTISEMENT)

**TEXAS**

• **SAN ANTONIO (Area Code 512)**  
Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

**UTAH**

• **SALT LAKE CITY (Area Code 801)**  
J. W. Platt, 1368 Emery St. Zip: 84104. Tel: 466-4785. Owner: James W. Platt.

**DIRECT MAIL**

**CALIFORNIA**

• **ALAMEDA (Area Code 415)**  
Record Servs. (Div. of The Motivator Org.), PO Box 1036, South Shore. Tel: 532-6432.

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. (SEE ADVERTISEMENT)  
American Talent Agency (see Consolidated Artists Bureau).  
Consolidated Artists Bureau, PO Box 411, San Fernando. Zip: 91341. Tel: DI 2-9109. Nat'l Rep.: Mark Raymer.  
Marcia Gayle (Mrs.), 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151.  
Tim Gayle & Assocs., 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.

• **SAN FERNANDO (see Los Angeles)**

**DISTRICT OF COLUMBIA**

• **WASHINGTON (Area Code 202)**  
Menick & Sadel, 143 Kennedy St. N.W. Tel: RA 3-4215.

**ILLINOIS**

• **EVANSTON (Area Code 312)**  
Merchandise Dist's., PO Box 1339. Zip: 60604. Tel: 475-5510. Mgr.: Glenn Cardott.

**INDIANA**

• **TERRE HAUTE (812)**  
Woodburn Printing, 25 E. Sixth St. Tel: 232-0164—no direct dial.

**MICHIGAN**

• **TROY (313)**  
Stereodyne, 2810 Elliott. Zip: 48084. Tel: 585-1440. Pres.: D. R. Kraus.

**MISSOURI**

• **CAPE GIRARDEAU (Area Code 314)**  
James Floyd Ford, JFFCO Bldg., Drawer 839. Zip: 63701. Tel: 334-6308. Pres.: James Floyd Ford; Gen. Mgr.: Larry S. Kilbreath.

**MONTANA**

• **MISSOULA (Area Code 406)**  
United Promos., 1401 Sherwood St. Zip: 59801. Tel: 549-1606

**NEW YORK**

• **NEW YORK CITY (Area Code 212)**  
Accurate List Letter Serv., 112-15 Northern Blvd., Flushing. Zip: 11368. Tel: IL 7-5130.  
R. D. Corfina, 136 W. 52 St. Tel: JU 2-3845.  
Music Inds. Promo. Serv., 200 W. 57 St. Zip: 10019. Tel: CO 5-4300. Pres.: L. J. Morton.  
Spectrum Ent., GPO Box 1785. Zip: 16001.

**OHIO**

• **CINCINNATI (Area Code 513)**  
Counterpart Music, 2570 Harrison Ave. Tel: 481-6877.

• **CLEVELAND (Area Code 216)**  
KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518. Pres.: Joel Kischel. (SEE ADVERTISEMENT)

**PENNSYLVANIA**

• **PHILADELPHIA (Area Code 215)**  
Ed Cotlar, 2030 Brandywine St. Zip: 19130. Tel: LO 4-3081.

continued on page 138



*We can record you*

*and/or  
augment your own tape*

*and/or  
press your records*

*and/or  
design your jackets*

*and/or  
give experienced advice*

If you listen to radio at all anywhere in the United States or Canada, you can't help but hear music that was recorded in our studios under our technical direction. We've taped everything from folk solos through rock groups and church and school choruses right up to dance bands and symphony orchestras. And even electronic music. The combination of our equipment and our know-how can produce any "sound" you want, including our own "Baltimore sound."

Do you have a tape that needs some creative technical work done on it? More bass, brighten the highs, add reverb, do some tricky editing, add presence, re-balance the levels, zing it up, re-mix it, tone it down, re-equalize, you name it. You know as well as we do the right kind of augmentation contributes greatly to the final sound of your recording—and thus to its success. This extra service is available whenever you want it. Let us help.

Pressing is the heart of our business. From the recording head that cuts your master (it cost \$4000) through every step of manufacture, we use only the most modern and finest equipment and materials. When you touch the needle down you will instantly recognize the exceptional tonal qualities that only superb equipment and talented, painstaking technicians can produce.

When we say our prices are competitive, we mean as low or lower than the competition. We can give you absolute quality at a low price because of our location and because of the efficiency of our equipment and personnel. Moreover, being centrally located, we can often make you considerable savings on freight charges. We will also make drop shipments for you and provide warehousing at no extra charge.

We furnish all of this service for every order: singles or albums, any quantity, mono or stereo. And every order is treated promptly, personally and *confidentially*.

Ever get your records from one source and your album covers from another with all the built-in problems and frequent foul-ups that can cause? We have an art and print production department to design and produce your jackets so that you have only one source to deal with. When we take the full responsibility it takes a lot of worries off your mind and saves you money. We do full-color albums, or three- or two- or one-color. We'll insert your records in your jackets and seal each album in crystal-clear poly film.

Whether you're an old hand in the business and just want a quotation, or whether you're just starting and need some guidance, we're here to serve you. With our years of experience we can help you with technical problems, esthetic problems and commercial distribution problems.

Call us, write us, or send the coupon today.

**ri**  
**RECORDINGS INCORPORATED**  
 1130 East Cold Spring Lane, Baltimore, Maryland 21212  
 Telephone 301-433-0701  
 Studio: Louis R. Mills      Pressings: Burgess Macneal  
 Owned and operated by members of the Audio Engineering Society

Recordings Inc., 1130 E. Cold Spring Lane, Baltimore, Md. 21212

- Send price list and free demo discs.
- I enclose specifications for a job. Please quote price and delivery time. This does not obligate me in any way.

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

*continued*

● **POINT MARION** (Area Code 412)  
H & H Ents., PO Box 26, Ontario Ave. Zip: 15474.  
Tel: 725-5318. Promo. Mgr.: David B. Hoop.

● **SCRANTON** (Area Code 717)  
Ladd Music, 401 Wintermantle Ave. Tel: 343-6718.

**TENNESSEE**

● **NASHVILLE** (Area Code 615)  
St. Regis Paper, 820 Seventh Ave. N. Tel: 244-2330.

**TEXAS**

● **HOUSTON** (Area Code 713)  
Radio y Television, 3810 Westheimer, Suite 426.  
Zip: 77027. Tel: 621-0000.

**VIRGINIA**

● **NORFOLK** (Area Code 703)  
Record Tyme, PO Box 12281. Zip: 23502. Tel:  
497-3952.

**ENVELOPES & MAILERS**

**CALIFORNIA**

● **ALAMEDA** (see San Francisco)

● **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)

ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel:  
582-0841. (SEE ADVERTISEMENT)

American Talent Agency (see Consolidated Artists  
Bureau).

BERT-CO ENTS., 1855 Glendale Blvd. Tel: 665-5137.  
(SEE ADVERTISEMENT)

Consolidated Artists Bureau, PO Box 411, San  
Fernando. Zip: 91341. Tel: DI 2-9109. Nat'l  
Rep.: Mark Raymer.

Container-Kraft, 721 E. 61 St. Tel: 232-3281.  
GILMORE ENV., 400 Medford St. Zip: 90063. Tel:  
AN 8-3407. (SEE ADVERTISEMENT)

● **SAN FERNANDO** (see Los Angeles)

● **SAN FRANCISCO & BAY AREA**  
(Area Code 415)

GOPHER PRODS., PO Box 812, Berkeley. Zip: 94701.  
Tel: 843-5836. Pres.: Burt Perkins. (SEE AD-  
VERTISEMENT)

Record Servs. (div of The Motivestor Org.), PO  
Box 1036, South Shore, Alameda. Tel: 532-  
6432.

**DISTRICT OF COLUMBIA**

● **WASHINGTON** (Area Code 202)  
Record Safe Mailers, 4915 Earlston Dr. Zip: 20016.  
Tel: (301) OL 4-3739. Pres.: George Y. Worth-  
ington.

**MASSACHUSETTS**

● **SPRINGFIELD** (Area Code 413)  
U. S. Envelope, 21 Cypress St. Zip: 01101. Tel:  
736-7211.

**MICHIGAN**

● **TROY** (Area Code 313)  
Stereodyne, 2810 Elliott. Zip: 48084. Tel: 585-1440.  
Pres.: D. R. Kraus.

**MISSOURI**

● **CAPE GIRARDEAU** (Area Code 314)  
James Floyd Ford, JFFCO Bldg., Drawer 839. Zip:  
63701. Tel: 334-6308. Pres.: James Floyd  
Ford; Gen. Mgr.: Larry S. Kilbreath.

**NEW YORK**

● **HICKSVILLE, L. I.** (Area Code 516)  
ANDREWS-NUNNERY, 205 Park Ave. Tel: WE 1-6500.  
(SEE ADVERTISEMENT)

● **NEW YORK CITY** (Area Code 212)  
BROWN PAPER, 919 Greenwich St. Zip: 10014.  
Tel: WA 4-0630. (SEE ADVERTISEMENT)

Kaltman Press, 52-35 Barnett Ave., Long Island  
City. Zip: 11104. Tel: IL 7-7700.

ONE STOP SERV., 133 E. 84 St. Zip: 10028. Tel:  
288-4338. Mgr.: Adam Gary. (SEE ADVERTISE-  
MENT)

Queens Envelope, 52-35 Barnett Ave., Long Island  
City. Zip: 11104. Tel: IL 7-7700.

EDWARD R. WHITE, 342 Madison Ave. Tel: MU  
7-2167. (SEE ADVERTISEMENT)

**NORTH CAROLINA**

● **WINSTON-SALEM** (Area Code 919)  
SNYDER ALBUM, 3083 Indiana Ave. Zip: 27105. Tel:  
722-6768. (SEE ADVERTISEMENT)

**OHIO**

● **TOLEDO** (Area Code 419)  
Pioneer Inds., PO Box 38, Sta. F. Zip: 43610.  
Tel: 691-2065.

**TENNESSEE**

● **NASHVILLE** (Area Code 615)  
Atlantic Envelope, PO Box 888. Zip: 37202.  
St. Regis Paper, 820 Seventh Ave. N. Tel: 244-2330.

**JACKET MANUFACTURERS**

**CALIFORNIA**

● **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)

Advance Paper Box, 1900 W. 62 St. Tel: PL 1-4141.  
BERT-CO ENTS, 1855 Glendale Blvd. Tel: 665-5137.  
(SEE ADVERTISEMENT)

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

CREATIVE SOUND PROD'NS, 9000 Sunset Blvd. Zip:  
90069. Tel: CR 1-4843. (SEE ADVERTISEMENT)

Custom Rec. Mfg., 5810 S. Normandie Ave. Tel:  
750-3310.

Imperial Pacific Packaging, 1919 E. 51 St. Zip:  
90058. Tel: 583-1081. VP: William S. Pine.  
Branch: New York, N.Y.

Location Rec'g Serv., 2201 W. Burbank Blvd.,  
Burbank. Zip: 91506. Tel: 849-1321. Partners:  
Allen J. Fraiberg & Steven A. Guy.

Marcote Process, 428 W. Redondo Beach Blvd.,  
Gardena. Zip: 90247. Tel: 321-1559. Pres.:  
J. R. Hancock.

Modern Album of Calif., 3116 Vanowen St., Bur-  
bank. Zip: 91504. Tel: 845-7655. Gen. Mgr.:  
Jim Gordon.

**DELAWARE**

● **WILMINGTON** (Area Code 302)

Ken-Del Prod'ns, 515 Shipley St. Zip: 19801. Tel:  
654-8246. Pres.: H. Edwin Kennedy.

**FLORIDA**

● **MIAMI** (Area Code 305)

ADRIAN ASSOCS., The General Bldg., 6660 Biscayne  
Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVER-  
TISEMENT)

Criteria, 1755 N.E. 149 St. Zip: 33161. Tel:  
947-5611. Pres.: M. L. Emerman.

SOUTHEASTERN REC. MFG., 150 W. 29 St., Hialeah.  
Tel: 888-7411. (SEE ADVERTISEMENT)

*continued on page 140*

**NOBODY CAN MATCH  
BESTWAY'S SERVICE**

BESTWAY feels that a promise is something special and has to be kept. Maybe that's what accounts for our reputation.

BESTWAY DELIVERS WHAT YOU WANT . . . WHEN YOU WANT IT (if not sooner)

Specializing in: **CUSTOM PRESSING . . .  
FROM PLATE TO COMPLETED PRODUCT . . .  
LABELS . . . WAREHOUSING . . .  
DROP SHIPPING . . .**



**BESTWAY PRODUCTS**  
MOUNTAINSIDE, NEW JERSEY (201) ADAMS 2-8383



# audio

## AUDIO MAGNETICS 4800 The world's most versatile tape duplicating system

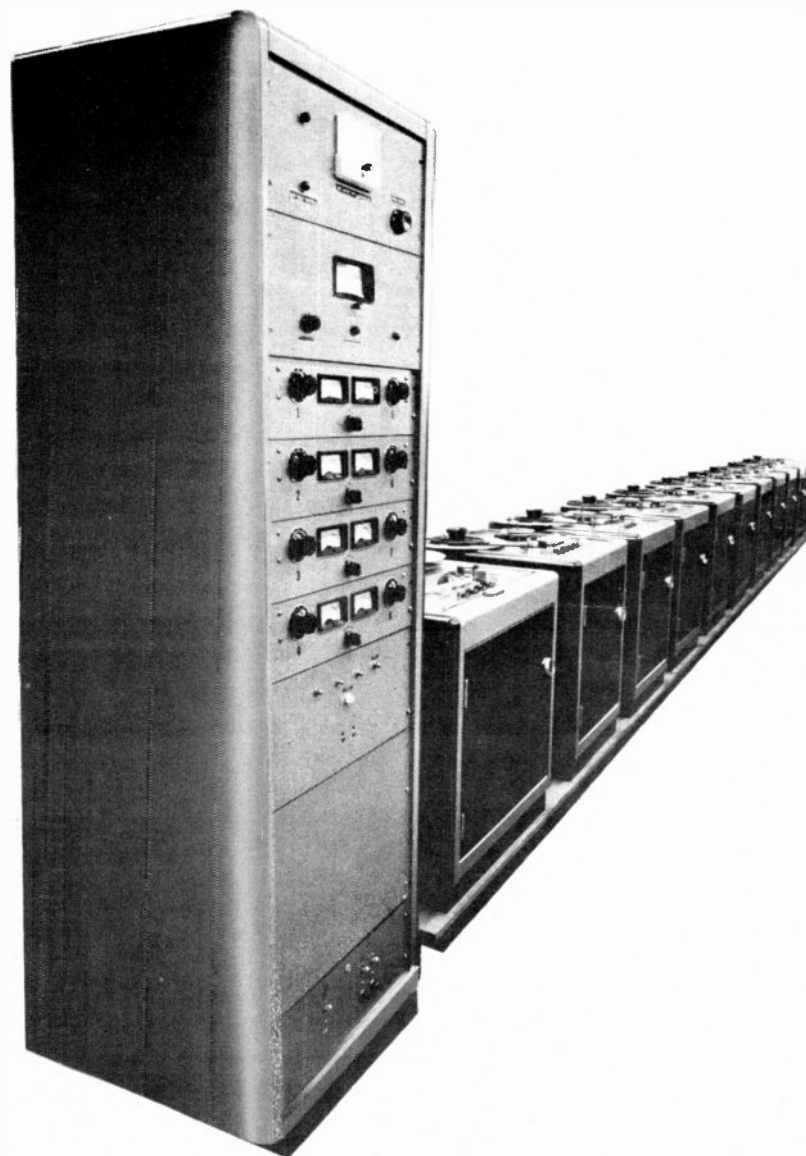
Audio Magnetics offers a full program to put you in the rapidly-growing tape duplicating business.

We will provide you with our complete duplicating system as well as supervision of installation and operational training for your personnel.

The AM 4800 Tape Duplicator System offers the finest and newest techniques for high speed masstape duplication. It produces 4- or 8-track cartridges, 4-track reel-to-reel or Philips Cassette, with simple changeover procedures that take only a few minutes. No other equipment offers this feature, which protects against the problem of lack of standardization in the tape field. Furthermore, the system can be readily adapted at minimal cost to special needs including any track configurations, or non-standard tape widths such as PlayTape.

Three industry leaders have already entered the tape duplicating business with our program: Orfeon-Videovox, S.A., of Mexico City, Quality Records, Ltd., of Toronto, and Kolster Iberica, S.A., of Barcelona.

Write or call Milton Gelfand for further details.



---

As the newest number of the AUDIO family, AUDIO MAGNETICS joins these leading suppliers of products and services to the recording industry:

AUDIO MATRIX, INC.—record plates and record plating equipment

AUDIOMATIC CORPORATION—extruders

TOOLS MANUFACTURING CO.—dies, die accessories and trimmers

METAPLAST ELECTROCHEMICALS CORP.—silver spray solutions and equipment

**AUDIO MAGNETICS** 915 Westchester Avenue, Bronx, N.Y. 10459 212 LU 9-3500 Cable AUDIOMATIC

# ANDREWS-NUNNERY

ENVELOPE AND PAPER CORP.

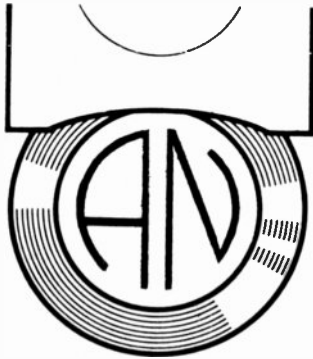
205 Park Ave., Hicksville, L. I., N. Y.  
Area 516; WE 1-6500

*A Great Name in a Great Industry*

## RECORD

7" 10" 12" 16"  
SLEEVES

PLAIN OR PRINTED



## SLEEVES

NEW  
12" Poly Lined  
Sleeves

Record Mailers  
all sizes

COAST TO COAST MANUFACTURING & DELIVERY  
EAST COAST—CALL ANDREWS-NUNNERY • 516 WE 1-6500  
WEST COAST—CALL GILMORE ENVELOPE CORP. • 213 AN 8-3401

*continued*

### ILLINOIS

- CHICAGO (Area Code 312)  
Chicago Album & Specialty, 417 S. Jefferson St.  
Zip: 60607. Tel: HA 7-0113.  
Weyerhaeuser Packaging Group, 100 S. Wacker Dr.  
Zip: 60606. Tel: 527-7171.

### INDIANA

- RICHMOND (Area Code 317)  
Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.
- TERRE HAUTE (812)  
Modern Album of Indiana, 1299 Voorhees St. Tel:  
235-6001—no direct Dial.

### LOUISIANA

- NEW ORLEANS (Area Code 504)  
Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel:  
523-7474.  
Superior Plastics, 748 Camp St. Zip: 70130. Tel:  
523-7474.

### MARYLAND

- BALTIMORE (Area Code 301)  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel:  
433-0701. VP: Burgess MacNeal Jr. (SEE AD-  
VERTISEMENT)

### MASSACHUSETTS

- SPRINGFIELD (Area Code 413)  
U. S. Envelope, 21 Cypress St. Zip: 01101. Tel:  
736-7211.

### MINNESOTA

- MINNEAPOLIS (Area Code 612)  
Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

### NEW JERSEY

- FLEMINGTON (Area Code 201)  
Modern Album of New Jersey, Hwys. 69 & 202.  
Zip: 08822. Tel: 782-4800. NYC Tel: (212)  
732-0390.

### NEW YORK

- FRANKLIN SQUARE, L. I. (Area Code 516)  
Audio Rec'g & Mfg., 4 New Hyde Park Rd. Zip:  
11010. Tel: GE 7-6200.

- GREAT NECK, L. I. (Area Code 516)  
Ivy Hill Litho, Community Dr. Tel: HU 7-0200.

*continued on page 142*

## RECORD SLEEVES AND MAILERS

MAILERS AVAILABLE WITH GUMMED OR SELF-SEAL FLAPS

7 to  
12"

@

PLAIN  
AND  
PRINTED

CREATIVE DESIGN AND FINISHED ARTWORK  
TO MEET YOUR NEEDS

gilmore envelope corporation

4000 MEDFORD STREET • LOS ANGELES, CALIFORNIA 90063  
AREA CODE 213 AN. 8-3401

COAST TO COAST MANUFACTURING & DELIVERY  
EAST COAST—CALL ANDREWS-NUNNERY • 516 WE 1-6500  
WEST COAST—CALL GILMORE ENVELOPE CORP. • 213 AN. 8-3401

# **ONE STOP CUSTOM PRESSING COMPLETELY INTEGRATED**

*(Matrix, Labels & Jacket Fabrication)  
Serving The East With Over-Night Delivery*

**TOP QUALITY**

## **EASTERN RECORD MANUFACTURING COMPANY**

**901 East Clements Bridge Road**

**Runnemede, New Jersey 08078**

**(201) 931-0558**

**NORM DUFOUR**

**JOHN DUNN**

**R. E. (BUSTER) WILLIAMS**

# BERT·CO

- ★ tape boxes
- ★ shipping labels
- ★ box and film can labels
- ★ complete design and manufacturing facilities
- ★ complete packaging supplies
  - mailing cartons      dust jackets
  - shipping cartons    mailing envelopes
  - packing pads        record envelopes

- ★ phonograph record labels
- ★ color printing of jacket covers and liners
- ★ printed paper sleeves  
7" & 12" 1 to 4 colors
- ★ transcription labels
- ★ record jackets



**THE BERT-CO ENTERPRISES**  
 THE BERT-CO PRESS • THE BERT-CO ALBUM CO. • THE BERT-CO PACKAGING CO.  
 1855 GLENDALE BLVD.  
 LOS ANGELES, CALIFORNIA 90026  
 PHONE 665-5137

## SILVER PLASTICS INCORPORATED

**SPECIALIZING IN SERVICE & DEPENDABILITY FOR LEADING INDIE RECORD COMPANIES**

### SILVER PLASTICS, INC.

A division of Cameo/Parkway

SOUTHAMPTON INDUSTRIAL HIGHWAY  
 SOUTHAMPTON, PA. 18966  
 (215) 357-1175, HObar 4-3270

### Quality Services

- Mastering, Plating, Pressings
- Over 100 Stock Jacket Selections
- Tape Recording and Duplication

### Using

- Scully Mastering Lathe
- Nickel Plating Plant
- Ampex Recorders

*We Invite Your Inquiry — Contact Ray Alexander*

# RMR

## ROCKY MOUNTAIN RECORDING

P.O. Box 82. Phone 307-638-8733  
 Cheyenne, Wyoming 82001

continued

- **HAUPPAUGE, L. I. (Area Code 516)**  
 Alamo, Cardinal Ind'l Park. Tel: 234-1100.  
 Globe Albums (see Alamo).
- **MOUNT VERNON (Area Code 914)**  
 County Box & Album, 201 S. Second Ave. Tel:  
 MO 8-7862. NYC Tel: (212) SY 2-9080.
- **NEW YORK CITY (Area Code 212)**  
 G A G (GEORGE ALEXANDER GROUP), 36-25 Prince  
 St., Flushing. Tel: 886-5600. Pres.: Kev  
 Devejian. (SEE ADVERTISEMENT)  
 Imperial Paper Box, 252 Newport St., Brooklyn.  
 Tel. 346-6100.  
 Home office: Los Angeles, Calif.  
 Kirsch Music, 15-28 127 St., Flushing. Zip: 11356.  
 Tel: HI 5-7200.  
 LEE-MYLES ASSOCS., 40 W. 57 St. Zip: 10019. Tel:  
 PL 7-6630. (SEE ADVERTISEMENT)  
 MacMurray Press, 22 Jones St. Zip: 10014. Tel:  
 WA 4-1530. Pres.: Mac Finesmith; VP: Robert  
 Finesmith.  
 Modern Album, 119-01 22 Ave., College Point. Tel:  
 FL 3-5701.  
 ONE STOP SERV., 133 E. 84 St. Zip: 10028. Tel:  
 288-4338. Mgr.: Adam Gary. (SEE ADVERTISE-  
 MENT)  
 Profile Press, 151 W. 25 St. Zip: 10001. Tel:  
 OR 5-1220.  
 Progressive Label, 286 Stanhope, Brooklyn. Tel:  
 HY 7-2320.  
 Record Albums, 286 Stanhope St., Brooklyn. Tel:  
 EM 6-8171 & HY 7-2320.  
 Tee Packaging, 22 Jones St. Tel: WA 4-1530.
- **UTICA (Area Code 315)**  
 LONGMARK PRODS., PO Box 116, New York Mills;  
 814 Jay St. Tel: 737-7341 & 732-9488. (SEE  
 ADVERTISEMENT)
- **NORTH CAROLINA**
- **WINSTON-SALEM (Area Code 919)**  
 SNYDER ALBUM, 3083 Indiana Ave. Zip: 27105. Tel:  
 722-6768. (SEE ADVERTISEMENT)
- **OHIO**
- **CINCINNATI (Area Code 513)**  
 KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel:  
 751-1910. Pres.: Sydney Nathan; Gen. Mgr.:  
 Johnnie Miller. (SEE ADVERTISEMENT)  
 QUEEN CITY ALBUM, 2832 Spring Grove Ave. Tel:  
 681-8400. (SEE ADVERTISEMENT)  
 RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-  
 8844. (SEE ADVERTISEMENT)
- **CLEVELAND (Area Code 216)**  
 KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518.  
 Pres.: Joel Kischel. (SEE ADVERTISEMENT)  
 Pama, 4991 Osborn Rd. Tel: 581-0661.
- **DAYTON (Area Code 513)**  
 Mega City Music, 126 Davis 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.
- **PENNSYLVANIA**
- **ALLENTOWN (Area Code 215)**  
 Allentown Rec., 10 & Walnut Sts. Tel: 433-7405.
- **PHILADELPHIA (Area Code 215)**  
 Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA  
 7-2277.  
 Jack Howard Promos., 2733 Kensington Ave. Tel:  
 NE 4-8487.  
 H. Royer Smith, 10 & Walnut Sts. Zip: 19107. Tel:  
 WA 2-2023.
- **SHARON (Area Code 412)**  
 Marjon, 930 Woodview Pl. Tel: DI 7-4726.
- **STONEBORO (Area Code 216)**  
 Praise Rec., Dept. B. Zip: 16153. Tel: 868-4840.  
 Pres.: Johannes Maas.
- **TENNESSEE**
- **NASHVILLE (Area Code 615)**  
 Music City Album, 219 Russell St.  
 NASHVILLE REC. PROD'NS, PO Box 7171. Tel: 244-  
 2554. (SEE ADVERTISEMENT)  
 SOUTHERN ALBUM SERV., PO Box 303. Zip: 37202.  
 Tel: 254-1022. Mgr.: Betty Cox. (SEE ADVER-  
 TISEMENT)
- **NEWPORT (Area Code 615)**  
 Jay-Cher Ents., PO Box 270. Zip: 37821. Tel:  
 623-3772. Pres.: Johnny Carter; VP: Cheryl  
 Carter.
- **TEXAS**
- **SAN ANTONIO (Area Code 512)**  
 Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

### LABEL MANUFACTURERS

- **CALIFORNIA**
- **LOS ANGELES METROPOLITAN AREA**  
 (Area Code 213)

ALCO RESEARCH & ENGINEERING, 6201 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: HO 6-1101. (SEE ADVERTISEMENT)

ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)

American Talent Agency (see Consolidated Artists Bureau).

BERT-CO ENTS, 1855 Glendale Blvd. Tel: 665-5137. (SEE ADVERTISEMENT)

Consolidated Artists Bureau, PO Box 411, San Fernando. Zip: 91341. Tel: DI 2-9109. Nat'l Rep.: Mark Raymer.

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

Custom Rec. Mfg., 5810 S. Normandie Ave. Tel: 750-3310.

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. Tel: RE 2-6185.

Rainbo, 1041 N. Las Palmas, Hollywood. Tel: HO 6-7516.

Record Labels, 6211 Santa Monica Blvd. Tel: 466-1307.

● **SAN FERNANDO** (see Los Angeles)

## FLORIDA

● **MIAMI** (Area Code 305)  
ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT)

## INDIANA

● **RICHMOND** (Area Code 317)  
Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.

## LOUISIANA

● **NEW ORLEANS** (Area Code 504)  
Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474.  
Superior Plastics, 748 Camp St. Zip: 70130. Tel: 523-7474.

## MARYLAND

● **BALTIMORE** (Area Code 301)  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel: 433-0701. VP: Burgess MacNeal Jr. (SEE ADVERTISEMENT)

## MICHIGAN

● **TROY** (Area Code 313)  
Stereodyne, 2810 Elliott. Tel: 48084. Tel: 585-1440. Pres.: D. R. Kraus.

## MINNESOTA

● **MINNEAPOLIS** (Area Code 612)  
Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

## NEW JERSEY

● **NEWARK** (Area Code 201)  
Folkraft Ent's., 1159 Broad St. Zip: 07114. Tel: 622-0024. Pres.: F. L. Kaltman.

## NEW YORK

● **FARMINGDALE, L. I.** (Area Code 516)  
Pressure Sensitive Labels, 135 Schmitt Blvd. Tel: 293-7300.

● **GREAT NECK, L. I.** (Area Code 516)  
Ivy Hill Litho., Community Dr. Tel: HU 7-0200.

● **HAUPOUGE, L. I.** (Area Code 516)  
Alema, Cardinal Ind'l Park. Zip: 11788. Tel: 234-1100. Pres.: Lee Halpern.  
Globe Albums, (See Alema).

● **LONG ISLAND CITY** (See New York City)

● **NEW YORK CITY** (Area Code 212)  
G A G (GEORGE ALEXANDER GROUP), 36-25 Prince St., Flushing. Tel: 886-5600. Pres.: Kev Devejian. (SEE ADVERTISEMENT)  
Kaltman Press, 52-35 Barnett Ave., Long Island City. Tel: IL 7-7700.

Linear Prods., 37-45 W. 20 St. Zip: 10011. Tel: AL 5-2917.  
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, Brooklyn. Tel: HY 7-2300.

● **UTICA** (Area Code 315)  
LONGMARK PRODS., PO Box 116, New York Mills; 814 Jav St. Tel: 737-7341 & 732-9488. (SEE ADVERTISEMENT)

## OHIO

● **CINCINNATI** (Area Code 513)  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; Gen. Mgr.: Johnnie Miller. (SEE ADVERTISEMENT)  
QUEEN CITY ALBUM, 2832 Spring Grove Ave. Tel: 681-8400. (SEE ADVERTISEMENT)  
RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-8844. (SEE ADVERTISEMENT)

● **CLEVELAND** (Area Code 216)  
KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518. Pres.: Joel Kischel. (SEE ADVERTISEMENT)  
Pama, 4991 Osborn Rd. Tel: 581-0661.

## PENNSYLVANIA

● **ALLENTOWN** (Area Code 215)  
Allentown Rec., 10 & Walnut Sts. Tel: 433-7405.

● **PHILADELPHIA** (Area Code 215)  
Community Press, 6047-9 Woodland Ave. Tel: SA 9-4655.  
Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA 7-2277.  
Fenton Label, Coral & Buckius Sts. Zip: 19124. Tel: CU 8-2910.

● **SHARON** (Area Code 412)  
Marjon, 930 Woodview Pl. Tel: DI 7-4726.

## TEXAS

● **DALLAS** (Area Code 214)  
Zero Rec'g & Talent Promos., PO Box 28577, 4724 Hanover. Tel: FL 7-9081. Pres.: Gary M. McCaskill.

● **SAN ANTONIO** (Area Code 512)  
Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

## WISCONSIN

● **ELKHART LAKE** (Area Code 414)  
Sohn Mfg. Zip: 53020. Tel: 876-3361.  
● **MILWAUKEE** (Area Code 414)  
Gugler Litho., 1339 N. Milwaukee St. Zip: 53202. Tel: 276-6969. Sales Mgr.: R. L. Schultz.

## LICENSORS, TAPE & RECORD

### CALIFORNIA

● **LOS ANGELES METROPOLITAN AREA** (Area Code 213)  
CAPITOL PROD'N MUSIC, 1750 N. Vine St., Hollywood. Tel: HO 2-6252. (SEE ADVERTISEMENT)  
Jules Chaikin Music Serv., 3777 Pastel Pl., Studio City. Zip: 91604. Tel: 877-1078. Owner: Jules Chaikin.  
Delta Music Sales, 7185 Sunset Blvd., Hollywood. Zip: 90046. Tel: 466-0865. Pres.: Gunther Goldschmidt.

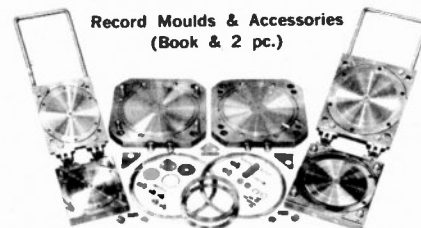
*continued on page 144*

# HAMILTON

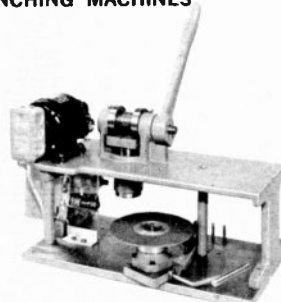
SERVING THE RECORD INDUSTRY SINCE 1946

- RECORD MOULDS
- RECORD FLASH TRIMMERS OF ALL KINDS
- COINING DIES
- CRIMPING & PUNCHING DIES
- HYDRAULIC PRESSES FOR CRIMPING & COINING
- STAMPER SHEARS
- RECORD LABEL PUNCHES (MATERIAL SALVAGE)
- OPTICAL STAMPER CENTERING & PUNCHING MACHINES

## EQUIPMENT FOR THE RECORD MANUFACTURING INDUSTRY



M-202B 10-12  
RECORD FLASH TRIMMER



M-214B 7" 45  
RECORD FLASH TRIMMER



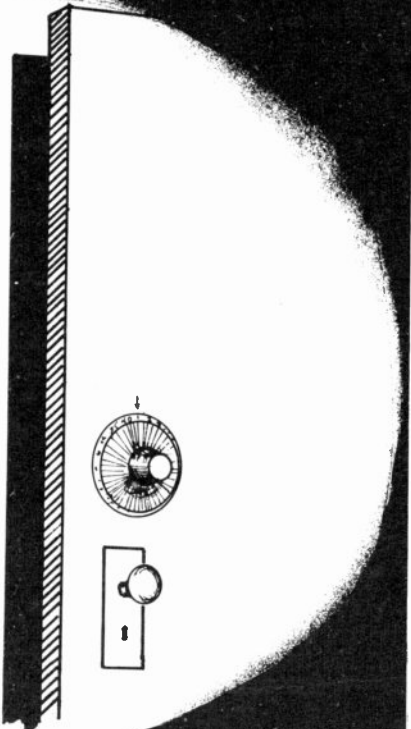
M-212 7" 45  
RECORD PUNCH



**HAMILTON MANUFACTURING CORP., Dept. B**  
510 FIRST AVE., WEST HAVEN, CONN. 06516 • Area Code (203) 933-1625

# QUEEN CITY

has the  
**Right Combination**



**TO OPEN YOUR  
RECORD SALES  
DOOR!**

*A Complete Package*

- \* Custom Pressing
- \* Custom and Stock Jackets

Write for our illustrated catalog,  
containing package prices.

**QUEEN CITY ALBUM, INC.**  
2832 SPRING GROVE AVE.  
CINCINNATI, OHIO 45225  
PHONE 513-681-8400

*continued*

International Magne-Tape, 4588 Santa Monica Blvd., Hollywood. Zip: 90029. Tel: 666-6510. Cable: INMAGTAPE. Pres.: H. Leigh; Gen. Mgr.: M. Kopelman.  
TAPP INT'L, 1347 Cahuenga Blvd., Hollywood. Tel: 462-6613. Pres.: Don Blocker. (SEE ADVERTISEMENT)

### CONNECTICUT

- **NORWALK (Area Code 203)**  
Paradiso, 71 East Ave. Zip: 06851. Tel: 866-3288.
- **WILTON (Area Code 203)**  
Acropole Corp. of America, PO Box 365. Zip: 06897. NYC Tel: (212) CY 5-2272. Pres.: Michele M. Ronty.

### FLORIDA

- **MIAMI (Area Code 305)**  
Active Music, 3170 S.W. Eighth St. Zip: 33135.

### LOUISIANA

- **NEW ORLEANS (Area Code 504)**  
Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474.

### NEW YORK

- **NEW YORK CITY (Area Code 212)**  
Associated, c/o Milt Schnapf, 723 Seventh Ave. Tel: CI 5-7640.  
R. D. Cortina, 136 W. 52 St. Tel: JU 2-3845.  
Publishers' Licensing, 40 W. 55 St. Zip: 10019. Tel: 581-7970. Cable: TABAKURN. Pres.: Philip Kurnit.  
Music Copyright Exchange, 200 Park Ave. Zip: 10017. Tel: YU 6-2515. Pres.: Murray Sporn.  
Transglobal, 130 W. 57 St. Zip: 10019. Tel: JU 2-3550. Gen. Mgr.: James Krueger.

### OHIO

- **CINCINNATI (Area Code 513)**  
Counterpart Music, 2570 Harrison Ave. Tel: 481-6877.  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; VP: Johnnie Miller. (SEE ADVERTISEMENT)

### PENNSYLVANIA

- **PITTSBURGH (Area Code 412)**  
GATEWAY-DYNO, 234 Forbes. Tel: 471-5875. (SEE ADVERTISEMENT)
- **SCRANTON (Area Code 717)**  
Ladd Music, 401 Wintermantle Ave. Tel: 343-6718.

### MACHINE SHOPS

#### CALIFORNIA

- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. (SEE ADVERTISEMENT)  
FINEBILT MFG., 913 N. Citrus Ave., Hollywood. Tel: HO 6-9511. (SEE ADVERTISEMENT)  
JOHNSON MACHINE & TOOL, 1722 W. 134 St., Gardena. Tel: 321-3432. (SEE ADVERTISEMENT)  
Maple Clamp, 1023 W. First St. Zip: 90012. Tel: 624-9933.  
WORLDEX MFG., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. (SEE ADVERTISEMENT)
- **SANTA BARBARA (Area Code 805)**  
Aragon Prods., 639 Island View Dr. Tel: WO 6-5631. Pres.: M. Egar.

#### CONNECTICUT

- **WEST HAVEN (Area Code 203)**  
HAMILTON MFG., 510 First Ave. Zip: 06516. Tel: 933-1625. Pres.: Stanley J. Roczynski. (SEE ADVERTISEMENT)

#### INDIANA

- **INDIANAPOLIS (Area Code 317)**  
Indus, 1815 Madison Ave. Tel: ME 9-5281.

#### NEW JERSEY

- **LYNDHURST (Area Code 201)**  
Standard Tool & Mfg., 738 Schuyler. Tel: WE 9-5500
- **MORRIS PLAINS (Area Code 201)**  
Schiff Machine, 28 E. Hanover Ave. Zip: 07950. Tel: 539-5100.
- **NEWARK (Area Code 201)**  
Aragon Prods., 72 Concord St. Tel: BI 3-1549.

#### NEW YORK

- **NEW YORK CITY (Area Code 212)**  
AUDIO MATRIX, 915 Westchester Ave., Bronx. Zip: 10459. Tel: LU 9-3500. (SEE ADVERTISEMENT)  
Audiomatic, 915 Westchester Ave., Bronx. Zip: 10459. Tel: LU 9-3500.  
Don Gabor Ents., 4645 Delafield Ave. Tel: 549-3230.

### OHIO

- **CINCINNATI (Area Code 513)**  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; Gen. Mgr.: Johnnie Miller. (SEE ADVERTISEMENT)

### PENNSYLVANIA

- **PHILADELPHIA (Area Code 215)**  
Hodge Rec., 1314-24 S. Howard St. Zip: 19147. Tel: DE 6-7001.

### MATERIALS MILLING PLANTS

#### CALIFORNIA

- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Custom Rec. Mfg., 5810 S. Normandie. Tel: 750-3310.  
FINEBILT MFG., 931 N. Citrus Ave., Hollywood. Tel: HO 6-9511. (SEE ADVERTISEMENT)  
Lewis Rec. Mfg., 307 E. Beach St., Inglewood. Zip: 90302. Tel: 678-8489. Owner: T. F. Lewis; Mgr.: Kay Jones.  
Research Craft (div. of Liberty Recs.), 1011 N. Fuller. Tel: 876-3440. Mgr.: A. R. Ellsworth.  
WORLDEX MFG., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. (SEE ADVERTISEMENT)
- **PARAMOUNT (Area Code 213)**  
Collins, Caldwell & Dague, 16616 Garfield Ave. Zip: 90723. Tel: 636-7111.
- **SANTA BARBARA (Area Code 805)**  
Aragon Prods., 639 Island View Dr. Tel: WO 6-5631. Pres.: M. Egar.
- **SAUGUS (Area Code 805)**  
Keysor Chemical, PO Box 338, 26000 Springbrook Rd. Tel: 259-2360.  
Branch: Delaware City, Del.

#### CONNECTICUT

- **STAMFORD (Area Code 203)**  
Cook Labs., 351 Courtland Ave., Glenbrook. Zip: 06906. Tel: 348-7578.

#### DELAWARE

- **DELAWARE CITY (Area Code 302)**  
Keysor Chemical, Schoolhouse Rd. Tel: 834-4551.  
Home Office: Saugus, Calif.

**DON'T CALL US**  
For Record Pressing  
**UNLESS**  
You Want Quality  
and Service  
That's Unbeatable  
Anywhere!  
ALL SPEEDS  
**KAY RECORDS, INC.**  
110 Bergen Pike, Little Ferry, N. J.  
Diamond 3-5721-2

**REVOLUTIONARY  
NEW ULTRA-TRACK  
RECORDING PROCESS\***

Now for the first time, it is conveniently possible to create sounds, tones and effects, from basic instrumental or vocal sources, which have never been heard before, and combine them into a conventional recording. Works well with strings, winds, percussions, voices, etc. Recording facilities available. Recorders available for license. \* (patents pending).

**UNITED ELECTRIC  
& ENGINEERING CO.**  
8545 W. 64th Pl., Arvada, Colo. 80002  
Tel. (303) 424-7721

## INDIANA

- **RICHMOND** (Area Code 317)  
Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.

## NEW JERSEY

- **NEWARK** (Area Code 201)  
Aragon Prods., 72 Concord St. Tel: BI 3-1549.
- **PLAINFIELD** (Area Code 201)  
Peerless Plastic Molding, 333 North Dr., North Plainfield. Tel: 755-7000.

## NEW YORK

- **NEW YORK CITY** (Area Code 212)  
Audiomatic, 915 Westchester Ave., Bronx. Zip: 10459. Tel: LU 9-3500.  
Don Gabor Entns., 4645 Delafield Ave. Tel: 549-3230.  
Pres.: Donald H. Gabor.

## OHIO

- **CINCINNATI** (Area Code 513)  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; Gen. Mgr.: Johnnie Miller. (SEE ADVERTISEMENT)

## PENNSYLVANIA

- **PHILADELPHIA** (Area Code 215)  
Marco Prods., Yerkes Rd., Bridgeport. Tel: 265-2330.
- **STOCKERTOWN** (Area Code 215)  
Holland-Suco Color. Zip: 18083. Tel: 759-3690.

## MUSIC LICENSING ORGANIZATIONS

- American Composers Alliance (ACA), 170 W. 74 St., New York, N. Y. 10023. Tel: (212) TR 3-1250. Pres.: Hall Overton; Exec. Dir.: Carl Sigmon.
- American Mechanical Rights Agency (AMRA), 250 W. 57 St., New York, N. Y. 10019. Tel: (212) CI 6-4077.
- American Society of Composers, Authors & Publishers (ASCAP), 575 Madison Ave., New York, N. Y. 10022. Tel: (212) MU 8-8800.
- Broadcast Music, Inc. (BMI), 589 Fifth Ave., New York, N.Y. 10017. Tel: (212) PL 9-1500.
- John Brumage (Agent & Trustee), PO Box 14422, Tampa, Fla. 33609.
- Franco Colombo, 16 W. 61 St., New York, N.Y. 10023. Tel: (212) 582-5300.

- Cosimo Rec'g Studios, 748 Camp St., New Orleans, La. 70130. Tel: (504) 523-7474.
- Counterpart Music, 2570 Harrison Ave., Cincinnati, Ohio. Tel: (513) 481-6877.
- Harry Fox, 460 Park Ave., New York, N.Y. 10022. Tel: (212) PL 1-1930.
- Paradiso, 71 East Ave., Norwalk, Conn. 06851. Tel: (203) 866-3288. Cable: INTERPARADISO. Pres.: Frhr. von Kleydorff.
- Int'l branch: Frankfurt, Germany.
- Publishers' Licensing, 40 W. 55 st., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Pres.: Philip Kurnit.
- SESAC, 10 Columbus Circle, New York, N.Y. 10019. Tel: (212) 586-3450. (SEE ADVERTISEMENT)

## PLATING PLANTS

### ARIZONA

- **PHOENIX** (Area Code 602)  
WAKEFIELD MFG., PO Box 6037, 1836 W. Moreland St. Zip: 85005. Tel: 252-5644. Pres.: Sidney J. Wakefield. (SEE ADVERTISEMENT)

### CALIFORNIA

- **HAWTHORNE** (Area Code 213)  
Fidelatone Mfg., 12848 Weber Way.
- **LOS ANGELES METROPOLITAN AREA** (Area Code 213)  
AFM Eng., 6209 Santa Monica Blvd. Tel: 466-9291.  
ALCO RESEARCH & ENG., 6201 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: HO 6-1101. (SEE ADVERTISEMENT)
- Cadet Rec., 5810 S. Normandie Ave. Tel: 753-2481.  
CAPITOL (Sales Office), 1750 N. Vine St. Tel: HO 2-6252. (SEE ADVERTISEMENT)
- Custom Rec. Mfg., 5810 S. Normandie Ave. Tel: 750-3310.
- FINEBILT MFG., 931 N. Citrus Ave., Hollywood. Tel: HO 6-9511. (SEE ADVERTISEMENT)
- Lewis Rec. Mfg., 307 E. Beach St., Inglewood. Zip: 90302. Tel: 678-8489. Owner: T. F. Lewis; Mgr.: Kay Jones.
- MONARCH REC. MFG., 4852-56 W. Jefferson Blvd. Tel: RE 2-6185. (SEE ADVERTISEMENT)
- RCA Custom Rec. Sales, 6363 Sunset Blvd., Hollywood. Tel: HO 1-9171.
- Rainbo, 1041 N. Las Palmas, Hollywood. Tel: HO 6-7516.
- Research Craft (div. of Liberty Recs.), 1011 N. Fuller. Tel: 876-3440. Mgr.: A. R. Ellsworth.

- WORLDDEX MFG., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. (SEE ADVERTISEMENT)

- **SAN MARCOS** (Area Code 714)  
Record Broadcast, 237 S. Bent Ave. Tel: 744-0633.
- **SANTA MARIA** (Area Code 805)  
COLUMBIA REC. PROD'NS, 900 E. Stowell Rd. Zip: 93454. Tel: WA 2-4511. (SEE ADVERTISEMENT)

## CONNECTICUT

- **STAMFORD** (Area Code 203)  
Cook Labs., 351 Courtland Ave., Glenbrook. Zip: 06906. Tel: 348-7578.

## FLORIDA

- **MIAMI** (Area Code 305)  
Criteria, 1755 N.E. 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman.
- SOUTHEASTERN REC. MFG., 150 W. 29 St., Hialeah. Tel: 888-7411. (SEE ADVERTISEMENT)

## ILLINOIS

- **CHICAGO** (Area Code 312)  
Sheldon, 1725 N. Wells. Tel: 664-7734.

## INDIANA

- **RICHMOND** (Area Code 317)  
Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.
- **TERRE HAUTE** (812)  
COLUMBIA REC. PROD'NS, 14 Fruitridge Ave. Zip: 47805. Tel: 466-4231—no direct dial. (SEE ADVERTISEMENT)

## LOUISIANA

- **GRETNA** (Area Code 504)  
PHONO REC. PRESSING, 91 First St. Tel: 367-8822. (SEE ADVERTISEMENT)
- **NEW ORLEANS** (Area Code 504)  
Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474.  
Superior Plastics, 748 Camp St. Zip: 70130. Tel: 523-7474.

## MARYLAND

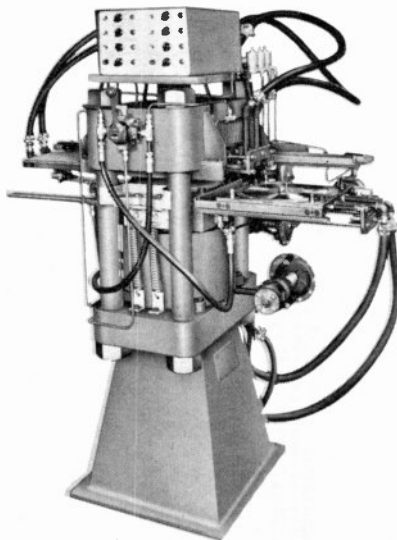
- **BALTIMORE** (Area Code 301)  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel: 433-0701. VP: Burgess MacNeal Jr. (SEE ADVERTISEMENT)

*continued on page 146*

## NEW

**ONE PRESS -  
TWO MOLDS  
FOR TWO PRESSES  
FOUR MOLDS**

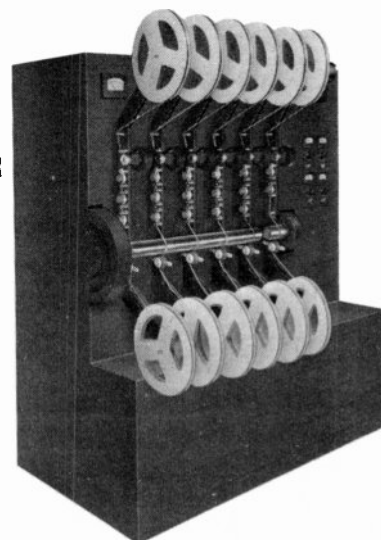
**YOU NEED  
ONE OPERATOR  
ONLY!**



## NEW

**HIGH SPEED,  
HIGH FIDELITY  
TWO, FOUR OR  
EIGHT TRACK  
DUPLICATING  
EQUIPMENT**

**NO SKILLED  
PERSONNEL.**



### TWENTY FOUR MODELS AVAILABLE

Duplicators, Slaves, Mastering Units • Mastering and Duplicating Units • One master reproducer services 5 to 35 Slaves. Delivers at HIGH SPEED 1½, 3¾ or 7½ ips copies. Daily production: 1,000 cartridges 8 track 80 minutes.

**FINEBILT** MFG.  
CO.

931 No. Citrus Ave., Hollywood, California 90038 USA  
Tel. 213 HO 6-9511  
Export division: Coast Export Co., Inc. Cable: COEXPORT

WHEN QUALITY  
COUNTS YOU CAN'T  
GO WRONG WITH

# - RITE

## WHY?

... BECAUSE WE DO THE WHOLE JOB UNDER ONE ROOF LABEL AND JACKET PRINTING, DESIGN AND FABRICATING. UNSURPASSED QUALITY MONO AND STEREO MASTERING WITH THE NEUMANN ES 59 AND SX 45 SYSTEMS. TOP QUALITY NOISE FREE METAL WORK.

**ONE - ONE 100% PURE  
PRICE - QUALITY - VINYL PRESSINGS**

**OVER 100 - 4 COLOR STOCK JACKETS AVAILABLE  
SHRINK FILM PACKAGING NO EXTRA CHARGE**

**MODERN MULTI-CHANNEL STUDIO - 10 MIKES**

**SPECIAL PACKAGE RATES  
FOR COMPLETE RECORDING AND PRESSING DEALS.**

Send For Free Samples And Confidential Prices

Phone (Area Code 513 - 761-8844)

*Rite Record Productions Inc.*

9745 LOCKLAND ROAD

CINCINNATI, OHIO 45215

Complete Facilities for:

**LABELS - PRESSING - MATRIX**

• since 1943 •

**ALCO RESEARCH & ENGINEERING, INC.**

6201 Santa Monica Blvd.  
Hollywood, Calif. 90038

for prompt service phone General Manager  
Jim Stevenson at 213-466-1101

**SPECIALTY RECORDS  
CORP.**

for  
**PERSONALIZED SERVICE  
ON QUALITY**

**7", 10", 12" RECORDS**

Phone (717) 489-4717

TWX (501) 656-3649

210 N. Valley Ave.  
Olyphant, Penna. 18447

**ORDER YOUR  
EXTRA  
BUYER'S GUIDES  
NOW!**

Limited supplies available.  
**Soft-covered edition—\$5.00**  
or **new hard-bound  
personalized edition—\$7.50**  
(See bind-in card in this issue  
for complete details)

Send your request and payment to:  
**BILLBOARD—BOX BG**  
2160 Patterson Street  
Cincinnati, Ohio 45214

continued

### MICHIGAN

- **DETROIT** (Area Code 313)  
Archer Rec. Pressing, 6552 E. Davison. Zip: 48212.  
Tel: 365-9545
- COLUMBIA REC. PROD'NS, 2990 W. Grand Blvd. Tel:  
871-6100. (SEE ADVERTISEMENT)
- **NEW HAVEN** (Area Code 313)  
Sound, Inc. 56880 North Ave. Tel: 749-5182.

### MINNESOTA

- **MINNEAPOLIS** (Area Code 612)  
Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

### NEW JERSEY

- **PITMAN** (Area Code 609)  
COLUMBIA REC. PROD'NS, Lambs & Woodbury Rds.  
Zip: 08071. Tel: LU 9-8000. (SEE ADVERTISE-  
MENT)

### NEW YORK

- **HICKSVILLE, L. I.** (Area Code 516)  
Sonic Rec'g Prods., 27 Ludy St. Zip: 11802. Tel:  
WE 8-2600.
- **NEW YORK CITY** (Area Code 212)  
AUDIO MATRIX, 915 Westchester Ave., Bronx. Zip:  
10459. Tel: LU 9-3500. (SEE ADVERTISEMENT)
- CAPITOL CUSTOM SERVS. (Sales Office), 151 W. 46  
St. Tel: JU 2-8040. (SEE ADVERTISEMENT)
- Don Gabor Ents., 4645 Delafield Ave. Tel: 549-  
3230. Pres.: Donald H. Gabor.
- Mastercraft Rec. Plating, 619 W. 54 St. Tel:  
CO 5-6040.

### OHIO

- **CINCINNATI** (Area Code 513)  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel:  
751-1910. Pres.: Sydney Nathan; Gen. Mgr.:  
Johnnie Miller. (SEE ADVERTISEMENT)
- RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-  
8844. (SEE ADVERTISEMENT)
- S. J. SHAW PLATING, 2604 Glendora Ave. Zip:  
45219. Tel: 961-3058. (SEE ADVERTISEMENT)
- **CLEVELAND** (Area Code 216)  
KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518.  
Pres.: Joel Kischel. (SEE ADVERTISEMENT)
- Pama, 4991 Osborn Rd. Tel: 581-0661.

### PENNSYLVANIA

- **ALLENTOWN** (Area Code 215)  
Allentown Rec., 10 & Walnut Sts. Tel: 433-7405.

### RHODE ISLAND

- **PAWTUCKET** (Area Code 401)  
Johnston Sound Serv., 111 Sweet Ave. Zip: 02861.  
Tel: 722-2222

### TEXAS

- **SAN ANTONIO** (Area Code 512)  
Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

### WISCONSIN

- **SAUK CITY** (Area Code 608)  
Cuca Recs. Mfg., 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. Contact: Ray Alex-  
ander. (SEE ADVERTISEMENT)

## POLYETHYLENE BAGS

### CALIFORNIA

- **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)  
Container-Kraft, 721 E. 61 St. Tel: 232-3281.

### FLORIDA

- **MIAMI** (Area Code 305)  
Duotone, 6875 S.W. 81 St., South Miami. Tel:  
665-1121.

### ILLINOIS

- **CHICAGO** (Area Code 312)  
Central Plastics Dists. (div. of Ranger, Inc.), 527  
S. Wells. Zip: 60607. Tel: 939-3389. Pres.:  
H. R. Greenwald.
- Diamond Cellophane, 1736 S. Michigan Ave. Tel:  
427-7038.

### NEW YORK

- **LONG ISLAND CITY** (see New York City)
- **NEW YORK CITY** (Area Code 212)  
Equitable Bag, 45-50 Van Dam St., Long Island  
City. Zip: 11101. Tel: ST 6-0620.
- FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn.  
Zip: 11204. Tel: CL 6-7876. (SEE ADVERTISE-  
MENT)
- Kirsch Music, 15-28 127 St., Flushing. Zip: 11356.  
Tel: HI 5-7200.



LE-80, 33-59 Vernon Blvd., Long Island City. Zip: 11106. Tel: RA 1-8504. (SEE ADVERTISEMENT)  
 ONE STOP SERV., 133 E. 84 St. Zip: 10028. Tel: 288-4338. Mgr.: Adam Gary. (SEE ADVERTISEMENT)

**OHIO**

● **CINCINNATI (Area Code 513)**  
 KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; Gen. Mgr.: Johnnie Miller. (SEE ADVERTISEMENT)

**SOUTH CAROLINA**

● **DUNCAN (Area Code 803)**  
 Cryovac (div. of W. R. Grace), Tel: 439-4121.

**PRESSING PLANTS**

**ARIZONA**

● **PHOENIX (Area Code 602)**  
 WAKEFIELD MFG., PO Box 6037, 1836 W. Moreland St. Zip: 85005. Tel: 252-5644. (SEE ADVERTISEMENT)

**CALIFORNIA**

● **HAWTHORNE (Area Code 213)**  
 Fidelatone Mfg., 12848 Weber Way.  
 ● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
 ALCO RESEARCH & ENGINEERING, 6201 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: HO 6-1101. (SEE ADVERTISEMENT)  
 ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. (SEE ADVERTISEMENT)  
 Best-Way, 4922 Santa Monica Blvd., Hollywood. Zip: 90029. Pres.: Lawrence R. Herbst.  
 Cadet Rec., 5810 S. Normandie Ave. Tel: 753-2481.  
 CAPITOL, 750 N. Vine St., Hollywood. Tel: HO 2-6252. (SEE ADVERTISEMENT)  
 COLUMBIA REC. PROD'NS, 6121 Sunset Blvd., Hollywood. Zip: 90028. Tel: 466-2481. (SEE ADVERTISEMENT)  
 CREATIVE SOUND PROD'NS, 9000 Sunset Blvd. Zip: 90069. Tel: CR 1-4843. Pres.: Bob Cotterell. (SEE ADVERTISEMENT)  
 Custom Rec Mfg., 5810 S. Normandie Ave. Tel: 750-3310.  
 FINEBILT MFG., 931 N. Citrus Ave., Hollywood. Tel: HO 6-9511. (SEE ADVERTISEMENT)

Korelick Eng. & Mfg., 1141 N. Highland Ave., Hollywood. Zip: 90038. Tel: HO 2-2545. Pres.: Pete Korelich.  
 Lewis Rec. Mfg., 307 E Beach St. Inglewood. Zip: 90302. Tel: 678-8489. Owner: T. F. Lewis; Mgr: Kay Jones.  
 C. P. MacGregor, 729 S. Western Ave. Zip: 90005. Tel: 384-4191. Owner: C. P. MacGregor.  
 MONARCH REC. MFG., 4852-56 W. Jefferson Blvd. Tel: RE 2-6185. (SEE ADVERTISEMENT)  
 R C A Custom Rec. Sales, 6363 Sunset Blvd., Hollywood. Tel: HO 1-9171.  
 Rainbo, 1041 N. Las Palmas, Hollywood. Tel: HO 6-7516.  
 Research Craft (div. of Liberty Recs.), 1011 N. Fuller. Tel: 876-3440.  
 H. V. Waddell, 231 W. Olive, Burbank.  
 WORLDEX MFG., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. (SEE ADVERTISEMENT)

● **SANTA BARBARA (Area Code 805)**  
 Aragon Prods., 639 Island View Dr. Tel: WO 6-5631. Pres.: M. Egar.  
 ● **SANTA MARIA (Area Code 805)**  
 COLUMBIA REC. PROD'NS, 900 E. Stowell Rd. Zip: 93454. Tel: WA 2-4511. (SEE ADVERTISEMENT)  
 ● **SAUGUS (Area Code 805)**  
 Century, 26000 Springbrook Rd. Zip: 91350. Tel: 259-2360.

**CONNECTICUT**

● **STAMFORD (Area Code 202)**  
 Cook Labs., 351 Courtland Ave., Glenbrook. Zip: 06906. Tel: 348-7578.

**FLORIDA**

● **JACKSONVILLE (Area Code 213)**  
 Laboratory of Jax, 1104 S. Edgewood Ave. Zip: 32205. Tel: 388-7572.  
 ● **MIAMI (Area Code 305)**  
 ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT)  
 Criteria, 1755 N.E. 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman.  
 Miami Rec., 2819 N.W. Seventh. Zip: 33127. Tel: NE 5-7925.  
 SOUTHEASTERN REC. MFG., PO Box 2067, 150 W. 29 St., Hialeah. Tel: 888-7411/2365. (SEE ADVERTISEMENT)  
 ● **TAMPA (Area Code 813)**  
 John Brumage, PO Box 14422. Zip: 33609. Tel: 839-4880. Owner: John Brumage.

Fuller Recs. (div. of Charles Fuller Prod'ns), PO Box 10513. Zip: 33609. Tel: 839-5471. Contact: C. F. Hunt.

**GEORGIA**

● **DECATUR (Area Code 404)**  
 National Rec'g, 2871 E. Ponce de Leon Ave. Zip: 30030. Tel: 378-2379. VP: Wendell I. Parker.

**ILLINOIS**

● **CHICAGO (Area Code 312)**  
 Apex Rec., 2009 W. 69 St. Zip: 60636. Owner: Sunny Sawyer.  
 COLUMBIA REC. PROD'NS, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000. (SEE ADVERTISEMENT)  
 International Rec'g Co. (IRC), 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000.  
 MIDWEST, 320 E. 21 St. Tel: 225-4150. (SEE ADVERTISEMENT)  
 Musical Prods., 521 W. 26 St. Tel: 225-9117.  
 R C A Custom Rec. Sales, 445 N. Lake Shore Dr. Zip 60611. Tel: WH 4-3215.  
 Sheldon, 1725 N. Wells. Tel: 664-7734.  
 ● **JACKSONVILLE (Area Code 217)**  
 CAPITOL, PO Box 385. Zip: 62650. Contact: Forrest Dyer. (SEE ADVERTISEMENT)  
 ● **PICKNEYVILLE (Area Code 618)**  
 Decca Mfg.

**INDIANA**

● **RICHMOND (Area Code 317)**  
 Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.  
 ● **TERRE HAUTE (Area Code 812)**  
 COLUMBIA REC. PROD'NS, 1400 Fruitridge Ave. Zip: 47805. Tel: 466-4231—no direct dial. (SEE ADVERTISEMENT)

**LOUISIANA**

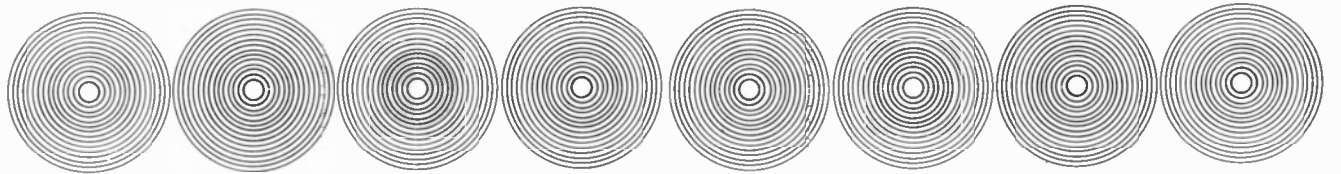
● **NEW ORLEANS (Area Code 504)**  
 Andates-Basand, 2627 Leonidas. Zip: 70118. Tel: 861-7494.  
 Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474.  
 Superior Plastics, 748 Camp St. Zip: 70130. Tel: 523-7474.

**MARYLAND**

● **BALTIMORE (Area Code 301)**  
 RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel: 433-0701. VP: Burgess MacNeal Jr. (SEE ADVERTISEMENT)

*continued on page 148*

**THE BEST IN RECORD PRESSING**



**MODERN PRESSING PLANT EXPERIENCED PERSONNEL**  
**TOP QUALITY FAST PERSONALIZED SERVICE**

**SUPERIOR PLASTICS INC**

**PLANT: 340 BROOKLYN AVE. NEW ORLEANS, LA. 70121 RALPH PATE, PLANT MGR.**  
**OFFICE: 748 CAMP STREET NEW ORLEANS, LOUISIANA 70130 / 504 523-7474**

**KELMAR RECORD MANUFACTURING INC.**  
 1054 EAST 71 STREET • CLEVELAND, OHIO 44103 • 391-4518

*Answer all your needs under  
 one roof—for fast service!*



—CALL—  
 216 • 391 • 4518  
 CLEVELAND,  
 OHIO

## SOUTHERN ALBUM SERVICE

Now brings you the most complete  
 range of record jacket services . . .

- ★ **A Revolutionary New Album Jacket Process That Brings the Industry:**  
 Printing Directly on Jacket Board Itself.  
 Printing in Full Color on Both Sides of Jacket.  
 Reduced Production Time.  
 Short Runs at Sensible Costs. Minimum order 2,000,  
 4-color Process. Same high quality as Long Runs  
 on Regular Slicks.
- ★ **Standard Style Jackets**  
 One Color Through Full Color Process.  
 Short Runs With No Minimum Order.  
 Complete Service From Design Through Printing and  
 Fabrication. Finished Jackets Shipped to Pressing  
 Plants.
- ★ **Brilliant Brochures, Pamphlets and promotional materials to stimulate sales.**

Betty Cox, Manager  
 Address: P.O. Box 303, Nashville, Tenn. 37202  
 Phone: (615) 254-1022

continued

### MICHIGAN

- **DETROIT (Area Code 313)**  
 Archer Rec. Pressing, 6552 E. Davison. Zip: 48212.  
 Tel: 365-9545.
- **COLUMBIA REC. PROD'NS, 2990 W. Grand Blvd. Zip: 48202. Tel: TR 1-6100. (SEE ADVERTISEMENT)**
- **NEW HAVEN (Area Code 313)**  
 Sound, Inc., 56800 North Ave. Tel: 749-5182.
- **OWOSSO (Area Code 517)**  
 American Rec. Pressing, 1810 W. King St. Tel: 725-8176. Contact: D. N. Howell.

### MINNESOTA

- **MINNEAPOLIS (Area Code 612)**  
 Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

### NEW HAMPSHIRE

- **MANCHESTER (Area Code 603)**  
 W & G Rec. Processing, 852 Elm St. Tel: 623-9749

### NEW JERSEY

- **ANCORA (Area Code 609)**  
 Presswell Rec. Mfg., White Horse Pike. Zip: 08037.  
 Tel: 561-5250.
- **CLIFTON (Area Code 201)**  
 Premier Albums of New Jersey, 140 Delawanna  
 Ave. Zip: 07014. Tel: GR 3-7218.
- **KEARNY (Area Code 201)**  
 Abbey Rec. Mfg., 160 Passaic Ave. Tel: WY 8-8181.  
 NYC Tel: (212) WH 4-5148.
- **LITTLE FERRY (Area Code 201)**  
 KAY REC., 110 Bergen Pike. Zip: 07643. Tel: DI  
 3-5721. (SEE ADVERTISEMENT)
- **MOUNTAINSIDE (Area Code 201)**  
 BESTWAY PRODS., Globe Ave. Zip: 07092. Tel:  
 AD 2-8383. Pres.: Al Massler. (SEE ADVER-  
 TISEMENT)
- **NEWARK (Area Code 201)**  
 United, 111 New Jersey Railroad Ave.
- **PITMAN (Area Code 609)**  
 COLUMBIA REC. PROD'NS, Lams & Woodbury Rds.  
 Zip: 08071. Tel: LU 9-8000. (SEE ADVERTISE-  
 MENT)

- **PLAINFIELD (Area Code 201)**  
 Peerless Plastic Molding, 333 North Dr., North  
 Plainfield. Tel: 755-7000.
- **ROCHELLE (Area Code 201)**  
 All Disc Rec. Pressing, 625 W. First Ave. Tel:  
 CH 5-7415. NYC Tel: (212) CO 7-1523. Gen.  
 Mgr.: Ivan Amo.
- **ROCKAWAY (Area Code 201)**  
 R C A Custom Rec Sales, Greenpond Rd. Tel:  
 OA 7-2400.

### NEW YORK

- **FRANKLIN SQUARE, L. I. (Area Code 516)**  
 Audio Rec'g & Mfg., 4 New Hyde Park Rd. Zip:  
 11010. Tel: GE 7-6200.
- **GLOVERSVILLE (Area Code 518)**  
 Decca Mfg., Rt. 30A. Zip: 12078.
- **HICKSVILLE, L.I. (Area Code 516)**  
 Sonic Rec'g Prods., 27 Ludy St. Zip: 11802. Tel:  
 WE 8-2600.
- **NEW YORK CITY (Area Code 212)**  
 Allied Creative Serv., 537 W. 53 St. Zip: 10019.  
 Tel: PL 7-6556.
- **CAPITOL, 151 W. 46 St. Tel: JU 2-8040. (SEE AD-  
 VERTISEMENT)**
- **COLUMBIA REC. PROD'NS, 49 E. 52 St. Zip: 10022.  
 Tel: 765-4321. (SEE ADVERTISEMENT)**
- **Decca, 619 W. 54 St. Zip: 10019. Tel: PL 7-2000.  
 Don Gabor Ents., 4645 Delafield Ave. Tel: 549-3230.  
 Pres.: Donald H. Gabor.**
- **House of Wax, 1650 Broadway. Zip: 10019. Tel:  
 Cl 7-2159.**
- **Oasis Rec. Pressing, 275 S. Second St., Brooklyn.  
 Zip: 11211. Tel: EV 7-1200. Pres.: Roger Lopez.**
- **RCA Custom Rec. Sales, 155 E. 24 St. Tel: MU  
 9-7200.**
- **Romaba, 33 34 St., Brooklyn. Tel: HY 9-3060.**
- **ROCHESTER (Area Code 716)**  
 Star Artist Rec'g, 67 Chestnut St., Suite 710. Tel:  
 546-6780, ext. 710. Pres.: Donnie Lee Bailes;  
 VP: Tony Powlowski.
- **UTICA (Area Code 315)**  
 LONGMARK PRODS., PO Box 116, New York Mills;  
 814 Jay St. Tel: 737-7341 & 732-9488. (SEE  
 ADVERTISEMENT)

### NORTH CAROLINA

- **CHARLOTTE (Area Code 704)**  
 Arthur Smith, PO Box 17551, 5457 Old Monroe Rd.  
 Tel: 536-0424.

### OHIO

- **CINCINNATI (Area Code 513)**  
 KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel:  
 751-1910. Pres.: Sydney Nathan; Gen. Mgr.:  
 Johnnie Miller. (SEE ADVERTISEMENT)

QUEEN CITY ALBUM, 2832 Spring Grove Ave. Tel: 681-8400. (SEE ADVERTISEMENT)  
 RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-8844. (SEE ADVERTISEMENT)

● **CLEVELAND (Area Code 216)**  
 KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518.  
 Pres.: Joel Kischel. (SEE ADVERTISEMENT)  
 Pama, 4991 Osborn Rd. Tel: 581-0661.

**PENNSYLVANIA**

● **ALLENTOWN (Area Code 215)**  
 Allentown Rec., 10 & Walnut Sts. Tel: 433-7405.

● **OLYPHANT (Area Code 717)**  
 SPECIALTY REC., 210 N. Valley Ave. Zip: 18447.  
 Tel: 489-4717. (SEE ADVERTISEMENT)

● **PHILADELPHIA (Area Code 215)**  
 Clarion Rec., 1021 Ridge Ave. Tel: CE 6-5252.  
 Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA 7-2277.  
 Hodge Rec., 1314-24 S. Howard St. Zip: 19147.  
 Tel: De 6-7001.

● **PITTSBURGH (Area Code 412)**  
 G & C Rec., Mfg., 2724 Penn Ave. Zip: 41222.  
 Mgr.: Glenn E. Campbell.  
 Galaway Rec. & Pressing, Box 603, McKeesport. Zip: 15134. Tel: 672-7106. Owner: Walter Gala.  
 GATEWAY-DYNO, 234 Forbes. Tel: 471-5875. (SEE ADVERTISEMENT)

● **SCRANTON (Area Code 717)**  
 CAPITOL, 300 Brook St. Contact: Bob Stearns. (SEE ADVERTISEMENT)

● **SHARON (Area Code 412)**  
 Marion, 930 Woodview Pl. Tel: DI 7-4726.

● **SOUTHAMPTON (Area Code 215)**  
 SILVER PLASTICS, Southampton Ind'l Park. Zip: 18966. Tel: EL 7-1175. (SEE ADVERTISEMENT)

● **STONEBORO (Area Code 216)**  
 Praise Rec., Dept. B. Zip: 16153. Tel: 868-4840.  
 Pres.: Johannes Maas.

● **YORK (Area Code 717)**  
 Dee-Bee Rec'g Serv., S. Camp St. Ext., Windsor. Zip: 17366. Tel: 244-5411. Owner: Stan Deppen Jr.

**RHODE ISLAND**

● **PAWTUCKET (Area Code 401)**  
 Johnston Sound Serv., 111 Sweet Ave. Zip: 02861.  
 Tel: 722-2222.

**TENNESSEE**

● **MEMPHIS (Area Code 901)**  
 Memphis Pressing, 3635 Allandale Rd. Zip: 38111.  
 Tel: 324-4640. Mgr.: Style Wooten.  
 Plastic Prods., 1746 Chelsea Ave. Tel: BR 6-7160.

● **NASHVILLE (Area Code 615)**  
 COLUMBIA REC. PROD'NS, 804 16 Ave. S. Zip: 37203. Tel: 255-0371. (SEE ADVERTISEMENT)  
 EASTERN REC. MFG., 457 R. Chestnut St. (SEE ADVERTISEMENT)  
 R C A Custom Rec. Sales, 800 17 Ave. S. Tel: AL 5-5781.  
 Sound of Nashville, 160 Second Ave. S. Tel: 244-1124.

SOUTHERN PLASTICS, 453 Chestnut St. Zip: 37203.  
 Tel: 244-1293. VP: Ed Turnley. (SEE ADVERTISEMENT)  
 Standard Rec. Pressing, 415 Fourth Ave. S. Tel: 244-1867.

● **NEWPORT (Area Code 615)**  
 Vibrant Rec'gs, 938 E. Broadway. Zip: 37821. Tel: 623-8084. Pres.: Nick Green.

**TEXAS**

● **ARLINGTON (Area Code 817)**  
 Rec-O-Press, 3500 S. Cooper. Zip: 76010. Tel: CR 5-6862.

● **DALLAS (Area Code 214)**  
 Zero Rec'g, PO Box 28577, 4724 Hanover. Tel: FL 7-9081. Pres.: Gary M. McCaskill.

● **HOUSTON (Area Code 713)**  
 Houston Recs., 3300 Jensen Dr. Zip: 77026. Tel: 223-5971.

● **SAN ANTONIO (Area Code 512)**  
 Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

● **SAN BENITO (Area Code 512)**  
 Betancourt Ents., PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Owner: Paco Betancourt; Mgr.: John F. Phillips.

**WISCONSIN**


● **SAUK CITY (Area Code 608)**  
 Cuca Rec. Mfg., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.

*continued on page 150*

**PROMOTIONAL 45 R.P.M. RECORD MAILING ENVELOPES**

**12" LP RECORD MAILING SYSTEM**

Unique Record Mailers—For 1 to 2 LP's  
 Variable Record Folders—For 3 to 15 LP's  
 7"—10"—12" ENVELOPES & BOARDS



**Edward R. White** INC.

Murray Hill 7-2167  
 342 MADISON AVE., NEW YORK N.Y. 10017

**Commercial  
 Recorders, Inc.**

**RECORDING STUDIOS**

149 NATOMA STREET SAN FRANCISCO, CALIFORNIA 94105

PHONE (AREA CODE 415) 362-0286  
 LLOYD PRATT, JR.

**Billboard**

*The International Music-Record Newsweekly*

Now in its 73d year  
 of industry service

For everyone involved in the selection and booking of recording artists . . . in the programming of records for radio . . . or in the merchandising and sale of records . . . **BILLBOARD** — this week — every week — is the world's most authoritative business guide.

Mail Sub Order Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$20     3 YEARS \$45     New     Renew

Payment enclosed     2 EXTRA issues for cash     Bill me later

Above subscription rates are for Continental U. S. and Canada.  
 Overseas rates on request.

Company \_\_\_\_\_

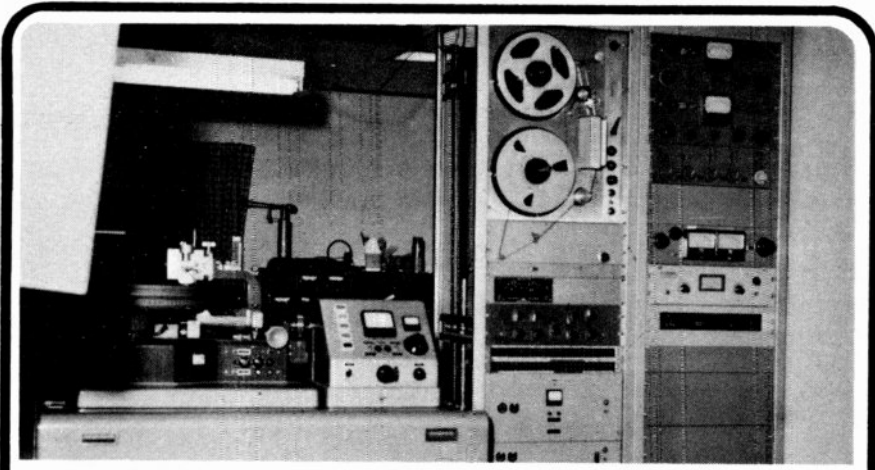
Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_

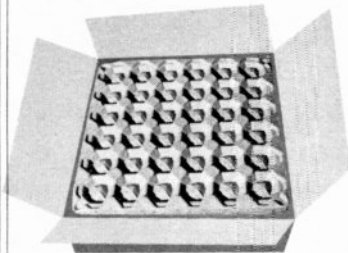
**Subscribe  
 Now**



**Finest quality mastering facilities in the South**  
**Located in Music City, Nashville, Tenn.**

**CREATIVE STOCK JACKETS AVAILABLE**  
 Write or Phone for sample fronts and prices  
**NASHVILLE RECORD PRODUCTIONS**  
 P. O. Box 7171, Nashville, Tenn.

**MARVEL CUSHION PAK — 12" x 12"**



**MADE OF CRUSH PROOF PULP**  
 Three Models — Space Fillers  
 From 1 to 12 Records

- **12" L.P. RECORD MAILERS** For 1 to 3—3 to 6—6 to 12 L.P.'s  
 Imprinted 5,000 or Over—Assorted Sizes
- **MASTER CARTONS** For 15 to 25—30 to 50 L.P.'s with use of Marvel Cushion Pak Fillers
- **CORRUGATED ENVELOPE MAILERS**
- **7"—10"—12" BOARD — ENVELOPE MAILERS.**

Complete Line of Shipping Supplies

**BROWN PAPER CO., INC.**

(CORRUGATED DIVISION)

719 Greenwich St., New York, N.Y. 10014. WA 4-0630

**LABEL PRINTING - MATRIX PLATING - FULL COLOR ALBUM JACKETS**

**MONO AND STEREO MASTERING**

**WE FEATURE A COMPLETE SERVICE FOR THE RECORD PRESSER**

Send For Our Free Brochure and Price List.

*Rite Record Productions Inc.*

9745 LOCKLAND ROAD

CINCINNATI, OHIO 45215

**PRINTERS & LITHOGRAPHERS**

**CALIFORNIA**

- **ALAMEDA (see San Francisco & Bay Area)**
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
 BERT-CO ENTS, 1855 Glendale Blvd. Tel: 665-5137. (SEE ADVERTISEMENT)  
 Cadet Rec., 5810 S. Normandie Ave. Tel: 753-2481.  
 Container-Kraft, 721 E. 61 St. Tel: 232-3281.  
 Custom Rec. Mfg., 5810 S. Normandie. Tel: 750-3310.  
 Golden State Graphics, 615 S. Flower St. Zip: 90017. Tel: 627-6396. VP: Guy S. Wolff.  
 Location Rec'g Serv., 2201 W. Burbank Blvd., Burbank. Zip: 91506. Tel: 849-1321. Partners: Allen J. Fraiberg & Steven A. Guy.  
 Record Labels, 6211 Santa Monica Blvd. Tel: 466-1307.

- **PASADENA (Area Code 213)**  
 Custom Fidelity, 222 E. Glenarm St. Tel: 441-1114.
- **SAN FRANCISCO & BAY AREA (Area Code 415)**  
 GOPHER PRODS., PO Box 812, Berkeley. Zip: 94701. Tel: 843-5836. Pres.: Burt Perkins. (SEE ADVERTISEMENT)  
 Record Servs. (div. of Motivestor Org.), PO Box 1036, South Shore, Alameda. Tel: 532-6432.

**COLORADO**

- **DENVER (Area Code 303)**  
 Heather Ents., 3285 S. Wadsworth Blvd. Tel: 985-7437.

**CONNECTICUT**

- **BRIDGEPORT (Area Code 203)**  
 Lithographic Corp., 1501 State St. Tel: 333-3337. NYC Tel: (212) WO 6-4353.

**FLORIDA**

- **MIAMI (Area Code 305)**  
 ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT)  
 Unitel, 2515 N.E. 207 St. Zip: 33160. Tel: 945-2819. M'g'g Dir.: C. H. Barkhaus.

**INDIANA**

- **RICHMOND (Area Code 317)**  
 Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.
- **TERRE HAUTE (Area Code 812)**  
 Woodburn Printing, 25 S. Sixth St. Tel: 232-0164.—no direct dial.

**LOUISIANA**

- **NEW ORLEANS (Area Code 504)**  
 Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474.  
 Superior Plastics, 748 Camp St. Zip: 70130. Tel: 523-7474.

**MARYLAND**

- **BALTIMORE (Area Code 301)**  
 RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel: 433-0701. VP: Burgess MacNeal Jr. (SEE ADVERTISEMENT)

**MICHIGAN**

- **DETROIT (Area Code 313)**  
 Archer Rec. Pressing, 6552 E. Davison. Zip: 48212. Tel: 365-9545.
- **NEW HAVEN (Area Code 313)**  
 Sound, Inc., 56880 North Ave. Tel: 749-5182.

**MISSOURI**

- **CAPE GIRARDEAU (Area Code 314)**  
 James Floyd Ford, JFFCO Bldg., Drawer 839. Zip: 63701. Tel: 334-6308. Pres.: James Floyd Ford; Gen. Mgr.: Larry S. Kilbreath.

**NEW YORK**

- **GREAT NECK, L. I. (Area Code 516)**  
 Ivy Hill Litho., Community Dr. Tel: Hu 7-0200.
- **HAUPPAUGE, L. I. (Area Code 516)**  
 Alemo, Cardinal Ind'l Park. Zip: 11788. Tel: 234-1100. Pres.: Lee Halpern.  
 Globe (see Alemo).
- **MOUNT VERNON (Area Code 914)**  
 County Box & Album, 201 S. Second Ave. Tel: MO 8-7862. NYC Tel: (212) SY 2-9080.
- **NEW YORK CITY (Area Code 212)**  
 G A G (GEORGE ALEXANDER GROUP), 36-25 Prince St., Flushing. Tel: 886-5600. Pres.: Kev Devejian. (SEE ADVERTISEMENT)  
 Kaltman Press, 52-35 Barnett Ave., Long Island City. Tel: IL 7-7700.  
 LEE-MYLES ASSOCS., 40 W. 57 St. Zip: 10019. Tel: PL 7-6630. (SEE ADVERTISEMENT)

MacMurray Press, 22 Jones St. Tel: WA 4-1530.  
 Majestic Printing, 251 W. 19 St. Tel: AL 5-0350.  
 ONE STOP SERV., 133 E. 84 St. Zip: 10028. Tel:  
 288-4338. Mgr.: Adam Gary. (SEE ADVERTISE-  
 MENT)  
 Progressive Label, 286 Stanhope, Brooklyn. Tel:  
 HY 7-2320.  
 Queens Litho., 52-35 Barnett Ave., Long Island  
 City. Zip: 11104. Tel: IL 7-7700.  
 Ratom & Neidorff, 438 W. 37 St. Tel: BR 9-1591.  
 Supreme Printing, 147 W. 15 St. Zip: 10011. Tel:  
 AL 5-0600.

#### NORTH CAROLINA

• **WINSTON-SALEM** (Area Code 919)  
 SNYDER ALBUM, 3083 Indiana Ave. Zip: 27105. Tel:  
 722-6768. (SEE ADVERTISEMENT)

#### OHIO

• **CINCINNATI** (Area Code 513)  
 KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel:  
 751-1910. Pres.: Sydney Nathan; Gen. Mgr.:  
 Johnnie Miller. (SEE ADVERTISEMENT)  
 QUEEN CITY ALBUM, 2832 Spring Grove Ave. Tel:  
 681-8400. (SEE ADVERTISEMENT)  
 RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-  
 8844. (SEE ADVERTISEMENT)

• **CLEVELAND** (Area Code 216)  
 KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-  
 4518. Pres.: Joel Kischel. (SEE ADVERTISE-  
 MENT)

• **TOLEDO** (Area Code 419)  
 Pioneer Inds., PO Box 38, Sta. F. Zip: 43610. Tel:  
 691-2065.

#### PENNSYLVANIA

• **PHILADELPHIA** (Area Code 215)  
 Allstate Printing, 1021 S. Ninth St. Zip: 19147.  
 Tel: WA 5-6685.  
 Jack Howard Promos., 2733 Kensington Ave. Tel:  
 NE 4-8487.

• **SHARON** (Area Code 412)  
 Marjon, 930 Woodview PL. Tel: DI 7-4726.

#### TENNESSEE

• **NASHVILLE** (Area Code 615)  
 Atlantic Envelope, PO Box 888. Zip: 37202.  
 SOUTHERN ALBUM SERV., PO Box 303. Zip: 37202.  
 Tel: 254-1022. Mgr.: Betty Cox. (SEE ADVER-  
 TISEMENT)

#### TEXAS

• **SAN ANTONIO** (Area Code 512)  
 Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

• **WACO** (Area Code 817)  
 Alco Engraving, PO Box 294, 2015 Franklin Ave.  
 Tel: PL 6-4671.

#### WISCONSIN

• **MILWAUKEE** (Area Code 414)  
 Gugler Litho., 1339 N. Milwaukee St. Zip: 53202.  
 Tel: 276-6969. Sales Mgr.: R. L. Schultz.  
 Neu Printing Serv., 761 N. 29 St. Zip: 53208.  
 Tel: 344-3925.

### PROCESSING PLANTS

#### ARIZONA

• **PHOENIX** (Area Code 602)  
 WAKEFIELD MFG., PO Box 6037, 1836 W. Moreland  
 St. Zip: 85005. Tel: 252-5644. (SEE ADVER-  
 TISEMENT)

#### CALIFORNIA

• **LOS ANGELES METROPOLITAN AREA**  
 (Area Code 213)  
 ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel:  
 582-0841. (SEE ADVERTISEMENT)  
 CAPITOL, 1750 N. Vine St., Hollywood. Tel: HO  
 2-6252 (SEE ADVERTISEMENT)  
 C. P. MacGregor, 729 S. Western Ave. Zip: 90005.  
 Tel: 384-4191. Owner: C. P. MacGregor.  
 Rainbo, 1041 N. Las Palmas, Hollywood. Tel: HO  
 6-7516.  
 WORLDEX MFG., 1248 S. Berendo St. Zip: 90006.  
 Tel: 388-9669. (SEE ADVERTISEMENT)

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

#### CONNECTICUT

• **STAMFORD** (Area Code 203)  
 Cook Labs., 351 Courtland Ave., Glenbrook. Zip:  
 06906. Tel: 348-7578.

#### ILLINOIS

• **CHICAGO** (Area Code 312)  
 International Rec'g Co. (IRC), 1649 W. Evergreen  
 Ave. Zip: 60622. Tel: 227-2000.  
 Sheldon, 1725 N. Wells. Tel: 664-7734.

*continued on page 152*

## CUSTOM RECORD MFG. CO.

"RECORD PRODUCERS ONE STOP"

One of the largest and most self contained record manufacturing companies for custom pressings.

70 record presses (7"-10"-12") plus all the following services at your disposal under one roof:

RECORDING STUDIO

EDITING & EQUALIZING

MASTERING: MONAURAL OR STEREO

LABEL PRINTING: LETTER PRESS OR OFFSET

ALBUM LAYOUT & ARTWORK

4 TRACK TAPE MASTERING & SEQUENCING

4 TRACK TAPE CARTRIDGE DUPLICATION

TAPE CARTRIDGE LOADING

MATRIX PROCESSING

COLOR SEPARATION

OFFSET PRINTING

ALBUM BINDING

SET UP BOXES

SHRINK WRAPPING

DROP SHIPMENTS

WAREHOUSING

FOR INFORMATION WRITE OR CALL TODAY!

"ONE CALL WILL DO IT ALL"

## CUSTOM RECORD MFG. CO.

JAMES TAKEDA 213/750-3310

5810 S. Normandie Ave.

Los Angeles, Calif. 90044



OUR SPECIALTY: CUSTOM PRESSING  
 FROM TAPE TO COMPLETED PRODUCT  
 LABELS DROP SHIPPING WAREHOUSING!

NO ONE CAN EQUAL OUR SERVICE FOR THE SOUTH

## SOUTHERN PLASTICS, INC.

453 CHESTNUT STREET, NASHVILLE, TENNESSEE (615) 244-1293

On the West Coast . . .

# TONY RICHLAND

. . . Record Promotion  
 Artist-Publisher Representation  
 HO 7-2151  
 Suite 705, 6363 Sunset Blvd.  
 Hollywood, Calif. 90028

## SPECIALTY SERVICE for

- Packaging & Record Promotions
- Creative Merchandising
- Allied Specialty Items for the Record Trade

WE BUY—SELL—EXCHANGE GOODS

Contact—Reuben W. Lawrence

**RUBY SALES CO.**  
 4038 W. Armitage Ave.  
 Chicago, Ill. 60639  
 Phone (312) 276-5484

*litrov/levinson*

creative communications

BOB LEVINSON  
 ALEX LITROV

(area code 213) crestview 4-0873  
 9171 wilshire boulevard / suite 540  
 Beverly Hills, California 90210

**MANUFACTURER  
 OF RECORD PRESSES,  
 DIES, AND RELATED  
 EQUIPMENT.**

Contact  
**A. GRUSH**  
 for Further Information  
 or Placement of Orders.

**JOHNSON  
 MACHINE & TOOL COMPANY**  
 1722 West 134th Street, Gardena, California  
 A. C. (213) 321-3432

continued

### MICHIGAN

- **DETROIT (Area Code 313)**  
 Archer Rec. Pressing, 6552 E. Davison. Zip: 48212.  
 Tel: 365-9545.
- **NEW HAVEN (Area Code 313)**  
 Sound, Inc. 56880 North Ave. Tel: 749-5182.

### MINNESOTA

- **MINNEAPOLIS (Area Code 612)**  
 Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

### NEW HAMPSHIRE

- **MANCHESTER (Area Code 603)**  
 W & G Rec. Processing, 852 Elm St. Tel: 623-9749.

### NEW YORK

- **NEW YORK CITY (Area Code 212)**  
 AUDIO MATRIX, 915 Westchester Ave., Bronx, Zip: 10459. Tel: LU 9-3500. (SEE ADVERTISEMENT)  
 CAPITOL CUSTOM SERV.S. (Sales Office), 151 W. 46 St. Tel: JU 2-8040. (SEE ADVERTISEMENT)  
 Starburst, 541 Hudson St. Zip: 10014. Tel: YU 9-8167. Pres.: Michael F. J. Lynch; VP: Thomas J. Lyle; Adv., Promo. & Pub.: Nicholas Petron Jr.

- **UTICA (Area Code 315)**  
 LONGMARK PRODS., PO Box 116, New York Mills; 814 Jay St. Tel: 737-7341 & 732-9488. (SEE ADVERTISEMENT)

### OHIO

- **CINCINNATI (Area Code 513)**  
 KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; Gen. Mgr.: Johnnie Miller. (SEE ADVERTISEMENT)
- **CLEVELAND (Area Code 216)**  
 Boddie Rec'g, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Contact: Mr. Boddie.  
 KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518. Pres.: Joel Kischel. (SEE ADVERTISEMENT)  
 Pama, 4991 Osborn Rd. Tel: 581-0661.

### PENNSYLVANIA

- **ALLENTOWN (Area Code 215)**  
 Allentown Rec., 10 & Walnut Sts. Tel: 433-7405.
- **SCRANTON (Area Code 717)**  
 CAPITOL, 300 Brook St. (SEE ADVERTISEMENT)

### RHODE ISLAND

- **PAWTUCKET (Area Code 401)**  
 Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222.

### TEXAS

- **SAN ANTONIO (Area Code 512)**  
 Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

### WYOMING

- **CHEYENNE (Area Code 307)**  
 R M R (ROCKEY MOUNTAIN REC'G), PO Box 82. Zip: 82001. Tel: 638-8733. Contact: Ray Alexander. (SEE ADVERTISEMENT)

## PROMOTION & PUBLICITY

### ALABAMA

- **HUNTSVILLE (Area Code 205)**  
 Parasonic, PO Box 412. Zip: 35804. Tel: 828-4863. Gen. Mgr.: Melvin S. Draper.

### ARIZONA

- **TUCSON (Area Code 602)**  
 Action, 815 E. Broadway. Zip: 85719. Tel: 623-0318. Pres.: Frank Darris.  
 Copper State Rec'g (see Action).

### CALIFORNIA

- **ALAMEDA (see San Francisco & Bay Area)**
- **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 (Area Code 213)**  
 ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. (SEE ADVERTISEMENT)  
 American Talent Agency, (see Consolidated Artists Bureau).  
 Associated Talent Developers, 4125 W. Washington St. Zip: 90018. Tel: 731-8321. Mgrs.: Melvin Alexander & Larry Johnson.  
 AUDIO MAGNETICS, 14600 S. Broadway, Gardena. Zip: 90247. Tel: 321-6841. Pres.: Irving Katz; Pub.: Ross Malloy. (SEE ADVERTISEMENT)  
 Art Benson, PO Box 1563, Hollywood. Zip: 90028. Tel: 876-2403.  
 Cambridge Trading, 6704 Hollywood Blvd., Hollywood. Zip: 90028. Tel: 467-3177. Pres.: Milton Levine.

Consolidated Artists Bureau, PO Box 411, San Fernando. Zip: 91341. Tel: DI 2-9109. Rep.: Mark Raymer.  
 CREATIVE SOUND PROD'NS, 9000 Sunset Blvd. Zip: 90069. Tel: CR 1-4843. Pres.: Bob Cotterell.  
 Tim Gayle & Assocs., 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.

## GEORGE JAY

National Record Promotion and distribution aid  
**BE SATISFIED WITH THE BEST**  
 The promo man that MOST DJs and Music Directors know and respect.  
**SUNSET-VINE TOWER**  
**HOLLYWOOD, CALIF. (213) 469-5838**

George Jay Assocs., Sunset-Vine Tower, Hollywood. Zip: 90028. Tel: HO 9-5838.  
 Krage/Fritz, 451 N. Canon Dr., Beverly Hills. Tel: 273-5011.  
 McFadden, Strauss, Eddy & Irwin, 1017 N. La Cienega. Zip: 90069. Tel: 655-4272.  
 Merrick, 9000 Sunset Blvd. Zip: 90069. Tel: CR 8-1211.  
 Branch: New York, N. Y.  
 Stan Pat, 6269 Selma Ave., Hollywood. Zip: 90028. Tel: HO 6-4439.  
 Mark Raymer Promos., (see Consolidated Artists Bureau).  
 Tony Richland, 6363 Sunset Blvd., Suite 705, Hollywood. Zip: 90028. Tel: HO 7-2151. Pres.: Tony Richland.  
 Ray Sanders, PO Box 38631, Hollywood. Zip: 90038. Tel: 656-2014.  
 Shaw & Roberts, 9887 Santa Monica Blvd., Beverly Hills. Zip: 90212. Tel: 274-8307. Partners: Edward Shaw & Martin Roberts.  
 Soltys Assocs., 5481 Santa Monica Blvd. Zip: 90029. Tel: 465-5277. Dir.: Gene Soltys.  
 Studio City Adv., 2559 W. Pico Blvd. Tel: 388-3251.  
 Szarko Org., California Federal Bldg., Suite 220, 10680 W. Pico Blvd. Zip: 90064. Tel: 839-4343. Pres.: John C. Szarko.  
 TAPP, U.S.A., 1347 Cahuenga Blvd., Hollywood. Tel: 462-6613. Pres.: Don Blocker. (SEE ADVERTISEMENT)  
 Rick Valrey Assocs., PO Box 248, Northridge. Zip: 91324. Tel: 349-4394. Pres.: Rick Valrey.  
 Guy Ward, 435 N. Roxbury Dr., Suite 105, Beverly Hills. Tel: CR 4-7551.  
 Norman Winter & Assocs., 1560 N. La Brea, Hollywood. Zip: 90028. Tel: HO 4-7129.  
 Joe Zaleski Promos, 5435-6 Yarmouth Ave., Encino. Tel: 345-8879. Contact: Joe Zaleski.  
 Irwin Zucker, 6515 Sunset Blvd., Hollywood. Tel: HO 6-9594.

- **SAN DIEGO (Area Code 714)**  
 Hit Line Rec. Sales, PO Box 15293. Zip: 92115.
- **SAN FRANCISCO & BAY AREA (Area Code 415)**  
 Bronson Ent's., PO Box 96, El Cerrito. Zip: 94530. Tel: 526-3491.  
 Bobby Chinn Assocs., PO Box 31349. Zip: 94131. Tel: 826-2680. Pres.: Bob Chinn.  
 CATHY FURNISS & ASSOCS., 703 Market St. Zip: 94103. Tel: DO 2-0106. Contact: Cathy Furniss. (SEE ADVERTISEMENT)  
 Jesse Mason & Assocs., 11423 San Pablo Ave., El Cerrito. Zip: 94530. Tel: 235-0343. Pres.: Jesse Mason Jr.  
 Record Servs. (div. of Motivestor Org.), PO Box 1036, South Shore, Alameda. Tel: 532-6432.  
 Steve Tolin Ent's., 210 Post St. Zip: 94108. Tel: 362-1400. Pres.: Steve Tolin.  
 Sylvia White, 2382 Union St., No. 4. Zip: 94123. Tel: 567-6935.

### COLORADO

- **DENVER (Area Code 303)**  
 Heather Ent's., 3285 S. Wadsworth Blvd. Tel: 985-7437.

### DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**  
 Claiborne Agency, 930 F St. N.W. Zip: 20004. Tel: 347-3944. Pres.: L. N. Claiborne; Contacts: Ralph Bowen & H. Bethea.  
 Lotfa Music Ent's., 930 F St. N.W. Zip: 20004.  
 Menick & Sadel, 143 Kennedy St. N.W. Tel: RA 3-4215.  
 Elliot Ryan, 733 15 St. N.W., Rm. 232. Zip: 20005. Tel: 783-2553.  
 Unicorn Int'l, 232 Woodward Bldg. Tel: 783-2553.

### FLORIDA

- **MIAMI (Area Code 305)**  
 ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT)  
 Bartell Promo., Harbour Towers, 79 St. Causeway, 7904 W. Drive, North Bay Village, Miami Beach. Zip: 33141. Tel: 754-2840. Pres.: Nick Bartell.  
 Gideon B. Matthews, 11000 S.W. 202 Dr. Zip: 33157. Tel: 238-2446. Pres.: John King.

Professional Programming, 9701 S.W. 77 Terr. Zip: 33143. Tel: 271-0839. Exec. VP: W. Dick Stambaugh; Gen. Mgr.: Robert R. Harris; Prod'n Mgr.: Dick Starr.  
 Joe Smith, 439 N.W. 59 Terr. Zip: 33127. Tel: 754-5984.

• **ORLANDO (Area Code 305)**  
 Whiteholme Sounds, PO Box 8592, 620 Gatlin Ave. Zip: 32806. Tel: 422-2374. Pres.: Robert C. Benzing.

## GEORGIA

• **ATLANTA (Area Code 404)**  
 B. B. C. Publicity Unltd., PO Box 9747. Zip: 30319. Tel: 261-8889. Mgr.: Bobby Langford.

Gaye Talent Promos., PO Box 13612, Sta. K. Zip: 30324. Tel: 874-2781 & 289-0858. Pres.: Johnny Brooks; VP: Gaye Brooks; Promo.: C. H. Ford & Robert L. Carter.

• **MACON (Area Code 912)**  
 Phil Walden Artists & Promo., Redwal Music Bldg., 535 Cotton Ave. Zip: 31201. Tel: 746-8810/9611/2. Contact: Alan Walden.

## ILLINOIS

• **CHICAGO (Area Code 312)**  
 Ad-vertising Unltd., PO Box 8135. Zip: 60680. Tel: 643-2479. VP & Acct. Exec.: R. C. Hillsman. Paul Gallis, 632 N. Dearborn St. Zip: 60610. Tel: WH 4-2759.

Earl Glickin Promos., 1770 Winthrop Rd., Highland Park. Zip: 60035. Tel: 831-4466.

Marsteller, J. E. Wacker Dr. Zip: 60601. Tel: 329-1100.

Newsmakers from Eva Dolin, 952 N. Michigan Ave. Zip: 60611. Tel: 944-5545. Pres.: Eva Dolin.  
 RUBY SALES, 4038 W. Armitage Ave. Zip: 60639. Tel: 276-5484. Pres.: Reuben W. Lawrence.  
 (SEE ADVERTISEMENT)

H. R. Schwab Assocs., 1525 E. 53 St., Suite 425. Tel: 324-7300.

Joseph Sugarman & Assocs., 6166 N. Sheridan Rd. Zip: 60626. Pres.: Joseph Sugarman.

Talent Assocs. Promos., 679 N. Michigan Ave. Zip: 60611. Tel: WH 4-3040. Pres.: Frank A. Sherer; VP: Abe Goldstein.

Peter H. Wright Assocs., 185 N. Wabash Ave. Zip: 60601. Tel: 236-6185.

• **MORTON GROVE (Area Code 312)**  
 Perry Johnson, 7507 Foster. Tel: 965-5507.

## INDIANA

• **FORT WAYNE (Area Code 219)**  
 Tri-State Serv., 3434 Broadway. Tel: 744-5607. Contacts: Kathy Thacker & Carol Van Kirk.

• **INDIANAPOLIS (Area Code 317)**  
 The Big Four, PO Box 940. Zip: 46206. Mg'g Dir.: Jerry Duane Allan.

J & J Ents., 1307 University Ct. Zip: 46202. Tel: 637-7883. Pres.: J. W. Parks.

Bill Rucker Ents., 4923 University Ave. Zip: 46201. Tel: 359-0462. Pres.: Bill Rucker.

• **SOUTH BEND (Area Code 219)**  
 Custom, PO Box 755. Zip: 46624. Tel: 234-4248. Pres.: Thomas W. Zoss.

## KENTUCKY

• **LEITCHFIELD (Area Code 502)**  
 National Rec. Promo., PO Box 294, 121 E. Main. Zip: 42754. Pres.: Bill Springer; VP: Bill Jones.

• **LOUISVILLE (Area Code 502)**  
 Orbit Radio, PO Box 1644, 1863 Arlington St. Tel: 895-1143 & 583-7755.

J. D. Parker Agency, PO Box 4274. Zip: 40204. Tel: 459-3784. Exec. Mgr.: David Parker.

Tiff's Rec. Store, 309 S. Fourth St. Zip: 40202. Tel: 584-4933. Pres.: Martin Cohn.

## MAINE

• **BATH (Area Code 207)**  
 CRITIQUE MUSIC PROMOS., 20 Spring. Zip: 04530. Tel: 443-3751. Gen. Mgr.: Carl D. Strube. (SEE ADVERTISEMENT)

• **PORTLAND (Area Code 207)**  
 CRITIQUE MUSIC PROMOS., 38 State St., Suite 700. Zip: 04101. (SEE ADVERTISEMENT)

## MARYLAND

• **ACCOKEEK (Area Code 301)**  
 Ray Vernon Prod'ns, PO Box 6.

• **BALTIMORE (Area Code 301)**  
 R. J. Promos., 3308 Eastern Ave. Zip: 21224. Tel: 327-1514. Pres.: Ralph Johnson.

## MASSACHUSETTS

• **BOSTON METROPOLITAN AREA (Area Code 617)**  
 Ed Hurvitz Music, 22 Francis Dr., Sulte 11, Randolph. Zip: 02368. Tel: 963-7370.

Lanes End Promos., 146 Lynnfield St., Peabody. Zip: 01960. Tel: 531-5938.

Ed Penney & Assocs., 645 Beacon St. Zip: 02215. Tel: CO 6-0060.

## MICHIGAN

• **DETROIT (Area Code 313)**  
 Sam Kaplan, 20211 Greenfield, Suite 3. Tel: 837-2100.

Sportie Jones & Assocs., 195 Tuxedo, Highland Park. Zip: 48203. Tel: 868-6163. Pres.: Floyd M. Jones.

Kay Ents., 13676 Wales. Zip: 48237. Tel: 398-7478.

Al Valente Assocs., 13400 Fenkell. Zip: 48227. Tel: 835-4831. Contact: Al Valente.

• **NEW HAVEN (Area Code 313)**  
 Sound, Inc., 56880 North Ave. Tel: 749-5182.

## MISSISSIPPI

• **BROOKHAVEN (Area Code 601)**  
 Colonel's Promos., Box 994. Zip: 39601. Tel: 833-9887. Pres.: Murray L. Cain.

## MISSOURI

• **ST. LOUIS (Area Code 314)**  
 Herbert Lutz Rec. Promo., 4466 W. Pine Blvd. Zip: 63108. Tel: JE 1-4371.

## MONTANA

• **MISSOULA (Area Code 406)**  
 United Promos., 1401 Sherwood St. Zip: 59801. Tel: 549-1606.

## NEVADA

• **LAS VEGAS (Area Code 702)**  
 Personality Prod'ns, PO Box 5697, Garside Sta. Zip: 89102. Tel: 385-4656.

## NEW HAMPSHIRE

• **KEENE (Area Code 603)**  
 Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431. Tel: 352-7131.

## NEW JERSEY

• **BRANCHVILLE (Area Code 201)**  
 Ronnie James, Box 8, RD. 1. Zip: 07826.

• **NEWARK (Area Code 201)**  
 Art-Phyl, 508 Frelinghuysen Ave. NYC Tel: (212) WO 4-2565.

Ron Howard-Promo'l Sales Unltd., 17 Stecher St. Zip: 07112. Tel: 929-3909. Owner & Pres.: Ron Howard.

• **SECAUCUS (Area Code 201)**  
 Personality Prod'ns, 80 Central Ln. NYC Tel: (212) CO 5-3413. NYC Rep.: Frieda Gillis.

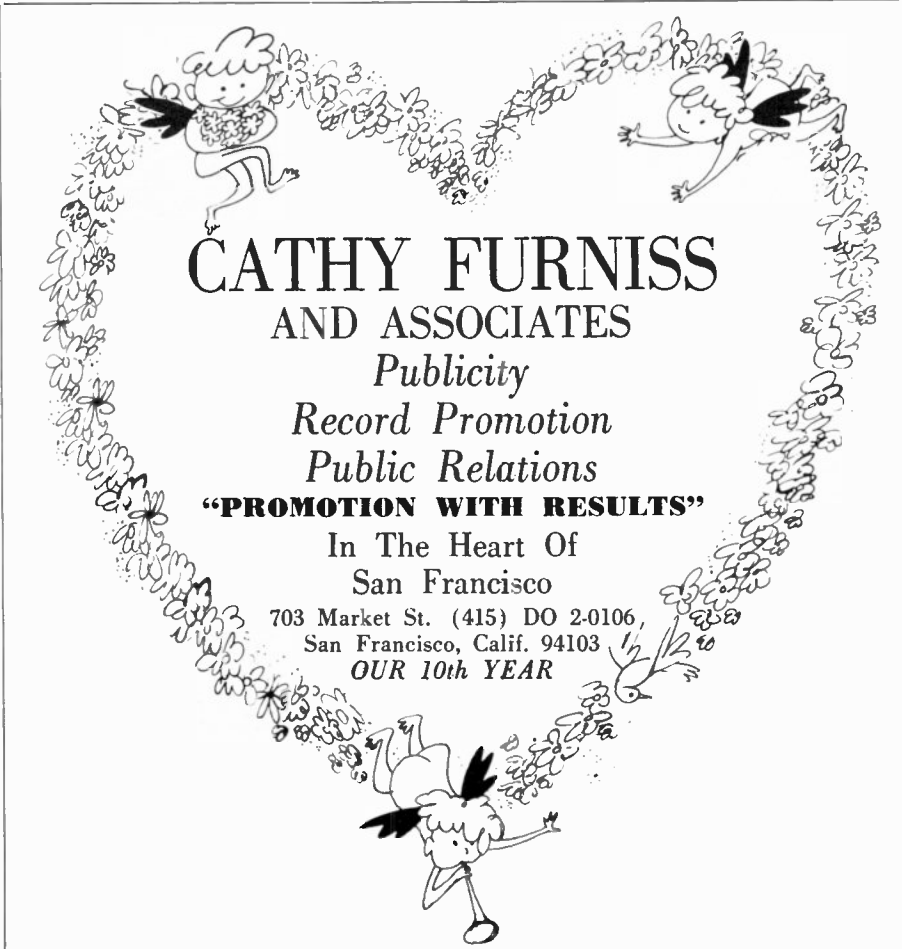
*continued on page 154*

<b>RECORD PROMOTION &amp; PUBLICITY</b>
Complete disc jockey coverage . . . Trade paper publicity.
<b>CONSULTATION</b>
All questions answered . . . Distribution, Pricing, Recording, Union Rules, Music Publishing.
<b>PRESSING</b>
No job too small.
<b>DISTRIBUTION ARRANGED</b>
 <b>MORTY WAX PROMOTIONS</b>
1450 B'WAY • N.Y. 19, N.Y. • CI 7-2139

- RECORD ENVELOPES, all sizes
- CORRUGATED BOARDS AND RECORD MAILERS
- STOCK LEGAL CONTRACTS for Music Publishers and Record Companies
- PRESSURE-SENSITIVE LABELS (for Recording Studios)
- FAN CLUB PHOTO CARDS

Sleeves — Stationery — Album Jackets  
 Invoices — Business Cards  
 Offset and Letterpress Printing  
 Custom Designed for the Music Industry  
 Price Lists Available Upon Request

**ONE STOP SERVICE, INC.**  
 133 E. 84th St., New York, N.Y. 10028  
 288-4338 — Adam Gary



**CATHY FURNISS AND ASSOCIATES**  
 Publicity  
 Record Promotion  
 Public Relations  
**"PROMOTION WITH RESULTS"**  
 In The Heart Of  
 San Francisco  
 703 Market St. (415) DO 2-0106,  
 San Francisco, Calif. 94103  
**OUR 10th YEAR**

moving up the charts fast!

# CLEVELAND RECORDING COMPANY, INC.

one of America's oldest independent recording studios

8 Track — 1 inch Studer  
4 Track — 1 inch Studer  
3 Track — 1/2 inch Ampex  
2 Track — 1/4 inch Scully

Two large studios—Complete Neumann mastering and dubbing service—Stereo and monaural—High speed tape duplicating system—

plus  
Custom design and construction of Professional recording consoles.



## CLEVELAND RECORDING COMPANY, INC.

1515 Euclid Ave.  
Cleveland, Ohio—(216) 621-9362  
(Established 1934)



ESTABLISHED 1939  
1041 N. LAS PALMAS HOLLYWOOD 38, CALIF.  
HO. 6-7516

**The largest independent pressing plant in Hollywood**

Matrix — Labels — Albums — D.J. Mailings — Drop Shipments — Warehousing — Immediate Service — Competitive Prices

### RECORDS FROM

Recording  
Record Pressing  
Creative Design  
Printing  
Packaging  
Record Labels  
Tapes  
Complete Production



Now in Miami  
**Adrian Associates**

6660 Biscayne Boulevard, Miami, Fla 33138. 305/757 1676 7

continued

### NEW MEXICO

● **ALBUQUERQUE (Area Code 505)**  
Hurricane Promos., 1927 San Mateo N.E. Pres.: Al Hurricane  
LaVetta, 1205 Madeira S.E., Suite 124. Zip: 87108. Tel: 255-3978. Pres.: Lindy Blaskey.  
Dick Stewart & Assocs., PO Box 8207. Zip: 87108. Tel: 268-7919/7741. Pres.: Dick Stewart; VP: Tommy Bee; Promo. Mgr.: Ross Benavidez.

● **BELEN (Area Code 505)**  
Little Ritchie Johnson, PO Box 3. Zip: 87002. Tel: 864-7185.

### NEW YORK

● **BUFFALO (Area Code 716)**  
Entertainment Ents., 31-35 Janice St. Zip: 14207. Tel: 877-0476. Pres.: Edwin A. (Ted) Hewson. Edwin A. (Ted) Hewson, (see Entertainment Ents.).

● **HURLEY (Area Code 914)**  
Empire Ents., PO Box 158. Zip: 12443. Tel: 331-7314. Pres.: Robert M. Kershaw.

● **NEW YORK CITY (Area Code 212)**  
A. D. Adams Adv., 145 E. 52 St. Tel: PL 5-0845.  
Sidney Ascher & Assocs., 1545 Broadway. Zip: 10036. Tel: LT 1-2287.  
Buddy Basch, 25 W. 45 St. Zip: 10036. Tel: JU 6-7570.  
Barry Bergman, 2800 Ocean Ave., Brooklyn, Tel: DE 2-8500.  
Ivan Black, 900 W. 190 St. Tel: LO 8-2724.  
Tim Boxer, 155 W. 46 St. Zip: 10036. Tel: PL 7-3995.

Mel Braveman, 15 E. 48 St. Tel: EL 5-7752.  
Paul Brown, 507 Fifth Ave. Zip: 10017. Tel: MU 7-3072.

Budd Prod'ns—Budd Hellawell, 157 W. 57 St. Zip: 10019. Tel: CI 7-4896.

Liz Creighton, 325 W. 45 St.  
D J C Adv., 147 W. 42 St. Zip: 10036. Tel: 524-3780. Pres.: Alexis DeJesus.

Dominio Rec. Serv., 1122 Rhineland Ave., Bronx. Zip: 10461. Tel: 892-8290. Mgr.: Howie Cohen.  
Marvin Drager, 420 Madison Ave. Tel: MU 8-1078.  
Richard Gersh Assocs., 200 W. 57 St. Zip: 10019. Tel: CI 7-4161.

Glenn Prod'ns, 157 W. 57 St. Tel: CO 5-6585.  
Contact: Ben Arrigo.  
Ethel Gould, 23 W. 73 St. Zip: 10023. Tel: TR 3-5668.

Merrick, 1414 Ave. of the Americas. Zip: 10019. Tel: PL 2-4111. Contact: Mike Merrick.  
Branch: Los Angeles, Calif.

Music Makers Promo. Network, Shelton Towers, 49 St. & Lexington Ave. Zip: 10017. Tel: PL 3-4951. Pres.: Joey Sasso.

Henry Okun, 157 W. 47 St. Tel: CI 5-6090.  
R S V P, 1650 Broadway. Tel: JU 6-6707.  
Dorothy Ross Assocs., 300 W. 55 St. Zip: 10019. Tel: 247-5560.

Spectrum Ents., GPO Box 1785. Zip: 10001.  
Bill Spitalsky, 40 W. 57 St. Tel: 246-4280.  
MORTY WAX (div. of House of Wax), 1650 Broadway. Tel: CI 7-2159. (SEE ADVERTISEMENT)

### NORTH CAROLINA

● **WILMINGTON (Area Code 919)**  
Music Makers Network of America, 306 S. 16 St. Zip: 28401. Tel: 763-1007. Pres.: John Lewis Jones; Promo. Janice C. Helms.

### OHIO

● **CINCINNATI (Area Code 513)**  
Counterpart Music, 2570 Harrison Ave. Tel: 481-6877.

Julie Godsey, Main Line, Cleveland Dist., 265 Jupiter Dr. Tel: 921-8722.  
King Custom Rec. Serv., 1540 Brewster Ave. Tel: 751-1910. Pres.: Sydney Nathan; Gen. Mgr.: Johnnie Miller.

● **CLEVELAND (Area Code 216)**  
Interfainers Mgmt., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Contact: Mr. Boddie.  
Howard Riemer, 3529 Silsby Rd. Zip: 44118. Tel: 321-1952. Pres.: Howard Riemer.

Perry Stevens, 2208 Edgerton Rd., University Heights. Zip: 44118. Tel: 321-0641.

● **COLUMBUS (Area Code 614)**  
United Network, 354 E. 11 Ave. Zip: 43201. Tel: 299-3896. Promo.: Vernon Stewart.

● **NEWBURY (Area Code 216)**  
Brite-Star Rec. Promos., 14881 Overlook Dr. Zip: 44065. Tel: JO 4-2211. Mgr.: Tex Clark.

● **STUEBENVILLE (Area Code 614)**  
Shirob Ents., 804 N. Eighth St. Zip: 43952. Tel: 283-2208. Pres.: Bruce Robinson.

● **VAN WERT (Area Code 419)**  
Tom Smith Promos., PO Box 344. Tel: 233-7616.

### PENNSYLVANIA

● **FRANKLIN (Area Code 814)**  
Country Star Prod'ns, 439 Wiley Ave.

● **PHILADELPHIA (Area Code 215)**  
Abundant Sounds Swing Club, 4 & 6 S. Mole St. Zip: 19102. Tel: LO 8-0985.

Ed Cotlar, 2030 Brandywine St. Zip: 19130. Tel: LO 4-3081.

Buzz Curtis, 2201 Bryn Mawr Ave. Zip: 19131. Tel: GR 3-4030.

Gospel News Journal, PO Box 1801. 19105. Tel: PO 9-3744. Contact: Marvin Bunton.  
Jack Howard Promos., 2733 Kensington Ave., Tel: NE 4-8487.

K S J Ent., (See Sam Rabinowitz).  
Al Kelly, 255 Long Ln., Upper Darby. Zip: 19023. Tel: FL 2-2793.

Benjamin Johnson Jr. Recs., 5037 Baltimore Ave. Zip: 19143. Tel: GR 2-9635 & GR 4-6613. VP & Owner: Tommy Keith.  
Sam Rabinowitz (KSJ Ent.), 6324 N. Broad St. Tel: 455-6703.

● **POINT MARION (Area Code 412)**  
H & H Ents., PO Box 26, Ontario Ave. Zip: 15474. Tel: 725-5318. Nat'l Promo Mgr.: David B. Hoop.

● **READING (Area Code 215)**  
Keystone Badge, 832 Franklin St. Zip: 19602. Tel: 373-1179. Gen. Mgr.: R. Ziegler.

McKinnon, 411 Gordon. Zip: 19601. Tel: 374-6580. Promo. Dir.: Leonard McKinnon.

United Sales, 810 Franklin St. Zip: 19602. Tel: 375-4471. Gen. Mgr.: Louis J. Fruchter.  
United Serv., 104 S. Fourth St. Tel: 374-5700.

● **SCRANTON (Area Code 717)**  
Bell-Nash, Elmhurst Blvd. & Watres Dr. Zip: 18510. Tel: 347-8429.

Ladd Music, 401 Wintermantle Ave. Tel: 343-6718.

● **WARRINGTON (Area Code 215)**  
J B Artists & Rec. Promos., PO Box 222. Zip: 18976. Tel: OS 5-1782. Pres.: John Braithwaite.

● **WENDEL (Area Code 412)**  
Ben Palien Rec. Promos., 71 Elm St. Zip: 15691. Tel: 863-7377. Pres.: Ben Palien.

### TENNESSEE

● **MEMPHIS (Area Code 901)**  
Mid-South Promos., PO Box 11522, East Memphis Sta., Zip: 38111. Tel: 324-4640. Mgr.: Thomas Grissom.

Style Wooten & Assocs., 3635 Allandale Rd. Zip: 38111. Tel: 324-4640. Mgr.: Style Wooten.

● **NASHVILLE (Area Code 615)**  
Cummings & Cummings, Capitol Recs., Bldg., Suite 113, 806 16 Ave. S.  
Doug Wayne Ents., PO Box 3202. Zip: 37219. Tel: 297-5966. Gen. Mgr.: D. W. Bonds Sr.

● **NEWPORT (Area Code 615)**  
Jay-Cher Ents., PO Box 270. Zip: 37821. Tel: 623-3772. Pres.: Johnny Carter; VP: Cheryl Carter.

### TEXAS

● **BEAUMONT (Area Code 713)**  
Big Bopper, 888 Pearl St. Tel: TE 2-1522.

● **DALLAS (Area Code 214)**  
Charles Wright Agency, 124 N. Peak St. Zip: 75226. Tel: TA 7-5023.  
Zero Rec'g & Talent Promos., PO Box 28577, 4724 Hanover. Tel: FL 7-9081. Pres.: Gary M. McCaskill.

● **EL PASO (Area Code 915)**  
California Artists, 520 Ben Swain. Contact B. R. Reyes.

Home Office: Fresno, Calif.  
Star Recs. Promos., 102 Texas Ave. Zip: 79946. Tel: 533-7282. Owner: Joseph Gillman.

● **HOUSTON (Area Code 713)**  
Radio y Television, 3810 Westheimer, Suite 426. Zip: 77027. Tel: 621-0000.

● **NASH (Area Code 214)**  
Doug Davis Promos., 125 N. Pecan. Zip: 75569. Tel: 838-8657. Owner & Mgr.: Doug Davis.

● **SAN ANTONIO (Area Code 512)**  
Epstein Ents., PO Box 28123, 735 N. General McMullen Dr. Zip: 78228. Tel: GE 3-1461.

Wrangler Country, 830 Baetz Blvd. Tel: WA 4-1583.

● **TYLER (Area Code 214)**  
Custom Prod'ns, PO Box 231. Zip: 75701. Tel: LY 4-2961. 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 Cir. Zip: 22901. Tel: 973-3422. Gen. Mgr.: Bob Grant.

● **LURAY (Area Code 703)**  
Earl Rothgeb, PO Box 208, 111 N. Hawksbill St., Tel: 743-5394.

● **NORFOLK (Area Code 703)**  
Carolina Charlie, PO Box 12281. Tel: 497-3952.  
Glamour Topper Promos., 702 Church St. Zip: 23501. Pres.: Leroy Little.

Warren M. Miller & Assocs., 417 W. 21 St. Zip: 23517. Tel: 622-2111.



● **RICHMOND (Area Code 703)**  
I N T Promos., 5906 Kensington Ave. Zip: 23226.  
Tel: 282-8835.

## WEST VIRGINIA

● **CHARLESTON (Area Code 304)**  
Bill McDowell Prod'ns, 3 Atkinson Ct. Zip: 25302.  
Tel: 343-7744.

## WISCONSIN

● **RACINE (Area Code 414)**  
Enterprise Thirteen, 523 Main St., Suite 529. Zip:  
53403. Tel: 637-8600. Exec. Dir.: John J.  
Braun.

## RECORDING STUDIOS

### ALABAMA

● **HUNTSVILLE (Area Code 205)**  
Coreco, 209 Washington St. Zip: 35801. Tel:  
534-5930. Pres.: Mitchell H. Montgomery.  
Parasonic, PO Box 412. Zip: 35804. Tel: 828-4863

● **MOBILE (Area Code 205)**  
Audio Master, 803-R Government St. Tel: 433-3941.

● **MONTGOMERY (Area Code 205)**  
Hill-Vaughn, 3658 S. Perry St. Zip: 36105. Tel:  
265-9961. Pres.: M. E. Vaughn.

● **SHEFFIELD (Area Code 205)**  
Quinvy Music, 102 E. Second St. Zip: 35660.  
Tel: 383-2673. Pres.: Quinon R. Ivy; VP:  
Marlin Greene

### ARIZONA

● **PHOENIX (Area Code 602)**  
Audio Recorders of Arizona, 3830 N. Seventh St.  
Zip: 85014. Tel: 277-4723. VP: Floyd M.  
Ramsey.

● **TUCSON (Area Code 602)**  
Copper State, 815 E. Broadway. Zip: 85719. Tel:  
623-0318. Pres.: Foster S. Casey; Int'l Mgr.:  
Frank Darris.

### ARKANSAS

● **HOT SPRINGS (Area Code 501)**  
Rogers Rec'gs, 617 Third St. Zip: 71901. Tel:  
NA 3-8261. Owner & Mgr.: Patricia T. Rogers.

● **TEXARKANA (Area Code 501)**  
Universal Artist Rec'g Studio, 8 Wadley Bldg.  
Zip: 75501. Tel: 772-8266. Gen. Mgr.: Dalton  
E. Beck.

### CALIFORNIA

● **BAKERSFIELD (Area Code 805)**  
David Welch, 1227 Brundage Ln. Zip: 93304.  
Tel: 831-8581.

● **DOWNEY (Area Code 213)**  
Downey Recs., 13117 Lakewood Blvd. Tel:  
ME 4-2928

● **EL MONTE (Area Code 213)**  
Pacific Challenger, 11111 Garvey Blvd. Zip: 91733.  
Tel: 442-6250. Mgr.: R. L. Mahoney.

● **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)

Alto Fonic, 6362 Hollywood Blvd., Hollywood.  
Zip: 90028. Tel: 466-9261. Pres.: D. Alan  
Clark; Gen. Mgr.: Lee Tate.

Best-Way, 4922 Santa Monica Blvd., Hollywood.  
Zip: 90029. Pres.: Lawrence R. Herbst.

Cadet Rec., 5810 S. Normandie Ave. Tel: 753-2481.  
CAPITOL CUSTOM SERVS., 1750 N. Vine St., Holly-  
wood. Tel: HO 2-6252. (SEE ADVERTISEMENT)

Custom Rec. Mfg., 5810 S. Normandie Ave. Tel:  
750-3310.

Fidelity, 6315 Yucca, Hollywood. Zip: 90028.  
Tel: HO 4-6277

Gold Star, 6252 Santa Monica Blvd., Hollywood.  
Zip: 90028. Tel: 469-1173.

Haven, 5301 Wilshire Blvd. Zip: 90036. Tel:  
933-4882. Pres.: N. Goodman.

Wally Heider, 6373 Selma Ave., Hollywood. Tel:  
466-5474.

Lewis Rec. Mfg., 307 E. Beach St., Inglewood. Zip:  
90302. Tel: 678-8489. Owner: T. F. Lewis;  
Mgr.: Kay Jones.

Liberty Custom Recorders, 8715 W. Third St.  
Tel: 272-4483

Location Rec'g Serv., 2201 W. Burbank Blvd.,  
Burbank. Zip: 91506. Tel: 849-1321. Partners:  
Allen J. Fraiberg & Steven A. Guy.

M T D (Magnetic Tape Duplicators), 7925 Santa  
Monica Blvd., Hollywood. Zip: 90046. Tel:  
OL 4-6900.

C. P. MacGregor, 729 S. Western Ave. Zip: 90005.  
Tel: 384-4191. Owner: C. P. MacGregor.

Mascot, 1721 N. Vermont Ave. Zip: 90029. Tel:  
662-4373. Pres.: Harry Maselow.

Nashville West, 5505 Melrose Ave., Hollywood.  
Zip: 90038. Tel: HO 4-1195/6. Pres.: Charles  
Underwood; Audio Engineer: Bruce Dumas.

R C A Custom Rec. Sales, 6363 Sunset Blvd.,  
Hollywood. Tel: HO 1-9171.

R J Recorders, 6359 Selma Ave., Hollywood. Zip:  
90028. Tel: 469-1153. Mgr.: Phil Yeend.

Radio Rec'rs (EMC), 7000 Santa Monica Blvd.,  
Hollywood. Tel: HO 3-3282.

Spectra-Sound, 6110 Santa Monica Blvd., Holly-  
wood. Zip: 90036. Tel: HO 2-6981.

United, 6050 Sunset Blvd., Hollywood. Tel:  
HO 9-3983.

Universal Associated Studios, 5539 Sunset Blvd.  
Zip: 90028. Tel: HO 9-5161.

Western, 6000 Sunset Blvd., Hollywood. Tel:  
463-6811.

Whitney, 1516 W. Glenoaks Blvd., Glendale. Zip:  
91201. Tel: 245-6801. Owner: Lorin Whitney.

● **PASADENA (Area Code 213)**  
Custom Fidelity, 222 E. Glenarm St. Tel: 441-1114.

● **SAN FRANCISCO & BAY AREA**  
(Area Code 415)

Coast Recorders, 960 Bush St. Tel: PR 5-3900.  
COMMERCIAL RECORDERS, 149 Natoma St. Zip:  
94105. Tel: DO 2-0286. Contact: Lloyd Pratt Jr.  
(SEE ADVERTISEMENT)

GOLDEN STATE RECORDERS, 665 Harrison St. Zip:  
94107. Tel: 781-6306. Pres. & Chief Engineer:  
Leo de Gar Kulkka. (SEE ADVERTISEMENT)

Seagrave Prod'ns, 1550 Market St. Tel: UN 3-9665.  
Owner: James Seagrave.

Sierra Sound Labs., 1741 Alcatraz Ave., Berkeley.  
Tel: 655-7636.

● **SAN GABRIEL (Area Code 213)**  
Living Sound, 448 W. Las Tunas. Zip: 91776.  
Tel: 281-3655. Contact: Steve Waltner.

● **SAN JOSE (Area Code 408)**  
M N O Rec'., 2558 Westgate Ave. Zip: 95125.  
Tel: 269-2113. Gen. Mgr.: F. David Niederauer.

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

● **SANTA ANA (Area Code 714)**  
United Audio, 1519 S. Grand. Zip: 92705. Tel:  
836-4435. Gen. Mgr. & Prod'r: Glen Pace.

● **VISTA (Area Code 714)**  
Cook & Assocs., PO Box 1508, 205 Ardys Pl.  
Zip: 92093. Tel: 726-3625. Contact: Roy  
Earl Cook.

### COLORADO

● **COMMERCE CITY (Area Code 303)**  
Infal, 6671 Bellaire St. Zip: 80022. Tel: 288-3003.  
Contact: Victor M. Hernandez.

● **DENVER (Area Code 303)**  
Band Box, 5136 W. 41 Ave. Tel: 455-4118.  
Western Cine, 312 S. Pearl. Tel: 744-1017. Con-  
tact: Herman Urschel.

### CONNECTICUT

● **HARTFORD (Area Code 203)**  
M T R (Music Town Rec'g), 7 S. Main St. Tel:  
236-4439. Pres: Irv Jeffries.

### DELAWARE

● **WILMINGTON (Area Code 302)**  
Ken-Del Prod'ns, 515 Shipley St. Zip: 19801.  
Tel: 654-8246. Pres.: H. Edwin Kennedy.

### FLORIDA

● **JACKSONVILLE (Area Code 904)**  
Laboratory of Jax, 1104 S. Edgewood Ave. Zip:  
32205. Tel: 388-7572.

● **MIAMI (Area Code 305)**  
ADRIAN ASSOCS., The General Bldg., 6660 Biscayne  
Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVER-  
TISEMENT)

Criteria, 1755 N.E. 149 St. Zip: 33161. Tel:  
947-5611. Pres.: M. L. Emerman.

● **ORLANDO (Area Code 305)**  
Whiteholme Sounds, PO Box 8592, 620 Gatlin  
Ave. Zip: 32806. Tel: 422-2374. Pres.: Robert C.  
Benzing.

● **PENSACOLA (Area Code 904)**  
F T C Brewer, Town & Country Plaza, Zip: 32505.  
Tel: 433-7932. Owner: Frederic T. C. Brewer.

● **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.  
Night Tel: 839-4880.

### GEORGIA

● **ATLANTA (Area Code 404)**  
Atlanta Sound, 524 Plasters Ave. N.E. Zip: 30324.  
Tel: 874-2781. Pres.: H. H. Brooks.

LeFevre Sound, 1314 Ellsworth Ind'l Dr. N.W.  
Zip: 30318. Tel: 355-8680. Contact: Maurice  
LeFevre.

Master Sound, 1224 Fernwood Circle N.E. Zip:  
30319. Tel: 237-2312. Pres.: R. B. Richardson;  
VP: W. J. Lowery.

● **COLUMBUS (Area Code 404)**  
Ben Parsons Prod'ns, 1743 Warm Springs Rd. Zip:  
31904. Tel: 324-1793. Pres.: Ben Parsons.

● **MONTICELLO (Area Code 404)**  
Middle Georgia, S. Warren St. Zip: 31064. Tel:  
468-6969. Mgr.: Franklin Lynch.

### ILLINOIS

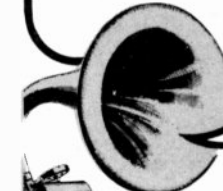
● **CHICAGO (Area Code 312)**  
Balkan, 6917 W. Cermak Rd., Berwyn.  
*continued on page 156*



**SO WHAT'S  
SO GREAT  
ABOUT  
GATEWAY?**

A spacious recording studio equipped with a four track Scully and a master control board that handles up to sixteen inputs in the hands of skilled engineers; a mastering department with Scully lathes, Pultec equalizers and Grampian amplifiers to transfer from tape to master disc; a modern pressing plant equipped with precision Finebilt presses that turns out the best pure vinyl pressing; an art department and a far reaching distribution system; a Gateway label which has recorded Harold Betters; and the Dyno label, the largest polka label in the nation.

**WHICH ADD UP TO  
TOTAL RECORDING  
SERVICE IN PITTSBURGH**



**OH!**



Gateway Recordings, Inc.  
234 Forbes Avenue  
Pittsburgh, Pa. 15222  
(412) 471-5875  
(412) 471-5877 (NITE LINE)

**Write for free plant or studio  
rate card.**

**WAKEFIELD  
MANUFACTURING, INC.** PO BOX 6037 DEPT. BGB 1836 WEST MOBILE AND MOBILE, ALABAMA 36608

**CUSTOM RECORD PRESSING**

★  
**PRECISION PRODUCT  
RAPID SERVICE  
COMPETITIVE PRICING**

★  
PHONE 602-252-5644



Complete, Quick Service

**PROCESSING • LABELS  
PRESSINGS • DROP SHIPMENTS**

Centrally located for custom work at economy prices

**MIDWEST RECORD PRESSING, INC.**

320 E. 21st STREET      PHONE: (312) 225-4150      CHICAGO, ILLINOIS 60616

**ORDER  
YOUR  
EXTRA  
BUYER'S GUIDES  
NOW!**

Limited supplies available.

**Soft-covered edition—\$5.00**

or new hard-bound  
**personalized edition—\$7.50**  
(See bind-in card in this issue  
for complete details)

Send your request and payment to:

**BILLBOARD—Box BG**  
2160 Patterson Street • Cincinnati, Ohio 45214

continued

Boulevard, 632 N. Dearborn St. Zip: 60610.  
Tel: WH 4-2752. Pres.: Hal Kaitchuck.  
Century Rec., 303 Pine, Prospect Heights. Tel:  
392-0919.  
Chess Rec., 320 E. 21 St. Tel: CA 5-2770.  
COLUMBIA REC. PROD'NS, 630 N. McClurg Ct. Zip:  
60611. Tel: WH 4-6000. (SEE ADVERTISEMENT)  
Filmack, 1327 S. Wabash. Zip: 60605. Tel:  
HA 7-4855.  
Globe, 230 N. Michigan. Tel: RA 6-0126. Mgr.:  
Don Lavery.  
International Rec'g Co. (IRC), 1649 W. Evergreen  
Ave. Zip: 60622. Tel: 227-2000.  
Joy, 111 E. Ontario. Tel: 337-8055.  
M B S, 228 S. Wabash. Tel: WE 9-0866.  
Parliament, 4005-7 W. Washington Blvd. Zip:  
60624. Tel: 638-6851. Contact: Katherine Alex-  
ander.  
R C A Custom Rec. Sales, 445 N. Lake Shore Dr.  
Zip: 60611. Tel: WH 4-3215.  
Recordings Unltd., 64 E. Van Buren. Tel:  
922-2340.  
Sheldon, 1725 N. Wells. Tel: 664-7734.  
Sonic Film, 1230 W. Washington. Tel: CH 3-2600.  
Sound Studios, 230 N. Michigan. Zip: 60601.  
Tel: 236-4814.  
Stereo-Sonic, 226 S. Wabash. Tel: 922-0132.  
Tono-Tape Duplicating, 46 E. Walton. Tel:  
642-6465.  
Universal, 46 E. Walton. Tel: MI 2-6465.  
Webb, 812 N. Dearborn. Zip: 60610. Tel: 664-0705.  
Pres.: Ed Webb.  
Zerfith Cinema Serv., 3252 W. Foster. Tel:  
478-2103.

● **QUINCY** (Area Code 217)  
I T, 423 S. 16. Zip 62301. Tel: 223-7346.  
● **URBANA** (Area Code 217)  
Rofran Ents., 5 Rainbow Ct. Zip: 61801. Tel:  
367-9076. Pres.: Roger E. Francisco; VP,  
Sales & Admin.: William F. Steffen; Prod'n  
Mgr.: Howard A. Smith.

**INDIANA**

● **RICHMOND** (Area Code 317)  
Airtown, PO Box 973, 1315 N. A St. Zip: 47374.  
Tel: 966-3913 & 962-0146. Owners: Hershel  
Jack & Tommy Wills.  
● **SOUTH BEND** (Area Code 219)  
Custom, PO Box 755. Zip: 46624. Tel: 234-4248.  
Pres.: Thomas W. Zoss.

**KANSAS**

● **BALDWIN CITY** (Area Code 913)  
K N B U FM, PO Box 657. Zip: 66006. Tel:  
594-6451.—ext. 300. Gen. Mgr.: John Curt-  
wright.  
● **WICHITA** (Area Code 316)  
High Fidelity, 445 N. Oliver. Zip: 67208. Tel:  
MU 2-7481. Pres.: Raymond Creely.  
S T A, PO Box 11372, 227 Ida. Zip: 67211.  
Tel: AM 7-3275.

**KENTUCKY**

● **LOUISVILLE** (Area Code 502)  
Orbit Radio, PO Box 1644, 1863 Arlington. Zip:  
40201. Tel: 895-1143 & 583-7755.  
Sambo Sound, 9912 Taylorsville Rd. Zip: 40299.  
Tel: 267-5466. Contacts: Ray Allen & Hardy  
Martin.  
SONIC SERVICES, PO Box 5142. Zip: 40205. (SEE  
ADVERTISEMENT)

**LOUISIANA**

● **BATON ROUGE** (Area Code 504)  
Apollo, PO Box 1564, 307 North Blvd., Suite 200.  
Zip: 70801. Tel: 342-3209. Pres.: Ted W.  
Hart; VP: Robert House; Chief Engineer: Bill  
Triche  
● **LAFAYETTE** (Area Code 318)  
La Louisanne, 711 Stevenson St.; bus. office.—  
2823 Johnston St. Tel: 234-4118.  
● **NEW ORLEANS** (Area Code 504)  
Andates-Basand, 2627 Leonidas. Zip: 70118. Tel:  
861-7494.  
Cosimo, 748 Camp St. Zip: 70130. Tel: 523-7474.  
Superior Plastics, 748 Camp St. Zip: 70130. Tel:  
523-7474.

**MARYLAND**

● **BALTIMORE** (Area Code 301)  
Bradley Rec'g, 531 N. Howard St. Zip: 21201. Tel:  
727-0950. Mgr.: F. Joseph Bradley.  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel:  
433-0701. VP: Burgess MacNeal Jr. (SEE AD-  
VERTISEMENT)

**MASSACHUSETTS**

● **BOSTON METROPOLITAN AREA**  
(Area Code 617)  
A A A, 835 Dorchester Ave. Zip: 02125. Tel:  
288-2770. Pres.: Joseph Saia; Chief Engineer:  
Arnold Zunick.  
Continental Rec'gs, 12 Irving St., Framingham.  
Zip: 01701. Tel: 879-2430. Pres.: L. Daniel  
Flynn.  
Fleetwood, 321 Revere St., Revere. Zip: 02151.  
Tel: 284-0750.

Natural Sound, 102 Hudson Rd., Sudbury. Tel: 443-6634 & 897-7359. Contacts: George G. Donald & Lou Casella.  
 Petrucci & Atwell, 331 Newbury St. Zip: 02115. Tel: 266-3610. Pres.: Robert J. Petrucci.

- **HOLYOKE (Area Code 413)**  
 W G Recs., 66 Elmwood Ave. Zip: 01040. Tel: 532-9555.
- **WEST SPRINGFIELD (Area Code 413)**  
 Universal, 26 Colton Ave. Tel: RE 6-7727.

**MICHIGAN**

- **DETROIT (Area Code 313)**  
 Recordland, PO Box 3703, Oak Park. Zip: 48237. Tel: 398-7478.  
 Ric-Tic Recs., 4039 Buena Vista. Tel: WE 1-0048.  
 Tera Shirma Prod'ns, 15305 Livernois. Zip: 48238. Tel: 861-5650. Pres.: Ralph R. Terrana.  
 Tri-Sounds, 11825 Hamilton, Highland Park. Pres.: Major Reynolds.
- **KALAMAZOO (Area Code 616)**  
 Custom Advertising Prod'ns, 7942 S. Westnedge, Portage. Zip: 49081. Tel: 327-7051. Gen. Mgr.: L. Houghtaling.
- **NEW HAVEN (Area Code 313)**  
 Sound Inc., 56880 North Ave. Tel: 749-5182.

**MINNESOTA**

- **DULUTH (Area Code 218)**  
 Star, 1615 London Rd. Zip: 55812. Tel: 728-4208.
- **MINNEAPOLIS (Area Code 612)**  
 Agar, 416 Sheridan Ave. S. Gen. Mgr.: R. A. Gjerde. Dove, 9358 James Ave. S. Zip: 55431. Tel: 888-4459.  
 Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.
- **ST. PAUL (Area Code 612)**  
 E M C, 180 E Sixth St. Zip: 55101. Tel: 227-7366. Pres.: David E. Feinberg.

**MISSISSIPPI**

- **JACKSON (Area Code 601)**  
 M A C (div. of Mississippi Artist Corp.), PO Box 10992. Zip: 39209. 200 Capital St., Clinton. Tel: 362-9482 & 352-4923. Owners: Bob McRee, Cliff Thomas & Ed Thomas.

**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, 3706 Broadway. Zip: 64111. Tel: PL 3-6868.

**MONTANA**

- **HELENA (Area Code 406)**  
 Valtron, 305 Allen St. Zip: 59601. Tel: 442-0734.

**NEBRASKA**

- **LINCOLN (Area Code 402)**  
 Williams Rec. Serv., 2650 N. 48 St. Zip: 68504. Tel: 434-4745.

**NEVADA**

- **LAS VEGAS (Area Code 702)**  
 United Rec'g Corp. of Nevada, 3143 Industrial Rd. Tel: 735-7131. Contact: Clyde P. Carson.

**NEW HAMPSHIRE**

- **KEENE (Area Code 603)**  
 Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431. Tel: 352-7131.

**NEW JERSEY**

- **BERGENFIELD (Area Code 201)**  
 Double Echo, 14 Magnolia St. Zip: 07621. Tel: 941-0335.
- **CAMDEN (Area Code 609)**  
 Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg.), 1558-1570 Pierce Ave. Zip: 08105. Tel: 963-3000. VP & Sales: David H. Goodman.
- **ENGLEWOOD (Area Code 201)**  
 Town Sound, 1 N. Dean St. Zip: 07631. Tel: 567-8282. Cable: TOTETOWN. Pres.: Gloria E. A. Tooté.
- **ORADELL (Area Code 201)**  
 Starburst, 673 Oakley Pl. NYC Tel: (212) CH 2-1479. Contacts: M. Lynch & T. Lyle; PR: N. Petron.
- **TOTOWA (Area Code 201)**  
 Sim-O-Rama Sound Serv., 572 Union Blvd. Zip: 07512. Tel: 274-6772. Owner: Tony Simonetti.

**NEW MEXICO**

- **ALBUQUERQUE (Area Code 505)**  
 Hurricane, 1927 San Mateo N.E. Pres.: Al Hurricane. John Wagner Prod'ns, 227 Sierra Dr. S.E. Zip: 87108. Tel: 255-8425. Mgr.: John Wagner.
- **LAS CRUCES (Area Code 505)**  
 Emmitt Brooks, PO Box 234, Univ. Park Branch. Zip: 88001; 3308 East St., Mesilla Park. Zip: 88074. Tel: 524-1889. Owner: Emmitt H. Brooks.

**NEW YORK**

- **BINGHAMTON (Area Code 607)**  
 K M, Palmer Hill Rd., RD 1, Port Crane. Zip: 13833. Tel: 648-5194.
- **BRONXVILLE (Area Code 914)**  
 International, 49 Desmond Ave. Zip: 10708. NYC Tel: (212) CH 2-1455. Owner: Claude Rie.
- **BUFFALO (Area Code 716)**  
 Howell, 2703 Delaware Ave. Tel: 876-9800.
- **FRANKLIN SQUARE, L.I. (Area Code 516)**  
 Audio Rec'g & Mfg., 4 New Hyde Park Rd. Zip: 11010. Tel: GE 7-6200.
- **HEMPSTEAD, L.I. (Area Code 516)**  
 Ultra-Sonic, 149 N. Franklin St. Tel: IV 5-5066.
- **ITHACA (Area Code 607)**  
 Alcor, 215 S. Tioga St. Tel: AR 3-4242.
- **NEW YORK CITY (Area Code 212)**  
 A-1 Sound, 234 W. 56 St. Zip: 10019. Tel: CI 6-3594.  
 A & R, 112 W. 48 St.; 799 Seventh Ave. Tel: JU 2-1070.  
 Ality, 5914 Fifth Ave., Brooklyn. Zip: 11220. Tel: HY 2-7771.  
 Allegro Sound, 1650 Broadway. Tel: 246-5161.  
 Artcraft, 285 E. 49 St., Brooklyn. Tel: PR 8-5150.  
 Associated, 723 Seventh Ave. Tel: CI 5-7640.  
 Bell Sound, 237 W. 54 St. Zip: 10019. Tel: JU 2-4812.  
 Beltone, 4 W. 31 St. Tel: OX 5-1055.  
 CAPITOL, 151 W. 46 St. Tel: JU 2-8040. (SEE AD-VERTISEMINT)  
 Dick Charles Rec'g Serv., 729 Seventh Ave. Tel: JU 2-7920.  
 R. D. Cortina, 136 W. 52 St. Tel: JU 2-3845.  
 Cue, 117 W. 46 St. Tel: PL 7-3641.  
 Fine, 118 W. 57 St. Tel: CI 5-6969.  
 Jaysina, 143 W. 51 St. Zip: 10009. Tel: 582-2630.  
 Knickerbocker Sound, 146 W. 47 St. Tel: LT 1-9270.  
 Lang Electronics, 507 Fifth Ave. Zip: 10017. Tel: MU 2-7147. Pres.: Lou Lang.  
 Madison Sound, 12 E. 44 St. Zip: 10017. Tel: YU 6-3970.  
 Mastertone, 130 W. 42 St. Tel: WI 7-2940.  
 Olmsted, 1 E. 54 St. Tel: PL 1-0890.  
 R C A Custom Rec. Sales, 155 E. 24 St. Tel: MU 9-7200.  
 Regent Sound, 25 W. 56 St. Tel: CI 5-2630.  
 Richcraft, 1706 Flatbush Ave., Brooklyn. Zip: 11210. Tel: ES 7-1664.  
 Starburst, 7 Charles Ln. Zip: 10014. Tel: CH 2-1479. (see Oradell, N.J.).  
 Stereo Sound, 238 E. 26 St. Tel: MU 3-5240.  
 Studio 76, 1650 Broadway. Tel: CI 7-6010.  
 Talentmasters, 126 W. 42 St. Zip: 10036. Tel: 594-6893. Mgr.: Erni Di Sano.  
 True Tone, 160 W. 73 St. Tel: TR 4-2015.  
 Variety Sound, 225 W. 46 St. Zip: 10036. Tel: JU 6-7947. Pres.: W. A. Smith.
- **ROCHESTER (Area Code 216)**  
 Fine, 1196 Calkins Rd. Zip: 14623. Tel: 334-9290/3229. Owner: Vince Jan.  
 J & M Recs., 737 Hudson Ave. Zip: 14621. Tel: 544-1369. Pres.: Dick Jans.  
 Lifetime, 133 North St. Zip: 14604. Tel: 454-1269.  
 Star Artists, 67 Chestnut St., Suite 710. Tel: 546-6780, ext. 710. Pres.: Donnie Lee Bailes; VP: Tony Powlowski.
- **UTICA (Area Code 315)**  
 LONGMARK PROD'NS, PO Box 116, New York Mills; 814 Jay St. Tel: 737-7341 & 732-9488. (SEE ADVERTISEMENT)
- **VALLEY STREAM, L. I. (Area Code 516)**  
 Sound Unltd., 906 Lynn Dr. Tel: LO 1-7515.


**NORTH CAROLINA**

- **BISCOE (Area Code 919)**  
 Britt Sound. Zip: 27209. Tel: 428-4794. Owner: L. T. Britt.
- **CHARLOTTE (Area Code 704)**  
 Arthur Smith, PO Box 17551, 5457 Old Monroe Rd. Tel: 536-0424.  
 Haviland Smith, 1020 Central Ave. Zip: 28204. Tel: ED 2-8331.
- **GREENSBORO (Area Code 919)**  
 Copeland Sound, PO Box 6104. Tel: 275-0434.

**OHIO**

- **CINCINNATI (Area Code 513)**  
 A D C O, 7527 Juler Ave. Zip: 45243. Tel: 561-7818.  
 Counterpart Music, 2570 Harrison Ave. Tel: 481-6877.  
 KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. Pres: Sydney Nathan; Gen. Mgr.: Johnnie Miller. (SEE ADVERTISEMENT)  
 RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-8844. (SEE ADVERTISEMENT)
- **CLEVELAND (Area Code 216)**  
 Boddie, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Contact: Mr. Boddie.  
 CLEVELAND, 1515 Euclid Ave. Zip: 44115. Tel: 621-9362. Pres.: Frederick C. Wolf; VP: Kenneth R. Hamann. (SEE ADVERTISEMENT)

**MANUFACTURERS CONSULTANTS DESIGNERS • Packaging Display • Sales Promotion**



**GAG**

Call or write for FREE consultation.

**GEORGE ALEXANDER GROUP Inc.**  
 36-25 Prince St., Flushing, N. Y.  
 (212) 886-5600

**RECORD PRESSING SPECIAL**

**FINEST QUALITY—FAST SERVICE**

Quantity	45 RPM	
	12" 33 1/3 Mono	12" 33 1/3 Mono
100	58.00	110.00
300	78.00	180.00
500	90.00	225.00
1000	130.00	360.00

This price includes mastering, processing, any color label, and plain sleeve.

Inquire about our demo work, national promotion and distribution. Records shipped in 5 days after order is received. Reorders shipped same day we receive them.

**LONGMARK PRODUCTIONS INC.**  
 P. O. Box 116, Dept. B  
 New York Mills, New York  
 Phone 315-737-7341  
 315-732-9488

*continued on page 158*

# TAPP USA

Complete Administrative Sales and  
Promotional Services for  
Independent Labels  
and Producers

# TAPP INTERNATIONAL

Complete Representation for Foreign  
Labels and Licensees in the  
United States

# DON BLOCKER TAPP

1347 Cahuenga Blvd.  
Hollywood 90028, Calif.  
Phone: (213) 462-6613  
Cable: TAPPREC

# NICKEL MATRIX PLATING

Individual Attention Given Each Order  
Fast Service—Stampers Cut to Any Size  
Satisfaction Guaranteed  
We Ship Stampers Anywhere  
Send Us Your Tapes for Dependable Nickel  
Stampers

## S.J. Shaw Plating Corp.

P. O. Box 19259 Cincinnati, Ohio 45219

Finest & Most Complete

# ONE-STOP RECORD SERVICE

in Wisconsin

Write for our new  
LOW, LOW Record Prices

## ROBERT PEYOVICH

BMI Music Distributor  
229 3rd Street Wausau, Wis.  
Phone: 715/842-3838

continued

**KELMAR**, 1054 E. 71 St. Zip: 44103. Tel: 391-4518. Pres.: Joel Kischel. (SEE ADVERTISEMENT)  
**Pama**, 4991 Osborn Rd. Tel: 581-0661.  
**Stappanos**, 3046 E. 123 St. Zip: 44120. Tel: 561-5524.  
**W B K R**, 1169 Sylvania Rd. Tel: 382-0900.  
**Way-Out**, 1850 E. 55 St. Zip: 44104. Tel: EX 1-0436.

● **COLUMBIANA (Area Code 216)**  
Golden Audio Rec'gs, 170 N. Middle. Zip: 44408. Tel: 482-2040. Pres.: Johnny Golden.

● **COLUMBUS (Area Code 614)**  
Magnetic Studios, 1670 W. First Ave. Tel: 486-2469. Reverb, 2417 W. Broad St. Zip: 43204. Tel: 279-0214. PR Dir.: S. James Martin.

● **DAYTON (Area Code 513)**  
Mega City Music, 126 Davis Ave. Zip: 45403. Tel: 256-6931/6557. Owner: Ivan Freeman.

● **HAMILTON (Area Code 513)**  
Melody, 1912 St. Clair St. Zip: 45011. Tel: 895-0607. Pres.: William M. Jones.

● **MINERVA (Area Code 216)**  
Praise Rec'gs, 15589 Freed Rd. S.E. Zip: 44657. Tel: 868-4040. Pres.: J. Maas.

● **TOLEDO (Area Code 419)**  
Hanf, 1825 Sylvania Ave. Zip: 43613. Tel: 475-1616. Owner: Eddie Hanf; Mgr.: Jim Thomson.

● **YOUNGSTOWN (Area Code 216)**  
W A M, 10 Ellenwood. Tel: 744-5819.

## OREGON

● **PORTLAND (Area Code 503)**  
Rex Rec'g, 931 S.W. King Ave. Zip: 97205. Tel: 228-4393. Gen. Mgr.: Bill Rohrer.  
Ridon Prod'ns, 5124 N.E. 34. Zip: 97211. Tel: 287-1539. Pres.: Richard Keefe.

● **SALEM (Area Code 503)**  
Pacific Northwest Sound Prod'ns, 570 14 N.E. Zip: 97301. Tel: 362-7821. Pres.: Ray S. Connelly.

## PENNSYLVANIA

● **ALLENTOWN (Area Code 215)**  
Allentown Rec., 10 & Walnut Sts. Tel: 433-7405.

● **FRANKLIN (Area Code 814)**  
Process Rec., 439 Wiley Ave. Zip: 16323. Tel: 432-4633.

● **PHILADELPHIA (Area Code 215)**  
Abundant Sounds, 4 & 6 S. Mole St. Zip: 19102. Tel: LO 8-0985. Owner: Fred Miles.  
Impact, 7102 1/2 Castor Ave. Zip: 19149. Tel: FI 2-876/8770. Pres.: Anthony Schmidt.  
Virtue, 1618 N. Broad St. Zip: 19121. Tel: PO 9-9479. Pres.: Frank Virtue.

● **PITTSBURGH (Area Code 412)**  
G & C Rec. Mfg., 2724 Penn Ave. Zip: 15222. Tel: AT 1-9898/9. Mgr.: Glenn E. Campbell.  
Galaway, Box 603, McKeesport. Zip: 15134. Tel: 672-7106. Owner: Walter Gala.  
GATEWAY-DYNO, 234 Forbes. Tel: 471-5875. (SEE ADVERTISEMENT)

● **POTTSTOWN (Area Code 215)**  
Vantage, PO Box 212. Zip: 19464. Tel: 323-3336.

● **SHARON (Area Code 412)**  
Marjon, 930 Woodview Pl. Tel: DI 7-4726.

● **YORK (Area Code 717)**  
Dee-Bee Rec'g Serv., S. Camp St. Ext., Windsor. Zip: 17366. Tel: 244-5411. Owner: Stan Deppen Jr.

## RHODE ISLAND

● **PAWTUCKET (Area Code 401)**  
Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222.

Revolver Rec'g Serv., 139 Prospect St. Zip: 02860. Tel: 725-7692. Pres.: Leo Degnan.

## SOUTH CAROLINA

● **GREENVILLE (Area Code 803)**  
Custom Rec'g & Sound, PO Box 3961, Park Pl. Zip: 29608. Tel: CE 3-2252.

## TENNESSEE

● **KINGSPORT (Area Code 615)**  
Tri-State Rec'g, 1767 Fort Henry Dr. Zip: 37664. Tel: 246-8651. Contact: Basil J. Palmer.

● **MADISON (Area Code 615)**  
Starday Sound & Film Studio, PO Box 115, Dickerson Rd. at Due West. Tel: 228-2575.

● **MEMPHIS (Area Code 901)**  
Allandale, PO Box 11522, E. Memphis Sta. Zip: 38111. Tel: 324-4640. Mgr.: Thomas Grissom.  
Ardent, 1457 National. Zip: 38122. Tel: 324-5368. Mgr.: John Fry.  
Gold Wax, 1260 N. Hollywood. Zip: 38108. Tel: 275-1760. Owners: Quinton Claunch & Rudolph Russell.  
Memphis, 3635 Allandale Rd. Zip: 38111. Tel: 324-4640. Mgr.: Style Wooten.

● **NASHVILLE (Area Code 615)**  
Audiofax, 821 19 Ave. S. Zip: 37203. Tel: 242-5585.

Bradley's Barn, 1609 Hawkins St. Zip: 37203; Mt. Juliet. Tel: 244-1060 & 758-5341. Owners: Jerry Bradley, Owen Bradley, Charles Tallent.  
Fred Foster Sound, 319 Seventh Ave. N. Tel: 255-5424.

Globe, 420 Broad St. Tel: AL 5-7645.  
Music City Recorders, 821 19 Ave. S. Zip: 37203. Tel: 242-5585.

NASHVILLE (SEE PROD'NS, PO Box 7171. Tel: 244-2554. (SEE ADVERTISEMENT)  
R C A Custom Rec. Sales, 800 17 Ave. S. Tel: AL 5-5781.

● **NEWPORT (Area Code 615)**  
Jay-Cher Entls., PO Box 270. Zip: 37821. Tel: 623-3772. Pres.: Johnny Carter; VP: Cheryl Carter.  
Vibrant, 938 E. Broadway. Zip: 37821. Tel: 623-2151. Pres.: Hal McGaha.

## TEXAS

● **AMARILLO (Area Code 806)**  
Demand Rec. Org., 2027 S. Bonham St. Tel: 356-4806.

● **DALLAS (Area Code 214)**  
Sellers, 2102 Jackson. Tel: RI 1-5836.

● **DENVER CITY (Area Code 806)**  
Belle Recs., Drawer KKK. Zip: 79323. Tel: 592-2503. Owner: Lewis Driver.

● **EL PASO (Area Code 915)**  
D. J. Star Rec'g, 100-102 Texas at Oregon. Tel: 533-7282. Owner: Joe Gillman.

● **FORT WORTH (Area Code 817)**  
Delta Rec'g Ctr., PO Box 9428, 910 Currie St. Zip: 76107. Tel: ED 2-3821.  
Oakridge, 2001 Elton Rd. Tel: TE 8-6608.  
Sound City, 1705 W. Seventh St. Tel: ED 6-9021. Gen. Mgr.: John Allee.

● **McALLEN (Area Code 512)**  
Pharaoh, PO Box 969. Tel: MU 6-0791.

● **ODESSA (Area Code 915)**  
Tommy Allsup, PO Box 6406. Zip: 79760. Tel: EM 2-1512. 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 Entls., PO Box 28123, 735 N. General McMullen Dr. Zip: 78228. Tel: GE 3-1461.  
Southern Rec. Serv., 506 W. Hildebrand Ave. Zip: 78212. Tel: PE 3-1721. Mgr.: Jack Bond.  
Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.  
Texas Sound, 506 W. Hildebrand Ave. Zip: 78212. Tel: PE 3-1721.

● **SAN BENITO (Area Code 512)**  
Ideal, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471.  
Rio Grande Music, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471.

● **TYLER (Area Code 214)**  
Custom Sound, PO Box 231. Zip: 75701. Tel: LY 4-2961. Mgr.: Curtis Kirk.  
Steve Wright, PO Box 626, 1608 S. Fleishel. Zip: 75701. Tel: LY 2-0591. Pres.: Steve Wright.

## UTAH

● **OGDEN (Area Code 801)**  
Spectra Sonics, 770 Wall Ave. Zip: 84404. Tel: 782-8056. Pres.: William G. Dilley.

## VIRGINIA

● **NORFOLK (Area Code 703)**  
D'Arcy Sound, 417 W. 21 St. Zip: 23517. Tel: 622-2111.

● **WAYNESBORO (Area Code 703)**  
Major, PO Box 2072. Zip: 22980. Tel: 942-1969. Owner: John Major.

## WASHINGTON

● **OLYMPIA (Area Code 206)**  
Sound Preservers, 1915 N. Quince. Zip: 98501. Tel: 352-9097 & 357-3364. Contact: Allen P. Giles.

## WEST VIRGINIA

● **BECKLEY (Area Code 304)**  
Magna Recs., PO Box 812, 101 Whitestick Rd. Tel: 252-5161. Pres.: R. L. Zeigler.

## WISCONSIN

● **RHINELANDER (Area Code 715)**  
Audio Unltd., 1418 N. Stevens St. Zip: 54501. Tel: 362-2059. Owner & Mgr.: M. Kuehl.

● **SAUK CITY (Area Code 408)**  
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. Contact: Ray Alexander. (SEE ADVERTISEMENT)

• **WORLAND (Area Code 307)**

Wyoming Music Ents., PO Box 104, 707 N. 10.  
Zip: 82401. Tel: 347-3872. Pres.: Ray Pendergraft.

**RECORDING STUDIOS—  
EQUIPMENT MANUFACTURERS**

Aerovox, 1100 Chestnut St., Burbank, Calif. 91503.  
Tel: (213) 849-5511. Sales Mgr.: William F. Jones.  
Chief product: Professional audio equip.

Altec Lansing 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) PR 4-2900. Sales: H. S. Morris; Adv. Mgr.: Glenn Malmé.  
Chief product: General audio equip.

Ampex, 401 Broadway, Redwood City, Calif. 94063.  
Tel: (415) 367-2011.  
Audio/Video Communications Div., Mktg. Mgr.: Leon Wortman.  
Chief product: Professional tape recorders, duplicators, accessories.

Magnetic Tape Div., Nat'l Sales Mgr.: Brian Trankle.  
Chief product: Raw tape, lubricated tape.

Consumer & Educational Prods. Div., 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. Mktg. Mgr.: John H. Trux.  
Chief product: Open reel, 4 & 8-tr. cartridge and cassette recorded tapes.

AUDIO DEVICES, 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. VP: Herman Kornbrodt; Sales Mgr.: Richard H. Vaughan; Mktg. Mgr.: Rolf Haag.  
Chief product: Discs, needles, tape cartridges. (SEE ADVERTISEMENT)

Audio Magnetics, 915 Westchester Ave., Bronx, N.Y. 10459. Tel: (212) LU 9-3500. Cable: AUDIO-MATIC.  
Chief product: Tape duplicating equip.

Ballantine Labs., PO Box 97, Fanny Rd., Boonton, N.J. 07005. Sales Mgr.: R. C. Dorris.  
Chief product: Voltmeters & other electronic measuring instruments.

Benjamin Electric Sound, (EMI) 470 Park Ave. S., New York, N.Y. 10016. Tel: (212) 889-6800. Sales Mgr.: Murray Rosenberg.  
Chief product: Recorders, speakers, amplifiers.

F T C Brewer, 2400 W. Hayes St., Pensacola, Fla. 32505. Tel: (904) 433-7932. Owner: Frederic T. C. Brewer.

R T Bozak Mfg., PO Box 1166, Darien, Conn. 06820; 587 Connecticut Ave., Norwalk, Conn. 06854. Tel: (203) 838-6521.  
Chief products: Speakers.

C B S Labs, 227 High Ridge Rd., Stamford, Conn. 06905. Tel: (203) 327-2000. Pres.: P. C. Goldmark.  
Chief product: Recording automatic peak controller.

Concertone, 3962 Landmark St., Culver City, Calif. Tel: (213) 837-6133. Sales Mgr.: John J. Pacconi.  
Chief product: Tape deck & tape recorders.

Concord Electronic, 1935 Armacost Ave., West Los Angeles, Calif. 90025. Tel: (213) 478-2541.  
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. Sales Mgr.: Stephen Jackson.  
Chief product: Networks, attenuators, switches, lab measuring equip.

Dynaco, 3912 Powelton Ave., Philadelphia, Pa. 19104. Tel: (215) EV 6-9405. Sales Mgr.: R. Tucker.  
Chief product: Amplifiers, preamplifiers, tuners, microphones.


E M I (see Benjamin Electric Sound).  
Electro-Voice, 600 Cecil St., Dept. W., Buchanan, Mich. 49107. Tel: (616) 695-6831. Pres.: Albert Kahn; VP Sales: Lawrence Le Kashman.  
Chief product: Microphones, speakers, needles, cartridges.

Fairchild Rec'g Equip., 10-40 45 Ave., Long Island City N.Y. 11101. Tel: (212) ST 4-6163. Sales Admin.: M. P. McLaughlin.  
Chief product: General audio equip.

FINEBILT MFG., 931 N. Citrus Ave., Hollywood, Calif. Tel: (213) HO 6-9511.  
Chief product: Consoles. (SEE ADVERTISEMENT)

Fisher Radio, 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Mktg. Mgr.: Norman Sanders.  
Chief product: Amplifiers, tuners, speaker systems.

*continued on page 160*

**Snyder** 

**ALBUM CO.**

★ FABRICATORS  
★ PRINTING  
★ CUSTOM DESIGNING  
★ 7", 12" SIZE  
★ RECORD MAILERS


45 RPM PAPER SLEEVES  
★ ★ ★

FOR TOPS IN SERVICE &  
QUALITY PERFORMANCE, CONTACT:  
**(919) 722-6768**  
3083 INDIANA AVE.  
WINSTON-SALEM, N. C. 27105

PRICE LIST & BROCHURE  
ON REQUEST

**MAD  
MOD  
POSTERS**  
FEATURING  
JEFFERSON  
AIRPLANE  
MOJO MEN  
ANIMALS  
BYRDS  
MONKEES  
& MANY MORE!

**GET OUT  
OF  
SATURDAY JUNE 2  
ECTODELIC TRIP GIVIG AUDITORIUM \$2.25-9PM**



**WORLD RADIO HISTORY**

List each. ■ 40% discount  
■ Minimum order \$10.00 net  
■ Full-color posters 17" x 22" Shipped flat.

Wire your order to: **Fearon Publishers, 2165 Park Blvd., Palo Alto, Calif. 94306 Tel: 415-327-8550**

continued

General Electric (admin. offices), 570 Lexington Ave., New York, N.Y. 10022. Tel: (212) PL 1-1311.  
 Consumer Electronics Div., Electronics Park, Syracuse, N.Y. 13201.  
 Audio Products Dept., 2200 N. 22 St., Decatur, Ill. 62525. Tel: (217) 428-4311. Mktg. Mgr.: Jack L. Hunter.  
 Major Television Div., Electronics Park, Syracuse, N.Y. 13201. Tel: (315) 456-0123. Mktg. Mgr.: Steven R. Mihalic.  
 Personal Television Dept., College Blvd., Portsmouth, Va. 23705. Mktg. Mgr.: J. L. Myers.  
 Radio Receiver Dept., 1001 Broad St., Utica, N.Y. 13501. Tel: (315) SW 7-0750. Mktg. Mgr.: Charles W. Kepler.  
 Visual Communications Products Dept., Electronics Park, Syracuse, N.Y. 13201. Mktg. Mgr.: William B. Gaither.  
**Chief product:** General audio equip.  
 General Radio, 22 Baker Ave., West Concord, Mass. 01780. Tel: (617) EM 9-4400. Sales Mgr.: L. J. Chamberlain.  
**Chief product:** Test equip.  
 Harvey Radio, 2 W. 45 St., New York, N.Y. Tel: (212) JU 2-1500. Sales Mgr.: Eli Passin.  
**Chief product:** General recording equip.  
 Hewlett-Packard, 1501 Page Mill Rd., Palo Alto, Calif. 94304. Tel: (415) 326-7000. Chief Exec.: D. Packard.  
**Chief product:** Electronic test instruments.  
 I T Cannon, 3208 Humbolt St., Los Angeles, Calif. 90031. Tel: (213) 225-1251. Pres.: J. Yunker.  
**Chief product:** Plugs, accessories.  
 Koss Electronics (Rek-o-Kut), 2227 N. 31 St., Milwaukee, Wis. 53208. Tel: (414) 444-9442. Sales Mgr.: G. Cornehlis.  
**Chief product:** Turntables, headphones.  
 Kulka Electro-Acoustics, 5 Perego Terr., Suite 5, San Francisco, Calif.  
**Branch:** San Francisco, Calif., 665 Harrison St. Zip: 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka.  
**Chief product:** Recording consoles, amplifiers of solid state circuitry.  
 Lang Electronics, 507 Fifth Ave., New York, N.Y. 10017. Tel: (212) MU 2-7147. Pres.: Lou Lang.  
**Chief product:** Tape duplicating systems.  
 Langevin, 1801 E. Carnegie Ave., Santa Ana, Calif. Tel: (714) 546-8830. Sales Mgr.: J. Swanson.  
**Chief product:** General audio equip.  
 James B. Lansing Sound, 3249 Casitas Ave., Los Angeles, Calif. 90039. Tel: (213) NO 5-4101. Pres.: W. Thomas.  
**Chief product:** Speakers, amplifiers.

McIntosh Lab., 2 Chambers St., Binghamton, N.Y. 13903. Tel: (607) 723-3512. Sales Mgr.: G. Gow.  
**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.  
 Norelco, Prof. Sound Prods. Div., 100 E. 42 St., New York, N.Y. 10017. Tel: OX 7-3600. Mgr.: A. Brakhan.  
**Chief product:** Microphones.  
 Orion Prods., 154 San Lazaro Ave., Sunnyvale, Calif. 94086. Tel: 245-4479. Pres.: Jack K. Willis.  
**Chief product:** Cartridge loaders & tape evaluating equipment.  
 Pickering, 101 Sunnyside Blvd., Plainview, L.I., N.Y. 11803. Tel: (516) OV 1-0200. Sales Mgr.: Tom Donohue.  
**Chief product:** Stylus cartridges.  
 Pultec (Pulse Techniques), 1411 Palisades Ave., West Englewood, N.J. Tel: (201) TE 7-2575.  
**Chief product:** General audio equip.  
 H. H. Scott, 111 Powder Mill Rd., Maynard, Mass. Tel: (617) 897-8801. Sales Mgr. W. Glaser.  
**Chief product:** Amplifiers, speakers, receivers, complete stereo music systems.  
 Scully Rec'g Instruments, 480 Bunnell, Bridgeport, Conn. Tel: (203) 335-5146. Contact: Lawrence J. Scully.  
**Chief product:** Recording instruments, disc cutting lathes, tape machines.  
 Sennheiser Electronic, 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:** Amplifiers.  
 Shure Bros., 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) DA 8-9000.  
**Chief product:** Microphones, microphone mixers, playback cartridges, headphone amplifiers, preamplifiers.  
 Sony (see Superscope).  
 Stanton Magnetics, Terminal Dr., Plainview, L.I., N.Y. Tel: (516) 681-0200. NYC Tel: (212) HI 5-0063. Sales Mgr.: C.R. Bennett.  
**Chief product:** Stylus cartridges, tone arms, turntables.

Superscope (Sony), 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 875-0810. Sales Mgr.: Fred Tushinsky; Pub Dir.: Elyn S. Rankell.  
**Branch: Woodside Queens, N.Y. 37-09 56 St.** Zip: 11377. Tel: (212) 446-7227. VP Sales: Ellis G. Rosen.  
**Chief product:** Recorders, tapes, microphones.  
 3 M, 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110.  
**Chief product:** Tapes, recorders.  
 UNITED ELECTRIC & ENGINEERING, 8545 W. 64 St., Arvada, Colo. Contact: L. Edward Beisner. (SEE ADVERTISEMENT)  
 United Transformer, 150 Varick St., New York, N.Y. Tel: (212) AL 5-3500. Sales Mgr.: J. Barreca.  
 Sound Div., 809 Stewart Ave., Garden City, L.I., N.Y. 11533. Tel: (516) CH 8-6404. Sales Mgr.: J. Kowaller.  
**Chief product:** Transformers, speakers.  
 Weston Instruments, 614 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 243-4700. Field Sales Mgr.: F.F. Zoeller.  
**Chief product:** Electronic test equip.  
 Westrex, 1136 N. Las Palmas, Hollywood, Calif. 90038. Tel: (213) 466-7795. Pres.: Dale Livingston; Mgr.: George Brookes.  
**Chief product:** Professional magnetic & optical rec'g equip., mono & stereo disc cutting equip., densitometers & audio amplifying equip.

SHIPPING SERVICES

CALIFORNIA

- ALAMEDA (Area Code 415)  
 Record Servs. (div. of Motinvestor Org.), PO Box 1036. South Shore. Tel: 532-6432.
- LOS ANGELES METROPOLITAN AREA (Area Code 213)  
 ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel: 582-0841. (SEE ADVERTISEMENT)  
 American Talent Agency (see Consolidated Artists Bureau).  
 Cadet Rec., 5810 S. Normandie Ave. Tel: 753-2481.  
 Consolidated Artists Bureau, PO Box 411, San Fernando. Zip: 91341. Tel: DI 2-9109. Rep.: Mark Raymer.  
 Container-Kraft, 721 E. 61 St. Tel: 232-3281.

# FARFISA S.p.A.

42 engineers—165 technicians—1700 workers  
 are preparing the sounds of the future for you!

The biggest Italian industry and one of the biggest  
 in the world to produce:

- Electronic organs
- Amplifiers
- Electronic accordions
- Traditional accordions
- Harmoniums
- Guitars
- Pianos

WHERE MUSIC IS, FARFISA IS.

FARFISA S.p.A. P.O. Box 204, Ancona (Italy)

MONARCH REC. MFG., 4852-56 W. Jefferson Blvd.  
Tel: RE 2-6185. (SEE ADVERTISEMENT)  
Rainbo, 1041 N. Las Palmas, Hollywood. Tel: HO  
6-7516.

## GEORGIA

• **DECATUR** (Area Code 404)  
National Rec'g, 2871 E. Ponce De Leon Ave. Zip:  
30030. Tel: 378-2379. VP: Wendel. I. Parker.

## LOUISIANA

• **NEW ORLEANS** (Area Code 504)  
Andetes-Basand, 2627 Leonidas. Zip: 70118. Tel:  
861-7494.

## MARYLAND

• **BALTIMORE** (Area Code 301)  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Tel:  
433-0701. VP: Burgess MacNeal Jr. (SEE AD-  
VERTISEMENT)

## MICHIGAN

• **TROY** (Area Code 313)  
Stereodyne, 2810 Elliott. Zip: 48084. Tel: 585-1440.  
Pres.: D. R. Kraus.

## MINNESOTA

• **MINNEAPOLIS** (Area Code 612)  
Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

## MISSOURI

• **CAPE GIRARDEAU** (Area Code 314)  
James Floyd Ford, PO Drawer 839, JFFCO Bldg.  
Zip: 63701. Tel: 334-6308. Gen. Mgr.: Larry  
S. Kilbreath.

## MONTANA

• **MISSOULA** (Area Code 406)  
United Promos., 1401 Sherwood St. Zip: 59801.  
Tel: 549-1606.

## NEW YORK

• **NEW YORK CITY** (Area Code 212)  
R. D. Cortina, 136 W. 52 St. Tel: JU 2-3845.  
Schoenfelds Exp., 538 W. 35 St. Zip: 10001. Tel:  
BR 9-7730. Pres.: David Schoenfeld.

## OHIO

• **CINCINNATI** (Area Code 513)  
Counterpart Music, 2570 Harrison Ave. Tel: 481-  
6877.  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel:  
751-1910. Pres.: Sydney Nathan; Gen. Mgr.:  
Johnnie Miller. (SEE ADVERTISEMENT)

• **TOLEDO** (Area Code 419)

Pioneer Inds., PO Box 38. Sta. F. Zip 43610. Tel:  
691-2065.

## 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.

## TENNESSEE

• **NASHVILLE** (Area Code 615)  
Sound of Nashville, 160 Second Ave. S. Tel:  
244-1124.

## TEXAS

• **SAN ANTONIO** (Area Code 512)  
Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

## SLEEVES

## CALIFORNIA

• **ALAMEDA** (Area Code 415)  
Record Servs. (div. of Motives for Org.), PO Box  
1036, South Shore. Tel: 532-1684.

• **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)

ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel:  
582-0841. (SEE ADVERTISEMENT)  
BERT-CO ENTS., 1855 Glendale Blvd. Tel: 665-5137.  
(SEE ADVERTISEMENT)  
Container-Kraft, 721 E. 61 St. Tel: 232-3281.

## LOUISIANA

• **NEW ORLEANS** (Area Code 504)  
Superior Plastics, 748 Camp St. Zip: 70130. Tel:  
523-7474.

Billboard 1967-1968 International Music-Record Directory

## MASSACHUSETTS

• **SPRINGFIELD** (Area Code 413)  
U S Envelope, 21 Cypress St. Zip: 01101. Tel:  
736-7211.

## MICHIGAN

• **TROY** (Area Code 313)  
Stereodyne, 2810 Elliott. Zip: 48084. Tel: 585-  
1440. Pres.: D. R. Kraus.

## MINNESOTA

• **MINNEAPOLIS** (Area Code 612)  
Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

## NEW YORK

• **GREAT NECK, L. I.** (Area Code 516)  
Ivy Hill Litho., Community Dr. Tel: HU 7-0200.

• **HAUPPAUGE, L. J.** (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, 205 Park Ave. Tel: WE 1-6500.  
(SEE ADVERTISEMENT)

• **NEW YORK CITY** (Area Code 212)  
Equitable Bag, 45-50 Van Dam St., Long Island  
City. Zip: 11101. Tel: ST 6-0620.

FINE-TONE AUD. O PRODS., 7111 20 Ave., Brooklyn.  
Zip: 11204. Tel: CL 6-7876. (SEE ADVERTISE-  
MENT)

G A G (GEORGE ALEXANDER GROUP), 36-25 Prince  
St., Flushing. Tel: 886-5600. Pres.: Kev Deve-  
jian. (SEE ADVERTISEMENT)

LE-BO, 33-59 Vernon Blvd., Long Island City. Zip:  
11106. Tel: RA 1-8504. (SEE ADVERTISEMENT)

LEE-MYLES ASSOCS., 40 W. 57 St. Zip: 10019. Tel:  
PL 7-6630. (SEE ADVERTISEMENT)

ONE STOP SERV., 133 E. 84 St. Zip: 10028. Tel:  
288-4338. Mgr.: Adam Gary. (SEE ADVERTISE-  
MENT)

Queens Litho, 52-35 Barnett Ave., Long Island City.  
Zip: 11104. Tel: IL 7-7700.

Standard Machine, 476 Broome St. Tel: WA 5-9818.

## NORTH CAROLINA

• **WINSTON-SALEM** (Area Code 919)  
SNYDER ALBUM, 3083 Indiana Ave. Zip: 27105. Tel:  
722-6768. (SEE ADVERTISEMENT)

## OHIO

• **CINCINNATI** (Area Code 513)  
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel:  
751-1910. Pres.: Sydney Nathan; Gen. Mgr.:  
Johnnie Miller. (SEE ADVERTISEMENT)  
QUEEN CITY ALBUM, 2832 Spring Grove Ave. Tel:  
681-8400. (SEE ADVERTISEMENT)  
RITE REC. PROD'NS, 9745 Lockland Rd. Tel: 761-  
8844 (SEE ADVERTISEMENT)

## PENNSYLVANIA

• **PHILADELPHIA** (Area Code 215)  
Hodge Rec., 1314-24 S. Howard St. Zip: 19147. Tel:  
DE 6-7001.  
H. Royer Smith, 10 & Walnut Sts. Zip: 19107.  
Tel: WA 2-2023.

## TENNESSEE

• **NASHVILLE** (Area Code 615)  
Atlantic Envelope, PO Box 888. Zip: 37202.

## RECORD SLEEVES CUSTOM MANUFACTURING

Plain and Printed  
Record Mailers  
Planned Direct Mail Campaigns  
Envelope Division  
ST. REGIS PAPER CO.  
820 7th Ave. No. Nashville, Tenn.  
(615) 244-2330

St. Regis Paper, 820 Seventh Ave. N. Tel: 244-  
2330.

## POSTERS, PSYCHEDELIC

Sparta-Graphics Co., 434 E. William St., San Jose,  
Calif. Exec. VP: George Langford & Dave  
Schiller. Tel: (408) 295-9253.

FAMILY DOG POSTER PRODUCTIONS, 639 Gough St.,  
San Francisco, Calif. Pres.: Chef Helms. Co-  
Owners: Cliff Helms & Robert Cohn. Mgr.:  
Jack Johnson. Tel: (415) 346-0756. (SEE AD-  
VERTISEMENT)

Bill Graham Fillmore Auditorium, 1805 Geary Blvd.,  
San Francisco, Calif. Pres.: Bill Graham. Tel:  
(415) 922-3220.

BERKELEY BONAPARTE, PO Box 1250, Berkeley,  
Calif. 94701. Pres.: Cummings G. Walker. Tel:  
(415) 841-6743. (SEE ADVERTISEMENT)

FEARON PUBLISHERS, INC., 2165 Park Blvd., Palo  
Alto, Calif. 94306. Pres.: Mr. Kotensky. Tel:  
(415) 327-8550. (SEE ADVERTISEMENT)



## PRESSING COMPANY

# COMPLETE

## CUSTOM RECORD PRESSING SERVICE

## ALL SPEEDS LABELS PLATING

Fastest Service

CONTACT: CHARLIE ROMAGOS  
NEW ORLEANS (509) 367-8822  
91 1ST STREET, GRETNA, LA.

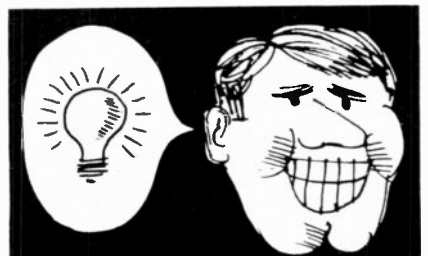
WHERE THE INDEPENDENTS  
MEET THE INDEPENDENTS

# MONARCH RECORD MFG. CO.

A Division of Jubilee Industries  
NOTED FOR QUALITY AND SERVICE

## YOUR INDEPENDENT RECORD PRESSING PLANT ON THE WEST COAST

4852 W. Jefferson Blvd.  
Los Angeles, Calif. 90016  
Area Code 213 — 732-6185



## CREATIVE SOUND!!!

Custom & Premium Records For:  
Fund Raising • Sales Promotions • Traffic Build-  
ing • Political Campaigns • Teaching • Self  
Liquidators • Door Openers • Wholesale Marketing  
... Lowest Prices!

CREATIVE SOUND, 9000 sunset boulevard  
los angeles, california 90069 (213) CR 1-4843

# Record Dealer Accessories & Supplies

## BROWSER BOXES

### CALIFORNIA

● **LOS ANGELES (Area Code 213)**  
Container-Kraft, 721 E. 61 St. Tel: 232-3281.

### ILLINOIS

● **CHICAGO (Area Code 312)**  
Seebro Prods., 2019 S. Michigan Ave. Tel: VI 2-8221. Pres.: Irving Siegal; VP & Gen. Sales Mgr.: Robert Siegal.

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

● **SKOKIE (Area Code 312)**  
Emesco, 5144 Main St. Tel: 676-3270.

### MICHIGAN

● **CHARLEVOIX (Area Code 616)**  
Freedman Artcraft, PO Box 228. Zip: 49720. Tel: 547-6501.

● **TROY (Area Code 313)**  
Stereodyne, 2810 Elliott. Zip: 48084. Tel: 585-1440. Pres.: D. R. Kraus.

### NEW JERSEY

● **NEWARK (Area Code 201)**  
Art-Phyl, 508 Frelinghuysen Ave. NYC Tel: (212) WO 4-2565.

### NEW YORK

● **EAST ROCKAWAY, L. I. (Area Code 516)**  
Guy Barry Ents., 13 Wesley Dr. Tel: FR 4-6772.

● **MERRICK, L. I. (Area Code 516)**  
Wiremaster Corp. of America, 10 Kees Pl. Tel: MA 3-3629. Dir.: Guy Barry.

● **NEW YORK CITY (Area Code 212)**  
FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn. Zip: 11204. Tel: CL 6-7876. (SEE ADVERTISEMENT)

Kirsch Music, 15-28 127 St., Flushing. Zip: 11356. Tel: HI 5-7200.  
Olympia Mfg., 239 W. 18 St. Tel: 989-7200.

## CARRYING CASES— RECORD & TAPE

### CALIFORNIA

● **LOS ANGELES (Area Code 213)**  
Advance Paper Box, 1900 W. 62 St. Tel: PL 1-4141. Capitol Rec. Dist., 1750 N. Vine, Hollywood. Zip: 90028. Tel: 462-6251. Special Prods. Mgr.: Gris Beucler; Special Prods. Sales Mgr.: Roger Brown.

● **TEMPLE CITY (Area Code 213)**  
Corsair-Continental, 5528 N. Rosemead Blvd. Tel: 287-3005. Contact: Ann MacKenzie.

### DISTRICT OF COLUMBIA

● **WASHINGTON (Area Code 202)**  
Saxitone, 1776 Columbia Rd. N.W. Zip: 20009.

### ILLINOIS

● **CHICAGO (Area Code 312)**  
Seebro Prods., 2019 S. Michigan Ave. Tel: VI 2-8221. Pres.: Irving Siegal; VP & Gen. Sales Mgr.: Robert Siegal.

### MISSOURI

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

### MISSOURI

● **EXCELSIOR SPRINGS (Area Code 816)**  
AVSCO, Hwy. 69 & Corum Rd. Zip: 64024. Tel: TH 7-6050 & ME 7-2114. (SEE ADVERTISEMENT)

### NEW JERSEY

● **NEWARK (Area Code 201)**  
Art-Phyl, 508 Frelinghuysen Ave. NYC Tel: (212) WO 4-2565.

### NEW YORK

● **PERTH AMBOY (Area Code 201)**  
Charter Inds., 224 Washington St. Zip: 08862. Tel: 442-3510. Exec. VP: William V. Buchanan.

### NEW YORK

● **EAST ROCKAWAY, L. I. (Area Code 516)**  
Guy Barry Ents., 13 Wesley Dr. Tel: FR 4-6772.

● **MERRICK, L. I. (Area Code 516)**  
Wiremaster Corp. of America, 10 Kees Pl. Tel: MA 3-3629. Dir.: Guy Barry.

● **NEW YORK CITY (Area Code 212)**  
Coast Mfg., 105-23 New York Blvd., Jamaica. Zip: 11433. Tel: 297-8383.

Decca, 619 W. 54 St. Zip: 10019. Tel: PL 7-2000. FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn. Zip: 11204. Tel: CL 6-7876. (SEE ADVERTISEMENT)

LE-BO, 33-59 Vernon Blvd., Long Island City. Zip: 11106. Tel: RA 1-8504. (SEE ADVERTISEMENT)

Olympia Mfg., 239 W. 18 St. Tel: 989-7200. Selective Prods., 49 E. 41 St. Zip: 10017. Tel: MU 7-4185. VP: S. Emmer.

### OHIO

● **AKRON (Area Code 216)**  
Stereo Prods. Mfg., 72 W. Market St. Zip: 44308. Tel: 434-6666. Pres.: B. J. Liberman.

## CATALOG SERVICES

### CALIFORNIA

● **LOS ANGELES (Area Code 213)**  
List-O-Tapes, 2720 Beverly Blvd. Zip: 90057. Tel: 385-4211.

Phonolog, 2720 Beverly Blvd. Zip: 90057. Tel: 385-4211.

Tape Parade, 2720 Beverly Blvd. Zip: 90057. Tel: 385-4211.

### ILLINOIS

● **MOUNT PROSPECT (Area Code 312)**  
One-Spot, 701 E. Prospect Ave. Zip: 60056. Tel: 392-1720.

### MASSACHUSETTS

● **BOSTON (Area Code 617)**  
Schwann Rec. Catalog, 137 Newbury St. Tel: CO 6-6211.

### NEW JERSEY

● **HACKENSACK (Area Code 201)**  
Olsen Catalog of Golden Oldies, 304 Main St. Zip: 07601. Tel: DI 3-8285.

### NEW YORK

● **NEW YORK CITY (Area Code 212)**  
Decca, 619 W. 54 St. Zip: 10019. Tel: PL 7-2000. Harrison Tape Catalogues, 274 Madison Ave. Tel: MU 5-5383.

Queens Litho, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: IL 7-7700.

### PENNSYLVANIA

● **PHILADELPHIA (Area Code 215)**  
Recordaid, PO Box 5765. Zip: 19120. Tel: 924-6936.

● **READING (Area Code 215)**  
Roman Ents., 10 South St. Zip: 19602. Tel: 372-2948. Owner: Carlo Roman.

*continued on page 164*

## JOIN the TAPE CARTRIDGE REBELLION!

### WITH **RECOTON**

#1 IN ACCESSORIES FOR THIS FAST GROWING MARKET



**AUTO AND HOME**



**8 TRACK  
Cat. #68TC**

Plugs into cigarette lighter. Fully transistorized solid state circuit. Handy storage case.

Specially designed brush to reach all tape heads



**TAPE CARTRIDGE PLAYER  
MAINTENANCE KIT  
Cat. #63TC**

Write for information to

**"BEEPER CLEANER"  
Tape Head  
Cleaning Cartridge**

Leave cartridge in for 3 beeps. Cleans tape head instantly. Blister packed. Easy to use.

Also available in bulk (Individually sleeved)  
Order as Cat. No. #68TCB and No. #69TCB.



**AUTO TAPE  
CARTRIDGE HEAD  
DEMAGNETIZER  
Cat. #66TC**

Keeps dust & dirt out of open end of cartridge. Inexpensive protection for expensive cartridges. Fits all 4 and 8 track cartridges.



**4 TRACK  
Cat. #69TC**

A must for all Auto Tape Players—maintain original sound quality. Prevent distorted sound and background noise.



**TAPE CARTRIDGE  
DUST SHIELDS  
Package of 4 Cat. #65TC**

## RECOTON CORPORATION

46-23 Crane Street  
Long Island City, N. Y. 11101  
or call us collect—212-EX 2-6442

ONE BEST MANUFACTURING SOURCE for Diamond Needles, Record Accessories, Tape Accessories, Recording Tape, Spindles and Guitar Accessories.



Sales are PSYCHEDELIC\*  
 WITH AMBERG'S "NOW" GENERATION RECORD/TAPE CARRYING CASES

\*OUT OF THIS WORLD

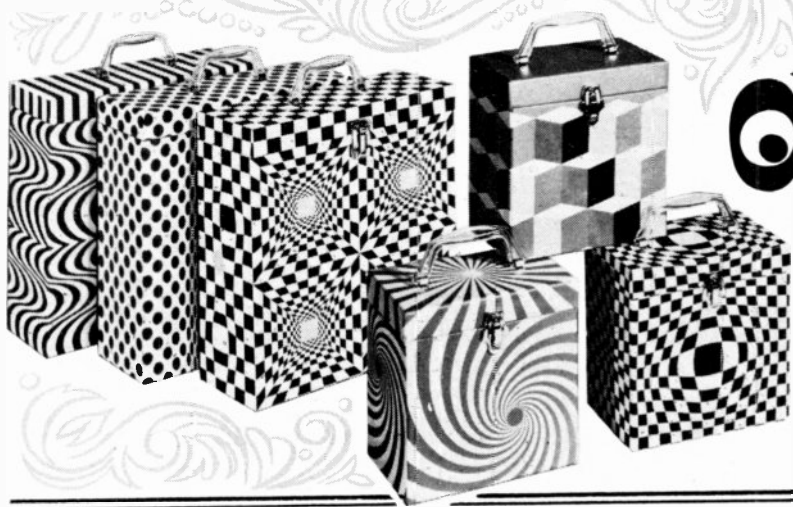


**Ampak** CARRYING CASES FOR AUTO TAPE CARTRIDGES  
 Portable Protection and easy accessibility are the features of these new cartridge tape cases. Lid stays open. Holds 10 cartridges in individual cells. Assorted colors and styles. Write for complete information and prices.

*Ampak* DELUXE Top-of-the-Line — in Quality, Style and Packaging. Handsome AMPAK Deluxe features extra heavyweight construction and heavy-duty handle. Lid has silver-stamped, padded top. Interiors are fully lined — bottom and inside lid. Holds 10 cartridges. The new extra large Ampak Deluxe case holds 15 cartridges.



**Platter-pak** PHONOGRAPH RECORD CASES   
 A style and color to suit everyone. Platter-Pak record carrying cases are available in either 45 or 33 rpm sizes and a range of designs and colors for every taste. Sturdy construction and covered in genuine Kivar, plastic-coated and moisture-resistant material. We'll be happy to send you additional information on these outstanding sellers.



**OP-ART RECORD CASES**

Brite and bold Op-Art Record Cases zero in on today's buying public. Great appeal to the generation that's tuned in on today's record bonanza. You'll have a fast turnover on these hot items from Amfile. Op-Art Record Cases are sturdily built and covered in beautiful designs of Kivar material. Write for swatches and prices on these wild sellers!

Write NOW for complete literature

**Amfile**®

AMBERG FILE and INDEX COMPANY  
 Kankakee, Illinois 60901 • Call Collect 815/933-3351

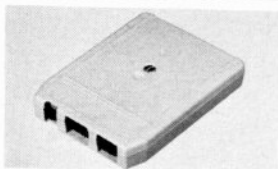
**Le-Bo**

**YOUR #1 SOURCE FOR:**

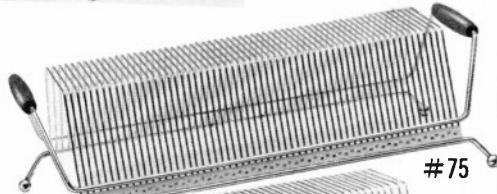
- RECORD RACKS
- RECORD ACCESSORIES
- GUITAR ACCESSORIES
- TAPE ACCESSORIES
- BROWSER DIVIDER CARDS — White & Black Plastic
- PEGBOARD POCKETS



#127



**NEW TAPE  
CARTRIDGE  
HEAD CLEANER,  
TA 26**



#75



#45 RR

For all your needs,  
come to LE-BO first!  
We have the most extensive  
line of accessories.

For full information, contact —  
**LE-BO PRODUCTS CO., INC.** 33-59 Vernon Blvd.  
Long Island City, N. Y. 11106 212-721-8504

*continued*

**CLEANERS, CLOTHS, BRUSHES**

**CALIFORNIA**

- **LOS ANGELES (Area Code 213)**  
Capitol Rec. Dist., 1750 N. Vine, Hollywood. Zip: 90028. Tel: 462-6251. Special Prods. Mgr.: Oris Beucler; Special Prods. Sales Mgr.: Roger Brown.  
Raynor Sales, 2663 W. Pico Blvd. Zip: 90006. Tel: 386-3011. Owner: Ray Abrams.  
RECOTON, c/o Marshank Sales, 7422 Melrose Ave. (SEE ADVERTISEMENT)

• **SAN FRANCISCO & BAY AREA (Area Code 415)**

Corey of California, 930 Linden Ave., South San Francisco. Tel: 761-0447 & 583-9682. Sales Mgr.: George J. Rockson.

**FLORIDA**

- **MIAMI (Area Code 305)**  
Duotone, 6875 S.W. 81 St., South Miami. Tel: 665-1121.

**ILLINOIS**

- **CHICAGO (Area Code 312)**  
Fidelitone, 6415 N. Ravenswood Ave. Tel: BR 4-0075.  
Seebro Prods., 2019 S. Michigan Ave. Tel: VI 2-8221. Pres.: Irving Siegal; VP & Gen. Sales Mgr.: Robert Siegal.

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

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

**MASSACHUSETTS**

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

**NEW JERSEY**

- **CLIFTON (Area Code 201)**  
Walco-Linck, 1234 State Hwy. 46. Tel: 471-1070.

**NEW YORK**

- **NEW YORK CITY (Area Code 212)**  
FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn, Zip: 11204. Tel: CL 6-7876. (SEE ADVERTISEMENT)  
Kirsch Music, 15-28 127 St., Flushing. Zip: 11356. Tel: HI 5-7200.  
LE-BO, 33-59 Vernon Blvd., Long Island City. Zip: 11106. Tel: RA 1-8504. (SEE ADVERTISEMENT)  
Lektrostat, 845 Edgewater Rd., Bronx. Zip: 10474. Tel: 323-7700.  
Le Mire Prods., 204 W. 55 St. Zip: 10019. Tel: CI 7-3818.  
Olympia Mfg., 239 W. 18 St. Tel: 989-7200.  
RECOTON, 46-23 Crane St., Long Island City. Zip: 11101. Tel: EX 2-6442. (SEE ADVERTISEMENT)

- **PLAINVIEW, L. I. (Area Code 516)**  
Industrial Formulations, 30 Dupont St. Zip: 11803. Tel: 681-1780. Pres.: William A. Discount.

- **WYANDANCH, L. I. (Area Code 516)**  
Tone-King, 354 Long Island Ave. Zip: 11798. Tel: MI 3-8333.

**OHIO**

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

**NEEDLES**

**CALIFORNIA**

- **LOS ANGELES (Area Code 213)**  
Capitol Rec. Dist., 1750 N. Vine, Hollywood. Zip: 90028. Tel: 462-6251. Special Prods. Mgr.: Oris Beucler; Special Prods. Sales Mgr.: Roger Brown.  
Raynor Sales, 2663 W. Pico Blvd. Zip: 90006. Tel: 386-3011. Owner: Ray Abrams.  
RECOTON, c/o Marshank Sales, 7422 Melrose Ave. (SEE ADVERTISEMENT)

**FLORIDA**

- **MIAMI (Area Code 305)**  
Duotone, 6875 S.W. 81 St., South Miami. Tel: 665-1121.

**PARAMOUNT WIRE PRODUCTS**

**Royal Record Racks and Stands  
DIVIDER CARDS & DISPLAYS**

For information write:

**PARAMOUNT WIRE PRODUCTS**

**Joseph D. Winston**

President

5164 Alcoa Avenue, Los Angeles, California 90058  
(213) 589-5721

**ORDER  
YOUR  
EXTRA  
BUYER'S  
GUIDES  
NOW!**

Limited supplies available.

**Soft-covered edition — \$5.00**

**or new hard-bound  
personalized edition — \$7.50**

(See bind-in card in this issue  
for complete details)

Send your request  
and payment to:

**BILLBOARD—Box BG  
2160 Patterson Street  
Cincinnati, Ohio 45214**

**ILLINOIS**

• **CHICAGO (Area Code 312)**  
Fidelitone, 6415 N. Ravenswood Ave. Tel: BR 4-0075.  
Seebro Prods., 2019 S. Michigan Ave. Tel: VI 2-8221.  
Pres.: Irving Siegal; VP & Gen. Mgr.: Robert Siegal.

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

**MASSACHUSETTS**

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

**MICHIGAN**

• **BUCHANAN (Area Code 616)**  
Electro-Voice, 600 Cecil St., Dept. W. Zip: 49107.  
Tel: 695-6831. Pres.: Albert Kahn; VP, Sales:  
Lawrence LeKashman.

**NEW JERSEY**

• **CLIFTON (Area Code 201)**  
Walco-Linck, 1234 State Hwy. 46. Tel: 471-1070.

**NEW YORK**

• **NEW YORK CITY (Area Code 212)**  
American Laubscher, 250 W. 57 St. Tel: JU 6-7474.  
Decca, 619 W. 54 St. Zip: 10019. Tel: PL 7-2000.  
FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn,  
Zip: 11204. Tel: CL 6-7876. (SEE ADVERTISE-  
MENT)

LE-BO, 33-59 Vernon Blvd., Long Island City. Zip:  
11106. Tel: RA 1-8504. (SEE ADVERTISEMENT)  
Olympia Mfg., 239 W. 18 St. Tel: 989-7200.  
RECOTON, 46-23 Crane St., Long Island City. Zip:  
11101. Tel: EX 2-6442. (SEE ADVERTISEMENT)

• **TUCKAHOE (Area Code 914)**  
Aldshir Mfg., 111 Lake Ave. Tel: SP 9-1297.

• **WYANDANCH, L. I. (Area Code 516)**  
Tone-Kina, 354 Long Island Ave. Zip: 11798. Tel:  
MI 3-8333.

**OHIO**

• **CONNEAUT (Area Code 216)**  
Astatic, Harbor & Jackson Sts. Zip: 44030. Tel:  
599-6916.

**PENNSYLVANIA**

• **SCRANTON (Area Code 717)**  
R. A. Plotkin, Elmhurst & Watres Dr. Zip: 18510.  
Tel: 347-8429.

**RACK MANUFACTURERS****CALIFORNIA**

• **LOS ANGELES (Area Code 213)**  
Capitol Recs. Dist., 1750 N. Vine, Hollywood. Zip:  
90028. Tel: 462-6251. Special Prod. Mgr.: Oris  
Beucler; Special Prod. Sales Mgr.: Roger Brown.  
Custom Rec. Mfg., 5810 S. Normandie. Tel: PL  
0-3310.  
PARAMOUNT WIRE PRODS., 5164 Alcoa Ave. Tel: LU  
9-5721. (SEE ADVERTISEMENT)

**ILLINOIS**

• **CHICAGO (Area Code 312)**  
Seebro Prods., 2019 S. Michigan Ave. Tel: VI  
2-8221. Pres.: Irving Siegal; VP & Gen. Sales  
Mgr.: Robert Siegal.

**MICHIGAN**

• **CHARLEVOIX (Area Code 616)**  
Freeman Aircraft, PO Box 228. Zip: 49720. Tel:  
547-6501.

**NEW JERSEY**

• **NEWARK (Area Code 201)**  
Art-Phyl, 508 Frelinghuysen Ave., NYC. Tel: (212)  
WO 4-2565.

**NEW YORK**

• **EAST ROCKAWAY, L. I. (Area Code 516)**  
Guy Barry Ents., 13 Wesley Dr. Tel: FR 4-6772.

• **MERRICK, L. I. (Area Code 516)**  
Wiremaster Corp. of America, 10 Kees Pl. Tel: MA  
3-3629. Dir.: Guy Barry.

• **NEW YORK CITY (Area Code 212)**

Art & Industry, 43 W. 27 St. Tel: 889-4551.  
FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn.  
Zip: 11204. Tel: CL 6-7876. (SEE ADVERTISE-  
MENT)

LE-BO, 33-59 Vernon Blvd., Long Island City. Zip:  
11106. Tel: RA 1-8504. (SEE ADVERTISEMENT)

Olympia Mfg., 239 W. 18 St. Tel: 989-7200.

RECOTON, 46-23 Crane St., Long Island City. Zip:  
11101. Tel: EX 2-6442. (SEE ADVERTISEMENT)

**TITLE STRIPS****CALIFORNIA**

• **LOS ANGELES (Area Code 213)**  
BERT-CO ENTS., 1855 Glendale Blvd. Tel: 665-5137.  
(SEE ADVERTISEMENT)  
PARAMOUNT WIRE PRODS., 5164 Alcoa Ave. Tel:  
LU 9-5721. (SEE ADVERTISEMENT)

**ILLINOIS**

• **SKOKIE (Area Code 312)**  
Merchandising Serv., PO Box 613. Zip: 60076. Tel:  
676-3270. Gen. Mgr.: J. McDonald.

**MICHIGAN**

• **NEW HAVEN (Area Code 313)**  
Sound, Inc., 56880 North Ave. Tel: 749-5182.

**NEW JERSEY**

• **NEWARK (Area Code 201)**  
Art-Phyl, 508 Frelinghuysen Ave., NYC. Tel: (212)  
WO 4-2565.

Hit Program Serv., 1175 Broad St. Zip: 07114. Tel:  
BI 3-0222.

STERLING, 1175 Broad St. Zip: 07114. Tel: 243-  
0222. NYC Tel: (212) 682-7783. (SEE ADVER-  
TISEMENT)

**NEW YORK**

• **HAUPPAUGE, L. I. (Area Code 516)**  
Globe Albums, Cardinal Ind'l Park Zip: 11788. Tel:  
234-1100. Pres.: Lee Halpern.

**PENNSYLVANIA**

• **PITTSBURGH (Area Code 412)**  
STAR, 842 Western Ave. Tel: 231-4314. (SEE AD-  
VERTISEMENT)



# WHAT AILS YOUR SALES!

**FINE-TONE CAN RENDER THE PRESCRIPTION YOUR STORE NEEDS  
FOR THOSE SICK SLOW MONTHS AND HELP MAKE THE GOOD MONTHS REALLY GREAT**  
*The Record Shops Big Profits Are in Accessories and Tapes*

**DIAMOND NEEDLES**

Recoton • Ronette • Walco  
Ronette Open End Mono & Stereo  
69c.\* All Recoton Diamonds \$1.25 ea.  
Plus a Ronette Mono or Stereo Sap-  
phire FREE\*

**PHONO CARTRIDGES**

Astatic • Electro-Voice • G.E. • BSR  
• Acos • Shure • Vaco • Sonotone  
• Pickering • Audio Empire •  
Euphonics • Norelco • R.C.A. •  
Zenith, etc. Most popular German  
and Japanese cart. =13 T Astatic  
or EV =13 \$1.95.\*

**45 R.P.M. SPINDLES**

From Admiral to Zenith  
55 Different Models  
BSR Short Flat UA 40 or 50, 55c\*

**\*OPENING ORDERS ONLY**

All prices quoted f.o.b. Brooklyn.  
Terms: net 30 days to rated ac-  
counts. Prices subject to change  
without notice.

**RECORD CARRYING CASES**

21 FIBERBOARD MODELS  
=521-12 With Index for 50-45's 65c\*  
Packed 24 Assorted Per Carton

10 WOOD MODELS  
=70-12" for 50 LP's.....\$3.50\*  
Packed 6 Assorted Per Carton

8 METAL MODELS  
=C7 With Index for 60-45's \$2.15\*  
Packed 6 Assorted Per Carton

4 LEATHER TYPE MODELS  
=LC12 for 30 LP's.....\$2.99\*  
Packed 6 Assorted Per Carton

NEW OP-ART FIBERBOARD CASES  
=740-7" for 50-45's, with Index  
Min. 12 .....80c ea.  
=1260-12" for 30 LP's, Min. 6

NEW MOD ROUND PLASTIC CASES  
5 Colors—Stripes—Dots & Solids

Cloth \$1.00 List,  
Min. 25 Pcs. ....10c ea.\*

Brushes \$1.00 List,  
Min. 25 Pcs. ....12c ea.\*

**RECORD RACKS—BLACK & BRASS**

10—TABLE TOP MODELS  
=60E Holds 60 LP's  
or 120 45's .....75c\*  
Packed 12 Per Carton

20—Two Tier Floor Models  
=R53 Holds 130 LP's .....\$2.25\*  
Packed 4 Per Bundle

10—PHONO & RECORD TABLES  
In Black • Brass & Wood Combina-  
tions

10—WOOD RECORD CABINETS  
Top Quality, 6 Different Wood  
Finishes

**RECORD ACCESSORIES**

Insert—Plastic & Metal • Centers •  
Domes • Turntable Pads • Brushes •  
Brush plus Lift • Disk Whisk •  
Cloths • Cloth & Brush • Spray  
Cans • Spray Kits • Polyethylene  
Sleeves • Lektrostat • Brower Di-  
vider Cards & Boxes • Record Al-  
bums • Green & White Stock En-  
velopes

**MICROPHONES**

Astatic • Electro-Voice • Shure •  
Sonotone & Japanese Model  
Lapel Type .....69c\*

**MICROPHONE ACCESSORIES**

Atlas & Japanese Mike Stands •  
Jacks • Plugs • Cords, Etc.

**GUITAR ACCESSORIES**

Strings • Picks • Amplifiers •  
Bags, Straps • Capos, Etc.  
Goya • La Bella • Herco, Etc.

**HOT NEW ITEM**

Disc O Frames  
Frame Your Favorite LP's

**BATTERIES**

Eveready & Maxcel—Discounted  
=216 Eveready 9 Volt.....31c\*

**RECORD CHANGERS**

BSR • GARRARD • VM, Etc.



## FINE-TONE AUDIO PRODUCTS CO., INC.

7111—20th Avenue, Brooklyn, N. Y. 11204

Telephone (212) CL 6-7876

See Our Ad in Tape Section

# Festivals: U.S.

Alphabetized Within Each State Only  
The key to this list is as follows:

**NAME OF FESTIVAL (type)**

Director

Hall (seating capacity)

 Office address during festival—  
Phone number

Dates of festival

 Address at other times—  
Phone number

City of festival site

 (x) Indicates that the information was  
not made available.

## ALASKA

**ALASKA FESTIVAL OF MUSIC (classical)**

Robert Shaw, dir.  
Romig Hill Aud. 2000  
Year-round add.: P.O. Box 325,  
Anchorage, Alaska 99501; 272-3022  
June 9-22, 1967  
Fest. site: Anchorage

## ARKANSAS

**INSPIRATION POINT FINE ARTS COLONY FESTIVAL (opera, orchestra, dance, drama)**

Duane Cline, exec dir.  
Colony Grounds 600  
Year-round add.: Inspiration Point Fine Arts  
Colony, Inc., Eureka Springs, Ark. 72632;  
(501) CL 3-8595  
July 19-30, 1967  
Fest. site: Eureka Springs

## CALIFORNIA

**CABRILLO MUSIC FESTIVAL (orchestral, chamber music, opera)**

Gerhard Samuel, dir.  
Cabrillo College Theatre 541  
Year-round add.: 6500 Soquel Dr.,  
Aptos, Calif. 95003; (408) 475-6000  
August 18-27, 1967  
Fest. site: Aptos

**CARMEL BACH FESTIVAL (baroque, opera)**

Sandor Salgo, dir.  
Sunset Aud. 786  
Year-round add.: Box 503, Carmel, Calif.  
93921; (408) 624-3437, 1521  
July 21-30, 1967  
Fest. site: Carmel

**MONTEREY JAZZ FESTIVAL (jazz)**

Jimmy Lyons, gen. mgr.  
County Fairgrounds 7000  
Year-round add.: P.O. Box "Jazz," Monterey,  
Calif. 93940; (408) 373-2961  
September 1967  
Fest. site: Monterey

**MUSIC AT THE VINYARDS (classical, opera)**

Norman N. Fromm, dir.  
Outdoor Theatre 800  
Year-round add.: 1255 Post St., Suite 505,  
San Francisco, Calif. 94109; (415) 776-7810  
June-August 1967  
Fest. site: Saratoga

**MUSICAL ARTS SOCIETY (classical)**

Milton Katims, dir.  
Sherwood Hall 500  
Year-round add.: Box 864, La Jolla, Calif.  
92037; (714) 454-2747  
July 2-30, 1967  
Fest. site: La Jolla

**OJAI FESTIVALS (classical, modern)**

Pierre Boulez, cond.; Lawrence Morton, dir.  
Outside Bowl 1000  
201 S. Signal St., Ojai, Calif. 93023;  
(805) 646-2094  
May 19-21, 1967  
Winter add.: P.O. Box 185, Ojai, Calif. 93023  
Fest. site: Ojai

**REDLANDS BOWL MUSIC FESTIVAL (classical, opera, folk)**

Charles D. Perlee, coord.  
Redlands Bowl 5000  
Year-round add.: P.O. Box 466, Redlands,  
Calif. 92373; (714) 793-2728  
June 27-August 25, 1967  
Fest. site: Redlands

**STERN GROVE MIDSUMMER MUSIC FESTIVAL (classical)**

Elizabeth D. Eastlund, exec. sec.  
Sigmund Stern Grove 20,000  
Year-round add.: 2100 Pacific Ave., San  
Francisco, Calif. 94115; (415) OR 3-4215  
June-August 1967  
Fest. site: San Francisco

## COLORADO

**ASPEN MUSIC FESTIVAL (classical, opera)**

James N. Cain, dir.  
Aspen Amphitheatre (x)  
Box AA, Aspen, Colo. 81611; (303) 925-3254  
June 26-August 27, 1967  
Winter add.: 111 W. 57th St., New York, N.Y.  
10019; (212) LT 1-2196  
Fest. site: Aspen

**CENTRAL CITY OPERA FESTIVAL (opera)**

Emerson Buckley, dir.  
Central City Opera House 800  
Central City (303) 2100 (no direct dial)  
June 24-July 29, 1967  
Winter add.: 200 W. 14th Ave., Denver, Colo.  
80204; (303) 623-7167  
Fest. site: Central City

## CONNECTICUT

**BERKSHIRE QUARTET AT MUSIC MOUNTAIN (classical)**

Urico Rossi, dir.  
Concert Hall 300  
Falls Village, Conn. 06031; (203) 824-7126  
July 1-September 2, 1967  
Winter add.: Indiana Univ., Music Dept.,  
Bloomington, Ind. 47401  
Fest. site: Falls Village, Conn.

**HARTFORD FESTIVAL OF MUSIC (classical)**

Robert Brawley, dir.  
Hartt College of Music (x)  
U. of Hartford, Hartford, Conn. 06105; (x)  
July 5-26, 1967  
Winter add.: 834 Asylum Ave., Hartford, Conn.  
06105; (203) 246-2588  
Fest. site: Hartford

## FLORIDA

**FLORIDA INTERNATIONAL FESTIVAL AT DAYTONA BEACH (classical)**

Istvan Davidson, mgr.; Istvan Kertesz, cond.  
Peabody Aud. 2550  
Year-round add.: P.O. Box 1733, Daytona  
Beach, Fla. 32015; (904) 252-2842  
July 12-August 7, 1967  
Fest. site: Daytona Beach

## ILLINOIS

**RAVINIA FESTIVAL ASSOCIATION (classical, modern, ballet)**

Seiji Ozawa, dir.  
Ravinia Pavilion 3000  
Box office, Ravinia Park, Ravinia, Ill. 60035;  
(312) ID 2-1236  
June-August 1967  
Winter add.: 22 W. Monroe, Rm. 10002  
Chicago, Ill. 60603; (312) ST 2-9696  
Fest. site: Ravinia

## MAINE

**MONTEUX FOUNDATION CONCERTS (classical)**

(in association with Hancock County  
Chamber Music Society)  
Dr. Keith Sutherland, dir.  
Forest Studio 550  
Year-round add.: Hancock, Me. 04640; (207)  
422-3931  
July-August 1967 (8 concerts)  
Fest. site: Hancock

## MASSACHUSETTS

**BERKSHIRE FESTIVAL (classical)**

Erich Leinsdorf, mus. dir.  
Music Shed 5893  
Tanglewood, Lenox, Mass. 01240; (413)  
637-1600  
June 30-August 20, 1967  
Winter add.: Boston Symphony Orch., 251  
Huntington Ave., Boston, Mass. 02115;  
(617) CO 6-1492  
Fest. site: Lenox

**ESPLANADE CONCERTS (classical)**

Arthur Fiedler, dir.  
Esplanade, Charles River  
Year-round add.: Symphony Hall, Boston,  
Mass. 02115; (617) 266-1492  
1st 2 weeks in July  
Fest. site: Boston

**WORCESTER MUSIC FESTIVAL (classical)**

Henry B. Dewey, pres.  
Alfred Nash Patterson, dir. Worcester Chorus  
Memorial Aud 3446  
Year-round add.: Festival Office, Memorial  
Aud., Worcester, Mass. 01608; (617)  
753-7621  
October 23-28, 1967  
Fest. site: Worcester

## MICHIGAN

**ANN ARBOR MAY FESTIVAL (classical)**

Gail Rector, dir.  
Hill Aud. 4177  
Year-round add.: Univ. of Michigan Musical  
Society, Burton Memorial Tower, Ann  
Arbor, Mich.; (313) 665-3717  
April 22-25, 1967  
Fest. site: Ann Arbor

**MEADOW BROOK MUSIC FESTIVAL (x)**

James D. Hicks, mgr.  
Baldwin Pavilion 3000-8000  
Year-round add.: Oakland Univ., Rochester,  
Mich. 48063; (313) 338-7211  
July-August 1967  
Fest. site: Rochester

## NEW MEXICO

**SANTA FE OPERA (opera)**

John O. Crosby, dir.  
Opera Theatre 1150  
Year-round add.: P.O. Box 2408, Santa Fe,  
N. M. 87501 (505) 982-3851  
June 28-August 26, 1967  
Fest. site: Santa Fe

## NEW YORK

**ADIRONDACK MUSIC FESTIVAL (classical)**

Edna Michell, mus. dir.  
Boathouse Theatre 309; Seagle Theatre 380  
Boathouse, Schroon Lake, N. Y. 12870;  
(518) 532-7944  
July-September, 1967  
Winter add.: 1 W. 85th St., New York, N. Y.  
Fest. site: Schroon Lake

**CARAMOOR FESTIVAL (classical, opera, chamber)**

Michael Sweeley, dir.  
Venetian Theatre, Caramor (x)  
Katonah, N. Y. 10536; (914) CE 2-3246  
June-July 1967  
Winter add.: 91 Central Park W.,  
NYC 10023; (x)  
Fest. site: Katonah

**CHAUTAUQUA FESTIVAL (classical, opera, popular)**

Curtis Haug, dir.  
Amphitheatre 7000-10,000  
Year-round add.: Chautauqua Institution,  
Chautauqua, N. Y. 14722; (716) 357-3145  
June 29-August 27, 1967  
Fest. site: Chautauqua

**FOREST HILLS MUSIC FESTIVAL (jazz, folk, pop)**

Don Friedman, dir.  
Forest Hills Stadium 15,000  
Year-round add.: 225 E. 57th St., New York,  
N. Y. 10022; (212) HA 1-5280  
July-August 1967  
Fest. site: Forest Hills

**LINCOLN CENTER INTERNATIONAL FESTIVAL '67 (all performing arts)**

Schuyler F. Chapin, dir.  
Metropolitan Opera House 3800  
Philharmonic Hall 2836 and others  
Year-round add.: 1865 Broadway, New York,  
N. Y. 10023; (212) 765-5100  
June-July 1967  
Cable: LINCEARTS  
Fest. site: New York

**NEW YORK PHILHARMONIC PROMENADE CONCERTS (classical, opera, pop)**

Andre Kostelanetz, dir.  
Philharmonic Hall 2836  
Year-round add.: Lincoln Center Plaza,  
New York, N. Y. 10023; (212) TR 4-2400  
May 24-June 17, 1967  
Fest. site: New York

**RHINEGOLD CENTRAL PARK MUSIC FESTIVAL**  
(pop, jazz, folk, soul)

Ron Delsener, Producer; Underwritten by Rhinegold  
Breweries Inc.  
Wollman Rink-Central Park at 67th St. 2000  
Year-round add.: 27 East 67th St., New York, N.Y.  
10021. Tel: 249-8870  
June 23-August 27, 1967  
Fest. site: Central Park, New York City

**SARATOGA PERFORMING ARTS CENTER (x)**

Richard P. Leach, exec. dir.  
Amphitheater 5100  
Year-round add.: Saratoga Springs, N. Y. (x)  
July-August 1967  
Fest. site: Saratoga Springs

**NORTH CAROLINA**

**BREVARD MUSIC FESTIVAL (classical)**

Henry Janiec, dir.  
Whittington-Phohl Aud. 1500  
P. O. Box 592, Brevard, N. C. 28712;  
(704) 883-8188  
July-August 1967  
Winter add.: Converse College, Spartanburg,  
S. C. 29302; (803) 585-6482  
Fest. site: Brevard

**OHIO**

**CINCINNATI SUMMER OPERA FESTIVAL (opera)**

Styrk Orwoll, gen. mgr.  
Zoo Opera Pavillion 2800  
Year-round add.: Vernon Manor Hotel, Suite  
109 Cincinnati, Ohio 45219; (513) 861-3345  
June 21-July 23, 1967  
Fest. site: Cincinnati

**PENNSYLVANIA**

**TAMIMENT CHAMBER MUSIC FESTIVAL (chamber)**

(Curtis String Quartet)  
Tamiment Concert Hall (x)  
Tamiment-in-the-Poconos, Pa. 18371;  
(717) LU 8-6652  
June 9-11, 1967  
Winter add.: 7 E. 15th St., New York, N. Y.  
10003; (212) AL 5-7333  
Fest. site: Tamiment

**TAMIMENT FESTIVAL OF ARTS (opera, ballet, art)**

Tamiment Concert Hal (x)  
Tamiment-in-the-Poconos, Pa. 18371; (717)  
LU 8-6652  
June 23-25, 1967  
Winter add.: 7 E. 15th St., New York, N. Y.  
10003; (212) AL 5-7333  
Fest. site: Tamiment

**RHODE ISLAND**

**METROPOLITAN OPERA VERDI FESTIVAL (opera)**

Rudolph Bing, Gen. Mgr.  
Festival Field  
Newport, Rhode Island 02840.  
Aug. 17-26.  
Year-round add.: Met Opera at Newport, Lincoln  
Center Plaza, New York, N. Y. 10023. (212)  
799-3100.  
Fest. site: Festival Field, Cornell Hwy, Newport.

**NEWPORT JAZZ FESTIVAL,**

**NEWPORT FOLK FESTIVAL**

George Wein, producer.  
Festival Field  
Newport Jazz Festival, Newport, R. I. 02840.  
(410) 847-3095.  
Jazz, June 30-July 3.  
Folk, July 10-16.  
Winter add: Festival Prod'ns, 33 Riverside Dr.,  
New York, N. Y.  
Fest. site: Festival Field, Cornell Hwy, Newport.

**VERMONT**

**MARLBORO MUSIC FESTIVAL (classical)**

Rudolf Serkin, dir.  
Marlboro Concert Hall 630  
Marlboro, Vt. 05344; (802) 254-2394  
June 26-August 20, 1967  
Winter add.: 1430 Spruce St., Philadelphia,  
Pa. 19102; (215) PE 5-6322  
Fest. site: Marlboro

# ORDER YOUR EXTRA BUYER'S GUIDES NOW!

Limited supplies available.

**Soft-covered edition—\$5.00**

or **new hard-bound  
personalized edition—\$7.50**

(See bind-in card in this issue  
for complete details)

Send your request and payment to:

**BILLBOARD—Box BG**  
2160 Patterson Street • Cincinnati, Ohio 45214

## Billboard

**The International Music-Record Newsweekly**

Now in its 73d year  
of industry service

For everyone involved in the selection and booking of  
recording artists . . . in the programming of records for  
radio . . . or in the merchandising and sale of records  
. . . BILLBOARD — this week — every week — is the world's  
most authoritative business guide.

**Subscribe  
Now**

**Mail Sub Order Today**

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$20     3 YEARS \$45     New     Renew  
 Payment enclosed     2 EXTRA issues for cash     Bill me later

Above subscription rates are for Continental U. S. and Canada.  
Overseas rates on request.

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_

# Tape Section

## CARTRIDGE CASE MANUFACTURERS

AMERLINE, 1800 W. Fullerton Ave., Chicago, Ill. 60614. Tel: (312) 348-4300. Bd. Chm.: Charles E. Caestecker; Pres.: Arnold H. Hultgren; Mktg. Engineer: Frank O. Glaubitz. (SEE ADVERTISEMENT)

Audio Devices, 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. VP: Herman Kornbrodt; Sales Mgr.: Richard H. Vaughan; Mktg. Mgr.: Rolf Haag.

AUDIO MAGNETICS CORP. (AMC), 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Cable: MAGTAPE. Pres.: Irving Katz; AMCAR Div. Dir.: Russ Molloy; Sales Mgr.: Eli Chezar. (SEE ADVERTISEMENT)

Fidelipac, (see TelePro).

FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn, N.Y. 11204. Tel: (212) CL 6-7876. (SEE ADVERTISEMENT)

Lear Jet, 13131 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 272-0730. Gen. Mgr.: John V. Titworth; Mktg.: Joel Rowley.

Marathon Prods., PO Box 173, Holden, Mass. 01520. Tel: (617) 829-2338. Pres.: Richard Myers; Treas.: Bart Bagdasarian.

Orrtronic, PO Box 864, Toledo, Ohio; 30335 Oregon Rd., Perrysburg, Ohio. Tel: (419) 693-0641. Pres.: Keith Wilson; Mgr.: Joseph Meidt; Adv. Mgr.: Michael Seiler.

Playtape, 1115 Broadway, New York, N.Y. 10010. Tel: (212) 675-8050. Pres.: Frank Stanton.

Stereodyne, 2810 Elliott, Troy, Mich. 48084. Tel: (313) 585-1440. Pres.: D. R. Kraus.

TelePro, Cherry Hill Ind'l Ctr., Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: Bill Mulcahy; Mktg. Dir.: Arnold Kammer; Sales Mgr.: J. McHugh.

**Brand name:** Fidelipac.

Unireel, 1279 Rt. 46 Parisippa, N.J. 07054. Tel: (201) 335-1053. Gen. Mgr.: Joseph T. Vito.

**RAW TAPE MANUFACTURERS**

American, (see Greentree Electronics).

Ampex (Magnetic Tape Div.), 401 Broadway, Redwood City, Calif. 94063. Sales Mgr.: Brian Trankle.

Branch: Opelika, Ala., PO Box 190. Zip: 36801. Tel: (205) 745-7643.

Astatic, Harbor & Jackson Sts., Conneaut, Ohio. Tel: (216) 599-6916.

Audio Devices, 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. VP: Herman Kornbrodt; Sales Mgr.: Richard H. Vaughan; Mktg. Mgr.: Rolf Haag.

AUDIO MAGNETICS CORP. (AMC), 14600 Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Cable: MAGTAPE. Pres.: Irving Katz; AMCAR Div. Dir.: Russ Molloy; Sales Mgr.: Eli Chezar. (SEE ADVERTISEMENT)

Burgess Battery, Freeport, Ill. 61032. Tel: (815) 232-2161.

Capitol Recs. Dist., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6251. Special Prods. Mgr.: Oris W. Beuler; Special Prods. Sales Mgr.: Roger Brown.

Certron, 2233 Barry Ave., Los Angeles, Calif. 90064. Tel: (213) 272-9277. Cable: CERTAPE. Pres.: Edwin R. Gamson; VP: Herbert A. Gold & John M. Nashu.

Branch: Anaheim, Calif., 1701 S. State College Blvd. Zip: 92805.

Duotone, 6875 S.W. 81 St., South Miami, Fla. Tel: (305) 665-1121.

Du Pont Film Dept., Wilmington, Del. Tel: (302) 774-3549. Contact: C. K. Enderle.

**Brand name:** Mylar.

FINE-TONE AUDIO PRODS., 7111 20 Ave., Brooklyn, N.Y. 11204. Tel: (212) CL 6-7876. (SEE ADVERTISEMENT)

Greentree Electronics, 2135 Canyon Dr., Costa Mesa, Calif. Tel: (714) 549-2265. Sales & Mktg. Dir. Magnetic Tape Div.: John E. Borg.

**Brand name:** American.

Irish Magnetic Rec'g Tape, (see Morhan Nat'l Sales).

Morhan Nat'l Sales, 458 Broadway, New York, N.Y. 10013. Tel: (212) WA 5-1257. Cable: MOR-HANEX. Pres.: M. Zigman; VP Mktg.: S. Zigman; Sales Mgr.: Edwin Cornfield.

**Brand name:** Irish Magnetic Rec'g Tape.

Mylar, (see Dupont Film Dept.).

R C A Magnetic Prods. Div., 15 E. 26 St., New York, N.Y. 10010. Tel: (212) MU 9-7200.

Branches: Hollywood, Calif., 63-63 Sunset Blvd. Zip: 90028. Tel: (213) 461-9171—San Francisco, Calif., 343 Sansome St. Zip: 94104. Tel: (415) 981-5600.—Washington, D.C., 1725 K St. N.W. Zip: 20006. Tel: (202) 337-8500.—

Chicago, Ill., 445 N. Lake Shore Dr. Zip: 60611. Tel: (312) 222-1550.—Dallas, Tex., 210-C Court Terr., Exchange Park N. Zip: 75235. Tel: (214) 351-5361.

Recoton, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) EX 2-6442.

Branch: Los Angeles, Calif., c/o Marshank Sales, 7422 Melrose Ave.

Reeves Soundcraft, Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 743-7601. Sales: George Petetin.

Branch: Englewood Cliffs, N.J., 301 Sylvan Ave. Zip: 07632. Tel: (201) 567-3684. NYC Tel: (212) 244-2384.

Robins Inds., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Sales Co-ord.: Daniel Schwartz.

Scotch, (see 3M).

3 M (Minnesota Mining & Mfg.), 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110.

**Brand name:** Scotch.

United Inds., 37 Meridian Rd., Iselin, N.J. 08830. Tel: (201) 549-3460/3.

## TAPE CARTRIDGE AND REEL-TO-REEL MANUFACTURERS & LICENSED DUPLICATORS/DISTRIBUTORS

A B C, 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; VP Dunhill Div.: Jay Lasker; Mktg. Dir.: Bud Katzel; Pub. & Adv. Dir.: Rick Ward; VP & Int'l: David Berger.

Branches: Beverly Hills, Calif., 449 S. Beverly Dr. Tel: (213) CR 8-1130. VP ABC Div.: Irwin Garr; VP Dunhill Div.: Jay Lasker.—Chicago, Ill., 1700 S. Michigan Ave. Tel: (312) 427-3035.—Nashville, Tenn., 804 16 Ave. S. Tel: (615) 256-5694.

Reel-to-reel: 4-tr. S.

Cartridge: 4-tr. S, 8-tr. S.

Labels: ABC, Dunhill, Impulse, Bluesway; Command, Grand Award; Westminster, Music Guild.

Ampex, 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. Pres.: William E. Roberts; Mktg. Mgr.: John H. Trux; Regional PR Mgr.: Carter G. Elliott.

Reel-to-reel: 4-tr. M&S; 17 $\frac{1}{2}$ , 33 $\frac{1}{2}$ , 7 $\frac{1}{2}$  ips.

Labels: ABC, A&M, Aeolian-Skinner, Archive, Atco, Atlantic, Audio Fidelity, Buena Vista, Col-Pix, Coliseum, Command, DGG, Dunhill, Elektra, Fantasy, Fontana, Four Corners, Gordy, Hi, Impulse, Institute of Language Study, Jay Jay, Kama Sutra, Kapp, Limelight, London, MGM, Mercury, Monitor, Monument, Motown, Oiseau Lyre, Pace, Parrot, Philips, Press, Richmond, Smash, Solid State, Soul, Sounds of Atlanta, Stax, Tamla, Tap, 20th-Fox, United Artists, Vanguard, Verve, Verve/Folkways, Volt, Westminster, Wing.

Cartridge: cassette S, 4-tr. S, 8-tr. S.

Labels: A&M, DGG, Elektra, Hi, London, MGM, Monitor, Philips, Reprise, Vanguard, Verve, Verve/Folkways, Warner Bros.

**Type of distribution:** Record dists., dept. stores, etc.

Apon, PO Box 131, Grand Central Sta., 1541 First Ave., New York, N.Y. 10017. Tel: (212) YU 8-0450. Pres.: Andrei Poncic.

Reel-to-reel: 2-tr. M, 4-tr. M&S.

Cartridge: cassette M&S.

Labels: Amadeo, Apon, Discapon, Harmonia Mundi.

Audio Book, 4220 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 731-8880. VP & Gen. Mgr.: E. M. Rush; VP Engineering: C. C. McDonald.

Reel-to-reel: 2-tr. M.

Cartridge: cassette M, 2-tr. M.

Label: Audio Book.

Aura Sonic, 351 New Albany Rd., Moorestown, N.J. 08057. Tel: (609) 235-1377. Pres.: H. F. Lenahan.

Cartridge: 4-tr. M&S, 8-tr. S.

Labels: Audio Spectrum, Caedmon, Guyden, Jamie, King, Roulette, Somerset, Starday, Stereo Fidelity.

**Type of distribution:** Record dists., automotive outlets & photo supply houses.

BIBLE VOICE, PO Box 3521, Van Nuys, Calif. 91407. Tel: (213) ST 7-5600. Pres.: George Otis; Sales Mgr.: Don Widmark; Adv. Dir.: Jerry Jensen.

Reel-to-reel: 2-tr. M, 17 $\frac{1}{2}$ , 33 $\frac{1}{2}$  ips.

Cartridge: cassette S, 4-tr. S, 8-tr. S.

Labels: Audio Publ'rs, Bible Voice.

**Type of distribution:** Record dists., religious stores & direct sales network. (SEE ADVERTISEMENT)

Capitol Recs. Dist'g, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6251. Pres.: Stanley M. Gortikov; Sales Mgr.: Special Prods. Div.: Oris W. Beuler; Adv. Dir. Special Prods. Div.: Gil Matthies.

Reel-to-reel: 4-tr. S.

Cartridge: 4-tr. S, 8-tr. S.

Labels: Capitol, Angel.

**Type of distribution:** Record, automotive, photo & hi fi outlets.

Carbrooks, 259 S.W. 21 Terr., Ft. Lauderdale, Fla. 33310. Tel: (305) LU 1-7300. Pres.: Fletcher Smith.

Reel-to-reel: 4-tr. S.

Cartridge: 4-tr. S, 8-tr. S.

Label: Stereodiddies.

Caytronics, 240 Madison Ave., New York, N.Y. Tel: (212) MU 3-7911.

Branch: Mexico City, Mexico—Stereo Jet of Mexico.

Cartridge: 8-tr. S.

Labels: Disco C B S, Columbia, ABC, Alegre, Command, End, GEE, Gone, Grand Award, Impulse, Mardi Gras, Roost, Roulette, Squire, Tico, Columbia, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Pres.: Goddard Lieberman; Nat'l Sales Mgr.: D. England; Sales Mgr. Tape Div.: G. Novak; Adv. Dir.: Dom Cerulli.

Reel-to-reel: 4-tr. S; 33 $\frac{1}{2}$ , 7 $\frac{1}{2}$  ips.

Labels: Columbia, Epic, Okeh.

Cartridge: 4-tr. S, 8-tr. S.

Labels: Columbia, Epic.

**Type of distribution:** Record & automotive sub dists.

Decca, 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Pres.: Milton R. Rackmil; Gen. Mgr.: Sydney N. Goldberg; Adv. Dir.: Murray Lorber.

Reel-to-reel: 4-tr. S; 7 $\frac{1}{2}$  ips.

Cartridge: 4-tr. S, 8-tr. S.

Labels: Decca, Coral, Brunswick.

**Type of distribution:** Decca branches.

Dover, 748 Camp St., New Orleans, La. 70130. Tel: (504) 523-7474. Pres. & Adv.: Cosimo V. Matassa; VP & Promo.: Bob Robin; Sales & Mktg.: Jody Pitassy.

Reel-to-reel: 4-tr. S.

Cartridge: 4-tr. M&S.

Labels: ABS, Apollo, Arbet, Axe, Big Deal, Booker, Boss, Broadmoor, Deesu, Doubleon, Eight Ball, El-Tee, Equator, Etah, Exchange, Frisco, Lodestone, Manhattan, Marathon, NOPI, Nola, Parlo, Pitter Pat, Sas, Sandy, Soul Sound, Tail Gate, Tonik, Trend, U-Doe, Wabo, Whit, White Cliffs, Whurley Burley.

Fan 1002, PO Box 2321, Santa Ana, Calif. 92707. Sales: O. A. Swearingen.

Reel-to-reel: 4-tr. S.

Label: Fan 1002.

49th State Hawaii, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: George K. Ching.

Branch: Honolulu, Hawaii, 1218 Kaumualii St. Zip: 96817.

Cartridge: 4-tr. S.

Label: 49th State Hawaii.

G R T (see General Recorded Tape).

GENERAL RECORDED TAPE (GRT), 1262 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 738-2660. Pres.: Alan Bayley; Sales: Herb Hershfield; Mktg.: Tom Bonetti; Eastern Sales & Mktg.: John Spellman. Tel: (212) 267-6875.

Reel-to-reel: 4-tr. S; 33 $\frac{1}{2}$ , 7 $\frac{1}{2}$  ips.

Labels: Amy, Atco, Atlantic, Bell, Bang, Cadet, Checker, Chess, Command, Dunwich, DynoVoice, Goldwax, Grand Award, Hickory, King, MTA, Mala, Moonglow, Musicland, New Voice, Paula, Purist, Scepter, Shout, Starday, Stax, Vault, Viva, Wand, Westminster, White Whale.

Cartridge: 4 & 8-tr. S; cassette.

Labels: ABC, Amy, Atco, Atlantic, Bell, Bang, Cadet, Checker, Chess, Command, Crescendo, Dot, Dunhill, Dunwich, DynoVoice, Goldwax, Grand Award, Hickory, Impulse, Jerden, King, MTA, Mala, Monument, Moonglow, Musicland, New Voice, Paula, Purist, Scepter, Shout, Starday, Stax, Tangerine, 20-Fox, Vault, Viva, Volt, Wand, Westminster, White Whale.

**Type of distribution:** Record, photographic & automotive outlets. (SEE ADVERTISEMENT)

Greentree Electronics (see Stereotape).

Heart Warming, 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; Nat'l Sales Dir.: Joe Light.

Cartridge: 8-tr. S.

Label: Heart Warming.

I T C C (International Tape Cartridge Corp.), 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 421-8080. Pres.: Larry Finley; Exec. VP & Sales Mgr.: James R. Gall.

Branches: Van Nuys, Calif., 151-64 $\frac{1}{2}$  Stage St. Tel: (213) 787-8373.—Cincinnati, Ohio, 407 Blade St., Elmwood Pl. Tel: (513) 242-4030.—Ft. Worth, Tex., 2615-C W. Seventh St. Tel: (817) ED 2-8401.

continued on page 170

# The tape cartridge revolution. We're leading it!



## Today, ITCC is the world's largest maker of 4 and 8 Track Stereo Cartridges.

ITCC has the names! ITCC has the labels! ITCC has the artists—including MGM, Verve, Verve Forecast and Kama Sutra artists exclusively on 4 track stereo.

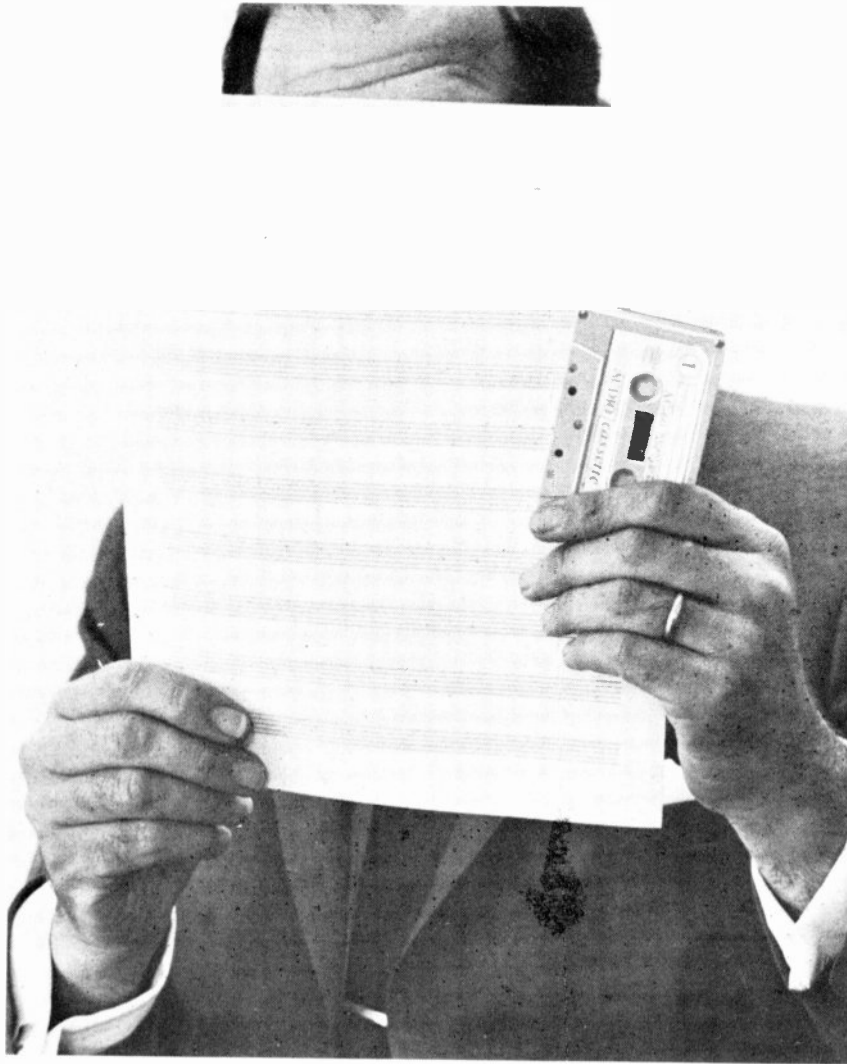
ITCC Cartridges feature such names as—Herb Alpert and the Tijuana Brass, Jack Jones, Lawrence Welk, Dionne Warwick,

Baja Marimba Band, Enoch Light, Aretha Franklin, Mitch Ryder, Dion, George Jones, Count Basie—and hundreds of others including original motion picture sound tracks. Sold to distributors only—write for name of your nearest distributor.



## International Tape Cartridge Corp.

663 Fifth Avenue, New York, N.Y. 10022 · 212/421-8080



## If you make music, we'll put it on Audio Compact Cassettes

Or we can put it on continuous loop cartridges (all types), or any standard size reel. We'll duplicate your music in mono, or 2, 4, or 8-track stereo, whichever you prefer. Our high-speed duplicating facilities are completely at your disposal.

That's because we're an independent company. We owe special treatment to no one. No one's jobs will ever get priority over yours. No one will ever find out what you're taping until you tell them.

Another thing. Our basic business is manufacturing raw magnetic tape. We market it under our name and dozens of domestic and international private labels. And our Audio Compact Cassettes are molded and manufactured right here in our own modern plant, too. So we control everything that can possibly affect the quality of the total sound. Except the music that goes in. That's your problem.



**AMCAR DIVISION**  
**AUDIO MAGNETICS CORPORATION**

14600 South Broadway • P.O. Box 140 • Gardena, California 90247  
Phone: (213) 321-6841 • Cable: Magtape

continued

**Reel-to-reel:** 4-tr. S; 3¾ ips.  
**Labels:** Laurie, Mainstream, Musicor, Project 3, Roulette, Starday, Tico.  
**Cartridge:** 4-tr. S, 8-tr. S, 2-tr. Playtape.  
**Labels:** ABC, A&M, Amy, Atco, Atlantic, Audio Fidelity, BT Puppy, Bell, Buena Vista, Col-Pix, Command, Dana, Dextra, Dot, DynoVoice, Elektra, Fidu, Focus, Fontana, Four Corners of the World, GNP Crescendo, Glad Hamp, Goldwax, Grand Award, Hanna-Barbera, Horizon, Impulse, Josie, Jubilee, Kama Sutra, Kapp, Kendall, Laurie, Limelight, Little Darlin', MGM, Mainstream, Mala, Mercury, Mira, Mirwood, Mobile Fidelity, Moonglow, Musicor, New Voice, None-such, Philips, Prima, Project 3, Roulette, Roulette Silver Seal, Seeco, Sesac, Smash, Sphere Sound, Spoken Arts, Starday, Stax, Surrey, Tico, 20th-Fox, Vault, Vee Jay, Verve, Verve/Folkways, Village Gate, Volt, Westminster.  
**Playtape:** Atlantic-Atco group, Bell, Jubilee, Laurie, Mainstream, 20th-Fox, Tico.  
**Type of distribution:** Record dists., automotive & electronic dists., marine equip. outlets, chain stores, playback equip. dists. (SEE ADVERTISEMENT)

Vince Jan Cartridge Tapes, 1196 Calkins Rd., Rochester, N.Y. 14623. Tel: (716) 334-9290/3229.

**Labels:** Fine, Skyline, Tone.

Kanwic, 445 N. Oliver, Wichita, Kan. 67208. Tel: (316) MU 2-7481. Pres.: Raymond Creeley; Sales, Mktg. & Adv.: Don Clynne.

**Reel-to-reel:** 2-tr. M, 4-tr. S.

**Cartridge:** 2-tr. M, 4-tr. S.

**Label:** Kanwic.

Keane, 4416 Beverly Blvd., Los Angeles, Calif. 90004. Tel: (213) 665-5558. Owner: George K. Ching Jr.

**Reel-to-reel:** 2-tr. M.

**Labels:** Keane, Steno-Disc.

King, 1540 Brewster Ave., Cincinnati, Ohio 45207. Tel: (513) 751-2211/8391. Pres.: Sydney Nathan; Exec. VP: Jack Pearl; Gen. Mgr.: Johnnie Miller; Int'l: Charlie Faust.

**Reel-to-reel:** 4-tr. S.

**Cartridge:** 4-tr. S, 8-tr. S.

**Label:** King.

Liberty Stereo Tape, 6920 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 464-8101. Pres.: Alvin S. Bennett; Gen. Mgr.: Mike Elliot; Sales Mgr.: Wally Peters.

**Reel-to-reel:** 4-tr. S, (licensed to Music tapes).

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** Liberty, Blue Note, Dolton, Imperial, Minit, Pacific Jazz, Soul City, World Pacific.

**Type of distribution:** Liberty rec. dists. & qualified sub dists. (electronic & automotive).

Lindberg, 1445 Sunset Ridge Rd., Glenview, Ill. 60025. Tel: (312) 729-2047. Pres.: Sven Lindberg.

**Reel-to-reel:** 4-tr. S.

**Cartridge:** 4-tr. S, 8-tr. S.

**Label:** Lindberg.

Livingston Audio Prod., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell D. Scholten; VP: Thomas J. Hofbauer.

**Reel-to-reel:** 4-tr. S.

**Cartridge:** 4-tr. S, 8-tr. S.

McKinnon, 411 Gordon St., Reading, Pa. 19601. Tel: (215) 374-6580. Pres. & Adv.: Leonard McKinnon; Sales & Mktg. Dir.: Beulah F. Coad.

**Reel-to-reel:** 4-tr. M&S.

**Cartridge:** cassette M&S, 4-tr. M&S, 8-tr. S.

**Labels:** McKinnon, Center City.

Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. NYC Tel: (212) PL 9-2727. Cable: MERREC. Pres.: Irving B. Green; Gen. Mgr.: Harry Kelly.

**Reel-to-reel:** 4-tr. S (licensed to Ampex).

**Cartridge:** cassette S, 4-tr. S, 8-tr. S.

**Labels:** Mercury, Phillips, Smash, Fontana, Limelight.

**Type of distribution:** Record dists., rack jobbers, electronic & automotive outlets.

Motown, 2648 W. Grand Blvd., Detroit, Mich. 48208. Tel: (313) 871-3340. Pres.: Berry Gordy, Jr.; Sales Mgr.: Ron Newman.

**Reel-to-reel:** (licensed to Ampex).

**Cartridge:** 4-tr. S, 8-tr. S. (2-tr, licensed to Playtape).

**Labels:** Motown, Gordy, Soul, Tamla.

**Type of distribution:** Record dists. & automotive outlets.

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** ABC, Accent, Archive of Folk Music, Arhoolie, Art, Arvee, Atco, Atlantic, Audio Lab, Audio Stereo, Audray, Auto Learning, Ava, Baroque, Bethlehem, Bible Voice, Boom, Borderline, Cadet, California Recs., Cameo, Capitol, Carousel Music, Charger, Charlie Parker, Charter, Checker, Chess, Command, Concert-Disc, Contemporary, Coro, Cougar, Counterpoint, Crusader, Cumberland, Dart, Del-Tone, Delmark, Discos Cisne, Dixieland Jubilee, Dot, Dove, Dunhill, Dunwich, Echo, Elektra, Emerald, Esoteric, Euronote, Everest, Fat Fish, Fax, Fermata, Focus, Fontana, 49th

**Type of distribution:** Record dists. & automotive outlets.

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** ABC, Accent, Archive of Folk Music, Arhoolie, Art, Arvee, Atco, Atlantic, Audio Lab, Audio Stereo, Audray, Auto Learning, Ava, Baroque, Bethlehem, Bible Voice, Boom, Borderline, Cadet, California Recs., Cameo, Capitol, Carousel Music, Charger, Charlie Parker, Charter, Checker, Chess, Command, Concert-Disc, Contemporary, Coro, Cougar, Counterpoint, Crusader, Cumberland, Dart, Del-Tone, Delmark, Discos Cisne, Dixieland Jubilee, Dot, Dove, Dunhill, Dunwich, Echo, Elektra, Emerald, Esoteric, Euronote, Everest, Fat Fish, Fax, Fermata, Focus, Fontana, 49th

**Type of distribution:** Record dists. & automotive outlets.

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** ABC, Accent, Archive of Folk Music, Arhoolie, Art, Arvee, Atco, Atlantic, Audio Lab, Audio Stereo, Audray, Auto Learning, Ava, Baroque, Bethlehem, Bible Voice, Boom, Borderline, Cadet, California Recs., Cameo, Capitol, Carousel Music, Charger, Charlie Parker, Charter, Checker, Chess, Command, Concert-Disc, Contemporary, Coro, Cougar, Counterpoint, Crusader, Cumberland, Dart, Del-Tone, Delmark, Discos Cisne, Dixieland Jubilee, Dot, Dove, Dunhill, Dunwich, Echo, Elektra, Emerald, Esoteric, Euronote, Everest, Fat Fish, Fax, Fermata, Focus, Fontana, 49th

**Type of distribution:** Record dists. & automotive outlets.

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** ABC, Accent, Archive of Folk Music, Arhoolie, Art, Arvee, Atco, Atlantic, Audio Lab, Audio Stereo, Audray, Auto Learning, Ava, Baroque, Bethlehem, Bible Voice, Boom, Borderline, Cadet, California Recs., Cameo, Capitol, Carousel Music, Charger, Charlie Parker, Charter, Checker, Chess, Command, Concert-Disc, Contemporary, Coro, Cougar, Counterpoint, Crusader, Cumberland, Dart, Del-Tone, Delmark, Discos Cisne, Dixieland Jubilee, Dot, Dove, Dunhill, Dunwich, Echo, Elektra, Emerald, Esoteric, Euronote, Everest, Fat Fish, Fax, Fermata, Focus, Fontana, 49th

**Type of distribution:** Record dists. & automotive outlets.

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** ABC, Accent, Archive of Folk Music, Arhoolie, Art, Arvee, Atco, Atlantic, Audio Lab, Audio Stereo, Audray, Auto Learning, Ava, Baroque, Bethlehem, Bible Voice, Boom, Borderline, Cadet, California Recs., Cameo, Capitol, Carousel Music, Charger, Charlie Parker, Charter, Checker, Chess, Command, Concert-Disc, Contemporary, Coro, Cougar, Counterpoint, Crusader, Cumberland, Dart, Del-Tone, Delmark, Discos Cisne, Dixieland Jubilee, Dot, Dove, Dunhill, Dunwich, Echo, Elektra, Emerald, Esoteric, Euronote, Everest, Fat Fish, Fax, Fermata, Focus, Fontana, 49th

**Type of distribution:** Record dists. & automotive outlets.

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** ABC, Accent, Archive of Folk Music, Arhoolie, Art, Arvee, Atco, Atlantic, Audio Lab, Audio Stereo, Audray, Auto Learning, Ava, Baroque, Bethlehem, Bible Voice, Boom, Borderline, Cadet, California Recs., Cameo, Capitol, Carousel Music, Charger, Charlie Parker, Charter, Checker, Chess, Command, Concert-Disc, Contemporary, Coro, Cougar, Counterpoint, Crusader, Cumberland, Dart, Del-Tone, Delmark, Discos Cisne, Dixieland Jubilee, Dot, Dove, Dunhill, Dunwich, Echo, Elektra, Emerald, Esoteric, Euronote, Everest, Fat Fish, Fax, Fermata, Focus, Fontana, 49th

**Type of distribution:** Record dists. & automotive outlets.

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge:** 4-tr. S, 8-tr. S.

**Labels:** ABC, Accent, Archive of Folk Music, Arhoolie, Art, Arvee, Atco, Atlantic, Audio Lab, Audio Stereo, Audray, Auto Learning, Ava, Baroque, Bethlehem, Bible Voice, Boom, Borderline, Cadet, California Recs., Cameo, Capitol, Carousel Music, Charger, Charlie Parker, Charter, Checker, Chess, Command, Concert-Disc, Contemporary, Coro, Cougar, Counterpoint, Crusader, Cumberland, Dart, Del-Tone, Delmark, Discos Cisne, Dixieland Jubilee, Dot, Dove, Dunhill, Dunwich, Echo, Elektra, Emerald, Esoteric, Euronote, Everest, Fat Fish, Fax, Fermata, Focus, Fontana, 49th

**Type of distribution:** Record dists. & automotive outlets.

continued on page 172



# MEET THE MUNTZ CAR STEREO GENERATION!

You Really Ought To Get To Know Them Because They...

are the most music-oriented age bracket . . .  
 have the most money to spend on entertainment . . . demand the best value for their dollar . . . are the most affluent age group in history . . . understand the quality and economics of car stereo.

By 1970, 117 million of this country's predicted population of 214 million persons will probably be less than 30 years old - and, in the car stereo generation.

**THAT'S A LOT OF CUSTOMERS AND THEY'RE ALL YOURS**

If you give them what they want. You get what they want from Muntz Stereo-Pak, Inc., first and foremost name in car stereo - offering a world of brilliant stereophonic entertainment for cars, homes and boats.



The world's most complete lineup of stereo products - a wide selection of models for every taste at revolutionary mass-market prices - a broad inventory of speakers and stereo accessories - and the world's largest library of cartridge entertainment, a fantastic selection of 100,000 titles. All the great musical stars and the major labels from the cartridge-stereo giant! Muntz Stereo-Pak - the world's only single-source for all cartridge products.



7715 DENSMORE AVENUE / VAN NUYS, CALIFORNIA

continued

Tucker Prod'ns, 157 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-0408. Pres.: George Tucker.  
**Reel-to-reel:** 2-tr. M&S, 4-tr. M&S; 3¼ & 7½ ips.  
**Cartridge:** 2-tr. M&S, 4-tr. M&S.  
**Type of distribution:** Record dists., mail order, etc.

United States, 1549 N. Vine St., Suite 6, Hollywood, Calif. 90028. Tel: (213) 462-0447. Owner: Joseph Van Winkle; Independent Promo.: George Jay.  
**Reel-to-reel:** 2-tr. M.  
**Label:** United States.

Valtron, 305 Allen St., Helena, Mont. 59601. Tel: (406) 442-0734. Owner & Mgr.: Lester L. Liedle; Sales Dir.: Sandy Liedle.  
**Reel-to-reel:** 2-tr. M, 4-tr. M&S.  
**Cartridge:** 2-tr. S, 4-tr. S.  
**Label:** Valtron.

Waikiki, 1984 Kalakaua Ave., Honolulu, Hawaii. Tel: PH 9-4536. Pres.: Tommy Kearns.  
**Branch:** Los Angeles, Calif., 11000 Chalton Rd. Zip: 90024.  
**Reel-to-reel:** 4-tr. S.  
**Cartridge:** 4-tr. S.  
**Label:** Waikiki.

White Rock, 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd; Partner: Bob Baker.  
**Reel-to-reel:** 2-tr. M.  
**Cartridge:** 2-tr. M&S.  
**Label:** White Rock.  
**Type of distribution:** Mail order.

## TAPE PLAYBACK EQUIPMENT MANUFACTURERS

A I W A, (see Selectron Int'l).

A R C Electronics, 15302 S. Illinois Ave., Paramount, Calif. 90723. Tel: (213) 636-9171. Pres.: Robert B. Tibbetts; Sales Mgr.: Sid Find; Adv. Dir.: Richard J. McMullen.  
**Cartridge:** (6 models) 3 auto stereo—1 4-tr., 1 8-tr., 1 4&8-tr. compatible; 3 home stereo—1 4-tr., 1 8-tr., 1 4&8-tr. compatible. Price range: \$79 and up.

Admiral, 3800 W. Cortland St., Chicago, Ill. 60647. Tel: (312) 292-2600. Chm.: R. D. Siragusa; Pres.: Vincent Barreca; VP Mktg. & Sales:

R. D. Siragusa Jr.; Pres. Int'l: Norman E. Johnson.

Int'l branches: Canada, Canadian Admiral, 501 Lakeshore Rd., Port Credit, Ont. Tel: (416) CR 8-5561.—Mexico, Admiral de Mexico, Aptdo. 8912, Mexico City 8.  
**Cartridge:** (1 model) portable 8-tr. stereo. Price: \$59.95.

Ampex, 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. VP & Gen. Mgr. Consumer & Educational Prods. Div.: John N. Latter; Mktg. Mgr.: John H. Trux; Regional PR Mgr.: Carter G. Elliott.  
**Reel-to-reel:** (15 models) 15 stereo—8 4-tr., 7 4-tr. portable. Price range: \$199.95—\$599.95.

Arvin Inds., 1531 13 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Pres.: E. H. Stonecipher; VP & Gen. Mgr. Consumer Div.: John P. Sohn; VP Mktg. Consumer Div.: Tom E. Wall; Adv. Mgr.: Fred Meyer.  
**Branches:** Hollywood, Calif., 1025 N. Highland Ave.—San Francisco, Calif., Merchandise Mart—Chicago, Ill., 1477 Merchandise Mart—New York, N.Y., 230 Fifth Ave., Rm. 612.  
**Int'l branches:** Hong Kong, B.C.C., 32 Tai Yau St., 10th floor, San Po-Kong, Kowloon—Japan, S I Tower, 4th floor, 9 Honshio-Cho, Yotsuya, Shinjuku-Ku, Tokyo.  
**Cartridge:** (5 models) home stereo, 4- & 8-tr. compatible.

Audio/Stereo (see Mintz Stereo-Pak).

Audiosphere (see Livingston Audio Prods.).

Auto-Sonic (see SJB).

Automatic Radio, 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300. Pres.: David Housman; Sales Mgr.: Bert Housman.  
**Cartridge:** (10 models) 8 auto stereo—1 4-tr., 5 8-tr., 4&8-tr. compatible; 2 home stereo—1 8-tr., 1 4&8-tr. compatible. Price range: \$69.95—\$179.95 list.  
**Brand names:** Automatic Radio, TapeDek, Tom Thumb.

B S R (USA), McDonald Div., Rt. 303, Blauvelt, N.Y. 10913. Tel: (914) 358-6060. VP & Gen. Mgr.: John H. Hollands; Mgr. McDonald Div.: V. J. Amador.  
**Reel-to-reel:** (1 model) stereo 4-tr. Price: \$129.95.  
 Note: Manufactures tape deck for Westinghouse & General Electric.

Blaupunkt (see Robert Bosch).

Borg-Warner (Spring Div.), 25 St. & Madison, Bellwood, Ill. 60104. Tel: (312) 544-2600. Pres. & Gen. Mgr.: Arthur J. Welch; Consumer Prod. Sales Mgr.: Vincent R. Vecchione; Adv. Dir.: John C. Wray.  
**Cartridge:** (2 models) auto stereo 8-tr. Price range, \$89.95—\$119.95.

**Brand names:** Borg-Warner Deluxe, Mark II.

Robert Bosch, 2800 S. 25 Ave., Broadview, Ill. 60155. Tel: (312) 681-5000.  
**Cartridge:** cassette.  
**Brand name:** Blaupunkt.

Capitol Recs. Dist'g. 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6251. Pres.: Stanley M. Gortikov; Sales Mgr. Special Prod. Div.: Oris W. Beucler; Adv. Dir. Special Prods. Div.: Gil Matthias.  
**Branch:** New York, N.Y., 1290 Ave of the Americas, Rm. 3214. Zip: 10019. Tel: (212) PL 7-7470. Eastern Special Prods. Sales Mgr.: Paul Adams.  
**Cartridge:** (6 models) 1 auto stereo 8-tr., 5 home stereo 8-tr. Price range: \$79.95—\$279.95.  
**Brand names:** Capitol (distributes Universal Tapedex).

Columbia, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Pres.: Goddard Lieberman; Dir.: J. J. Harris.  
**Reel-to-reel:** (4 models) 3 mono 4-tr.; 1 stereo 4-tr. portable. Price range: \$39.95—\$129.95.  
**Cartridge:** (3 models) 1 home mono cassette, 2 home stereo 8-tr. Price range: \$39.95—\$139.95.  
**Brand name:** Masterwork.

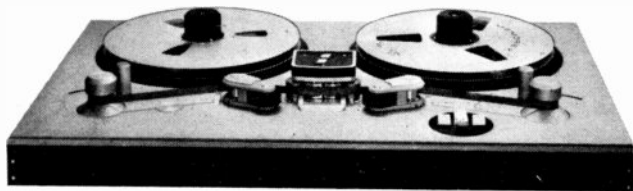
Concertone, 3962 Landmark St., Culver City, Calif. 90230. Tel: (213) 837-6133. Pres. & Adv. Dir.: Sam Bergman; Sales Mgr.: John J. Pacconi.  
**Reel-to-reel:** (3 models) 1 mono 2-tr. portable, 2 stereo 4-tr. portable. Price range: \$139.95—\$199.95.

Concord Electronics, 1935 Armacost Ave., Los Angeles, Calif. 90025. Tel: (213) 478-2541 & 879-1680. Cable: CONCORLEC. Pres.: Howard P. Ladd; Mktg. Mgr.: Arthur Gaines; Adv. Dir.: Charles Overstreet.  
**Reel-to-reel:** (17 models) 9 mono—3 2-tr., 6 2-tr. portable; 8 stereo 4-tr. Price range: \$200—\$350.  
**Brand names:** Concord, Radiocorder.  
**Cartridge:** (7 models) 7 mono portable—1 cassette, 6 2-tr. Price range: \$25—\$200.  
**Brand names:** Concord, Radiocorder, Sound Camera.

Craig Panorama, 2302 E. 15 St., Los Angeles, Calif. 90021. Tel: (213) 623-2421. Pres.: Ed Y. Motokane; Sales Mgr.: Jack Doyle; Mktg. Dir.: James W. Russell.  
**Reel-to-reel:** (7 models) 3 mono 2-tr. portable; 4 stereo—3 4-tr., 1 4-tr. portable. Price range: \$40—\$200.  
**Cartridge:** (9 models) 4 auto stereo—3 4-tr., 1 8-tr.; 3 home stereo—1 4-tr., 2 8-tr.; 2 mono portable cassette. Price range: \$40—\$200.

continued on page 176

# FOR THE FINEST IN STEREO TAPE DUPLICATION MULTICELLION



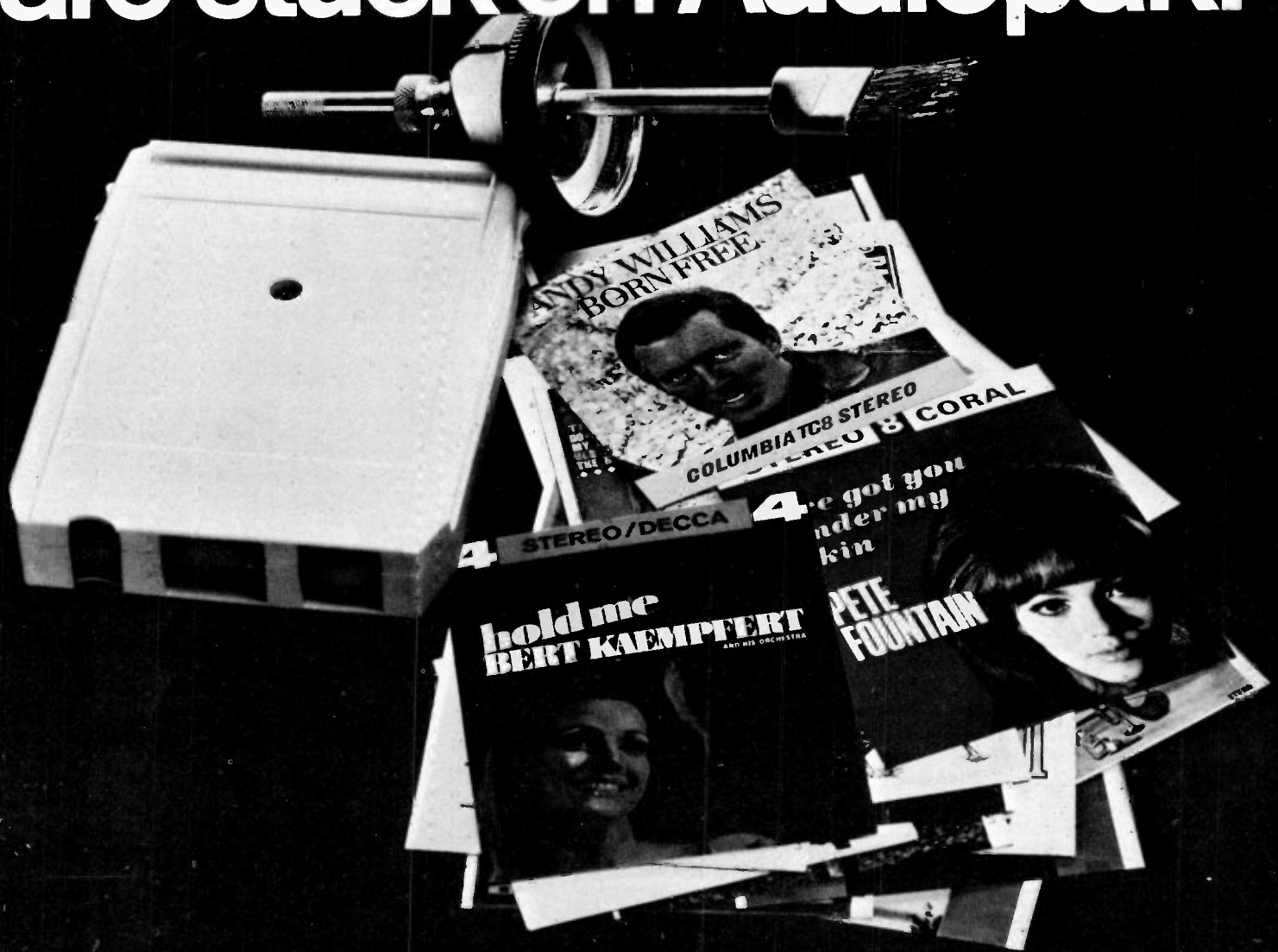
TRY THE REVOLUTIONARY "FOCUSSED GAP TECHNIQUE." TRY THIS NEW BREAKTHROUGH IN SOUND REPRODUCTION. WE HAVE THE FINEST MASTERING AND DUPLICATING FACILITIES IN THE WORLD FOR 4 & 8 TRACK CARTRIDGES AND CASSETTES.

For Complete Details

**AMERICAN SOUND**  
CORPORATION

3319 E. TEN MILE ROAD WARREN MICHIGAN 48091  
TELEPHONE (313) 539-2900

# 77 different labels are stuck on Audiopak.



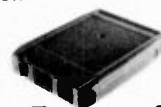
And we're faithful to them. Our rollers feed uniformly in a pinch. Our cases re-open in a jam.

Nor is our lubricated Audiotape ever fickle. It never fails to reproduce sound with brilliant fidelity.

But it's our patented (No. 3,241,781) floating hub that leads leading record companies and duplicators to love us. They know their tunes will come through true to the master—without flutter or wow.

Wow! Better send for your sample 4- or 8-track Audiopak now. We could make such beautiful music together.

Audio Devices, Inc., 235 E. 42nd St., New York 10017.



**Audiopak**  
TAPE CARTRIDGE

World Radio History

continued

**Delmonico Int'l**, 50-35 56 Rd., Maspeth, N.Y. 11378. Tel: (212) 392-7100. Pres.: Herbert Kabat; Exec. VP: Raymond Gincavage; Sales Mgr.: Sy Lipper.  
**Reel-to-reel**: (3 models) 2 mono 4-tr.; 1 stereo 4-tr. portable. Price range: \$169.95-\$229.95.  
**Brand name**: Delmonico.

**Fidelipac** (see TelePro Inds.).

**General Electric** (Audio Prods. Dept.), 2200 N. 22 St., Decatur, Ill. Tel: (217) 429-2921. Gen. Mgr.: Hicks B. Waldron; Mktg. Mgr.: J. L. Hunter.  
**Branch: Utica, N.Y.**, 831 Broad St. Tel: (315) 798-7011. Mgr. Tape Prods.: J. S. Chamberlin.  
**Reel-to-reel**: (3 models) 3 stereo 4-tr. Price range: \$549.95-\$795.  
**Cartridge**: (model) Cassette S.

**Goodyear** (see Orrtronics).

**Grant** (see Orrtronics).

**Hitachi Sales**, 666 Fifth Ave., New York, N.Y. 10019. Tel: (212) LT 1-8844. Pres.: E. Matsumura; Sales Mgr.: P. R. O'Connell; Mktg. Dir.: M. M. Schwartz.  
**Reel-to-reel**: (5 models) 4 mono 2-tr.; 1 stereo 4-tr. Price range: \$39.95-\$99.95.  
**Cartridge**: (3 models) 2 auto mono-1 cassette, 1 4-tr., 1 auto stereo 8-tr. Price range: \$59.95-\$99.95.  
**Brand name**: Hitachi.

**Kinematix**, 2040 Washington Blvd., Chicago, Ill. 60612. Tel: (312) 666-0066. Pres.: Leonard Fish; Sales Mgr.: Jim Lebesch; Adv. Dir.: Martin Santa.  
**Cartridge**: (10 models) 4 auto stereo-3 8-tr., 1 4&8-tr. compatible; 4 home stereo-1 8-tr., 3 4&8-tr. compatible; 2 portable-1 mono cassette, 1 stereo 8-tr. Price range: \$49.95-\$349.95.  
**Brand names**: Musi-Matix, Mini-Matix.

**Lafayette Radio Electronics**, 111 Jericho Tpke., Syosett, L.I., N.Y. 11415. Tel: (516) 921-7700. Cable: LAFRADELEC. Pres.: Abraham Pletman; Sales Mgr.: G. Russell.  
**Reel-to-reel**: (10 models) 2 mono & 8 stereo. Price range: \$59.95-\$299.95.  
**Brand name**: Lafayette.

**Lear Jet** (Stereo Div.), 13131 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 272-0730. Gen. Mgr.: John V. Titsworth; Mktg. Mgr.: Joel M. Rowley; Adv. Dir.: George Bechtel.  
**Cartridge**: (8 models) 4 auto stereo 8-tr.; 3 home stereo 8-tr.; 1 portable mono & stereo 8-tr. Price range: \$79.95-\$179.95.  
**Brand names**: Lear Jet Stereo 8, Mopar, Sears.

**Livingston Audio Prod.**, 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Schollen; Sales Mgr. & Adv. Dir.: Thomas Hofbauer.  
**Cartridge**: (5 models) 3 auto stereo-1 4-tr., 1 8-tr., 1 4&8-tr. compatible; 1 home stereo 4&8-tr. compatible; 1 portable stereo 4-8-tr. compatible. Price range: \$79.95-\$219.95.  
**Brand name**: Audiosphere.

**Magnecord** (div. of Telex Corp.), 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 881-2636. Pres.: Ansel Kleiman; Sales Mgr.: Paul Bunker; Mktg. Dir.: James Arrington; Adv. Dir.: Peter Schwarz.  
**Reel-to-reel**: (39 models) 19 mono-1 2-tr., 5 4-tr. 4 2&4-tr., 1 2-tr. portable, 4 4-tr. portable, 4 2&4-tr. portable; 20 stereo-4 2-tr., 4 4-tr., 4 2&4-tr., 4 2-tr. portable, 4 4-tr. portable. Price range: \$570-\$1200.

**Major Electronics**, 649 39 St., Brooklyn, N.Y. 11232. Tel: (212) 854-2100. Pres.: M. V. Lane; VPs: Steve Lane & Bill Lane; Gen. Mgr.: S. Smolen; Sales Mgr.: Jack Mandell.  
**Cartridge**: (3 models) auto stereo 8-tr. Price range: \$69.95-\$129.95.

**Mark 8** (see RCA Sales Corp.).

**Mark II** (see Borg-Warner).

**Martel Electronics**, 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 479-4491. Pres.: David Krechman; Sales Mgr.: George A. Rose; Adv. Dir.: Sheldon Krechman.  
**Reel-to-reel**: (8 models) 4 mono-2 2-tr., 2 2-tr. portable; 4 stereo-3 4-tr., 1 4-tr. portable. Price range: \$149.50-\$695.  
**Brand name**: Uher.  
**Cartridge**: (see SIB).

**Masterwork** (see Columbia).

**Matsushita Electric** (Panasonic), 200 Park Ave., New York, N.Y. 10017. Tel: (212) 973-5700. Pres.: K. Isomura; VP Consumer Sales: Raymond Gates; Adv. Dir.: Russ Johnson.  
**Reel-to-reel**: (12 models) 7 mono 2-tr.; 5 stereo 4-tr. Price range: \$39.95-\$699.95.  
**Cartridge**: (5 models) 3 home stereo 8-tr.; 2 portable mono cassette. Price range: \$79.95-\$239.95.  
**Brand name**: Panasonic.

**Mercury**, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) 332-5788. Pres.: I. B. Green; Sales Mgr.: L. Smith; Adv. Dir.: J. Sippel.  
**Cartridge**: (6 models) 1 auto mono & stereo cassette; 2 home stereo cassette; 3 portable mono cassette. Price range: \$59.95-\$149.95.

**Metra Electronics**, 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) TR 1-4100. Pres.: Charles R. Fox; Sales Mgr.: William Koehler; Adv. Dir.: Jefferson Treen.  
**Cartridge**: (3 models) 2 auto stereo 4-tr.; 1

home stereo 4-tr. Price range: \$69.95-\$199.95.  
**Note**: Also manufacture a record-playback 4-tr. unit for recording in the cartridge.  
**Brand name**: Traveltime.

**Metro of California**, 4861 Santa Monica Blvd., Los Angeles, Calif. 90029. Tel: (213) 664-1908. Owner: Ralph Slotnick.  
**Cartridge**: auto stereo. 4-tr., 4&8-tr., 8-tr. (imports).

**Midland Int'l**, 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) VI 2-0511. Pres.: Edward L. Benson; VP & Mktg. Mgr.: James Love; Prod. Planning: Ernest Krahen.  
**Cartridge**: (3 models) auto stereo-2 4-tr., 1 8-tr. Price range: \$49.95-\$79.95.

**Mini-Matix** (see Kinematix).

**Mopar** (see Lear Jet).

**Motorola Automotive Prods.**, 9401 W. Grand Ave., Franklin Park, Ill. 60131. Tel: (312) GL 1-1000. Cable: MOTOROLACO. VP & Gen. Mgr.: O. P. Kusisto; Int'l Dir.: R. A. Winsauer.  
**Branch: Detroit, Mich.**, 16180 Wyoming Ave. Zip: 48221.  
**Cartridge**: (22 models) 17 auto stereo 8-tr., 5 home stereo 8-tr. Price range: \$100-\$185.  
**Brand name**: Motorola.  
**Note**: Also manufactures for Borg-Warner, RCA, Ford Motor, Volkswagen, American Motors & others.

**MUNTZ STEREO-PAK**, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Faulkner; Sales Promo. & Mds'g: Jere Davis.  
**Cartridge**: (13 models) 7 auto stereo-6 4-tr., 1 4&8-tr. compatible; 6 home stereo-5 4-tr., 1 4&8-tr. compatible. Price range: \$29.95-\$420.  
**Brand names**: Muntz Stereo-Pak, Audio/Stereo, Riverside (Ward's). (SEE ADVERTISEMENT)

**Musi-Matix** (see Kinematix).

**Norelco** (North American Philips), 100 E. 42 St., New York, N.Y. 10017. Tel: (212) OX 7-3600. Pres.: P. C. Vink; Sales Mgr.: J. Gerrity; Adv. Dir.: R. J. Probert.  
**Reel-to-reel**: (1 model) 4-tr. stereo. Price: \$239.50.  
**Cartridge**: (5 models) 1 auto mono cassette; 2 home-1 mono cassette, 1 mono & stereo cassette; 2 portable mono cassette. Price range: \$69.50-\$199.50.

**Olympic Radio & Television Sales** (div. of Lear Siegler), 34-01 38 Ave., Long Island City, N.Y. 11101. Tel: (212) EX 2-5200. VP Sales: W. D. Goldberg; Exp. Mgr.: Jack Goldman.  
**Cartridge**: (2 models) home stereo 8-tr. Price range: \$99.95-\$139.

continued on page 178

# DISCOVER . . . unmatched performance!

GAUSS G12\*



ULTRA HIGH SPEED TAPE DUPLICATING SYSTEM . . . UP TO 240 I. P. S.

\*FOCUSED GAP RECORDING PROCESS T.M.

Learn more about this amazing G12 Ultra High Speed Tape Duplicating System. Ask for brochure and delivery information from closest representative.

## Only the GAUSS G12...

- HANDLES ALL TAPE FORMATS
- HAS FASTER SPEEDS
- PRODUCES AT LOWER COST
- OCCUPIES LESS SPACE
- DUPLICATES HIGHER QUALITY

. . . than any other tape duplicating system . . . anywhere!  
 consider these and more in your next tape duplication requirement.



**GAUSS ELECTROPHYSICS, INC.**  
 AFFILIATED WITH MCA INC.  
 1653 TWELFTH ST.  
 SANTA MONICA, CALIF. 90404  
 (213) 451-9876

WORLD WIDE REPRESENTATIVES IN PRINCIPAL AREAS . . .

### U. S. A.

North East  
N P M Associates  
Greenwich, Conn.

N.E. Central  
Daniel Flickinger  
Hudson, Ohio

North West  
Audio VideoForum  
Mt. View, Calif.

### OVERSEAS

Latin America  
Worldex Mfg.  
Los Angeles, Calif.

Europe  
University Recording Ltd.  
London, England

Japan  
Warren Birkenhead, Inc.  
Tokyo, Japan

# A HANDY GUIDE TO BUYERS... WHO ARE ALSO SELLERS\* (AND, THEREFORE, VERY INTERESTED IN MAKING \$ IN BETWEEN)

## STEREO TAPE

### WHICH KIND?

Cartridges vs. Cassettes vs. Reel-To-Reel: 4-track vs. 8-track stereo... and what about tomorrow? This could be confusing, if you let it. The main thing to remember is that: (1) at GRT we're impartial (we don't make the equipment, so have no axe to grind); (2) in General, it's all Recorded Tape and you can get all kinds and the best of it all from General Recorded Tape (which is how we picked the name!).

### THE LIBRARY

This is the "numbers" game. You've probably heard it played with "1001 Albums" or maybe "over 50,000 Titles." But the real name of the game is, how many can you stock and sell! If 80% are "losers," then "1001 Albums" or "50,000 Titles" is not only meaningless and confusing... but a real liability to you. At GRT we play the Quality-Selective Game in making sure you get what **sells** in your market. We call it Market-Tailored Merchandising, and it's done by the GRT man in your area who knows your market best!

### PACKAGING

Most people kind of go along with the same box (the kind with the holes in it) which means your customers don't know what's on the tape unless they take it out of the player. We believe that, in General, people ought to be able to see what's Recorded on the Tape both on the box and on the cartridge (which is why we've created a better package, and think our name fits here, too).

### DELIVERY

In this case, your ability to deliver to your customers what they want, when they want it. Of course, this means somebody has to know the music business. We point with pride to our current list of releases on the best-selling list, just like most others do. The difference is mainly how many "points" you get! (We rejected the name "Hot Hits Recorded Tape Company.")

### LABELS

This is what separates the Generals from the Privates. At General Recorded Tape, we offer:

ABC	DYNO VOICE	PAULA
AMY	GOLDWAX	PURIST
ATCO	GRAND AWARD	SCEPTER
ATLANTIC	GRT	STARDAY
BANG	HICKORY	STAX
BELL	IMPULSE	20th CENTURY
CADET	JERDEM	VAULT
CHECKER	KIND	VIVA
CHESS	MALA	VOLT
COMMAND	MONUMENT	WAND
CRESCENDO	MOONGLOW	WESTMINSTER
DUNHILL	MUSICLAND	WHITE WHALE
DUNWICH	NEW VOICE	

### CATALOGS

This is how you find out whether everything that's been said is really true. And at General Recorded Tape... all you do is call or write:

# GRT

\*GENERAL RECORDED TAPE, INC.  
1262 Lawrence Station Road  
Sunnyvale, California 94086  
(408) 738-2660

continued

Orrtrronics, PO Box 864, 30335 Oregon Rd., Toledo, Ohio 43601. Tel: (419) 693-0641. Pres.: Keith Wilson; Sales Mgr.: Joseph C. Meidt; Adv. Dir.: Michael Seiler.  
**Cartridge:** (6 models) 4 auto-1 mono 4-tr., 3 stereo 8-tr.; 2 home stereo 8-tr. Price range: \$79-\$199.95  
**Brand names:** Orrtrronics, Sears, White, Grant, Goodyear.

Packard-Bell, 12333 W. Olympic Blvd., Los Angeles, Calif. 90025. Tel: (213) 272-6141. Chm.: R. S. Bell; Pres.: W. B. Sell; Sales Mgr.: T. A. Flynn; Adv. Dir.: W. T. Reedy.  
**Cartridge:** (2 models) home stereo 8-tr. Price range: \$89-\$500.

Panasonic (see Matsushita Electric).

Philco-Ford, "C" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-5967. VP & Gen. Mgr.: A. E. Allen; Sales Mgr.: J. A. O'Hara; Adv. Dir.: C. S. Grill.  
**Reel-to-reel:** (8 models) 4 mono-1 2-tr., 3 2-tr. portable; 4 stereo 4-tr. Price range: \$39.95-\$95.00.  
**Cartridge:** (9 models) 7 home-2 mono cassette, 5 stereo-2 cassette, 3 8-tr.; 2 portable mono cassette. Price range: \$59.95-\$499.95.

Playtape, 1115 Broadway, New York, N.Y. 10010. Tel: (212) OR 5-8050. Pres.: Frank Stanton; Sales Mgr.: Hal Dennis; Adv. Dir.: I. Bernard Sussman.  
**Cartridge:** (10 models) 1 auto mono 2-tr., 3 home mono 2-tr.; 6 portable mono 2-tr. Price range: \$16.95-\$49.95.

Porta-Tape (see TelePro Inds.).

R C A Sales, 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000. Pres.: B. S. Durant; Exec. VP Sales Ops.: Jack K. Sauter; Adv. Dir.: Jack M. Williams; Pub. Affairs Mgr.: Frank McCann.  
**Reel-to-reel:** (7 models) 5 mono-4 2-tr., 1 4-tr.; 2 stereo 4-tr. Price range: \$39.95-\$229.95.  
**Brand names:** RCA Victor, Radio Corporation of America.  
**Cartridge:** (7 models) 2 home mono 4-tr., 5 home stereo-3 4-tr., 2 8-tr. Price range: \$99.95-\$199.95.  
**Brand names:** RCA Victor, Mark 8.

R C A Victor (see RCA Sales).

Radio Corporation of America (see RCA Sales).

Radiocorder (see Concord Electronics).

Revox (see Thorens).

Riverside (see Muntz Stereo-Pak).

Roberts Electronics, 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: O. X. Pitney; VP Mktg.: J. F. White; Adv. Dir.: Geri Langsner.  
**Reel-to-reel:** (17 models) 4 mono & 13 stereo. Price range: \$159.95-\$800.  
**Cartridge:** (1 model) home stereo 4&8-tr. compatible. Price: \$99.95.  
**Note:** 1 unit with 8-tr. cartridge & 4-tr. reel-to-reel.

S J B (automotive div. of Martel), 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 477-6095. Pres.: Sheldon Krechman; Sales Mgr.: George Bozanic; Adv. Dir.: King Baldwin.  
**Cartridge:** (25 models) 11 auto stereo-3 4-tr., 4 8-tr., 4 4&8-tr. compatible; 6 home stereo-2 4-tr., 2 8-tr., 2 4&8-tr. compatible; 8 portable stereo-2 4-tr., 2 8-tr., 4 4&8-tr. compatible. Price range: \$49.95-\$299.95.  
**Brand name:** Auto-Sonic.  
 Satellite (see TelePro Inds.).

Sears (see Lear Jet & Orrtrronics).

Selectron Int'l, 4215 W. 45 St., Chicago, Ill. 60632. Tel: (312) 254-7900. Pres.: Nicholas Milovac; Sales Mgr.: Bernard Buchwald; Adv. Dir.: Thomas L. Rafinski.  
**Reel-to-reel:** (21 models) 17 mono 2-tr. portable; 4 stereo-1 2&4-tr., 3 4-tr. portable. Price range: \$14.95-\$249.95.  
**Cartridge:** (3 models) 1 auto mono cassette; 2 portable mono cassette. Price range: \$49-\$99.  
**Brand name:** AIWA.

Sony (see Sony-Superscope).

Sony-Superscope, 8150 Vineland Ave., Sun Valley, Calif. 91353. Tel: (213) 875-0810. Pres.: Joseph Tushinsky; VP & Sales Dir.: Fred Tushinsky.  
**Branch:** Woodside, L.I., N.Y., Superscope, 37-09 56 St. Tel: (212) LT 1-0100.  
**Reel-to-reel:** (15 models) 6 mono-5 2-tr. & 1 4-tr. portable; 9 stereo-1 2-tr., 2 4-tr., 1 2&4-tr., 5 4-tr. portable. Price range: \$49.50-\$695.  
**Cartridge:** 1 portable mono 2-tr. Price: \$99.50.  
**Brand name:** Sony.

Sound Camera (see Concord).

Standard Radio, 60-09 39 Ave., Woodside, L.I., N.Y. 11377. Tel: (212) 651-6100. Pres.: Rejie Hiroshima; Sales Mgr.: M. J. Kaplan; Adv. Dir.: S. Miki.  
**Reel-to-reel:** (4 models) mono 2-tr. portable. Price range: \$44.95-\$139.95.  
**Cartridge:** (2 models) portable mono-1 cassette, 1 2-tr. Price range: \$59.95-\$99.95.

Sylvania Electric Prods. (Entertainment Prods. Div.), 730 Third Ave., New York, N.Y. 10017. Tel:

(212) 551-1409. Pres.: Gene K. Beare; Project Mgr.: Richard L. Graves.  
**Cartridge:** (1 model) home stereo 8-tr. Price: \$99.95.

Symphonic (see Symphonic Radio & Electronic).

Symphonic Radio & Electronic, 470 Park Ave. S., New York, N.Y. 10016. Tel: (212) 889-6800. Pres.: Max J. Zimmer; Sales Mgr.: Stanley Seltzer; Adv. Dir.: Howard A. Behren.  
**Cartridge:** (2 models) home stereo 8-tr.  
**Brand name:** Symphonic.

T P I (see TelePro Inds.).

Taiko, 15164 1/2 Stagg St., Van Nuys, Calif. 91405. Tel: (213) 873-5840. Pres.: Sol Zamek; Sales Mgr.: Charles Dondoro.  
**Cartridge:** (2 models) auto mono & stereo-1 4-tr., 1 8-tr. Price range: \$99.50-\$129.

Tandberg of America, 8 Third Ave., Pelham, N.Y. 10803. Tel: (914) PE 8-0772. Pres.: Eric Darmstaedter; Sales Mgr.: Robert J. Bowman Jr.  
**Reel-to-reel:** (17 models) 13 mono & 4 stereo. Price range: \$199.50-\$549.

TapeDek (see Automatic Radio).

Telefunken Sales, South St., Roosevelt Field, Garden City, N.Y. 11530. Tel: (516) 741-1390. Pres.: E. Zwarg; Sales Mgr.: Charles Bock; Adv. Dir.: Don Diamond.  
**Reel-to-reel:** (7 models) 6 mono-2 2-tr., 2 4-tr., 1 2-tr. portable, 1 4-tr. portable; 1 stereo 4-tr. Price range: \$99.95-\$299.95.  
**Brand name:** Telefunken.

TelePro Inds., Cherry Hill Ind'l Ctr., Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: W. F. Mulcahy; Gen. Mgr.: Aaron Wall; Sales Mgr.: Arnold Kaminer.  
**Cartridge:** (11 models) 5 auto-1 mono 4-tr., 3 stereo-1 4-tr., 1 8-tr., 1 4&8-tr. compatible, 1 mono & stereo 4-tr.; 6 home-1 mono 4-tr., 4 stereo-1 4-tr., 2 8-tr., 1 4&8-tr. compatible, 1 mono & stereo 4-tr.; 6 home-1 mono 4-tr.  
**Brand names:** TelePro, Porta-Tape, Satellite, TPI, Fidelipac.

Tenna, 19201 Cranwood Pkwy., Warrensville Heights, Ohio 44128. Tel: (216) 475-1400. Pres.: Morton R. Mendes; VP Sales: Stanley B. Goss; Sales Prod. Mgr.: Donald W. Slack.  
**Cartridge:** (7 models) 5 auto mono & stereo-1 4-tr., 2 8-tr., 2 4&8-tr. compatible; 2 home mono & stereo 4&8-tr. compatible.

Thorens, Atlantic & Thorens, New Hyde Park, N.Y. 11040. Tel: (516) PI 6-3002. Pres.: E. L. Childs; Sales Mgr.: R. W. Watter.  
**Reel-to-reel:** (8 models) stereo-5 2-tr., 3 4-tr.  
**Brand name:** Revox.

continued on page 180

# We Have Everything



There's a lot of money to be made in cartridge tapes. We can help you make it. ■ We have every cartridge tape in the books. And we have it in stock. Which means we can ship everything to you the same day we get your order. ■ Just call us collect. Or mail in the coupon. We'll tell you about everything and the free racks everything comes in.

Tell me about everything you have, including the free racks everything comes in.

Store \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
 Buyer \_\_\_\_\_ Telephone \_\_\_\_\_

MAIL TO: Tape Distributors of America  
 1507 South Michigan Avenue  
 Chicago, Illinois 60605  
 Telephone (312) 939-3675

# THE ORIGINAL MEXICAN SOUND THAT SELLS

Direct from Mexico

## THE CBS LATIN LABEL CATALOG

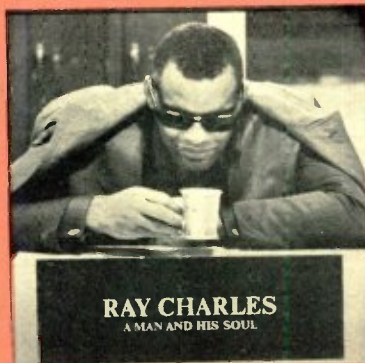
\*THE ROULETTE-TICO-ALLEGRE CATALOG

\*\*THE ABC-COMMAND-IMPULSE CATALOG

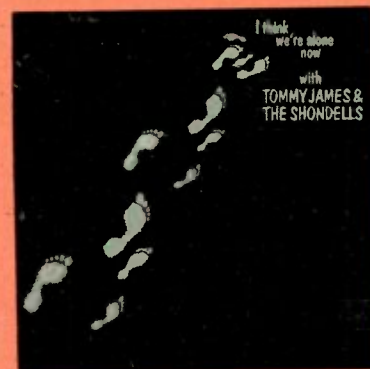
available now on 4 AND 8 TRACK CARTRIDGES



TRIO LOS PANCHOS



RAY CHARLES



TOMMY JAMES & THE SHONDELLS



JAVIER SOLIS



PERSUASIVE PERCUSSION



RICARDO RAY



SONORA SANTANERA



CUCO SANCHEZ



ANTONIO BRIBIESCA

\* Available only in Mexico, Puerto Rico and Canada

\*\* Available only in Mexico

U.S. BRANCH:  
CAYTRONICS CORPORATION  
240 Madison Avenue  
New York, N.Y. (212) MU 3-7911



MEXICO CITY BRANCH:  
STEREO JET  
DE MEXICO S.A.  
Mexico City, Mexico

Some Distributorships Still Available  
World Radio History

IF YOU'RE LOOKING FOR "THE" DISTRIBUTOR OF ALL  
PRE-RECORDED TAPES WITH A PROGRAM, IT'S "HAPPENING" AT

# CALECTRON

THE WEST'S LARGEST DISTRIBUTOR OF PRE-RECORDED TAPE.

- ★ COMPLETE PROGRAMS FOR ALL TYPES OF OUTLETS
- ★ SERVICES AND PRICES UPON REQUEST
- ★ CUSTOM FIXTURES
- ★ BALANCED INVENTORIES — 4TR — 8TR — REEL TO REEL — BLANK TAPE
- ★ PREPRICING      ★ INVENTORY CONTROLS
- ★ SPECIAL ORDER SERVICE      ★ EXCHANGE PRIVILEGES
- ★ TAPE SPECIALISTS CALL ON OUR DEALERS
- ★ ADVERTISING PROGRAMS

# CALECTRON

TAPE DIVISION

460 TALBERT STREET  
DALY CITY, CALIFORNIA  
(415) 586-7000

BRANCHES IN SACRAMENTO & FRESNO

## ONE FOR ALL!



### CASSETTE 90

Now available, easily assembled with 5 self tapping steel screws, can be heat sealed if preferred. Loads 60 or 90 minutes of tape.

### EIGHT TRACK

Established performance. Delivered complete to tape duplicator, ready for high speed assembly.

### FOUR TRACK

Engineered with the same reliable internal features as the EIGHT TRACK. Area for complete wrap-around label. Investigate the advantages of buying from THE ONE SOURCE FOR ALL.

New York  
Robert Cheshire  
271 Madison Ave.  
New York, N. Y.

Los Angeles  
Walter Stickel  
James McAllister  
4357 Melrose Ave.  
Los Angeles, Calif.



1800 W. FULLERTON AVE. • CHICAGO, ILL. 60614 PHONE 312-348-4300 • TWX 312-222-9410

continued

3M, Revere-Mincom Div., 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110. Pres.: Harry Heltzer; Sales Mgr.: D. H. Boyd; Adv. Dir.: Carl Andrews.

Reel-to-reel: (7 models) mono—1 2-tr., 5 4-tr., 1 2-tr. portable. Price range: \$99.95—\$249.95. Cartridge: (3 models) home stereo. Price range: \$339.95—\$459.95.

Brand name: Wollensak.

Tom Thumb (see Automatic Radio).

TransWorld, 1020 Edenborn St., Metairie, La. 70004. Tel: (504) 834-9097. Pres.: Edward Conrad; Sales Mgrs.: Fernando Davila, (Eastern) Chet Graven, (Midwest) Ray Hauch; Adv. Dir.: Peg Conrad.

Cartridge: (7 models) 4 auto stereo—3 4-tr., 1 8-tr., 3 home stereo—1 4-tr., 1 8-tr., 1 4&8-tr. compatible. Price range: auto \$39.95—\$89.95; home \$99.95—\$199.95.

Traveltime (see Metra).

U T X (see Universal Tapedex).

Uher (see Martel Electronics).

UNIVERSAL TAPEDEX, 7660 Gloria Ave., Van Nuys, Calif. 91406. Tel: (213) 989-3370. Pres.: Jack C. Cummings; VP & Sales Mgr.: Richard G. Paxson; Adv.: Grant Adv. Agency.

Cartridge: (8 models) home stereo—6 8-tr., 2 4&8-tr. compatible. Price range: \$149—\$749. Brand name: UTX (distributed by Capitol Recs.). (SEE ADVERTISEMENT)

V-M (Voice of Music), 305 Territorial Rd., Benton Harbor, Mich. 49022. Tel: (616) 925-8841. Pres.: Victor Miller; Mktg. Mgr.: M. B. Cain. Reel-to-reel: (9 models) 5 mono—4 2-tr. & 1 4 tr. portable; 4 stereo—3 4-tr. & 1 2&4-tr. portable. Price range: \$99.95—\$469.95.

Brand name: Voice of Music.

Viking Tape Recorders (div. of Telex), 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 881-2636. Pres.: Ansel Kleiman; Sales Mgr.: Gordon Thorburn; Adv. Dir.: Peter Schwarz. Reel-to-reel: (8 models) stereo—2 2-tr., 2 4-tr., 3 2&4-tr., 1 2&4-tr. portable. Price range: \$129—\$800.

Cartridge: (3 models) 2 home stereo 8-tr.; 1 portable stereo 8-tr. Price range: \$135 and up.

Ward's (see Muntz Stereo-Pak).

Webcor, 2400 N. Wolcott Ave., Chicago, Ill. 60614. Tel: (312) 342-8100. Pres.: Titus Haffa; VP Sales: William Chapman.

Reel-to-reel: (10 models) mono & stereo tape deck. Price range: \$60—\$400.

Westinghouse Electric (TV-Radio-Phono Div.), Rt. 27, Vineyard Rd., Metuchen, N.J. Tel: (201) 287-2000. Gen. Mgr.: W. M. Day; Prod. Planning Mgr.: F. C. Davis.

Reel-to-reel: (4 models) mono—1 2-tr., 3 2-tr. portable.

Cartridge: (1 model) portable mono cassette. Price range: \$29.95—\$89.95.

White (see Orrtronics).

Wollensak (see 3M).

## TAPE DUPLICATION

### ARIZONA

- PHOENIX (Area Code 602)

Audio Recorders of Arizona, 3830 N. Seventh St. Zip: 85014. Tel: CR 7-4723. VP: Floyd M. Ramsey.

### CALIFORNIA

- COSTA MESA (Area Code 714)

Greentree Electronics, 2135 Canyon Dr. Tel: 549-2265. Pres.: Sidney Brandt; Nat'l Sales Mgr. Stereotape Div.: James Neiger.

- GARDENA (see Los Angeles)

- LOS ANGELES METROPOLITAN AREA (Area Code 213)

AMCAR (div. of Audio Magnetics Corp.), 14600 S. Broadway, Gardena, 90247. Tel: 321-6841. Cable: MAGTAPE. Pres.: Irving Katz; Div. Dir.: Russ Molloy; Sales Mgr.: Eli Chezar. (SEE ADVERTISEMENT)

Alto Fonic, 6362 Hollywood Blvd., Hollywood, Zip: 90028. Tel: 466-9261. Pres.: D. Alan Clark; Gen. Mgr.: Lee Tate.

Audio Publ'g, PO Box 3521, Van Nuys. Zip: 91407. Tel: PO 5-5600.

Budget Tape Cartridge Mfg., 4588 Santa Monica Blvd., Hollywood. Zip: 90029. Tel: 666-6480/1. Pres.: Don Macmillan.

Capitol, 1750 N. Vine St., Hollywood. Tel: HO 2-6252.

Columbia Rec. Prod'ns, 6121 Sunset Blvd. Zip: 90028. Tel: 466-2481.

E M C, 7000 Santa Monica Blvd., Hollywood. Tel: HO 3-3282.

FINEBILT MFG., 931 N. Citrus Ave., Hollywood. Tel: HO 6-9511. (SEE ADVERTISEMENT)

GAUSS ELECTROPHYSICS, 1653 12 St., Santa Monica. Zip: 90404. Tel: 451-9876. Cable: GAUSS. Pres.: D. P. Gregg; VP Mkt'g: W. I. Cara. (SEE ADVERTISEMENT)

continued on page 182





for the  to  
profitable tape  
merchandising  
*it's*  
**ans**

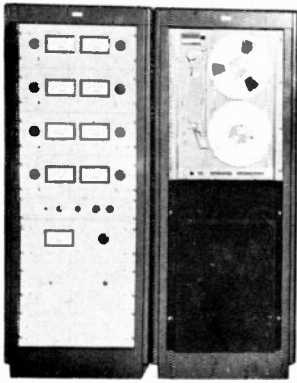
**SERVING THE GREAT SOUTHWEST WITH  
PRE-RECORDED TAPE FOR HOME & CAR**

- \* OPEN-REEL STEREO TAPES from AMPEX — CAPITOL — COLUMBIA  
G. R. T. — MUSIC TAPES — STEREO TAPE (Greentree) —  
TAPEMATES — and others
- \* 4 & 8-TRACK CARTRIDGES from AMPEX — AURASONIC — CAPITOL —  
COLUMBIA — C.B.S. of MEXICO — DECCA — G. R. T. — LIBERTY —  
MERCURY GROUP — MUNTZ — MUSART — R. C. A. — TAMLA/  
MOTOWN — UNITED ARTISTS — and others
- \* CASSETTES from the leading duplicators of CASSETTE CARTRIDGES
- \* 4 & 8-TRACK CAR & HOME RECORDERS & PLAYBACK UNITS from  
CRAIG/PANORAMA — CAPITOL — S. J. B./MARTEL — UNIVERSAL  
TAPEDEX — and others
- \* ACCESSORIES for CARTRIDGE TAPES & CARTRIDGE PLAYERS/RECORDERS
- \* . . . AND — the SELLING AIDS & FIXTURES for

**profitable merchandising!!**

— We Invite Your Inquiry —

**ans** ALLIED RECORDED SOUND, INC.  
2704 Polk Avenue (713) CA 7-2316 HOUSTON, TEXAS 77003



**MAGNA-TECH HIGH SPEED DUPLICATING SYSTEMS OPERATE AUTOMATICALLY**

**TO PRODUCE TAPES FOR 8 TRACK—4 TRACK—CASSETTE AND PLAYTAPE**

In addition to a complete line of professional duplicating and mastering systems, MAGNA TECH CAN SUPPLY ALL COMPONENTS NECESSARY FOR CARTRIDGE PRODUCTION:

Magnetic tape—tape cartridges—magnetic heads—solid state electronics—reel to cartridge transfer equipment—cartridge run in equipment—cartridge test and quality control instruments—custom electro-mechanical/solid state audio design.

For complete information, contact:

**MAGNA-TECH CORPORATION**

2300 Ampex Ave., Opelika, Ala. 36801  
Telephones: (205) 745-6515 & 745-7346

**NEW... compact and portable CARRYING CASE**

FOR TAPE CARTRIDGES

HOLDS NINE 4 OR 8 TRACK TAPE CARTRIDGES.



Handsomely designed, made to last and enjoy.

**OTHER FEATURES**

Charcoal with off-white top. Made of high-impact styrene with a polypropylene roll-back top. Ask about special custom-styled cases.

Write today for detailed distributor information



**AVSCO, Inc.**

Highway 69 and Corum Road  
Excelsior Springs, Missouri 64024  
A.C. 816; TH 7-6050 — ME 7-2114

Everything sounds better on...

**AMERICAN CRYSTALINED RECORDING TAPE**

manufactured by

**GREENTREE ELECTRONICS**

2135 Canyon Dr., Costa Mesa, Calif. 92626

supplier of the world's finest recording tapes to the record, music and tape cartridge industry

continued

MAGNETIC TAPE DUPLICATORS, 7925 Santa Monica Blvd., Hollywood. Zip: 90046. Tel: OL 4-6900. (SEE ADVERTISEMENT)  
R C A Custom Rec. Sales, 6363 Sunset Blvd., Hollywood. Tel: HO 1-9171.  
Whitney Rec., 1516 W. Glenoaks Blvd., Glendale. Tel: 245-6801.  
Worldex Mfg., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669.

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

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

• **SUNNYVALE** (Area Code 408)  
GENERAL RECORDED TAPE (GRT), 1262 Lawrence Station Rd. Zip: 94086. Tel: (408) 738-2660. Pres.: Alan Bayley, Eastern Sales & Mktg.: John Spellman. Tel: (212) 267-6875. (SEE ADVERTISEMENT)

• **VISTA** (Area Code 714)  
Cook & Assocs. Recorders, PO Box 1508, 205 Ardys Pl. Zip, 92083. Tel: 726-3625. Contact: Ray Earl Cook.

**DELAWARE**

• **WILMINGTON** (Area Code 302)  
Ken-Del Prod'ns, 515 Shipley St. Zip, 19801. Tel: 654-8246. Pres.: H. Edwin Kennedy.

**FLORIDA**

• **FORT LAUDERDALE** (Area Code 305)  
Fletcher Smith Studio, 259 S.W. 21 Terr. Zip: 33310. Tel: LU 1-7300. Pres.: Fletcher Smith.

• **MIAMI** (Area Code 305)  
Adrian Assocs., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626.  
Criteria, 1755 N. E. 149 St. Zip, 33161. Tel: 947-5611. Pres.: M. L. Emerman.

• **PENSACOLA** (Area Code 904)  
F T C Brewer, Town & Country Plaza. Zip: 32505. Tel: 433-7932. Owner: Frederic T. C. Brewer.

• **TAMPA** (Area Code 813)  
Charles Fuller Prod'ns, PO Box 10513, 2722 S. Macdill Ave. Zip: 33609. Tel: 839-5471.

**ILLINOIS**

• **CHICAGO** (Area Code 312)  
Argus Audio, 3505 N. Ashland. Tel: 528-6200.  
Boulevard, 632 N. Dearborn St. Zip: 60610. Tel: WH 4-2752. Pres.: Hal Kaitchuck.  
Columbia Rec. Prod'ns, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000.  
International Rec'g Co. (IRC), 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000.  
R C A Custom Rec. Sales, 445 N. Lake Shore Dr. Zip: 60611. Tel: WH 4-3215.  
Recordings Unltd., 64 E. Van Buren. Tel: WA 2-2340.  
Tape Transfer Techniques, 230 N. Michigan. Zip: 60601. Tel: 236-4814.  
Tone-Tape Dupl'g, 46 E. Walton. Tel: 642-6465.  
Universal Rec'g, 46 E. Walton. Tel: MI 2-6465. Pres.: Bernie Clapper.

• **ELK GROVE** (Area Code 312)  
Ampex, 2201 Lunt Ave. Tel: 439-8700.

**INDIANA**

• **TERRE HAUTE** (Area Code 812)  
Columbia Rec. Prod'ns, 1400 Fruitridge Ave. Zip: 47805. Tel: 466-4231—no direct dial.

**ROYAL STEREO TAPE CO.**

3731 WOODWARD AVENUE  
DETROIT, MICHIGAN 48201  
313-832-0870

**! ONE STOP SHOPPING !  
FOR ALL YOUR TAPE MERCHANDISE**

**COMPLETE SELECTION: ALL LINES!**

4 & 8-TRACK CARTRIDGES • REEL TO REEL TAPES  
PLAYTAPES — PLAYTAPE MACHINES  
CASSETTES — RACKS AVAILABLE

Contact:  
**ED BERSON — MARVIN JACOBS**

WE ARE THE NORTHERN CALIFORNIA DISTRIBUTOR FOR

**MUNTZ**

THE LARGEST STOCK OF TAPES AND UNITS IN NORTHERN CALIFORNIA

**MUNTZ STEREO PAK OF SAN FRANCISCO**

2790 Van Ness at Lombard  
San Francisco, California 94109  
(Area Code 415) 885-5988



## IOWA

- **COUNCIL BLUFFS (Area Code 712)**  
Moss Rec'g Serv., 708 W. Broadway. Zip: 51501.

## KANSAS

- **BALDWIN CITY (Area Code 913)**  
KNBU fm, PO Box 657. Zip: 66006. Tel: 594-6451, ext. 300. Gen. Mgr.: John Curtright.
- **WICHITA (Area Code 316)**  
High Fidelity, 445 N. Oliver. Zip: 67208. Tel: MU 2-7481. Pres.: Raymond Creely.

## KENTUCKY

- **LOUISVILLE (Area Code 502)**  
Orbit Radio, PO Box 1644, 1863 Arlington. Tel: 895-1143 & 583-7755.

## LOUISIANA

- **NEW ORLEANS (Area Code 504)**  
Andates-Basand, 2627 Leonidas. Zip: 70118. Tel: 861-7494.
- Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474.

## MARYLAND

- **BALTIMORE (Area Code 301)**  
Bradley Rec'g, 531 N. Howard St. Zip: 21201. Tel: 727-0950. Mgr.: F. Joseph Bradley.
- Recordings, Inc., 1130 E. Cold Spring Ln. Tel: 433-0701. VP: Burgess MacNeal Jr.

## MICHIGAN

- **DETROIT (Area Code 313)**  
Columbia Rec. Prod'ns, 2990 W. Grand Blvd. Zip: 48202. Tel: 871-6100.
- Rael Sound, 4413 Fernlee Ave., Royal Oak. Zip: 48073. Tel: 549-2930. Pres.: David S. Salah.
- **TROY (Area Code 313)**  
Stereodyne, 2810 Elliott. Zip: 48084. Tel: 585-1440. Pres.: D. R. Kraus.
- **WARREN (Area Code 313)**  
AMERICAN SOUND 3319 E. Ten Mile Rd. Tel: 539-2900. (SEE ADVERTISEMENT)

## MINNESOTA

- **MINNEAPOLIS (Area Code 612)**  
Kaybank, 2541 Nicolet. Zip: 55404. Tel: TA 7-5441.

- **ST. PAUL (Area Code 612)**  
E M C Corp., 180 E. Sixth St. Zip: 55101. Tel: 227-7366. Pres.: David E. Feinberg.

## MISSOURI

- **KANSAS CITY (Area Code 816)**  
Fremerman, 3706 Broadway. Zip: 64111. Tel: PL 3-6868.
- K L S Program Serv., PO Box 10001, Westport Sta. Zip: 64141.

## MONTANA

- **HELENA (Area Code 406)**  
Valtron, 305 Allen St. Zip: 59601. Tel: 442-0734.

## NEBRASKA

- **LINCOLN (Area Code 402)**  
Williams Rec. Serv., 2650 N. 48 St. Zip: 68504. Tel: 434-4745.

- **OMAHA (Area Code 402)**  
Liberty, 1201 Pacific St. Zip: 68108. Gen. Mgr.: Leo Colvin.

## NEVADA

- **LAS VEGAS (Area Code 702)**  
United Rec'g Corp. of Nev., 3143 Industrial Rd. Tel: 735-7131.

## NEW HAMPSHIRE

- **KEENE (Area Code 603)**  
Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431. Tel: 352-7131.

## NEW JERSEY

- **CAMDEN (Area Code 609)**  
Recorded Pub'ns Labs., 1558 Pierce Ave. Zip: 08105. Tel: 963-3000. Sales Mgr.: David H. Goodman.
- **FAIRFIELD (Area Code 201)**  
Livingston Audio Prod., 1275 Bloomfield Ave. Zip: 07006. Tel: 226-8300. Pres.: Darrell D. Scholten; VP: Thomas J. Hofbauer.
- Tape Handling Prods., 1275 Bloomfield Ave. Zip: 07006. Pres.: Frank X. Brennan.
- **WEST CALDWELL (Area Code 201)**  
National Tape Serv., 3 Fairfield Crescent. Zip: 07006. Tel: 228-2424. NYC Tel: (212) 233-3520.

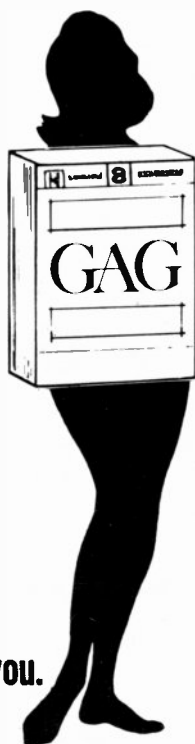
*continued on page 185*

Are Your  
CARtridges  
properly  
Dressed?

If you  
require  
PACKAGING  
PRINTING  
DESIGN  
DISPLAYS  
LABELS  
ARTWORK

We have  
the right  
model for you.

**GEORGE ALEXANDER GROUP Inc.**  
36-25 Prince St., Flushing, N.Y.  
(212) 886-5600



## WORLD'S BEST SELLER

- ★ The BIBLE
- ★ Sacred Music
- ★ Literary Masterpieces

Now Selling On:  
8 TRACK CARTRIDGES  
TAPE REELS  
RECORDS  
CASSETTES  
TODAY'S FASTEST  
SELLING LINE



**BIBLE VOICE®**  
P.O. Box 3521 Van Nuys, Calif.  
(213) 985-5600 Dept. BB6

# NEW! 4-TRACK STEREO TAPE DUPLICATOR



HIGH SPEED-30 IPS  
HIGH FIDELITY

UP TO 150 TAPES  
PER DAY

SIMPLE SINGLE-PASS OPERATION  
PRODUCES 1 TO 3 TAPES IN ONLY  
8 MINUTES WHILE CUSTOMER WAITS!

Phone, wire or write for free brochure:

**infonics, inc.**

DEPT. BG-87  
11650 WEST OLYMPIC BOULEVARD  
LOS ANGELES, CALIFORNIA 90064  
(213) 477-1561

*Some dealerships still open*

# U.S. Phonograph Manufacturers

- A M C (see Wells-Gardner Electronics).
- Admiral, 3800 W. Cortland St., Chicago, Ill. 60647. Tel: (312) 292-2600. Chm.: R. D. Siragusa; Pres.: Vincent Barreca; VP Mktg. & Sales: R. D. Siragusa Jr.; Pres. Int'l: Norman E. Johnson. Int'l Branches: Canada, Canadian Admiral, 501 Lakeshore Rd., Port Credit, Ontario. Tel: (416) CR 8-5561. Pres.: Stuart Brownlee; VP: Ed Whittaker—Mexico, Admiral de Mexico, S.A. de C.V. Apartado Postal 8912, Mexico City 8. Exec. VP: Anthony Farina.
- AIWA (see Selectron Int'l).
- Arvin, 1531 13 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Pres.: E. H. Stonecipher; VP & Gen. Mgr., Consumer Div.: John P. Sohn; VP Mktg. Consumer Div.: Tom E. Wall; Adv. Mgr.: Fred Meger. Branches: Hollywood, Calif., 1025 N. Highland Ave.—San Francisco, Calif., Merchandise Mart—Chicago, Ill., 1477 Merchandise Mart—New York, N. Y., 230 Fifth Ave., Rm. 612. Int'l Branches: Hong Kong, B.C.C., 32 Tai Yau St., 10 Floor, San Po-Kong, Kowloon—Japan, S. I. Tower, 4 Floor, 9 Honshio-Cho, Yotsuya, Shinjuku-Ku, Tokyo. Models: 20 portable, \$17.95 to \$154.95; 19 console, \$94.95 to \$399.95.
- Audio-Master, 1 E. 45 St., New York, N.Y. 10017. Tel: (212) OX 7-0725. Contact: Herbert Rosen. Models: 7 portable, \$17.95 to \$114.50.
- Automatic Radio, 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300. Pres.: David Housman; Exec. VP: E. L. Housman; VP Consumer Prods. Div.: David Nager; Sales Mgr. Consumer Prods. Div.: Jim Russo; Adv. Mgr.: H. Baker; Mktg. Dir.: Bert Housman; VP Int'l Div.: Walter Semonoff. Int'l Branch: Canada, 25 Bermondsey Rd., Toronto, Ont. Contact: Al McLeod.
- Bradford (see Wells-Gardner Electronics).
- Bulova, Exec. Offices, 630 Fifth Ave., New York, N.Y. Tel: (212) LT 1-0400. VP: Irving B. Holczer. Models: 6 portable, \$30 to \$170.
- Capitol, Hollywood & Vine, Hollywood, Calif. 90028. Tel: (213) 462-6252. Chm. & Exec. Off.: Glenn E. Wallichs; Pres. Capitol Rec.: Alan W. Livingston; Pres. Capitol Rec. Dist. Corp.: Stanley M. Gortikov; Special Prods. Mgr.: Oris W. Beucler; Pres. Int'l: Lloyd W. Dunn. Branches: Los Angeles, Calif., 3117 San Fernando Rd. Zip: 90065. Tel: (213) CL 7-8224. Sales Mgr.: Charles Bratnover—San Francisco, Calif., 475 Barneveld Ave. Zip: 94124. Tel: (415) VA 6-5454. Sales Mgr.: Bob Setzer—Atlanta, Ga., 1670 Northeast Freeway Access Rd. Zip: 30329. Tel: (404) 636-9407. Sales Mgr.: Tom Beckwith—Chicago, Ill., 6401 Gross Point Rd., Niles. Zip: 60648. Tel: (312) 647-8338. Sales Mgr.: George Gerken—Baltimore, Md., 6910 Harford Rd. Zip: 21234. Tel: (301) HI 4-6030. Sales Mgr.: Bill Dawson—Boston, Mass., 71 Fourth Ave., Needham Hts. Zip: 02194. Tel: (617) HI 9-0770. Sales Mgr.: Frank McGrath—Detroit, Mich., 18921 Wyoming Ave. Zip: 48221. Tel: (313) UN 4-5001. Sales Mgr.: Arnold Orleans—Kansas City, Mo., 701 Linwood Blvd. Zip: 64109. Tel: (816) JE 1-0435. Sales Mgr.: John Swenson—New York, N.Y., 1290 Ave. of the Americas. Zip: 10019. Tel: (212) 765-0890. Sales Mgr.: Charles Nuccio—Cincinnati, Ohio, 35 E. Seventh St., Suite 612. Zip: 45202. Tel: (513) 721-5616. Sales Mgr.: John Leffler—Bethlehem, Pa., 2980 Ave. B, Lehigh Valley Ind'l Park #1. Zip: 18017. Tel: (215) 868-140. Sales Mgr.: Charles Nuccio—Pittsburgh, Pa., 110-120 St. Joseph St. Zip: 15210. Tel: (412) 431-5803. Sales Mgr.: Arnold Orleans—Dallas, Tex., 5105 Lakawana St. Zip: 75247. Tel: (214) ME 7-1890. Sales Mgr.: John Griffith—Seattle, Wash., 1907 15 Ave. W. Zip: 98119. Tel: (206) 283-3550. Sales Mgr.: Bob Setzer. Models: 10 portable, \$19.95 to \$199.95; 2 table, \$179.95 to \$279.95.
- Channel Master, Ellenville, N.Y. 12428. Tel: (914) 647-5000. Sales Mgr.: Sam Schluskel; Adv. Mgr.: Walter D. Scott. Brand Name: Disco-Take. Models: 4 portable, \$29.95 to \$64.95. Cheeseboro Prods., 6336 Arroyo Glen St., Los Angeles, Calif. 90042. Tel: (213) 256-8109. Pres.: Robert G. Cheeseboro; VP: James K. Bibeau. Columbia Masterwork Audio Prods., 51 W. 52 St., New York, N.Y. 10019. Dir.: J. J. Harris. Branches: Hollywood, Calif.—Columbia Recs. Sales, 6922 Hollywood Blvd., Suite 702. Tel: (213) HO 6-2481. Sales Mgr.: Robert Murphy—Denver, Colo., Craig Corp., 4959 Colorado Blvd. Tel: (303) 399-0434. Sales Mgr.: Al Bergamo—Hartford, Conn., Columbia Recs. Sales, 100 Constitution Plaza, Rm. 600. Tel: (203) 522-7151. Sales Mgr.: Stephen Capone—Washington, D.C., Columbia Recs. Sales, Universal Bldg., Suite 1113, 1875 Connecticut Ave. N.W. Tel: (202) 332-2300. Sales Mgr.: George Deacon—Miami, Fla., Columbia Recs. Sales, 3641 N.W. 67 St. Tel: (305) OX 6-0033. Sales Mgr.: Robert Beasley—Atlanta, Ga., Comstock Dist'g, 1323 Spring St. N.W. Tel: (404) 876-0321. Sales Mgr.: Donald Comstock—Honolulu, Hawaii, Craig Corp., 345 Kamakee St. Tel: (808) 586-7171. Sales Mgr.: Masao Tanaka—Chicago, Ill. Columbia Recs. Sales, 2240 N. Milwaukee Ave. Tel: (312) HU 6-4700. Sales Mgr.: Merton Paul—Des Moines, Iowa, Mid America Dist's., 1630 Locust. Tel: (515) 282-0429. Sales Mgr.: Donald Cooper—New Orleans, La., Columbia Recs. Sales, John Hancock Bldg., St. Charles Ave. at Lee Circle. Tel: (504) 524-4546. Sales Mgr.: William Shaler—Portland, Me., Boyd Corp., 84 W. Cove St. Tel: (207) SP 4-0326. Sales Mgr.: Roy Rice—Waltham, Mass., Columbia Recs. Sales, John Hancock Bldg., 75 Third Ave. Tel: (617) 899-3814. Sales Mgr.: George Ryan—Detroit, Mich., Columbia Recs. Sales, 16141 W. Eight Mile Rd. Tel: (313) 273-8616. Sales Mgr.: John Kotecki—Minneapolis, Minn., Columbia Recs. Sales, F & M Bank Bldg., Suite 610, 88 S. Sixth St. Tel: (612) 338-7001. Sales Mgr.: Ronald Piccolo—St. Louis, Mo., Columbia Recs. Sales, 2151 59 St. Tel: (314) MI 7-5101. Sales Mgr.: Robert Van Metre—New York, N. Y., Columbia Recs. Sales, 545 Madison Ave. Tel: (212) HA 1-4700. Sales Mgr.: Anthony Martell—Syracuse, N. Y., Columbia Recs. Sales, 218 Harrison St. Tel: (315) 474-2901. Sales Mgr.: Irwin Medway—Cincinnati, Ohio, Columbia Recs. Sales, Carew Tower, Suite 444-47. Tel: (513) 241-4088. Sales Mgr.: William Kelly—Cleveland, Ohio, Columbia Recs. Sales, 3510 Chester Ave. Tel: (216) 431-6300. Sales Mgr.: Eugene Settler—Philadelphia, Pa., Columbia Recs. Sales, 4 Penn Ctr. Plaza, Suite 224. Tel: (215) LO 8-4445. Sales Mgr.: Edward Masterson—Pittsburgh, Pa., Columbia Recs. Sales, Porter Bldg., Sixth & Grant Sts. Tel: (412) 261-2844. Sales Mgr.: Ronald Ehrle—Memphis, Tenn., Stratton Warren Hardware, 37 E. Carolina Ave. Tel: (901) JA 5-7741. Sales Mgr.: James Lewis—Dallas, Tex., Columbia Recs. Sales, 8808 Empress Row. Tel: (214) ME 1-5680. Sales Mgr.: Thomas Cade—Seattle, Wash., Craig Corp., 540 S. Front St. Tel: (206) PA 2-9186. Sales Mgr.: Lauren Davies—Milwaukee, Wis., Morley Murphy, 5151 W. State St. Tel: (414) GL 3-7200. Sales Mgr.: Henry Aubuchon. Brand Name: Masterwork. Models: 11 portable, \$19.95 to \$169.95; 1 table, \$185; 3 console, \$229.95 to \$279.95.
- Coronado (see Wells-Gardner Electronics).
- Crestmark (see Gotham).
- Curtis-Mathes, 2220 Young St., Dallas, Tex. Tel: (214) RI 8-8311. Pres.: Charles R. Mathes; Sec'y-Treas.: R. C. Owens Jr.
- Decca, 445 Park Ave., New York, N. Y. 10022. Tel: (212) 759-7500. Pres.: Milton R. Rackmil; Exec. VP: Leonard W. Schneider; VP Sales: Sydney N. Goldberg; Asst. Gen. Mgr. Int'l Sales: Hubert J. Stone.
- Branches: Los Angeles, Calif., 6750 Santa Monica Blvd. Zip: 90038. Tel: (213) HO 3-7126. Dist. & Branch Mgr.: Lou Verzola—San Francisco, Calif., 66 Dorman Ave. Zip: 94123. Tel: (415) VA 4-0161. Mgr.: Bob Eggers—Miami, Fla., 2452 N. W. 77 Terr. Zip: 33147. Tel: (305) 691-4816. Mgr.: Bert Jones—Atlanta, Ga., 156 Alexander St. N. W. Zip: 30313. Tel: (404) JA 4-8428. Mgr.: Kent Orftman—Honolulu, Hawaii, 345 Kamakee St. Zip: 96814. Tel: (808) 504-2111. Contact: L. C. Gilman—Chicago, Ill., 425 N. Michigan Ave., The Mandel-Lear Bldg. Zip: 60611. Tel: (312) DE 7-1100. Mgr.: A. Weiner—New Orleans, La., 517 Canal St. Zip: 70130. Tel: (504) JA 2-1786. VP: R. N. McCormick—Baltimore, Md., 2921 Alexander Ave. Zip: 21215. Tel: (301) FO 7-0710. Mgr.: Edward Keelan—Boston, Mass., 138 Ipswich St. Zip: 02215. Tel: (617) CO 6-5110. Mgr.: Allan Ross—Detroit, Mich., 12730 Puritan Ave. Zip: 48227. Tel: (313) DI 1-6040. Mgr.: Mario De Filippo—Minneapolis, Minn., 17-19 E. Hennepin Ave. Zip: 55401. Tel: (612) FE 5-7681. Mgr.: Ozzie Lowe—Kansas City, Mo., 2729 Gillham Rd. Zip: 64108. Tel: (816) GR 1-4030. Mgr.: Carl Wayne—St. Louis, Mo., 1905 Delmar Blvd. Zip: 63103. Tel: (314) CE 1-6600. Mgr.: Max Mellon—Camden, N. J., 1722 Federal St. Tel: (609) 966-7111. Mgr.: Sam Passamano—Cohoes, N. Y., Vliet & Mohawk Sts. Zip: 12047. Tel: (518) CE 7-9000. Mgr.: Leo Refice—Cincinnati, Ohio, Daylight Bldg., Sixth & Court. Zip: 45202. Tel: (513) PA 1-4210. Mgr.: Jack Brown—Cleveland, Ohio, 746 W. Superior Ave. Zip: 44113. Tel: (216) 621-9770. VP: William Glaseman; Mgr.: Bill Green—Memphis, Tenn., 741 Galloway Ave. Zip: 38105. Tel: (901) 527-4539. Mar.: Mr. Hediker—Dallas, Tex., 139 Cole St. Zip: 75207. Tel: (214) RI 2-3739. Mgr.: C. W. Doherty—Seattle, Wash., 3131 Western Ave. Zip: 98121. Tel: (206) AT 4-8060. Mgr.: Mel Nimon. Brand Names: Decca. Models: 12 portable, \$16.95 to \$149.95; 3 console, \$79.95 to \$129.95; 2 component systems, \$89.95 to \$169.95. Disco-Take (see Channel Master). Dormeyer (see Webcor). DuMont (see Emerson). Dynavox Electronics, 40-05 21 St., Long Island City, N. Y. 11101. Tel: (212) ST 6-3770. Pres.: Joseph Dworken. Electron Ents., 6727 Stanley Ave., Berwyn, Ill. Tel: (312) BI 2-2636. Pres.: J. Cimfe; VP: R. Stauber; Sales: J. R. Cimfe. Emerson Television and Radio (div. of National Union Electric Corp.), 680 Fifth Ave., New York, N.Y. 10019. Tel: (212) 757-5885. VP Sales: John P. Ryan; VP Ops.: Harvey Tullo. Brand Names: Emerson, DuMont. Models: 10 portable; 2 table, 25 console.
- Fanon Electronic Ind., 439 Frelinghuysen Ave., Newark, N. J. Tel: (201) BI 3-1020. Pres.: Walter Nachtigall; VP Sales: Murray Trotiner. Int'l Branch: Canada, 489 King St. W., Toronto, Ont. Contact: Harold Rosen.
- Fisher Radio, 11-40 45 Rd., Long Island City, N. Y. 11101. Tel: (212) 937-2100. Pres.: Avery Fisher; Exec. VP: Harold J. Schulman; Sales Mgr.: Consoles: Charles Cordike; Mktg. Mgr.: Consoles: Al Jacobson; Sales Mgr.: Components: Harry Norman; Mktg. Mgr.: Components: Norman Sanders; Int'l: Ben Buxton.
- General Electric, Radio Receiver Dept., 1001 Broad St., Utica, N. Y. Tel: (315) SW 7-1000. Mgr.: John S. Chamberlin; Mgr. Mfg.: D. E. Garrett. Main Branch for Audio Prods.: Decatur, Ill., 2200 N. 22 St. Zip: 62525. Tel: (217) 429-2921. Gen. Mgr.: H. B. Waldron; Mktg. Mgr.: J. L. Hunter; Sales/Consoles: J. E. Wiegell; Sales/Portables: W. W. Williams.
- Gotham-Crestmark, 170 Michael Dr., Syosset, N. Y. 11791. Tel: (516) WA 1-4500. Pres.: Marvin J. Frank; VP: Stanley Cohen; Sales Mgr.: Irv Kaplan.

## TAPE SECTION

continued

### NEW YORK

- **BUFFALO** (Area Code 716)  
Howell, 2703 Delaware Ave. Tel: 876-9800.
- **COPIAGUE, L. I.** (Area Code 516)  
Dubbing Electronics, 1305 South Strong Ave. Zip: 11726. Tel: 893-1000. Pres.: Julius A. Konins.
- **FRANKLIN SQUARE, L. I.** (Area Code 516)  
Audio Rec'g & Mfg., 4 New Hyde Park Rd. Zip: 11010. Tel: GE 7-6200.
- **GLOVERSVILLE** (Area Code 518)  
Decca Mfg., Rt. 30A. Zip: 12078.
- **ITHACA** (Area Code 607)  
Alcor, 215 S. Tioga. Tel: AR 3-4242.
- **NEW YORK CITY** (Area Code 212)  
Associated, c/o Milt Schnapf, 723 Seventh Ave. Tel: CI 5-7640.  
Columbia Rec. Prod'ns, 51 W. 52 St. Tel: 765-4321.  
Decca, 619 W. 54 St. Zip: 10019. Tel: PL 7-2000.  
Lang Electronics, 507 Fifth Ave. Zip: 10017. Tel: MU 2-7147. Pres.: Lou Lang.  
Olmstead, 1 E. 54 St. Tel: PL 1-0890.  
R C A Custom Rec. Sales, 155 E. 24 St. Tel: MU 9-7200.
- **UTICA** (Area Code 315)  
Longmark Prod'ns, PO Box 116, New York Mills; 814 Jay St. Tel: 737-7341 & 732-9488.

### NORTH CAROLINA

- **CHARLOTTE** (Area Code 704)  
Arthur Smith, PO Box 17551, 5457 Old Monroe Rd. Tel: 536-0424.
- **GREENSBORO** (Area Code 919)  
Copeland Sound, PO Box 6104. Tel: 275-0434.

### OHIO

- **CLEVELAND** (Area Code 216)  
Cleveland Rec., 1515 Euclid Ave. Zip: 44115. Tel: 621-9362. Pres.: Frederick C. Wolf; VP: Kenneth R. Hamann.  
W B K R Broadcast Serv., 1169 Sylvania Rd. Tel: 382-0900.
- **COLUMBUS** (Area Code 614)  
Magnetic Studios, 1670 W. First Ave. Tel: 486-2469.
- **DAYTON** (Area Code 513)  
Mega City Music, 126 Davis Ave. Zip: 45403. Tel: 256-6931 & 256-6557.

### PENNSYLVANIA

- **FRANKLIN** (Area Code 814)  
Process Rec., 439 Wilev Ave. Zip: 16323. Tel: 432-4633.
- **SHARON** (Area Code 412)  
Marion, 930 Woodview Pl. Tel: DI 7-4726.
- **YORK** (Area Code 717)  
Dee-Bee Rec'g Serv., S. Camp St. Ext., Windsor. Zip: 17366. Tel: 244-5411. Owner: Stan Deppen Jr.

### RHODE ISLAND

- **PAWTUCKET** (Area Code 401)  
Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222.  
Revolver Rec'g Serv., 139 Prospect St. Tel: 725-7692. Pres.: Leo Dignan.

### TENNESSEE

- **NASHVILLE** (Area Code 615)  
Columbia Rec. Prod'ns, 804 16 Ave. S. Zip: 37203. Tel: 255-0371.  
Globe, 420 Broad St. Tel: AL 5-7645.  
R C A Custom Rec. Sales, 800 17 Ave. S. Tel: AL 5-5781.

### TEXAS

- **AMARILLO** (Area Code 806)  
Demand Rec. Org., 2027 S. Bonham St. Tel: 356-4806.
- **FORT WORTH** (Area Code 817)  
Oakridge, 2001 Elton Rd. Tel: TE 8-6608.
- **LAREDO** (Area Code 512)  
Central Sound, Box 187. Mgr.: Fidel Cuellar.

### VIRGINIA

- **RICHMOND** (Area Code 703)  
Richmond Sound Stages, 2314 W. Cary St. Tel: 353-0473. Dir.: Frank L. Brooks.

### WYOMING

- **CHEYENNE** (Area Code 307)  
R M R (Rocky Mountain Rec'g), PO Box 82. Zip: 82001. Tel: 638-8733. Contact: Ray Alexander.

Guild Radio & Television, 460 N. Eucalyptus Ave., Inglewood, Calif. 90302. Tel: (213) OR 8-7771. Pres. & Sales Mgr.: Lou Dolgin.  
**Models:** 1 table, \$209.95; 2 console, \$599.50.

K L H Research & Development, 30 Cross St., Cambridge, Mass. 02139. Tel: (617) 547-3815. Sales Mgr.: Fred Goldstein.

M P Audio, Fairfield, Conn. 06430. Tel: (203) 268-2385. Pres.: M. Paneyko.  
**Models:** 1 table, \$250; 1 console, \$1,600.

Magnavox, Exec. Offices, 270 Park Ave., New York, N.Y. 10017. Tel: (212) YU 6-0055. Pres.: Frank Freimann; VP & Sales Mgr.: George H. Fezell. Adv. Dir.: Peter Hartsuff; Pub. Co-ord.: Edith Rogue.

**Corporate Offices: Ft. Wayne, Ind.,** 2131 Bueter Rd. Zip: 46803. Tel: (219) 743-9721.

Major Electronics, 649 39 St., Brooklyn, N.Y. 11232. Tel: (212) 854-2100. Pres.: M. V. Lane; VPs: Steve Lane & Bill Lane; Gen. Mgr.: S. Smolen.  
**Brand Names:** Major, Majorette, Royal York.  
**Models:** 16 portable, \$17.95 to \$199.95; 2 consoles, \$89.95 to \$109.95.

Majorette (see Major).

Masco (see Fanon Electronic Ind.)

Masterwork (see Columbia Masterwork Audio Prods.)

Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Contact: Perry Winokur.  
**Models:** 3 portable, \$59 to \$119; 2 table, \$99 to \$149.

Midland Int'l, 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) VI 2-0511. Pres.: Edward L. Benson; VP & Mktg. Mgr.: James Love.  
**Models:** 6 portable, \$17.95 to \$39.95.

Motorola Consumer Prods., 9401 W. Grand, Franklin Park, Ill. Tel: (312) NA 5-6000. Pres.: S. R. Herkes; VPs: J. F. Haley & C. V. Phillips; Gen. Mgr.: A. L. Reese; Dir. of Adv.: R. G. Farris.

Olympic Radio & Television Sales (div. of Lear Siegler, Inc.), 34-01 38 Ave., Long Island City, N. Y. 11101. Tel: (212) EX 2-5200. Pres.: W. D. Goldberg; Exp. Mgr.: Jack Goldman.  
**Branches: Los Angeles, Calif.,** 4341 District Blvd. Tel: (213) LU 9-5246. Contact: William Briggs—San Francisco, Calif., 2041 Evans Ave. Tel: (415) 824-9511. Contact: Dore Schwab—Hartford, Conn., 175 Locust St. Tel: (203) 249-7721. Contact: Ted Bloom—Chicago, Ill., 1447 Diversey Pkwy. Tel: (312) WE 5-6421. Contact: Bob Whitelaw—Baltimore, Md., 6700 White Stone Rd. Tel: (301) 944-4900. Contact: George Rosen—Roxbury, Mass., 7 Westminster Ave. Tel: (617) GA 7-7047. Contact: Sam Chiacchia—Detroit, Mich., 7460 Intervale Ave. Tel: (313) TE 4-6720. Contact: Max Lipin—Minneapolis, Minn., 4906 W. 35 St. Tel: (612) 927-6511. Contact: Dan McKinnon—St. Louis, Mo., 7155 Manchester Ave. Tel: (314) MI 7-1155. Contact: Tom Cutler—Buffalo, N. Y., 94 Pearl St. Tel: (716) TL 6-2651. Contact: J. Martin—Glendale, N. Y., 89-89 Union Turnpike. Tel: (212) HI 1-6400. Contact: John Manzi—Schenecady, N. Y., 1500 Regent St. Tel: (518) 372-7392. Contact: Charles Corman—Syracuse, N. Y., 845 Hiawatha Blvd. W. Tel: (315) 474-3396. Contact: Glenn Sheldon—Cleveland, Ohio, 2625 St. Clair Ave. Tel: (216) MA 1-4136. Contact: Ted King—Folcroft, Pa., 1776 Delmar Dr. Tel: (215) LU 3-6600. Contact: Ed Beetem—Pittsburgh, Pa., 2930 Liberty Ave. Tel: (412) GR 1-4081. Contact: Harold Gold—Dallas, Tex., 9001 Diplomacy Row. Tel: (214) ME 7-0790. Contact: Earl Kittleson—Houston, Tex., 2210 Edwards St. Tel: (713) UN 9-4677. Contact: K. P. Roberts—Seattle, Wash., 825 S. Stacy St. Tel: (206) MA 3-8650. Contact: George Shipman.  
**Models:** 7 portable; 3 table; 21 console.

Packard-Bell Electronics, 12333 W. Olympic Blvd., Los Angeles, Calif. 90025. Tel: (213) 272-6141. Chm.: R. S. Bell; Pres.: W. B. Bell; Pres. Sales & Int'l: K. R. Johnson. Adv. Dir.: W. T. Reedy.

Penncrest (see Wells-Gardner Electronics).

Philco-Ford (a subsidiary of Ford Motor Co.), "S" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-6000. Pres.: Robert O. Fickes; VP Int'l Div.: W. S. Bopp.  
**Int'l Branches: Argentina,** Philco Argentina, S.A., Casilla de Correo 3797, Correo Central, Buenos Aires. Tel: 60-2061. Gen. Mgr.: W. S. Rolston—Brazil, Philco Radio & Televisao Ltda., Virginia 299 (Tatuape), Sao Paulo. Tel: 93-6193. Mg'g Dir.: F. L. Sherman—Canada, Philco Corp. of Canada, Ltd., 900 Don Mills Rd., Don Mills, Ont. Tel: (416) 444-2541. VP & Gen. Mgr.: R. A. MacDonald—Italy, Philco Italiana S.p.A., Via G. Marconi, 14-22, Ponte San Pietro, Bergamo. Tel: 611-560. Pres. & Gen. Mgr.: R. DiPiramo—Mexico, Philco S.A. de C.V., Mon-

terrey 101, 5 piso, Mexico 7 D.F. Tel: 47-46-00 (Day) & 40-20-70 (Night) Pres. & Gen. Mgr.: H.L. Cummings.  
**Brand Name:** Philco.  
**Models:** 13 portable, \$34.95 to \$229.95; 36 console, \$149.95 to \$950.

Phonola (see Waters-Conley).

Pilot Radio, 100 Electra Ln., Yonkers, N. Y. 10704. Tel: (914) BE 7-7700. Pres.: Morris Sobin; Nat'l Sales Mgr.: Nat Gold.

R C A Sales, 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) ME 6-5311. Pres.: Bryce S. Durant; Exec. VP, Sales Opns.: Jack K. Sauter; VP Prod. Planning: R. W. Hanselman; Public Affairs Mgr.: Frank McCann; VP Adv. & Sales Promo.: Jack M. Williams; VP Sales: Joseph P. Bannon; VP Distributor Opns. Servs.: J. L. Albers.  
**Models:** 13 portable, \$19.95 to \$179.95; 14 console, \$149.95 to \$795.

Rheem Califone-Roberts Electronics (div. of Rheem Mfg.), 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: O. X. Pitney; VP Mktg.: J. F. White; Adv. Mgr.: Geri Langsner.  
Roberts Electronics (see Rheem Califone-Roberts).

Royal York (see Major Electronics).

Selectron Int'l, 4215 W. 45th St., Chicago, Ill. 60632. Tel: (312) 254-7900. Pres.: N. Milovac; Sales Mgr.: Bernard Buchwald. Adv. Mgr.: Thomas L. Rafinski.  
**Brand Name:** AIWA.  
**Models:** 21 portable, \$14.95 to \$249.95.

Silvertone (see Warwick Electronics).

Sylvania Electric Prods., 730 Third Ave., New York, N. Y. 10017. Tel: (212) 551-1409. Pres.: Gene K. Beare. Project Mgr.: Richard L. Graves.  
**Branches: Bedford, Mass.,** Commercial Electronics Div., PO Box 268, Burlington Rd.—Waltham, Mass., Sylvania Electronic Systems Div., 40 Sylvan Rd.—Batavia, N. Y., Sylvania Home Entertainment Electronics, 700 Ellicott Ave.

Symphonic Radio & Electronic, 470 Park Ave. S., New York, N. Y. 10016. Tel: (212) 889-6800. Pres.: Max J. Zimmer; Sr. VP, Mktg.: Charles J. Urban; Nat'l Sales Mgr.: A. Wellington; Int'l Sales: H. A. Jacobs.  
**Brand Name:** Symphonic.  
**Models:** 17 portable, \$16.95 to \$119.95; 12 console, \$119.95 to \$489.95.

Telex Phonola (see Waters-Conley).

Truetone (see Wells-Gardner Electronics).

V-M, 305 Territorial Rd., Benton Harbor, Mich. 49023. Tel: (616) 925-8841. Pres.: Victor A. Miller; Mktg. Mgr.: M. B. Cain; Exp. Sales Mgr.: Merce Fisher.  
**Brand Name:** Voice of Music.  
**Models:** 9 portable, \$29.95 to \$189.95; 2 table, \$109.95 to \$129.95; 10 console, \$139.95 to \$825.

Victrola (see RCA Sales).

Vox (see Warwick).

Warwick Electronics, 7400 N. Lehigh, Chicago, Ill. 60648. Tel: (312) 774-6400. Contact: E. E. Hall.  
**Brand Names:** Silvertone, Vox.

Waters-Conley, 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 944-5125. Pres.: H. M. Greenspon; Nat'l Sales Mgr. Phonola Div.: Edward Boba; Sales Mgr. Private Label Div.: Budd A. Myers.  
**Branch: Rochester, Minn.,** 501 First Ave. N. W. Zip: 55902. Tel: (507) 289-1681. VP Mfg.: Richard Huber.  
**Brand Names:** Telex Phonola, Phonola Magne-cord.  
**Models:** 7 portable, \$19.95 to \$99.95; 3 table, \$149.95 to \$299.95; 5 console, \$99.95 to \$549.95.

Webcor/Dormeyer, 2400 N. Wolcott, Chicago, Ill. 60610. Tel: (312) 342-8100. Pres. & Chm.: Titus Haffa; Exec. VP: Richard J. Cole; Mfg. VP: George J. Pyre; VP Sales: William Chapman; Sec'y: Charles Blake; Pres. Webcor Sales: George J. Pyre; Pres. Dormeyer: George J. Pyre.  
**Brand Names:** Frolic, Mardi Gras, Musicale, Coronet, Maestro.  
**Models:** 8 portable, \$39.95 to \$99.95.

Wells-Gardner Electronics, 2701 N. Kildare Ave., Chicago, Ill. 60639. Tel: (312) AL 2-8220. Pres.: Grant Gardner; Exec. VP & Gen. Mgr.: A. J. Wells Jr.; Sales Mgr.: Allan Gardner.  
**Brand Names:** AMC, Bradford, Coronado, Truetone, Penncrest.

Zenith Radio, 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-2000. Pres.: J. S. Wright; Exec. VP Sales: L. C. Truesdell; PR Dir.: William A. Nail; VP Exp.: J. A. Miguel.  
**Models:** 13 portable, \$19.95 to \$169.95; 20 console, \$199.95 to \$800.

# U.S. Musical Instrument Manufacturers

(Including Amplifiers & Microphones)

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. Where company name differs from that of the product, the name follows in parenthesis.

The following abbreviations identify function: (M) manufacturer; (I) importer; (E) exporter; (D) distributor.

- Ace Musical Strap, 1619 N. Hoyne Ave., Chicago, Ill. 60647. Tel: (312) BR 8-7572. Pres.: Ben Steinborn.  
Accessories: Guitar straps (M).
- Alamo Electronics, 922-926 West Laurel, San Antonio, Tex. 78201. Tel: (512) PE 5-2853. Pres.: Charles Eilenberg. Sales: Milton Fink. Amps: guitar—Alamo (M).
- Charles Alden Music, Southwest Ind'l Pkwy., Westwood, Mass. 02090. Tel: (617) 326-6040. Owner: Charles A. den.  
Amps: Almeco (M,D), Astrotone (D), Supro (D), Yamaha (D).  
Drums: Kent (D), Yamaha (D).  
Guitars: Ralston (D), Supro (D), Yamaha (D).  
Harmonicas: Hohner (D).  
Organs: Excelsior (D), Ideal (D).  
Accessories: Drum—Alden (M,D), Artistic (D), Auge (D), Carpenter (D), Dewey (D), Duplex (D), El Rico (D), Gretsich (D), Jenco (D), Kitching (D), Pro Mark (D), Ralston (D), Regal (D), Remo (D), Walburg (D), Zilgen (D); Guitars—Ace (D), Comet (D), D'Andrea (D), De Armond (D), Dobro (D), Fender (D), Geib (D), Grover (D), Goya (D), Guild (D), Herco (D), Kluson (D), LaBella (D), Bill Russell (D), Squire (D), Valco (D).  
Microphones: Fender (D), Jax (D).
- Alkro Musical String, 682 Broadway, New York, N.Y. 10012. Tel: (212) AL 4-2963. Pres.: Alexander Kroo.  
Accessories: Guitar strings (M,I).
- Allan Organ, Locust St., Macungie, Pa. 18062. Tel: (215) 965-9801. Pres.: Jerome Markowitz. Sales: Robert Pearce.  
Organs: Allan (M).
- Altac Lansing, 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) 744-2900. Pres.: A. A. Ward. Sales: H. S. Morris.  
Amps: Altac Lansing (M).  
Microphones: Altac Lansing (M).
- American Audion, 200 Fifth Ave., New York, N.Y. Tel: (212) OR 5-4700. Pres.: Herbert I. Merin; Sales: James E. Baum.  
Guitars: Audion (I).  
Organs: Audion (M).
- American Geloso Electronics, 251 Park Ave. S., New York, N.Y. 10010. Pres.: Samuel J. Spector; Sales: Bernard L. Cahn.  
Amps: Geloso (M).  
Microphones: Geloso (M).
- American Plating & Mfg., 2241 Indiana Ave., Chicago, Ill. 60616. Tel: (312) 225-4906. Pres.: C. T. Urban; 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. Sales: Ralph A. Oliver.  
Amps: Ampeg (M).
- Alexander Apfelbaum, 286 Fifth Ave., New York, N.Y. 10001. Tel: (212) 244-8144. Owner: Alexander Apfelbaum.  
Harmonicas: Rauner-Hugo (I), Egmond (I).
- Ardley Musical Instrument, 117 W. 48 St., New York, N.Y. 10036. Tel: (212) CI 5-5123. Owner: Harold Freeman.  
Amps: Gregory (D).  
Guitars: Kapa (D), Tatra (D).  
Organs: Ideal (D).  
Accessories: Guitar—all well known brands (D).  
Microphones: Geloso (D).
- Artistic Prod's, 191 Chrystie St., New York, N.Y. 10002. Tel: (212) 477-7115. Owner: Ted Wolf.  
Accessories: Drum—covers, bags (M), Guitar—covers, bags (M).
- Astra Trading, 175 Fifth Ave., New York, N.Y. 10010. Tel: (212) 254-9995. Pres.: Frank Friedheim; Sales: George Rutkin.  
Amps: Prestige (M,D).  
Drums: Prestige (I,D).
- Guitars: Prestige (I,D).  
Harmonicas: Prestige (I,D).  
Accessories: Prestige (I,D).  
Accessories: Drum—Prestige (I,D); Guitar—Prestige (I,D).  
Microphones: Prestige (M,D).
- Atlas Accordion, 319 West John St., Hicksville, L.I., N.Y. 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).  
Organ: Sterling (I,D).  
Accessories: Drum & Guitar—Atlas (I,D), Century (I,D), Sterling (I,D).  
Microphones: Sterling (M,D).
- Baldwin Piano & Organ, 1801 Gilbert Ave., Cincinnati, Ohio 45202. Tel: (513) 621-4300. Pres.: Lucien Wulsin; VP Sales: J.M.E. Mixer.  
Amps: Guitar & Organ—Baldwin (M).  
Guitars: Baldwin (M,I).  
Organs: Baldwin (M).
- Ernie Ball Custom Guitar Accessories, Tarzana, Calif. 91356. Tel: (213) 345-8144. Pres.: Ernie Ball; Sales: Gene Bresh.  
Accessories: Guitar—picks & strings (M).
- Barth-Feinberg, (Div. of Kay Musical Instruments), 890 Broadway, New York, N.Y. 10003. Tel: (212) 255-7060. VP: Eugene Minkoff.  
Amps: De Armond (D), Encore (M,D), Hilgen (D), Kay (D), Supro (D).  
Drums: Kent (D), Muskateer (D).  
Guitars: Egmond (D), Encore (I,D), Hilgen (D), Kay (D), Supro (D).  
Harmonicas: Hohner (D).  
Organs: Rheem (D).  
Accessories: Drum—Muskateer (D), Pro Mark (D), Regal (D), SML (D), Weatherking (D); Guitars—Black Diamond (D), Fender (D), Goya (D), Hilgen (D), LaBella (D), Mari (D).  
Microphones: Electro Voice (D), Jax (D), Kent (D), Turner (D).
- Bogen (Div. of Lear-Siegler), Paramus, N.J. Tel: (201) 343-5700. Pres.: Harold A. Goldsmith; Sales: Mortimer Sumberg.  
Amps: Bogen (M).  
Microphones: Bogen (M).
- Bridgeport Musical String, 1860 State St., Bridgeport, Conn. Tel: (213) 333-0652. Pres.: Alexander Kroo.  
Accessories: Guitar Strings (M,I).
- Browning Labs., 1269 Union Ave., Leconia, N.H. 03246. Tel: (603) 524-5454. Pres.: Gardner Green Sr.; Sales: Gardner Green Jr.  
Amps: Browning (M).
- C. Bruno & Sons, 460 W. 34 St., New York, N.Y. 10001. Tel: (212) BR 9-2161. Pres.: Edwin C. Sonfield; Sales: Jeremy Dworkin.  
Branches: Los Angeles, Calif. 5720 Union Pacific Ave. Zip: 90022—San Antonio, Texas, 3043 East Commerce St. Zip: 78206.  
Amps: Guitar—Alamo (D), Harmony (D).  
Drums: Conqueror (I,D), Leedy (D), Lyra (I,D), Maxitone (I,D).  
Guitars: Conqueror (I,D), Harmony(D), Kay (D), Maxitone (I,D), Royal Artist (I,D), Ventura (I,D).  
Harmonicas: Hohner (D).
- Buegeleison & Jacobson, 5 Union Square, New York, N.Y. 10013. Tel: (212) AL 5-6433. Pres.: Harry Buegeleison; Sales: Austin Lempit.  
Branches: Mountain View, Calif., 348 Middlefield Road—Atlanta, Ga., 534 Armour Circle N.E. Zip: 30324.  
Int'l Branch: Canada, 720 Bathurst St., Toronto.  
Amps: Guitar—Kent (M,D), Winston (M,D).  
Drums: Stewart (I,D).  
Guitars: Espana (I,D), Kent (I,D), Winston (I,D).  
Microphones: Kent (I,D).
- J.D. Calato Mfg., 4501 Hyde Park Blvd., Niagara Falls, N.Y. Tel: (716) 284-7433.  
Accessories: Drums—Regal-Tip (M).
- Camco Drum, 9221 S. Kilpatrick Ave., Oaklawn, Ill. Tel: (312) GA 3-2900. Pres. & Sales: John Rochon.  
Drums: Camco (M).  
Accessories: Drums—Camco (M).
- Capitol Recs. Dist'g., 1750 N. Vine, Hollywood, Calif. 90028. Tel: (213) 462-6251. Sales: Roger Brown.  
Harmonicas: Capitol (M).
- Carpenter, (Div. of Harmon Mute), 8030 N. Ridgeway, Skokie, Ill. 60076. Tel: (312) 676-0405. Owner: Sidney A. Greenspan.  
Accessories: Drum stands (M), Guitar stands (M).
- 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, 1838 South Halstead, Chicago, Ill. 60608. Tel: (312) HA 1-2126. Owner: Harry Fistall; Mgr.: Morris Wolfe.  
Amps: Electrochord (D), Electrolab (D), Halifax (D), Thermin (D), Toby (D).  
Drums: Kingston (D), Slingerland (D).  
Guitars: Kingston (D), Salamanca (D).  
Harmonicas: Jolly Jack (D).  
Organs: Kingston (D).  
Microphones: Astatic (D), Electro Voice (D), Norelco (D), Shure (D).
- Chicago Musical Instrument (CMI), 7373 N. Cicero Ave., Lincolnwood, Ill. 60064. Tel: (312) IN 3-5616 & OR 5-2000. Pres.: Arnold M. Berlin; Sales: L. B. Propp.  
Amps: Guitar—Epiphone (M,E,D), Farfisa (I,D), Gibson (M,E,D), Kalamazoo (M,E,D), Maestro (M,E,D).  
Drums: Pearl (I,D).  
Guitars: Epiphone (M,E,D), Gibson (M,E,D), Kalamazoo (M,E,D), Mozzani (I,D).  
Organs: Farfisa (I,D), Gibson (M,E,D), Lowrey (M,E,D), Story & Clark (M,E,D).
- Chris-Kraft Instrument, 2332 Morris Ave., Union, N.J. Tel: (201) 688-8500. Pres.: Chris Kraft.  
Harmonicas: (I).
- Coast Whistle Music of Los Angeles, 3701 S. Broadway, Los Angeles, Calif. 90015. Tel: (213) 235-4161. Pres.: Robert M. Weitkamp; VP Sales: Eric Emerson.  
Amps: Gregory (D), Harmony (D), Kay (D), Supro (D).  
Drums: Ludwig (D).  
Guitars: Aria (I,D), Harmony (D), Kay (D), C. F. Martin (D), Supro (D).  
Harmonicas: Hohner (D).  
Organs: Rheem (D).  
Accessories: Drum—Ludwig (D), Remo (D); Guitar—all well known brands.  
Microphones: Fender (D), Kent (D), Rheem (D), Turner (D).
- Coast Whistle Music of San Francisco, 274 Brannon St., San Francisco, Calif. 94107. Tel: (415) 781-4840. Pres.: W. I. Moliis; VP Sales: Robert M. Gamble.  
Amps: Gregory (D), Harmony (D), Kay (D), Supro (D).  
Drums: Ludwig (D).  
Guitars: Aria (I,D), Franciscan (I,D), Harmony (D), Kay (D), C. F. Martin (D), Orpheus (I,D), Supro (D).  
Harmonicas: Hohner (D).  
Organs: Rheem (D).  
Accessories: Drum—Ludwig (D), Remo (D); Guitar—all well known brands.  
Microphones: Fender (D), Kent (D), Rheem (D).
- Code, 1016 Clinton St., Hoboken, N.J. Tel: (201) 792-1955. Pres.: Leonard DeFelippis.  
Guitars: (M).

- Columbia Leather Works, 3411 South Harlem Ave., Berwyn, Ill. 60402. Tel: (312) 788-7749. Pres.: Joseph F. Chlumsky.  
**Accessories:** Guitar cases (M).
- Comet World-Wide (Div. of Wearite Mfg.), 2090 Jericho Turnpike, New Hyde Park, L.I., N.Y. Tel: (516) FL 4-2900. Pres.: Murray C. Paris.  
**Accessories:** Drum cases (M), Guitar cases (M).
- Craftsman Electronic Prods., 133 W. Seneca St., Manlius, N.Y. 13104. Tel: (315) 682-9105.  
**Amps:** (M).
- Custom Music, 3472 Grand River Ave., Detroit, Mich. 48208. Tel: (313) 831-2627. Pres.: Fred Marrich.  
**Amps:** Bell (D), Custom (M,D), Fender (D), Gibson (D), Guild (D), Standel (D), Toby (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), Mosrite (D), Rickenbacker (D).  
**Harmonicas:** Hohner (D), Kratt (D).  
**Organs:** Estey (D), Farfisa (D), Fender (D), Ideal (D).  
**Accessories:** Drum & Guitar—all well known brands.  
**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:** Drum cases (M); Guitar—cases & Visceloid picks.
- Danelectro, 211 W. Sylvania Ave., Neptune, N.J. 07753. Tel: (201) 774-7600. Pres.: Nathan I. Daniel; Sales: Magnus Hendell.  
**Amps:** Coral (M,E,D), Danelectro (M,E,D).  
**Guitars:** Coral (M,E,D), Danelectro (M,E,D).
- Darco, 12-12 Astoria Blvd., L.I., N.Y. Tel: (212) AS 4-9562. Pres. & Sales: John Daddario.  
**Accessories:** Guitar strings—Canora (M), Darco Black Label (M), Gemini (M), Puccini (M), Serenato (M).
- Decca Dist., 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Pres.: Milton Rackmil; Sales: Claude Brennan.  
**Amps:** Decca (M,D).  
**Drums:** Decca (I,D).  
**Guitars:** Decca (I,D).
- Doric Organs, 128 James St., Morristown, N.J. 07960. Tel: (201) JE 9-1040. Pres.: Alfred Mayer; Sales: John Grey.  
**Organs:** Doric (M).
- Dorn & Kirschner, 77 Springfield Ave., Newark, N.J. 07103. Tel: (201) 622-4223. Owners: Irving Kirschner & Renee Kirschner.  
**Guitars:** United (D).  
**Harmonicas:** Hohner (D).  
**Accessories:** Guitar—all well known brands (D).
- Drum City Ent's., 6226 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 467-1060. Pres.: Roy Harte; Sales: Hugh Allison.  
**Drums:** all major makes (D).
- Duotone, 6875 S.W. 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres.: Stephan Nester.  
**Accessories:** Guitar pick keepers (M).
- Dynacord of America, 1421 S. Salina St., Syracuse, N.Y. 13205. Tel: (315) 472-2173.  
**Amps:** (M).
- Electro String Instrument (Div. of Rickenbacker), 3127 South Kilson, Santa Ana, Calif. 92701. Tel: (714) 545-7255.  
**Accessories:** Guitar strings—Rickenbacker (M).
- Elger Import, Chestnut & Biddle Ave., Ardmore, Pa. 19003. Tel: (215) 642-1663. Pres.: Harry Rosenbloom.  
**Guitars:** Elger Custom (M).  
**Accessories:** Guitar—Elger Custom (M).
- L.A. Elkington, 2664 Park Ave., New York, N.Y. 10051. Tel: (212) 665-6611. Pres.: I. A. Elkington. Gen. Mgr.: Louis Velazquez.  
**Accessories:** Guitar picks, metal parts—Improvatone (M), Pressles (M), Progressional (M), Roy Smeck (M).
- Emenee Inds., 200 Fifth Ave., New York, N.Y. 10010. Tel: (212) 675-4700. Pres.: Herbert L. Merin. Sales: James E. Baum.  
**Music toys:** Audion (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).
- Ess & Ess Music Case, 95 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) ST 9-3060. Pres.: Julius Sandler.  
**Accessories:** Guitar cases (M).
- Estey Musical Instrument, Ziegler St., Harmony, Pa. 16037. Tel: (412) 452-7400. Pres.: J. M. McClintock; Sales: Henri Milana.  
**Amps:** Magnatone (M).  
**Organs:** Estey (M).
- Evans All Weather Drum Heads, 201 First St., Dodge City, Kan. 67810. Tel: (316) HU 3-3971. Pres. & Sales: Robert Beals.  
**Accessories:** Drum Heads—All Weather (M).  
Excelsior Accordions, 333 Ave. of the Americas, New York, N.Y. 10014. Tel: (212) 929-0171. Pres.: Mario Pancotti; VP Sales: Joe Rascio.  
**Branches:** San Francisco, Calif., 37 Leland Ave.  
**Amps:** Excelsior (M).  
**Guitars:** Excelsior (I).  
**Organs:** Courvior 33 (I).
- Favilla Guitars, 60 Smith St., East Farmingdale, L.I., N.Y. Tel: (516) 694-6106. Pres.: Herk Favilla.  
**Guitars:** Favilla (M).  
**Accessories:** Guitar—Favilla (M).
- Fender Musical Instruments (Div. of CBS Musical Instruments), 1402 E. Chestnut St., Santa Ana, Calif. VP: Stanley Compton.  
**Branch:** Tulsa, Okla., 912 West Skelly Dr.  
**Amps:** Fender (M).  
**Guitars:** Fender (M), Regal (I), Tarrega (I).  
**Organs:** Fender (M).  
**Microphones:** Fender (M).
- Foreign & Domestic Trade Consultants, 7720 N. Sheridan Rd., Chicago, Ill. 60626. Tel: (312) 338-0700. Pres.: Roy A. Kramer.  
**Drums:** Sorrento (I,D).  
**Guitars:** Sorrento (I,D).  
**Accessories:** Drums & Guitars—Sorrento (I).
- G & H Imports, 475 Westminster Pl., Lodi, N.J. Tel: (201) 772-5865. Pres.: Robert Heit.  
**Amps:** G&H (I,D), Heit (I,D).  
**Drums:** G&H (I,D), Heit (I,D).  
**Guitars:** G&H (I,D), Heit (I,D).
- G H S, 46 Liberty St., Battle Creek, Mich. Tel: (616) 965-2873. Pres.: Mae Halcomb; Sales: O. B. Halcomb.  
**Accessories:** Guitar strings—Color-Due (M), GHS Custom (M).
- G M Electronics, 4719 E. Seven Mile Rd., Detroit, Mich. 48234. Tel: (313) 891-1400. Pres.: Gerald H. Getty; Sales: Hoot Gibson.  
**Amps:** GM (M,E,D).
- Gar Zim Musical Instruments, 762 Park Pl., Brooklyn, N.Y. 11216. Tel: (212) SL 6-5450. Pres.: Larry Zimmerman; Sales: Martin Cohen.  
**Amps:** Zim-Gar (I,D).  
**Drums:** Zim-Gar (I,D).  
**Guitars:** Zim-Gar (I,D).  
**Harmonicas:** Zim-Gar (I,D).  
**Organs:** Zim-Gar (I,D).  
**Accessories:** Drum & Guitar—Zim-Gar (I,D).  
**Microphones:** Zim-Gar (I,D).
- Giant Music, 10861 Garden Grove, Garden Grove, Calif. 92640. Tel: (714) 537-4085. Pres.: Harry 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:** Drums—Giant Music (I,E,D).
- Gibson (Div. of CMI), Kalamazoo, Mich.  
**Guitars:** Gibson (M).  
**Accessories:** Guitar—Gibson (M).
- Gieb, 1757 N. Central Park Ave., Chicago, Ill. 60641. Tel: (312) BE 5-1694. Pres.: N. J. Gieb.  
**Accessories:** Guitar cases (M).
- 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).
- Goya Guitars (Div. of Avnet), 53 West 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), Professional (I,E,D), Toplevel (I,E,D).  
**Organs:** Stinger (I,D).  
**Accessories:** Guitar—Goya (I,E,D), Herco (M,E,D).
- William R. Gratz, 14 Bixley Heath, Lynbrook, L.I., N.Y. 11563. Tel: (516) LY 9-3003. Gen. Mgr.: John M. Connolly Jr.  
**Guitars:** Hofner (I).
- Gregory Amplifier, 3650 Dyre Ave., Bronx, N.Y. 10466. Tel: (212) 994-7000. Pres.: Robert Pfeffer; Sales: R. A. Cohen.  
**Branch:** Newark, N.J., 9 Saint Francis St. Tel: (201) 622-6886.  
**Amps:** Add Verb (M), CIA (M), Gregory (M), Handi Amp (M), Saturn (M).
- Fred Gretsch Mfg., 60 Broadway, Brooklyn, N.Y. 11211. Tel: (212) 387-5200. Pres.: Fred Gretsch Jr.; VP Sales: Phil Grant.  
**Branch:** Chicago, Ill., 218 S. Wabash. Zip: 60604.  
**Amps:** Gretsch (M,D), Harmony (D).  
**Drums:** Gretsch (M,D).  
**Guitars:** Gretsch (M,D), Harmony (D).  
**Accessories:** Drums & Guitars—Gretsch (M,D).
- Grossman Music, 1278 W. Ninth St., Cleveland, Ohio 44113. Tel: (216) 861-3900. Pres.: Henry S. Grossman; VP: Leo Handel.  
**Amps:** Gregory (D), Harmony (D), Kay (D), Supro (D).  
**Drums:** Dixie (I,D), Duplex (M,D).  
**Guitars:** Harmony (D), Kay (D), Martin (D), Mayfair (I,D), Supro (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Rheem—portable (D).  
**Accessories:** Drum & guitar—all well known brands.
- Guild Musical Instruments, 300 Observer Hwy., Hoboken, N.J. 07030. NYC Tel: (212) BA 7-5390. Pres.: Alfred Dronze; Sales: Marc Dronze.  
**Amps:** Binson (D), Guild (M).  
**Guitars:** Copleat (D), Echorec (D), Guild (M).  
**Microphones:** Norelco (D).
- L. W. Hagelin, 16 Glenwood Ave., Minneapolis, Minn. 55403. Tel: (612) 338-7037. Gen. Mgr.: L. W. Hagelin.  
**Amps:** Harmony (D), Kay (D), Magnatone (D), Supro (D).  
**Drums:** Kent (D), Premier (D), Stetson (I,D).  
**Guitars:** Harmony (D), Kay (D), Magnatone (D), Stetson (I,D), Supro (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Ideal (D).  
**Accessories:** Drums & Guitar—all well known brands (D).  
**Microphones:** Kent (D), Shure (D), Turner (D).
- Hammond Organ, 4200 W. Diversey Ave., Chicago, Ill. 60639. Tel: (312) AV 3-2000. Pres.: John A. Volkober; Sales: H. R. Letzier.  
**Organs:** Hammond (M).
- Harlin Bros., 359 N. Illinois St., Indianapolis, Indiana.  
**Guitars:** Multikord (M).
- Harmonic Reed, Union Hill Rd., West Conshohocken, Pa. Tel: (215) 825-0434. Pres.: T. K. Liversidge.  
**Harmonicas:** Toy—Harmotone (M).
- Harmony, 4600 S. Kolin Ave., Chicago, Ill. 60632. Tel: (312) 523-0721. Pres.: Jay L. Kraus; VP Sales: Charles A. Rubovits.  
**Amps:** Harmony (M).  
**Guitars:** Harmony (M), Roy Smeck (M), Stella (M).
- Harptone Mfg., 127-133 S. 15 St., Newark, N.J. Tel: (201) 482-4687. Pres.: Sol Brooks.  
**Accessories:** Guitar cases (M).
- Harris-Fandel, 1099 Columbus Ave., Boston, Mass. 02120. Tel: (617) 445-4242. Pres.: Mrs. Sylvia Harris Wolper; VP Sales: Martin Harris.  
**Amps:** Eko (D), Fandel (M,D), Gregory (D), Hilgen (D), Kay (D), Supro (D).  
**Drums:** Black Jack (I,D), Premier (D).  
**Guitars:** Aria (I,D), Black Jack (I,D), Diamond (I,D), Eko (D), Fandel (I,D), Kapa (D), Kay (D), Supro (D).  
**Organs:** Ideal (D), Rheem (D).  
**Accessories:** Drum—Pasha (D), Premier (D), Rogers (D), Walburg (D), Zilgen (D), Zym (D); Guitars—All well known brands.  
**Microphones:** Clarion (D), Electro Voice (D), Kent (D), Shure (D), Turner (D), University Sound (D).
- Harris-Teller, 56 W. 103 St., Chicago, Ill. 60628. Tel: (312) 785-0700. Pres.: Edward Harris.  
**Amps:** Electrolab (D).  
**Drums:** Beverley (I,D), Kingston (D).  
**Guitars:** Kingston (D), Telleno (D).  
**Organs:** Kingston (D).  
**Accessories:** Drums—Beverley (D).
- Herco 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 picks—Herco (M,I).
- M. Hohner, Andrews Rd., Hicksville, L.I., N.Y. 11802. Tel: (516) WE 5-8500. Pres.: Frank Hohner; Sales: Galen E. Stine.  
**Drums:** Sonor (I).  
**Guitars:** Contessa (I).  
**Harmonicas:** Hohner (I).  
**Organs:** Hohner Organa 12 (I), Symphonic 35 (I).  
**Accessories:** Drums—Sonor (I).  
**Microphones:** Echolette (I).
- Holman-Woodell, PO Box 179, Fawcett Bldg., Neodesha, Kan. 66757. Tel: (316) 325-2671. Pres.: Howard E. Holman.  
**Guitars:** Holman (M).  
**Organs:** Holman (M).
- 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., 2622 W. 59 St., Chicago, Ill. 60629. Tel: (312) 476-4702. Owners: Carl Paretti, M. Malatesta.  
**Amps:** Magnatone (D).  
**Drums:** Astro (I,D), Kingston (D).  
**Guitars:** Fender (D), Imperial (I,D), Kingston (D).  
**Organs:** Estey (D), Kingston (D).  
**Microphones:** Monarch (D), Norelco (D), Shure (D).
- Inter-Mark, 390 Fifth Ave., New York, N. Y. Tel: (212) 565-6965. Pres.: Hisao Kumazawa.  
**Guitars:** Ciper (I).
- Jax International, 744 Broad St., Newark, N.J. 07102. Tel: (201) 642-0814. Pres.: Jacqueline Teisholz; Sales: Al Alexander.  
**Accessories:** Guitar leads & cords—Jax (M).  
**Microphones:** Jax (M).
- G. C. Jenkins, 1014 E. Olive, Decatur, Ill. 62525. Tel: (217) 429-5391. Pres.: G. C. Jenkins.  
**Organs:** Celeste (M)

continued on page 188

continued

- 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).  
 Kansas Music, 228 North 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.  
**Microphones:** Kent (D), Turner (D).  
 Kapa Guitar, 5416 46 Ave., Hyattsville, Md. 20781. Tel: (301) 779-0385. Pres.: Koob Veneman.  
**Drums:** Kapa (I).  
**Guitars:** Kapa (M,I).  
 Kaplan Musical String, 101 Highland Ave., S. 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).  
 Kay Musical Instrument (Div. of Valco), 2201 W. Arthur Ave., Elk Grove Village, Ill. 60007. Tel: (312) 437-5200. Sales Mgr.: Robert Lynch.  
**Amps:** Kay (M).  
**Guitars:** Kay (M).  
**Accessories:** Guitar—Kay (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).  
 Kimball Piano & Organ, 15 & Cherry Sts., Jasper, Ind. 47546. Tel: Jasper 1600—no direct dial. 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—Kluson (M), Kluson Deluxe (M), Seal-Fast (M).  
 Koss Electronics, 2227 N. 31 St., Milwaukee, Wis. 53208. Tel: (414) 444-5070. Pres.: John Koss; Sales: Greg Cornehlis.  
**Amps:** (M).  
 William Kratt, 9888 Johnson Pl., Union, N.J. 07083. Tel: (201) 688-8600. Pres.: William Kratt.  
**Harmonicas:** Kratt (M).  
 Krauth & Benninghofen, Hamilton, Ohio 54012. Tel: (513) 892-7033. Pres.: Frederick Diesbash.  
**Accessories:** Drum & guitar stands—Hamilton (M).  
 LaPlaya Dist'g, 3725 Woodward Ave., Detroit, Mich. 48201. Sales Mgr.: William Armstrong.  
**Amps:** Crestwood (M,D).  
**Drums:** LaPlaya (I,D), Starlight (I,D).  
**Guitars:** Crestwood (I,D).  
**Accessories:** Drum—Starlight (I,D).  
 Leban Imports, Hollins Bldg., 2315 Hollins St., Baltimore, Md. 21223. Tel: (301) 945-0212. Pres.: Ralph C. Levy; Sales: Michael Leban.  
**Drums:** Leban (I).  
**Guitars:** Leban (I).  
**Harmonicas:** Leban (I).  
**Accessories:** Drum & guitars—Leban (I).  
**Microphones:** Leban (I).  
 Leedy Drum (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. Pres.: Maurice Lifton; Sales: H. Shandell. Tel: (212) 441-9200.  
**Accessories:** Guitar cases (M).  
 Maurice Lipsky Music, 30 Irving Pl., New York, N.Y. 10003. Tel: (212) 673-4300. Co-owners: Maurice & Jack Lipsky.  
**Amps:** Domino (I,D), Gregory (D), Hilgen (D), Orpheum (D).  
**Drums:** Jewel (D), Kent (D).  
**Guitars:** Domino (I,D), Egmond (D), Harmony (D), Stadium (D), Supro (D).  
**Organs:** Combo King (D), Domino (I,D), Ideal (D).  
**Accessories:** Drums—Duplex (D); Guitars—Black Diamond (D), LaBella (D), Olivieri (D).  
**Microphones:** Kent (D).  
 LoDuca Bros. Musical Instruments, 3034 W. Walnut St., Milwaukee, Wis. 53208. Tel: (414) 344-5410.  
**Amps:** Eko (I,D), Marshall (I,D), Worldwide (M,D).  
**Drums:** Duke (I,D).  
**Guitars:** Eko (I,D).  
**Organs:** LoDuca (I,D).  
 Ludwig Drum, 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 Baxpehler.  
**Drums:** Ludwig (M,E), WFL (M,E).  
**Accessories:** Drum—Ludwig (M,E), WFL (M,E).  
 Magnavox, 270 Park Ave., New York, N.Y. 10017. Tel: (212) 743-9721. Pres.: Frank Freimann; VP Sales: George Fezell.  
**Branch:** Ft. Wayne, Ind. Bueter Rd., Zip: 46803.  
**Amps:** Magnavox (M,D).  
 Magnus Organ, 1600 W. Edgar Rd., Linden, N.J. 07036. Tel: (201) 925-8700. Pres.: E. A. Tracey. Sales Mgr.: I. Monroe.  
**Branch:** Commerce (L.A.), Calif., 2700 S. Garfield Ave.  
**Organs:** Magnus (M).  
 Manoloff Musical Sur ly, 7018 S. Ashland Ave., Chicago, Ill. 60636. Tel: (312) WA 5-9005. Pres.: Nick Manoloff.  
**Accessories:** Guitar (M).  
 Mansun Entls. (div. of Manhattan Novelty Corp.), 263 Canal St., New York, N.Y. 10013. Tel: (212) CA 6-1081. Pres.: N. Flomenháf; Sales: Ben Sechrager.  
**Imports:** Amps, Guitars, Microphones, Accessories—drums & guitar.  
 Mapes Piano String, 133 St. & Willow Ave., Bronx, N.Y. 10054. Tel: (212) 635-2606. Pres.: W. G. Schaff.  
**Accessories:** Guitar steel strings (M).  
 Marco Polo Music, 2313 W. Second St., Santa Ana, Calif. 92703. Tel: (714) 534-1613. Pres.: Roy Stewart.  
**Drums:** Marco Polo (I,D).  
**Guitars:** Marco Polo (I,D).  
**Accessories:** Drums & guitars—Marco Polo (I,D).  
 E. O. Mari, 38-01 23 Ave., Long Island City, N.Y. 11105. Tel: (212) AS 8-4005. Pres.: Olinto 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 Swatetz; Sales Mgr.: Gene Patch; Adv. Dir.: Stuart Kloner.  
**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).  
 Mastro Inds., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; Sales: Milan Lang. Showroom: 200 Fifth Ave., New York, N.Y. 10010. Tel: (212) 242-3440.  
**Drums & Guitars:** Toy—Mastro (M).  
 C. Meisel Music, 2332 Morris Ave., Union, N.J. 17183. Tel: (201) 688-8500. Pres.: Chris Kratt.  
**Amps:** Supro (D).  
**Drums:** Deri (I,D).  
**Guitars:** Gagliano-Hopf (I,D), Supro (D), Teisco (D).  
**Harmonicas:** Hohner (D).  
**Microphones:** Kent (D).  
 Merson Musical Prods., 33 Frost St., Westbury, N.Y. 11590. Tel: (516) 333-9100.  
**Branches:** Denver, Colo., 1110 Yuma St. Tel: (303) 255-2877—Portland, Ore., 2182 N. Lewis Ave. Zip: 97217. Tel: (503) 288-6821.  
**Amps:** Haynes (M,D), Tempo (I,D), Unichord (M,D), Univox (M,D).  
**Drums:** Tempo (I,D).  
**Guitars:** Giannini (I,D), Hagstrom (I,D), Tempo (I,D), Univox (I,D).  
**Harmonicas:** Hohner (D).  
**Organs:** Unichord Panther (I,D).  
 Metropolitan Music, 222 Park Ave. S., New York, N.Y. 10003. Tel: (212) 254-6320. Pres.: Robert Jusek.  
**Guitars:** Artex (I).  
**Accessories:** Guitar—Artex (I).  
 Mexican Traders, 747 N. Paulina St., Chicago, Ill. 60622. Tel: (312) 666-5403. Pres.: Gilberto Fernandez.  
**Amps:** Checkmate (D), Crescendo (D), Gregory (D), Hilgen (D), Matador (M,D), Teisco (D).  
**Drums:** Del-Ray (D), Kingston (D).  
**Guitars:** Kingston (D), La Madrilena (I,D), Teisco (D).  
**Harmonicas:** Hohner (D), Hugo-Rauner (D).  
**Organs:** Ideal (D), Teisco (D).  
**Microphones:** Balladeer (D), Kingston (D).  
 Maxwell Meyers (Div. of Targ & Dinner), 830 E. Houston St., San Antonio, Texas 78205. Tel: (512) CA 7-9139. Cable: PEGASUS. Pres.: Maxwell Meyers.  
**Amps:** Arbiter (I,D), Fuzz Face (I,D), Gregory (D), Kay (D), Harmony (D), Maxwell (I,D), Paris (D), Sounddimension (I,D), Supro (D).  
**Drums:** Marveltone (I,D), Maxwell (I,D).  
**Guitars:** Aria (I,D), Elger (D), Harmony (D), Hoyer (I,D), Ideal (D), Kay (D), Marveltone (I,D), Maxwell (I,D), Supro (D), Suzuki (D), Yamaha (I,D).  
**Harmonicas:** Hohner (D), Kratt (D).  
**Organs:** Ideal (D), Marveltone (I,D), Maxwell (I,D).  
**Accessories:** Drums—American Prep (M,D), Maxwell (I,D); Guitars—Maxwell (I,D).  
**Microphones:** Arbiter (I,D), De Armond (D), Fender (D), Flototone (D), Kent (D), Shure (D), Turner (D).  
 Midwest Musical Instrument, 908 W. Fayette, Effingham, Ill. Owner: Lowell D. Samuel. Tel: (217) 342-3121.  
**Amps:** Samsun (M,D), Yamaha (D).  
**Drums:** Yamaha (D).  
**Guitars:** Kapa (D), Suzuki (D), Yamaha (D).  
**Harmonicas:** Bandmaster (D).  
**Organs:** Excelsior (D), Teisco (D).  
**Accessories:** Drums & Guitars—all well known brands.  
 Moshay Pic, 604 N. Alta Dr., Beverly Hills, Calif. 90210. Pres.: Joe Moshay.  
**Accessories:** Guitar picks (M).  
 Mosrite Dist'g, 6565 Sunset Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6913. Pres. & Sales: Stanley Wagner.  
**Amps:** Mosrite (M).  
**Guitar:** Mosrite (M).  
**Microphones:** Mosrite (M).  
 Music Dists., 2100 E. Independence Blvd., Charlotte, N.C. 28205. Tel: (704) 375-6259. Owner: Joe N. Tillman.  
**Amps:** Hilgen (D), Magnatone (D).  
**Drums:** Kent (D).  
**Guitars:** Ideal (D), Kapa (D).  
**Harmonicas:** Kratt (D).  
**Organs:** Estey (D).  
**Accessories:** Drums—Evans (D), Remo (D); Guitars—Ace (D), Bobby Lee (D).  
**Microphones:** Electro Voice (D), Monarch (D), Shure (D).  
 Musical Ind., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-4300. Cable: MUSIND. Pres.: J. L. Mortin.  
**Amps:** (M).  
**Guitars:** (M).  
 Musical Specialties, 311 E. First Ave., Roselle, N.J. Tel: (201) 245-7900. Pres.: Walter J. Miklas.  
**Amps:** Powersonic (D).  
**Guitars:** Watkins (D).  
**Harmonicas:** Kratt (D).  
**Organs:** RMI (D).  
**Accessories:** Drums—Kadent (M,D).  
**Microphones:** Jax (D).  
 N H F Musical Mds., 914 Walnut St., Philadelphia, Pa. 19107. Tel: (215) 627-8340. Pres.: Nate Freilick.  
**Amps:** Danelectro (D), Gregory (D), Kay (D), Kingston (D), Supro (D).  
**Drums:** Kent (D), Olympic (D), Premier (D).  
**Guitars:** Favilla (D), Kay (D), Kingston (D), Supro (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Ideal (D).  
**Accessories:** drums & guitars—all well known brands.  
**Microphones:** Fender (D), Jax (D), Kent (D), Shure (D), Turner (D).  
 National Musical String, PO Box 151, New Brunswick, N.J. 08903. Tel: (201) 545-0038/9. VP: Edwin Sonfield; Gen. Mgr.: Herbert N. Hagel; Mgr.: James M. Voorhes 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 Ciarella.  
**Amps:** Electro-lab (D), Teisco (D).  
**Drums:** Drum-Kraft (I,D), Yamaha (D).  
**Guitars:** Del-Ray (D), Kapa (D), Suzuki (D), Yamaha (D).  
**Harmonicas:** Bandmaster (D), Kratt (D).  
**Organs:** Bernini-Reco (I,D), Teisco (D).  
**Microphones:** De Armond (D), Electro Voice (D), Shure (D).  
 North American Philips, Professional Prods. Div., 100 E. 42 St., New York, N.Y. 10017. Tel: (212) 697-3600. Pres.: Pieter Vink; Sales: Andrew Bracken.  
**Microphones:** Norelco (M).  
 Norwood, 8040 Austin, Morton Grove, Ill. Tel: (312) YO 6-4760. Pres.: Charles Geib; VP: H. J. Bachmann.  
**Accessories:** Drum stands (M).  
 Oahu Publishing, PO Box 5110, 1701 Payne Ave., Cleveland, Ohio 44101. Tel: (216) 861-5151. Pres.: Harry G. Stanley; Gen. Mgr.: Betty Glynn.  
**Amps:** Supro (D).  
**Guitars:** Multikords (D), Oahu (M,D), Supro (D).  
 Organair, 1155 W. Fayette St., Syracuse, N.Y. Tel: (315) 475-3712.  
**Organs:** (M).  
 PANcordion (Div. of Ernest Deffner), 111 Fourth Ave., New York, N.Y. 10003. Tel: (212) 477-8670. Pres.: Ernest Deffner; VP: Francis Marglis.  
**Amps:** PANaramic (M).  
**Guitar:** PANaramic (M).  
**Organs:** PANorgan (M).  
**Accessories:** Guitar—PANaramic (M).  
 Pennino Music, 1732-42 W. Washington Blvd., Los Angeles, Calif. 90007. Tel: (213) 735-1261. Owner: Jeanette Banoczi; Sales: Earl Duke.  
**Amps:** Kay (D).  
**Drums:** Slingerland (D), Yamaha (D).  
**Guitars:** Kay (D), Monay (D), Penn (I,D), Yamaha (D).  
**Accessories:** Drums—Penn (M,D), Slingerland (D); Guitars—Penn (M,D).  
**Microphones:** Fender (D), Kent (D), Shure (D).  
 Philadelphia Music, 456 W. Ridge Pike, Limerick, Pa. 19468. Tel: (215) 495-6266. Pres.: William Beas; VP: Fred Baas.  
**Guitars:** Framus (M,I,D).  
 Precision Electronics, Dept. S-27, 9101 King St., Franklin Park, Ill. 60131. Tel: (312) 678-5350. Pres.: William S. Groomes; Sales: William Stow.  
**Amps:** Groomes SNG (M).  
 Premier Drums, 825 Lafayette St., New Orleans, La. 70113. Tel: (504) 525-4235. Pres.: Warren L. Campo.  
**Drums:** Premier (I).  
**Accessories:** Drum—Premier (I).



- Quality Music String, 28 E. Jackson, Rm. 412, Chicago, Ill. 60604. Tel: (312) HA 7-5750. Pres.: Milton G. Wolf.  
**Accessories:** Guitar strings—Dura-Magnetic (M), Dura-Polish (M), Lectro-Magnetic (M), Milton G. Wolf (M).
- Recoton, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Herbert Borchardt; Gen. Mgr.: Robert Borchardt; Sales Mgr.: Peter Wish; Adv. Dir.: Ron McPherson.  
**Accessories:** Guitar—Bravo (M,I).
- Remo, 12804 Raymer St., N. Hollywood, Calif. 91605. Tel: (213) 764-7417. Pres.: Remo D. Belli; VP: Samuel N. Muchnick.  
**Accessories:** Drum covers—Remo (M), Weatherking (M).
- Rheem Musical Instruments, 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. Gen. Mgr.: O. X. Pitney; Mktg.: Jim White.  
**Amps:** Rheem (M).  
**Organs:** Rheem (M).  
**Accessories:** Guitar—Rheem (M).
- Rickenbacker, 201 E. Stevens St., Santa Ana, Calif. 92707. Tel: (714) 545-5574. Owner: G. A. Rickenbacker; Mgr.: F. C. Halls.  
**Amps:** Rickenbacker (M).  
**Guitars:** Rickenbacker (M).
- Rogers Drums (Div. of CBS Musical Instruments), 1005 E. Second St., Dayton, Ohio 45402. Tel: (513) 223-4275. VP & Gen. Mgr.: Richard W. Sievert; Sales Mgr. & Mkt'g Dir.: Ben Strauss.  
**Branches:** Cleveland, Ohio, 3501 Chester Ave., Zip: 44114. Tel: (216) 431-1378—New York, N.Y., Columbia Broadcasting Systems, 51 W. 52 St. Zip: 10019.  
**Drums:** Rogers (M,E,D).  
**Accessories:** Drum—Rogers (M,E,D).
- Ross, PO Box 669, Chanute, Kan. 66720. Tel: (316) HE 1-4380. Pres.: Charles A. Ross; Sales: Robert E. Owens.  
**Amps:** Kustom (M).  
**Guitars:** Kustom (M).  
**Organs:** Kustom (M).  
**Microphones:** Kustom (M).
- Rowe Accordions, 845 Gordon St., S.W., Atlanta, Ga. 30310. Tel: (404) 344-4023. Pres.: B. G. Rowe; VP: Gloria Rowe.  
**Guitars:** Ro-Co (I).  
**Accessories:** Guitars—Ro-Co (I).
- Rowe Inds., 1702 Airport Hwy., Toledo, Ohio 43609. Tel: (419) 382-5666. Pres.: H. N. Rowe. Sales: Tom Ricketts.  
**Accessories:** Guitar strings—De Armond (M).
- J. M. Sahlein Music, 1174 Howard St., San Francisco, Calif. 94103. Tel: (415) 621-0626. Pres.: J. M. Sahlein.  
**Amps:** Gregory (D), Harmony (D), Kay (D), Supro (D), Teisco (D).  
**Drums:** Crest (I,D), Leedy (D), Premier (D), Reknown (I,D).  
**Guitars:** Canora (D), Crest (I,D), Favilla (D), Grenada (I,D), Harmony (D), Hauser (D), Kay (D), Supro (D), Westbrook (I,D).  
**Harmonicas:** Hohner (D).  
**Organ:** Doric (D).
- St. George Music Supply, 1209 N. Western Ave., Hollywood, Calif. 90029. Tel: (213) 466-6157. Owner & Mgr.: Paul George  
**Amps:** St. George (M).  
**Drums:** St. George (I).  
**Guitars:** St. George (I).
- St. Louis Music Supply, 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), Trixon (I,D), Vibra-Tone (I,D).  
**Guitars:** Apollo (I,D), Custom Kraft (M,D), Harmony (D), Kay (D), Lindell (I,D), Magnatone (D), Supro (D).  
**Organs:** Apollo (I,D), Estey (D), Rheem (D).  
**Harmonicas:** Hohner (D).  
**Accessories:** Drums—Apollo (I,D), Zilgen (D); Guitars—Custom Kraft (M,D).  
**Microphones:** Apollo (I,D), Kent (D), Shure (D), Turner (D).
- Sano, 1281 Springfield Ave., Irvington, N.J. 07111. Tel: (201) 373-0700. Pres.: Joseph Son-Frilli.  
**Amps:** Sano (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), Ramirez (I), Rodriguez (I).
- Sho-Bud Guitar, (I), 416 Broadway, Nashville, Tenn. 37203. Tel: (615) 244-4770. Pres.: Harold B. Jackson; Gen. Mgr.: George L. Lewis; Adv. Dir.: Paul Garrison, of Garrison, Womack & Jones.  
**Amps:** Sho-Bud (M,I,E,D).  
**Guitars:** Sho-Bud (M,D,E).
- Shure Brothers, 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) DA 8-9000. Pres.: S. N. Shure. Sales: R. E. Ward.  
**Microphones:** Shure (M).
- Slingerland Drum, 6633 Milwaukee Ave., Niles, Ill. 60648. Tel: (312) 763-3664. Pres.: H. H. Slingerland Jr.; Sales: Don Osborn.  
**Drums:** Slingerland (M,E).  
**Accessories:** Drums—Slingerland (M,E).
- Sonotone Audio Prods., Elmsford, N.Y. 10523. Tel: (914) 592-9600. Pres.: Irving I. Schachtel; Sales: J. Mahler.  
**Microphones:** Sonotone (M).
- Sorkin Music, 370 Vanderbilt Motor Pkwy., Hauppauge, L.I., N.Y. 11787. Tel: (516) 231-7700. Pres.: Harold Sorkin; VP: Joseph Saltzman.  
**Amps:** Harmony (D), Marvel (I,D), Premier (D).  
**Drums:** Revere (I,M,D).  
**Guitars:** Beltone (I,M,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), Elton (D), Multivox (I,E,D).  
**Microphones:** 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:** Electro-lab (M).
- Southland Musical Mds., Box 6125, 826 Winston St., Greensboro, N.C. 27405. Tel: (919) 272-5123. Pres.: Harry Greenberg; Sales: Lee Ingber.  
**Amps:** all well known brands.  
**Drums:** Leedy (D), Marathon (I,D).  
**Guitars:** Harmony (D), Kay (D), Marathon (I,D), Melodia (I,D), Yamaha (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Ideal (D).  
**Accessories:** Guitar—all well known brands.
- V. C. Squier (div. of Columbia Musical Instrument Groups, CBS), 472-29 Capitol Ave. S.W., Battle Creek, Mich. 49015. Tel: (616) 968-8191. Gen. Mgr.: David L. Towns; Sales Mgr.: Donald Johnson.  
**Accessories:** Guitar strings—Concert Master (M), Esquier (M), Nyle Brand (M), Squier-Trued (M).
- Standel Solid State Music Systems, 4918 Double Drive, El Monte, Calif. 91731. Tel: (213) 442-0301.  
**Amps:** Standel (M).
- Strum & Drum, 3400 N. Kedzie, Chicago, Ill. 60618. Tel: (312) 588-8500. Pres.: Norman R. Sackheim; Gen. Mgr.: Revelle Berman; Sales Mgr.: Joseph Lipman; Adv. Dir.: Phillip B. Strauss.  
**Amps:** Norma (M).  
**Drums:** Norma (I).  
**Guitars:** Norma (I).  
**Organs:** Noble (I).
- Sunn Musical Equip., Amburn, Ind'l Park, Tualatin, Ore. 97062. Tel: (503) 638-4115. Pres.: Conrad E. Sundholm; Sales: Norman W. Sundholm.  
**Amps:** Sunn (M).
- Fulvio Talso, 381 Park Ave., New York, N.Y. 10016. Tel: (212) 683-2346. Pres.: Andrew Pappalardo; VP: Bertha Talso.  
**Guitars:** (I).  
**Organs:** Marinucci (I).  
**Accessories:** Guitar straps (I).
- Targ & Dinner, 2451 N. Sacramento, Chicago, Ill. 60647. Tel: (312) 384-6200.  
**Guitars:** Hoyer (I).
- Tatay, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) JU 2-4280. Pres.: Gabriel Oller; Sales: Andrew Montero.  
**Guitars:** Tatay (M).  
**Accessories:** Guitars—Tatay (M).
- Tel-Ray Electronics Mfg., 8114 Avalon Blvd., Los Angeles, Calif. 90003. Tel: (213) 752-4155. Pres.: Ray Lubow; Gen. Mgr.: Ray Chorus; Sales Mgr. & Adv. Dir.: Marvin Lubow.  
**Amps:** Tel-Ray (M).
- Tele-Star Musical Instrument, 651 Broadway, New York, N.Y. Tel: (212) 674-4900. Pres.: Maurice Laboz; Gen. Mgr.: Martin Steiner; Sales Mgr.: Jack Laboz; Adv. Dir.: Joseph Nahmod.  
**Amps:** Tele-Star (I,E,D).  
**Drums:** Laboz (I,E,D).  
**Guitars:** Laboz (I,E,D), Tele-Star (I,E,D).  
**Organs:** 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:** (M).
- Thomas Organ, 8345 Hayvenhurst, Sepulveda, Calif. 90048. Tel: (213) 894-7161. Pres.: Joe Benaron.  
**Branch:** New York, N.Y. 310 Fifth Ave. Tel: (212) 947-7261. Gen. Mgr.: Murray Fiebert.  
**Amps:** Vox (M,I,E,D).  
**Guitars:** Vox (M,I,E,D).  
**Organs:** Thomas (M,E,D), Vox (I,E,D).
- Tilben, 340 Monroe Ave., Detroit, Mich. 48226. Tel: (313) 965-0325. Pres.: Basil Tilben.  
**Amps:** Kay (D), Harmony (D), Supro (D).  
**Drums:** Aria (I,D), Leedy (D).  
**Guitars:** Diamond (I,D), Harmony (D), Kay (D), Supro (D).  
**Harmonicas:** Hohner (D), Kratt (D).  
**Accessories:** Guitars & Drums—all well known brands.  
**Microphones:** Fender (D).
- Toby Music Systems, 3939 Broadway Ave., Ft. Worth, Tex. 76118. Tel: (817) TE 4-5595. Pres.: J. W. Sanders; Sales: Edwin Hale.  
**Amps:** Toby (M).
- Tone-Rite, 1759 W. Grand Ave., Chicago, Ill. 60622. Tel: (312) 666-7255. Pres.: Eugene Maurey; Sales: Av Gold.  
**Amps:** (M).
- U S Musical Mds., 860 Broadway, New York, N.Y. 10003. Tel: (212) 674-3100. Owner: Carl Davidoff; Sales: Ed Davidoff.  
**Amps:** Harmony (D), Sekova (M,D), Supro (D).  
**Drums:** U.S. Mercury (I,D), Premier (D).  
**Guitars:** Harmony (D), Paramount (M,I,D), Sekova (I,D), Supro (D), U.S. Strad (M,I,D).  
**Harmonicas:** Hohner (D).  
**Organs:** Ideal (D).  
**Accessories:** Drums—Premier (D), Sekova (M,D); Guitars—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).
- United Guitar, 278 Johnston Ave., Jersey City, N.J. 07304. Tel: (201) 333-1457. Gen. Mgr.: Bernard A. Forcello.  
**Guitars:** United (M).
- United Rawhide Mfg., 1644 N. Ada, Chicago, Ill. 60614. Tel: (312) 384-7151. Pres.: Stefan Palansky.  
**Accessories:** Drumheads & Covers (M).
- Valco Guitar (Div. of Kay), 2717 N. Normandy Ave., Chicago, Ill. 60635. Tel: (312) 622-4422. Sales: Will Scanlon.  
**Amps:** Supro (M).  
**Guitars:** Supro (M).
- Vega Instrument, 155 Reservoir St., Needham Heights, Mass. 02194. Tel: (617) 449-1150/1. Pres.: William Nelson; Gen. Mgr.: Paul Badger; Adv. Dir.: John Burgoyne.  
**Amps:** Guitar—Vega (M,D).  
**Guitars:** Vega (M,I,E,D).
- Victoria Luggage, 8900 Aviation Blvd., Inglewood, Calif. Tel: (213) 678-4359. Owner: Henry Bart.  
**Accessories:** Guitar cases (M).
- W M I, 1228 Emerson St., Evanston, Ill. 60201. Tel: (312) 328-4588. 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:** Teisco (M,I).
- Walker Specialty, 9617 Clinton Rd., Cleveland, Ohio 44144. Tel: (216) 651-6488. Pres.: Al Robba.  
**Accessories:** Drum sticks (M).
- Wellcor, 1214-18 N. Wells St., Chicago, Ill. 60610. Tel: (312) DE 7-1814. Pres.: Samuel Grode.  
**Organs:** Wellcor (M).
- Westheimer Imp. & Mfg., 1331 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) WE 9-0913. Pres. & Sales Mgr.: Jack L. Westheimer; Gen. Mgr.: Max Wasserman; Adv. Dir.: Steven Israel.  
**Drums:** Kingston (I).  
**Guitar:** 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:** Danelectro (D), Harmony (D), Kay (D), Supro (D), Wilder (M,D).  
**Drums:** Leedy (D), Whitehall (I,D).  
**Guitars:** Conrad (D), Cordova (I,D), Danelectro (D), Harmony (D), Kay (D), Multikord (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Doric (D), Whitehall (I,D).  
**Accessories:** Drums—Evans (D), Remo (D).  
**Guitars—Bell Brand (D), Black Diamond (D), Cordova (I,D), Epiphone (D), Fender (D), Gibson (D), Goya (D), Bobby Lee (D), La Bella (D), Rowe (D), Saverz (D), Squier (D), Milton G. Wolf (D).**
- Weymann, 21 S. 11 St., Philadelphia, Pa. Tel: (215) 627-8191. Mgr.: Herbert Weymann.  
**Amps:** Harmony (D).  
**Guitars:** Harmony (D).  
**Harmonicas:** Hohner (D).  
**Accessories:** Guitar—all name brands (D).
- White Eagle Rawhide Mfg., 1652 N. Troop St., Chicago, Ill. 60622. Tel: (312) 276-0872. Owner: John R. Janac.  
**Amps:** Gregory (D).  
**Drums:** Werco (I,D).  
**Guitars:** Werco (I,D).  
**Accessories:** Drum heads & covers (M,D).
- Frank Wolf Drum Supplies, 104 W. 48 St., New York, N.Y. 10036. Tel: (212) CI 5-4778.  
**Drums:** all major brands (D).
- Worldwide Musical Instrument, 404 Park Ave., S., New York, N.Y. 10016. Tel: (212) 679-3110. Owner: Arthur A. Heine.  
**Guitars:** Antonio De Torres (I), Salamanca (I), (classical guitars only).  
**Harmonicas:** Bandmaster (I), Jolly Jack (I).  
**Accessories:** Guitar—Saverz (I).
- Wurlitzer, PO Box 807, Elkhart, Ind. 46514. Tel: (219) CO 4-2151. Sales: James Graham.  
**Amp:** Wurlitzer (M).  
**Guitars:** Wurlitzer (M).
- Wurlitzer, DeKalb, Ill. 60115. Tel: (312) 263-3373. Sales: Walter R. Benson.  
**Organs:** Wurlitzer (M).
- Yamaha Int'l, 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.  
**Drums:** (I).  
**Guitars:** (I).  
**Organs:** (I).

# Musical Instruments by Category

The name of the line appears on the left. Where the name of the line and the manufacturer are not the same, the manufacturer's name appears in parenthesis.

## AMPLIFIERS

Add Verb (Gregory).  
Alamo—guitar.  
Almuco (Charles Alden Music).  
Altec Lansing.  
Ampeg.  
Apollo (St. Louis Music Supply).  
Baldwin—guitars & organs.  
Bogen.  
Browning Labs.  
CIA (Gregory).  
Checkmate (WMI).  
Coral (Danelectro).  
Craftsman.  
Crestwood (LaPlaya Dist'g).  
Custom.  
Custom Kraft (St. Louis Music Supply).  
Danelectro.  
Decca.  
Domino (Maurice Lipsky Music).  
Dyncord.  
Dynamic (K & K Musical Instruments).  
Eko (LoDuca Bros. Musical Instruments).  
Electro-lab (Sound Projects).  
Encore (Barth-Feinberg).  
Epiphone—guitar (Chicago Musical Instrument).  
Excelsior (Excelsior Accordions).  
Fandel (Harris-Fandel).  
Farfisa—organ & guitar (Chicago Musical Instrument).  
Fender.  
G & H.  
GM Electronics.  
Geloso (American Geloso Electronics).  
Giant.  
Gibson—guitar (Chicago Musical Instrument).  
Goya.  
Gregory.  
Gretsch (Fred Gretsch Mfg.).  
Groomes SNG (Precision Electronics).  
Guild.  
Handi-Amp (Gregory).  
Harmony.  
Haynes (Merson Musical Prods.).  
Heit (G&H Imports).  
J G (Giulietti Accordion).  
Kalamazoo—guitar (Chicago Musical Instrument).  
Kay.  
Kent—guitar (Buegeleisen & Jacobson).  
Koss.  
Kustom (Ross).  
Lindell (St. Louis Music Supply).  
Maestro—guitar (Chicago Musical Instrument).  
Magnatone (Estey Musical Instrument).  
Magnavox.  
Mansun.  
Marshall (LoDuca Bros. Musical Instruments).  
Matador (Mexican Traders).  
Mosrite.  
Musical Industry.  
Norma (Strum & Drum).  
PANaramic (PANcordion).  
Premier (Sorkin).  
Prestige (Astra Trading).  
Rheem—guitar.  
Rickenbacker.  
St. George.  
Samson (Midwest Musical Instrument).  
Sano.  
Saturn (Gregory).  
Sekova (U.S. Musical Mds.).  
Sho-Bud.  
Sound Projects.  
Standel.  
Sunn—guitar & organ.  
Supro (Valco Guitars).  
Teisco (WMI).  
Tel-Ray.  
Tele-Star.  
Tele-Tone—guitar.  
Tempo (Merson Musical Prods.).  
Toby.  
Tone-Rite.  
Tonemaster (Norman English Sales).  
Unichord (Merson Musical Prods.).  
Univox (Merson Musical Prods.).  
Vega—guitar.  
Vox (Thomas Axler).  
Wildor (David Wexler).  
Winston—guitar (Buegeleisen & Jacobson).

Worldwide (LoDuca Bros. Musical Instruments).  
Wurlitzer.  
Zim-Gar (Gar Zim Musical Instrument).

## DRUMS

Apollo (St. Louis Music Supply).  
Aria (Tilben).  
Astro (Imperial Accordion Mfg.).  
Atlas (Atlas Accordion).  
Audion—children's (Emenee Inds.).  
Beverly (Harris-Teller).  
Black Jack (Harris-Fandel).  
Camco.  
Century (Atlas Accordion).  
Conqueror (C. Bruno & Son).  
Coronet (K&K Musical Instrument).  
Crest (J. M. Sahlein Music).  
Decca.  
Del Rey (WMI).  
Deri (C. Meisel Music).  
Dixie (Grossman Music).  
Drum-Kraft (Newark Musical Mds.).  
Duke (LoDuca Bros. Musical Instruments).  
Duplex (Grossman Music).  
G & H.  
Giant Music.  
Gretsch (Fred Gretsch Mfg.).  
Heit (G&H Imports).  
Kapa.  
Kent (E. W. Kent Mfg.).  
Kingston (Westheimer Imp. & Mfg.).  
Laboz (Tele-Star Musical Instrument).  
LaPlaya.  
Leban.  
Leedy.  
Ludwig.  
Lyra (C. Bruno & Son).  
Marathon (Southland Musical Mds.).  
Marco Polo (Giant Music & Marco Polo).  
Mastro—toy (Mastro Inds.).  
Maxitone (C. Bruno & Son).  
Melodia (Southland Musical Mds.).  
Mitchell (J. L. Marsh).  
Norma (Strum & Drum).  
Pearl (Chicago Musical Instrument).  
Premier.  
Prestige (Astra Trading).  
Regent (K&K Musical Instrument).  
Reknown (J. M. Sahlein Music).  
Revere (Sorkin).  
Rogers.  
St. George.  
Slingerland.  
Sonor (M. Hohner).  
Sorrento (Foreign & Domestic Trade Consultants).  
Star (Kansas Music).  
Starlight (LaPlaya Dist'g.).  
Sterling (Atlas Accordion).  
Stetson (L. W. Hagelin).  
Stewart (Buegeleisen & Jacobson).  
Tempo (Merson Musical Prods.).  
Trixon (St. Louis Music Supply).  
U.S. Mercury (U.S. Musical Mds.).  
Vibra-Tone (St. Louis Music Supply).  
WFL (Ludwig Drum).  
Werco (White Eagle Rawhide Mfg.).  
Whitehall (David Wexler).  
Yamaha.  
Zim-Gar (Gar Zim Musical Instruments).

## HARMONICAS

Bandmaster (Worldwide Musical Instrument).  
Capitol (Capitol Recs. Dist'g).  
Christ-Kraft Instrument.  
Egmond (Alexander Apfelbaum).  
Harmonone—children's (Harmonic Reed).  
Hohner (M. Hohner).  
Jolly Jack (Worldwide Musical Instrument).  
Kraft (William Kraft).  
Leban.  
Prestige (Astra Trading).  
Rauner-Hugo (Alexander Apfelbaum).  
Zim-Gar (Gar Zim Musical Instruments).

## GUITARS

Apollo (St. Louis Music Supply).  
Aria (Coast Whlse. Music of L. A., Coast Whlse. Music of S. F. & Harris-Fandel).  
Artex (Metropolitan Music).  
Atlas (Atlas Accordion).  
Audion (American Audion).  
Audion—children's (Emenee Inds.).  
Baldwin (Baldwin Piano & Organ).  
Barbero (Sherry-Brener).  
Beltone (Sorkin).  
Black Jack (Harris-Fandel).  
Blue Comet (Sorkin).  
Century (Atlas Accordion).  
Cipher (Inter-Mark).  
Code.  
Conqueror (C. Bruno & Son).  
Confessa (M. Hohner).  
Coral (Danelectro).  
Cordova (David Wexler).  
Cortez (K&K Musical Instrument).  
Crest (J. M. Sahlein Music).  
Crestwood (LaPlaya Dist'g).  
Custom Kraft (St. Louis Music Supply).  
Danelectro.  
Decca.  
Del Canto (WMI).  
Antonio De Torres (Worldwide Musical Instrument).  
Diamond (Harris-Fandel).  
Diamond (Tilben).  
Domino (Maurice Lipsky Music).  
Dynamic (K&K Musical Instrument).  
Egmond (Sorkin).  
Eko (LoDuca Bros. Musical Instruments).  
Elger Custom (Elger Import).  
Encore (Barth-Feinberg).  
Epiphone (Chicago Musical Instrument).  
España (Buegeleisen & Jacobson).  
Esteso (Sherry-Brener).  
Excelsior (Excelsior Accordions).  
Fandel (Harris-Fandel).  
Favilla.  
Fender.  
Fleta (Sherry-Brener).  
Framus (Philadelphia Music).  
Franciscan (Coast Whlse. Music of S. F.).  
G & H.  
Gagliano-Hopf (C. Meisel Music).  
Garcia (Sherry-Brener).  
Gaucho (WMI).  
Giant Music.  
Giannini (Merson Musical Prods.).  
Gibson (Chicago Musical Instrument & Gibson).  
Goya.  
Greco (Goya Guitars).  
Grenada (J. M. Sahlein Music).  
Gretsch (Fred Gretsch Mfg.).  
Guild.  
Hagstrom (Merson Musical Prods.).  
Harmony.  
Karl-Hauser (Ideal Musical Mds.).  
Heit (G&H Imports).  
Hernandez (Sherry-Brener).  
Hofner (William R. Gratz).  
Holman (Holman-Woodell).  
Hoyer (Targ & Dinner).  
Ideal.  
Imperial (Imperial Accordion Mfg.).  
J G (Giulietti Accordion).  
Kalamazoo (Chicago Musical Instrument).  
Kapa.  
Kay.  
Kent (Buegeleisen & Jacobson).  
Kingston (Westheimer Import & Mfg.).  
Kustom (Ross).  
Laboz (Tele-Star Musical Instrument).  
La Madrilena (Mexican Traders).  
Leban.  
Lindell (St. Louis Music Supply).  
Mansun.  
Marathon (Southland Musical Mds.).  
Marco Polo (Giant Music & Marco Polo).  
Marlin (WMI).  
C. F. Martin.  
Marvel (Sorkin).  
Mastro—toy (Mastro Inds.).  
Maxitone (C. Bruno & Son).  
Mayfair (Grossman Music).  
Melodia (Southland Musical Mds.).

Mitchell (J. L. Marsh).  
 Monzzani (Chicago Musical Instrument).  
 Mosrite.  
 Multikord (Harlin Bros.).  
 Musical Industry.  
 Norma (Strum & Drum).  
 Oahu.  
 Orpheus (Coast Whlse. Music of S. F.).  
 PANaramic (PANcordion).  
 Paramount (U.S. Musical Mds.).  
 Penn (Pennino Music).  
 Prestige (Astra Trading).  
 Professional (Goya Guitars).  
 Ramires (Sherry-Brener).  
 Regal (Fender Musical Instruments).  
 Regent (K&K Musical Instrument).  
 Rickenbacker.  
 Ro-Co (Rowe Accordions).  
 Rodriguez (Sherry-Brener).  
 Royal Artist (C. Bruno & Son).  
 St. George.  
 Salamanca (Worldwide Musical Instrument).  
 Sekova (U.S. Musical Mds.).  
 Sho-Bud.  
 Roy Smeck (Harmony).  
 Sorrento (Foreign & Domestic Trade Consultants).  
 Stella (Harmony).  
 Sterling (Atlas Accordion).  
 Stetson (L. W. Hagelin).  
 Supro (Valco Guitars).  
 Tarrega (Fender Musical Instruments).  
 Tatay.  
 Tatra (Ideal Musical Mds.).  
 Teisco/Del Rey (WMI).  
 Tele-Star.  
 Tempo (Merson Musical Prods.).  
 Tonemaster (Norman English Sales).  
 Topline (Goya Guitars).  
 U. S. Strad (U.S. Musical Mds.).  
 United Guitar.  
 Univox (Merson Musical Prods.).  
 Vega.  
 Ventura (C. Bruno & Son).  
 Vox (Thomas Organ).  
 Werc (White Eagle Rawhide Mfg.).  
 Westbrook (J. M. Sahlein Music).  
 Winston (Buegeleisen & Jacobson).  
 Wurlitzer.  
 Yamaha.  
 Zim-Gar (Gar Zim Musical Instruments).

## ORGANS

Ace Tone (Sorkin).  
 Allan.  
 Apollo (St. Louis Music Supply).  
 Audion (American Audion).  
 Baldwin (Baldwin Piano & Organ).  
 Bernini-Reco (Newark Musical Mds.).  
 Celeste (G. C. Jenkins).  
 Courvior 33 (Excelsior Accordions).  
 Domino (Maurice Lipsky Music).  
 Doric—combo & spinette.  
 Estey (Estey Musical Instrument).  
 Farfisa (Chicago Musical Instrument).  
 Fender.  
 Gibson (Chicago Musical Instrument).  
 Hammond.  
 Hohner Organa 12 (M. Hohner).  
 Holman (Holman-Woodell).  
 Ideal—porto-organ.  
 Kimball.  
 Kingston—combo (Westheimer Imp. & Mfg.).  
 Kustom (Ross).  
 LoDuca.  
 Lowrey (Chicago Musical Instrument).  
 Magnus.  
 Marinucci (Fulvio Talso).  
 Multivox (Sorkin).  
 Noble (Strum & Drum).  
 Organaire.  
 PANorgan (PANcordion).  
 Prestige—combo (Astra Trading).  
 Rheem.  
 Shabbarrasi (Shabbarrasi Accordions).  
 Sterling (Atlas Accordion).  
 Stinger (Goya Guitars).  
 Story & Clark (Chicago Musical Instrument).  
 Symphonic 35 (M. Hohner).  
 Teiscord—combo (WMI).  
 Tele-Star.  
 Thomas.  
 Unichord Panther (Merson Musical Prods.).  
 Vox.  
 Wellcor.  
 Whitehall (David Wexler).  
 Wurlitzer.  
 Yamaha.  
 Zim-Gar (Gar Zim Musical Instruments).

## DRUM ACCESSORIES

Alden (Charles Alden Music).  
 All Weather (Evans).  
 Apollo (St. Louis Music Supply).  
 Artistic Prods.—covers & bags.  
 Atlas (Atlas Accordion).  
 Camco.  
 Carpenter—stands.

Century (Atlas Accordion).  
 Comet World-Wide—cases.  
 D'Aleo's of Calif.—cases.  
 D'Andrea—cases.  
 Decca.  
 Giant Music.  
 Gretsch (Fred Gretsch Mfg.).  
 Hamilton—stands (Krauth & Benninghofen).  
 Ideal.  
 Kadent (Musical Specialties).  
 Kingston (Westheimer Imp. & Mfg.).  
 Leban.  
 Leedy.  
 Ludwig.  
 Mansun.  
 Marco Polo.  
 Norwood.  
 Penn (Pennino Music).  
 Premier.  
 Prestige (Astra Trading).  
 Regal-Tip (J. D. Calato Mfg.).  
 Remo.  
 Rogers.  
 Sekova (U. S. Musical Mds.).  
 Slingerland.  
 Sonor (M. Hohner).  
 Sorrento (Foreign & Domestic Trade Consultants).  
 Starlight (LaPlaya Dist'g.).  
 Sterling (Atlas Accordion).  
 Tilben.  
 United Rawhide Mfg.—heads & covers.  
 WFL (Ludwig Drum).  
 Walker Specialty—sticks.  
 Weatherking (Remo).  
 White Eagle Rawhide Mfg.—heads & covers.  
 Zim-Gar (Gar Zim Musical Instruments).

## GUITAR ACCESSORIES

Ace Musical Strap  
 Alkro—strings.  
 American Plating & Mfg.—Hawaiian steels & picks.  
 Artex (Metropolitan Music).  
 Artistic Prods.—covers & bags.  
 Atlas (Atlas Accordion).  
 Ernie Ball Custom Guitar Accessories—picks & strings.  
 Bell (National Musical String).  
 Black Diamond (National Musical String).  
 Bobby Lee—straps (Sottile Mfg.).  
 Bravo (Recoton).  
 Bridgeport Musical String.  
 Canora (Darco).  
 Carpenter—stands.  
 Cases.  
 Century (Atlas Accordion).  
 Color-Due—strings (GHS).  
 Columbia Leather Works—cases.  
 Comet World-Wide—cases.  
 Concert Master—strings (V. C. Squier).  
 Cordova (David Wexler).  
 Custom Kraft (St. Louis Music Supply).  
 D'Aleo's of Calif.—cases.  
 D'Andrea—picks & cases.  
 Darco Black Label (Darco).  
 De Armond—strings (Rowe Inds.).  
 Duotone—pickkeepers.  
 Dura-Magnetic (Quality Music String).  
 Dura-Polish (Quality Music String).  
 Elger Custom (Elger Import).  
 Esquier—strings (V. C. Squier).  
 Ess & Ess Music Case.  
 Favilla.  
 G H S Custom—strings.  
 Geib—cases.  
 Gemini (Darco).  
 Gibson.  
 Goya.  
 Gretsch (Fred Gretsch Mfg.).  
 Hamilton—stands (Krauth & Benninghofen).  
 Harptone—cases.  
 Herco (Goya & Herco).  
 Ideal.  
 Improvotone (L. A. Elkington).  
 J G (Giulietti Accordion).  
 Jax—leads & cords.  
 Kaplan-Maestro—strings (Kaplan Musical String).  
 Kay.  
 Kingston (Westheimer Import & Mfg.).  
 Kluson.  
 Kluson Deluxe.  
 La Bella—strings (E. O. Mari).  
 Leban.  
 Lecktro-Magnetic (Quality Music String).  
 Lifton Mfg.—cases.  
 Manoloff Musical Supply.  
 Mansun.  
 Mapes Piano String—strings.  
 Marco Polo.  
 Moshay Pick.  
 Nyle Brand—strings (V. C. Squier).  
 PANaramic (PANcordion).  
 Penn (Pennino Music).  
 Pressles (L. A. Elkington).  
 Prestige (Astra Trading).

Progressional (L. A. Elkington).  
 Puccini (Darco).  
 Rheem.  
 Rickenbacker (Electro String Instrument).  
 Ro-Co (Rowe Accordions).  
 Saverez (Worldwide Musical Instrument).  
 Seal-Fast (Kluson Mfg.).  
 Sekova (U.S. Musical Mds.).  
 Serenata (Darco).  
 Roy Smeck (L. A. Elkington).  
 Sorrento (Foreign & Domestic Trade Consultants).  
 Squier-Trued—strings (V. C. Squier).  
 Sterling (Atlas Accordion).  
 Fulvio Talso—straps.  
 Tatay.  
 Tilben  
 Tonemaster (Norman English Sales).  
 Victoria Luggage—cases.  
 Milton G. Wolf (Quality Music String).  
 Zim-Gar (Gar Zim Musical Instruments).

## MICROPHONES

Altec Lansing.  
 Apollo (St. Louis Music Supply).  
 Bogen.  
 Echolette (M. Hohner).  
 Fender.  
 Geloso (American Geloso Electronics).  
 Jax.  
 Kent (Buegeleisen & Jacobson).  
 Kustom (Ross).  
 Leban.  
 Mansun.  
 Mosrite.  
 Norelco (North American Philips).  
 Prestige (Astra Trading).  
 Sekova (U.S. Musical Mds.).  
 Shure.  
 Sonotone.  
 Sterling (Atlas Accordion).  
 Zim-Gar (Gar Zim Musical Instruments).

# ORDER YOUR EXTRA BUYER'S GUIDES NOW!

Limited supplies available.

**Soft-covered edition — \$5.00**

**or new hard-bound  
personalized edition — \$7.50**

(See bind-in card in this issue  
for complete details)

Send your request  
and payment to:

**BILLBOARD—Box BG  
2160 Patterson Street  
Cincinnati, Ohio 45214**

# International Market Report

Algeria  
Argentina  
Australia  
Austria  
Bahamas  
Belgium  
Bermuda  
Bolivia  
Brazil  
Bulgaria  
Canada  
Chile  
China  
Colombia  
Costa Rica

Cyprus  
Czechoslovakia  
Denmark  
Dominican Republic  
Ecuador  
Eire  
El Salvador  
Finland  
France  
Germany, East  
Germany, West  
Greece  
Guatemala  
Guyana  
Honduras

Hong Kong  
Hungary  
Iceland  
India  
Indonesia  
Israel  
Italy  
Jamaica  
Japan  
Kenya  
Lebanon  
Malaysia  
Mexico  
Morocco  
Netherlands

Netherlands Antilles  
New Zealand  
Nicaragua  
Nigeria  
Norway  
Pakistan  
Panama  
Paraguay  
Peru  
Philippines  
Poland  
Portugal  
Puerto Rico  
Singapore  
South Africa, Republic of

South Vietnam  
Spain  
Surinam  
Sweden  
Switzerland  
Thailand  
Trinidad & Tobago  
Turkey  
United Arab Republic  
United Kingdom  
Uruguay  
U. S. S. R.  
Venezuela  
Virgin Islands  
Yugoslavia

## ALGERIA

Population: 10,670,000 (1963).  
Official rate of exchange: \$1 (US) = 4.9 dinars.  
No. of radios: 1,500,000.  
No. of TV sets: 100,000.  
Holidays: Jan. 1, July 1 (Independence Day)  
Nov. 1 (National Day), and religious holidays.

### ● record & phonograph importers

Francois Algarra, 18 rue Lamoriciere, Oran.  
L'Auditorium, Ets. Berrachou, Galeries Perez, 12 Blvd. Emir Abdelkader, Oran.  
Lahouari Benafia, 17 Blvd. N. Boutlelis, Oran.  
Ets. Belkacem Boualem, 23 rue El-Moungar, Oran.  
Boucherfi, 19 Av. d'Oujda, Oran.  
Confort Nouveau, 54 rue Larbi Ben m'Hidi, Oran.  
Rohand Figue, 19 rue Mohamed Khemisti, Oran.  
Brahim Fouatin (ex. El-Feth), rue de Nostaganem, Oran.  
Benkabou Frein, 41 Blvd. Emir Abdelkader, Oran.  
Fadlallah Halti, 4 rue Beranger, Oran.  
Ben Mohamed Khelifa, 2 Av. d'Oujda, Oran.  
Abdellatif Laback, 2 Pl. de la Concorde, Oran.  
Boutehal Larcen Tolba, 2 rue St. Gregoire, Oran.  
Miloud Menauoudi, 6 rue Dutertre, Oran.  
Yahia Meniaoui, 13 rue Nobel, Oran.  
Abdelkader Neddar, 98 rue Larbi Ben m'Hidi, Oran.  
Sid Ahmed Sari, 42 Blvd. Emir Abdelkader, Oran.  
Societe Algerienne de Radio Electricite, 8 Blvd. Emir Abdelkader, Oran.  
Societe Fali Kada, 38 Blvd. Emir Abdelkader, Oran.  
Societe Sonorisation Tele Radio-Menagere, 7 rue Mohamed Khemisti, Oran.  
Sidi Mohamed Soulimane, 18 rue Larbi Ben m'Hidi, Oran.  
Ahmed Tiab Daho, 24 Blvd. Zabana, Oran.  
Gaston Henri Zabalet, 40 rue Larbi Ben m'Hidi, Oran.

## ARGENTINA

Population: 22,000,000.  
Official rate of exchange: \$1 (US) = 260 pesos.  
Records sold domestically: LP's 1966-3,500,000 units @ \$7,600,000; 1965-3,000,000 units @ \$6,900,000; up 10%. EP's 1966-1,672,000 units @ \$1,600,000; 1965-1,400,000 units @ \$1,300,000; up 23%. Singles 1966-5,300,000 units @ \$3,400,000; 1965-4,800,000 units @ \$2,900,000; up 17%.  
Records Imported from U.S.A. (FOB): 1966-\$93,800; 1965-\$45,976; up 104%.  
Records Exported to U.S.A. (FOB): 1966-\$3,987 units @ \$6,114; 1965-2,289 units @ \$3,771; up 62%.  
Average retail price per record: LP-\$3.00; EP-\$1.40; Singles-\$1.00.  
Stereo Sales: 6% of total sales.  
Discounting: Frequent.  
Type of promotion: Broadcasting, disk jockey's programs, magazine and newspaper advertising.  
Juke boxes: 1,000.

Radio stations: 91 stations-90 commercial, 1 government; 6 FM.  
Type of programming: 85% music-55% recorded, 45% live; 85% pop, 15% classical.  
Radios: 1964-6,200,000.  
TV stations: 30 channels-1 government, 29 commercial.  
Type of programming: Musicals, shows, sports, series.  
TV sets: 1964-1,500,000.

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. Ruben Machado

### ● record manufacturers

Argenplast, Chile 1529, Buenos Aires. Tel: 38-0821.  
Gen. Mgrs.: Angel Perez & Jose Perea; Pop A&R, Pub., Adv. & Promo. Mgr.: Osvaldo Vallverdu; Sales Mgr.: Jose Vallverdu.  
Labels: Argenplast, Marpar, Neptuno.  
Int'l firms represented: Marfer (Spain), Mocambo (Brazil), Rosicler (Brazil).  
B G M, Lavalle 1546 Buenos Aires. Tel: 46-8576.  
Pres.: Miguel J. F. Benitez; VP: Fernando Luis Labrana; Dir.: Rodolfo Enrique Ghiso; Pop A&R Mgr.: Miguel Angel Merellano; Classical A&R Mgr.: Adalberto Levi Hembra; Sales Mgr.: Oscar Kirovsky; Pub., Adv. & Promo. Mgr.: Victor Mirsky.  
Labels: BGM, Galatea, Guaira, Magenta, Regina.  
Int'l firms represented: Chant du Monde (France), Deutsche Vogue (Germany) Fonior (Belgium), Hed-Arzi (Israel), Manu (Norway), Metronome (USA), Quality (Canada), Sobedi (Belgium) Sonet (Sweden), Supertone (Germany), Tempo (Germany), Tono (Denmark), Transatlantic (United Kingdom).  
Belter, Rodriguez Pena 40, Buenos Aires. Tel: 46-5827. Pres.: Jose Navas; Gen. Mgr.: Ricardo Romero; Sales Mgr.: Angel Musumessi; Pub. Mgr.: Alberto Del Rosal; Mktg. Mgr.: Pascual Selva.  
C B S Paraguay 1583, Buenos Aires. Tel: 42-1201.  
Cable: COLRECORD. VP: John Truden; Gen. Mgr.: Armando di Guglielmo; Mgr.: Douglas Taylor; Pop A&R Mgr.: John Lear; Classical A&R Mgr.: Alberto Caldeiro; Sales Mgr.: Luis Aguado; Pub. Mgr.: Isaias Nougues; Adv. Mgr.: Orlando Rosemberg; Promo. Mgr.: Hugo Piombi.  
Labels: CBS, Orfeo.  
Int'l firms represented: Artone (Netherlands), Capco (USA), Discolon (Spain), Epic (USA), Family-Request (USA), Musicor (USA), Ode (USA), Old Town (USA), Plaza (Brazil), Ricordi (Italy), Rojac (USA), Sonoradio (Peru), United Artists (USA).  
Columbia (see CBS).  
Dial, Pasteur 341, Buenos Aires. Tel: 47-0145.  
Mgrs.: C. L. Tealdo Alizieri & Cesar A. Divaga; Adv. & Promo. Mgr.: Pablo Rossi.  
Int'l firms represented: Accent, Fantasy, GNP Crescendo, Mainstream, Time (all USA)  
DISC JOCKEY, Pedro Goyena 70-72, Buenos Aires. Tel: 72-9090. Pres.: Manuel Rodriguez Luque; VP: Eduardo Piovano; Sales Mgr.: Ricardo Portela; Pub. Mgr.: Roberto Quirno.  
Int'l firms represented: Barclay (France), CEM (Spain), Carosello (Italy), Chantecler (Brazil), Continental (Brazil), El Virrey (Peru), Italdisc (Italy), Palette (Belgium), Sesion (Spain), Son-

oradio (Peru), Tempo (Spain). (SEE ADVERTISE-  
MENT)

EMI (see Industrias Electricas y Musicales Odeon).  
Famous, Peru 151, Buenos Aires. Tel: 26-3298.  
Gen. Mgr.: I. W. Morris; Mgr.: Mike Davis; Promo. Mgr.: Dora Greene.  
Labels: Ariel, Famous.

Int'l firms represented: ABC (USA), EMI (United Kingdom), Fonograma (Venezuela), Musidisc (Brazil), Nilser (Brazil), Tropical (Columbia).

Fermata, San Martin 640, Buenos Aires. Tel: 31-9330. Pres.: Enrique Lebendiger & Mauricio Brenner; Mgr.: Gerardo Grassi.

Int'l firms represented: A&M (USA), AZ (France) Ariston (Italy), CMS (Italy), Cameo (USA), Clan (Italy), Class (Uruguay), Ferbra (Brazil), Fonit-Cetra (Italy), GTA (Italy), Inter (Italy), Jaguar (Italy), Jolly (Italy), Momo (Brazil), Parkway (USA), Prosadis (France), RGE (Brazil), Red Bird (USA), Shot (USA), Style (Italy), Valiant (USA).

INDUSTRIAS ELECTRICAS Y MUSICALES ODEON (EMI).  
Corrientes 485, Buenos Aires. Tel: 49-6651.  
Cable: TURNTABLE. Gen. Mgr.: Edward Kinsley; Mgr.: George W. Ferguson; Comm'l Dir.: Enrique Rosso; Pop A&R Mgr.: Jose Angel Rota; Classical A&R Mgr.: Federico Clappenbach; Int'l A&R Mgr.: Miguel Scaglia; Sales Mgr.: Roberto A. Abbatte; Pub. Mgr.: Domingo A. Ramos; Promo. Mgr.: Juan Carlos Menna.

Branches: Buenos Aires-Cordoba 669. Tel: 31-6017. Contact: Jose Cortez-Lavalle 465. Tel: 32-6269. Contact: Aida Verdi-Mendoza 2150. Tel: 76-2347. Contact: Enrique Linch. Labels: Coleccion Musical, Odeon, Odeon Pops, Pop.

Int'l firms represented: Capitol (USA), Carisch (Italy), Columbia (Italy), Cubartimpex (Cuba), Decca (USA), EMI (United Kingdom), Ember (USA), Immediate (United Kingdom), Imperial (USA), Liberty (USA), London (United Kingdom), Parlophone (Italy), Pathe-Marconi (France), Toshiba (Japan), Voce del Padrone (Italy). (SEE ADVERTISEMENT)

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 Mgr.: Horacio Malvicino; Coord.: Osvaldo Guerra. (distributed by RCA Victor).

Int'l firms represented: Audio Fidelity (USA), Bang (USA), Brunswick (USA), Cadet (USA), Checker (USA), Chess (USA), Coral (USA), Kama Sutra (USA), Karate (USA), Seeco (USA), Som/Major (Brazil). (SEE ADVERTISEMENT)

ODEON (see Industrias Electricas y Musicales Odeon). (SEE ADVERTISEMENT)

PHONOGRAM, Cordoba 1351, Buenos Aires. Tel: 41-0048. Gen. Mgr.: Hugo A. J. Persichini; Pop A&R Mgr.: Santos Lipsker; Sales Mgr.: Americo Severini; Pub. & Adv. Mgr.: Felipe Preiser; Promo. Mgr.: Alfredo Leutgebweger. Labels: Philips, Polydor.  
Int'l firms represented: Archiv (Germany), DGG (Germany), Disneyland (USA), MGM (USA), Mercury (USA), Polydor (Germany), Verve (USA). (SEE ADVERTISEMENT)

PRODISA, Thames 2472, Buenos Aires. Tel: 72-1862. Gen. Mgr.: Jorge Cesar Esperon; Musical Dir.: Julio C. Frade; Sales Mgr.: Facundo J. Martinez; Promo. Chief: Mariano Pineiro; Sales: Luis Pissolito; Import/Export Mgr.: Ian Wilson. Labels: Prodisa, Tonodisc.

Int'l firms represented: Command, 20th-Fox, Westminster (all USA). (SEE ADVERTISEMENT)

continued on page 194



**THE SOUND  
OF ATLANTIC  
AROUND  
THE WORLD!**

**ATLANTIC RECORDS**  
1841 Broadway,  
New York, N.Y. 10023  
(212) PL. 7-6306

*Atlantic Records are released  
on the Atlantic Label in the  
following countries...*

**ARGENTINA:**  
SURCO INDUSTRIAS MUSICALES

**AUSTRALIA:**  
FESTIVAL RECORDS PTY. LTD.

**BELGIUM:**  
COMPAGNIE PHONOGRAPHIQUE  
FRANCO-BELGE BARCLAY

**BRAZIL:**  
COMPANHIA BRASILEIRA DE DISCOS

**CANADA:**  
QUALITY RECORDS, LTD.

**CHILE:**  
PHILIPS CHILENA S.A.

**COLOMBIA:**  
PHILIPS COLOMBIANA S.A.

**COSTA RICA:**  
INDUSTRIA DE DISCOS  
CENTROAMERICANA

**DENMARK:**  
METRONOME RECORDS A/S

**ENGLAND:**  
POLYDOR RECORDS LTD.

**FRANCE:**  
DISQUES BARCLAY

**GERMANY:**  
METRONOME RECORDS G.m.b.H.

**GREECE:**  
DIONYSOS  
GENERAL PUBLISHING CO. LTD.

**HOLLAND:**  
POLYDOR NEDERLAND N.V.

**HONG KONG:**  
COSDEL (HONG KONG) LTD.

**ITALY:**  
RIFI RECORD CO.

**JAPAN:**  
NIPPON GRAMMOPHON CO. LTD.

**MEXICO:**  
DISCOS UNIVERSALES S.A.

**PERU:**  
EL VIRREY INDUSTRIAS MUSICALES S.A.

**PHILIPPINES:**  
MARECO, INC.

**SINGAPORE:**  
COSDEL (SINGAPORE) LTD.

**SOUTH AFRICA:**  
TEAL RECORD CO. LTD.

**SPAIN:**  
HISPAVOX S.A.

**SWEDEN:**  
METRONOME RECORDS AB

**SWITZERLAND:**  
BARCLAY RECORDS S.A.

**TURKEY:**  
MELODI RECORDS

**VENEZUELA:**  
SIEMENS VENEZOLANA S.A.



continued

● **supplies & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Asociacion de Directores de Orquesta.  
Asociacion de Profesorado Orquestal (APO).  
Collegium Musicum de Buenos Aires, Libertad 1630, Buenos Aires.  
Mozarteum Argentino, Rodriguez Pena 1882, 2º, Dept. 2, Buenos Aires.  
Sindicato de Musicos.  
Sociedad Argentina de Autores Compositores de Musica, Lavalle 1547, Buenos Aires.  
Wagneriana de Buenos Aires, Santa Fe 1243, 1º, Buenos Aires.

**PRESSING PLANTS**

C B S Colombia, Victor Martinez, 1824, Ciudadela, Buenos Aires.  
Galvadis, 11 de Setiembre 481, Ciudadela, Buenos Aires.  
H. & R. Maluf, Francisco Bilbao 2284, Buenos Aires.  
Phonogress, Perito Moreno 235, Temperley, Buenos Aires.  
Plastigal, Francisco Bilbao 2248, Buenos Aires.

**RECORDING STUDIOS**

C B S Colombia, Paraguay 1583, Buenos Aires.  
Constelacion, Belgrano 1666, Buenos Aires.  
Ion, Hipolito Irigoyen 2512, Buenos Aires.  
Musical Hall, Jose E. Uriburu 40, Buenos Aires.  
Odeon, Cordoba 669, 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.

**AUSTRALIA**

Population: 11,359,510.  
Official rate of exchange: \$1 (US) = \$1.12 (A).  
Records manufactured for domestic & export sale:  
LP's 1965-66 — 5,096,797 units; 1964-65—4,459,104 units. 74 LP's 1956-66—1,483,681 units; 1964-66—1,473,918 units. Singles 1965-66—4,295,666 units; 1964-65—4,197,959 units.  
Records imported from USA (FOB): 1966—\$481,214 (US); 1965—\$278,048 (US); up 73%.

Records exported to USA (FOB): 1966—375 units at \$699 (US).  
No. of radios: 1,928,000.  
No. of TV's: 1,615,000.  
Holidays: January 26 (Australia Day), April 25 (Anzac Day), December 25 & 26 (Christmas).  
George Hilder

● **record manufacturers**

A T A, 22 Alford St., Milson Point, Sydney, N.S.W. (distributed by Festival).  
Astor Electronics, Astor House, 161-173 Sturt St., South Melbourne, Victoria. Tel: 69-0300.  
Label: Astor.  
Int'l firms represented: Audio Fidelity, Autumn, Charger, Colpix, Crusader, Elektra, Go, Hanna-Barbera, HiFi, Kama Sutra, Pye, Red Bird, Somerset, Vanguard, Verve, Verve/Folkways.  
Australian, 11-19 Hargrave St., East Sydney, N.S.W.; PO Box 267, Darlinghurst, N.S.W. Tel: 31-4111. Cable: COLRECORD. Mg'g Dir.: A. W. T. Smith; Gen Mgr.: A. H. Watts; Gen. Sales Mgr.: R. C. Bull; Creative Servs. Mgr.: K. N. Anderson; Spec. Servs. Mgr.: P. R. Lewis; Club Mgr.: W. J. Hagan.  
Label: CBS  
Int'l firms represented: Chess, Columbia, Epic, Hickory, Kapp, Musicor, Palette, Reprise, Sue, Warner Bros., including all their subsidiaries.  
Boosey & Hawkes, National Bldg., 250 Pitt St., Sydney, N.S.W. Tel: 61-9046. Mg'g Dir.: George S. Cooper.  
Labels: Boosey & Hawkes, Bosworth, Major, Bosworth (see Boosey & Hawkes).  
C B S (see Australian).  
Carinia, Daking House, Rawson Pl., Sydney, N.S.W. Tel: 211-339 & 211-3193. Dir.: M. Kulakowski.  
This company represents: Barclay, Belter, Discophon, Ducretet-Thomson, Elite Special, Fiesta, Fonit-Cetra, Jugoton, Metronome, Monitor, Ricordi, C. N. Rood, Super Majestic, Telefunken, Tunabout, Vedetta, Vox.  
Clarion (see Festival).  
E M I, Emitron House, 301 Castlereagh St., Sydney, N.S.W. Tel: 2-0912. Cable: EMITRON. Chm. & Mg'g Dir.: J. M. Burnett, CBE.  
Int'l firms represented: Ace of Clubs, Ace of Diamonds, Adaire, Admiral, Alan Kelley, All Boy, Alladin, Alley, Allwood, Amy, Angel, Antler, Apache, Areito, Arien, Auburn, Ava, Avanti, BT Puppy, Bandstand, Bang, Bat, Beacon, Bell, Beltona, Best, Big Deal, Big Top, Blackhawk, Bobbin, Boone, Buckley, Buena Vista, Cadette, Cameo, Cannon, Canterbury, Capitol, Caracol, Century, Chairman, Challenge, Charter, Collier, Colonial, Columbia (United


Kingdom), Concert-Disc, Constellation, Cotton Town Jubilee, Counterpoint, Courtney, Cover, Crescendo, D-L, Dale, Decca (United Kingdom), DeLfi, Delaware Valley, Dellwood, Delyse, Deram, Dial, Diamond, Discomoda, Disneyland, Divinity, Do-Re-Mi, Downey, Dunes, Dynovox, Ebb Tide, Eclipse, Edit, Electrola, Emerson, Envoy, Era, Eric, Esoteric, Everest, Excello, Fantasy, Fayette, Felsted, Fire, Folklore, GNP, Garpax, Garrett, Genius, Gold Town, Gordy, Gramercy, Gulf, Gusto, HMV, Harmon, Hart-Vann, Hi, Highlane, Hollywood, Immediate, Imperial, In, Irish, Jackpot, Jamco, Jay-Gee, Joda, Josie, Jubilee, Judo, Kama Sutra, Keith, Kent, Lancer, Lawn, Lemay, Liberty, Liberty Bell, Lively Art, Loqo, London, Luis, Ludix, Lyco, MGM M&H, Mala, Martay, Maxx, Melody, Metro, Metronome (Sweden), Modern, Monogram, Motown, Music Clef, Musicnote, Music-tone, Nashboro, Neale, Near East, New Jazz, New Voice, Odeon, Pace One, Palma Parkway, Parlophone, Pathe, Pear, Phillies, Pike, Plaza, Post, Premiere, Premiere, President, Press, RGE, Ray, Regal, Regina, Romac, Roulette, Sano, Seville, Shar Dee, Shell, Shout, Soma, Soul, Soul City, Spark, Solash, Stage, Stan, Starday, Starfire, Stateside, Sultan, Sun, Sunland, Swan, Tahoe, Take Ten, Talent, Tamla, Tarwee, Tilt, Titanic, Toshiba, Transatlantic, Tru-Sound, Tuba, USA, Unical, Unison, Unity, VIP, Valiant, Vault, Viking, Viscount, Vocalion, Voix d'Islam, Warrior, Waverley, Wedge, Whippet, White Whale, Workshop, Zaizaphon, Zeida.  
Europa, Adams Chambers, 4th Fl., 484 George St., Sydney, N.S.W. Tel: 26-2635. Mgr.: Albert Yaropol.  
Labels: Europa-Teppaz, Secco.  
Festival, PO Box 16, 223 Harris St., Pyrmont, Sydney, N.S.W. Tel: 68-4021. Exec. Dir.: F. C. Marks; Dir.: K. R. Murdock & H. M. Rich; Sales Mgr.: N. W. Brown; Prod'n Mgr.: C. W. Bevis; Int'l Rep.: New Zealand (G. A. Wooler). Labels: ATA, Clarion, Festival, Leedon, Spin, Sunshine  
Int'l firms represented: ABC, A&M, Accent, Atco, Atlantic, Brunswick, Command, Coral, Decca, Dot, Double Shot, Grand Award, Impulse, Jay Gee, Jubilee, Kimbley, King, LHI, Laurie, Monument, Moonglow, Original Sound, Pacific Jazz, Paula, Presta, Project 3, Ruby Doo, Rust, Scepter, Stax, 20th-Fox, United Artists, Viva, Westminster, World Pacific (all USA), Elite Special, Ember, Emerald, Eurovox, Dandy, Island, Lantern (Europe), King (Japan).  
Jewel, 29 Blich St., Sydney, N.S.W. Mg'g Dir.: D. B. Lockyer.  
Labels: Jewel, Talent, Leedon (see Festival).

**RCA VICTOR ARGENTINA SAIC**  
HAS THE PLEASURE TO PRESENT ITS GREATEST STARS  
**PALITO ORTEGA ★ JUAN D'ARIENZO**  
**JUAN RAMON ★ LOS CHALCHALEROS**  
**LOS DE SALTA ★ GINETTE ACEVEDO**  
**BARBARA Y DICK ★ LOS IRACUNDOS**

**Electric & Musical Industries Ltd. England**  
●  
**ODEON - ODEON "POPS" - P.O.P.S**  
**ANGEL - CAPITOL - DECCA**  
**LONDON - LIBERTY and FERMATA Records**  
●  
Represented in Argentina by  
**INDUSTRIAS ELECTRICAS Y MUSICALES ODEON S.A.I.C.**  
Corrientes 485 — Buenos Aires

A GROWN-UP COMPANY . . . WITH YOUNG IDEAS!  
**MICROFON**  
ARGENTINA SRL  
LAVALLE 1759 • BUENOS AIRES  
WHERE THE ACTION IS!

**DISC JOCKEY**  
Pedro Goyena 70  
92-9090  
**THE BEST FROM ARGENTINA**  
Rosamel Araya — Bingo Reyna  
Pepito Perez — Antonio Tormo  
Los Venetos — Alberto Marino

**prodisa**  S.R.L.  
REPRESENTING FOR  
**Argentina, Chile and Uruguay**  
**COMMAND**  
**20th CENTURY FOX**  
**WESTMINSTER**  
**ABC RECORDS**  
Prodisa SRL Thames 2472  
Buenos Aires — Argentina

# AUSTRIA

Population: 7,215,000.  
Per capita income: \$1,008.  
Official rate of exchange: \$1 (US) = 25.80 Austrian Schillings.

No. of homes with record players: 450,000 approx.  
Records sold domestically: LP's 1966-868,657 units @ \$4,521,056; 1965-680,760 units @ \$3,939,952; up 15%. EP's 1966-405,928 units @ \$893,041; 1965-427,354 units @ \$940,178; down 5%. Singles 1966-1,880,616 units @ \$2,482,413; 1965-1,650,740 units @ \$2,179,377; up 14%.

Records imported from USA (FOB): 1966-\$81,800; 1965-\$57,920; up 41%.

Records imported from countries other than USA (FOB): 1966-\$2,260,600; 1965-\$1,973,120; up 15%.

Records exported to USA (FOB): 1966-\$4,068; 1965-\$9,160; down 56%.

Records exported to countries other than USA (FOB): 1966-\$702,120; 1965-\$606,320; up 16%.

Average retail price per record: (mono & stereo, same price) 12-inch LP-\$6; 10-inch LP-\$4; 7-inch EP-\$2.20; Singles, \$1.25.

Stereo sales: 43% of total sales.  
Record Club sales: 15.5% of total sales.

Tape: (Reel-to-reel & cartridge). All tapes sold in Austria are imported. Although 12,000 cartridge playback units were sold in 1966, this has had little apparent effect on the sale of phonographs. In the cartridge field, Philips Musi-cassette systems prevail.

Type of distribution: Manufacturer-to-wholesaler-to-retailer systems predominate but records clubs are acquiring an increasing share of the market.  
Discounting: Rare.

Type of promotion: Austrian broadcasting system is the main source of record promotion followed by newspapers and fan clubs.

Juke boxes: Approximately 7,000.  
Radio stations: 2 AM, 1 FM.

Type of programming: 65% music-80% recorded, of which 20% is pop.

Radios: 2,250,000.  
TV stations: 9 channels.

Type of programming: 10% music, of which 13% is pop.

TV sets: 585,000.

Holidays: January 1 (New Year), January 6 (Epiphany), Easter (Sunday & Monday), May 1 (Labor Day), Ascension, Pentecost, Corpus Christi, August 15 (Assumption of the Blessed Virgin), November 1 (All Saints Day), December 8 (Immaculate Conception), December 25 (Christmas), December 26 (St. Stephen).

Manfred Schrieber

## ● record manufacturers

Amadeo, Untere Donaustr. 17, 1020 Vienna. Tel: 24-35-98. Cable: AMADEODISC. Gen. Mgr.: Stephen von Friedberg; Pop A&R, Pub., Promo. & Adv.: Walter Praxl; Classical A&R: Rudolf Mraz.

Labels: Amadeo, Amanda.  
Int'l firms represented: Ariston (Italy), Barclay (France), Christophorus (Germany), Ember (United Kingdom), Palette (Belgium), Phonag (Switzerland), Ricordi (Italy), Rifi (Italy), Riviera (France), Vanguard (USA).

Int'l reps.: Belgium (Inelco), Denmark (Tono), Finland (Fazer), France (CED), Germany (Philips), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Inelco), Norway (Norsk Phonogram), Spain (Hispanvox), Sweden (Philips Sonora), Switzerland (Phonag), USA (Apon).

Amanda (see Amadeo).

Ariola, Rotenturmstr. 5-9, 1010 Vienna. Tel: 63-55-97. Mg'g Dir.: Egmont Lueftner.

Labels: Ariola, Eurodisc, Hansa, Melodia.  
Int'l firms represented: Atlantic, Cameo, Golden 12, Italia Int'l, Metronome.

C B S, Stubenberg 6, 1010 Vienna. Tel: 52-31-31. Cable: COLRECORDS. Gen. Mgr.: Hans van Grondelle.

Type: (cartridge).  
Int'l firms represented: Artone (Netherlands), CBS (USA), Epic (USA), Funkler (Netherlands), Motown (USA), Musicor (USA), Tamla (USA), Westminster (USA).

Centrocord, Johannesgasse, 4/6, 1010 Vienna. Tel: 52-99-55. Gen. Mgr.: Helmut Bischof; Ass't Mg'g Dir.: Dr. Erich Firon.

Type: Vogue (cartridge), Saba (tapes).  
Int'l firms represented: Abnak, Accord, Artone, Bellaphone, Belter, Belvedere, Blue Note, Center, Chess, Contrepoint, Cornet, Deutsche Vogue, Disc'AZ, Dot, Durium, Elite Special, Elysee, Eurocord, Finale, Hispanvox, Hit-Ton, Jupiter, Kapp, Pacific, Pop. Popular, Prestige, Pye, Red Bird, Royal, Saba, Sprint, Style, Tellerecord, Tempo, Triola, Victoria, Vogue.

Musica, PO Box 132, Neustiftgasse 3, 1070 Vienna. Tel: 93-65-48. Sales Mgr.: Erich Lehegck.

Int'l firm represented: Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Coral, Decca, Deram, Festival, Globe, Hickory, Hoer zu, London, Monument, Oiseau Lyre, RCA, Reprise, Supertone, Telefunken, Vega, Warner Bros.

continued on page 198

Major (See Boosey & Hawkes).  
Minstrel, 467 Parramatta Rd., Leichhardt. Tel: 56-4383. Mgr.: A. D'Ambr.

Int'l firms represented: CGD, Cetra, Fonit, JB, Jukebox, Vis.

Pedigree (see Simcol Rec. Agency).  
Philips, 69-79 Clarence St., Sydney, NSW

Int'l firms represented: Deutsche Grammophon, Fontana, Mercury, Philips, Polydor, Zodiac.

R C A, 221 Elizabeth St., Sydney, N.S.W. Tel: 61-8541. Mg'g Dir.: K. F. Fidden; Gen. Mgr. Div.: W. J. Walsh; Mgr. & A&R: Ron Willis.

Int'l firms represented: Bluebird, Contemporary, Good Time Jazz, RCA Camden, RCA Victor, Victrola, VIK.

Secco (see Europa).

Simcol Rec. Agency, 9 Everard St., Hunters Hill, Sydney, N.S.W. Tel: 89-4205. Dir. & Sales: N. Coleman; A&R: Elizabeth M. Sim.

Label: Pedigree.

Spin (see Festival).

Sunshine (see Festival).

Talent (see Jewel).

W & G, 185/7 a'Beckett St., Melbourne, Victoria. Tel: 329-7255. Dir.: E. A. White; Gen. Sales Mgr.: M. D. Angus

Int'l firms represented: Ambassador, Artone, Banff, CGD, Carisch, Carosello, Cemea, Chapel, Diaphon, Everest, Fraternity, Gaiety, Gem, In, Jaguar, Jorden, Marvel, Master Releasing, Melbourne, Mozart, Music Minus One, Paxton, Pickwick, Prima, Quality, Rampart, Robert Stone Assocs., Rodeo, Spoken Arts, TCF-Hall.

Wattle, 1 Arundel St., Glebe, N.S.W. Tel: 68-4821. Mg'g Dir.: Peter Hamilton.

## ● independent record producer

Maverick Ent's., Sydney, N.S.W.

## ● record club

World, 330 Flinders Ln., Melbourne C.1, Victoria.

## ● music publishers

Accolade, 255 Sailors Bay Rd., Northridge, N.S.W. Contact: D. Harper.

Acuff-Rose, PO Box 513-J, Melbourne.  
Home office: USA.

J. Albert & Son, 137 King St., Sydney, N.S.W. Contact: A. F. Albert.

Allans, GPO Box 513 J, Melbourne, Victoria. Contact: R. E. Bare.

Apollo Astor House, 121 Sturt St., South Melbourne, Victoria. Contact: Neville Smith.

April/Blackwood, c/o Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W. Tel: 31-4111. Mgr.: S. Libaek.

J. Belfer, T&G Bldg., 205 Elizabeth St., Sydney, N.S.W.

Affiliate: A. Schroeder.

Belinda, 403 George St., Sydney, N.S.W.

Boosey & Hawkes, 250 Pitt St., Sydney, N.S.W. Contact: G. S. Cooper.

Castle, PO Box 352, Haymarket, Sydney; 299 Castlereagh St., N.S.W. Mgr.: Phillips Matthews.

Chappell, G, PO Box 1486, 68-70 Clarence St., Sydney, N.S.W. Tel: 29-4681. Cable: SYMPHONY. Mgr.: W. B. Ahrens.

Reg Connelly, 21 Elliott St., Belmain, N.S.W.

Cricknet, see Leeds.

Crown, c/o Festival, PO Box 16, 223 Harris St., Pyrmont, N.S.W. Tel: 68-4021.

Essex, Griff House, 324 Pitt St., Sydney, N.S.W. Tel: 61-8523. Cable: SEMUS. Gen. Mgr.: Barry Kimberley.

Sam Fox, see Southern.

Jaspar-Woomera (APRA), see Woomera.

Joye, 22 Alford St., Milson Point, Sydney, N.S.W.

Leeds, 324 Pitt St., Sydney, N.S.W. Tel: 61-6088/9. Cable: LEEDSMUSIC. Mg'g Dir.: Jack H. Argent.

Affiliates: Cricket, Maxana, Pincus-Gil, South Mountain, Spooner, Tangerine, TU-Con, Victoria.

Maxana, see Leeds.

Ivan Mogull (APRA), 301 Castlereagh St., Sydney, N.S.W. Pres.: Ivan Mogull.

Home office: (USA).

Music Houses of Australia, 416 George St., Sydney, N.S.W. Contact: B. Grant.

Music Publishing of Australia, see Southern.

Peer Int'l, see Southern.

Pincus-Gil, see Leeds.

G. Ricordi, 164 Pitt St., Sydney, N.S.W. Mgr.: D. James.

Sandy, 27 O'Connell St., Suite 533, Sydney, N.S.W. A. Schroeder (AJS), see Belfer.

Seven Seas, 27 O'Connell St., Suite 533, Sydney, N.S.W.

South Mountain, see Leeds.

Southern, Carleton House, 40 York St., Sydney, N.S.W. Tel: 29-2547. Cable: SOUTHMUSIC.

Mg'g Dir.: C. Vaughan-Smith.

Home office: USA.

Affiliates: Sam Fox, Music Publ'g of Australia, Peer Int'l, World.

Spanka, 185 a'Beckett St., Melbourne, Victoria. Mgr.: C. C. Bruce.

Spoone, see Leeds.  
Tangerine, see Leeds.  
TU-Con, see Leeds.  
Victoria, see Leeds.  
Woomera (APRA), 185/7 a'Beckett St., Melbourne, Victoria. Tel: 329-7255. Mgr.: C. C. Bruce.  
Affiliate: Jaspar-Woomera.  
World, see Southern.

## ● record distributors

Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.

Outlets: Newmarket, Queensland, Colin Hoggood, 309 Enoggera 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.

Julius Cohn, 31 Gilles St., Adelaide, S.A.

Farleighs, 26-28 Helen St., The Valley, Brisbane, Queensland.

Athol M. Hill (see Australian Rec.).

Colin Hoggood (see Australian Rec.).

Peter Mann Rec'gs, 294 Little Collins St., York House Basement., Melbourne, Victoria.

K. W. McCulloch (see Australian Rec.).

Michaelis, Hallenstein & Co., 150 Buckhurst St., South Melbourne, Victoria.

Branches: Launceston, Tasmania, 143 Wellington St.-Hobart, Tasmania, 118-24 Bathurst St.

Musical Whlse. Supplies, 416 George St., Sydney, N.S.W.

Rosenstamm, 61-65 King St., Perth, W.A.

Supreme Prod'ns (S.E. Asia), PO Box 216 Broadway, Brisbane, Queensland.

## ● importers & exporters

Allen, 276 Collins St., Melbourne, Victoria.

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. Polgar.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Musica Viva Society of Australia, The Attic, 393 George St., Sydney, N.S.W.

Recording Society of Australia, GPO Box 572, Sydney, N.S.W. Pres.: Prof. Donald Peart.

### MUSIC LICENSING ORGANIZATIONS

Australasian Performing Right Assn., 66 Pitt St., Sydney, N.S.W.

J. McFadden, 67 York St., Sydney, N.S.W.

### PRESSING PLANTS

Astor Electronics, Astor House, 161 Sturt St., South Melbourne, Victoria.

Australian, 11-19 Hargrave St., East Sydney, N.S.W.

E M I, 301 Castlereagh St., Sydney, N.S.W.

Festival, 223 Harris St., Pyrmont, Sydney, N.S.W.

Peter Mann, 3 Estella St., Melbourne, S.E. 6, Victoria.

R C A, 221 Elizabeth St., Sydney, N.S.W.

W & G Rec. Processing, 185/7 a'Beckett, Melbourne, Victoria.

### PROMOTION & PUBLICITY

Continental, 29 Bligh St., Sydney, N.S.W. Mg'g Dir.: S. Turoczi.

### RECORDING STUDIOS

Amalgamated Wireless, 167 Queen St., Melbourne, Victoria.

Branch: Sydney, N.S.W. 47 York St.

Australian, 11 Hargrave St., East 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, 223 Harris 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, 185/7 a'Beckett St., Melbourne, Victoria.

## ● music festivals

Adelaide Festival of Arts, March of even numbered years - comprehensive arts - GPO Box 1950, Adelaide, S.A. Cable: FESTAR. Dir.: Max Lamshed.

Easter Festival of Chamber Music, Easter-Chamber Music-c/o Musica Viva Society of Australia, The Attic, 393 George St., Sydney, N.S.W. Cable: MUSICAVIVA. Mgr.: Regina Ridge.

Perth Festival, Jan.-Feb.-comprehensive arts-c/o Adult Education Board, Perth, W.A. Dir.: John Birman.

continued

Oesterreichische Columbia, Fuehrichgasse 2, 1010 Vienna. Tel: 52-36-75. Cable: COLPHO. Gen. Mgr.: Frank W. Beh; A&R, Sales & Promo. Mgr.: Ing. Peter Prim; Admin. Mgr.: Walter Zulinski.

Branches: Salzburg, Sigmondplatz 2, 5010. Tel: 83-2-15. Mgr.: Edmond Pichler—Vienna, Kaerntnerstr. 30, 1010. Tel: 52-36-75. Mgr.: Karl Pfeiffer.

Tap: (cartridge) Electrola.

Int'l firms represented: Angel, Capitol, Columbia, Concerti-Classico, Electrola, Encore, English by Radio, Erato, Gloria, HMV, Hoer zu, Imperial, Liberly, Magic Notes, Monitor, Musica Sacra, Odeon, Paperback-Classics, Parlophone, Pathe, Regal, Stateside, Tower, Voce del Padrone, Voix de son Maître, Volksplatte.

Polyphon, Mariahilferstr. 127, 1060 Vienna. Tel: 56-35-06. Pres.: Gerhard Gebhardt; Sales Mgr.: Wolfgang Arming; Prod'r: Franz Pippal; Admin.: Hans Joachim Gaede.

Tap: (cartridge) Metronome, Philips, Polydor. Int'l firms represented: ABC, Archive, Brunswick, Caedmon, Command, DGG, Deutsche Grammophon, Fontana, Interdisc, Kama Sutra, MGM, Mercury, Philips, Polydor, Riverside, United Artists, Verve.

Preiser, Fischerstiege 9, 1010 Vienna. Tel: 63-18-53. Gen. Mgr.: Otto G. Preiser; Sales Mgr.: Max Werther; Prod'r: Juergen Schmidt.

Int'l firms represented: Aeterna (USA), Harmonia Mundi (Germany), Saga (United Kingdom), Turnabout (USA), Vox (USA).

### ● music publishers

Bosworth, Dr. Karl Luegerplatz 2, 1010 Vienna. Tel: 52-81-40.

Franz Christ, Schoenbrunnerstr. 124, 1050 Vienna. Tel: 57-54-92.

Dacapo, Mahlerstr. 11, 1010 Vienna. Tel: 52-92-72. Ludwig Doblinger, Dorotheergasse 10, 1010 Vienna. Tel: 52-35-04.

Josef Doerr, Wiedner-Hauptstr. 152, 1050 Vienna. Tel: 57-89-715.

Josef Hochmuth, Seilerergasse 12, 1010 Vienna. Tel: 52-72-51.

Affiliate: Weltmusik.

Friedr. Hofmeister-Figaro, Seilerergasse 12, 1010 Vienna. Tel: 52-49-77.

Jungbrunnen, Rauchensteingasse 5, 1010 Vienna. Tel: 52-12-98.

Johann Kliment, Kollingasse 15, 1090, Vienna. Tel: 34-51-47.

Mayer, Ottakringerstr. 109, 1160 Vienna. Tel: 66-23-34. Prop.: Edea Margaritella.

Mayrische, Theatergasse 4, 5010 Salzburg.

Mozart, Sigmond Hafnergasse 18, 5010 Salzburg.

Adolf Robitschek, Braunerstr. 2, 1010 Vienna. Tel: 52-32-89.

Rubato, Hollandstr. 18, 1020 Vienna. Tel: 35-46-42.

Hermann Schneider, Gluckgasse 1, 1010 Vienna. Tel: 52-63-46.

Southern, Seilerergasse 12, 1010 Vienna. Tel: 52-27-51. Cable: SOUTHMUSIC.

Home office: USA.

Stanberg, Joanneum Ring 12, 8010 Graz.

Symphonia, Lothringerstr. 20, 1030 Vienna. Tel: 72-44-48.

Universal Ed. AG, Karlsplatz 6, 1010 Vienna. Tel: 65-86-95.

Vamo, Fischerstiege 4, 1010 Vienna. Tel: 63-91-65.

Josef Weinberger, Mahlerstr. 11, 1010 Vienna. Tel: 52-11-45.

Weltmusik, see Josef Hochmuth.

Wiener Verlagsanstalt, Johannesgasse 12, 1010 Vienna. Tel: 52-37-39.

### ● record wholesalers

#### DISTRIBUTORS

Johann Ariett, Kirchengasse 15, 1070 Vienna. Tel: 93-42-55.

A. Burkl (OHG), Reisnerstr. 32, 1030 Vienna. Tel: 72-14-59.

Musidisc, Landstr.-Hauptstr. 90, 1030 Vienna. Tel: 73-20-865.

Yank, Webgasse 43, 1060 Vienna. Tel: 56-56-795.

#### IMPORTER AND EXPORTER

Migo, Fuchsthallergasse 11, 1090 Vienna. Tel: 34-24-42. Contact: Rudolf Matiasovics.

### ● supplies & services

#### ASSOCIATION & PROFESSIONAL ORGANIZATIONS

Austrian Society for Contemporary Music, Parkring 4, Vienna.

International Bruckner Society, Bosendorferstr. 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, Bosendorferstr. 12, Vienna.

Musikergewerkschaft (Gewerkschaft fur Kunst & Freie Berufe), Maria Theresienstr. 11, 1090 Vienna.

Society of Authors, Composers & Music Publishers, Baumannstr. 8, Vienna.

Society of Friends of Music, Bosendorferstr. 12, Vienna.

### MUSIC LICENSING ORGANIZATIONS

Austro-Mechana, Ungargasse 2, 1030 Vienna. Tel: 72-63-62. Dir.: Dr. Bloderer. (Mechanical right society).

I F P 1, Tegethofstr. 3, 1015 Vienna. Tel: 52-68-41. Mgr.: Dr. Schoenherr. (Performing right society).

### RECORDING & TAPE DUPLICATING STUDIOS

Austrophon, Lothringerstr. 20, 1030 Vienna. Tel: 72-44-01.

Musikproduktion Sued, Lothringerstr. 20, 1030 Vienna. Tel: 57-54-23.

Symphonia, Lothringerstr. 20, 1030 Vienna. Tel: 72-44-48.

Tonstudio, Kaerntnerstr. 51, 1010 Vienna. Tel: 52-27-56.

Veritas, Singerstr. 26, 1010 Vienna. Tel: 52-12-81.

### MUSICAL INSTRUMENT MANUFACTURERS & IMPORTERS

Ferdinand Blau, Klosterneuburgerstr. 18, 1200 Vienna. Tel: 35-23-03.

Imports: drums, guitars.

Rudolf Eitner, Kaserngasse 22, 8750 Judenburg. Imports: drums, guitars.

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, Lidmanskycgasse 31, 9010 Klagenfurt. Tel: 04222/5069.

Imports: guitars.

Josef Rossmel, 5760 Saalfelden, Salzburg. Tel: 06582/538.

Manufacturers: guitars.

Hans Schaffer, Wielandgasse 16, 1100 Vienna. Tel: 64-13-44.

Imports: 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.

### ● music festivals

Bregenz Festival, July-August — opera, concerts, chamber music, ballet, drama—Kornmarktstr. 6, Bregenz.

Moerbischer Seespiele, July-August, 7072 Moerbisch.

Salzburg Festival, July-August — opera, concerts, chamber music, recitals, drama—Hofstattlgasse 1, 5010 Salzburg.

Vienna Festival, May-June—opera, concerts, recitals, drama—Friedrichstr. 7, 1010 Vienna. Tel: 57-23-15.

## BAHAMAS

Population: 138,640.

Official rate of exchange: \$1 (US) = \$1.02 Bahaman dollars.

No. of homes with record players: 20,000.

Records imported from USA (factory value): 1966—\$125,023; 1965—\$89,661.

Records exported to USA (factory value): 1966—95 units at \$333.

Average retail price per record: LP—\$5.06 (US); EP—\$2.05 (US); single: \$1.20 (US).

Stereo sales: 50% of total sales.

Type of record distribution: Manufacturer to wholesaler to retailer; rarely manufacturer to retailer.

Juke Boxes: 500 (approx.).

Radio stations: AM—2, combined government and commercial; FM—2 experimental.

Radios: 40,000 (1964).

TV Sets: 4,500 (1964).

Import-Export regulations: 27½% import duty on goods from US; 17½% duty on goods from United Kingdom. Little exportation.

Holidays: Jan. 1, Easter (three days Mar.-Apr.), Whit Monday (May-June), May 24 (Commonwealth Day), Labor Day (June), July 9 (Queen's Birthday), Aug. 1 (Emancipation Day), Aug. Bank holiday, Oct. 12 (Discovery of America), Dec. 25, 26.

### ● record manufacturers

#### AND/OR WHOLESALERS & IMPORTERS

Bahama Recs., PO Box 942; George St. Nassau. Tel: 2-8055.

Caribbean Folk Music, PO Box 174, Nassau. Tel: 2-8784. Cable: TROPICAL. Pres. & A&R: Tom Jacobs; Sales & Mktg.: Patricia Jacobs.

Labels: Carib, Famo, Island Artists, Westindy. Int'l reps.: United Kingdom (EMI).

Carter's Rec. & Juke Box Dist'rs, PO Box 934; Shirley, Nassau. Tel: 2-3626.

John S. George (Electric), PO Box 287 Palmdale; Bay St., Nassau. Tel: 2-8420.

Frank J. Hazlewood/John Bull, PO Box 737, Nassau. Tel: 2-2657.

George Moxey Jr., Wulff Rd., Nassau.

Penny Farthing, PO Box 5668, Nassau. Tel: 2-8986.

## BELGIUM

Population: 9,556,000.

Per capita income: \$1,760.

Official rate of exchange: \$1 (US) = 50 francs.

No. of homes with record players: 750,000.

Records sold domestically: LP's 1965—2,210,752 units. EP's & singles 1965—5,943,152 units.

Records imported from USA: 1966—99,091 units; 1965—99,456 units.

Records imported from countries other than USA: 1965—5,347,681 units.

Records exported to USA: 1966—453 units @ \$987.

Records manufactured for domestic sale: LP's 1965—158,818 units. EP's & singles 1965—4,968,373.

Stereo sales: 5% of 45/EP sales; 75% of LP sales.

Record club sales: 5% of total sales.

Type of distribution: manufacturer and/or importer-to-retailer.

Discounting: rare.

Type of promotion: government stations and newspaper criticism for classical and pop; fan magazines for pop.

Juke boxes: 32,000.

Radio stations: no commercial; 1 government with 3 programs.

Type of programming: 85% of radio music is recorded, of which 75% is pop and 25% classical.

Radios: 4,062,000.

TV stations: 2 government channels; no commercial.

TV sets: 1,500,000.

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, Ascension Day, Whit Monday, Assumption.

Georges Verneave

### ● record manufacturers

Alpha (see Lemant & Gorle).

Anvers Radio, 10 Pl. de l'Yser, Brussels. Tel: 18.74.00/08/9 & 18.73.77. Cable: ANRAD. Pres. & Pub.: W. Goldschmidt; VP: M. Dejardin; Sales Mgr.: Ph. Van den Borre.

This company represents: ABC, Audio Fidelity, Austroton, Chic, Command, Das Alte Werk, Ducretet-Thomson, Elite, Ember, Fonit-Cetra, Grand Award, Hebra, Impulse, Jorden, Karate, Musik & Ihre Zeit, NMC, Phonoband, Starlet, Tangerine, Telefunken.

Artone, 20-21 Blvd. Baudouin, Brussels 1. Tel: 19.11.70. Mgr's Dir.: Mme. P. Robiefroid; Pub. & Press Mgr.: W. Delabastita; Label Mgr.: J. Tybergheim.

Home office: Netherlands.

Labels: (owned) Artone; (distributed) Palette.

Int'l firms represented: Apex (Canada), Argo (USA), Ascot (USA), Baerenreiter (Germany), Checker (USA), Chess (USA), Colpix (USA), Compo (Canada), DCP Int'l (USA), Dimension (USA), Epic (USA), Festival (France), Funckler (USA), Gordy (USA), Hickory (USA), MRC (Italy), (Netherlands), Gordy (USA), Hickory (USA), Okeh (USA), Prima (USA), Pythia (Netherlands), Ricordi (Italy), Soul (USA), Specialty (USA), Supraphon (Czechoslovakia), Tamla (USA), Temporel (France), United Artists (USA), VIP (USA), Veeep (USA), Westminster (USA).

Barclay, 31 rue du Lombard, Brussels. Tel: 11.81.97. Mgr.: V. Bral.

Home office: France.

Int'l firms represented: Ariola, Atco, Atlantic, CNR, Delta, Erato, Eurodisc, Hansa, Jubilee, MK, Monument, Negram, Riviera, Saba, Stax, Tempo, 20th-Fox.

C B S, 20-21 Blvd. Baudouin, Brussels 1. Tel: 18.64.00. Mgr's Dir.: Pascal Robiefroid; Pub. & Press Mgr.: Leon Deneumostier.

Candle, Av. du Boulevard 19, Bolwerklaan, Brussels. Tel: 78.06.83. Gen. Mgr.: Camille Saey.

This company represents: Candle, Christoforus, Europhon-Basart, Wham.

Cardinal, 143 Belgielei, Antwerp. Tel: 30.54.54. Pres.: Rocco Granata.

Discobol, 31 rue du Lombard, Brussels 1. Tel: 13.39.45. Pres.: Werner Huys; Sales Mgr.: J. Buntinx.

This company represents: Ariola, Baccarola, Cantate, Charlin, Corsair, Cycnus, DRM, Discostar, Eurodisc, Hansa, Impact, Lumen, Memo, Monodiphonie, President, Prestige, Qualiton, SM, Vedette, Vergara, Viva.

Discotrade, 88 rue Gaillait, Brussels 3. Tel: 16.16.40. Dir.: Robert R. Poulet.

This company represents: Discotrade, Victory.

Fonior, 26-28 Quai des Charbonnages, Brussels 8. Tel: 25.40.10. Cable: FONIORA. Gen. Mgr.: E. W. Pelgrims de Bigard; A&R Mgr.: A. E. Palmans; Classical Promo. & Pub. Mgr.: M. Hotchamps;



Comm'l Mgr.: M. De Reuck; Promo. & Press: Messrs. Danval & Verdonck; Sales Mgr.: M. Barday.

**This company represents:** Blue Beat, Brunswick, Cid, Coral, Decca, Deram, London, Lyrique Pour Tous, Major-Minor, Musique Pour Tous, Saga, Telstar, Top, Varietes Pour Tous, Vega, Week-End.

Gramophone, 171 Blvd. Maurice Lemonnier; Brussels. Tel: 12.98.15. Mg'g Dir.: John Kirsch; Ass't Gen. Mgr.: S. J. Robins; A&R Mgr.: Jeff De Boeck; Pub. & Adv. Mgr.: Robert Huysens; Promo. Mgr.: Jose Langlois.

Branch: Record Div., 72 Quai des Charbonnages, Brussels 8. Tel: 27.43.90. Comm'l Mgr.: Emile Garin.

**Tape:** (reel-to-reel) 4-tr. M&S, self-mfd.; (cartridge) cassette M&S, 4-tr. S, 8-tr. S, licensed to EMI & Capitol.

**This company represents:** Cameo, Capitol, Columbia, Cornet, Dolton, Electrola, Encore, Gloria, HMV, Immediate, Imperial, Liberty, Markel, Parkway, Pathe-Marconi, Regal, Trianon, Voix de son Maitre.

Hebra, 30 rue St. Christophe, Brussels. Tel: 12.73.61. Mg'g Dir.: Mme. Brauer; Artistic Dir.: M. Darlier; PR: Mme. Danval. (distributed by Anvers Radio).

**This company represents:** Blue Jeans, Carisch, Costa Brava, Jaguar, Janeret, Lord, New Music, SPPP, Vedette.

Inelco, 24 rue de l'Hopital, Brussels 1. Tel: 11.22.20. Cable: INELCOBEL. Gen. Mgr.: Pierre-Jean Goemaere; A&R Mgr.: Ivon De Bie; Sales Mgr.: Roger Colpin; Pub., Adv. & Promo.: Paul Moors.

**Int'l branch:** Netherlands.

**This company represents:** Amadeo, Amanda, Camden, Colgems, Dunhill, Iramac, Relax, RCA Victor, Victrola.

**Tape:** RCA Victor (reel-to-reel) 4-tr. S; (cartridge) 4-tr. M&S, 8-tr. S.

Intervox, Kastanielaan 1, Aartselaar, Antwerp, Tel: 78.29.26. Pres.: & A&R: L. Van Rymenant; Sales Mgr.: J. Kolsteren; Promo. Mgr.: Rudy Witt.

**This company represents:** Arcade, Dino, Intervox, Memo, PPX Ents.

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 firms 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).

Palette, 13 rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix R. Faecq; Gen. & Prod'n Mgr.: Roland Kluger; Promo. Mgr.: P. Meyer; Int'l Mgr.: Ida Halila.

**Int'l reps:** Argentina (Diskorn), Australia (Australian Rec.), Austria (Amadeo), Belgium (Artone), Brazil (Som), Canada (Compo), Costa Rica (CBS Int'l), Denmark (Dansk), Finland (Scandia), France & French community Algeria, Tunisia, Morocco (Festival), Germany (Deutsche Vogue), Greece (Music-Box), Italy (Fonit-Cetra), Japan (Nippon Columbia), Lebanon (Societe Libanaise du Disque), Mexico (Provedora de Discos Veltro), Netherlands (Artone), New Zealand (Viking), Norway (Arne Bendiksen), South Africa (Teal), Spain (Belter), Sweden (Sonet), Switzerland (Deutsche Vogue), Turkey (Odeon/Alquadis), United Kingdom (CBS, Pye, Fontana), USA (Kapp, Warner Bros.), Venezuela (Velvet).

Polydor, 116 Chaussee de Charleroi, Brussels 6. Tel: 37.31.00 & 38.60.80. Cable: SIEMENS. Mg'g Dir.: Walter Holzappel; Pop A&R, Sales & Mktg.: Maurice Mertens; Classical A&R: Mlle. Matagne & Mme. Speder; Pub. & Adv.: Mlle. Matagne; Promo.: Maurice Mertens & Mlle. Matagne.

**Tape:** (cartridge) cassette.

**This company represents:** Adria, Archiv, Archive Litteraire, Belvedere, Canetti, Charley Parker, Choreo, Cub, DGG, Heliodor, Kama Sutra, Karusell, Lion, MGM, Metro, Metrojazz, Metronome, Produktion, Sonet, Storyville, Swedisc, Tip, Verve, Verve/Folkways.

POLYGRAM, 37 rue d'Anderlecht, Brussels. Tel: 12.50.04. Dir.: Paul J. Lebbink; Pop A&R: (French) D. Poutrain, (English, Flemish & German) P. Moens; Classical A&R, Sales & Mktg.: C. Licoppe; Pub., Adv. & Promo.: E. De Bisschop.

**Tape:** Polygram (cartridge) cassette M&S, licensed to Philips.

**This company represents:** Ember, Fontana, King, Mercury, Oiseau Lyre, Pacific Jazz, Philips, President, Star Club, World Pacific. (SEE ADVERTISEMENT)

Ranch, 90 rue Gallait, Brussels 3. Tel: 41.22.80/87. Cable: BENSMUSIC. Gen. Mgr.: Janine Bosmans; Prod'r: Harry Frekin; Pub. & Promo.: Raymonde Vervaeat.

**This company represents:** Micro, Ranch.

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.

**This company represents:** Newtown, Olympia, SOBEDI.

**Int'l reps:** Canada (London), France (Pathe-Marconi).

Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel: 11.79.91. Cable: VOGDISC. Pres.: Leon Cabat; Mg'g Dir.: Roger Meylemans; A&R Mgr.: Roland Verlooven; Sales Mgr.: Jose Leruth; Adv. Promo. & PR: Gigi Bastin.

**This company represents:** Disc'AZ, Autumn, BT Puppy, Back Beat, Belter, Blue Cat, Brent, Chanson d'Orpheus, 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, Orpheus, 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.

Will, 159 Blvd. Anspach, Brussels 1. Tel: 11.02.52. Mg'g Dir.: Pierre Pletinckx. Artistic Dir.: Georges Legrand; Comm'l Dir.: Juliette Debus.

**This company represents:** Selection, Teenager Club, Will.

## ● music publishers

Acuff-Rose, see World Music Group.

Ardmore & Beechwood, 72 Quai des Charbonnages, Brussels. Tel: 27.43.90. Cable: GRAMOPHONE. Gen. Mgr.: John Kirsch; Mgr.: Jeff De Boeck.

Audeo, see World Music Group.

Beat, see Dancing.

Bel, see World Music Group.

Belga, 69 Chaussees de Diest, Aarschot. Tel: 669.99. Pres.: Jules Nijs.

Belgo Mondiales, see World Music Group.

Belinda-Dolfi, 155 Blvd. Anspach, Brussels. Tel: 11.83.13. Gen. Mgr.: Edgard Plumart.

Bens, 90 rue Gallait, Brussels 3. Tel: 41.22.80. Gen. Mgr.: Janine Bosmans; Prod'r: Harry Frekin; Pub., Adv. & Promo.: Raymonde Vervaeat.

Bizet, see World Music Group.

H. Brauer, 30 rue St. Christophe, Brussels. Tel: 12.73.61. Mg'g Dir.: Mme. Brauer; Artistic Dir.: M. Darlier; PR: Mme. Danval.

Raoul Breton, see World Music Group.

Brussels, see World Music Group.

Champs-Elysees, see Francis-Day.

Chappell, 21B Galerie du Centre, Brussels 1. Tel: 12.73.48. Gen. Mgr.: S. de Coene-Dom.

Comubel, see World Music Group.

*continued on page 200*

The Publishing House that made  
**“ DOMINIQUE ”**  
 the most sold record ever  
 and gives a REAL promotion  
 to your repertoire

**EDITIONS MUSICALES PRIMAVERA S.A.,**

22, Boulevard Maurice Lemonnier,

BRUSSELS 1

BELGIUM

Tel. 13 37 89

Mr. L. Vandenhout

continued

Dancing (SABAM), 7 Kwadenplasstr., Heist o/D Berg.  
**Affiliate:** Beat.  
 Disco, 34 Dascottelei, Deurne, Antwerp. Tel: 36.75.97. Prop.: Mme. Lydie Huys-Vanneste; Mg'g Dir.: Werner Huys.  
**Affiliate:** Sorbet.  
 Eurovox, 1 Kastanjelaan, Aartselaar, Antwerp. Tel: 78.29.26. Pres.: L. Van Rymenant; Sales Mgr.: J. Kolsteren; Promo. Mgr.: Rudy Witt.  
 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.  
 Granata, 143 Belgielei, Antwerp. Tel: 30.54.54. Pres.: Rocco Granata.  
 I M C, see World Music Group.  
 Italmusic, see World Music Group.

EDITIONS

**JEAN KLUGER**  
 Galeries du Centre  
 Bloc. 3, Apt. 339  
**BRUSSELS**  
 Tel.: 12-92-38

JEAN KLUGER (SABAM), Galerie du Centre, Bloc 3, Apt. 339, Brussels. Tel: 12.92.38. Gen. Mgr.: Jean Kluger. (SEE ADVERTISEMENT)  
 Peter Maurice, see World Music Group.  
 Metropolis, 24 Frankrieklei, Antwerp 1. Tel: 33.11.42. Mgr.: Albert Rollewagen.  
**Int'l reps.:** Canada (H. Elkin), United Kingdom (Hinrichsen Ed.), USA (H. Elkin).  
 Ivan Mogull, c/o SABAM, 61 rue de la Loi, Brussels.  
 Oqay, see World Music Group.  
 Peter Plum, 18 rue des Teinturiers, Brussels. Tel: 11.52.29 & 11.47.43. Cable: PLUMUSIC. Pres.: Peter Plum; Prof. Mgr.: Mimi Faelens.

**Int'l firms represented:** Charles Aznavour, French Music (France).  
 Primavera, 22 Blvd. Maurice Lemonnier, Brussels 1. Tel: 13.37.89. Dir.: L. van den Hout; PR: Hans Kusters.  
 Radio Tele, 11 Av. Lloyd George, Brussels. Gen. Mgr.: H. J. M. Terheggen.  
 Rakkil, 74 Greinstr., Antwerp.  
 Sab, see Voix du Rhythme.  
 Schott Freres, 30 rue St. Jean, Brussels 1. Tel: 12.39.80. Gen. Mgr.: Jean-Jacques Junne.  
 Screen Gems, see World Music Group.  
 Sorbet, see Disco.  
 Southern, see World Music Group.  
 Top, see World Music Group.  
 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.: Roland Verlooven.  
**Int'l firms represented:** Alpha (France), Carrousel (France), Vogue (France).  
 Voix du Rhythme, 159 Blvd. Anspach, Brussels 1. Tel: 11.02.52. Mg'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.: F. R. Faecq; Gen. Mgr.: R. Kluger; Gen. Prof. Mgrs.: P. Meyer & Mme. Ida Halila.  
**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 reps.:** Argentina (Ed. Europa), Australia (World), Austria (Welt Muziek), Canada (Transcanada), Czechoslovakia (State Publ'g House), France (Magellan), Germany (Tone, Kunst), Greece (Apollon), Italy (World), Japan (Shinko), Luxembourg (Luxembourg Music), Mexico (Brambilla), Netherlands (IMC), New Zealand (Southern), Scandinavia (INTRECO c/o Sonet), South Africa (Good), Spain (World), Switzerland (World), United Kingdom (Good), USA (Zodiac/Compton). (SEE ADVERTISEMENT)

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.

● **supplies & services**  
**ASSOCIATION & PROFESSIONAL ORGANIZATIONS**

Association pour la Diffusion Artistique et Culturelle, 10 rue Royale, Brussels. Dir.: Pierre Janlet.  
 Association pour l'Expansion de l'Art Belge, 39 rue l'Escrime, Brussels. Sec'y Gen.: Antoine Ysaye.  
 Association Professionnelle des Agents Artistiques Belges, 134 rue du Midi, Brussels.  
 Centrale Syndicale Liberale de Belgique, 2 rue Bredende, 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 de 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 Usages de Droits d'Auteur (CUNDA), 50 rue Neuve, Brussels.  
 Federation Belge du Spectacle, 8 rue Joseph Herens, Brussels.  
 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. Sec'y: Jacques Vaerewyck.  
 Syndicat de Spectacle, 20 Av. de l'Astronomie, Brussels.  
 Union des Artistes Dramatiques et Lyriques de Belgique, 29 rue Gretry, Brussels. Pres.: Lucien Van Obbergh.  
 Union des Chefs d'Orchestre de Belgique, 48 rue Malibran, Brussels.

**JACKET MANUFACTURERS**

S O B E D I (Societe Belge du Disque), 4 Waalse Krook, Ghent. Tel: 25.47.60.

● **record distributors**

Cobedi, 32 rue St. Christophe, Brussels 1. Tel: 11.20.61. Pres.: F. Janssens.  
 Sonobel, 15 Pl. Rouppe, Brussels. Tel: 12.09.28. Pres.: Pierre Borzee.  
 Labels: Ambassador, Angelicum, Chant du Monde, Musidisc, Pickwick, Turnabout, Vergara, Vox.

**WORLD MUSIC**

now celebrating his . . .



Holland: I.M.C.—Mr. & Mrs. Steenberger  
 Luxembourg: LUXEMBOURG MUSIC—Mrs. Wenandy  
 England: GOOD MUSIC—Mr. Geoffrey Heath  
 France: ED. VENDOME—Mr. Douville  
 ED. MAGELLAN—Mr. R. Dorsay  
 Germany: TRUMPF—Mrs. Arends  
 TON UND KUNST—Mr. Hoen  
 Scandinavia: INTRECO  
 Spain: WORLD MUSIC ESPANA—Mr. Salinger  
 Italy: WORLD MUSIC ITALY—Mr. A. Rotelli  
 U.S.A.: ZODIAC MUSIC—Mrs. Sandra Hammond  
 COMPTON MUSIC—OENSTEIN, ARROW & LOURIE  
 Canada: Transcanada and Zodiac Music  
 Australia: Mrs. Chris Vaughan  
 Argentina: World Music—Mr. Korn  
 Brazil: World Music—Mr. Vitale

**YOU COULD WONDER:  
 HOW COME WE LASTED SO LONG?**

- Well it is as simple as this: being now 45 years old World Music knows what means: **TRADITION**
  - **PALETTE** his affiliate is now one of the most **ACTIVE** producers on the European market;
  - The President of the F. R. FAECQ was also the founder and in 1945 it was him and the late Jacques Kluger who made of the World Music one of the most important **INTERNATIONAL** publishers.
  - Mr. Faecq is one of the most **EXPERIENCED** men in today's music business and the copyright field.
  - Roland Kluger is still very **YOUNG** and he loves **ACTION**, what better exploitation could you get than a **YOUNG AND ACTIVE** one. By the way, 3 more facts.
  - Some people like **BUSINESS PRECISE AND ORGANIZED** well from January 1st 1968 our copyright department will be **COMPLETELY MECHANIZED**.
  - Some people like **YOUNG THINKING BUSINESS**. Well, come and meet our exploitation staff, you'll be convinced.
  - Some people like **INT'L MINDED BUSINESS** well, some of our Int'l representatives in the world and they will be most pleased to meet you during one of your trips.
- In Brussels F. R. FAECQ, R. KLUGER and the **WORLD MUSIC** team would be most pleased to welcome you. Hope to see you very soon.

## 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.

## 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.  
 Gramophone, 72 Quai des Charbonnages, Brussels 8. Tel: 27.43.90.  
**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.

## 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; Studio C—17 rue du Poincon, Brussels 1. Tel: 12.28.70. Gen. Mgr.: M. Smits.  
 Gramophone, 171 Blvd. Maurice Lemonnier, Brussels 1. Tel: 12.98.15.  
**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.

## music festivals

European Song Cup Contest, Knokke-le-Zoute Casino.  
 Type: Pop (July).  
 Festival Belge d'Ete, Casino-Kursaal, Knokke.  
 Type: Classical & light music (Aug.).  
 Festival de Chimay, Syndicat d'Initiative, Chimay.  
 Type: Classical (June-July).  
 Festival de Comblain-la-Tour, Syndicat d'Initiative, Comblain-Fairon.  
 Type: Jazz (July-Aug.).  
 Festival pour Choeurs, Syndicat d'Initiative, Courtrai.  
 Type: Classical, choral (June-July).  
 Festival des Flandres (Ghent, Brussels, Antwerp), BRT Studio Ghent, St. Margrietstr. 26, Ghent.  
 Type: Opera, oratorio, chamber music (August-Sept.).  
 Festival du Hainaut, Syndicat d'Initiative, Mons.  
 Type: Classical (Sept.-Oct.).  
 Festival de la Mer du Nord, Casino-Kursaal, Ostende.  
 Type: Classical (July-Aug.).  
 Festival de Namur, 1 rue Baron de Moreau, Namur.  
 Type: Classical (July-Aug.).  
 Festival de St. Hubert, Syndicat d'Initiative, St. Hubert.  
 Type: Classical (July).  
 Festival de Stavelot, 11 Allee Verte, Stavelot.  
 Type: Classical (Aug.).  
 Festival de Tongres et Sainttrond Syndicat d'Initiative, Tongres.  
 Type: Classical, religious (June-July).  
 International Festival of French Song, Spa.  
 Type: Pop (July).  
 International Opera Festival, Theatre Royal, Brussels.  
 Type: Opera (Sept.-Oct.).  
 Semaines Musicales Internationales de Bruges, 187 Daverlostr., Bruges.  
 Type: Classical (July-Aug.).

## BERMUDA

Population: 50,000.  
 Per capita income: \$2,820.  
 Official rate of exchange: \$2.82 (US) = 1 pound sterling.  
 No. of homes with record players: 10,000.  
 Records manufactured for domestic & export sales: LP's 1966—\$93,000; Singles 1966—\$5,000.  
 Record imported from USA: (FOB): 1966—\$196,177; 1965—\$126,312; up 55%.  
 Records imported from countries other than USA (factory value): \$18,000.  
 Records exported to USA (factory value): \$10,000.  
 Average retail price per record: LP—\$5; Single—\$1.25.  
 Stereo sales: 12% of total sales.  
 Record club sales: none.  
 Tape: Pre-recorded tape has just been introduced. It is becoming more popular but sales are still at a minimum.  
 Type of distribution: (domestic product) manufacturer-to-retailer; (imported product) wholesaler-to-retailer.  
 Discounting: Never.  
 Type of promotion: Mainly through the two radio stations and live and televised in-person performances.  
 Juke boxes: 24.  
 No. of radio stations: 4 commercial, no government, 3 AM, 1 FM.

Billboard 1967-1968 International Music-Record Directory

Type of programming: 50% music; 50% talk, tapes & news.  
 Radios: 23,000 (1964).  
**TV stations:** 2 channels—2 commercial.  
 Type of programming: Mostly canned network feature shows from USA, 3 p.m. to 11:30 p.m. daily.  
**TV sets:** 11,000 (1964).  
**Import-export regulations:** 20% tax + 10% of invoiced price.  
**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).

## record manufacturers

Bermuda Rec., PO Box 452, Hamilton. Tel: 2-1122. Pres.: Walt Staskow.  
 Int'l branch: USA, ISL, 20 E. 46 St., New York, N.Y. 10036.  
 Duane, c/o Music Box, Queen St., Hamilton. Tel: 2-4182. Pres.: Eddy DeMello.  
 Edmar, Harrington Hundreds, Smith's Parish. Pres.: Eddy DeMello.

## independent record producer

Advertising Assoc., Bermudiana Arcade, Suite 308, Hamilton. Mgr. Dir.: John H. White.

## music publishers

Maredden, Harrington Hundreds. Pres.: Eddy DeMello.  
 Pembroke (BIEM), PO Box 452, Hamilton. Tel: 2-1122. Dir.: Kenny Harris.

## record wholesalers

**RECORD DISTRIBUTOR**  
 Bermuda Rec., PO Box 452, Hamilton. Tel: 2-1122. Pres.: Walt Staskow.

**IMPORTERS & EXPORTERS**  
 Bermuda Rec., PO Box 452, Hamilton. Tel: 2-1122. Pres.: Walt Staskow.  
 Music Box, Queen St., Hamilton. Tel: 2-4182. Mgr.: Max Lambert.

## service & supplies

**DESIGN, ARTWORK, DIRECT MAIL SERVICE & PRINTING**

Advertising Assocs., Bermudiana Arcade, Suite 308, Hamilton.

## RECORDING STUDIO

Z B M, PO Box 452, Hamilton. Tel: 2-1122. Dir.: Bryan Lodge.

## BOLIVIA

Population: 3,702,000.  
 Official rate of exchange: \$1 (US) = 12 pesos.  
 Records imported from USA (factory value FOB): 1966—\$17,193; 1965—\$18,032.  
 No. of radio stations: 1.  
 Radios: 500,000 (1964).  
**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.

## record manufacturers

"Discolandia" Dueri, Evaristo Valle 239, La Paz. Tel: 8685. Pres.: Miguel A. Dueri.  
 Int'l firms represented: A&M, Columbia, Philips Sudamericana, Cajon Postal 2964, La Paz. Cable: PHIBOL. Mgr.: W. Carp; Head Rec. Dept.: O. Quiroga.  
 Int'l firms represented: ABC, Mercury, Philips, Enrique Aires Rocha, Casilla 615, Av. 6 de Octubre 1539, Oruro.

## BRAZIL

Population: 83,000,000.  
 Per capita income: \$300 annually.  
 Official rate of exchange: \$1 (US) = 2,200 Cruzeiros.  
 Records sold domestically: 1965—LP's, 3,303,293 units; EP's, 1,059,543; singles, 2,556,028.  
 Records imported from US: 1966—\$35,891; 1965—\$36,122.  
 Average retail price per record: LP—\$3.50; EP's—\$1.50; Singles—\$1.  
 Type of record distribution: Manufacturer-to-retailer only.  
 Discounting: rare.  
 No. of Radio Sets: 7,500,000.  
 No. of TV sets: 2,300,000.  
**Holidays:** Jan. 1, Four Days to Shrove Tuesday Carnival, Easter Friday, May 1 (Labor Day), Sept. 7 (Independence Day), Nov. 15 (Proclamation of the Republic), Dec. 25.

continued on page 202

## THE MOST ACTIVE PUBLISHERS IN BRAZIL PRESENT THEIR 1967 HITS:

EBRIO DE AMOR  
 CARANGO  
 SÓ VOU GOSTAR DE QUEM GOSTA DE MIM  
 CIAO AMORE, CIAO (Tchau amor, adeus)  
 PIANGI CON ME  
 SOMETHIN' STUPID (Cosinha estúpida)  
 QUANDO DICO CHE TI AMO

they are

EDIÇÕES MÚSICAIS RCA LTDA.  
 &  
 EDIÇÕES MÚSICAIS VICTOR LTDA.

Av. Ipiranga, 1.097-11° and.  
 Sao Paulo — Brasil  
 cable address: RADIOINTER SPAULO

## FABRICA DE DISCOS Rozenblit LTDA.

Main Office: Estrada dos Remedios, 855, P. O. Box 783. Phones: 70525 and 70540  
 Cable: Mocambodiscos Recife, Pe., Brazil.  
 Branch Offices: Sao Paulo—Rua Cons. Nebias, 662. Phones: 51-0177/8—51-9134  
 RIO—Av. Rio Branco, 14-15°. Phones: 43-9653—43-9738



KAPP RECORDS, INC.—NEW YORK • VOGUE P.I.P.—VILLETANEUSE, FRANCE • DEUTSCHE VOGUE GMBH—GERMANY • CAROSELLO—MILANO, ITALY • SUPRAPHON—CZECHOSLOVAKIA • KAMA SUTRA —NEW YORK • B.T. PUPPY—NEW YORK • MOTOWN—U.S.A., ETC.

continued

### ● record manufacturers

Albatroz, Av. Rio Branco 277, Rio de Janeiro. Tel: 42-5467. Pres.: Flora Matos.

C B S, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Cable: COLRECORD. Pres.: Dr. Terencio Cattley; V-P: Evandro Ribeiro.

This company represents: Columbia (USA), Epic (USA), Harmony (USA), Musicor (USA), Okeh (USA), Orfeo (Argentina), Sono-Radio (Peru). Int'l representatives: Argentina (Orfeo), Japan (Nippon), Peru (Sono-Radio), Spain (Hispanovox), USA (Columbia).

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. This company represents: Brunswick (USA), Coral (USA), Decca (USA), Fuentes (Columbia),

Peerless (Mexico), Ricordi (Italy), Roulette (USA).

Companhia Brasileira de Discos, Av. Rio Branco 311, 4 andar, Rio de Janeiro. Tel: 42-0964. Cable: DISCONSINTER. Exec. Dir.: Alain Trosat.

Labels: Fantasia, Philips, Polydor.

This company represents: Atco (USA), Atlantic (USA), MGM (USA), Mercury (USA), Philips (Holland), Polydor (Germany), Reprise (USA), Warner Bros. (USA).

Int'l representatives: Argentina (Philips), Bolivia (Philips), Chile (Philips), Colombia (Philips, Fonoton), France (Philips, Polydor), Germany (Philips, DGG), Holland (Philips), Italy (Fonit), Japan (Nippon Victor), Mexico (Peerless), Peru (El Virrey), Portugal (Philips), Venezuela (Siemens), Uruguay (Philips), USA (Mercury).

Discos Som/Maior, Rua Rego Freitas 354, Sao Paulo. Tel: 35-0665. Pres.: Sebastiao Dos Reis Bastos; Mgr.: Fernando De Araujo Neves.

Label: Som/Maior.

This company represents: Audio Fidelity (USA), Decca (USA), Brunswick (USA), Coral (USA).

Elenco, 125 Visconde da Gavea, Rio de Janeiro. Exec. Dir. & A&R: Aloysio de Oliveira; Ass't Dir.: Jose Delphino.

Label: Elenco.

This company represents: Pacific Jazz (USA). Equipe, Av. Rio Branco 165, sobrelajo, Rio de Janeiro. Exec. Dir. & A&R: Osvaldo Cadaxo.

Label: Equipe.

Fabrica de Discos. Fermata, Av. Impiranga 1123, Sao Paulo. Tel: 34-8990. Pres.: Enrique Lebendiger. A&R: Julio Nagib.

This country represents A&M (USA), Ariola (Germany), CAM (Italy), Cellograf Simp (Italy), Clan Celentano (Italy), Crescendo (USA), Dansk (Denmark), Disc 'AZ' (France), Durium (Italy), Fonit-Cetra (Italy), GTA (Italy), Jaguar (Italy), Original Sound (USA), Prosadis (France), SAAR (Italy).

Fermata de Brazil.

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

Forma, 1319 Av. Copacabana, sala 802, Rio de Janeiro. Exec. Dir. & A&R: Roberto Quartin; Commercial Dir.: Wadi Gebara Neto; Promo.: Lourdes May. Label: Forma.

Gravacoes Electricas, Av. do Estado 4775, Sao Paulo. Tel: 353574. Cable: CONTALDISCOS. Central Sao Paulo office: Rua 7 de Abril 58, 8. Tel: 332416. Pres.: Alberto Jackson Byington Neto; Exec. Sec'y Moacyr Stella; Supt. & Sales Mgr.: Lourenco Carlos de Sampaio Goes; Promo.: Adail Lessa.

Branch: Rua Pedro Lessa, 35, 7 andar, Rio de Janeiro. Tel: 32-3141

Labels: Continental, Disquinho, Somdepaz.

This company represents: Alvorada (Portugal), Colpix (USA), Disc Jockey (Argentina) Ducretet-Thomson (France), King (Japan), Telefunken (Germany).

Imperial do Brazil, Av. Rio Branco 99, Rio de Janeiro. Tel: 23-8050. Dir.: Luis Alencar Amaral; Ass't: Mauricio Marconi.

Label: Imperial.

Industrias Electricas e Musicais Fabrica Odeon (EMI), Rua Evaristo da Veiga, 20 - 1 andar, Rio de Janeiro. Tel: 22-9887. Cable: TURN-TABLE. Pres.: Joao Pedro Gouveia Vieira; Supt.: Henry Jessen; A&R: Jose De Sa; Promo.: Osvaldo Gurzoni.

Labels: Angel, Capitol, Odeon, Parlofon.

This company represents: London (United Kingdom) and Int'l labels of EMI Group. Musidisc, Rua da Lapa 120, 12 andar, Rio de Janeiro. Tel: 52-0474. Cable: Musidisc. Pres.: Nilo Santos Pinto.

Branch: Rua dos Gusmos 662, Sao Paulo. Labels: Masterpiece, Musidisc, Nilser.

Philips.

Plaza, Rua Alvaro Alvim 31 gr. 1302, Rio de Janeiro, GB. Tel: 428587. Pres. & Owner: H. Gandelman.

Labels: Dimp (budget), Plaza.

Internationally represented by Columbia.

RCA Brazil.

R C A Electronica Brasileira, Av. Ipiranga 1097, Sao Paulo. Tel: 35-0178. Cable: RADIOINTER. Pres.: Douglas J. M. Reid; Exec. Dir.: Eric Skinner.

Branch: Rua Visconde de Gavea 125, Rio de Janeiro.

Labels: RCA Camden, RCA Victor, RCA Victrola. This company represents: Colgems (USA), Buena Vista (USA), Disneyland (USA), Dunhill (USA), Elenco (Brazil), Fermata (Brazil), Imperial (USA), Liberty (USA), RGE (Brazil), Som/Maior.

RGE, Av. Ipiranga 1123, Sao Paulo. Tel: 35-2832. Pres.: Enrique Lebendiger; A&R & Int'l: Julio Nagib.

This company represents: Ariston (Italy), Bar-



The best titles, of the best Brazilian composers are published by us.

EDIÇÕES MUSICAIS Seresta

EDIÇÕES MUSICAIS SATURNO PERGOLA FONTANA

Av. Rio Branco, 311 - 4th floor - s/403 - Rio - Brazil Caixa Postal 4092 - Cable address EDISINTER

# THE FERMATA GROUP

Latin America's Foremost Music Publishers and Record Producers  
(Established in 1936)

FEATURING: The Best Composers and Most Distinguished Artists  
EXCLUSIVE DISTRIBUTORS OF WORLD-FAMOUS LABELS

LABELS:

RGE  
FERMATA  
SOM/MAIOR

PUBLISHERS:

- Fermata do Brasil Ltda.
- Edições Musicais Seresta Ltda.
- Melodias Americanas Ltda.
- Editôra Musical Arlequim Ltda.
- Editôra Musica Brasileira Moderna Ltda.
- Editôra Musical Arapuã Ltda.
- Editôra Musical Sonata Ltda.
- Musiclave Ltda.
- Disparada Edições Musicais Ltda.

FERMATA is always in the spotlight... offering the Newest and the Best!

Complete facilities available to promote YOUR tunes and recordings!

MAIN OFFICES:

FERMATA: Avenida Ipiranga 1123, São Paulo, Brazil.

Phones: 37-2660 / 34-8990 / 35-2832 / 36-0878  
Cable address: FERMATABRASIL—São Paulo

## WE COVER ALL LATIN AMERICA !!!

clay (France), CGD (Italy), Dot (USA), Musart (Mexico), Page One (United Kingdom)

Rozenblit.

Rozenblit, Estrada dos Remedios, 855 Recife, Pernambuco. Cable: Mocambodiscos. Top Exec.: Jose Rozenblit; Sales: Isaac & Adolfo Rozenblit; Promo: Zelia Camara; A&R: Jonas Silva; Int'l: Kurt Sondermann.

Label: Mocambo.

This company represents: Kapp (USA), Mainstream (USA), Time (USA), Vogue (France).

Som, Rua Franca Pinto 70 & Av. Casper Libero 58, Sao Paulo. Tel: 35-8197. Cable: Somdiscos. Pres.: Pedro de Souza Rezende.

Branch: Av. Rio Branco 47 & Av. Nelson Cardoso 627, Rio de Janeiro. Tel: 42-8021. Labels: Copacabana, Sabia, Sacy, Som.

This company represents: Gema (Italy), HiFi (USA), Montilla (USA), Music Hall (England), Pacific (France), Palette (Belgium), Period, Sabrina, Verve (USA).

Som/Maior, Av. Ipiranga 1123, Sao Paulo. Tel: 37-2660. Pres.: Enrique Lebendiger. Mgr. & A&R: Julio Nagib.

This company represents: CMS (Italy) Double Shot (USA), Interrecord (Italy), Panorama (France), Valiant (USA).

### INDEPENDENT RECORD PRODUCER

Plaza, Rua Alvaro Alvim 31 gr. 1302 Rio de Janeiro, GB. 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.

Arapua, Av. Ipiranga 1123, 11 andar, Sao Paulo. Tel: 34-8990.

Arlequin, Av. Ipiranga 1123 6 andar Sao Paulo. Tel: 34-8990. Mgr.: Waldemar Marchetti.

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.

Brasileira Moderna, Av. Ipiranga 1123 12 andar Sao Paulo. Tel: 36-0878. Mgr.: Juvenal Fernandes.

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

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 L A M, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Mgr.: Evandro Ribeiro.

Edicoes Musicas RCA, Av. Ipiranga 1097, Sao Paulo. Tel/ 35-6178. Cable: RADIINTER. Branch: Rua Visconde da Gavea 125, Rio de Janeiro. Mgr.: Bruno Quaino.

Edicoes Musicas Victor (see Edicoes Musicas RCA).

Edicoes Musicas Fontana, Av. Rio Branco 311, 4 andar, Rio de Janeiro. Tel: 42-0964. Cable DIS-COSINTER. Contact: J. Loureiro.

Editora de Musica Brasileira e Internacional, Av. Almirante Barroso 91, Group 401, Rio de Janeiro. Tel: 22-0098 & 32-9401. Cable: EMBISA. Mgr.: Sr. Antonio A. Lentino.

Editora Musical Mills, Av. Ipiranga 1123, Sao Paulo.

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

Fermata do Brazil, Av. Rio Branco, 156 S-513. Rio de Janeiro. Tel: 42-4336.

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

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

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

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

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

Ivan Mogull c/o Edicoes Musicas RCA, Av. Ipiranga 1097, Sao Paulo. Pres.: Ivan Mogull.

Mundo Musical, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Mgr.: Evandro Ribeiro.

Musiclave, Av. Ipiranga 1123-5 andar, Sao Paulo. Tel: 37-2660. Mgr.: Michel Butnariu.

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

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

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

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

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

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

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

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

Seresta, Av. Ipiranga 1123-5 andar, Sao Paulo. Tel: 35-2832.

Sonata, Av. Ipiranga 1123-6 andar, Sao Paulo. Tel: 37-2660.

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

### • supplies & services

#### ASSOCIATIONS, MUSIC LICENSING & PROFESSIONAL ORGANIZATIONS

A D D A F, Rua Visconde Inhauma 167, Rio de Janeiro. Tel: 23-1693. Pres.: Ataulpho Alves.

Associacao de Canto Coral (ACC), Rua das Marrecas 40 9 andar, Rio de Janeiro. Pres.: Moacyr Villas-Boas.

B I E M, Rua Evaristo da Veiga 35, Rio de Janeiro. Tel: 22-7219. Mgr.: Umberto Marconi.

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.: Arminde 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 (Uniao Brasileira de Compositores), Rua Visconde Inhauma 134, Rio de Janeiro. Tel: 23-16-93. Pres. Osvaldo Santiago.

#### PRESSING PLANTS

Companhia Brasileira de Discos, Estrada das Furnas 1467, Rio de Janeiro.

Companhia Industrial de Discos, Rua 29 de Julho 157, Rio de Janeiro.

Gravacoes Electricas, Av. do Estado 4755, Sao Paulo.

Industrias Electricas e Musicais Fabrica Odeon, Rua "6", Sao Bernardo do Campo, E. de Sao Paulo.

Musidisc, Rua Quissama, 910, Petropolis, Est. do Rio.

R C A Eletronica Brasileira, Av. Engenheiro Billings 2299, Sao Paulo.

Rozenblit, Estrada dos Remedios 855, Recife, Pernambuco.

Som, Av. Nelson Cardoso 627, Rio de Janeiro.

Som, Av. Nelson Cardoso 627, Rio de Janeiro.

#### RECORDING STUDIOS

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.

Gravacoes Electricas, Av. Rio Branco 47, Rio de Janeiro.

Gravodisc, Rua General Osorio 707, Sao Paulo.

Industrias Electricas e Musicais Fabrica Odeon, Av. Rio Branco 277, Rio de Janeiro.

Musidisc, Rua da Lapa 120, Rio de Janeiro.

Promotion Studio, Av. Marechal Camara 271, Rio de Janeiro.

Publi-Son, Rua Santa Luzia 799, Rio de Janeiro.

R C A Eletronica Brasileira, Rua Visconde de Gavea 125, Rio de Janeiro.

Rio Som, Rua do Senado 185-187, Rio de Janeiro.

Rozenblit, Estrada dos Remedios 855, Recife, Pernambuco.

Som, Av. Rio Branco 47, Rio de Janeiro.

### • tape

#### TAPE DUPLICATION

Tapecar Gravacoes, Rua da Alfandega, 53. 1 andar, Rio de Janeiro, GB. Tel: 23-2348. Ext. 29.

Mailing Address: Rua Rego Freitas 354, Room 11, Sao Paulo. SP. Tel: 35-0665. Dir.: Sebastiao R. Bastos.

## BULGARIA

Population: 8,144,000.

Official rate of exchange: \$1 (US) = 1.18 lev.

Average retail price per record: LP—\$0.88; EP—\$0.53; single—\$0.26.

Radio stations: 14 government.

Radios: 1,959,000.

TV stations: 1 government.

TV sets: 122,000.

Holidays: Jan. 1, May 1, 2 (Labor Day), May 24 (Education Day), Sept. 9, 10 (National Day), Nov. 7 (October Revolution).

### • record manufacturers

Balkanton, 6 Hayduska Poljana St., Sofia 12. Tel: 5-54-51.

Radioprom, Chajduska Poljana 2, Sofia.

### • 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, 6 Hayduska Poljana St., Sofia 12. Tel: 5-54-51.

### • tape recorder manufacturers

Electroimpex, 17 G. Washington St., Sofia. Tel: 8-49-91.

## CANADA

Population: 19,919,000.

Per capita income: \$2,144.29.

Official rate of exchange: \$1 (US) = \$1.07 1/2 (Canadian).

No. of homes with record players: 3,024,000.

Records produced domestically: LP's 1966—20,040,937 units; 1965—15,711,384 units. Singles 1966—14,153,547 units; 1965—12,405,436 units.

Total sales of records produced domestically: LP's and Singles: 1966—\$37,322,245. 1965—\$31,508,850. (distributors net selling price).

Records manufactured for domestic & export sale: LP's 1966—23,141,861 units; 1965—18,294,431 units. Singles 1966—17,135,533 units; 1965—15,322,595 units.

Records imported from USA (factory value): 1966—2,959,962 units @ \$1,672,000 (Canadian). 1965—2,194,650 units @ \$1,566,030 (Canadian).

Records imported from countries other than USA: 1966—701,245 units @ \$698,000 (Canadian). 1965—619,499 units @ \$727,037 (Canadian).

Records exported to USA (factory value): 1966—67,508 units @ \$79,000 (Canadian); 1965—41,742 units @ \$56,114 (Canadian).

Records exported to countries other than USA (factory value): 1966—8,674 units @ \$12,000; 1965—7,918 units @ \$10,693.

Average retail price per record: LP's Pop—\$4.29 (mono), \$5.29 (stereo); LP's Classical—\$5.29 (mono), \$6.29 (stereo). Singles: \$0.99.

Stereo sales: 30.6% of total LP sales.

Tape: Reel-to-reel and tape cartridge market is small but expanding. Bulk of product is imported. No sales figures available.

Type of distribution: manufacturer-to-distributor-to-dealer predominates; an estimated 30-40% through sub-distributor (rack jobber or one stop).

Record club sales: 11.1% of total sales.

Discounting: frequent in some major markets such as Toronto and Montreal.

Type of promotion: much promotion through dealers via co-op newspaper advertising, point-of-purchase displays, "stuffers" for record store bags. Radio airplay and chart listings are important. These are promoted by free samples to stations.

No. of jukeboxes: figures not available.

Radio Stations: 302 commercial, 37 government; 274 AM, 65 FM.

Type of programming: commercial stations—recorded music predominates. Government stations—talks, drama, documentaries and live music as well as recorded.

Radios: 10,000,000.

TV stations: 253 channels—49 government, 204 commercial (including 160 rebroadcasting stations).

Type of programming: minimum 55% Canadian content by government regulation; rest is US and UK import.

TV Sets: 4,950,000.

Import/Export regulations: import customs duty, 20%. Federal sales tax, 12%.

Holidays: January 1, Good Friday, Easter Monday, Victoria Day (first Monday preceding May 25), Dominion Day (July 1), Civic Holiday (first Monday in Aug.), Labour Day (first Monday in Sept.), Thanksgiving Day (second Monday in Oct.), Remembrance Day (Nov. 11), Christmas Day.

### • record manufacturers

Acadia, Box 400, Sta. T, Toronto 19, Ont. Tel: (416) 782-5645. Owner & Mgr.: Fred Roy; C&W A&R: Fred Roy & Russ Wheeler.

Accent—(see Compo).

Alliance (see Allied).

continued on page 204

continued

ALLIED, 110 Barbados Blvd., Scarboro, Ont. Tel: (416) 267-4460. Pres.: Bruce Beatty; Gen. Mgr., Sales & Mktg.: Jack Boswell; Promo.: Frank McManaman.  
**Branches:** Halifax, N.S., 3285 Dutch Village Rd. Tel: (902) 455-0961. Sales Mgr.: George Spencer.  
**—Montreal West, P.Q., 124 Ronald Dr. Tel: (514) 489-9729. Sales Mgr.: Bill Fisher.**  
**Labels:** Allied, Alliance.  
**This company represents:** Bang, Compass, Elektra, Nonesuch, Pye, Roulette, Time. (SEE ADVERTISEMENT)  
 Alouette (see Archambault).  
 American Metropolitan Ent's., 1356 Eglinton Ave. W. Toronto 10, Ont. Tel: (416) RU 7-0389.  
**Int'l branch:** USA, 135 W. 50 St., New York, N.Y. 10019. Tel: (212) PL 7-7178 & CO 5-5767. Treas.: Melvin Fields.  
 Angel (see Capitol).  
 Apex (see Compo).  
 Aragon Ent's., 1234 W. Sixth Ave., Vancouver 9, B.C. Tel: (604) 732-6010. Mgr. Dir.: Al Reusch.  
**Labels:** Aragon, Aramac, Aravan, Arrex.  
 Aramac (see Aragon).  
 Aravan (see Aragon).  
 Arc Int'l (see Arc Sound).  
 ARC SOUND, 20 Canfield Rd., Toronto 16, Ont. Tel: (416) 751-1613. Cable: ARCSOUND. Pres.: Phil G. Anderson; VP's: Bill Gilliland & Harry Derderian; Gen. Sales Mgr.: Tom Burney; Adv. & Pub. Mgr.: Ken Warriner; Promo. Mgr.: Richard Dinsmore; Int'l Prod'n Co-ord.: Bill Roncken.  
**Branches:** Edmonton, Alta., 6811 104 St. Tel: (403) 434-3372. Mgr.: Ken Newby.—Winnipeg, Man., 1436 Erin St. Tel: (204) 943-4087. Mgr.: Garnet Armstrong.  
**Int'l branch:** USA, 1051 Clinton St., Buffalo, N.Y. 14206. Tel: (613) 731-3310. Rep.: Fred Mancuso.  
**Labels:** Arc, Arc Int'l, International Artists, Carnaby, Go-Go, Yorkville.  
**This company represents:** Audio Spectrum, Golden, Hanna-Barbera, Somerset, Stereodiddies. (SEE ADVERTISEMENT)  
 ARCHAMBAULT, 500 St. Catherine St. E., Montreal, P.Q. Tel: (514) 849-6201.  
**Cable:** ARCHMUSIC. Co-Prop.: Rosaire Archambault; Artistic Dir.: John Damant; Mgr.: Charles Pilon; Promo.: Claude Gagnon.  
**Labels:** Alouette, Select.  
**This company represents:** Ades, Assimil Language Courses, Belair, Boite A Musique, Chant Du Monde, Charlin, Coq Sonore, Cycnus, L'Encyclopedie Sonore, Erato, Festival, Jericho,

Lumen, Musicdisc, Pleiade, Studio S.M., Trianon, Valois. (SEE ADVERTISEMENT)  
 Arrex (see Aragon).  
 Banff (see Rodeo).  
 Baroque Recs. of Canada (see Everest listed in U.S. section).  
 Barry (see Quality).  
 Bettini (see Video Audio Prod'ns).  
 Bison, Box 430, Aylmer, Ont. Tel: (519) 773-8679. Pres.: Bruce Shaver.  
 Bomark Prod'ns, 57 Braemar Ave., Toronto 7, Ont. Tel: (416) HU 5-5177. Pres.: Sam Bornstein.  
**Labels:** Bomark, Star Shot.  
 Bravo (see Canadian Music Sales).  
 Brunswick (see Compo).  
 C B S (see Columbia).  
 Caedmon (see Compo).  
 Camden (see RCA Victor).  
 Campus (see Rodeo).  
 Canada Int'l (see RCA Victor).  
 Canadian Music Sales, 58 Advance Rd., Toronto 18, Ont. Tel: (416) 239-2361. Pres.: T. St. Clair Low; Sec'y-Treas.: Merle D. Biggart; Pop A&R: T. P. Regan; Int'l: H. W. Cluff.  
**Branch:** Montreal, P.Q., c/o Adelard Laureaud, 3431 Ontario St. E. Tel: (514) 526-1233.  
**Labels:** Bravo, Dominion.  
**This company represents:** Alma, Ariola, Bruno, Budapest, Cetra, Coliseum, Educo, 49th State Hawaii, Hazam, MMO, Turul, Universal.  
 CAPITOL, 3109 American Dr., Malton, Ont. Tel: (416) 677-5050. Cable: CAPITOLREC. VP & Gen. Mgr.: G. Edward Leetham; VP & Sales Dir.: E. Taylor Campbell; A&R Dir., Adv. & Promo. Mgr.: Paul White; Op'ns Dir.: Harold F. Burr.  
**Branch:** Montreal, P.Q., 155 Port Royal W. Zone: 11. Tel: (514) 389-3588.  
**Labels:** Capitol, Angel, Melodiya, Pathe, Seraphim, Studio Two, Waverley.  
**This company represents:** Disneyland, Movietone, Odeon, Parlophone, Pickwick, 20th-Fox. (SEE ADVERTISEMENT)  
 Caprice (see Rodeo).  
 Carnaby (see Arc Sound).  
 Carnaval (see Compo).  
 Casl, PO Box 98, Sta. "N," Toronto 14, Ont. Tel: (416) 259-4069. Pres.: Arlene King; VP: Christelle MacKenzie.  
 Celtic (see Rodeo).  
 Challenge (see Compo).  
 Clip (see Red Leaf).  
 COLUMBIA, 1121 Leslie St., Don Mills, Ont. Tel: (416) 447-3311. Cable: COLRECORDS. VP & Mgr. Dir.: Robert R. Pampe; VP Sales & Mfg.: Fred T. Wilmot; Gen. Mgr., Sales, Mktg., Int'l: J. Robertson; Adv. & Sales Promo. Mgr.: Robert L. Martin.  
**Branches:** Don Mills, Ont., 1113 Leslie St. Tel:

(416) 444-6651/2/3. Mgr.: William Eaton; Promo.: C. Camilleri.—Montreal, P.Q., 1168 Montee de Liesse. Tel: (514) 748-9648. Mgr.: J. J. Williams; Promo.: J. Frechette.  
**Labels:** Columbia, CBS, Date, Epic, Harmonie, Harmony, Odyssey, Okeh.  
**This company represents:** Barclay, GoGo, Jacques Canetti Presents, Musicor, Nashville, Ode, Old Town, Rojac, Starday. (SEE ADVERTISEMENT)  
 COMPO, 2377 Remembrance St., Lachine, P.Q. Tel: (514) 637-2561. Cable: COMPOCO. VP & Gen. Mgr.: R. A. Chislett VP & Sales Mgr.: S. D. Roberts; Pop A&R: Lee Armstrong; Sales, Mktg. & Adv.: Decca Div., S. D. Roberts; Apex Div., Lee Armstrong; Pub. & Promo.: Roy Smith; Field Promo. Mgr.: Al Mair.  
**Branch:** Toronto, Ont. Apex, 76 Colville Rd. Zone: 15. Tel: (416) 249-7551. Mgr.: George Offer.  
**Labels:** (Decca Div.) Decca, Brunswick, Caedmon, Coral, LHI, Vocalion; (Apex Div.) Apex, Accent, Carnaval, Challenge, Crescendo, Diamond, Double Shot, Lero, Point, Project 3, Soma, UNI, United Artists. (SEE ADVERTISEMENT)  
 Coral (see Compo).  
 Crescendo (see Compo).  
 Damon, 5503 84 Ave., Edmonton, Alta. Tel: (403) 469-7955. Pres.: Garry L. McDonall; VP: Wallis A. Petruk.  
 Date (see Columbia).  
 Decca (see Compo).  
 Delta (see Phonodisc).  
 Diamond (see Compo).  
 DISQUES JUPITER, 4824 Cote des Neiges, Suite 44, Montreal, P.Q. Tel: (514) 733-9673/3636. Pres.: Yvan Dufresne. (SEE ADVERTISEMENT)  
 Disques Meteor, 6 Wellington S., Sherbrooke, P.Q. Tel: (819) 569-6314. Gen. Dir.: R. M. Marois.  
**Labels:** Disques Meteor, Match.  
 Disques Tempo, 548 Jean Talon St. W., Montreal 15, P.Q. Tel: (514) 274-3649. Pres.: Tony Choma.  
 Dominion (see Canadian Music Sales).  
 Double Shot (see Compo).  
 Eagle, PO Box 3539, Winnipeg 4, Man. Tel: (204) 582-5287. Pres.: R. W. Nowosad; Sec'y-Treas.: C. D. Ward.  
**Labels:** Eagle, Ruler.  
 Epic (see Columbia).  
 Europa (see Rodeo).  
 Excellent, PO Box 3066, Sta. C, Ottawa, Ont. Tel: (613) 729-0614. Pres.: Alex Sherman.  
 Exclusive, 32 Orchard Park Dr., West Hill, Ont. Tel: (416) 282-3586. Owner: Patrick G. Scott.  
 Gala (see RCA Victor).

continued on page 206

**WHO'S THE MOST POPULAR MAN IN CANADA?**



**COLUMBIA • MUSICOR • BARCLAY • EPIC • ODYSSEY**  
**DATE • OKEH • CBS INTERNATIONAL SERIES • ODE • STARDAY**  
**DISQUE CANETTI • GO-GO • MAJOR MINOR • DOVER • CHART • ROJAC**

**DISTRIBUTED THROUGH**

**Columbia Records Distributors of Canada, Ltd.**  
 1113 Leslie Street Don Mills 5, Ontario  
 (416) 444-6651

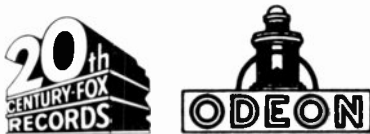
**Columbia Records Distributors of Canada, Ltd.**  
 1168 Montée de Liesse Montreal 9, Quebec  
 (514) 748-9648

**Van Horne Electric Supply Co.**  
 550 Cambie Street Vancouver, British Columbia  
 (604) MU 4-2231

**Canadian Electronics, Ltd.**  
 10552-A-114th Street Edmonton, Alberta  
 (403) 424-3988

**Premium Records and Special Products Dept.**  
 1121 Leslie Street Don Mills 5, Ontario  
 (416) 447-3311

The COLUMBIA RECORDS Salesman . . . That's who!



TRADE MARK OF THE GRAMOPHONE CO LTD



**pickwick/33**

**YORKTOWN**



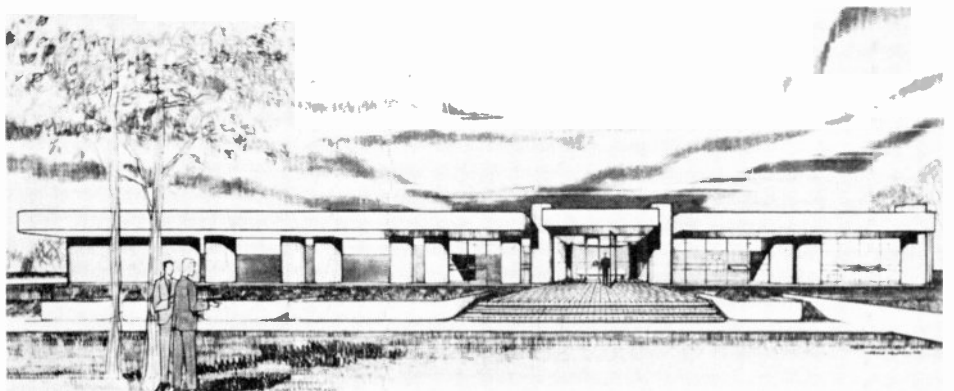
Billboard 1967-1968 International Music-Record Directory

# Let's Celebrate This Capitol Record

GROWING WITH CANADA — PRESENTING TOP CANADIAN RECORDING TALENT TO WORLD MARKETS. REPEAT RECOGNITION—VOTED BEST CANADIAN LABEL FOR THE PAST THREE YEARS. GALAXY OF STARS — BARRY ALLEN, LES ALEXANDRINS, LES ATOMES, SUZANNE BOUCHARD, GARY BUCK, LYNN JONES, BEV MONRO, LES CAILLOUX, CHRISTYNE CHARTRAND, WES DAKUS, WILLIE AND THE WALKERS, JEAN-GUY DESROCHERS, LEE GAGNON, ROBBIE LANE, MALKA & JOSO, LOUISE POULIN, THE STACCATOS, STÉPHANIE, ALEXANDRE ZELKINE.

## NEW LOCATION

expanded facilities to fit a modern and aggressive Canadian company on the move.



## CAPITOL RECORDS (CANADA) LTD.

**MONTREAL**  
Disques Capitol (Canada) Ltee.  
155 Port Royal West

**WINNIPEG**  
Electrical Supplies Ltd., 312 William Ave.

**EDMONTON**  
Van Dusen Brothers Ltd., 10528—123 St.

**TORONTO (head office)**  
Capitol Records (Canada) Ltd.  
3109 American Dr., Malton, Ont.

**SASKATCHEWAN**  
Grosvenor Distributors, 10528—123 St., Edmonton

**VANCOUVER**  
Select Music Company, 1803 Commercial Drive



continued

Gamma, 389 St. Paul W., Montreal, P.Q. Tel: (514) AV 8-1592. Pres.: Jack Lazare; VP: Christian Larsen.  
 GIANT, 73 Yorkville Ave., Toronto, Ont. Tel: (416) 923-3316. Pres.: Ben. McPeck. (SEE ADVERTISEMENT)  
 Go-Go (see Arc Sound).  
 Harmonie (see Columbia).  
 Harmony (see Columbia).  
 Hit-Bound, 440 Winona Dr., Suite 523, Toronto 10, Ont. Tel: (416) 783-4386. Pres.: Andrew A. Melzer.  
 International Artists (see Arc Sound).  
 Janus (see Everest listed in U.S. section).  
 Jupiter (see Disques Jupiter).  
 Klondike, Box 561, Whitehorse, Yukon. Contact: Al Oster.  
 L H I (see Compo).  
 Lero (see Compo).  
 LONDON, 190 Graveline St., Laurent, P.Q. Tel: (514) 631-2061. Pres.: F. C. Jamieson; Sales Mgr.: A. G. Bilodeau; Mgr.: Jean Desrosiers.  
**Branches: Calgary, Alta., 628 11 Ave. S.W. Tel: (403) 264-5605.** Mgr.: John Toews.—  
**Vancouver, B.C., 3166 Lake City Way, Lake City Ind'l Park. Tel: (604) 366-5841.** Mgr.: Ormond L. Jones.—  
**Winnipeg, Man., 654 King Edward St. Tel: (204) 772-4315.** Mgr.: Gerry Young.—  
**Toronto, Ont., 1630 Midland Ave. Tel: (416) 755-3373.** Mgr.: Gilles Aubin.  
**This company represents:** London, Ace of Clubs, Ace of Diamonds, Ara-Mac, Argo, Backbeat, Banff, Beltona, Caprice, Celtic, Click, Coliseum, Das Alte Werke, Deram, disco-Prestige, Dolton, Duke, Durium, Elysee, Emarcy, Fontana, France-Canada, Galaxy, Hi, Imperial, Jamie, Jupiter, Liberty, Limelight, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, L'Oiseau Lyre, Ossor, Pacific Jazz, Parrot, Pergola, Philips, Philles, Press, Rheims, Richmond, Rodeo, Rusticana, Saturne, Smash, Societe Francaise du Son, Soul City, Sound Stage 7, Sun, Sunset, Telefunken, Tempo, Viva, Wing, World Pacific. (SEE ADVERTISEMENT)  
 Match (see Meteor).  
 Melbourne (see Rodeo).  
 Melodiya (see Capitol).  
 Meteor (see Disques Meteor).  
 Monticana, 2955 Fendall St., Montreal 26. P.Q. Tel: (514) 739-8935 & 737-9200. Pres. & A&R Dir.: Dave Leonard.  
**Int'l branch: USA, 4 W. 31 St., Rm. 824, New York, N.Y. 10001.**  
 MUSIMART, 970 McEachran, Montreal, P.Q. Tel: (514) 273-8354. Cable: MUSCAN. Pres., Mg'a Dir. & Adv.: George Erlick; Asst. to Pres.: Fred

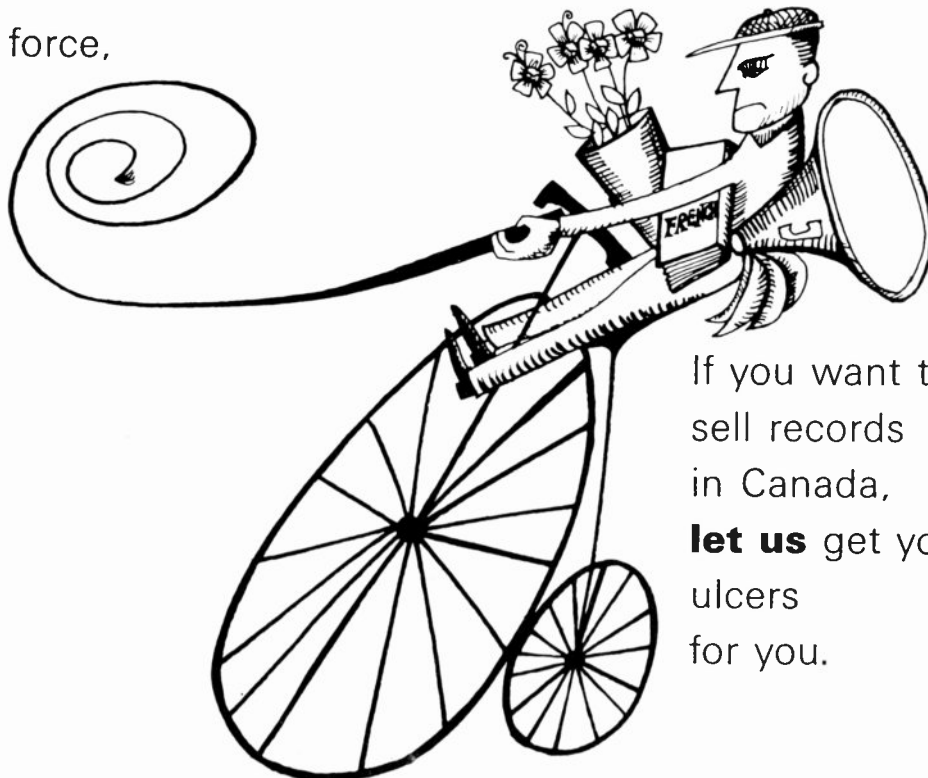
Drucker; A&R: Guy Bertrand & J. A. Lajoie; Sales Dir.: R. Assaly.  
**Branch: Toronto, Ont. Tel: (416) 924-3775.** Contacts: B. Michaels & S. Rosenberg.  
**Labels:** Musimart, Planet (see Distributor Section). (SEE ADVERTISEMENT)  
 New Syndrome, 4772 Narvaez Dr., Vancouver, B.C. Pres.: Jack Herschorn; Prod'n Head: Tom Northcott.  
 Odyssey (see Columbia).  
 Okeh (see Columbia).  
 Pathie (see Capitol).  
 Perception (see Video Audio Prod'ns).  
 Phonodisc, 355 King St. W.; Toronto, Ont. Tel: (416) 366-8744. Pres.: D. A. McKim; Dir. & Sales Mgr.: Hal Ross; Promo Mgr.: Ken McFarland.  
**Branches: Vancouver, B.C., 3931 E. Hastings St. Burnaby, Mgr.: Frank Weaver.—Winnipeg, Man., 1299 Strathcona St. Mgr.: Walter Sokulsky.—Montreal, P.Q., 809 William St. Mgr.: James Corbett.**  
**Labels:** Phonodisque, Delta, Regency, Regis.  
**This company represents:** Audio Fidelity, Cadet, Checker, Chess, Jewel, Kapp, King, Little Darlin', Paula, Tamla/Motown.  
 Phonodisque (see Phonodisc).  
 Pirouette (see Everest listed in U.S. section).  
 Planet (see Musimart).  
 Point (see Compo).  
 Polydor, 407 McGill St., Montreal, P.Q. Tel: (514) 845-7297. Cable POLYDISC. Mg'g Dir.: F. G. Exon.  
 Profound (see Video Audio Prod'ns).  
 Project 3 (see Compo).  
 QUALITY, 380 Birchmount Rd., Scarboro, Ont. Tel: (416) 698-5511. VP & Mg'g Dir.: George L. Keane; VP & Finance: W. R. Bays; Prod'n Co-ord.: George R. Struth; Sales Mgr.: Lee W. Farley; Promo. Mgr. & Sales Co-ord.: Harold Winslow.  
**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.: Harold Gallant.—  
**Montreal, P.Q., 2215 Beaconsfield Ave., Rm. 4. Zone: 28. Tel: (514) HU 1-1167.** Mgr.: Les Gardiner.  
**Labels:** Quality, Barry, Reo.  
**This company represents:** A&M, Amy, Atco, Atlantic, Cameo, Chart, Dot, Hickory, Jubilee, Kama Sutra, Laurie, MGM, Parkway, Scepter, Verve, Wand. (SEE ADVERTISEMENT)  
 RCA VICTOR, 1001 Lenoir St., Montreal, P.Q. Tel: (514) 933-7551. VP & Gen Mgr.: G. I. Harrison; Pop A&R Mgr.: Wilf Gillmeister; French A&R: Marcel LeBlanc; Sales & Mds'g, Adv. & Promo. Mgr.: Knox Coopland; Product Mgr.: Bill Patterson; RCA Victor Product Mgr.: Andy Nagy; French Product & Int'l Mgr.: Roger Belair.

**Branches: Calgary, Alta., 4120 Sixth St. S.E. Tel: (403) CH 3-4661.** Mgr.: R. Girouard; Sales Reps.: K. Clark & B. Haugen.—  
**Vancouver, B.C., 2876 Rupert St. Tel: (604) 433-6881.** Mgr.: G. A. Bell. Rec. Mgr.: R. Levasseur.—  
**Winnipeg, Man., 2070 Notre Dame Ave., St. James. Zone: 21. Tel: (204) 772-0481.** Mgr.: R. T. Nugent; Sales Rep.: D. Anderson.—  
**Halifax, N.S., 3611 Commission St. Tel: (902) 455-7247.** Sales Rep.: Hanson Josey.—  
**Toronto, Ont., 1450 Castfield Ave. Tel: (416) 762-7311.** Promo. Rep.: Ed Preston; Rec. Sales Mgr.: J. R. Feeney.—  
**Montreal, P.Q., 5575 Royalmount Ave. Tel: (514) 342-9220.** Promo. Mgr.: Gaston Careau; Rec. Sales Mgr.: J. G. Bergeron.  
**Labels:** RCA Victor, Camden, Canada Int'l, Gala.  
**This company represents:** Colgems, Dunhill, Elite, Gaiety, Request, Strike. (SEE ADVERTISEMENT)  
 Raymond, 64 Raleigh Ave., Scarborough, Ont. Tel: (416) 261-5761. Owners: Ronald & Dorothy Summers.  
 Red Leaf, 1560 Bayview Ave., Toronto 17, Ont. Tel: (416) 487-5812. Pres.: Stan Klees.  
**Labels:** Red Leaf, Cliff, Tamarac.  
 Regency (see Phonodisc).  
 Regis (see Phonodisc).  
 Reo (see Quality).  
 Rodeo, 4824 Cote des Neiges Rd., Montreal 26, P.Q. Tel: (514) 731-0889. Pres.: George Taylor; VP: Frank W. McKnight.  
**Labels:** Banff, Campus, Caprice, Celtic, Europa, Melbourne.  
 Ruler (see Eagle).  
 Select (see Archambault).  
 Seraphim (see Capitol).  
 Sir John A, 183 Metcalfe St., Suite 305, Ottawa 4, Ont. Tel: (613) 233-7226. Pres.: John D. Pozer; VP: Ron Greene; Pop A&R: Don Norman; Research Dir.: Jim Clarke; Adv. Mgr.: Norman Greene; Pub. Dir.: Jack Knipe.  
 Soma (see Compo).  
 Soundaround, PO Box 1262, Regina, Sask. Tel: (306) 523-6694. Mgr. & Dir.: W. E. Brown; Sales Mgr. & Dir.: A. G. Kernechuk.  
 SPARTON, Box 2125, London, Ont. Tel: (519) 455-6320. VP & Rec. Mgr.: W. L. Page; Eastern Sales Mgr.: Dave Grief; Western Sales Mgr. & Nat'l Promo.: Joe Pariselli.  
**Branches: Toronto, Ont., 57 Ingram Dr. Tel: (416) 247-7441.—Montreal, P.Q., 200 Bates Rd. Tel: (514) 739-1995.**  
**This company represents:** ABC, Command, Contemporary, Eurotone, HiFi, Impulse, Life Series, Mira, Mirwood, Stone, Summit, Surrey, Tiffany, Westminster. (SEE ADVERTISEMENT)

continued on page 208

## Why

set up an office,  
 whip up a sales force,  
 woo thousands  
 of dealers,  
 learn French,  
 promote,  
 distribute,  
 advertise—  
 why bother  
 to manufacture?



If you want to  
 sell records  
 in Canada,  
**let us** get your  
 ulcers  
 for you.

**Only RCA Victor has COMPLETE facilities for manufacturing and marketing records in Canada.**  
 RCA VICTOR COMPANY, LTD., 1001 Lenoir St., Montreal, Canada 514-933-7551





# WE DON'T LIKE MUSIC...

We love it! From concert to pop, from opera to opry, music suits our individual tastes and moods. We wake, work, eat, sleep and make merry in tune with it. This universal language bridges the international scene, upholding old cultures and developing new. We would not want to live without music—would you?

We are proud of the part that BMI Canada Limited, together with our affiliated composers and publishers, has played in supporting and fostering Canada's role in the miracle of music.

*All the worlds of music for all of today's audience.*





## SPARTON RECORDS

ABC RECORDS  
BLUESWAY  
BOONE  
COMMAND  
GRAND AWARD  
COLORTONE  
CONTEMPORARY  
EUROTONE  
GOOD TIME JAZZ  
HI-FI RECORDS

IMPULSE  
MIRA  
M.T.A. RECORDS  
TIFFANY  
SPARTON  
SUPRAPHON  
SUMMIT  
SURREY  
WESTMINSTER  
WHITEHALL

**"IF YOU WANT YOUR LABEL MERCHANDISED  
IN CANADA AND NOT JUST DISTRIBUTED"**

	<i>Contact</i>	
LARRY PAGE (519) 455-6320 HEAD OFFICE, LONDON	JOE PARISELLI (416) 425-8545 IN TORONTO	DAVE GRIEF (514) 739-1995 IN MONTREAL

SPARTON OF CANADA LIMITED—LONDON • TORONTO • MONTREAL

HEAD OFFICE, P.O. BOX 2125, LONDON, CANADA



## QUALITY RECORDS LIMITED

380 BIRCHMOUNT ROAD  
TORONTO, ONTARIO, CANADA PHONE 698-5511

**FOR THE FASTEST, MOST EFFICIENT  
COAST TO COAST  
CANADIAN DISTRIBUTION**

**CONTACT US FOR YOUR  
TAPE DUPLICATING NEEDS TOO!**

**Sales Departments & Warehouses  
in the Seven Major Canadian Markets**  
Vancouver • Calgary • Edmonton • Winnipeg  
Toronto • Montreal • Halifax

**NUMBER ONE PUBLICITY AND PROMOTION  
STEREO TAPE DUPLICATION SYSTEMS**

**U. S. OFFICE** 130 WEST 57th St., NEW YORK, NEW YORK  
c/o MARSHALL & VIGODA. PHONE: JU 2-1122

*continued*

Spotlight, PO Box 217, Ottawa, Ont. Tel: (613) 361-2334. Owner & Mgr.: Gib Kerr.  
Star Shot (see Bomark).  
Stone (see Robert J. Stone Assocs.).  
ROBERT J. STONE ASSOCS., PO Box 703, Oshawa, Ont. Tel: (416) 723-0898. Pres.: Robert J. Stone; VP & Gen. Mgr.: Harold E. Pounds; Promo. & Pub.: Bob James.  
**Labels:** Stone, Thames.  
**This company represents:** Artia, Associated Artists, Ballard, Beckingham, Big C, Black Hawk, Bomar, Cobra, Corby, Discobel, Domar, Island, Jameco, Jox, La Beat, Listen and Learn, Murbo, Process, Scope, Sue, Supraphon, Surprise. (SEE ADVERTISEMENT)  
Studio Two (see Capitol).  
T-G, 2161 Jolicoeur, Montreal 20, P.Q. Tel: (514) 766-5415. Pres.: Adolphe LaPointe.  
**Labels:** T-G, Tempo.  
Tamarac (see Red Leaf).  
Tempo (see T-G).  
Thames (see Robert J. Stone Assocs.).  
TRANS-CANADA DISQUES, 189 Rockland Rd., Town of Mount Royal, Montreal 16, P.Q. Tel: (514) 731-8571. Pres.: Jean-Paul Rickner.  
**This company represents:** AZ, Carib, Carrousel, Dorval, Fantastic, Franco-Elite, Gamma, Jeunesse-Franco, Teledisc, Tournesol, Trans-Canada, Vogue. (SEE ADVERTISEMENT)  
TRANS WORLD, 1180 St. Antoine St., Montreal, P.Q. Tel: (514) 866-2884. Pres.: Art Young; A&R Dir.: Ken Ayoub; Sales Mgr.: Al Gardner; Adv. Mgr.: S. Rubin.  
**This company represents:** Ash, Battle, Blanche Neige, Broadside, Canterbury, Disque Monde, Dover, Elegante, Fantasy, Fiesta, Grecophon, Mainstream, Mark II, Montagnard, Murray Banks, Red Leaf, Riverside, Spoken Arts, Spoken Word, Trans World, V Rec., Verve/Folkways, Wonderland. (SEE ADVERTISEMENT)  
Transcend (see Audio Video Prod'ns).  
U N I (see Compo).  
Ukrainian, 937 Byng Pl., Winnipeg 19, Man. Tel: (204) 475-5874. Pres.: L. Brittain; VP: H. Brittain.  
United Artists (see Compo).  
V A P Specialty Series (see Video Audio Prod'ns).  
Video Audio Prod'ns, 2804 26 St. S.W., Calgary, Alta. Tel: (403) 249-1507. Pres.: L. D. McMurchy; Prod'n Supervisor: Brian E. Sullivan.  
**Labels:** Bettini, Perception, Profound, VAP Specialty Series, Transcend.  
Vocalion (see Compo).  
Waverley (see Capitol).  
Word of Canada, 7555 Cambie St., Vancouver 14, B.C. Tel: (604) 321-6785. Pres.: Gerry Scott.  
Yorkville (see Arc Sound).

### ● independent record producers

#### Alberta

● **EDMONTON (Area Code 403)**  
Nomad Prod'ns, 5503 84 Ave. Tel: 469-7955. Pres.: Garry L. McDonald; VP: Wallis A. Petruk.  
Pace Mgmt., Royal Bldg., 10534 109 St. Tel: 424-9394. Pres.: Ray Schwartz; Gen. Mgr.: Al Johnson.

#### Manitoba

● **WINNIPEG (Area Code 204)**  
Ukrainian Recs., 937 Byng Pl. Zone: 19. Tel: 475-5874. Pres.: L. Brittain; VP: H. Brittain.

#### Ontario

● **AYLMER (Area Code 519)**  
Bison Recs., PO Box 430. Tel: 773-8679. Pres.: Bruce Shaver.  
● **NEWMARKET (Area Code 416)**  
Markle Prod'ns, PO Box 209. Pres.: Milton Roher; Sec'y-Treas.: John E. Markle.  
**Label credits:** Apex, Capitol, Columbia, Point, RCA Victor, Tower.  
● **OTTAWA (Area Code 613)**  
Spotlight Recs., PO Box 217. Tel: 361-2334. Owner & Mgr.: Gib Kerr.  
**Label credits:** Allied, Capitol, Columbia.  
● **PORT ARTHUR (Area Code 807)**  
Gaiety, 232 Lincoln St. Tel: 345-6298. VP: William Posmituk.  
**Int'l branch:** USA, Hollywood, Calif.  
**Label credits:** Epic, Crusader, London, Musicor, RCA Victor, Reo, W&G.  
● **TORONTO & AREA (Area Code 416)**  
Atlas, 1000 Dovercourt Rd. Tel: 535-9458. Pres.: Carmen Di Paola.  
Ben McPeck, 73 Yorkville Ave. Tel: 923-3316. Pres.: Ben McPeck.  
Tamarac Rec. Prod'ns, 1560 Bayview Ave. Zone: 17. Tel: 487-5812. Pres.: Stan Klees.  
**Label credits:** Amy (USA), Apex, Bell (USA), Bigland, Canamyth, Capitol, Columbia, Clip, Mala (USA), Red Leaf, Tamarac, W&G (Australia).

## Quebec

### • MONTREAL (Area Code 514)

Impact Prod'ns, 167 Mt. Royal Ave. E. Tel: 844-5332. Contacts: Martin Martin & Harold Finkelstein.  
Label credits: Brunswick, Columbia, London, MGM, RCA.

Monticana Ent's., 2955 Fendall St. Zone: 26. Tel: 739-8935 & 737-9200. Pres.: Dave Leonard.  
Int'l branch: USA, 4 W. 31 St., Suite 824, New York, N.Y. 10001.  
Label credits: Allied, Bell (USA), Columbia, London, Quality.

Noles Music, 4824 Cote des Neiges Rd. Tel: 733-9039/8977. Pres.: Pierre Noles.

Norm-Anne Prod'ns, 4918 Ponsard Ave. Zone: 29. Tel: 489-6351. Pres.: M. E. Adilman.

## Saskatchewan

### • REGINA (Area Code 306)

Soundaround Prod'ns, PO Box 1262. Tel: 523-6694. Mg'g Dir.: W. E. Brown.

### • record clubs

Capitol, 3109 American Dr., Malton, Ont. Tel: (416) 677-5050. Gen. Mgr.: Alan R. Black. Fulfillment Mgr.: Adrian van Ryjs.

Columbia, 1121 Leslie St., Don Mills, Ont. Tel: (416) 447-3311. VP & Mg'g Dir.: Robert R. Pampe; Gen. & Adv. Mgr.: Peter Westwood; Fulfillment Mgr.: Frederick Rich.

R C A Victor, 3333 Cavendish Blvd., Montreal 28, P.Q. Tel: (514) 482-9912. Mgr.: K. N. Middleton.  
Record Club of Canada, 62 Richmond St. W., Suite 415, Toronto 1, Ont. Tel: (416) 366-6547. Pres.: Seymour Iseman; VP & Gen. Mgr.: Lawrence Graner.

### • music publishers

Allegro (CAPAC), 30 Bunty Ln., Willowdale, Toronto, Ont. Tel: (416) 223-0893 & 782-7159. Pres.: Henry Vertes.

American Metropolitan Ent's., 1356 Elington Ave. W., Toronto 10, Ont. Tel: (416) RU 7-0389.  
Int'l branch: USA, 135 W. 50 St., New York, N.Y. 10019. Tel: (212) PL 7-7178 & CO 5-5767.  
Treas.: Melvin Fields.

Ana-Mik (see Plaza).

Antrim (BMI), 245 Forge Rd. S.E., Calgary, Alta. Tel: (403) 264-7111. Gen. Mgr.: Les Weinstein.  
Int'l branch: USA, 2707 Midway Dr., Santa Rosa, Calif. Tel: (707) 542-0177. Mgr.: Janice Brainerd.

April (ASCAP), see Blackwood.

ARCHAMBAULT (CAPAC), 500 St. Catherine St. E., Montreal, P.Q. Tel: (514) 849-6201. (SEE ADVERTISEMENT)

Arrowig (BMI), see Chrising.

B + 3, see Montana.

B M 1 Canada, 41 Valleybrook Dr., Dor Mills, Toronto, Ont. Tel: (416) 445-8700. Gen. Mgr.: William Harold Moon; Gen. Prof. Mgrs.: (Classical) Ron Napier, (Pop) S. B. "Whitey" Hains.  
Branch: Montreal, P.Q., 1440 St. Catherine St. W., Suite 324. (SEE ADVERTISEMENT)

Banff (BMI), see Leeds.

Bay (BMI), 20 Cranfield Rd., Toronto 16, Ont. Tel: (416) 751-2233. Gen. Mgr.: Phil G. Anderson; Gen. Prof. Mgr.: Tony Di Maria.

Belafonte, see Chappell.

Irving Berlin (ASCAP), see Chappell.

Bigland (CAPAC), 426 Merton St., Toronto 7, Ont. Tel: (416) 487-5812. Pres.: Stan Klees.

Blackwood (BMI), 1121 Leslie St., Don Mills, Toronto, Ont. Tel: (416) 447-3311. Pres. & Gen. Mgr.: R. R. Pampe; Gen. Prof. Mgr.: M. E. Mitchell.  
Affiliate: April.

Boosey & Hawkes (CAPAC), 209 Victoria St., Toronto 2, Ont. Tel: (416) 368-1874. Cable: SONOROUS. Gen. Mgr.: W. J. I. Croombs.  
Home office: England, 295 Regent St., London, W. 1.

Int'l firms represented: Edwin Ashdown (United Kingdom), J. Curwen & Sons (United Kingdom), Ed. Belaieff (USSR), Ed. Russe (USSR), Kultura (Hungary), Luverne (USA), Paterson's (United Kingdom), Norman Richardson (United Kingdom).

Brass (BMI), 1405 Peel St., Montreal, P.Q. Tel: (514) 288-3131. Pres.: Steven Cooper.

Bregman, Vocco & Conn (ASCAP), see Chappell.

Burlington (CAPAC), 190 Graveline Rd., St. Laurent, P.Q. Tel: (514) 631-2062. Pres.: F. C. Jamieson; Gen. Mgr.: Alice Koury.

Calart (CAPAC), PO Box 1262, Regina, Sask. Tel: (306) 523-6694. Pres.: W. E. Brown.

Canadian Int'l, CANINT (CAPAC), 20 Cranfield Rd., Toronto 16, Ont. Tel: (416) 751-1113. Gen. Mgr.: Bill Gilliland. Gen. Prof. Mgr.: Tony Di Maria.

Canadian Music Sales (CAPAC), 58 Advance Rd., Toronto 18, Ont. Tel: (416) 239-2361. Pres.:

T. St. Clair Low; Gen. Prof. Mgr.: T. P. Regan.  
Branch: Montreal, P.Q., c/o Adelard Laurendeau, 3431 Ontario St. E. Tel: (514) 526-1233.  
Int'l firms represented: Alfred, Beacon, Music Publ'rs Holding Corp. (all USA).

Canam (CAPAC), 5871 Victoria Ave., Montreal, P.Q. Tel: (514) 733-4850. Pres.: Michel Conte; Gen. Mgr.: Edward Kostiner.  
Int'l rep.: France (Ed. April).

Canyon Press, see Chappell.

Cataract (BMI), 1138 Valley Way, Niagara Falls, Ont. Tel: (416) 356-0393. Pres.: Dr. Michael P. Lococo; Gen. Mgr.: Jacqueline Lococo.

Chappell (CAPAC), 14 Birch Ave., Toronto 7, Ont. Tel: (416) 922-2159. Cable: SYMPHONY. Gen. Mgr.: C. C. Devereux; Gen. Prof. Mgr.: R. E. Rose.

Int'l branches: Australia, France, Germany, Netherlands, New Zealand, United Kingdom, USA.

Affiliates: Belafonte; Irving Berlin; Bregman, Vocco & Conn; Canyon Press; Charles Colin; Compass; De Sylva, Brown & Henderson; Famous-Chappell; Frank; Gershwin; T. B. Harms; Edward B. Marks; Edwin H. Morris; Mutual Music Society; New Sounds in Modern Music; Paxwin; Sheldon; Valando; Walton; Williamson.

Chateauguay, 83 Jack Circle, Chateauguay Centre, P.Q. Tel: (514) 691-9766. Pres.: Irene Young.  
Affiliate: Elegante.

Chinguacousey (BMI), PO Box 703, Oshawa, Ont. Tel: (416) 723-0898.

Chrising (BMI), 44 Douglas Crescent, Toronto 5, Ont. Tel: (416) 921-4443. Pres.: Chris Wiggins; Gen. Mgr.: Matie Molinaro.  
Affiliate: Arrowig (BMI).

Charles Colin, see Chappell.

Colonel Walt (BMI), 426 Merton St., Toronto 7, Ont. Tel: (416) 487-5812. Pres.: Stan Klees.

Compass, see Chappell.

Crest (BMI), 2636 Templeton Dr., Vancouver 12, B.C. Tel: (604) 253-3927. Pres.: Robert Williams.

D & L (BMI), 222 Lincoln St., Port Arthur, Ont.

De Sylva, Brown & Henderson (ASCAP), see Chappell.

Dulau (CAPAC), 4824 Cote des Neiges, Suite 44, Montreal, P.Q. Tel: (514) 733-9673/3636. Pres.: Yvan Dufresne.

Elegante (CAPAC), 1180 St. Antoine St., Montreal, P.Q. Tel: (514) 866-2884. Pres.: Art Young; Gen. Mgr.: I. Young.  
Affiliates: Chateauguay, WAA (CAPAC).

*continued on page 210*

# CANADA'S MOST DEPENDABLE DISTRIBUTOR

# LONDON

®

## RECORDS

BRANCHES COAST TO COAST

## LONDON RECORDS OF CANADA 1967 LTD.

190 Graveline Rd.  
St. Laurent, Que.

Phone: 631-2061  
Telex: 01-2384

**G&F Groupe**  
**Editorial Franco**  
**FRENCH CANADA'S MOST ACTIVE PUBLISHER AND SUB-PUBLISHER**

Representing

**ALPHA • CARROUSEL**  
**FRANCO • LYRA • METRO**  
**TOURNESOL • VOGUE INTERNATIONAL**

**189 ROCKLAND RD.**  
**T. M. R. MONTREAL 16**  
**TEL. 731-2741**

**CANADA**  
**The SPECIALISTS for**

International  
 Classical  
 Folk

Coast-to-Coast  
 Record Distribution  
 Is Our Business

Contact: Aaron Lipsin—Marv Drimer

**ALMADA CORPORATION**  
 380 Craig St. West  
 Montreal 1, Canada  
 (514) 844-4006

continued

Empire (BMI), 934 12 St., New Westminster, B.C. Tel: (604) 522-6232. Cable: EMPMUSIC. Pres.: Karle Hodsan; Gen. Prof. Mgr.: Will Verra.  
 Int'l branch: USA, 3216 44 Ave. S.W., Seattle, Wash. Tel: (206) WE 5-0095. Gen. Mgr.: Frank Hodson.  
 Essbee (BMI), 310 Dupont St., Toronto, Ont. Tel: (416) 922-5135. Pres.: Sydney Banks.  
 Falcon (BMI), Enderby, B.C.  
 Famous-Chappell (ASCAP), see Chappell.  
 Favorite (BMI), 47 Westleigh Crescent, Toronto 14, Ont. Tel: (416) 251-9105. Owner: Ozzie Williams.  
 Felsted (BMI), 190 Graveline Rd., St. Laurent, P.Q. Tel: (514) 631-2061. Pres.: F. C. Jamieson; Gen. Mgr.: Alice Koury.  
 FRANCO, 189 Rockland Rd., Montreal 16, P.Q. Tel: (514) 731-2741. Dir.: Tony Cattichio.  
 This company represents: Alpha, Carrousel, Vogue Int'l (France); Franco, Lyra, Metro, Tournesol. (SEE ADVERTISEMENT)  
 Frank, see Chappell.  
 Frontier (BMI), Box 400, Sta. T, Toronto 19, Ont. Tel: (416) 782-5645. Pres. & Gen. Mgr.: Fred Roy.  
 Gamma, 389 St. Paul St. W., Montreal, P.Q. Tel: (514) AV 8-1592. Pres.: Jack Lazare; Gen. Mgr.: Christian Larsen.  
 Gershwin (ASCAP), see Chappell.  
 Good Sound (BMI), 183 Metcalfe St., Suite 305, Ottawa, 4, Ont. Tel: (613) 233-7226. Contacts: Don Norman, Ron Greene, John Pozer.  
 T. B. Harms (ASCAP), see Chappell.  
 Groupe Editorial Franco, see Franco.  
 (416) 362-1403. Cable: LEEDSMUSIC. Gen. Mgr.: Bailey Bird; Gen. Prof. Mgr.: Al Allbutt.  
 Frederick Harris, 529 Speers Rd., Oakville, Ont. Tel: (416) 845-2391. Pres.: F. R. Stone; Gen. Mgr.: R. G. F. Collier.  
 Int'l firms represented: Allan (Australia), Ascherberg, Hopwood & Crew (United Kingdom), Banks & Son of York (United Kingdom), Freeman (United Kingdom), Edwin Kalmus (USA), Alfred Lengnick (United Kingdom), Novello (United Kingdom).  
 Int'l rep.: USA (Brodt).  
 Hillco (BMI), 167 Mt. Royal Ave. E., Montreal, P.Q. Tel: (514) 844-5332. Pres.: Harold Finkelstein; Gen. Mgr.: Martin Martin.  
 Hit-Bound (BMI), 440 Winona Dr., Suite 523, Toronto 10, Ont. Tel: (416) 783-4386. Pres.: Andrew A. Melzer.  
 Jaspas (BMI), 215 Victoria St., Toronto 2, Ont. Tel: (416) 362-1403. Cable LEEDSMUSIC. Gen. Mgr.: Bailey Bird; Gen. Prof. Mgr.: Al Allbutt.

Branch: Montreal, P.Q., 4824 Cote des Neiges Rd. Zone 26. Tel: (514) 731-0889. Gen. Mgr.: George Taylor.  
 Jerys (CAPAC), see Plaza.  
 Kalamalka Music Sales (BMI), 2505 27 St., Vernon, B.C. Tel: (604) 542-4745. Gen. Mgr.: Eric J. Hopkins.  
 King-Beez (BMI), 10120 Jasper Ave., Suite 104, Edmonton, Alta. Tel: (403) 422-3106. Pres. & Gen. Mgr.: Chuck Camroux; Gen. Prof. Mgr.: Alan J. Cramsie.  
 La-Mi (BMI), see Michel Meunier.  
 Laval (BMI), 412 Richard St., Laval, P.Q. Tel: (514) 274-3649. Pres.: Tony Choma.  
 Affiliate: Mascap (CAPAC).  
 Leeds (CAPAC), div. of Music Corp. of America, 215 Victoria St., Toronto, Ont. Tel: (416) 362-1403. Mg'g Dir.: Bailey Bird; Gen. Prof. Mgr.: Al Allbutt.  
 Affiliates: Banff (BMI), Melbourne (CAPAC).  
 Int'l firms represented: Champion (USA), Duchess (USA), MCA (USA), Northern (USA), Pickwick (USA), Sim (France), Welbeck (United Kingdom).  
 Manitoba (BMI), 937 Byng Pl., Winnipeg 19, Man. Tel: (204) 475-5874. Pres. & Gen. Mgr.: H. Brittain.  
 Manitou (BMI) div. of Revue Studios, 215 Victoria St., Toronto, Ont. Tel: (416) 362-1403. Mg'g Dir.: Bailey Bird; Gen. Prof. Mgr.: Al Allbutt.  
 Markle Prod'ns (BMI), PO Box 209, Newmarket, Ont. Pres.: Milton Roher; Sec'y-Treas.: John E. Markle.  
 Edward B. Marks (BMI), see Chappell.  
 Maron (BMI), 70 Raleigh Ave., Scarborough, Ont. Tel: (416) 261-5681/5761. Pres. & Gen. Mgr.: Ronald C. Summers.  
 Mascap (CAPAC), see Laval.  
 Match, see Andre Roussel.  
 Matt (BMI), 415 Egan St., Suite 2-B, Port Arthur, Ont. Tel: (807) 345-8614. Pres.: Calvin T. Bostick.  
 Mecuph (BMI), PO Box 13, Hamilton, Ont. Tel: (416) JA 9-7649. Pres. & Gen. Mgr.: Sydney Kessler.  
 Melbourne (CAPAC), see Leeds.  
 Michel Meunier (BMI), PO Box 487, Sta. H, Montreal 25, P.Q. Tel: (514) 655-8873. Pres.: Michel Meunier; Gen. Mgr.: Guy Leduc.  
 Branch: Boucherville, P.Q., 121 Pierre Boucher. Tel: (514) 655-5736. Gen. Prof. Mgr.: Serge Meunier.  
 Affiliates: La-Mi (BMI), Ray-Mi (BMI).  
 Mohican (BMI), 100 Rideau St., Ottawa, Ont. Tel: (613) 232-5775. Pres.: Russell Kronick; Gen. Mgr.: Mark Max.  
 Montina (BMI), 2955 Fendall St., Montreal 26, P.Q. Tel: (514) 739-8935 & 737-9200. Gen.

**want Canada?**

**HERE!**



1. We're Canada's OLDEST record company, GROWING since 1922
2. Canada's LARGEST manufacturer: 78 presses, 2 plants, (most modern in Canada)
3. Canada's TIGHTEST promotion team
  - 10 full-time swingers
4. Canada's MOST EFFECTIVE sales force
  - 21 full-time go-getters
5. Canada's MOST COMPLETE distribution set-up: warehouses in the 7 major markets
  -

**Get ALL of it with** **COMPO • CANADA**

Contact: LEE ARMSTRONG or BOB CHISLETT PHONE 514-637-2561 TELEX 01-20122 TWX 610-422-3064  
 The Compo Company Ltd, 2377 Remembrance St, Lachine, Quebec, Canada

Prof. Mgr.: Dave Leonard.  
 Int'l branch: USA, 4 W. 31 St., Suite 824, New York, N.Y. 10001.  
 Affiliate: B + 3.

Edwin H. Morris (ASCAP), see Chappell.  
 Mutual Music Society, see Chappell.  
 New Sounds in Modern Music, see Chappell.

Norm-Anne Prod'ns (CAPAC), 4918 Ponsard Ave., Montreal 29, P.Q. Tel: (514) 489-6351. Pres.: M.E. Adilman.

Northern Light (BMI), 777 Fort St., Victoria, B.C. Tel: (604) EV 4-5751. Contacts: Lou Jean Mollin & John Tracy.

Noteworthy (CAPAC), McCaugherty Farm, Streetsville, Ont. Tel: (416) 826-4454. Pres.: John Bath.  
 Branch: Toronto, Ont., 88 University Ave. Tel: (416) 363-1544.

Palmares (CAPAC), 4824 Cote des Neiges Rd., Montreal, P.Q. Tel: (514) 733-9039/8977. Pres.: Raymonde Senecal.

Paxwin (BMI), see Chappell.

Peer Int'l (BMI), see Southern.

Pet-Mac (BMI), 5503 84 Ave., Edmonton, Alta. Tel: (403) 469-7955. Pres.: Garry L. McDonald; Gen. Mgr.: Wallis A. Petruk.

Plaza, 1735 Holy Cross St., Montreal 20, P.Q. Tel: (514) 767-8933. Pres.: Michael L. Choma; Gen. Mgr.: Ann Jerys.  
 Affiliates: Jerys (CAPAC), Ana-Mik.

Pointe Claire (BMI), 124 Empress Ave., Pointe Claire, P.Q. Tel: (514) 695-2645. Pres.: Glenn Grecco; Gen. Mgr.: Mel McCormick.

Pop (BMI), 4824 Cote des Neiges Rd., Montreal, P.Q. Tel: (514) 733-9039/8977. Pres.: Pierre de Gagne.

Power (BMI), 150 Overbrook Pl., Downsview, Ont. Tel: (416) ME 3-4421. Pres. & Gen. Mgr.: Larry Wiener.  
 Affiliate: Larry Wiener (BMI).

Raider-London (BMI), 5799 Eldridge Ave., Montreal 29, P.Q. Tel: (514) 486-1676. Pres.: Nat Raider; Gen. Mgr.: Mark London.

Ray-Mi (BMI), see Michel Meunier.

Andre Roussel, 6 Wellington S., Sherbrooke, P.Q. Tel: (819) 569-6314. Gen. Mgr.: R.M. Marois.  
 Affiliate: Match.

Rudy's Song Publ'ns (BMI), 3 Red Creek Rd., Grasmere, B.C. Tel: (604) 351-0346. Owner & Gen. Mgr.: R. Halliwas.

Sheldon, see Chappell.

Southern (CAPAC), 1405 Bishop St., Montreal, P.Q. Tel: (514) AV 8-9410. Cable: SOUTHMUSIC. Gen. Mgr.: Malt Heft.  
 Affiliate: Peer Int'l (BMI).

Int'l branches: Australia, Austria, Belgium, Chile, Columbia, Germany, Italy, Japan, New Zealand, Puerto Rico, South Africa, Spain, Sweden, Switzerland, United Kingdom, USA, Venezuela.

Spellbinder (BMI), 223 Joicey Blvd., Toronto 12, Ont. Tel: (416) 485-3798. Pres.: Edwin J. Feeny; Gen. Prof. Mgr. & Musical Dir.: C.J. Feeny.

A. & B. Syme (BMI), PO Box 383, Salmon Arm, B.C. Tel: (604) 832-2530. Pres.: A. Syme; Gen. Mgr.: B. Syme.

Tact (CAPAC), 8437 Bretagne St., St. Leonard, Montreal 38, P.Q. Tel: (514) 728-6160. Cable: TACT. Pres.: Roger Beaulne.

Adolphe Taigi (CAPAC), 2161 Jolicoeur, Montreal 20, P.Q. Tel: (514) 766-5415. Pres.: Adolphe R. La Pointe; Gen. Mgr.: Robert A. La Pointe; Gen. Prof. Mgrs.: Ginette & Parmelia La Pointe.

Thames (BMI), PO Box 703, Oshawa, Ont. Tel: (416) 723-0898.

Gordon V. Thompson (CAPAC), 32 Alcorn Ave., Toronto 7, Ont. Tel: (416) 923-7329. Cable: GORTHOM. Pres.: & Gen. Mgr.: John C. Bird; Gen. Prof. Mgr.: Phil Moore.  
 Int'l firms represented: Barton; Big Seven; Big 3, Robbins, Feist, Miller; Bourne; Eastman; Essex; Fred Fisher; Forster; Sam Fox; Mansion; Milene; George Pincus & Sons; Plymouth; St. Nicholas; Shapiro, Bernstein; The Richmond Ora.,  
 Int'l rep.: USA (Big 3, Robbins, Feist, Miller).

Tibor, 8 Dervock Cr., Willowdale, Toronto, Ont. Tel: (416) 255-0547.  
 Home office: USA, New York, N.Y.

Tomi (BMI), 40 Park Rd., Suite 503, Toronto 5, Ont. Tel: (416) 923-6380. Cable: REGRECO. Gen. Mgr.: Oscar Peterson.

Valando, see Chappell.

Victoria (BMI), 46 Galignan Blvd., Victoriaville, P.Q. Tel: (819) 752-6685.

WAA (CAPAC), see Elegante.

Walton, see Chappell.

Wemco (CAPAC), see Western.

Wentworth (BMI), 22 Woodland Ave., St. Catharines, Ont. Tel: (416) 682-0051. Gen. Mgr.: Barbara Kingston; Gen. Prof. Mgr.: Jack Kingston.


Western (CAPAC), 570 Seymour St., Vancouver 2, B.C. Tel: (604) 681-9548. Pres.: 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 firms represented: J.B. Cramer (United Kingdom).  
 Int'l rep.: USA (Mills).

Larry Wiener (BMI), see Power.

Williamson, see Chappell.

continued on page 212



**Allied**  
 RECORD CORPORATION

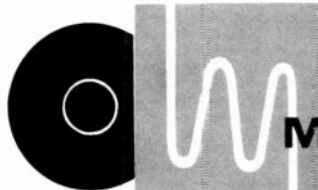
EXCLUSIVE CANADIAN DISTRIBUTOR  
 OF THE FOLLOWING MAJOR LABELS

**PYE • ROULETTE • ELEKTRA • NONESUCH**  
**TIME • BANG • COMPASS • GATEWAY • DYN0**

and  
 RECOTON PHONENEEDLES AND ACCESSORIES

HEAD OFFICE—110 BARBADOS BLVD.  
 SCARBOROUGH, ONTARIO  
 TELEPHONE (416) 267-4460

BRUCE BEATTY—PRESIDENT  
 JACK BOSWELL—GENERAL  
 MANAGER



**MUSIMART**  
 LIMITED

this year celebrating our 20th Anniversary  
 . . . and still growing, thanks to our nation-  
 wide network of successful record dealers,  
 and their enthusiasm for the great labels we  
 represent across Canada . . .

VANGUARD • POLYDOR • VOX  
 BACH GUILD • BLUE NOTE • ARTIA  
 PETER PAN • PRESTIGE • E S P  
 DIPLOMAT • PLANET • LYRICHORD  
 TURNABOUT

**MUSIMART LIMITED**  
 IMPORTERS AND DISTRIBUTORS  
 970 McEACHRAN AVE. • MONTREAL

# RPM Music Weekly

CANADA'S  
WEEKLY  
PAPER  
TO THE  
MUSIC  
INDUSTRY

Canada & U.S. \$5. per year  
\$10. first class  
Other countries \$15. per year  
\$30. by air

**Free**  
TO  
SUBSCRIBERS  
(SINGLE COPY  
PRICE \$5.)



**CANADIAN  
MUSIC  
INDUSTRY  
DIRECTORY**

**CENTENNIAL  
EDITION - 1967**

continued

Yolanda (BMI), PO Box 912, Moncton, N.B. Tel: (506) 389-1314. Pres. & Gen. Mgr.: William D. Milton.

● **sheet music jobbers**

Canadian Music Sales, 58 Advance Rd., Toronto, Ont. Tel: (416) 239-2361.  
Leeds Music, 215 Victoria St., Toronto, Ont. Tel: (416) 362-1403.  
Gordon Thompson, 32 Alcorn Ave., Toronto, Ont. Tel: (416) 923-7329/7935.  
Whaley Royce, 310 Yonge St., Toronto, Ont. Tel: (416) 362-6776.

● **distributors**

**Alberta**

● **CALGARY (Area Code 403)**  
Acklands, 4124 Ninth St. S.E. Tel: 243-4291. Mgr.: Wayne Langton.  
Home office: Montreal, P.Q., Compo.  
Distributes: Decca, Apex Product.  
Central Recs., 4511 Manitoba Rd. S.E.  
Labels: Audio Fidelity, Cadet, Checker, Chess, Delta, Jewel, Kapp, King, Little Darlin', Motown, New Syndrome, Paula, Phonodisque, Regency, Regis, Tamla.  
London, 628 11 Ave. S.W. Tel: 264-5605. Mgr.: John Toews.  
Home office: Montreal, P.Q. (see for products distributed).  
RCA Victor, 4120 Sixth St. S.E. Tel: CH 3-4661. Mgr.: R. Girouard; Sales Reps.: K. Clark & B. Haugen.  
Home office: Montreal, P.Q.  
Distributes: RCA Victor Product.  
Taylor, Pearson & Carson Rec. Div., PO Box 7000. Tel: 264-3494. Mgr.: John H. Watson.  
Branches: Edmonton, Alta.; Vancouver, B.C.  
Labels: A&M, Acta, Amy, Atco, Atlantic, BT Puppy, Barry, Bell, Brook-lyn, Cameo, Carla, Cast, Contact, Dial, Dot, Dunwich, DynoVoice, Fame, Focus, Fontaine, Goldwax, Hamilton, Heliodor, Hickory, Jubilee, Kama Sutra, Karen, Laurie, Leo the Lion, Lion, MGM, Mala, Metro, Musicland, New Voice, Parkway, Quality, Reo, Ric, Scepter, Stax, VSP, Verve, Volt, Wand, Wyncote, York.  
Tape: (reel-to-reel & cartridge) A&M, Atco, Atlantic, Bell, Dot, DynoVoice, Kama Sutra, MGM, New Voice, Quality, Verve.  
Tape playback equip: Automatic Radio (Titan).

● **EDMONTON (Area Code 403)**

Acklands, 10304 108 St. Tel: 429-1781. Mgr.: Wayne Langton; Rep.: Jack Williams.  
Home office: Lachine, P.Q., Compo.  
Distributes: Decca, Apex Product.  
Arc Sound, 6811 104 St. Tel: 434-3372. Mgr.: Ken Newby.  
Home office: Toronto, Ont. (see for products distributed).  
Canadian Electronics, 10552-A 114 St. Tel: 424-3988. Mgr.: M. Byron; Promo.: J. Davies. (see Columbia, Toronto, Ont. for product distributed).  
Taylor, Pearson & Carson Rec. Div., 11505 106 Ave. Tel: 429-1721. Sales: John Ford.  
Home office: Calgary, Alta. (see for products distributed).  
Van Dusen Bros., 10528 123 St. Tel: 488-0440. Mgr. & Promo.: William Maxim; Sales: Bruce Ferguson & Mike Stech.  
Labels: Capitol, Angel, Buena Vista, Canadian Francais, Cavalier, Cricket, Disneyland, Hilltop, Hilltop Gospel, Living Language, Melodiya, Movietone, Odeon, Parlophone, Pathe, Pickwick, Roman, Seraphim, Studio Two, 20th-Fox, Vee Recs., Waverley, Yorktown, Young People's Recs.  
Tape: (reel-to-reel & cartridge). Capitol, Angel.  
Musical accessories: needles, etc. (Duotone), carrying cases.

**British Columbia**

● **VANCOUVER (Area Code 604)**

Emerson Sales, 1859 W. Fourth Ave. Zone: 9. Tel: 733-3525. Mgrs.: Emerson & Don Short.  
Johnston Appliances, 5239 Victoria Dr. Zone: 16. Tel: FA 5-3261. Mgr.: Miss Pat van Kleeck.  
Home office: Montreal, P.Q., Compo.  
Distributes: Decca, Apex Product.  
London, 3166 Lake City Way, Lake City Ind'l Park. Tel: 366-5841. Mgr.: Ormond L. Jones.  
Home office: Montreal, P.Q. (see for products distributed).  
Phonodisc, 3931 E. Hastings St., Burnaby. Mgr.: Frank Weaver.  
Home office: Toronto, Ont. (see for products distributed).  
RCA Victor, 2876 Rupert St. Tel: 433-6881. Mgr.: G. A. Bell; Rec. Mgr.: R. Levasseur.  
Home office: Montreal, P.Q.  
Distributes: RCA Victor Product.  
Select Music, 1803 Commercial Dr.  
Labels: Capitol, Angel, Disneyland, Melodiya, Movietone, Odeon, Parlophone, Pathe, Pickwick, Seraphim, Studio Two, 20th-Fox, Waverley.  
Distributes: other Capitol, Angel Product.

RPM MUSIC WEEKLY  
1560 Bayview Avenue  
Toronto 17, CANADA

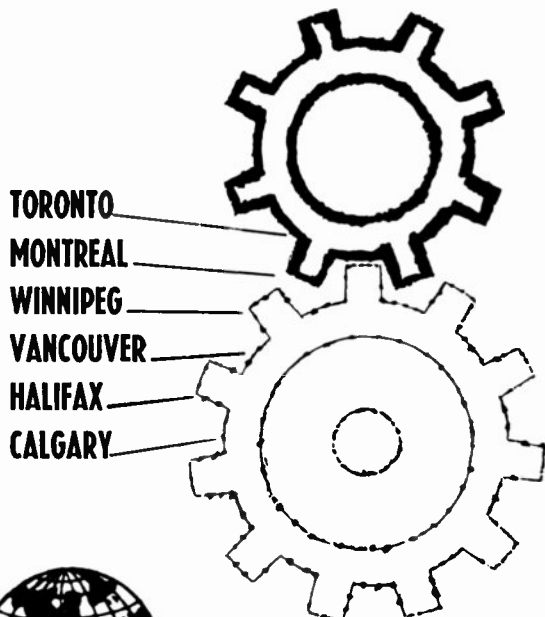
Enclosed find \$\_\_\_\_\_ for one years subscription to RPM Music Weekly (52 issues)

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

**YOUNG DYNAMIC INDEPENDENT RECORD ORGANIZATION  
WITH A VAST EXPERIENCE IN THE CANADIAN MARKET**



**GEARED  
FOR  
EFFICIENT  
COAST  
TO COAST  
DISTRIBUTION**



**TRANS WORLD  
RECORD CO. INC.**

1180 ST. ANTOINE ST., MONTREAL, QUEBEC  
CONTACT: ART YOUNG PH.: 514 — 866-2884

Taylor, Pearson & Carson Rec. Div., 2182 W. 12 Ave. Zone: 2. Tel: 253-1533.  
Home office: Calgary, Alta. (see for products distributed).

Van Horne Electric Supply, 550 Cambie St. Tel: 684-3321. Pres.: E. R. Gordon; Sales Mgr.: D. Radecki; Promo.: Mrs. Alma Cummings.  
Labels: Columbia, Barclay, CBS, Date, Epic, Go-Go, Harmony, Jacques Canetti Presents, Musicor Nashville, Ode, Odyssey, Okeh, Old Town, Perfect, Rojac, Starday.  
Tape: (reel-to-reel) Columbia, Epic; (cartridge) Columbia.

Wholesale Appliances, 8401 Fraser St. Zone: 15. Tel: 325-3281. Rec. Mgr.: H. A. (Art) Miller; Promo.: Jerry Lazarowich & Richard Watt.  
Territories: Alberta, British Columbia.  
Labels: ABC, Acapella, Allied, Award Artist, Bang, Battle, Bluesway, Broadside, Colortone, Command, Contemporary, Conversaphone, Dance Along, Dover, Elektra, Eurotone, Fax, Fiesta, Folkways, Good Time Jazz, Grand Award, Grecophon, HiFi, Hollywood, Impulse, Jazzland, Life, Listen & Learn, Lumby, MTA, Mainstream, Mira, Mirwood, Murmil, Music Guild, Nonesuch, Pye, Red Leaf, Repeat, Riverside, Roulette, Simon Says, Sparton, Spoken Arts, Steno Speed, Summit, Surrey, Tangerine, Tartan, Tiffany, Time, Verve/Folkways, Westminster, Whitehall, Wonderland, World Artist.  
Tape: (cartridge) ITCC.  
Musical accessories: needles (Astatic).

## Manitoba

### • WINNIPEG (Area Code 204)

Arc Sound, 1436 Erin St. Tel: 943-4087. Mgr.: Garnet Armstrong.  
Home office: Toronto, Ont. (see for products distributed).

Eagle, Box 3539 Zone: 4. Tel: 582-5287. Mgr.: R. W. Nowosad.  
Labels: Eagle, Frontier, Klondike, Murray Banks, Palamino, Red Leaf, Ruler.

Electrical Supplies, 312 William Ave. Zone: 2. Tel: WH 3-8491. Mgr.: W. L. Bright.  
Labels: Capitol, Angel, Disneyland, Melodiya, Odeon (Denmark, Germany, India, Italy, Spain, United Kingdom), Parlophone, Pathe (France), Pickwick, Seraphim, Studio Two, 20th-Fox, Waverley.  
Distributes: other Capitol, Angel Product.

Laurel, PO Box 1021. Zone: 1. Tel: 783-0436.  
Label: New Syndrome.

London, 654 King Edward St. Tel: 772-4315. Mgr.: Gerry Young.  
Home office: Montreal, P.Q. (see for products distributed).

Phonodisc, 1299 Strathcona St. Mgr.: Walter Sokulsky.  
Home office: Toronto, Ont. (see for products distributed).

Quality, Galt Bldg., 4th Fl. Tel: WH 3-6563. Mgr.: Chuck Porter.  
Home office: Toronto, Ont. (see for products distributed).

RCA Victor, 2070 Notre Dame Ave., St. James. Zone: 21. Tel: 772-0481. Mgr.: R. T. Nugent; Sales Rep.: D. Anderson.  
Home office: Montreal, P.Q.  
Distributes: RCA Victor Product.

Thomas Rathwell, 575 Roseberry St., St. James. Tel: SP 4-4561. Pres.: Thomas Rathwell.  
Home office: Montreal, P.Q., Compo.  
Distributes: Decca, Apex Product.

Trans World, 1299 Strathcona. Tel: SU 3-0436. Mgr.: Ethel Gore Smith.  
Home office: Montreal, P.Q. (see for products distributed).

## New Brunswick

### • MONCTON (Area Code 506)

R. W. Crawford, 152 Alberta St.

## Nova Scotia

### • AMHERST (Area Code 902)

Canadian Assemblies, Station St. Tel: 667-3309. Mgr.: W. S. A. Daley; Promo.: Ted Evans.  
Labels: A&M, Amy, Atco, Atlantic, BT Puppy, Barry, Bell, Cameo, Dial, Dot, Hickory, Jubilee, Kama Sutra, Laurie, MGM, Parkway, Quality, Reo, Scepter, Stax, Verve, Volt, Wand.  
Tape: (reel-to-reel & cartridge) A&M, Atco, Atlantic, Dot, Kama Sutra, MGM, Quality, Verve.

Waldale, Station St. Tel: 667-3308. Pres.: W. S. A. Daley.  
Home office: Montreal, P.Q., Compo.  
Distributes: Decca, Apex Product.

### • HALIFAX (Area Code 902)

Allied, 3285 Dutch Village Rd. Tel: 455-0961. Sales Mgr.: George Spencer.  
Home office: Toronto, Ont. (see for product distribution).

RCA Victor, 3611 Commission St. Tel: 455-7247. Sales Rep.: Hanson Josey.  
Home office: Montreal, P.Q.  
Distributes: RCA Victor Product.

## Ontario

### • LONDON (Area Code 519)

SPARTON, Box 2125. Tel: 455-6320. VP & Rec. Mgr.: W. L. Page; Promo. Mgr.: Joe Pariselli.  
Labels: Sparton, ABC, Command, Contemporary, Eurotone, HiFi, Life Series, Impulse, Mira, Mirwood, Summit, Surrey, Stone, Tiffany, Westminster.  
Branches: Toronto, Ont.; Montreal, P.Q.  
Tape: (cartridge) ABC, Impulse, Command. (SEE ADVERTISEMENT)

### • OSHAWA (Area Code 416)

Robert J. Sone Assoc., Box 703.

### • TORONTO METROPOLITAN AREA (Area Code 416)

ALLIED, 110 Barbados Blvd., Scarboro. Tel: 267-4460. Pres.: Bruce Beatty; Gen. Mgr.: Jack Boswell; Promo.: Frank McManaman.  
Branches: Montreal West, P.Q.; Halifax, N.S.  
Labels: Allied, Alliance, Bang, Compass, Elektra, Nonesuch, Pye, Roulette, Time.  
Musical accessories: guitar (Recoton). (SEE ADVERTISEMENT)

Apex, 76 Colville Rd. Zone: 15. Tel: 249-7551. Mgr.: George Offer.  
Home office: Montreal, P.Q., Compo.  
Distributes: Decca, Apex Product.

ARC SOUND, 20 Cranfield Rd. Zone: 16. Tel: 751-1613. Cable: ARCSOUND. Pres.: Phil G. Anderson; VP: Bill Gilliland  
Branches: Edmonton, Alta.  
Int'l branch: USA, Buffalo, N.Y.  
Labels: Arc, International Artist, Arc Int'l, Audio Spectrum, Carnaby, Go-Go, Golden, Hanna-Barbera, Somerset, Stereodivities, Yorkville. (SEE ADVERTISEMENT)

Canadian Music Sales, 58 Advance Rd. Zone 18. Tel: 239-2361. Pres.: T. St. Clair Low.  
Labels: Alma, Ariola, Bravo, Bruno, Budapest, Cetra, Coliseum, Dominion, Educo, 49th State Hawaii, Hazam, MMO, Turul, Universal.

continued on page 214

Want to know about the many faces of the record business in Canada . . .



Just ask Bob Stone or Harold Pounds . . . we've had four number one records in the past five months . . . we don't just distribute records . . . we sell records.



A ROBERT J. Stone OF CANADA LIMITED COMPANY

Post Office Box 703, Oshawa / Canada 416-723-0898



*the oldest  
and largest  
front cover  
printers and  
jacket makers  
in  
CANADA*

- WE guarantee our quality
- WE are FAST and EFFICIENT
- WE are economy-minded
- WE offer a complete service to the industry with the acquisition of jacket-making equipment

From: COVER CONCEPT  
To: FINISHED JACKET

**SHIPPED DIRECT TO  
RECORD MANUFACTURERS**

**PARR'S PRINT  
AND LITHO LTD**  
625 YONGE STREET  
TORONTO, ONTARIO  
TELEPHONE 925-5166

*continued*

**CAPITOL**, 3109 American Dr., Malton, Tel: 677-5050. Cable: CAPITOLREC. VP & Gen. Mgr.: G. Edward Leatham; VP & Sales Dir.: E. Taylor Campbell; Sales Promo. & Adv. Dir.: Paul White.

**Branch:** Montreal, P.Q.  
**Labels:** Capitol, Angel, Disneyland, Melodiya, Movietone, Odeon, Parlophone, Pathe, Pickwick, Seraphim, Studio Two, 20th-Fox, Waverley.  
**Distributes:** other Capitol, Angel Product. (SEE ADVERTISEMENT)

**CARAVAN REC. SALES**, 117 Midwest Rd., Scarborough. Tel: 757-2455. Mgr.: Frank P. Swain; Promo.: Paul Clark & John Irvine.

**Affiliate:** Montreal, P.Q., Trans World.  
**Labels:** Carinia, Casl, Clip, Design, Eagle, Fiesta, Ital, Merrydisc, Murray, Banks, Muza, New Syndrome, Qualiton, Rebel, Red Leaf, Ruler, Tamarac, Trans Canada, Ukranian, V Recs., Vogue.  
**Musical accessories:** needles, etc. (Walco). (SEE ADVERTISEMENT)

**COLUMBIA**, 1113 Leslie St., Don Mills. Tel: 444-6651/2/3. Mgr.: William Eaton; Promo.: C. Camilleri.

**Branch:** Montreal, P.Q.  
**Label:** Columbia, Epic, Okeh, Date, Odyssey, Harmony, Harmonie, CBS, Nashville, Starday, Ode, Musicor, Barclay, GoGo, Rojac, Jacques Canetti Presents, Old Town.  
**Distributes:** other Columbia Product. (SEE ADVERTISEMENT)

**Evangelical Publ'rs**, 241 Yonge St. Tel: 363-6341. Contacts: Archibald J. Stewart & Larry Gillians.  
**Labels:** Christian Faith (Alma), Supreme, Cornerstone, Console, Pilgrim, Audio Book, Voice of Scripture.

**H & H**, 34 Habitant Dr., Weston. Tel: 249-0726. Mgr.: Hal A. Hill; Promo.: John W. Norris.

**Labels:** Arhoolie, Audio Precision, Audiophile, Almanac, Bakton, Blues Classics, Cavalier, Centre, County, Delmark, Emerald, Exclusive, Euphonic, Folk-Legacy, Folk-Lyric, Folklore, GHB, Happy Jazz, Historical Jazz, Jansco, Jazz Crusade, Jazz Treasury, Jazzology, Melodeon, Merry Makers, Milneburg, Nobility, Old-Timey, Origin, Pearl, Pinnacle, Portents, Rarest of Fats Waller, San Jacinto, Scroll, Seventy Seven, Sounds, Southland, Spivey, Takoma, Testament, VJM, Vulkan, Windin' Ball, Yorkshire.

**London**, 1630 Midland Ave. Tel: 755-3373. Mgr.: Gilles Aubin.

**Home office:** Montreal, P.Q. (see for products distributed).

**Phonodisc**, 355 King St. W. Pres.: D. A. McKim; Sales Mgr.: Hal Ross; Promo. Mgr.: Ken McFarland.

**Branches:** Vancouver, B.C.; Winnipeg, Man.; Montreal, P.Q.

**Labels:** Audio Fidelity, Bomark, Cadet, Checker, Chess, Delta, Jewel, Kapp, King, Little Darlin', Paula, Phonodisque, Regency, Regis, Star Shot, Tama/Motown.

**QUALITY**, 380 Birchmount Rd., Scarborough. Tel: 698-5511. VP & Mgr's Dir.: George L. Keane; Sales Mgr.: Lee W. Farley; Promo. Mgr.: Harold Winslow. AND: 130 Mack Ave. Tel: 698-5643. Mgr.: Harold Gallant.

**Branches:** Winnipeg, Man.; Montreal, P.Q.  
**Labels:** Quality, A&M, Amy, Atco, Atlantic, Barry, Cameo, Dot, Hickory, Jubilee, Kama Sutra, Laurie, MGM, Parkway, Reo, Scepter, Verve, Wand.

**Labels:** (reel-to-reel & cartridge) same as record labels.

**Tape playback equip.:** Automatic Radio of Canada. (SEE ADVERTISEMENT)

**RCA Victor**, 1450 Castlefield Ave. Tel: 762-7311. Rec. Sales Mgr.: J. R. Feeney; Promo. Rep.: Ed Preston.

**Home office:** Montreal, P.Q.  
**Distributes:** RCA Victor Product.

**Harold S. Smith Assocs.** (mfr. dist. rep.), 110 St. Clair Ave. W. Zone: 7. Tel: 924-4314. Pres.: Harold S. Smith.

**Companies represented:** Almada, Archambault, Walco Electronics.

**Sparton**, 57 Ingram Dr. Tel: 247-7441. Mgr.: Joe Pariselli.

**Home office:** London, Ont. (see for products distributed).

**Trans World**, 117 Midwest Rd., Scarboro. Tel: 759-1638. Mgr.: Frank Swain; Promo.: Paul Clark & John Irvine.

**Home office:** Montreal, P.Q. (see for products distributed).

**Quebec**

- **MONTREAL (Area Code 514)**

**ALMADA**, 380 Craig St. W. Tel: 844-4006. Cable: CHANGERS. Contacts: Aaron Lipsin & Marvin A. Drimer.

**Labels:** Alector, Allegro, American Rusalka, Archive of Folk Music, Archive of Piano Music, Arka, Banner, Baronet, Baroque, Cambridge, Cetra, Chwgli Dnistra, Colonial, La Comedie Francaise, Concert Disc, Connoisseur Society, Coronet, Counterpoint, Design, Desto, Drum Boy, Duna, Eros, Esoteric, Everset, Gran Disco, Happy Time, Haydn Society, Ital, Janus, Jay Jay, Kelit, Living Language, Mace, Monitor, Mykola Denysiuk, Nina, Olympia, Pan, Period,

Pirouette, Premier, Renaissance, Saga, Scala, Society, Spinorama, Standard, Stradivari, Sunshine, Supradidac, Tradition, Twinkle, Venus, Washington, Young People's Recs.  
**Tape:** (reel-to-reel) Concertapes, Everest, Pan Canada.

**Tape playback equip.:** Craig Panorama.  
**Musical Accessories:** needles & cartridges (Astatic), guitar amps (Regal). (SEE ADVERTISEMENT)

**Allied**, 124 Ronald Dr., Montreal West. Tel: 489-9729. Sales Mgr.: Bill Fisher.

**Home office:** Toronto, Ont. (see for products distributed).

**ARCHAMBAULT**, 500 St. Catherine St. E. Tel: 849-6201. Cable: ARCHMUSIC. Mgr.: Rosaire Archambault; Promo.: Claude Menard, Richard Belec, Claude Gagnon.

**Labels:** Select, Alouette, Coq Sonore, Assimil Language Courses, Studio SM, Musidisc, Belair, Festival, Erato, Ades, Trianon, Chant Du Monde, Boite A Musique, L'Encyclopedie Sonore, Lumen, Jetricho, Pleiade, Cyncus, Valois, Charlin. (SEE ADVERTISEMENT)

**Capitol**, 155 Port Royal W. Zone: 11. Tel: 389-3588.

**Home office:** Toronto, Ont. (see for products distributed).

**Columbia**, 1168 Montee de Liesse. Tel: 748-9648. Mgr.: J. J. Williams; Promo.: J. Frechette.

**Home office:** Toronto, Ont. (see for products distributed).

**COMPO**, 2377 Remembrance St., Lachine. Tel: 637-2561. Cable: COMPOCO. VP & Gen. Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D. Roberts; Sales Mgr.: (Apex Div.) Lee Armstrong.

**Branches:** Edmonton & Calgary, Alta., Acklands—Vancouver, B.C., Johnston Appliances—Winnipeg, Man., Thomas Rathwell—Amherst, N.S., Waidale—Toronto, Ont., Apex.

**Labels:** (Decca Div.) Decca, Coral, Brunswick, Vocalion, Caedmon, LHI; (Apex Div.) Accent, Apex, Carnival, Challenge, Crescendo, Diamond, Double Shot, Lero, Point, Project 3, Soma, UNI, United Artists.

**Tape:** (reel-to-reel & cartridge) Decca, Coral, Brunswick, Crescendo, United Artists, Project 3. (SEE ADVERTISEMENT)

**Erpol Music**, Belgo Bldg., Suite 523, 372 St. Catherine St. W. Zone: 2. Tel: 861-3106. Mgr.: Ernest Pollak.

**Labels:** Baidaphon, Bartok, Cantilena, Bonita, C. N. Rood, Mexican Columbia, Cymbal, Da Camera, Eco (Mexico), Elite, Eterna, Favorit, Fidelity Sound, Italdisc, Kabarett, Lebendiges Wort, Montilla, Music, Perico, Preiser, Promi-

*Ed. Archambault*  
INC

500 St. Catherine St. E.  
Montreal 24, Canada  
849-6201

**RECORD MANUFACTURERS**

- **SELECT**  
The largest independent  
Canadian Label

- **ALOUETTE**

**RECORD DISTRIBUTORS**

- Classical, Religious, Literary and Popular Records imported from France
- Language Courses (Books and Records)

**MUSIC PUBLISHERS**

**DEALERS AND IMPORTERS**

Sheet Music  
Records  
Pianos  
Organs  
Band & Orchestra Instruments



nente Stimme, Rico Vox, Rococo, Son-Art, Style, Symco, Unikum.  
**Musical Accessories:** adapters for 45 rpm, plastic sleeves.  
**LONDON, 190 Graveline Rd., St. Laurent. Tel: 631-2061. Pres.: F. C. Jamieson; Sales Mgr.: A. G. Bilodeau; Mgr.: Jean Desrosiers.**  
**Branches:** Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man.; Toronto, Ont.  
**Labels:** Ace of Clubs, Ace of Diamonds, Aramac, Aragon, Argo, Backbeat, Banff, Beltona, Campus, Caprice, Celtic, Click, Coliseum, Das Alte Werke, Deram, Disco-Prestige, Dolton, Duke, Durium, Elysee, Emarcy, Europa, Fontana, France-Canada, Galazy, Hi, Imperial, Jamie, Jupiter, Liberty, Limelight, London, Melbourne, Mercury, Minit, Mobile Fidelity, Monument, L'Oiseau Lyre, Ossor, Pacific Jazz, Parrot, Pergola, Philips, Philles, Press, Rheims, Richmond, Rodeo, Rusticana, Saturne, Smash, Societe Francaise Du Son, Soul City, Sound Stage 7, Sun, Sunset, T-G, Telefunken, Tempo, Viva, Wing, World Pacific.  
**Tags: (cartridge)** Fontana, Liberty, Limelight, London, Mercury, Philips, Smash. (SEE ADVERTISEMENT)  
**MUSIMART, 970 McEachran Ave. Zone: 8. Tel: 273-8354.**  
**Labels:** Vanguard, Bach Guild, Vox, Blue Note, Polydor, Urania, Parliament, Pierrot, Peter Pan, Artia, Apple Honey, Betty White, Conversaphone, Copley, Dana, Diplomat, ESP-Disk, Guest Star, Lyrichord, Melodia, Panda, Planet, Prestige, Dyer-Bennet, Library Editions, Stinson, Tikva, Tip, Turnabout.  
**Musical accessories:** needles (Goldring, Meritone, Phanstiehl, Puli), cleaning cloths, racks, 45 rpm adaptors, turntable pads, envelopes, carrying case, record cleaner, record brushes (also with tone-arm lift). (SEE ADVERTISEMENT)  
**Phonodisc, 809 William St. Mgr.: James Corbett. Home office: Toronto, Ont. (see for products distributed).**  
**Quality, 2215 Beaconsfield Ave., Rm. 4. Zone: 28. Tel: HU 1-1167. Mgr.: Les Gardiner. Home office: Toronto, Ont. (see for products distributed).**  
**RCA VICTOR, 1001 Lenoir St. Tel.: 933-7551. VP & Gen. Mgr. (Rec. Div.): G. I. Harrison; Sales & Mds'g Mgr.: Knox Coupland; Mgrs: (RCA Victor) Andy Nagy, (Camden & other) Bill Patterson, (French Prod.) Roger Belair. AND: 5575 Royalmount Ave. Tel: 342-9220. Rec. Sales Mgr.: J. G. Bergeron; Promo.: Gaston Careau.  
**Branches:** Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man.; Halifax, N.S.; Toronto, Ont.  
**Labels:** RCA Victor, Camden, Gala, Canada**

Int'l, Colgems, Dunhill, Strike, Request, Gaiety, Elite.  
**Tags: (reel-to-reel & cartridge)** RCA Victor, Camden.  
**Tags playback equip.:** RCA Victor. (SEE ADVERTISEMENT)  
**R M P Rec. Sales, 183 Bates Rd., Town of Mount Royal. Tel: 739-5662. Gen. Mgr.: Leslie Faludi; Promo.: Leslie Faludi & Eric Boucher. Labels: Arc, Somerset, Somerset Stereo, GLP, HLP, International Artists, MW.**  
**Sparton, 200 Bates Rd. Tel: 739-1995. Mgr.: Dave Grief. Home office: London, Ont. (see for products distributed).**  
**TRANS-CANADA, 189 Rockland Rd., Town of Mt. Royal. Zone: 16. Tel: 731-8571. Pres.: Jean-Paul Rickner; Promo.: Michel Constantineau & Jean-Pierre Devoyault. Labels: AZ, Vogue, Carib, Carrousel, Tel-disc, Tournesol, Fantastico, Gamma, Dorval, Franco-Elite, Jeunesse-Franco, Trans-Canada. (SEE ADVERTISEMENT)  
**TRANS WORLD, 1180 St. Antoine St. Tel: 866-2884. Mgr.: Art Young; Promo.: S. Rubin. Branch: Winnipeg, Man.; Toronto, Ont. Labels: Ash, Battle, Blanche Neige, Broadside, Canterbury, Disque Monde, Dover, Elegante, Fantasy, Fiesta, Folkways/Scholastic, Grecophon, Mainstream, Mark II, Montagnard, Murray Banks, Red Leaf, Riverside, Spoken Arts, Spoken Word, Trans World, V Recs., Verve/Folkways, Wonderland. (SEE ADVERTISEMENT)  
**• QUEBEC CITY (Area Code 418)**  
**Disbec, 169 Jacques-Cartier Blvd., Mont-Joli. Tel: 775-7226. Mgr.: Raymond Paradis; Sales Rep.: Carol Coulombe. Labels: (Capitol) Seraphim, Angel, Pathe, 20th-Fox, Pickwick, Disneyland; (Columbia) Epic, Musicor, Barclay, Starday, Nashville; (Compo) Apex, Carnival, Crescendo, Lero, Point, Project 3, Reprise, United Artist, Warner Bros.; (London) Richmond, Belair, Philips, Dolton, Elysee, Rusticana, Celtic, Argo, Duke, Banff, Saturne, Deram, Coliseum, Era, France-Canada, Fontana, Jupiter, Parrot, Press, Mercury, Smash, Sun, Sunset, Rheims, Telefunken, Monument, World Pacific, Viva, Wing, Venus, Pergola; (Quality) A&M, Atco, Atlantic, Contact, Dot, Hickory, Jubilee, MGM, Metro, Reo, Verve; (Archambault) Select, Alouette, Coq Sonore, Assimil, Studio SM, Musidisc, Belair, Vega; (Allied) Bang, Pye, Roulette; (Musimart) Polydor, Prestige, Vox; (RCA Victor) all lines; Trans-Canada, Musique Service.******

Wilfrid Ouellet & Fils, 151 rue St. Germain, Rimouski, Tel: 723-8382. Contact: P. E. Ouellet. Labels: RCA Victor, Camden, Gala, Canada Int'l, Colgems, Dunhill, Strike, Request, Elite, Gaiety.

## Saskatchewan

• **REGINA (Area Code 306)**  
**A. A. Murphy & Sons, 2506 Dewdney Ave. Tel: 568-1333. Mgr.: Jack Crosby. Home Office: Saskatoon, Sask. Distributes: RCA Victor Product.**  
**• SASKATOON (Area Code 306)**  
**A. A. Murphy & Sons, Box 9200, St. George Ave. Tel: 652-6622. Mgr.: Phil Bateman; Promo.: Jack Smith, Pam Mertz, Bev Jahraus. Branch: Regina, Sask. Distributes: RCA Victor Product.**

## • rack jobbers

### Alberta

• **CALGARY (Area Code 403)**  
**Handleman, 4644 Pacific Rd. N.E. Tel: 276-2224. Mgr.: Narfi Olafson; Buyers: Narfi Olafson & Edna Hunter. Home office: USA, Detroit, Mich. Kensington, 117 16 Ave. S.W. Tel: 276-1931. Mgr.: R. Jonathan. Home office: Toronto, Ont., EMI.**  
**• EDMONTON (Area Code 403)**  
**Kensington, 10528 123 St. Tel: 482-4871. Mgr.: D. Gallagher. Home office: Toronto, Ont., EMI.**

### British Columbia

• **VANCOUVER (Area Code 604)**  
**Kensington, 120 W. Hastings St. Zone: 3. Tel: 683-7501. Mgr.: R. Gallo. Home office: Toronto, Ont., EMI.**

### Manitoba

• **WINNIPEG (Area Code 204)**  
**Kensington, 2166 Notre Dame Ave. Tel: 768-5871. Mgr.: J. Hewer. Home office: Toronto, Ont., EMI.**

*continued on page 216*

ARE  
 YOU  
 RECEIVING  
 YOUR  
**FULL SHARE**  
 OF  
 ROYALTIES  
 FROM  
 CANADA?

SMYTH COPYRIGHT SERVICES LIMITED.

1877 Saint Antoine Street.  
 Montreal, Canada  
 Telephone: (514) 935-6354  
 Cables: Components

*The  
 Canadian  
 Mechanical  
 Copyright  
 Service  
 for  
 Music  
 Publishers*

# Sound planning in Canada requires RCA VICTOR Recording Services.

Advanced acoustical equipment, technically the finest recording facilities custom-tailored to your needs. Unexcelled engineering, pressing and mastering skills. 3 and 4 track equipment, studios of all sizes. Complete services: mastering studio tapes, or your own tapes, tape duplication, remotes, recording, record

manufacturing, record jackets, creation of premium records. Just name it.



Montreal:  
1241 Guy Street,  
931-1871

Toronto:  
225 Mutual Street,  
363-3443

**CANADA**



**AGGRESSIVE  
DISTRIBUTION  
MERCHANDISING  
AND  
PROMOTION  
FROM  
COAST TO COAST**

**CONTACT:  
PHIL ANDERSON  
or  
BILL GILLILAND**

**ARC SOUND LTD.  
20 CRANFIELD RD.,  
TORONTO 16  
PHONE—(416) 751-1613  
CABLE—ARCSOUND**

DONALD LAUTREC—PIERRE LALONDE  
DOMINIQUE MICHEL—CLAUDE SOREL  
DENYSE FILIATRAULT—LES MISERABLES

THE LABEL  
OF STARS

GENE WILLIAMS—LES SINNERS  
LINE ANDRE—PIERRE LETOURNEAU  
MARC GELINAS—JEAN & STEVE

THE CANADIAN HITS ARE ON



SHIRLEY HARMER—GENE WILLIAMS  
DONALD LAUTREC—CHANTAL RENAUD  
DOMINIQUE MICHEL—CLAUDE SOREL  
SHIRLEY HARMER—PIERRE LALONDE  
LES MISERABLES—LES SINNERS  
DENYSE FILIATRAULT—MANON  
DONALD LAUTREC—CHANTAL RENAUD  
PIERRE LALONDE—LES SINNERS  
LES MYKELS—JEAN & STEVE  
MARC GELINAS—PIERRE LETOURNEAU  
LINE ANDRE—DONALD LAUTREC  
GENE WILLIAMS—LES MYKELS



4824 Cote des Neiges,  
Montréal, Québec, Canada—733-9673  
Distributed in Canada by  
London Records of Canada (1967) Ltd.

continued

## New Brunswick

● **MONCTON (Area Code 506)**  
Sherman Music Dists., 1540 Main St. Tel: 382-9373.  
Mgr.: James D. MacLeod. Buyer: Singles, Miss  
Y. Bourque; Albums, J. MacLeod.  
Home office: Ottawa, Ont.  
Waco Sales, 5 Oxford St., Release Area. Tel:  
855-3840. Contact: A. Clark.  
Home office: Toronto, Ont., EMI.

● **KINGSTON (Area Code 613)**  
Jack Slumkoski, 257 Avenue Rd. Tel: 544-2290.  
Owner: Jack Slumkoski. Buyers: Singles, Jan  
Slumkoski; Albums, James Slumkoski.  
Tape: Cartridge.

● **OTTAWA (Area Code 613)**  
Sherman Music Dists., 29 Baswater Ave. Tel:  
729-1421. Owners: Alex Sherman & Arnold  
Gosewich; Gen. Mgr.: Russell P. Wheaton.  
Buyers: Singles, Mrs. L. Giroux; Albums, C.  
Schnobb.  
Branch: Moncton, N. B.

● **TORONTO METROPOLITAN AREA  
(Area Code 416)**  
Canada Rec. Sales, 355 King St. W. Tel: 363-1019.  
Owner: H. Berne. Buyers: Singles, B. Ber-  
nadedetti; Albums, H. Berne.  
Electric & Musicals Inds. (EMI), 446 Birchmount  
Rd., Scarborough. Tel: 699-6082. Mgr.: L. S.  
Farquharson; Opns. Dir.: J. D. Macmillan.  
Branches: Calgary, Edmonton, Alta.; Vancouver,  
B.C.; Winnipeg, Man., Kensington Dists.—  
Moncton, N.B.; Scarborough, Ont.; Montreal,  
P.Q., Waco Sales—Regina, Sask., Kensington  
Dists.  
Handleman, 132 Manville Rd., Scarborough. Tel:  
759-1166. Mgr.: David Lewis. Buyers: Singles,  
Doris Fujioka; Albums, David Lewis.  
Home office: USA, Detroit, Mich.  
Mr. Music Rec. Dist., 20 Cranfield Rd. Zone 16.  
Tel: 751-1613. Mgr.: Phil G. Andersen.  
Waco Sales. Tel: 699-7175. Mgr.: J. Norris. (see  
EMI).

## Quebec

● **MONTREAL (Area Code 514)**  
R M P Rec. Sales, 183 Bates Rd., Town of Mount  
Royal. Tel: 739-5662. Owner & Mgr.: Leslie  
Faludi. Buyers: Singles, W. Taylor; Albums,  
Leslie Faludi.  
Waco Sales, 8713 Eighth Ave., Ville St. Michel.  
Tel: 729-1869. Mgr.: K. Michetti.  
Home office: Toronto, Ont., EMI

## Saskatchewan

● **REGINA (Area Code 306)**  
Kensington, 1374 Broad St. Tel: 031-2529. Mgr.:  
M. Mitchell.  
Home office: Toronto, Ont., EMI.

## ● one-stops

## New Brunswick

● **MONCTON (Area Code 506)**  
Sherman Music Dists., 1540 Main St. Tel: 382-9373.  
Mgr.: James D. MacLeod.  
Home office: Ottawa, Ont.

## Ontario

● **OTTAWA (Area Code 613)**  
Sherman Music Dists., 29 Baswater Ave. Tel:  
720-1421. Owners: Alex Sherman & Arnold  
Gosewich; Gen. Mgr.: Russell P. Wheaton.  
Buyers: Singles, Mrs. L. Giroux; Albums, C.  
Schnobb.  
Branch: Moncton, N.B.

● **TORONTO (Area Code 416)**  
Alldisc Dists., 146 Neville Park Blvd. Zone: 13.  
Tel: 691-9948. Owner, Mgr. & Buyer: Tony  
Frank.  
Tape: Reel-to-reel & cartridge.  
Canada Rec. Sales, 355 King St. W. Tel: 363-1019.  
Owner & Pres.: H. Berne. Buyers: Singles, B.  
Bernadedetti; Albums, H. Berne.  
Taylor's Rec. Sales, 66 Industry St. Tel: 766-6801.  
Owner & Pres.: H. Taylor Sr. Buyers: Singles,  
Jessie Taylor; Albums, Herbert Taylor Jr.  
Tape: Reel-to-reel & cartridge.

## Quebec

● **MONTREAL (Area Code 514)**  
MUSIQUE SERV., 189 Rockland Rd., Town of Mount  
Royal. Tel: 731-3462. Pres.: Rene Girard;  
Mgr.: U. T. Pilon; Buyer: Ludger Daoust.  
Branch: Quebec City, P.Q. (SEE ADVERTISE-  
MENT)

● **QUEBEC CITY (Area Code 418)**  
MUSIQUE SERV., 315 St. Paul. Tel: 524-4671. Mgr.:  
Tom Bouthillier; Buyer: Claudette Boucher.  
Home office: Montreal, P.Q. (SEE ADVERTISE-  
MENT)

● services & supplies

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

- American Federation of Musicians of the U.S. & Canada, 101 Thorncliffe Park Dr., Toronto 17, Ont. Tel: (416) 425-1831. Exec. Officer: 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: Richard Edmunds.
- Canadian Federation of Music Teachers Ass'ns, 11121 82 Ave., Apt. 740, Edmonton, Alta. Tel: (403) 439-2812. Contact: Robert Pounder.
- Canadian League of Composers (CLC), 33 Edward St., Toronto 2, Ont. Tel: (416) 364-8436. Pres.: Saul Irving Glick.
- Canadian Music Council, 183 Avondale Ave., Willowdale, Ont. Tel: (416) 221-4081. Sec'y: John Cozens.
- Canadian Music Educators Ass'n (CMEA), 31 Farmcote Rd., Don Mills, Ont. Tel: (416) 239-2361. Contact: Keith W. Bissell.
- Canadian Music Library Ass'n (CMLA), 12 Sussex Ave., Toronto 5, Ont. Tel: (416) 923-7614. Contact: Mrs. Ogreta McNeill.
- Canadian Music Publishers Ass'n (CMPA), Board of Trade Bldg., 11 Adelaide St. W., Toronto, Ont. Chm.: Ronald Napier.
- Canadian Record Manufacturers Ass'n, c/o Pres., George I. Harrison, RCA Victor, 1001 Lenoir St., Montreal, P.Q. Tel: (514) WE 3-7551.
- Federation of Canadian Music Festivals (FCMF), 1181 Portage Ave., Rm. 203, Winnipeg 10, Man. Sec'y: Richard W. Cooke.
- Les Jeunesses Musicales du Canada (JMC), 430 St. Joseph's Blvd. W., Montreal 8, P.Q. Tel: (514) 274-4378. Contact: Gilles Lefebvre.

**JACKET MANUFACTURERS**

**Ontario**

- **OSHAWA (Area Code 416)**  
Studio 13, PO Box 703, Tel: 723-0898. Contact: Robert J. Stone.
- continued on page 218*

HIT PARADE  
RADIO  
IN CANADA

CHUM 1050

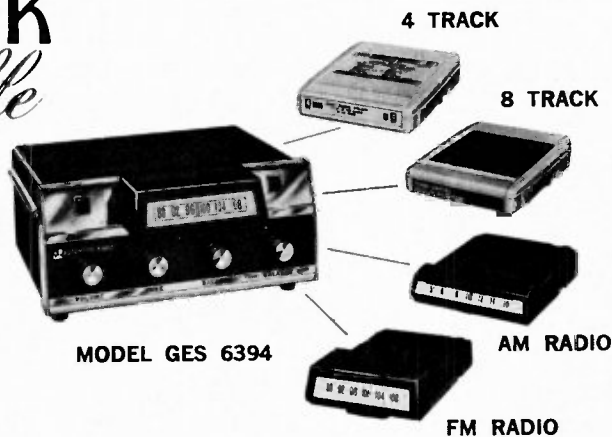
(the world's greatest radio station)

Bob McAdorey, Music Director,  
CHUM, Toronto 7, Canada

**FOR THE BEST IN STEREO IT'S ...**



**THE COMPLETE  
STEREO SOUND CENTRE  
CAR—BOAT—HOME**



**For further information wire or write to—**

**AUTOMATIC RADIO OF CANADA LTD.**  
25 BERMONDSEY RD., TORONTO 16, ONT.

**MANY MODELS  
TO CHOOSE FROM**

- MNE 6725**
- CFE 6745**
- CSE 6381**
- MEL 6740**
- GES 6394**

continued

R E Westerlund, N. Esplanad 37, Helsinki. Tel: 10396.

## ● supplies & services

**MUSIC LICENSING MANUFACTURERS**  
Saveltajain Tekijanoikeustoimisto Teosto r.y., Hietaniemenkatu 2, Helsinki.

## RECORDING STUDIOS

Aanitoisto, Mechelininku 19B, Helsinki 10. Tel: 494111.  
Elektrovox (Akkuteollisuus), Neitsytpolku 1, Helsinki.  
Filmi-aani, Film Sound Ltd., Annanankatu 16, Helsinki.  
Finnvox, Arinantie 8, Pitäjänmäki. Tel: 454523.  
Levytukka, Kirjatyöntekijänkatu 10, Helsinki. (Also tape duplication, record distribution, independent record production from offices at Fredrikinkatu 45A, Helsinki 10).  
Scandia, Sturenk 4, Helsinki.  
R E Westerlund, Sturenk 4, Helsinki.

## TRADE ORGANIZATIONS

Suomen Automaattiyhdistys r.y., It. Puistotie 6B, Helsinki 14. Tel: 61169. Cable: AUTOMAATTI. Pres.: Tuomas Tapala.  
Suomen Musiikkikauppiassliitto r.y., Klaavuntie 6 H 72, Helsinki 91.  
Suomen Söittöalan Tuottajaliitto, Mikonkatu 13A, Helsinki 19.  
Teosto (Composers Copyright Bureau), Hietaniemenkatu 2, Helsinki. Cable: TEOSTO. Mgr.: Martti Turunen.

## ● music festivals

Helsinki Festival, Helsinki.  
Dates: May-June.  
Turku Music Days, Musikaliska Sällskapet, Turku.  
Dates: End of May.

# FRANCE

Population: 49,650,200.  
Per capita income: \$2,134.  
Official rate of exchange: \$1 (US) = 5 francs.  
No. of homes with record players: 4,851,000 (31.5% of total).  
Records sold domestically: LP's 1966-10,500,000 units; 1965-12,500,000 units; down 16%. EP's 1966-24,000,000 units; 1965-28,500,000 units; down 16%. Singles 1966-2,500,000 units; 1965-3,000,000 units; down 16%.  
Records imported from USA (factory value): 1966-\$211,400; 1965-\$221,800.  
Records exported to USA (factory value): 1966-\$217,800; 1965-\$202,200.  
Average retail price per record: LP-\$4.55; EP-\$2; single-\$1.

Store sales: 10% of total sales.  
Record club sales: 5% of total sales.  
Tape: The Philips musiccassette system prevails with more than a quarter of a million playback units sold in 1966, but cassette sales are slow at fractionally more than one per playback unit. Four track stereo, imported from Japan, is now established in France with an estimated 10,000 playback units sold.

Type of distribution: Almost exclusively manufacturer-to-retailer. Record wholesalers exist to supply juke box requirements.

Discounting: Frequent in Paris, around 9% of total sales.

Type of promotion: France Inter (ORTF) and the peripheral commercial stations (Radio Luxembourg and Europe No. 1) are the main radio promotion channels. Increasing exposure to record artists is noted on the two ORTF TV channels. Fan magazines, such as "Salut les Copains," (nearly 1 million sales monthly) are also an aid to record companies.

No. of juke boxes: 30,000.

Radio stations: no commercial; 1 government-AM/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 Vallées in Andorra) feature a high pop record content in their programs and are received in southern France.

TV Stations: 2 channels; 2 government-no commercial.

Type of programming: There is a trend toward increasing emphasis on popular music on both channels.

TV sets: 5,582,000.  
Import-export regulations: 20% tax on imported records.

Holidays: January 1, May 1 (Labor Day), July 14 (Bastille Day), November 1 (All Saints Day), November 11 (Armistice Day), December 25 (Christmas), Madri Gras, Mi-Careme, Easter, Ascension, Whit Monday, Pentecost.

Mike Hennessey

## ● record manufacturers

A F A (Artistes Francais Associes), 29 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.52.47. Pres.: Freddy Carrara.

A R E A (Applications et Realisations Electriques et Acoustiques), 52 Av. Hoche, Paris 8. Zone: 75. Tel: 924.33.60. Cable: AREADIS. Pres.: Henri Froment; Dir.: Mme. H. de Rieux; A&R Mgrs.: M. Exiga, D. Filipacchi, J. P. Hebrard, G. Lafarge; Sales & Mktg. Dir.: J. Buche; Pub. Dir.: Mlle. M. Bulet; Press: R. Toutan; PR Dir.: Classical: R. Bourdin.  
Labels: RCA Victor.

A Z (see Disc'AZ).  
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: Ades, Anthologie Sonore, Domaine Musical, Florilege, Petit Menestrel, Poetes d'Aujourd'hui, (distributed by Polydor).  
Int'l reps.: Belgium (Disco-Livret), Canada (Archambault), Japan (Philips), Switzerland (Disques Office), USA (Everest).  
Anthologie Sonore (see Ades).

B A M (Boite a Musique), 133 Blvd. Raspail, Paris 6. Zone: 75. Tel: 548.16.12. Pres. & A&R: Albert Levi Alvares; Comm'l Dir.: Odile Levi Alvares; Pub. & Adv.: Robert Planet.  
Labels: Boite a Musique, Fine Fleur.

BARCLAY, 143 Av. de Neuilly, Neuilly-sur-Seine. Zone: 92. Tel: 722.60.30. Cable: BARCLAYDISC. Paris. Pres.: Eddie Barclay; Gen. Mgr.: Hubert Bailly; A&R Mgr.: Jean Fernandez; Comm'l Mgr.: Jo Milgram; Adv. Mgr.: Sophie Caillon; Prod'n Mgr.: Marcel Romanet; A&R Int'l Mgr.: Bernard de Bosson; Int'l: Henri Rossi.

Int'l branches: Belgium, Netherlands, Switzerland.  
Tape: (cartridge) cassette M&S, licensed to Philips.

Int'l firms represented: Atlantic (USA), BT Puppy (USA), Bang (USA), Big T (USA), Elenco (Brazil), HiFi (USA), Lena Forma (Brazil), Jubilee (USA), Monument (USA), RiFi (Italy), Supraphon (Czechoslovakia), 20th-Fox (USA), Yameta Prod'ns.

Int'l reps.: Algeria (Diffusion), Argentina (Disc Jockey), Austria (Amadeo), Brazil (RGE), Canada (CBS), Chile (Goluboff), Colombia (Orbe), Czechoslovakia (Supraphon), Denmark (Tono), Finland (Finnlevy), Germany (Metronome), Greece (Hedliss), Israel (Hed Arzi), Italy (RCA), Japan (King), Lebanon (Waiter), Mexico (Orfeon), New Zealand (EMI), Norway (Nordisc), Peru (El Virrey), Portugal (Radio Triunfo), Spain (Columbia), South Africa (EMI), Sweden (Metronome), Turkey (Grunberg Uruguay (Gioscia), Venezuela (Venevox). (SEE ADVERTISEMENT)

Baerenreiter (see Chant du Monde).  
Bel Air (see Musidisc Europe).  
Belvedere (see Elysee).

Black & Blue (see Monestier).  
Boite a Musique (see BAM).

C B S, 3 rue Freycinet, Paris 16. Zone: 75. Tel: 727.26.45. Pres. & Gen. Mgr.: Jacques Souplet; Ass't Mgtg Dir.: Jean Queignes; Prod'ns Mgrs.: Henri Renaud & Georges Kadar; Sales Mgr.: Francois Dacla; Pub. Mgr.: Christian Deffes; Masters Acquisition & Special Projects: Jacques Ferrari; Export Mgr.: Yves Masson.  
Tape: CBS, Epic (reel-to-reel) 4-tr. S, 8-tr. S, self-mfd.; (cartridge) cassette M&S, 4-tr. S, 8-tr. S, self-mfd.

This company represents: Date, Epic, Major, Musicor, Ode, Okeh (all USA), Critere, Maxi, Temporel.

C E D (Compagnie Europeenne du Disque), 5-7 rue Geoffroy-Marie, Paris 9. Zone: 75. Tel: 824.93.29. Cable: CEDISC. Pres.: Eddie Barclay; VP: Hubert Bailly; Exec. Mgr.: Marcel Aumont; Pop A&R Mgr., Pub., Promo. & Adv.: Leo Missir; Classical A&R Mgr.: Michel Garcin; Sales Mgr.: Gerard Deserbais; Int'l Label Mgr.: Bernard de Bosson; Int'l Sales Mgr.: Cyril Brillant. Tel: 770.76.33.

Int'l branches: Belgium, Netherlands, Switzerland (see Barclay).

Label: Riviera.  
Tape: Amadeo, Riviera (reel-to-reel) 4-tr. M&S; (cartridge) cassette.

This company represents: Amadeo (Austria), Atco, Cadet, Checker, Chess, Stax, Vanguard (all USA), Tempo (Spain), Erato, Jag, Rigolo. Int'l reps.: Argentina (Disc Jockey), Austria (Amadeo), Belgium (Cie. Phonographique Franco-Belge), Chile (Goluboff), Denmark (Tono), Eire (Major Minor), Germany (Ariola), Greece (General Publ'g), Israel (Unatex), Italy (CGD), Japan (King), Lebanon (Societe Libanaise du Disque), Morocco (Cameradis), Netherlands

(Barclay), Portugal (Radio Triunfo), Scandinavia (Sonet), Spain (Tempo), Switzerland (Barclay), Turkey (Grunberg Ticaret), United Kingdom (Major Minor), Venezuela (Fabrica Venezolana), Yugoslavia (Yugoslavska Knjiga).

C M F (see Pathe-Marconi).  
C N D (see Pathe-Marconi).

Canetti (see Polydor).  
Cathedrale (see Studio SM).

Cercle des Collectionneurs (see Guide Int'l de Disque).

Chant des Fideles (see Studio SM).

Chant du Monde, 32 rue Beaujon, Paris 8. Zone: 75. Tel: 924.67.73. Cable: CHAMODISC. Pres.: Jean Roire; VP: Jean Mialthe; Pop A&R: Mme. Yvette Loreilhe; Classical A&R: Georges Boyer-Comm'l Dir.: Andre Mercier; Pub. Dir.: Mlle. Anne Marical.  
Tape: (cartridge) cassette M&S, licensed to Philips.

This company represents: Baerenreiter (Germany), Folkways/Scholastic (USA), Agorilla, Cantate, Melodia, Roche, Valois.

Int'l reps.: Spain (Hisvavox), USA (Elektra, Monitor).

Charlin (see Festival).

Club des Grandes Vedettes (see Guide Int'l de Disque).

Columbia (see Pathe-Marconi).

Concert Hall (see Guide Int'l de Disque).

Concile (see Studio SM).

Contrepont (see Vogue).

DECCA (Societe Francaise du Son), 30 rue Beaujon Paris 8. Zone: 75. Tel: 924.19.01. Cable: DECCADIS. Pres.: Henri Froment; Dir.: Mme. H. de Rieux; Pop A&R Mgrs.: A. Evans & M. Exiga; Classical A&R Mgr.: G. Lafarge; Sales Dir.: C. Gagniere; Pub. Dir.: Mlle. M. Bulet; Press: Mme E. Filipacchi; PR Dir.: Classical: R. Bourdin.

This company represents: Ace of Hearts, Brunswick, Decca, Deram, London. (SEE ADVERTISEMENT)

Deesse (see Festival).

Deller (see Harmonia Mundi).

R. S. Hugues Desalle, (Realisations Sonores Hugues Desalle), 4 Villa du Pont de Grenelle, Paris 15. Zone: 75. Tel: 842.56.76.

Labels: Disques Culturels Francais, Francais de Notre Temps, Hommes d'Aujourd'hui.

Disc'AZ, 26 bis, rue Francois Premier, Paris 8. Zone: 75. Tel: 256.90.00. Pres. & Artistic Dir.: Lucien Morisse; Pub. Dir.: M. Crissmanovitch; Promo. Dir.: Alexa. (distributed by Vogue).

Discophiles Francais (see Pathe-Marconi).

Disques Culturels Francais (see R. S. Hugues Desalle listed under "D").

Disques de France (see Festival).

Domaine Musical (see Ades).

Ducretet Thomson (see Pathe-Marconi).

E M I (Industries Musicales et Electriques), (see Pathe-Marconi).

Elysee, 92 rue Thiers, Boulogne-Billancourt. Zone: 92. Tel: 825.30.94. Mgtg Dir., Sales & Mktg.: Emile Molina; Artistic Dir.: Meinhard Winkler.

Labels: Belvedere, Elysee.

Erato, 60 rue de la Chaussee d'Antin, Paris 9. Zone: 75. Tel: 874.78.71. Pres.: Philippe Loury; VP: Michel Garcin. (distributed by CED).

FESTIVAL (Disques de France), 3 rue de Gramont, Paris 2. Zone: 75. Tel: 742.96.10. Pres.: Pierre-Gilbert Duprat; Gen. Mgr.: Andre Chagneau; A&R Mgr.: Roger Marurani; Comm'l Mgr.: Jean-Louis Dasque; Adv. Dir.: Andre Tisserand; PR Mgr.: Monique Perrou; Prod'ns: Nicolas Perides & Jacques Bar-Sindress.

Labels: (owned) Festival, Janquilla, Totem; (distributed) Charlin, Deesse, Impact, Mouloudji; Orly.

Tape: Festival (cartridge) cassette M, licensed to Philips.

Int'l firms represented: Artone (Netherlands), CAM (Italy), CGD (Italy), Canusa (Canada), Cemed-Carosello (Italy), Chantecler (Brazil), Cupol (Sweden), EMIR (United Kingdom), Fonit-Cetra (Italy), Impact (USA), Erik Lindstrom (Finland), Metronome (Denmark), Metronome (Sweden), Mirwood (USA), Moerks (Denmark), Palette (Belgium & USA), RSL (United Kingdom), Radio Triunfo (Portugal), Ricordi (Italy), Sicomercana (Argentina), Tempo (Spain), Velvet (Venezuela), Vergara (Spain), Vikina (New Zealand), W&G (Australia). (SEE ADVERTISEMENT)

Fidelio (see Monestier).

Fine Fleur (see BAM).

Florilege (see Ades).

Fontana (see Philips).

Francais de Notre Temps (see R. S. Hugues Desalle listed under "D").

Gala des Varietes (see Guide Int'l de Disque).

Guilde Internationale du Disque, 97 rue Jean-Jaures, Levallois-Perret. Zone: 92. Tel: 737.29.86. Cable: GUIDISQUE. Paris. Pres.: Wladimir Fradkin; Dir. & Sales Mgr.: Daniel Benedite; Prod'n Dir.: Claude Chateau; 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 Varietes, Guilde du Jazz, Histoire Vivante, Invitation a la Musique, Phonothèque de l'Histoire, Ronde des Enfants.

Guilde du Jazz (see Guide Int'l de Disque).

continued on page 226

# IN BALLGAMES AS IN BUSINESS IT'S TEAMWORK THAT MAKES VOGUE

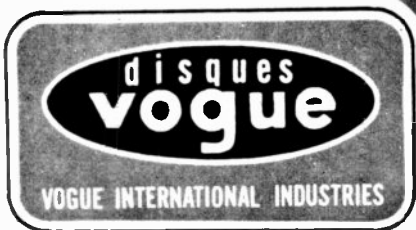
## “TOP OF THE LEAGUE”



**VOGUE'S  
FACTORY TEAM**



**VOGUE'S  
OFFICE TEAM**



**FRANCE'S n°1 RECORD COMPANY  
HAS THE WORLD'S n°1 ARTISTS.**

**VOGUE P.I.P. PARIS—VILLETANEUSE (Seine) FRANCE Tel: 752.73.00**

**Telex:  
VOGDISC 28.493**

### BRANCHES

**VOGUE BELGIUM**  
VOGUE P.I.P. BELGIQUE  
VOGUE S.A.  
35 Blvd Barthelemy  
BRUXELLES (BELGIUM)

**VOGUE GERMANY**  
DEUTSCHE VOGUE SCHALLPLATTEN  
VOGUE SCHALLPLATTEN GMBH  
ZUR MÜHLE 2, 5021 Grosskönigsdorf bei  
Köln (GERMANY)

**VOGUE SWITZERLAND**  
VOGUE S.A.  
70, Avenue des ALPES  
MONTREUX (SWITZERLAND)

**NEW YORK OFFICE**  
c/o IRVING CHEZAR  
555 MADISON AVENUE  
NEW YORK

**DISTRIBUTED THROUGHOUT THE WORLD**

continued

Harmonia Mundi, Saint-Michel de Provence, Zone: 04. Tel.: Saint-Michel 33. Pres.: Bernard Coutaz; A&R: Mme. Francine Peiffer; Int'l: Jacques Meunier.  
**Labels:** Deller, Harmonia Mundi.  
**Int'l reps.:** Australia (WR Club), Austria (Otto Preiser), Canada (Arts-Quebec), Germany (Harmonia Mundi), Italy (Voci del Mondo), United Kingdom (Oryx), USA (CBS).  
 Histoire Vivante (see Guide Int'l du Disque).  
 Hommes d'Aujourd'hui (see R. S. Hugues Desalle listed under "D").  
 Horizon (see Vogue).  
 Impact (see Festival).  
 Invitation a la Musique (see Guilde Int'l du Disque).  
 Iramac, 17 bis rue des Tilleuls, Boulogne-sur-Seine. Zone: 92. Tel.: 408.59.62. Dir.: Aurele Samama; Gen. Sec'y: Bernard Duvernoy.  
**Labels:** Iramac, Relax.  
**This company represents:** Dover, Pelca, Starday.  
 Jonquille (see Festival).  
 Line (see Number One).  
 Loisirs (see Vogue).  
 Lumen (see Studio SM).  
 M G M, 37 rue Condorcet, Paris 9. Zone: 75. Tel.: 878.78.00. European Rep.: John E. Nathan (distributed by Polydor).  
**Home office:** USA.  
 Magali, 33 rue de la Rochefoucauld, Paris. Zone: 75. Tel.: 744.77.35. Pres.: Jean Lenoir; Studio Mgr.: Mme. Alice Lenoir.  
 Mercury (see Philips).  
 Mode (see Vogue).  
 Monastere (see Studio SM).  
 Monestier, 19 rue du Palais Gallien, Bordeaux. Zone: 33. Tel.: 48.12.80. Pres.: Jean-Marie Monestier.  
**Labels:** Black & Blue, Fidelio, Monestier.  
**Int'l reps.:** Scandinavia (I. S. Dansk), United Kingdom (Elektra).  
 Monte Carlo (see Vogue).  
 Mouloudji (see Festival).  
 MUSIDISC EUROPE, 7 rue Traversiere, Courbevoie. Zone: 92. Tel.: 333.59.49. Pres.: Philippe Thomas; Promo. Mgr.: Elizabeth Dupas; Int'l Mgr.: Pierre Berjot.  
**Labels:** Bel Air, Musidisc, Score, Visadisc.  
**Tap:** Musidisc (cartridge) 4-tr. S, self-mfd.  
**Int'l firms represented:** Cetra (Italy), Savoy (USA), Vox (USA), (SEE ADVERTISEMENT)  
 National (see President).  
 Number One, 5 rue du Bois de Boulogne, Paris 16. Zone: 75. Tel.: 704.53.53. Cable: GASTEMUSIC. Pres.: Louis Gaste.

**Labels:** Line, Number One (distributed by Vogue).  
 O C D (Office Catholique du Disque), 31 rue de Fleurus, Paris 6. Zone: 75. Tel.: 548.49.95. Pres.: Guy Dupuy; Artistic Dir.: Jacques Berthier; Comm'l Dir.: Roger Payen; Promo.: Herve de Laubier.  
**Labels:** Pastorale et Musique, Unidisc.  
 Odeon (see Pathe-Marconi).  
 Oiseau-Lyre (l'), Les Remparts, Monte Carlo, Monaco. Prop.: J. B. Hanson (distributed by Philips).  
 Orly, 33 rue du Faubourg St. Martin, Paris 10. Zone: 75. Tel.: 607.89.05. Pres. & Artistic Dir.: Francis Baxter (distributed by Festival).  
 Orphee (see Vogue).  
 Pacific (see Vogue).  
 Panorama, 95 Blvd. Beaumarchals, Paris 3. Zone: 75. Tel.: 272.37.98. Pres.: Robert Lotrous; Prod'n Dir.: Paule Boussinot; A&R Dir.: Louis Marischal.  
 Paris (see President).  
 Pastorale et Musique (see OCD).  
 Pathe (see Pathe-Marconi).  
 Pathe-Marconi, Industries Musicales et Electriques (EMI), 19 rue Lord Byron, Paris 8. Zone: 75. Tel.: 225.53.00. Cable: GRAMOPHONE. Pres.: Francois Minchin; Comm'l Dir.: Georges Mealle; Prod'n Dir.: Jacques Simeon; Pop A&R Dir.: Pierre Bourgois; Classical A&R Dir.: Peter V. de Jongh; Sales Dir.: Jacques Helard; Pub. Dir.: Jean Gleslain; Pop Promo.: (Artistic), Claude Ebrad; (Sales), Lionel Boullen; Classical Promo.: (Artistic), Francoise Bellaigue; (Sales), Francois Gelebart; Int'l Serv.: Jean-Jacques Timmel; Export-Import Serv.: Michel Astier.  
**Labels:** (owned) Columbia, Discophiles Francais, Duretet Thomson, Odeon, Pathe, Trianon, VSM, Voix de son Maitre (distributed) CMF, CND.  
**Int'l firms represented:** ABC (USA), A&M (USA), Alpha (Belgium), Amy (USA), Antar (Uruguay), Areito (Cuba), Artone (Netherlands), Baidaphon (Arab Countries), Bell (USA), Blue Note (USA), Boone (USA), Boussiphon (Arab Countries), CNR (Netherlands), Cairophon (Arab Countries), Cameo (USA), Capitol (USA), Caracol (Chile), Celtic (USA), Command (USA), Contemporary (USA), Dellwood (USA), Diamond (USA), Dolton (USA), Downey (USA), DynoVoice (USA), Ember (United Kingdom), Goldwax (USA), Imperial (USA), Impulse (USA), Jerden (USA), Jugoton (Yugoslavia), Liberty (USA), Lyra (Greece), Mala (USA), Minit (USA), Motown (USA), New Voice (USA), Pala (USA), Parkway (USA), Prestige (USA), Select (Canada), Senate (USA), Sonet (Sweden), Sonido (Nicaragua), Soul City (USA), Soutelphan (Arab Countries), Tamla (USA), Tangerine (USA), Telefunken (Germany).

Toshiba (Japan), Tower (USA), Voix de l'Islam (Arab Countries), Voix du Liban (Arab Countries), Voix de l'Orient (Arab Countries).  
**Int'l reps.:** Belgium (Anvers Radio), Canada (Archambault, Capitol), Colombia (Colombiana de Discos), Ecuador (Industria Fonografica), Germany (Teldec), Italy (RCA Italiana), Japan (Toshiba), Mexico (Gamma), Netherlands (CNR), Peru (EMI), Portugal (Valentim de Carvalho, Radio Triunfo), Spain (Hispanovox), USA (Capitol), Venezuela (Musitron), Yugoslavia (Jugoton).  
 Pergola (see Philips).  
 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.: Rene Klopfenstein; Comm'l Dir.: Jacques Caillart; Pub. Mgr.: Robert Laplace; PR Dir.: Andre Asseo; Prod'n Mgr.: Michel Borochovitich.  
**Int'l branch:** Netherlands.  
**Labels:** (owned) Fontana, Mercury, Pergola, Philips; (distributed) Oiseau Lyre.  
**Tap:** Fontana, Mercury, Philips (cartridge) cassette M&S, self-mfd.  
**Int'l firms represented:** Riverside (USA), United Artists (USA). (SEE ADVERTISEMENT)  
 Phonotheque de l'Histoire (see Guide Int'l du Disque).  
 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 Mgrs.: J. Bedos & R. Bennett; Classical A&R Dir.: R. Ducarre; Sales & Mktg.: H. Belolo & M. Mangin; Pub. & Adv.: A. Desgranges.  
**Tap:** DGG, King, MGM, Polydor, Verve (cartridge) cassette M&S, self-mfd.  
**This company represents:** Ades, Archiv, Canetti, DGG, Heliodor, Kama Sutra, King, MGM, Verve.  
 Pop 4 (see Vogue).  
 Pop 12 (see Vogue).  
 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.  
 R C A Victor (see AREA).  
 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.  
 Reflets (see Studio SM).  
 Relax (see Iramac).

continued on page 228

**LIKE THEM**

SYLVIE VARTAN  
 NOEL DESCHAMPS  
 CHANTAL GOYA  
 STELLA  
 IRENE BERTHIER  
 JACQUELINE DULAC  
 LES 3 MENESTRELS  
 ARMANDINO  
 TRIO MUSETTE  
 YVETTE GIRAUD

**RCA VICTOR**

**RCA**

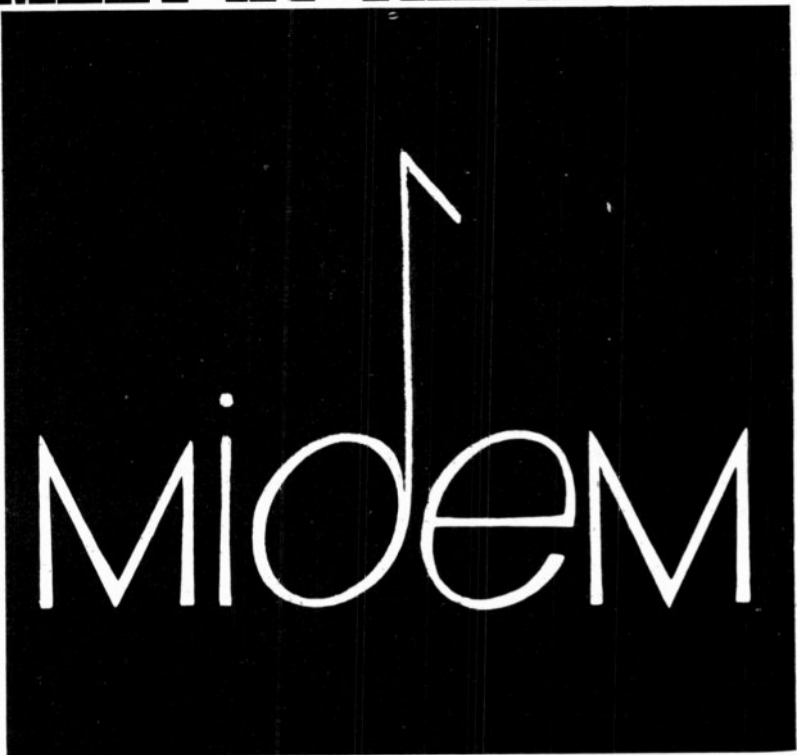
i.c. trambouze

**For 1968,  
save running around the world  
do all your business in one week  
in sunny cannes**

# **MEET AT THE MIDEM**

**29 JANUARY  
3 FEBRUARY  
1968**

**PALAIS DES FESTIVALS  
CANNES FRANCE**



**MARCHE INTERNATIONAL DU DISQUE ET DE L'EDITION MUSICALE  
INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET**

**MIDEM GENERAL MANAGEMENT : 9 Rue Magellan, 75 PARIS 8<sup>e</sup> FRANCE  
Telephone : 359.35-35 - Câble : MIDEM PARIS 042**

**U.S. REPRESENTATIVE : REN GREVATT, 200 West 57th Street, Suite 910, NEW YORK CITY,  
N.Y. 10019. U.S.A.  
Telephone : (212) 582-0252, -0253**

continued

Riverside (see Philips).  
 Riviera (see CED).  
 Ronde des Enfants (see Guilde Int'l du Disque).  
 Roy (see President).  
 S M (see Studio SM).  
 Saphir (see Vega).  
 Score (see Musidisc Europe).  
 Societe Francaise de Prod'ns Phonographiques, 131 rue du Cherche-Midi, Paris 15. Zone: 75. Tel: 306.26.83. Dir.: Michel Bachelet; Artistic Dir.: Claude Ferrabouc.  
**Label:** AFA.  
 Societe Francaise du Son (see Decca).  
 Studio SM, 54 rue Michel-Ange, Paris 16. Zone: 75. Tel: 224.50.60. Pres. & A&R Dir.: Maurice Robreau; Comm'l Dir.: Mme. Jacqueline LeBrun.  
**Labels:** (owned) Cathedrale, Chant des Fideles, Conclie, Monastere, Reflets, SM; (distributed) Lumen.  
 Teppaz, 170 Blvd. de la Croix Rousse, Lyon 1. Zone: 69. Tel: 28.56.75. Pres.: Mme. Yvonne Teppaz.  
**Branch:** 7 rue de Dunkerque, Paris 10. Zone: 75.

Totem (see Festival).  
 Trianon (see Pathe-Marconi).  
 Tropic (Ed. Julio Garzon), 13 rue de l'Echiquier, Paris 10. Zone: 75. Tel: 770.39.15. Pres.: Julio Garzon; Artistic Dir.: Luis Garzon.  
**Int'l reps:** Germany (Bellaphon), Netherlands (Munnikendam), Switzerland (Finsterwald & Cantacuzene).  
 Unidisc (see OCD).  
 United Artists (see Philips).  
 V S M (see Pathe-Marconi).  
 Valois, 19 bis, rue de Vanves, Boulogne-Billancourt. Zone: 92. Tel: 825.99.99. Owner, Pres. & A&R: Michel Bernstein (distributed by Chant du Monde).  
 Vega, 49 Av. Hoche, Paris 8. Zone: 75. Tel: 924.37.40. Pres.: Jean Darpin; Sales Dir.: Bernard Dupre.  
**Labels:** Saphir, Vega.

Visadisc (see Musidisc Europe).  
 VOGUE, 82 rue Maurice Grandcoing, Villetaneuse. Zone: 93. Tel: 752.73.00. Cable: VOGDISC. Pres.: Leon Cabat; Mg'g Dir.: Guy Khavessian; A&R: Jacques Wolfsohn, Christian Fechner, Pierre Lefevre, Albert Ferreri & Andre Clergeat; Pub. Dir.: Charles Delaunay; Prod'n Dir.: Leo Vidalie; PR: Jean Georgheff.  
**Labels:** (owned) Contrepoint, Horizon, Loisirs, Mode, Orphee, Pacific, Pop 4, Pop 12, Vogue; (distributed) Disc'AZ, Monte Carlo, Number One.  
**Tap:** Vogue (reel-to-reel) 2-tr.; (cartridge) cassette M, licensed to Philips.  
**Int'l firms represented:** Duke (USA), Elektra (USA), Everest (USA), GNP Crescendo (USA), Hanna-Barbera (USA), Hispavox (Spain), Joda (USA), Laurie (USA), Music (Italy), Negram (Netherlands), Orfeu (Portugal), Peacock (USA), Pye (United Kingdom), Red Bird (USA), Reprise (USA), Rosenblit (Brazil), Roulette (USA), SAAR (Italy), Scepter (USA), Sprint (Italy), Warner Bros. (USA).  
**Int'l reps:** Argentina (Surco), Australia (Phonovox), Brazil (Rosenblit), Canada (Franco-Disque), Colombia (Codiscos), Denmark (Tono), Finland (Pohjoismainen Sähkö), Greece (Music Box), Israel (Hatakitt), Italy (SAAR), Japan (Cosdel), Mexico (Gamma), Netherlands (Negram), Norway (Arne Bendiksen), Peru (Talia Imdisa), Philippines (Dyna), South Africa (Teal) Spain (Hispavox), Turkey (Melodi), United Kingdom (Pye), Uruguay (Surco) USA (Elektra, GNP-Crescendo, Kapp, Laurie, Reprise, Scepter, Warner Bros.), Venezuela (Favedica). (SEE ADVERTISEMENT)

Voix de son Maitre (see Pathe-Marconi).  
 Vox, 15 Av. Pierre 1er de Serbie, Paris 8. Zone: 75. Tel: 553.06.55.

● independent record producer

Bagatelle, 10 rue Washington, Paris 8. Zone: 75. Tel: 256.17.99. Pres.: Denis Bourgeois.  
 Jacques Canetti, 252 rue du Faubourg St. Honore, Paris 8. Zone: 75. Tel: 227.60.24. Pres.: Jacques Canetti.  
 Critere, 3 rue du Faubourg St. Honore, Paris 8. Zone: 75. Tel: 265.11.37. Pres.: Roland Douatte.  
 E P O C (Ed. Jacques Plante), 35 Blvd. Malesherbes. Paris 8. Zone: 75. Tel: 265.08.93. Pres.: Jacques Plante.  
 Major (Ed. Gerard Tournier), 67 rue de Provence, Paris 9. Zone: 75. Tel: 744.26.36. Pres.: Gerard Tournier.  
 P D G, 7 bis rue Paul Valery, Paris 16. Zone: 75. Tel: 704.50.74. Pres.: Danyel Gerard.  
 Salvador, 6 Pl. Vendome, Paris 1. Zone: 75. Tel: 073.87.05. Pres.: Jacqueline Salvador.  
 S E M I, 5 rue Lincoln, Paris 8. Zone: 75. Tel: 359.50.90. Pres.: Rolf Marbot.  
 Temporel, 7 Av. des Marronniers, Parce de Montreout, St. Cloud, Zone: 78. Tel: 605.81.85. Pres.: Guy Beart.  
 United Artists (Ed. Associates), 7 rue de la Pepiniere, Paris 8. Zone: 75. Tel: 387.35.85. Gen. Mgr.: Eddie Adams.

● music publishers

Acuoff-Rose (see Tropicales).  
 Agence Musicale Int'l (see Gerard Tournier).  
 Alleluia, 10 rue St. Florentin, Paris 1. Zone: 75. Tel: 073.85.05. Contact: Gerard Meys.  
 Alpha (see Gerard Calvi).  
 Ambiance Musicale Illustration Sonore (AMIS), Gen. Prof. Mgr.: Serge A. de Flascy (see Brull & Harmonic).  
 Amour, 30 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.49.20. Pres.: Jean Moura.  
 Amphion, 26 rue de la Pepiniere, Paris 8. Zone: 75. Pres.: Herve Dugardin.  
 Andorra, 52 rue du Faubourg St. Martin, Paris 10. Zone: 75. Tel: 607.45.91. Pres.: Yves Baquet; Artistic Dir.: Mme. Barbara Warren.  
**Affiliates:** Pierre Baetz, Universelles.  
 Anglo-Pic (see Chappell).  
 April, 3 rue Freycinet, Paris 16. Zone: 75. Tel: 704.65.76. Cable: COLRECORD. Press: Jacques Souplet; Gen. Mgr.: Philippe Bouter.  
 Arpege, 25 Blvd. Beaumarchais, Paris 4. Zone: 75. Tel: 887.09.03. Cable: ALLMUSIC. Gen. Prof. Mgr.: Rene Desmarty.  
**Affiliate:** Paul Beuscher.  
 Charles Aznavour, 124 rue la Boetie, Paris 8. Zone: 75. Tel: 225.80.30. Cable: FRENCH-MUSIC. Pres.: Charles Aznavour; Gen. Mgr.: Georges Garvarentz.  
**Affiliates:** Compagnons, French Music.  
**Int'l firm represented:** Peter Plum (Belgium).  
 Baerenreiter, 19 bis rue de Vanves, Boulogne-sur-Seine. Zone: 92. Tel: 825.99.99. Gen. Mgr.: Mme. Maria Bernstein.  
 Pierre Baetz (see Andorra).  
 Bagatelle, 10 rue Washington, Paris 8. Zone: 75. Tel: 256.17.99. Cable: BAGATELMUSIC. Pres.: Denis Bourgeois; Gen. Prof. Mgr.: Mlle. Brigitte Bertholier.  
**Affiliate:** Gimmick, Music 18.  
 Barclay, 44 rue de Miromesnil, Paris 8. Zone: 75. Tel: 265.87.80. Gen. Mgr.: Gilbert Marouani.  
**Affiliates:** Bernet, Cap, Catalogue, Comtesse, Dauphine, Marine, Premieres, 707.  
**Int'l firms represented:** Coppains (Italy), Robert Mellin (USA), Screen Gems (USA, film music only), Spanka (USA).  
 Barton (see Robert Salvat).  
 Irving Berlin (see Chappell).  
 Bernet (see Barclay).  
 Bessel, 78 rue de Monceau, Paris 8. Zone: 75. Tel: 522.02.13. Contact: Alexandre Bessel.  
 PAUL BEUSCHER, 27 Blvd. Beaumarchais, Paris 4. Zone: 75. Tel: 887.09.03. Cable: ALLMUSIC. Gen. Mgr.: Philippe Seiller; Gen. Prof. Mgr.: Rene Desmarty.  
**Affiliates:** Arpege, Parisienne, SIM (Societe Intercontinental de Musique).  
**Int'l firms represented:** Leeds (USA), MCA (USA), Edward B. Marks (USA), Music Publ'rs Holding Corp. (USA), and their affiliates.  
**Int'l rep.:** Belgium (Vedette). (SEE ADVERTISEMENT)  
 Billaudot, 14 rue de l'Echiquier, Paris 10. Zone: 75. Tel: 770.14.46. Pres.: Robert Billaudot; Gen. Mgr.: Gerard Billaudot.  
**Affiliate:** Braun.  
 Bornemann, 15 rue de Tournon, Paris 6. Zone: 75. Tel: 326.05.88. Gen. Mgr.: Maurice Bornemann.  
 Bourne (France), see Gerard Tournier.  
 Braun, see Billaudot.  
 Raoul Breton, 3 rue Rossini, Paris. Zone: 75. Tel: 824.53.64. Pres.: Mme. Raoul Breton.  
**Affiliates:** Edimarton, Maillochon, Star, Vianelly.  
**Int'l branch:** Belgium.  
 Brull & Harmonic, 18 rue de Provence, Paris 9. Zone: 75. Tel: 224.84.86. Pres.: Mary-Therese Fiacre; Gen. Mgr.: Jean Fiacre; Gen. Prof. Mgr.: Kurt Schick, 18 Tiverton Rd., London N.W. 10, England.  
**Affiliate:** Ambiance Musicale Illustration Sonore (AMIS).  
**Int'l firms represented:** Aequator (Germany), Charles Brull (United Kingdom, USA), Brull Cinemusic Library (USA), Cosmoton (Germany), Doblinger (Austria), Domo (Germany), Harmonic (United Kingdom), Modern (Germany), Odeon (USA).  
 California, see SEMI.  
 Gerard Calvi, 54 rue d'Hauteville, Paris 10. Zone: 75. Tel: 824.93.82. Pres. & Gen. Mgr.: Jacques Wolfsohn.  
**Affiliate:** Alpha.  
 Cap, see Barclay.  
 Capitole, see SEMI.  
 Caravelle, see Jacques Plante.  
 Claude Carrere, see Robert Salvat.  
 Carrousel, see Vogue.  
 Catalogue, see Barclay.  
 Chaillot, 37 rue de Chaillot, Paris 16. Zone: 75. Tel: 704.62.49. Pres.: Edouard Chekler.  
**Branch:** 13 rue Washington, Paris 8. Zone: 75. Tel: 359.34.35.  
**Affiliate:** Moisson.  
**Int'l firm represented:** New Music Corp. (Belgium).  
 Champs-Elysees, see Francis-Day.  
 Chant du Monde, 32 rue Beauvion, Paris 8. Zone: 75. Tel: 924.67.73. Pres.: Roland Gerin.  
 Chappell, 4 rue d'Argenson, Paris 8. Zone: 75. Tel: 265.56.05. Cable: SYMPHONY. Gen. Mgr.: G. Roquier.  
**Home office:** USA.  
**Affiliates:** Anglo-Pic, Irving Berlin, Cinq Con-

tinents, Famous-Chappell, Edwin H. Morris, Sylva.  
 Choudens, 38 rue Jean Mermoz, Paris 8. Zone: 75. Tel: 225.17.21. Contact: Gaston Chevrier.  
 Cinq Continents, see Chappell.  
 57, 7 Cite Trevisse, Paris 9. Zone: 75. Tel: 824.57.95. Contact: Andre Pierron.  
 Cirta, 35 Av. de l'Opera, Paris 1. Zone: 75. Contact: Jacques Demarny.  
 Colby, see Robert Salvat.  
 Compagnie, 22 rue Troyon, Paris 17. Zone: 75. Contact: Norbert Saada.  
 Compagnons, see Charles Aznavour.  
 Comtesse, see Barclay.  
 Comufra, Gen. Prof. Mgr.: Jacqueline Chenu, see Michel Legrand Prod'ns.  
 Concorde, 7 rue Paul Lelong, Paris 2. Zone: 75. 488.34.48. Contact: A. Roux.  
 Contemporaines, 23 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.52.47. Pres.: Freddy Carrara.  
 Continental, 17 rue Monsigny, Paris 2. Zone: 75. Tel: 742.05.23. Cable: CONTINENTMUSIC. Gen. Mgr.: Pierre Hebrard.  
**Affiliate:** Sandra.  
 Courcelles (SEPRIC), 49 Av. Montaigne, Paris 8. Zone: 75. Tel: 256.10.98. Pres.: C. Waddington; Gen. Prof. Mgr.: Odette Scirot.  
**Int'l firms represented:** Brauer (Belgium), Inmus (Germany).  
 Criterion, 27 Blvd. des Italiens, Paris 2. Tel: 742.69.95. Contact: Jack Robinson.  
 Cromwell, see Essex.  
 Marcel d'Anella, 7 rue St. Lazare, Paris 9. Zone: 75. Tel: 878.76.96. Pres. & Gen. Mgr.: Marcel d'Anella; Gen. Prof. Mgrs.: Benny Layne & Midi Meo.  
**Affiliate:** Paris-Inter.  
 Dany, 7 bis rue Paul Valery, Paris 16. Zone: 75. 704.50.74. Contact: Danyel Gerard.  
 Dauphine, see Barclay.  
 De Clercq, 44 rue du Colisee, Paris 8. Zone: 75. Tel: 359.26.82.  
**Affiliate:** France Vedettes.  
 De Morville, see Ray Ventura.  
 George Delrieu, 45 Av. Jean-Medecin, Nice. Tel: 88.61.96. Pres. & Gen. Mgr.: Gerard Delrieu.  
 Derby, 95 Blvd. Beaumarchais, Paris 3. Zone: 75. Tel: 272.37.98 & 508.45.58. Mg'g Dir.: Robert Lotrous; Artistic Dir.: Louis Marischal.  
 Drejac, 60 rue Francois 1er, Paris 8. Zone: 75. Tel: 359.62.36. Contact: Jean Drejac.  
 Durand, 4 Pl. de la Madeleine, Paris 8. Zone: 75. Tel: 073.45.74. Contact: Rene Dommage.  
 E P O C, see Jacques Plante.  
 Eco, see Pathe-Marconi.  
 Edimarton, see Raoul Brefon.  
 Ed. Associates (United Artists), 7 rue de la Pepiniere, Paris 8. Zone: 75. Tel: 387.35.85. Cable: UNARTMUS. Mg'g Dir.: Eddie Adams.  
**Int'l firms represented:** Cameo-Parkway, Chi-Sound, Daymer, Elvid, Esteem, Fresco, Neal Hefti, Jalyenne, Manncy, Milvan, Orbit, Our-glass, Tender Tunes, Unart, United Artists, Urug, Valet, Wyncote, Yuvan.  
 Ed. du Seuil, 27 rue Jacob, Paris 6. Zone: 75. Tel: 326.84.60. Cable: EDISEUIL. Pres.: Paul Flammant; Gen. Mgr.: Jean Bardet.  
 Enoch, 27 Blvd. des Italiens, Paris 2. Zone: 75. Tel: 742.69.95. Contact: Jacques Enoch.  
 Epi, 13 rue Seguier, Paris 6. Zone: 75. Tel: 633.21.37. Contact: Yvon Paya.  
 Max Eschig, 48 rue de Rome, Paris 8. Zone: 75. Tel: 522.66.64. Contact: Jean Marietti.  
 Essex (The Richmond Organization), 28 Blvd. Poissoniere, Paris 9. Tel: 770.25.28. Contact: Mrs. Ellen Nathan.  
**Affiliate:** Cromwell.  
 Famous-Chappell, see Chappell.  
 Fantasia, 3 rue de Gramont, Paris 2. Zone: 75. Tel: 742.96.10. Pres.: Andre Chagneau; Gen. Prof. Mgr.: Claude-Henri Vic.  
 Feldman, see France-Melodie.  
 Fiesta, see Robert Salvat.  
 Fleurus, 33 rue de Fleurus, Paris 6. Zone: 75. Tel: 548.45.86. Contact: Roger Payen.  
 France Vedettes, see De Clercq.  
 France-Melodie, 5 Av. de l'Opera, Paris 1. Zone: 75. Gen. Prof. Mgr.: Barthe Lambertini.  
**Affiliate:** Feldman.  
 Francis-Day, 5 Av. de l'Opera, Paris 1. Zone: 75. Tel: 073.37.37. Cable: ARPEGGIO. Pres.: Jack H. Denton; Gen. Prof. Mgr.: Pierre Amel.  
**Affiliate:** Champs-Elysees.  
 Francobel, see Gerard Tournier.  
 French Music, see Charles Aznavour.  
 Julio Garzon, 13 rue de l'Echiquier, Paris 10. Zone: 75. Tel: 770.14.46. Pres.: Julio Garzon; Gen. Mgr.: Luis Garzon.  
**Affiliate:** Luis Garzon.  
 Luis Garzon, 18 rue de Mazagan, Paris 10. Zone: 75. Tel: 824.65.35.  
**Affiliate:** Julio Garzon.  
 Louis Gaste, 5 rue du Bois de Boulogne, Paris 16. Zone: 75. Tel: 704.53.53. Cable: GASTEMUSIC. Pres.: Louis Gaste.  
 Gimmick, see Bagatelle.  
 Grande Avenue, 49 Av. Hoche, Paris 8. Zone: 75. Tel: 227.19.92. Pres.: M. Darlin; Gen. Mgr.: Raymond Legrand.  
 Hamelle, 24 Blvd. Malesherbes, Paris 8. Zone: 75. Tel: 265.36.39. Pres.: Jacques Bruneau; Gen. Mgr.: Gerard Bruneau.  
**Int'l firms represented:** Elkan-Vogel (USA), United Music Publ'rs (United Kingdom).



Harmonia, see Jacques Plante.  
 Heugel, 2 bis rue Vivienne, Paris 2. Zone: 75. Tel: 488.43.53. Cable: MENESTREL. Pres.: Jacques Heugel.  
 Homere, 3 Cite Magenta, Paris 10. Zone: 75. Tel: 208.93.80. Pres.: R. Canetti; Gen. Mgr.: M. Herault.  
 Hortensia, 46 rue de Douai, Paris 9. Zone: 75. Tel: 874.52.64. Pres.: Robert Mezbourian; Gen. Prof. Mgr.: M. Louiguy.  
 Int'l rep.: Italy (Sugar).  
 Igloo, 3 rue de Gramont, Paris 2. Zone: 75. Tel: 742.96.10. Pres.: Andre Chagneau; Gen. Prof. Mgr.: Roger Maruani.  
 Illustration Musicale, see Jacques Plante.  
 Imperia, see Ray Ventura.  
 Jaep (France), see Gerard Tournier.  
 Dick James (France), see Gerard Tournier.  
 Jeunes Loups, see Pathe-Marconi.  
 Jobert, 44 rue du Colisee, Paris 8. Zone: 75. Tel: 359.26.82. Pres.: Mme. Jobert; Gen. Mgr.: Mme. Jobert-Georges.  
 Joubert, 25 rue d'Hauteville, Paris 8. Zone: 75. Tel: 770.67.26. Gen. Mgr.: Georges Sprengers.  
 Affiliate: Royalty.  
 Labrador, 55 rue Pierre Charron, Paris 8. Zone: 75. Tel: 225.77.32. Pres. & Gen. Mgr.: Francis Dreyfus; PR Dir.: Jerome Briere; A&R: Thierry Vincent.  
 Int'l reps.: Benelux (Primavera in Belgium), Germany (Titania Hans Gerig), Italy (Curci), Portugal (Curci in Spain), Scandinavia (Sonora in Sweden), Spain (Curci).  
 A. Leduc, 175 rue St. Honore, Paris 1. Zone: 75. Tel: 073.12.80. Dirs.: Claude A. Leduc & Gilbert A. Leduc.  
 Michel Legrand Prod'ns, 252 rue du Faubourg St. Honore, Paris 8. Zone: 75. Tel: 622.51.05. Cable: LEGRANDMUSIC. Pres.: Michel Legrand; Gen. Prof. Mgr.: Marcelle Legrand.  
 Affiliate: Comufra.  
 Int'l rep.: Belgium (Comubel).  
 Francis Lemarque, 18 Av. du Mesnil, La Varenne. Zone: 94. Tel: 472.34.21.  
 Lemoine, 17 rue Pigalle, Paris 9. Zone: 75. Tel: 874.09.25. Contact: Henri Lemoine.  
 Rouart Lerolle, see Salabert.  
 Levain, 1 rue de l'Abbe Gregoire, Paris 6. Zone: 75. Tel: 222.15.84. Contact: Claude Truchot.  
 Louise, see Tutti.  
 Madeleine, see Jacques Plante.  
 Magali, 33 rue de la Rochefoucauld, Paris. Zone: 75. Tel: 744.77.35. Pres.: Jean Lenoir; Gen. Mgr.: Alice Lenoir.  
 Mainstay, see Gerard Tournier.  
 Maillochon, see Raoul Breton.

Majestic, 252 rue du Faubourg St. Honore, Paris 8. Zone: 75. Tel: 227.60.24. Contact: Jacques Canetti.  
 Manhattan, see SEMI.  
 Marine, see Barclay.  
 Eddy Marnay, 8 Av. Rachel, Paris 18. Tel: 522.98.52. Pres.: Eddy Marnay.  
 Massilia, see Robert Salvat.  
 Masspacher, 39 Passage due Grand Cerf; 145 rue St. Denis, Paris 2. Zone: 75. Tel: 488.02.02. Pres.: Andre Masspacher; Gen. Prof. Mgr.: Tom Waltham.  
 Paul Mauriat, see Robert Salvat.  
 Peter Maurice, see Tutti.  
 Mediterranee, see Gerard Tournier.  
 Melorhin, 13 rue Maurice Ravel, Colmar. Zone: 68. Pres.: Fernand Erbsland.  
 Meridian, see SEMI.  
 Metropolitan, 3 rue Rossini, Paris 9. Zone: 75. Tel: 770.21.78. Pres. & Gen. Mgr.: Pierre Francis Ribert.  
 Micro, 13 rue Washington, Paris 8. Zone: 75. Tel: 225.43.03/04. Pres.: M. Lebleu.  
 Mills (France), see Gerard Tournier.  
 Ivan Mogull, see Tropicales.  
 Moisson, see Chaillot.  
 Monica, see SEMI.  
 Edwin H. Morris, see Chappell.  
 Music 18, see Bagatelle.  
 Musique Contemporaine, see Salabert.  
 Musique Pour l'Image 77 rue du Faubourg St. Marfin, Paris 10. Zone: 75. Tel: 206.99.39. Pres. & Gen. Mgr.: Robert Viger; Gen. Prof. Mgr.: Jean-Pierre Girard.  
 Northern Songs (France), see Gerard Tournier.  
 Nouvelles Editions Contemporaines, see Contemporaines.  
 Oiseau-Lyre, Les Remparts, Monte Carlo, Monaco. Prop.: J. B. Hanson.  
 Ouvrieres, 12 Av. Soeur Rosalie, Paris 13. Zone: 75. Tel: 402.29.07. Contact: Marc Deleau.  
 Pacer (France), see Gerard Tournier.  
 Pactole, see Vogue.  
 Palace, 14 Av. Hoche, Paris 8. Zone: 75. Tel: 924.81.93. Gen. Mgr.: Andre Rambeaud.  
 Int'l firms represented: Burlington, Palace (United Kingdom).  
 Paris Etoile, see Gerard Tournier.  
 Paris-Inter, 118 rue Legendre, Paris 17. Zone: 75. Tel: 878.76.96.  
 Affiliated: Marcel d'Anella.  
 Parisienne, 20 rue du Croissant, Paris 2. Zone: 75. Gen. Prof. Mgr.: Fernand Vimont.  
 Affiliate: Paul Beuscher.  
 Pathe-Marconi, 19 rue Lord Byron, Paris. B. Zone: 75. Tel: 225.53.00. Cable: EDIMARCO. Pres.: Pierre Bourgoin.  
 Affiliates: Eco, Jeunes Loups.

Int'l firms represented: Anton (USA), Ardmore & Beechwood (United Kingdom), Beechwood (USA), Benton (USA), Black Swan (United Kingdom), Coppa (United Kingdom), Dragon (USA), Filmusic (United Kingdom), Genius (USA), Hunter (United Kingdom), Kinglet (USA), Leslie (USA), Living Legend (United Kingdom), Mar-saint (USA), Manhattan (United Kingdom), Mar-saint (USA), Moonlight (USA), Mutual (United Kingdom), Pall Mall (United Kingdom), Saturday (USA), Starlight Songs (USA), Tallyrand (USA), Tomorrow's Tunes (USA), Westside (United Kingdom).  
 Int'l reps.: Argentina (Ed. Musical Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Denmark (Imudico), Germany (Ed. Accord), Greece (Arion), Italy (Ed. Musicale la Voce del Padrone), Netherlands (Anagon), Singapore (Pathe), South Africa (Ardmore & Beechwood), Spain (Ed. Gramofono Odeon), Sweden (Ed. Odeon Skandinaviska), United Kingdom (Ardmore & Beechwood), USA (Beechwood).  
 Patricia, see SEMI.  
 Philippe-Gerard, see Gerard Tournier.  
 Pigalle, see Robert Salvat.  
 Jacques Plante, 35 Blvd. Malesherbes, Paris 8. Zone: 75. Tel: 265.08.93. Cable: EDIPLANT. Pres.: Jacques Plante; Gen. Mgr.: Francis O'Neil; Gen. Prof. Mgr.: Roger Corsin.  
 Affiliates: Caravelle, EPOC, Harmonia (Campbell-Connelly Group), Illustration Musicale (Music Library), Madeleine.  
 Int'l firms represented: Almo (USA), Irving (USA), Metric (USA), Vicky (USA).  
 Premieres, see Barclay.  
 Presence, 33 rue du Faubourg St. Martin, Paris 10. Zone: 75. Tel: 607.89.05. Pres.: Francis Baxter; Dir.: Andre Verchuren.  
 Presses d'Ile de France, 12 rue de la Chaise, Paris 7. Zone: 75. Tel: BAB 37.30. Mg'g Dir.: Guy Raclat.  
 Procure Generalit du Clerge des Missions et des Oeuvres Catholiques, 1 rue de Mezieres, Paris 6. Zone: 75. Tel: 548.20.25. Pres.: Dr. Reant; Gen. Mgr.: Rene Sedant.  
 Prosadis, see Ray Ventura.  
 Publications Musicales Int'l'es, 5 rue Drouot, Paris 9. Zone: 75. Contact: Marc Fontenoy.  
 Rideau Rouge, 24 rue de Longchamp, Paris 16. Zone: 75. Tel: 704.52.37. Pres.: Gilbert Becaud; Gen. Mgr.: Bertrand de Labbey.  
 Roosevelt, see Robert Salvat.  
 Royalty, see Joubert.

continued on page 230

IF YOU FEEL YOUR REPERTOIRE DESERVES  
 THE BEST PROMOTION POSSIBLE IN FRANCE,  
 THINK ABOUT THE PUBLISHING HOUSE THAT JUST  
 OBTAINED THE 53RD COVERVERSION ON  
 " NE ME QUITTE PAS " ( IF YOU GO AWAY )

SOCIÉTÉ NOUVELLE DES ÉDITIONS MUSICALES TUTTI S.A.R.L.

15, Rue Saussier Leroy,

PARIS 17e

FRANCE

Tel. 924-8389

General Manager Mr. Jean Pierard

International Manager Mr. Claude Pascal



**jean-pierre leloir**  
**éole photo**  
**26, rue**  
**notre-dame**  
**des victoires**  
**paris 2<sup>e</sup>**  
**488.79.13**  
**musique**  
**classique**  
**jazz**  
**variétés**  
**music-hall**  
**théâtre**  
**disque**  
**mode**  
**industrie**  
**architecture**  
**décoration**  
**publi reportages**  
**photo reportages**  
**photo archives**  
**couleur**  
**noir et blanc**

continued

S E M I (Societe d'Editions Musicales Internationales), 5 rue Lincoln, Paris 8. Zone: 75. Tel: 359.50.90. Pres.: Rolf Marbot.  
 Affiliates: California, Capitale, Manhattan, Meridian, Monica, Patricia, Troubadour, Vendome.  
 S I M (Societe Internationale de Musique), see Paul Beuscher.  
 Salabert, 22 rue Chauchat, Paris 9. Zone: 75. Tel: 824.55.60. Cable: SALABERTAS. Pres.: Mme. Francis Salabert; Artistic Dirs.: Jean Duverge & Mario Pois.  
 Affiliates: Musique Contemporaine, Rouart Leroille, Senart.  
 Int'l rep.: USA (Contemporary Music).  
 Henri Salvador, 6 Pl. Vendome, Paris 1. Zone: 75. Tel: 073.87.80.  
 Robert Salvat, 89 rue la-Boetie, Paris 8. Zone: 75. Tel: 359.76.54. Pres.: Robert Salvat; Gen. Prof. Mgr.: Angile Salvat.  
 Affiliates: Barton, Claude Carrere, Colby, Fiesta, Massilia, Paul Mauriat, Pigalle, Roosevelt, Shadows, Tremplin.  
 Sandra, see Continental.  
 Saravah, 15 Av. Hoche, Paris 8. Zone: 75. Tel: 622.53.15. Pres.: Pierre Barouh. Gen. Mgr.: Fernard Borruso.  
 Schola Cantorum, 76 bis rue des Sts. Peres, Paris 7. Zone: 75. Tel: 548.70.50.  
 A. Schroeder, see Gerard Tournier.  
 Senart, see Salabert.  
 707, see Barclay.  
 Shadows, see Robert Salvat.  
 Sibecar, 12 rue du Quatre-Septembre, Paris 2. Zone: 75. Tel: 742.23.61. Dir.: Gilles Bleivis; Promo.: Nicole Francois.  
 Star, see Raoul Breton.  
 Johnny Stark, 122 Av. Wagram, Paris 17. Zone: 75. Tel: 924.23.67. Contact: Johnny Stark.  
 Sugar, 12 rue Ballu, Paris 9. Zone: 75. Tel: 874.17.27. Contact: Marcel Maruani.  
 Home office: Italy.  
 Sylva, see Chappell.  
 The Richmond Organization (TRO), see Essex.  
 Theatre et Musique, Guebwiller. Zone: 68. Contact: Joheph Haefele.  
 Gerard Tournier, 67 rue de Provence, Paris 9. Zone: 75. Tel: 744.26.36. Gen. Prof. Mgr.: Charles Talar.  
 Affiliates: Agence Musicale Int'le, Bourne (France), Francobel, Jaep (France), Dick James (France), Mainstay, Mediterranee, Mills (France), Northern Songs (France), Pacer (France), Paris Etoile, Philippe-Gerard, A. Schroeder.

Train Bleu, 12 rue Magellan, Paris 8. Zone: 75. Tel: 225.96.60. Contact: Jean Gauthier.  
 Transatlantiques, 14 Av. Hoche, Paris 8. Zone: 75. Tel: 924.01.13.  
 Tree, 15 rue Saussier Leroy, Paris 17. Mgr.: Claude Pascal.  
 Home office: USA.  
 Tremplin, see Robert Salvat.  
 Tropicales, 71 rue de Provence, Paris 9. Zone: 75. Tel: 874.15.68. Pres.: Rudi Revil.  
 Int'l firms represented: Acuff-Rose, Ivan Mogull, Romantic Music, Screen Gems-Columbia (except film music).  
 Troubadour, see SEMI.  
 Tulsa, see Tutti.  
 Tutti, 15 rue Saussier Leroy, Paris 17. Zone: 75. Tel: 924.83.89. Pres.: M. Vuillemeret; Gen. Mgr.: Jean Pierard; Int'l Mgr.: Claude Pascal.  
 Affiliates: Louise, Peter Maurice, Tulsa.  
 United Artists, see Ed. Associees.  
 Universelles, see Andorra.  
 Vendome, see SEMI.  
 Ray Ventura, 14 Av. Hoche, Paris 8. Zone: 75. Tel: 924.81.93. Dir.: Andre Rambeaud.  
 Branch: 8 rue St. Marc, Paris 2. Zone: 72. Tel: 236.69.18.  
 Affiliates: De Morville, Imperia, Prosadis.  
 Verger, Hameau de la Clementerie, Villennes-sur-Seine. Zone: 78. Contact: Claude Romat.  
 Vianelly, see Raoul Breton.  
 Vogue International, 20 bis rue Louis Philippe, Neuilly-sur-Seine. Zone: 92. Tel: 722.05.30.  
 Affiliates: Carrousel, Pactole.

● **supplies & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Chambre Syndicale des Editeurs de Musique Legere, 117 Blvd. St. Germain, Paris 6. Pres.: Rolf Marbot Sec'y: Mme. Marcelle Legrand.  
 Chambre Syndicale de la Facture Instrumentale (Musical Instrument Mfrs. Ass'n), 1 rue de Courcelles, Paris 8. Zone: 75. Tel: 359.49.53.  
 Chambre Syndicale des Organistes de Concerts, 252 rue du Faubourg St. Honore, Paris 8. Sec'y Gen.: Yves Dandelot.  
 Confederation Internationale des Societes des Auteurs et Compositeurs, 11 rue Kepler, Paris 16.  
 Federation Nationale des Industries et Commerce de la Musique, 1 rue de Courcelles, Paris 8.  
 International Confederation of Popular Societies of Music, 121 rue La Fayette, Paris 8. Sec'y Gen.: Yvon Christnach.  
 International Music Council, 6 rue Franklin, Paris 16. Exec. Sec'y: Jack Bornoff.  
 International Society for Contemporary Music, Conservatoire de Musique, 7 Pl. de la Republique, Strasbourg. Sec'y Gen.: Pierre Stoll.  
 Jeunesses Musicales de France, 45 rue la Boetie, Paris 8.  
 National Music Committee, 42 rue de Chabrol, Paris 10. Sec'y Gen.: Raymond Lyon.  
 Reunion des Theatres Lyriques Municipaux de France, 7 rue du Helder, Paris 9.  
 Societe des Auteurs et Compositeurs Dramatiques, 9 rue Ballu, Paris 9. Zone: 75. Tel: 874.44.97.  
 Syndicat des Artistes de Varietes, 22 rue de Chaillot, Paris 16. Zone: 75. Tel: 727.43.49.  
 Syndicat des Artistes Musiciens de la Region Parisienne, 21 bis rue Victor Masse, Paris 9. Zone: 75. Tel: 878.25.84.  
 Syndicat National des Auteurs et Compositeurs de Musique, 80 rue Talbott, Paris 9. Zone: 75. Tel: 874.96.30. Sec'y Gen.: Maurice Hiler.  
 Syndicat National des Chefs d'Orchestre, 30 rue de Gramont, Paris 2. Sec'y Gen.: Robert Blot.  
 Syndicat National de l'Industrie et du Commerce Phonographiques (Record Company Federation), 1 rue de Courcelles, Paris 9. Zone: 75. Tel: 359.49.55.

**JACKET MANUFACTURERS**

Chaumes, 90 rue des Entrepreneurs, Paris 15. Zone: 75. Tel: 828.89.68.  
 Colombet, 4 rue Ste. Felicite, Paris. Zone: 75. Tel: 842.57.60.  
 Dillard, 49 rue Polonceau, Paris 18. Zone: 75. Tel: 606.41.72.  
 R. Godet, 50 bis rue des Orteaux, Paris 20. Zone: 75. Tel: 636.14.97.  
 Imprimerie du Nord, 2 rue Emile Pathe, Chatou. Zone: 78. Tel: 966.49.90.  
 M S P, 50 rue Voltaire, Montreuil-sous-Bois. Tel: 808.19.10.  
 Saint Roch, 144 rue de Chemin Vert, Paris 11. Zone: 75. Tel: 805.21.98.  
 Servat, 144 Blvd. de la Villette, Paris 19. Zone: 75. Tel: 208.34.06.

**MUSIC LICENSING ORGANIZATIONS**

B I E M (Bureau International de l'Edition Mecanique), 12 rue Ballu, Paris 9. Zone: 75. Tel: 874.20.11. Cable: BIEMUSICO.  
 S A C E M (Societe des Auteurs, Compositeurs et Editeurs de Musique), 10 rue Chapal, Paris 9. Zone: 75. Tel: 744.85.25. Sec'y Gen.: Maurice Vandair.  
 S D R M (Societe pour l'Administration du Droit de Reproduction Mecanique des Auteurs, Compositeurs et Editeurs), 28 rue Ballu, Paris 9. Zone: 75. Tel: 874.91.40. Sec'y Gen.: Marc Lanjean.

**1853** THE BIGGEST NAME IN MUSIC!

**PAUL BEUSCHER**

THE MOST RENOWNED COMPANY IN THE INTERNATIONAL MUSIC BUSINESS

PAUL BEUSCHER - ARPEGE  
 Instruments and Publishers

25-27-29 Blvd. Beaumarchais, PARIS, FRANCE.

**1967**

**MUSIDISC - EUROPE**

7. rue Traversiere — 92 — COURBEVOIE — France — Tél. : 333 59-49

**THE MOST DYNAMIC YOUNG RECORD COMPANY IN FRANCE**

GENERAL MANAGER: PHILIPPE THOMAS  
 INTL: PIERRE BERJOT

**LABELS**  
 MUSIDISC — BEL-AIR — VISADISC — SCORE — AMERICA  
 DISTRIBUTION  
 CETRA — VOX — SAVOY — TURNABOUT — FANTASY — GALAXY

## PRESSING PLANTS

A C E M, Tourouvre, Orne. Zone: 61.  
Disco-France, 124 Av. de Wagram, Paris 17. Zone: 75. Tel: 267.37.30.  
Rene Geneix, 6 rue Jouvenet, Paris 16. Zone: 75. Tel: 288.08.52.  
Magali, 33 rue de la Rochefoucauld, Paris 9. Zone: 75. Tel: 744.77.35.  
MultiTechniques, 55 bis rue de Ponthieu, Paris 8. Zone: 75. Tel: 225.41.10.  
Pathe-Marconi, 2 rue Emile Pathe, Chatou. Zone: 78. Tel: 966.16.48.  
Philips, Rte. de Rouen, Louviers. Zone: 27. Tel: Louviers 560.  
President, 30 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.49.20.  
S Y M C O F A, 10 rue des Bleuets, Paris 11. Zone: 75. Tel: 023.32.06.  
Societe de Faconnage Industriel, 21 rue Pierre Valette, Malakoff. Zone: 92. Tel: 253.62.69.  
Societe Francaise des Enregistrements Sonores (SOFRESON), 18 rue Pigalle, Paris 9. Zone: 75. Tel: 874.25.73.  
Societe Francaise de Pressage, 51 Av. de la Division Leclerc, Villetaneuse. Zone: 93. Tel: 752.75.95.  
Societe Francaise de Technique Sonore (SOFRATECSO) 14 rue des Flandres, Vitry. Zone: 94. Tel: 726.21.31.  
Teppaz, 160 rue Lafayette, Paris 10. Zone: 75. Tel: 607.14.88.  
Vogue, 82 rue Maurice Grandcoing, Villetaneuse. Zone: 93. Tel: 752.73.00.

## RECORDING STUDIOS

Acousti, 54 rue de Seine, Paris 6. Zone: 75. Tel: 633.53.60.  
Arfonic, 162 rue du Faubourg St. Denis, Paris 10. Zone: 75. Tel: 607.48.61.  
Arsonor, 19 rue Burq, Paris 18. Zone: 75. Tel: 254.37.06.  
Barclay-Hoche, 9 Av. Hoche, Paris 8. Zone: 75. Tel: 924.81.30.  
Centre d'Enregistrement des Champs-Elysees, 15 Av. Montaigne, Paris 8. Zone: 75. Tel: 225.01.37.  
Technical Dir.: Andre Charlin.  
Davout, 73 Blvd. d'Avout, Paris 20. Zone: 75. Tel: 797.53.39.  
Decca-RCA, 30 rue Beaujon, Paris 8. Zone: 75. Tel: 924.19.01.  
Diffusion Magnetique Sonore, 29 rue d'Hautpoul, Paris 19. Zone: 75. Tel: 208.12.80.  
E. T. A. Robert Gaffinel, 35 bis rue de l'Abbe Gregoire, Paris 6. Zone: 75. Tel: 222.48.29.  
Europa Sonor—Studio A, 15 rue Charcot, Paris 13. Zone: 75. Tel: 587.33.33—Studio B, 20 bis rue de la Gaitte, Paris 14. Zone: 75. Tel: 633.53.53.  
Louis Gaste, 5 rue du Bois de Boulogne, Paris 16. Zone: 75. Tel: 704.53.53.  
Rene Geneix, 6 rue Jouvenet, Paris 16. Zone: 75. Tel: 288.08.52.  
Magali, 33 rue de la Rochefoucauld, Paris 9. Zone: 75. Tel: 744.77.35.  
Pathe-Marconi, 62 rue de Sevres, Boulogne-sur-Seine. Zone: 92. Tel: 825.01.66.  
Philips, 94 Blvd. August Blanqui, Paris 13. Zone: 75. Tel: 535.07.89.  
Polydor, 44 rue des Dames, Paris 17. Zone: 75. Tel: 522.55.90.  
Societe Francaise des Enregistrements Sonores (SOFRESON), 18 rue Pigalle, Paris 9. Zone: 75. Tel: 874.25.73.  
Societe Francaise du Son, see Decca-RCA.  
Studio 10, 10 rue Washington, Paris 8. Zone: 75. Tel: 225.80.76. Gen. Mgr.: Denis Bourgeois; Engineer: Guy Salmon.  
Vogue, 54 rue d'Hauteville, Paris 10. Zone: 75. Tel: 824.93.82.  
Voxigrave, Steinway Hall, 6 rue de Lisbonne, Paris 8. Zone: 75. Tel: 522.66.84.

## • tape

### CARTRIDGE CASE MANUFACTURERS

Diffusion Magnetique Sonore, 29 rue d'Hautpoul, Paris 19. Zone: 75. Tel: 208.12.80. Comm'l Dir.: Hubert de la Selle. (Philips Musicassettes).

### RAW TAPE MANUFACTURERS

Ampex, 41 Av. Bosquet, Paris. Zone: 75. Tel: 705.38.10.  
Kodak, 37 Av. Montaigne, Paris 8. Zone: 75. Tel: 256.48.11.  
Minnesota de France, 135 Blvd. Serurier, Paris 16. Zone: 75. Tel: 205.71.19.  
Pyrat, 47 rue de l'Echal, Creteil. Zone: 94. Tel: 207.48.90.  
Sonocolor, 35 Quai de la Baronnies, Ablon. Zone: 94. Tel: 922.30.04.  
3 M, see Minnesota de France.

### TAPE CARTRIDGE FLAYBACK EQUIPMENT MANUFACTURERS

Philips ELA, 162 rue St. Charles, Paris 15. Zone: 75. Tel: 532.21.29.

### TAPE PLAYBACK EQUIPMENT IMPORTERS

Joubert, 34 rue de la Victoire, Paris 9. Zone: 75. Tel: 622.28.57.  
Mood Music, 143 rue de Verdun, Suresnes. Tel: 506.20.19.  
Products: M40 machines (Muntz), 4-tr. cartridges (ITCC, Muntz, Atlantida).

## TAPE DUPLICATION

Decca, 30 rue Beaujon, Paris 8. Zone: 75. Tel: 924.19.01.  
Philips, 6 rue Jenner, Paris 13. Zone: 75. Tel: 707.75.28.  
Mood Music, 143 rue de Verdun, Suresnes. Tel: 506.20.19.  
Societe Francaise du Son (see Decca).

## • musical instrument importers

Georges Becker, 54 rue des Petites Ecuries, Paris 10. Tel: 770.17.18.  
Drums: Pearl; Organs: Farfisa  
Deblaye & Meunier, 42 rue de Paradis, Paris 10. Tel: 770.68.01. Pres.: Jean Zernik.  
Drums: Ludwig; Guitars: Baldwin, Framus; Amps: Baldwin; Organs: Baldwin.  
Hohner (France), 19 rue Van Loo, Paris 16. Tel: 224.63.50. Pres.: Jacques Coulon.  
Drums: Sonor; Guitars: Holiday; Harmonicas: Hohner; Organs: Hohner.  
Alain Le Meur, 94 rue Bernardin de St. Pierre, Le Havre. Zone: 76. Tel: 42.60.54. Pres.: Alain Le Meur.  
Brand names: Pearl, Austrovox, Guild, Shel-tone & Watkins/Wem equipment.  
Selmer, 18 rue de la Fontaine-au-Roi, Paris 11. Tel: 023.09.74. Pres.: Jacques Selmer.  
Drums: Beverly, Premier.  
Strasser-Marigaux, 144 Blvd. de la Villette, Paris 19. Tel: 208.40.79.  
Drums: Slingerland; Cymbals: Avedis Zildjian; Drum heads: Remo, Weatherking.

## • music festivals

Festival d'Aix-en Provence, Casino Municipal, 2 bis Blvd. de la Republique, Aix-en-Provence. Tel: 26.30.33. Artistic Dir.: Gabriel Dussurget.  
Type: Opera, concerts, recitals (July).  
Festival d'Angouleme, Hotel de Ville, Angouleme. Dir.: Jean-Jacques Etcheverry.  
Type: Classical (May-June).  
Fetes d'Annecy, Comite des Fetes de la Ville, Pl. de l'Hotel de Ville, Annecy.  
Type: Pop (July-August).  
Festival d'Antibes et Juan-les-Pins, Commissariat General, 252 rue du Faubourg St. Honore, Paris 17. Tel: 924.12.95. Contact: Jacques Hebey.  
Type: Jazz (July).  
Festival de Besancon, Syndicat d'Initiative, 19 rue de la Republique, Besancon. Tel: 83.52.35.  
Type: Concerts, chamber music, recitals, drama (September).  
Festival de Dieppe, Syndicat d'Initiative, Dieppe. Type: Classical (June-August).  
Festival de Divonne-les-Bains, Bureau de Concerts Maurice Werner, 11 Av. Delcasse, Paris 8. Type: Chamber music (June-July).  
Festival Gabriel Faure, Syndicat d'Initiative, Foix. Type: Classical (June).  
Festival de Lyon, Secretariat du Festival, Hotel de Ville, Lyon.  
Type: Classical (June-July).  
Festival du Marais, 44 rue Francois-Miron, Paris 4. Pres.: Michel Raude.  
Type: Classical & pop (June-July).  
Festival de Menton, Secretariat du Festival, Promenade George V, Menton. Tel: 35.82.22; Bureau du Festival, 45 rue la Boetie, Paris 8.  
Type: Chamber music, recitals (August).  
Festival Messidor, Syndicat d'Initiative, Donjon du Capitole, Toulouse.  
Type: Classical (June-July).  
Festival de Poitiers, 19 rue Arsene Orillard, Poitiers. Type: Classical (May).  
Festival de Prades, Bureau du Festival, Prades. Dir.: Pablo Casals.  
Type: Classical (July-August).  
Festival de Strasbourg, 24 rue de la Mesange, Strasbourg. Tel: 32.43.10.  
Type: Concerts, chamber music, recitals (June).  
Fetes de Touraine, Syndicat d'Initiative, Tours.  
Type: Classical (June-July).  
International Jazz Festival (see Festival d'Antibes et Juan-les-Pins).  
Mai Musical de Bordeaux, Commissariat General, 252 rue du Faubourg St. Honore, Paris 17. Tel: 924.97.28.  
Type: Opera, concerts, chamber music, ballet, drama (May-June).  
Mai de Versailles, Societe Artistique des Champs-Elysees, 15 Av. Montaigne, Paris 8.  
Type: Classical (May).  
Midem (Music Festival).  
Rose de France Song Contest, Pl. du General de Gaulle, Antibes. Tel: 34.08.35. Contact: Claude Tabet.  
Type: Pop (June).  
Saison Musicale de Royaumont, Cercle Culturel de Royaumont, Asnieres-sur-Oise. Dir.: Doda Conrad.  
Type: Classical (June, July & Sept.).  
Saison de Vichy, Grand Casino, 5 rue du Casino, Vichy.  
Type: Classical (June-Sept.).

## • trade shows

Electronic Components Show, April 3-8—Paris. Foire de Paris, May.  
International Festival du Son, March 7-12—Paris. Contact: Marc Boissenot, 16 rue de Presles, Paris 15. Tel: 273.24.70.  
M I D E M (International Record & Music Publ'g Market), Jan. 29-Feb. 2—Cannes. Contact: Bernard Chevry, 9 rue Magellan, Paris 8. Tel: 359.35.35.

## GERMANY, EAST

Population: 1964 census—17,011,931  
(No other statistics available)

## • record manufacturers

Deutsche Schallplatten (VEB), Reichstager 4-5, 108 Berlin. Tel: 22-50-71. Contact: Wille Werbeleiter.  
Record Playing, Kurt Ehrlich, Otto Gedlichstr. 25, Pirna Copitz.

## • music publishers

Breitkopf & Haertel (VEB), PO Box 147, Karlsstr. 10, 701 Leipzig.  
Deutscher Verlag Fuer Musik (VEB), PO Box 147, Karlsstr. 10, 701 Leipzig.  
Harth, Karl-Liebknechtstr. 12, 701 Leipzig. Tel: 32612. Cable: MUSICA. Pres.: Curt Claus.  
Affiliate: Pro Musica.  
Friedrich Hofmeister, PO Box 147, Karlsstr. 10, 701 Leipzig.  
Lied der Zeit (VEB), PO Box 1515, Hankestr. 3, 102 Berlin. Tel: 425081. Cable: Lied der Zeit.  
Pro Musica (see Harth).

## IMPORTER & EXPORTER

Deutscher Buchexport & Import, Leninstr. 16, 701 Leipzig.

## ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of German Composers & Musicologists, Leipzigerstr. 26, 108 Berlin. First Sec'y: Prof. N. Notowicz.

## GERMANY, WEST

Population: 55,000,000.  
Official rate of exchange: \$1 (US) = 3.98 marks.  
No. of homes with record players: 50% of all households.  
Records sold domestically: LP's 1966—18,300,000 units; 1965—16,300,000 units; up 12.3%. EP's 1966—5,300,000 units; 1965—7,500,000 units; down 29.3%. Singles 1966—23,900,000 units; 1965—25,400,000 units; down 5.9%. Total domestic sales 1966—47,500,000 units @ \$100,000,000. Budget labels sales in 1966 accounted for 35% of total sales.  
Records manufactured for domestic & export sale: LP's 1966—28,600,000 units; 1965—25,700,000 units; up 11.3%. EP's 1966—6,900,000 units; 1965—9,900,000 units; down 30.3%. Singles 1966—29,800,000 units; 1965—30,600,000 units; down 2.6%. Total records manufactured 1966—65,300,000 units.  
Records imported: LP's 1966—1,920,000 units; 1965—1,570,000 units; up 22.3%. EP's 1966—220,000 units; 1965—310,000 units; down 29%. Singles 1966—320,000 units; 1965—280,000 units; up 14.3%. Total records imported 1966—2,460,000 units.  
Records imported from USA: 1966—\$977,567; 1965—\$709,569; up 37.8%.  
Records exported: LP's 1966—7,400,000 units; 1965—6,300,000 units; up 17.4%. EP's 1966—900,000 units; 1965—1,200,000 units; down 25%. Singles 1966—4,400,000 units; 1965—4,300,000 units; up 2.3%. Total records exported 1966—12,700,000 units.  
Records exported to USA (factory value): 1966—1,026,883 units @ \$1,134,098; 1965—683,820 units @ \$965,392; up 17.5%.  
Average retail price per record: LP—\$4; EP—\$2; single—\$1.20.  
Record club sales: LP's 1966—3,300,000 units; 1965—4,200,000 units; down 21.4%. EP's 1966—1,300,000 units; 1965—2,300,000 units; down 43.5%. Singles 1966—600,000 units; 1965—1,500,000 units; down 60%. Total record club sales 1966—5,200,000 units.  
Type of distribution: Manufacturer-to-retailer through own distribution organization. Also manufacturer-to-wholesaler-to-retailer.  
Discounting: Occasional.  
No. of juke boxes: 70,000.

continued on page 232

continued

Radio stations: 14 medium wave; 12 FM.

Radios: 20,000,000.

TV stations: 3 channels.

TV sets: 10,538,000.

Import-export regulations: Duty value—13.2% of list price. When imported from Common Market countries—7%. In both cases, 6% purchase tax must be paid. GEMA (German Performing Rights Society) gets 8% of retail selling price for singles.

Holidays: Jan. 1, June 17 (East Berlin Rising), Nov. 2 (Day of Atonement), Dec. 25, 26 (Christmas), Easter Monday, Whit Monday.

Wolfgang Spahr

### ● record manufacturers

A M S (see L. Schwann).

Abanori, Burgstr. 21 Nuremberg 85. Contact: Heinz Schiegl.

Int'l reps.: Switzerland (Turicaphon).

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.

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.

Ariola (see Ariola-Eurodisc — Eurodisc).

Ariola (see Ariola-Eurodisc & Eurodisc).

Ariola-Eurodisc, Friedrichsdorferstr. 75, Getersloh 483. Tel: 0524123427. Mg'g Dir.: Werner Vogelsang; Sales: Friedrich Schmidt; Int'l: George Ehmke; Pop A&R: Egmont Leuffner, Sonnenstr. 19, 8 Munich 15. Tel: 0811/551741; Classical A&R: Fritz Ganss, Viktoria Louise Platz 7, 1 Berlin 30. Tel: 0311/244292.

Labels: Ariola, Ariola-Athena, Baccarola, Blue Note, Ember, Eurodisc, Hansa, Liberty, Melodia-Eurodisc, President, Riviera.

This company represents: President (United Kingdom), World Record Club (United Kingdom), Negram (Netherlands), Ariston (Italy), Clan-Celentano (Italy), Fonit-Cetra (Italy), Vergara (Spain), Laurie (USA), Delta (Netherlands), HA-VOC (Netherlands).

Int'l reps.: Australia (W&G), Austria (Ariola), Belgium (Barclay), Canada (Canadian Music Sales), Denmark (Metronome), United Kingdom (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).

Aronda, Oberseilerstr. 27a, 6375 Oberstedten/Ts. Contact: Guenther Mueller.

Baccarola (see Ariola-Eurodisc & Eurodisc).

Baerenreiter, Heinrich-Schuetz-Allee 29/37, 35 Kassel-Wilhelmshoehe. 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).

Bella Musica (see Multiklang).

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.

This company represents: Bel Air, Belvedere, Musidisc, Super-Majestic, Typic, Visadisc.

Bertelsmann, 483 Guetersloh.

Labels: Bertelsmann, Gong, Marcato, Parnass, SR-Int'l.

This company represents: Amadeo, Baerenreiter-Musicaphon, Cantate, Deutsche Grammophon Gesellschaft, Harmonia Mundi, Electrola, Eurodisc, Philips Ton, Teldec.

Int'l reps.: Austria (C. Bertelsmann), Switzerland (Arcadia).

Blue Note (see Ariola-Eurodisc).

C B S, Palmengartenstr. 4, 6 Frankfurt/AM. Tel: (0611) 77 08 61. Mg'g Dir.: Bernhard Mikulski; Int'l Pop A&R Mgr.: Juergen Kramer; Int'l & German Classical A&R Mgr.: Hans-Richard Stracke; Sales & Mktg.: Herbert Giesewetter; P.R. Mgr.: Herbert Mueller; Adv. Mgr.: Anton Simmerl; German Pop A&R Mgr.: Rudolf Kreuzer.

Branches: CBS, 1000 Berlin 31. Tel: (0311) 883-2852. Mg.: Martha-Anne Glantz; CBS, 2000 Hamburg 13. Tel: (0411) 457-4000. Mgr.: Hedy Schaezle; CBS, 8000 Munich 12. Tel: (0811) 538-0304. Mgr.: Ursula Franz.

This company represents: Back Beat, Date, Duke, Epic, Gordy, Musicor, OK, Ode, Peacock, Song Bird, Soul, Sure Shot, Tamla-Motown, VIP, Westminster.

Int'l rep.: Columbia Rec. Int'l.

Calig, Werderring 6, 78 Freiburg. (distributed by Vereinigte).

Int'l reps.: Austria (Faehrmann), Switzerland (Baerenreiter).

Camarata, c/o Moeseler Verlag, Hoffmann-von-Fallerlebenstr. 8, 334 Wolfenbuettel. Tel: (05331) 22684. Cable: MOESELERVERLAG. Dir.: Karl Heinrich Moeseler; Classical A&R: Friedrich Wilhelm Seifert; Sales & Mktg.: Heinz Gemmel; Pub.: Juergen Koehel; Int'l: Reinhard Huch.

Int'l branch: Switzerland.

Int'l rep.: USA Electra (Nonesuch).

Cantagallo (see Italia).

Cantate, Heinrich-Schuetz-Allee 33, 35 Kassel-Wilhelmshoehe. Tel: (0561) 3.00.13. Gen. Mgr.: Diefried Mundry; Sales Mgr.: Helmut Fricke; Prod'n: Ulrich Zimmer & Wilhelm Ehmman. (distributed by Vereinigte).

Capitol (see Electrola).

Center (see Saba).

Chestland (see Philips).

Christiana, Postfach 406, 8000 Munich 13. (distributed by Vereinigte).

Christophorus, Hermann-Herderstr. 4, 78 Freiburg.

This company represents: Lumen, Studio SM.

Int'l reps.: Austria (Amadeo), Belgium (Basart), Netherlands (Basart), Switzerland (Finsterwald & Cantacuzene).

Columbia (see Electrola).

Concert-Hall, Elbingerstr. 1-3, 6000 Frankfurt/Main.

Conti (see Schallplatten-Vertrieb Delmenhorst).

Coral (see Teldec).

Corner, Sonnenweg 9, 5062 Forsbach b. Cologne. Tel: 02.205/29.30. Gen. Mgrs.: Heinz Gietz & Guenther Ilgner; Sales Mgr.: Rudolf Engleder; Tech. Dir.: Wolfgang Hirschmann; Pub.: Guenther Ilgner.

Credo, c/o Verlag Junge Gemeinde, Staffenbergstr. 38, 70000 Stuttgart 1. Contact: E. Schwinghammer.

Int'l reps.: Austria (Wartburg), Switzerland (Christl).

DGG (see Deutsche Grammophon Gesellschaft).

Da Camera, Hollmuthstr. 48, 6903 Neckargemuend.

Decca (see Teldec).

Deram (see Teldec).

Deutsche Austrophon, 2840 Diepholz/Hann. Tel: (05 441) 344. Gen. Mgr.: Rolf Neumann Jr.; Sales Mgr.: Ulrich Wilke.

This company represents: Camerata, Christophorus, Da Camera, Elite Special, Hippo, Jupiter, MCE, Pelka, Ricordi, Swizz Jazz, Triola.

Int'l reps.: Austria (Centrocord), Switzerland (Turicaphon).

Deutsche Grammophon Gesellschaft.

Deutsche Grammophon Gesellschaft (DGG), Rothenbaumchausee 5, 2 Hamburg 13. Tel: 44.17.91.

Mgr.: Richard Busch; Sales Mgr.: Heinz Holle; Polydor Prod'n: Oskar Drechsler; Pub.: Werner Klose; Polydor Pub.: Klaus Reimann; Artist Promo.: Hanna Reinecke.

Labels: Deutsche Grammophon Gesellschaft, Archiv, Heliodor, Literarisches Archiv, MGM, Polydor, United Artists, Verve.

Deutsche Oversea, Muntpratstr. 18, Box Office 31, 775 Konstanz. Tel: 45.17. Gen. Mgr.: Michel Liber.

Labels: (owned) Oversea; (distributed) Royal Splendid, Topas.

Int'l firms represented: Athenee (Greece), Clan Celentano (Italy), Italmusica (Italy), Maietti (Italy), Marfer (Spain), Melodi (Turkey), Melody (Greece), Panorama (France), Primary (Italy), Ribalta (Italy), Ricordi (Italy), Rifi (Italy), Said (Italy), Silver Recs. (Italy), Sonor (Italy), Sunstar (Italy), Vis Radio (Italy), Toga (Italy), Variety (Italy), Zephyr (Italy).

Deutsche Tanzmusik, Ohmstr. 8, 8000 Munich 23. Prod'r: Hans Lang.

Labels: Edig, Eurex, Freiton, Royal Splendid.

Int'l reps.: Austria (Royal), Canada (Royal), Italy (Royal) Switzerland (Royal), United Kingdom (Royal).

Deutsche Vogue, Zur Muehle 2, 5021 Grosskoenigsdorf. Tel: 3961/62. Cable: DEUVOG.

Mg'g Dir., and A&R Pop & Classical: Jean-Jacques Finsterwald; Gen. Mgr.: Roger Lilla; Sales Mgr.: Heinz Juergens; Press Rep.: Miss Gerdi Bartelt; Adv. Press Rep. & Promo.: Peter M. Deburba; Int'l: Manno Illich.

Branches: Holbeinstr. 42, 1 Berlin-Lichterfelde. Tel: 736442 & 7735242. Mgr.: Gerd Rehn; Dreilindenstr. 79, 43 Essen. Tel: 226469. Mgr.: Eckehard Ploetz; Holbeinstr. 41, 6 Frankfurt/M. Tel: 414003. Mgr.: Uwe Delfeisen; Schopenhstr. 22, 2 Hamburg 1. Tel: 322025/26. Mgr.: Horst Wagner; Klenzstr. 37, 8 Munich. Tel: 261638. Mgr.: Adolf Mueller.

This company represents: Autumn, BT Puppy, Blue Cat, Cadet, Caramba, Cellograf-Simp, Celson, Checker, Chess, Collection du Chat Botte, Collection du Musee de l'Homme, Congress, Contrepoint, Conversaphone, Disc'AZ, Dixieland Jubilee, Dot, Durium, Elektra, Everest, Fono, Four Corners, GNP Crescendo, Hamilton, Hispavox, Hitton, Horizons, Jazz Selection, Jolly, Josie, Jubilee, Kapp, Line, MK, Michel-Ange, Mode Int'l, Musette Club, Music, Negram, Orpheo, PC, Pacific, Pacific Junior, Palette, Phonocolor, Piccadilly, Pinguin, Pop, Premier, Primavera, Pye, Red Bird, Roulette, SP, Saar, Scepter, Simon, Stella, Strike, Style, Swing, Tico, Time, Transatlantic, Visages de France, Visages du Monde, Vogue, Vogue France, Wand, Xtra, Zafira.

Deutschesaga, Hoehnstr. 85, 4000 Duesseldorf. Tel: 721-066. Mgr.: Marcel Rodd.

Home office: England, Saga, 325 Kensal Rd., London W.10.

Dixieland (see Philips).

Douglas Recs., Lutherstr. 63, 3000 Hannover. Contact: Alfons Dreyer.

Edig (see Deutsche Tanzmusik).

Electrola, Maarweg 149, 5 Cologne-Bransfeld. 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; Classical Prod'n: H. Storjohann & G. Berg.

Labels: Capitol, Columbia, Electrola, Hoer zu, Odeon.

This company represents: Amy (USA), Angel (USA), Apollon (Greece), Armonia (Greece), Athene (Greece), Avion (Greece), Baidaphon, BAM (France), Baronet (USA), Beca, Bell (USA), Buena Vista (USA), Cairophon, Capitol (Mexico), Carish (Italy), Chriss Mikrofono (Greece), Classic Editions (USA), Cortina (Greece), DaCapo (Italy) Dede (Liberia), Desto (USA), Diamond (USA), Directional Sound (USA), Discophiles Francaid (France), Discophon (Greece), Disneyland (USA), Dolton (USA), Dore (Greece), Dyno-Voice (USA), Ember (United Kingdom), Encore (United Kingdom), Erato (Greece), Esengo, Favorit (Austria), Folkways/Scholastic (USA), Greek Voice (Greece), Gloria, HMV (United Kingdom), Imperial (Netherlands), Imperial (USA), Karbaretz 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), Musiland (USA), Muza (Poland), Nashboro (USA), New Voice (USA), Olutome, Oskar (Greece), Pan-Vox (Greece), Parlophone, Pathe-Marconi (France), Phoenix (Greece), Polyphone (Greece), Popular (Greece), Preiser (Austria), Premiere (USA), Die Prominente Stimme (Austria), Pronit (Poland), Regal, Regal-Zonophone, 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), Vox de l'Islam, Voix de l'Orient, Voix de son Maitre (France), Voix de Liban (Lebanon), La Voz de su Amo (Spain), A Voz do Dono (Portugal), Waverly (United Kingdom), Zeida (Colombia).

Elite Special (see Deutsche Austrophon).

Ember (see Ariola-Eurodisc).

Eurex (see Deutsche Tanzmusik).

Eurocord, Libanstr. 5, 7000 Stuttgart 13. (distributed by Finaie).

Int'l reps.: Austria (Centrocord), Switzerland (Phonog).

Eurodisc, Sonnenstr. 19, 8 Munich 15. Tel: 55.17.41. Mg'g Dir.: Egmont Leuffner; Pop A&R: Wolfgang Renk; Classical A&R: Fritz Ganss; Int'l: Miss Helga Verleger.

This company represents: 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), Columbia (Discos Fuentes), Denmark (Metronome), Finland (Nor-Disc), Italy (Fonit-Cetra), Greece (Helladic), Japan (King), Mexico (Discos Musart), Norway (Nor-Disc), South Africa (Teal), Spain (Vergara, Circulo de Lectores), Sweden (Cupol), Switzerland (Musikvertrieb), United Kingdom (WRC), USA (RCA Victor, Fiesta, Elektra, Kapp).

Europa (see Miller Int'l).

Eurosonic (see Miller Int'l).

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 Kraetzl.

Branch: 7 Stuttgart-Vaihingen, Hoehenrandstr. 4.

Labels: (Owned) Finale; (distributed) Eurocord.

Folksong (see Wergo).

Fontana (see Philips).

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).

Gong (see Bertelsmann & Eurodisc).

Good Time Jazz (see Philips).

Graefe und Unzer, Isabellastr. 32, 8000 Munich 13.

Hansa, Witterlsbacherstr. 18, Berlin 31. Tel: 881.40.57. Gen. Mgr.: Peter Meisel; Int'l: Irntrud 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 Monopoli).

Heliodor (see Deutsche Grammophon Gesellschaft).

HiFi (see Philips).

HiFi Jazz (see Philips).

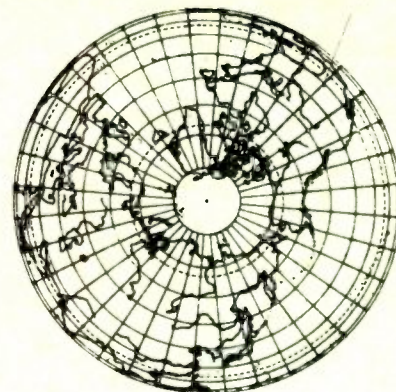
Hippo Records, Hotel Stadt Altona, Apt. 606, Hamburg-Altona. Tel: 38.44.08. Mg'g Dir.: Frank Valdor; Dist'n Dir.: Joe Moser.

Int'l reps.: Switzerland (Metronome, Pick).

Hitsville (see Karl L. Schneider).

continued on page 234

# TELDEC



## REPRESENTING THE WORLD'S MOST IMPORTANT RECORD LABELS AND INTERNATIONALLY FAMOUS ARTISTS IN GERMANY

Ed Ames  
Paul Anka  
Eddy Arnold  
Bobby Bare  
Len Barry  
Harry Belafonte  
Perry Como  
Bing Crosby  
James Darren  
Sammy Davis jr.  
Val Doonican  
Buddy Holly  
Engelbert Humperdinck  
Tom Jones  
Mario Lanza  
Trini Lopez  
Dean Martin  
Billy Mo  
Chris Montez  
Roy Orbison  
Crispian St. Peters  
Elvis Presley  
Jim Reeves  
Ronny  
Willy Schneider  
Ricky Shayne

Frank Sinatra  
Frank Sinatra jr.  
Cat Stevens  
Whistling Jack Smith

Herb Alpert & the Tijuana Brass  
Count Basie  
Xavier Cugat  
Don Kosaken Chor  
Original Egerländer  
Musikanten Ernst Mosch  
Duke Ellington  
Arthur Fiedler  
(Boston Pops Orchestra)  
Will Glahé  
Ted Heath  
Henry Mancini  
Mantovani  
Glenn Miller  
Mitch Miller  
Werner Müller  
Original Oberkrainer  
Quintett Avsenik  
Nelson Riddle

Edmundo Ros  
Wiener Sängerknaben

Chet Atkins  
Don Cherry  
Floyd Cramer  
Duane Eddy  
Horst Fischer  
Pete Fountain  
Al Hirt  
Jacques Loussler  
Peter Nero  
Boots Randolph  
Klaus Wunderlich

France Gall  
Eartha Kitt  
Hildegard Knef  
Brenda Lee  
Miriam Makeba  
Manuela  
Peggy March  
Odetta  
Rita Pavone

Nina Simone  
Nancy Sinatra  
Caterina Valente

The Association  
City Preachers  
The Electric Prunes  
Everly Brothers  
The Gibsons  
Harpers Bizarre  
Los Indios Tabajaras  
Jefferson Airplane  
Kingston Trio  
Los Machucambos  
The Mamas & The Papas  
Sergio Mendes & Brazil '66  
The Monkees  
The Move  
Peter, Paul & Mary  
Alan Price Set  
The Rolling Stones  
The Sandpipers  
The Small Faces  
Ike & Tina Turner  
The Turtles



DECCA



LONDON



reprise:

CORAL

DERAM

monument

**TELDEC Schallplatten-Gesellschaft mbH. Hamburg/Germany**

**LOOKING FOR**

a new "Sound" to replace some band your catalog may be loosing? Playbacks for a Musical or Opera you'd like to produce at low cost?

Program Material for:

- an Esoteric Line?
- a Classical Line?
- a Budget Line? a Pop Line?
- or perhaps Films, Backgrounds, Cartridges or Tapes?

**THEN ASK FOR OUR "LIBRARY OF RECORDED MUSIC"**

General Catalog, or Contact

**J.+I. Famira**



2 Hamburg 20  
Hegestraße 39  
Germany

Studio Musikhalle Hamburg

*continued*

Hoer zu, Postfach 827, 5000 Cologne 1; Kaiser-Wilhelmstr. 6, 2000 Hamburg 36. (distributed by Electrola).

International (see Italia).

Iramac, Josefskirchplatz 5, 44 Muenster. (distributed by Fono-Schallplatten).

**Labels:** Iramac, Relax.

Italisa, Sonnenstr. 20, 8000 Munich 15.

**Labels:** Cantagallo, International, Italia, Top Hit.

**This company represents:** Chant du Monde, Festival, 20th-Fox.

Jaguar (see Schallplatten-Vertrieb Delmenhorst).

Jupiter, Biederstein 7, 8 Munich 23. Tel: (0811) 34.70.11/2. Cable: SIEGELMUSIK. Gen. Mgr. & Prod'r: Ralph Maria Siegel.

**Labels:** Jupiter, Stella.

P. P. Kelen, (Ring der Musikfreunde), Eickhoffstr. 14-16, 483 Guetersloh.

**Labels:** Discoton, Orbis.

Koegler (see Walter Koegler).

Walter Koegler, Fleischhauerstr. 50, 7000 Stuttgart-Moehringen.

**Labels:** Koegler, K. Tanz.

Int'l rep.: Austria (Fahrmann).

Laudinella (see Baerenreiter).

Liberty (see Ariola-Eurodisc).

Literarisches Archiv (see Deutsche Grammophon Gesellschaft).

London (see Teldec).

Luxor (see Richter).

M G M (see Deutsche Grammophon Gesellschaft).

M P S (see Saba).

Marcato (see Bertelsmann & Eurodisc).

Melodia-Eurodisc (see Ariola-Eurodisc & Eurodisc).

Melodisca (see Ostinato).

Metronome, Keidenkampsweg 76 B, 2 Hamburg 1. Tel: 24.12.61. Gen. Mgr. & Comm'l Dir.: Leif E. Kraul; Sales Mgrs.: Leif E. Kraul & Reinhard Streit; Sales Ass't: Klaus Lehfeldt; Import-Export: Ursula Bull & Helge Wagner.

**This company represents:** Atco (USA), Atlantic (USA), Bang (USA), Barclay (France), Belter (Spain), Brilliant, Festival, Golden 12 (Germany), Metronome (Denmark, Sweden), Quadrigaton (Germany), RSL (United Kingdom), Riviera (France), Simon, Sonet (Denmark, Sweden), (Storyville (Denmark), Supraphon (Czechoslovakia).

Int'l reps.: Austria (Ariola), Belgium (Polydor), Denmark (Metronome), Finland (Scandia-Musikk), France (Festival, Sopholest), Luxembourg (Polydor), Netherlands (Dureco), Norway (Nordisc), Spain (Belter), Sweden (Metronome), Switzerland (Jecklin), United Kingdom (EMI), USA (Atlantic, Metronome).

Miller Int'l, Randstr. 7, 2 Hamburg 54. Tel: (04 11) 54.30.41. Gen. Mgr.: Harald A. Kirsten; Prod'n Dir.: Erich Beumann; Sales: Friedrich Wilhelm Reise; Mktg.: Hans-Martin Neumann; PR.: Bert Varell.

**Labels:** Europa, Eurosonic, Somerset, Sonic.

**This company represents:** Budget Sound (USA), Miller Int'l (USA).

Int'l reps.: Austria (Elektro-Moser), Italy (Bluebell).

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).

Odeon (see Electrola).

Orbis (see P. P. Kelen).

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).

Pergola (see Philips).

Philips, Moenckebergstr. 7, 2 Hamburg 1. Tel: (0411) 32.10.17. Gen. Mgr.: Hans Schrade; Sales Mgr.: Georg Augustin; Prod'n Dir.: Wolfgang Kretzschmar.

**Labels:** Chestland, Dixieland, Fontana, Good Time, Jazz, HiFi, HiFi Jazz, Pergola, Philips.

**This company represents:** ABC (USA), Amadeo (Austria), Audio Fidelity (USA), Dauntless (USA), Debut (Denmark), Dux (Sweden), Emarcy (USA), Impulse (USA), Jazzland (USA), Mercury (USA), Monsville (USA), Octave (USA), Ofbee (USA), Pacific Jazz (USA), Riverside (USA), Smash (USA), Star Club (Germany), Tangerine (USA), Vee (USA), Washington (USA), Wing (USA), World Pacific (USA).

Int'l reps.: Argentina (Philips), Australia (Philips), Belgium (Phonogram), Brazil (Companhia Brasileira de Discos), Colombia (Phonoton, Philips), Chile (Philips), Denmark (Nor-disc, Polyphon), Ecuador (Philips), Finland (Musica Fazer), France (Philips, Interdisc), Greece (Hedisc), Italy (Philips, Phonogram), Ireland (Philips), Iran (Philips Teheran), India (Philips Indien), Japan (Nippon Victor), Lebanon (Philips Libanon), Mexico (Philips), Netherlands (Fontana, Philips, Phonogram), New Zealand (Philips), Norway (Norsk Phonogram), Paraguay (Philips), Portugal (Philips), Pakistan (Philips), South Africa (Grammophon), Spain

(Philips), Syria (Philips Orient), Sweden (Philips), Switzerland (Philips), Turkey (Philips), United Kingdom (Fontana, Philips), UAR (Philips Orient), USA (Philips, Mercury), Uruguay (Philips), Venezuela (Siemens Renzola), Yugoslavia (Philips).

Polydor (see Deutsche Grammophon Gesellschaft).

Popular (see Richter).

President (see Ariola-Eurodisc & Eurodisc).

R C A Victor (see Teldec).

Relax (see Iramac).

Rendezvous, Neue Steig 243, 6984 Reicholzheim. Tel: (09342) 63.54. Mg'g Dir.: Heinz Hartmann.

**This company represents:** Gospel (USA), Heritage (United Kingdom), Mouloudji (France), Regent (USA), SFP (France), Savoy (USA), Sharp (USA), World Wide (USA).

Reprise (see Teldec).

Richter Postfach 682, Siidardsberger 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 Splendid Recs. (see Deutsch Oversea & Deutsche Tanzmusik).

SR-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.

Int'l reps.: Austria (Centrocord), Belgium (Polydor), Denmark (CSA), France (Polydor), Italy (Durium), Netherlands (Stibbe), Switzerland (Phonag), United Kingdom (Pye), USA (Pany).

Saga (see Deutschesaga).

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. Schweitzer.

**Labels:** Conti, Jaguar.

Int'l reps.: Austria (Elektra-Moser), Belgium (Saab), Switzerland (Intercool).

Karl L. Schneider, Postfach 64, Im Leimen 21, 61 Darmstadt-Arheilgen. Pres.: Karl L. Schneider; Exec. VP & Int'l Mgr.: Gangolf K. Zimmermann.

**Labels:** Hitsville, Sonate, Spectrum.

**This company represents:** Atla, Bella, Everest Group, Original Sound, Panther, Panasonic, Tiger (all USA).

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 Sacra, Music Mundi, Pat, Patmos, VMS.

Int'l reps.: Spain (Vergara), United Kingdom (Disc Imports).

777, Im Kirrling 11, 414 Rheinhausen.

Int'l rep.: Netherlands (CNR).

Somerset (see Miller Int'l).

Sonate (see Karl L. Schneider).

Sonic (see Miller Int'l).

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.

Int'l reps.: Austria (Centrocord), Benelux (Fono-Import), Canada (European), News & Import House, European Music Shop, International Sound France (Sopholost), Italy (Ludwig Wagner), South Africa (Photo-Disc), Switzerland (Elektromusik), USA (German News, H. Mielke).

Spectrum (see Karl L. Schneider).

Starlet (see Schallplatten-Dienst).

Stella (see Jupiter).

Stern Musik, Hochallee 80, 2000 Hamburg 13.

Int'l branch: Austria.

Stigwood Yaskiel Int'l, Koernerstr. 13, 2 Hamburg 39. Tel: 279.20.81/2. Cable: NEMSENT. Gen. Mgr.: Lawrence M. Yaskiel; Int'l Dir.: Peter Knight; Artist Promo.: Mrs. Daniella Holubowsky; Pub.: Juergen Otterstein.

studio-reihe neuer musik (see Wergo).

Supertone (see Schallplatten-Dienst & Teldec).

Supraphon, Schildeschester, 2, 48 Bielefeld.

**Home office:** Czechoslovakia.

K. Tanz (see Walter Koegler).

Teldec.

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 Detlefs.

**Branches:** Norlorf/Schleswig, 2353 Holstein, Tel: (043252) 911; Munich 8000, Tel: (0811) 5161021/2.

**This company represents:** Coral, Decca (United Kingdom) Decca (USA), Deram, London, Monument, RCA Victor, Reprise, Supertone, Teldec, Telefunken, Warner Bros.

Telefunken (see Teldec).

Tempo (see Special-Record).

Tip, Adolstr. 58, 2 Hamburg 22. Tel: (04 22) 23.39.48. Gen. Mgr. & Prod'n Dir.: Hans Juergen Fruechticht.

Top Hit (see Italia).

Topas (see Deutsche Oversea).



HE FEELS SAFE WITH HIS PUBLISHER IN GERMANY



**ABERBACH (HAMBURG) GMBH.**  
2 HAMBURG 36 WARBURGSTR. 22 TEL. 44 2002 - 04

United Artists (see Deutsche Grammophon Gesellschaft).  
 V M S (see L. Schwann).  
 Valois (see Barenreiter).  
 Verve (see Deutsche Grammophon Gesellschaft).  
 Victoria (see Saba).  
 Warner Bros. (see Teldec).  
 Welt-Melodie (see Multiklang).  
 Wergo, Postfach 1103, Ludwig-Willhelmstr. 14, 7570 Baden-Baden. Tel: (0 72 21) 56.82. Gen. Mgr.: Dr. Werner Goldschmidt; Sales Mgr.: Augustine Berndt; Prod'r: Andre Goldschmidt & Holger Soerengaard.  
 Labels: Folksong, studio-reihe neuer musik, Wergo.  
 Int'l reps.: Belgium (Schott Freres), France (Harmonia Mundi), Italy (Ricordi), Japan (Universal), Sweden (Skandinaviska Grammophon).

## ● independent record producers

Hippo Records, Hotel Stadt Altona, Apt. 606, Hamburg-Altona. Tel: 38.44.08. Mg'g Dir.: Frank Valdor; Dist'n Dir.: Joe Moser.  
 Minor, Moerikesr. 32, 7 Stuttgart 1. Tel: (0711) 64.16.26/7. Contact: Peter Kirsten.  
 Viktoria, Dachauerstr. 16, 8 Munich 2. Tel: 59.21.93. Mgr.: Hanns Huber; Contact: Werner Scharfenberger.

## ● record clubs

British American, (div. of Karl L. Schneider), PO Box 64, 61 Darmstadt-Arheilgen. Gen. Mgr.: Gangolf K. Zimmerman.  
 Deutscher Schallplatten-Club, Libanonstr. 3, 7000 Stuttgart 13.  
 Europaischer Phonoklub, Lindenspuestr. 32, 7000 Stuttgart. contact: Reinhard Mohn.

## ● music publishers

ABC Musikhaus (see Busse).  
 Aberbach.  
 Aberbach, Warburgstr. 22, 2000 Hamburg 36. Tel: (0211) 44.20.02. Cable: ABERMUSIK. Gen. Mgr.: Otto Demler.  
 Affiliates: Bella-Ton, Benday, Colby, Fein, Hanseatic, Harmonie, Kalman, Lark, Progressive, Rondo-Verlag, Ronny, TM Musikverlag, Tonika-Verlag Horst Buessow.

Accord, Hohenstaufenring 63, Cologne. Tel: 23.80.67. Pres.: Dr. R. Thalheim & Dr. L. Veder. Prof. Mgr.: Otto Demler.  
 Acuff-Rose, Am Biederstein 7, Munich 23 Alba (see Peer).  
 Alexis (see Hans Sikorski).  
 Allegro Theaterverlag (see Schacht).  
 Altus, Moerikestr. 32, 7 Stuttgart 1. Tel: (0711) 64.16.26/7.

Affiliate: Fanfare.  
 Araldoton (see Hans Sikorski).  
 Arcadia (see Buehnen 7 Musikverlage Dr. Sikorski).  
 Arcona (see Hans Sikorski).  
 Paul C.R. Arends, Hohenweg 22, 8211 Rimsting (Chiemsee). Tel: 08051/634. Cable: ARENDSMUSIC. Pres.: Mrs. Gerda Arends; Prof. Mgr.: Michael Arends.  
 Affiliates: Hazyland, Italmelodie.

Int'l firms represented: Cielo (Italy), Hazyville (Switzerland), Noslen (USA), Video (Italy).  
 Int'l reps.: Austria (Weltmusik), Eire (Burlington), South Africa (Burlington), Switzerland (Hazyville), United Kingdom (Burlington).

Ralf Arnie, Wrangelstr. 5, 2 Hamburg 20. Tel: 46-40-41. Pres.: Ralf Arnie.  
 Ars Viva (see B. Schott's Soehne).  
 Astoria, Brandenburgischestr. 22, 1000 Berlin 31. Tel: 881.88-98.  
 Atrium, Rothenbaumchausee 191, 2 Hamburg 13. Tel: 44-78-10. Pres.: Felix Stahl.  
 Auf Wiedersehn (GEMA), (see Rudolf Slezak).  
 Baerenreiter, Heinrich-Schuetz-Allee 29-37, Kassel-Wilhelmshoehle. Tel: 30011/16. Contact: Dr. Karl Voetterle.

Beboton (see Buehnen & Musikverlage Dr. Sikorski).  
 Beco (see Schacht).  
 Bella-Ton (see Aberbach).  
 Bellevue (see Busse).  
 Belmont (GEMA), Zur-Muhle 2, 5021 Grobkonigsdorf Bei Cologne. Tel: (02234) 3961. Mg'g Dir.: J. J. Finsterwald; Int'l Lawrence Yaskiel.  
 Benday (see Aberbach).  
 Blaha (see Bosworth).

Gustav Bosse, Landshuterstr. 14A, 84 Røgensburg. Tel: (0941) 55455. Pres.: Bernhard Bosse.  
 Bosworth, Hohestr. 133, 5 Cologne. Tel: 21.14.79. Pres.: Maud Sinclair; Gen. Prof. Mgr.: Fritz Hartmann.

Int'l branch: England.  
 Affiliates: Blaha, Lyra, Roehr.  
 George Bratfisch, Klostersgassel; Treudelstr. 5, 865 Kulmbach. Tel: (09221) 4800. Pres.: Editha Bratfisch.

Int'l firms represented: Joh. de Heer (Netherlands), Richard Schauer (United Kingdom, USA).  
 Brilliant (see Hans Gerig).

Rolf Budde, Hohenzollerndamm 54A, 1 Berlin 33. Tel: 886 50.51. Pres.: Rolf Budde.

This company represents: Dick James (United Kingdom), Music Publ's Holding Corp. (USA), Northern Songs (United Kingdom).  
 Buehnen und Musikverlage Dr. Sikorski, Heimhuderstr. 36, 2 Hamburg 13. Tel: 44 62 45/7. Affiliates: Arcadia, Beboton, Cineton, Neuer Theater.

Burlington, Hohenweg 22, 8211 Rimsting (Chiemsee). Tel: 08051/634. Cable: ARENDSMUSIC. Bd. Chm.: Dr. H. H. von Rauscher auf Weeg; Gen'l Mgr.: Mrs. Gerda Arends; Ass't Mgr.: Michael Arends.

Int'l firms represented: Acclaim (USA), Blue Crest (USA), Burlington (UK), Cicero (USA), Four Star (USA), Glad (USA), Jack (USA), Jarb (USA), Jec (USA), Palace (United Kingdom), Sagittarius (USA), Saturn (USA), Tuckahoe (USA), Tune-Kel (USA).

Int'l reps.: Austria (Weltmusik), Eire (Burlington), South Africa (Burlington), United Kingdom (Burlington), USA (Burlington).

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 Pötzowerstr. 13, Berlin 39. Tel: 809 1740. Pres.: Frances Bochmann.

CAPELLA (see Hans Gerig).  
 Capriccio (GEMA), Moenckeberstr. 5, 2 Hamburg 1. Tel: 33.40.96. Cable: CAPRIMUSIK. Gen. Mgr.: Peter Lach.

Carlton (see Hans Gerig).  
 Chappell, 10 Sendlinger Tor. Platz, Munich 2. Tel: 59.68.28.

Cineton (see Buehnen & Musikverlage Dr. Sikorski).  
 Colby (see Aberbach).

Deutsche Austrophon, Auf dem Esch 8, 284 Diepholz/Hannover. Tel: (344) 09.41.221. Pres.: Karl Neumann (Diepholz), Hans Oestreicher (Reidikon); Gen. Mgr.: Rolf Neumann.

Deutscher Verlag fur Musik (see B. Schott's Soehne).  
 Drei Ringe, Hohenzollerndamm 54A, 1 Berlin 33. Tel: 886.50.51. Cable: BUDDMUSIC. Pres.: Rolf Budde.

Int'l firms represented: Ricordi (Italy).

Gerhard Ebeler (see Hans Gerig).

Ed. 63 (see Hans Gerig).

Esplanade, Rathenastr. 25, 2000 Hamburg 39. Tel: 51.51.87 & 51.82.11. Pres.: Lotar Olias; Gen. Mgr.: Harald Frahm.

Essex (see Hans Gerig).

*continued on page 236*

# GERIG

*is still the most successful  
 music publisher in Germany*

*The chart hits are proof  
 so, if you have an important song  
 for Germany, think of*

# GERIG MUSIKVERLAGE

COLOGNE, DRUSUSGASSE 7-11



... And  
We Love  
Indies  
Even More

our labels are  
**ARIOLA-EURODISC**  
one of Germany's  
leading record  
companies

If you have  
repertoire available  
please contact

**C. BERTELSMANN VERLAG**  
Attn., Nobby Varenholz  
P.O. Box 555

**GUETERSLOH**  
Germany

Tel.: 25811

Cables: MOHN, Guetersloh

continued

Eurocord, Aichelestr. 7, 7 Stuttgart/Plieningen. Tel: 25.46.77. Contact: Dr. Udo Unger.  
Europhon, Rotkreuzplatz 2a, d-8 Munich. Tel: 5.16.90.49. Gen. Mgr.: Walter Kuhnert.  
Excelsior (see Hans Gerig).  
Fanfare (see Altus).  
Fein (see Aberbach).  
Folklore (see Josef Preissler).  
Sam Fox (see Peer).  
Francis, Day & Hunter (see Melodie der Welt).  
Frankfurt Tree, Gr. Friedbergerstr. 23-27, 6 Frankfurt 1. Mgr.: Johann Michel.  
**Home office:** USA, Tree.  
Friedrich Wilhelm Froelich, Ansbacherstr. 52, 1 Berlin 30. Tel: (0311) 24.13.77. Owner: Hilda Froelich.  
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, Goodman, Leeds, Melodia, Mondial, Willi-Ostermann, Polyphon, Rialto, Jupp Schmitz, August Schnorrenberg, Sidemton, Supra, Titania.  
Gerig.  
Goodman (see Hans Gerig).  
Hanseatic (see Aberbach).  
Harmonie (see Aberbach).  
Hazyland (see Paul C.R. Arends).  
Intro Gebr. Meisel, Wittelsbacherstr. 18, 1 Berlin 31. Tel: 881-40-57. Cable: INTROMUSIK. Pres.: Peter Meisel & Thomas Meisel.  
Italmeiodie (see Paul C.R. Arends).  
Michael Jary (see Melodie der Welt).  
Jaspar (GEMA), Wittelsbacherstr. 18, Berlin-Wilmersdorf. Tel: 91.40.57.  
Kaiman (see Aberbach).  
Lark (see Aberbach).  
Leads (see Hans Gerig).  
F.E.C. Leuckart, Boecklinstr. 1, 8 Munich 19. Pres.: Erich Sander; Gen. Mgr.: Dr. Sasse; Gen. Prof. Mgr.: Marco Sander.  
**Int'l reps.:** Canada (Associated Music Publ'rs), United Kingdom (Novello), USA (Associated Music Publ'rs).  
Lyra (see Bosworth).  
Majestic, Helmstedterstr. 27, 1 Berlin 31. Tel: (0311) 21.33.144. Gen. Prof. Mgr.: Erwin Paesike.  
Gebr. Meisel (see Intro Gebr. Meisel).  
Melodia (see Hans Gerig).  
Melodie der Welt, 23-27 Grosse Friedbergerstr., 6 Frankfurt/Main. Tel: 28.78.47. Cable: MEL-ODIE. Gen. Mgr.: Johann Michel.  
**Affiliates:** Francis, Day & Hunter, Michael Jary, Rex.  
Metorion (see Schacht).  
Mills, Hohenzollerndamm 54 A, 1 Berlin 33. Tel: 886.50.51. Cable: BUDEMUSIC. Pres.: Rolf Budde.  
**Int'l branches:** United Kingdom, USA.  
Ivan Mogull (GEMA), Hohenzollerndamm 54 A, 1 Berlin 33. Pres.: Ivan Mogull.  
**Home office:** USA.  
Mondial (see Hans Gerig).  
Mozart, Wittelsbacherstr. 18, 823 Bad Reichenhall. Tel: (08651) 3219. Pres.: Dr. Gustav Zagler; Gen. Mgr.: Konrad Wolf; Gen. Prof. Mgr.: Harmut Mueller.  
Musikedition Dominante (see Trumpf).  
Neuer Theater (see Buehnen & Musikverlage Dr. Sikorski).  
Johannes Oertel, Prinzregentenstr. 64, 8 Munich 8. Tel: 44.13.94. Pres.: Marianne Schorkopf; Gen. Mgr.: Ruprecht Bauriedl.  
Oktave (see Schacht).  
Orlando, Dachauerstr. 173, 8 Munich 2. Tel: 516.26.39. Contact: Richard Gartenmaier.  
Willi Ostermann (see Hans Gerig).  
Papageno (see Hans Sikorski).  
Peer, 11 Klaerchenstr., 2000 Hamburg 39. Tel: 48.86.45. Cable: SOUTHMUSIC. Gen. Prof. Mgr.: Theodor O. Seeger.  
**Affiliates:** Alba, Sam Fox, Southern, Tico.

Planetary, Trogerstr. 48/111, 8 Munich 27. Contact: Alfred Meier.  
Polyphon (see Hans Gerig).  
Josef Preissler, Postfach 521, Braeuhausstr. 8 Munich 2. Tel: (0811) 22.40.51. Pres.: Josef Preissler; Comm'l: Gernot Rosin.  
**Affiliate:** Folklore.  
**This company represents:** Berben (Italy).  
Progress (see Melodie der Welt).  
Progressive (see Aberbach).  
Rex (see Melodie der Welt).  
Rialto (see Hans Gerig).  
Roehr (see Bosworth).  
Rondo-Verlag (see Aberbach).  
Ronny (see Aberbach).  
Schacht, Adolfstr. 45, 2 Hamburg 22. Tel: 220.37.04. Pres.: Alfred K. Schacht; Gen. Mgr.: Peter M. Majewski.  
**Affiliates:** Allegro Theaterverlag, Beco, CCC, Meteorion, Oktave, Tonika.  
Paul Schmidt, Wittelsbacherstr. 18, Berlin. Tel: 91.40.57. Contact: Peter Meisel.  
Jupp Schmitz (see Hans Gerig).  
August Schnorrenberg (see Hans Gerig).  
B. Schott's Soehne, Postfach 1403, Weihergarten 5, 6500 Mainz. Tel: (06131) 24341/3. Cable: SCOTSON. Owners: Dr. Ludwig Strecker & Heinz Schneider-Schott.  
**Int'l branches:** United Kingdom, USA.  
**Affiliates:** Ars Viva, Deutscher Verlag fur Musik.  
**Int'l firms represented:** Associated Music Publ'rs (USA), Broude Bros. (USA), Editio Musica (Hungary), Max Eschig (France), Ernst Eulenburg (United Kingdom), Carl Fischer (USA), Charles Foley (USA), Fuerstner (United Kingdom), Edward B. Marks (USA), Mercury (USA), Schott Freres (Belgium), Universal Edition (Austria), Savini Zerboni (Italy).  
A. Schroeder, Wittelsbacherstr. 18, Berlin.  
August Seith.  
August Seith, 10 Sendlinger Tor. Platz, Munich 2. Tel: 59.68.28.  
Shirley, Postfach 20, 8211 Rimsting/Chiemsee. Tel: (08051) 634. Cable: ARDENSMUSIC. Pres. & Gen. Mgr.: Michael Arends.  
**Int'l reps.:** Austria (Weltmusik), Eire (Burlington), South Africa (Burlington), Switzerland (Hazyville), United Kingdom (Burlington).  
Sidemton (see Hans Gerig).  
Paul Siegel (GEMA), Taurentzien 16, Berlin.  
Ralph Maria Siegel, Biederstein 7, Munich. Tel: 347011/2. Cable: SIEGELMUSIK. Pres.: Ralph Maria Siegel.  
Hans Sikorski, Johnsallee 23, 2 Hamburg 13. Tel: 44.62.45.  
**Affiliates:** Alexis, Araldoton, Arcona, Papageno, Tempoton, G.A. Zumsteeg.  
Sirius, Wicelfstr. 67, 1 Berlin 21. Tel: 35.41.33. Pres.: Mrs. Margarita Katz; Gen. Prof. Mgr.: Mrs. Ursula Buczko.  
**Int'l reps.:** United Kingdom (Hinrichsen).  
Rudolf Slezak (GEMA), Koernerstr. 13, Hamburg 39. Tel: (0411) 2793011/12. Mng'g Dir.: Rudolf Slezak; Gen. Mgr.: Miss Inge Mews.  
**Int'l firms represented:** Abigail, Drafleas, Pall Mall (all United Kingdom).  
Southern (see Peer).  
Spanka, Hohenzollerndamm 54 A, 1 Berlin 33. Tel: 886.50.51. Cable: BUDEMUSIC. Pres.: Rolf Budde.  
**Int'l firms represented:** Spanka (USA).  
Supra (see Hans Gerig).  
T M Musikverlag (see Aberbach).  
Tempoton (see Hans Sikorski).  
Tico (see Peer).  
Titania (see Hans Gerig).  
Tonika (see Schacht).  
Tonika-Verlag Horst Buessow (see Aberbach).  
Trumpf, Hoehenweg 22, 8211 Rimsting/Chiemsee. Tel: (08051) 2385. Cable: ARENDSMUSIC. Pres. & Gen. Mgr.: Mrs. Gerda Arends; Ass't Gen. Mgr.: Michael Arends.  
**Affiliate:** Musikedition Dominante.  
**Int'l firms represented:** Compton (USA), Good Music (United Kingdom), Zodiac (USA).

# AUGUST SEITH

Germany's Leading Music Publisher

Exclusive Wholesale Sheet Music Distribution  
for Leading International Publishers

Sendlinger-Tor-Platz 10, Munich 2, Germany



**Int'l reps:** Austria (Weltmusik), Belgium (World Music), Eire (Burlington), Luxembourg (World Music), Netherlands (World Music), South Africa (Burlington), Switzerland (Hazyville), United Kingdom (Burlington).  
 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.  
 G.A. Zumsteeg (see Hans Sikorski).

### ● distributors

Eriksound Prod'ns, Schubertstr. 30, 4151 Osterath. Tel: 4935 Gen. Mgr.: Erik Schoenland.  
**Labels:** Center, Eriksound, Iramac, MPS Monopol, New Jazz, Prestige, Saba, Tekla.  
 Fono-Schallplatten, Postfach 660, Josefskirchplatz 5, 44 Muenster.  
**Labels:** Amalthea, Angelicum, Discophon, Fono-Luzern, Harmonia Mundi (France, Germany), Iramac, Patmos, Relax, Saba, Schwann, Supermajestic, Top, Turnabout, Vox.  
 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.  
 Karl L. Schneider, P. Box 64, 61 Darmstadt-Arheilgen.  
**Imports:** tapes & records.  
 Stereo Tape, Hegestr. 39, Hamburg 20. Tel: 48.10.74. Contacts: Jan Famira & Inge Famira.

### ● services & supplies

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Arbeitsgemeinschaft fuer Musikerziehung und Musikpflege, Grosser Burstah 50, 2 Hamburg. (Music education).

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 Automaten-Verband (BAV), Emserstr. 54, 1 Berlin 15. Tel: 883.49.35.  
 Bundesverband der Phonographischen Wirtschaft, Museumstr. 31, Hamburg-Altona.  
 Deutsche Mozartgesellschaft, Bahnhofstr. 11, 89 Augsburg. (Mozart Society).  
 Deutsche Orchestervereinigung, Graf Reckestr. 26, 4 Duesseldorf. (Orchestra Union).  
 Deutsche Stiftung Musikleben, Jungfernstieg 51, 2 Hamburg 36. (Foundation for Furthering Musical Life).  
 Deutscher Automaten-Groshandels-Verband, 3 Grosse Backerstr., Hamburg 1.  
 Deutscher Automaten-Verband (DAV), 6-8 Kaiser-Wilhelm-Ring, Cologne.  
 Deutscher Komponisten-Verband, Legardestr. 28, 1 Berlin 38 (Composers' Ass'n).  
 Deutscher Musikalien-Wirtschaftsverband, 1 Dreick, 53 Bonn.  
 Deutscher Musikverleger-Verband, 1 Dreick, 53 Bonn. (Publ'rs Ass'n).  
 Deutscher Saengerbund, Burgmauerstr. 68, 5 Cologne. (Choral Federation).  
 Gemeinschaft Deutscher Musikverbände, Dahlmannstr. 20, Bonn. Tel: 22.03.04.  
 Genossenschaft Deutscher Buehnen-Angehorigen, Feldbrunnenstr. 74, 2 Hamburg 13. Pres.: Heinrich Wuellner. (Theater Union).  
 Gesellschaft zur Verwertung von Leistungsschutzrechten, Spichernstr. 55, Cologne.  
 Institut fuer Neue Musik und Musikerziehung, Nieder Ramstaedterstr. 87, 61 Darmstadt. (New Music & Music Education).  
 Internationale Film Union (IFU), Schloss Calmuth, Remagen. Tel: 8251. Mgr.: Gehard Radermacher.  
 International Society for Contemporary Music (German Div.), Nieder Ramstaedterstr. 190, 61 Darmstadt.  
 Internationale Gesellschaft fuer Musikerziehung, Manderscheiderstr. 35, 5 Cologne Klettenburg. (Society for Music Education).  
 Internationales Musikinstitut, Nieder Ramstaedterstr. 190, 61 Darmstadt.  
 Landesverband Baden-Wuerttemberg des Automaten-Aufstellgewerbes, Knoedelstr. 6, Stuttgart-Ost.  
 Musikalische Jugend, Neuhauserstr. 16, 8 Munich 2. (Jeunesses Musicales).  
 Musikrat, Grosser Burstah 50, 2 Hamburg. (Music Council).

Neue Bachgesellschaft, Reitwallstr. 8, 3 Hannover. (New Bach Society).  
 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 Tonkuenstler und Musiklehrer, Haendelstr. 9, 1 Berlin 41. (Ass'n of German Musicians & Music Teachers).  
 Verband Hessischer Automaten-Aufsteller, Gluckstr. 7, Frankfurt/Main.  
 Verband des Norddeutschen Automaten-Gewerbes, 58 Ahrensburgerstr., Hamburg-Wandsbeck.  
 Zentralverband der Elektrotechnischen Industrien, 19 Stressemannallee, Frankfurt/Main.  
 Zentralverband der Organisationen des Deutschen Automaten-Aufstellgewerbes (ZOA), Kaiser-Wilhelm-Ring 6-8, Cologne 5.

### MUSIC LICENSING ORGANIZATIONS

G E M A (Gesellschaft fuer musikalische Auffuehrungs- und mechanische Vervielfaeltigungsrechte), Herzog-Wilhelmstr. 28, 8 Munich 2. Tel: 55.79.01. (German Performing 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.  
 Sonopress, Friederichsdorferstr. 75, 483 Guetersloh. Tel: 75.22.  
 Teldec, Niedernstr., Nortorf. Tel: 911.

### PROCESSING PLANT

Berliner Union-Film, Viktoriast. 13-18, 1 Berlin 42. Tel: 75.04.61.

### RECORDING & TAPE DUPE, STUDIOS

Berliner Union-Film, Oberlandstr. 26-35, 1 Berlin 42. Tel: 70.00.11.  
 Deutsche Grammophon, Podbielskistr. 164, Hannover 3.  
 Electrola, Maarweg 149, Cologne-Braunsfeld.  
 Hadeko-Film Sound, Graf Lansbergstr. 2-4, 404 Neuss (near Duesseldorf). Tel: 25051. Mg'g Dir.: Gustav Heidenheim; Studio Mgr.: William Schoenland; Sales Mgr.: Gerhard Senffleben; Adv. Mgr.: Guenther Wilk.

*continued on page 238*

## In Switzerland


The centre of the Record Industry is

# MUSIKVERTRIEB AG

8040 Zurich, Badenerstrasse 555

Telephone: 051/54.97.54 Cable: Musikvertrieb Zurich

DISTRIBUTING THE TOP LABELS  
 IN THE WORLD OF  
 MUSIC

			Hansa	London
			Hickory (London)	Monument
Ariola	Blueball	Capitol	L'Oiseau-Lyre	RCA-Victor
Cameo Parkway	Colgems	Coral	Reprise	Ricordi
Decca	Deram	Dunhill	Telefunken	Vega
Elite-Special	Eurodisc	Festival	Warner-Bros.	White Whale

continued

777, Rheinhausen 414, Im Kirling. Tel: 777.  
 Sonopress, Friedrichsdorferstr. 75, 483 Guetersloh.  
 Tel: 7522.  
 Stellina, Biederstein 7, 8 Munich 23. Tel: (0811)  
 34.70.11/2. Cable: SIEGELMUSIK. Gen. Mgr.  
 & Prod'r: Ralph Maria Siegel.  
 Stereo Tape, Hegestr. 39, Hamburg 20. Tel: 48.10.74.  
 Contacts: Jan Famira & Inge Famira.  
 Studio Hamburg, Tonndorfer Hauptstr. 90, Hamburg  
 70. Tel: 66.88.1. 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, Markgroeningstr. 46, 714 Lud-  
 wigsburg-Eglosheim. Tel: 31098. Contact: Rolf  
 Bauer.

● **tape**

**TAPE PRODUCER**

Europhon, Rotkreuzplatz 2a, D-8 Munich. Tel:  
 5.16.90.49. Gen. Mgr.: Walter Kuhnert.

**TAPE PLAYBACK EQUIPMENT  
 MANUFACTURERS**

Robert Bosch, Forckenbeckstr. 9-13, 1 Berlin 33.  
 Int'l branches: Canada & USA.  
 Cartridge: cassette.  
 Stereo Tape.

**STEREO TAPE, INC.**

c/o J. & I. Famira  
 2 HAMBURG 20  
 Hegestr. 39  
 Tel: 48 10 74

● **accessories & supplies**

**NEEDLES**

Automaten-Service, 179 Sofienstr., 75 Karlsruhe.  
 Contact: D. Kretz.

● **music festivals**

Bach Week, Staedisches-Verkehrsamt, 88 Ansbach.  
 Type: classical (July biennial).  
 Berlin Festival, Bundesallee 1-12, 1 Berlin. Cable:  
 FESTWOCHE. Dir.: Nicolas Nabokov.  
 Type: Opera, concert, jazz, theater (September-  
 October).  
 Beethoven Festival, Staedisches Verkehrsamt (Con-  
 cert Hall), 53 Bonn.  
 Type: Classical (Sept.-Oct.).  
 Festival of New Music, Staedisches Verkehrsamt,  
 771 Donaueschingen. Dir.: Heinrich Strobel.  
 (mid-Oct.).  
 German Mozart Festival, Staedisches Verkehrsamt,  
 87 Wurzburg.  
 Type: Classical (June).  
 Handel Festival, Staedisches Verkehrsamt, 34  
 Goettingen.  
 Type: Opera, concert (June).  
 International Holiday Courses for New Music, Nieder  
 Ramstaedterstr. 190, 61 Darmstadt. Dir.: Ernst  
 Thomas. (July).  
 International Organ Week, 85 Nuremberg. (June).  
 Kiel Week, Staedisches Verkehrsamt, 23 Kiel.  
 Type: Theater, concert (June).  
 May Festival, Staedisches Verkehrsamt, 62 Wies-  
 baden. Tel: 3.93.31.  
 Type: Classical, opera (April-May).  
 Munich Opera Festival, PO Box 1, Bayerische Staat-  
 soper National Theater, Munich 1. Tel: 2.18.51.  
 Dir.: Rudolf Hartmann.  
 Type: Opera, recitals (July-Aug.-Sept.).  
 Music Days, Heinrich Schutz Allee 29/37, 35 Kassel.  
 Type: Classical, opera, concert.  
 New Music Days, Norddeutscher Rundfunk, 3 Han-  
 nover. (Jan.).  
 Schwetzingen Festival, c/o Sueddeutscher Rundfunk,  
 Neckarstr. 145, 7 Stuttgart.  
 Type: Classical, opera, concert (May-June).  
 Richard Wagner Festival, Festspielhaus, 858 Bay-  
 reuth. Ticket office: PO Box 2148, 8580 Bay-  
 reuth 2. Tel: 57.22. Dir.: Wolfgang Wagner.  
 Type: Opera (July-Aug.).

**GREECE**

Population: 8,510,000.  
 Official rate of exchange: \$1 = 30 drachmas.  
 Records manufactured domestically: 1965-4,450-  
 000 units @ \$1,483,333.  
 Records imported from USA: 1966-\$73,042; 1965-  
 \$37,756.

Records exported to USA (factory value): 1966-  
 184,649 units @ \$97,671; 1965-176,804 units  
 @ \$100,215.

Radios: 1,300,000.

Import-export regulations: Import/export of pick-up  
 records is free.

Holidays: Jan. 1, Epiphany, (Carnival Monday, Mar.  
 25 (National Day), Easter Monday, Aug. 15  
 (Assumption), Oct. 28, Dec. 25, 26.

● **record manufacturers**

Columbia Graphophone, PO Box 287, Athens. Tel:  
 880.371. Cable: COLGRAPH. Mg'g Dir.: R.  
 Mackenzie Admin. Mgr.: B. Tombakaris;  
 Tech'l Mgr.: E. Areteos; Comm'l Mgr.: E. J.  
 Jones; Export: G. Giras.

This company represents: Amy, Bell, Capitol,  
 Cetra, Columbia, Diamond, Ducretet Thomson,  
 Ember, Fraternity, Gamma, Garrett, HMV,  
 Hispavox, Laurie, MGM, Markal, Moonglow,  
 Motown, Odeon, Parlophone, Pathe, Regal,  
 Rust, Sobedi, Soutelphan, Stateside, Swan,  
 Tamla, Trianon, Voix de l'Orient, Voix de son  
 Maitre.

Dionysos (see General Publ'g).

Fonotechniki, c/o J. Karakalos, 61 Akademias,  
 Athens.

General Publishing, 11 Kriezotou Str., Athens 134.  
 Tel: 616.716 & 633.603. Cable: LYRAHELLAS.  
 Gen. Mgr.: Alexander Patsifas; Sales Mgr.:  
 Kyriakos Maravelias; Adv., Publ. & Int'l Exec.:  
 Marianna Polyzou; Promo.: Aleca Zetta.

Branch: 89 Meg. Alexandrou St., Thessaloniki.  
 Sales Mgr.: Arsenis Stergiou.  
 Labels: (owned) Dionysos, Lyra. (distributed)  
 Zodiac.

This company represents: Atco, Atlantic, Bang,  
 Buena Vista, Disneyland, Reprise, Vedette,  
 Warner Bros.

Int'l reps.: Australia (EMI), Benelux (Pathe-  
 Marconi, Barclay, Riviera) Canada (MGM),  
 France (Barclay, Chant du Monde, Pathe-Mar-  
 con, Riviera), Italy (Vedette), South Africa  
 (Gallo), Spain (Pathe-Marconi), United Kingdom  
 (EMI), USA (MGM).

Greek Phonograph Rec. House, 3 Platia Colocotroni,  
 Athens 125. Tel: 225.289 & 231.533. Cable:  
 GEORPH. Pres.: Georgios Orphanidis.

Branches: 7 Colocotroni Str., Athens 125. Tel:  
 225.130-2 Korai Str., Athens. Tel: 233.069.  
 This company represents: Carisch, Checker,  
 Chess, Dot, Fonit, Melophone, Olympic, Pathe,  
 RCA Victor, Reprise, Telefonken.

Helladic, 8 Hermes Str., Athens 126. Tel:  
 238.291/2. 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.  
 Type: (cartridge) Cassette, M.

This company represents: Amadeo, Archiv,  
 Ariola-Eurodisc, Barclay, Cameo, DGG, Fidelity,  
 Fontana, Heliodor, Jolly, Mercury, Parkway,  
 Philips, Polydor, Ricordi, Rifi, Roulette, United  
 Artists.

Nina Hellas, 2 Agiou Constantinou Str., Athens 101.  
 Tel: 531.658. VP & Mgr.: Peter Nicolaou.  
 Int'l branch: USA.

Labels: Nina, Olympic.

J. Karakalos (see Fonotechniki).  
 Lambropoulos Bros., Stadiou & Eolou Sts. 99,  
 Athens. Tel: 539.811. Cable: ADELAMBRO. Top  
 Exec.: Them. Lambropoulos.

Lucky (see Melody).

Lyra (see General Publ'g).

M. Matsas & Son, 48 Stadiou, Athens. Tel: 318.091.  
 Top Exec.: Minos Matsas.

Melody, 13 Eptanissou Str., Athens. Tel: 527.472 &  
 813.918. Cable: APLOM. Pres.: Anthony  
 Plomaritis; Gen. Mgr.: Evan Plomaritis; Sales  
 Mgr.: Aristeo Dialetti; Pub. Mgr.: Aymelides;  
 Art Promo.: Glyk. Coutseli; Int'l: Nick Verqi.  
 Branch: 13 P. Mela, Salonica. Tel: 7476. Cable:  
 MELODY.

Label: Melody-Athenee, Lucky, Popular.  
 Type: (reel-to-reel) 2-tr. M, 4-tr. M, self-mfd.;  
 (cartridge) self-mfd.

Int'l reps.: Belaium (Ronnex/Teenv), France  
 (Festival, Peroola), Italy (Combo, GTA, Style),  
 United Kingdom (Ember).

Mus-Rox, 2 Nikis Str., Athens 126. Tel: 221.574,  
 225.921 & 235.391. Cable: THOMS. Top Execs.:  
 Martin Th. Gesar & Mrs. Mrika M. Gesar.  
 Label: Pan Vox.

This company represents: CBS, Decca, Deram,  
 Durium, Epic, Liberty, London, MGM, Palette,  
 Pye, Verve, Vogue.

Neodisc, 5 Sophocleous Str., Athens. Contacts: B.  
 Bravos & B. Rekountiotis.

Olympic (see Nina Hellas).  
 Georgios Orphanidis (see Greek Phonograph Rec.  
 House).

Pan Vox (see Mus-Rox).

Anthony Plomaritis (see Melody).  
 Polydisc, 7 Stadiou Str., Athens.  
 Popular (see Melody).

Dimitrios Tsaperis, Platia Ag. Theodoron 1, Athens.  
 Yannis & Navrogrdato, Rongot: 5, Thessaloniki.  
 Zodiac (see General Publ'g).

● **music publishers**

Arion, PO Box 297, Athens. Tel: 880.371 &  
 884.026. Cable: COLGRAPH. Mgr.: Robert  
 Mackenzie.

General Publishing, 11 Kriezotou Str., Athens 134.  
 Tel: 616.716 & 633.603. Cable: LYRAHELLAS.  
 Gen. Mgr.: Alexander Patsifas.

Icaros, 4 Voulis St., Athens.

Lucky, 14 Str. Constantinou, Athens. Tel: 527.472.  
 Contact: G. Plomaritis.

Ivan Mogull, c/o AEPI, 7 Botassi St., Athens.

Anthony Plomaritis Sons, 13 3rd September St.,  
 Athens. Tel: 527.413. Pres.: Evans Plomaritis;  
 Gen. Prof. Mgr.: George A. Plomaritis.

Branch: 13 Eptanissou, Athens.  
 Int'l branch: Italy, 34 Hajeck, Milan. Tel:  
 71.1251.

Int'l firms represented: Ariston (Italy), Aurora  
 (USA), Chronides (France), Duniaphon (Lebanon),  
 Panorama (France), Select (USA).

● **services & supplies**

**LICENSOR, TAPE & RECORD**

Musico-Box, 2 Nikis Str., Athens 126. Tel: 221.574,  
 235.391 & 225.921. Cable: THOMS. Top Execs.:  
 Martin Th. Gesar & Mrs. Marika M. Gesar.

**MUSIC LICENSING ORGANIZATION**

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

**PRESSING PLANT**

Columbia Graphophone, PO Box 287, Athens. Tel:  
 880.371. Cable: COLGRAPH. Mg'g Dir.: R.  
 Mackenzie.

● **music festival**

Athens Festival, 4 Philhellenon Str., Athens. Tel:  
 230.049. Dir.: Nicos Syudinos.  
 Type: Opera, concerts, ballet, drama (July-Aug.).

**GUATEMALA**

Population: 4,305,000.

Official rate of exchange: \$1 (US) = 1 quetzal.

Records imported from USA: 1966-\$50,600; 1965-  
 \$58,130.

Records exported to USA: 1966-183 units @ \$414.  
 Average retail price per record: LP-\$5; EP-  
 \$1.50; single-\$1.

Stereo sales: 25% of total sales.

Type of distribution: Manufacturer-to-wholesaler-to  
 retailer and manufacturer-to-retailer.

Radio stations: 71 AM; 7 government-64 commer-  
 cial. 28 FM; 3 government-25 commercial.

Type of programming: Recorded music and news-  
 casts.

Import-export regulations: Import duties on juke-  
 boxes-2 gross kilo and 25% ad valorem. Im-  
 port duties on amusement machines-\$5 gross  
 kilo and 20% ad valorem.

Holidays: Jan. 1, May 1 (Labor Day), July 1 (Bank  
 Holiday), Sept. 15 (Independence Day), Oct. 12  
 (Columbus Day), Dec. 24 & 25 (Christmas), Maundy  
 Thursday, Good Friday.

● **record manufacturers**

Discos de Centroamerica (DIDECA), Apdo. 1792,  
 12 Calle 3-23, Zona 1, Guatemala. Tel: 20442.  
 This company represents: Imperial, Liberty,  
 Sunset, World Pacific (all USA).

St. Manuel Antonio Catalan, Casa Diana, 6a Av.  
 15-35, Guatemala.

● **music publishers**

Hits Musicales, 4a Av. 16-02, Zona 1, Guatemala.  
 Musical, Ing. M.G. Wunderlich, 13 Calle 9-62, 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.  
 Distribuidora Electro Musical, 7a Av. No. 20-06,  
 Zona 1, Guatemala.

Hits Musicales, 4a Av. No. 16-20, Zona 1, Guate-  
 mala.

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.

● **distributor**

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

● **supplies & services**

**TRADE ORGANIZATIONS**

AGAYC (Asociacion Guatemalteca de Autores y Com-  
 positores), 14 Calle 11-42, Zona 1, Guatemala.  
 Sociedad Filarmonica de Guatemala, Conservatorio  
 Nacional de Musica y Artes Escenicas, 3a. Av.  
 y 5a Calle, Zona 1, Guatemala.

## GUYANA

Population: 673,000.  
Per capita income: \$468.  
Official rate of exchange: \$1 (US) = \$1.70 Guianan dollars.  
Records imported from USA (CIF): 1966-26,472 units @ \$31,652; 1965-23,712 units @ \$18,391; up 72%.  
Records imported from countries other than USA (CIF): 1966-178,428 units @ \$112,292; 1965-98,700 units @ \$77,345.  
Radio stations: 2 commercial.  
Radios: 40,000.  
Holidays: 12.

### • 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.  
Indian Musical, 13H Water St., Georgetown. Tel: 15000.  
International Musical House, Lombard & De Roy Sts., Georgetown.  
Sandbach, Parker, 45-47 Water St., Georgetown. Tel: 62051.

## HONDURAS

Population: 2,229,000.  
Per capita income: \$203.  
Official rate of exchange: \$1 (US) = 2 lempira.  
Records imported from USA (factory value): 1965-3,565 kilos @ \$21,684.93.  
Records imported from countries other than USA (factory value): 1966-21,112 kilos @ \$150,643.87.  
Radio stations: 20 commercial.  
Radios: 128,000.  
TV stations: 3 commercial channels.  
Type of programming: Economics, governmental, social and political information.  
TV sets: 6,500.  
Holidays: Jan. 1-Jan. 3 (Virgen de Suyapa), May 1 (Labor Day), Apr. 15 (America's Day), 3 days of "Semana Santa," Sept. 15 (Independence Day), Oct. 3 (Army Day), Oct. 12 (Columbus Day), Dec. 25 (Christmas Day).

### • importers & exporters

Alfredo Campos Marco, Apartado No. 26, Tegucigalpa, D.C.  
Carrousel, Frente Parque Valle, Tegucigalpa, D.C.  
Casa Carlos a Zuniga, Tegucigalpa, D.C.  
Casa de la Musica, Hotel Prado, Tegucigalpa, D.C.  
Isolina de Arellano, Aeropuerto de Toncontin, Tegucigalpa, D.C.  
Litografia Suarez Romero, Calle Morelos, Tegucigalpa, D.C.  
Palacio de la Musica, Soledad de Ramirez, Direccion Hotel Marichal, Tegucigalpa, D.C.  
Francisco J. Yones, Ave. Paz Barahona, Tegucigalpa, D.C.

### • association & professional organization

Direccion Nacional del Folklore, Secretaria de Educacion, Tegucigalpa, D.C.

## HONG KONG

Population: 3,800,000.  
Official rate of exchange: \$1. (US) = 5.68 Hong Kong dollars.  
Records imported from USA: 1966-\$507,436; 1965-\$390,680.  
Average retail price per record: LP's-\$3.80; EP's-\$1.14; Singles-\$0.70.  
Stereo sales: 50% of total sales.  
Type of record distribution: Manufacturer to wholesaler to retailer.  
Medium wave radio stations: Radio Hong Kong (government-owned) and the Hong Kong Commercial Broadcasting Co. Also a wired sound system, Rediffusion (HK) Ltd. Programming includes recorded music & disk jockey shows.  
Radios: 245,000.  
Television stations: One (government-owned).  
TV sets: 36,500.  
Import-export regulations: Free port.

Billboard 1967-1968 International Music-Record Directory

Holidays: First weekday in Jan., Queen's Birthday (April), First weekday in July, Aug. 31 (Bank holiday), Third Monday in Oct., Christmas.

### • record manufacturers

Caro, 102 Austin Rd., 4th floor, "B" Kowloon. Tel: 633716 Cable WINSWYLAU. Contact: Lau Wan Yuen.

Colonial Trading, PO Box 950, Queen's Theater Bldg., Hong Kong. Tel: 221109. Cable: COLTRACO. Mg'g Dir.: R. A. da Silva; A&R: Mrs. Frances da Silva Kirk.  
Label: Diamond.

This company represents: CBS (USA), Cameo (USA), Canadian American (USA), Congress (USA), Decca (England), Dolton (USA), Kapp (USA), Imperial (USA), Liberty (USA), Parkway (USA), United Artists (USA).

Int'l representative: Diamond Music (Singapore).  
Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109 & 233370. Mg'g Dir.: R. A. da Silva.

E M I, 305 Chartered Bank Bldg., Hong Kong. Tel: 223081. Cable: EMITRON. Mg'g Dir.: E. Inslay; A&R: Mirian Wang & Vic Cristobal; Sales & Int'l: K. F. Bruce.

Labels: Angel, Columbia, Parlophone, Pathe, Regal.

This company represents: Audio Fidelity (USA), Capitol (USA), Columbia (England), Disneyland (USA), Encore (England), Epic (USA), Imperial (USA), King (USA), Laurie (USA), MGM (USA), Odeon (England), Parlophone (England, Australia, India), Stateside (USA), Verve (USA), Vista (USA).  
Int'l representatives: England (EMI), France (Pathe-Marconi), India (Gramophone), Macao (Universal Agencies), Malaysia (Borneo), Philippines (Dyna), Thailand (Kamol Sukosol), Capitol (USA).

Festival, 305 Chartered Bank Bldg., Hong Kong.  
The Life Rec., 202 A, Princess Theatre Bldg., Kowloon. Tel: 65986. Mg'g Dir.: Ng Lian Chin.  
This company represents: Decca.

### • music publisher

E M I, 305 Chartered Bank Bldg., Hong Kong. Tel: 223081. Contact: K. F. Bruce.

### • importers & exporters

Cosdel, 1331 Prince's Bldg., Hong Kong. Tel: 240833. Mg'g Dir.: T. K. Whang.

Labels: Amber (England), Aristocrat, Atco, Atlantic, Big Top, Cadet, Candid, Carlton, Checker, Chess, Dot (USA), Durium (Italy), Elektra, Everest, Hickory, Jubilee, Motown-Tamla-Gordy (USA), Pye (England), Reprise, Roulette, Seeco (USA), Vogue (France), Vox, Westminster (USA).  
Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109 & 233370.

E M I, 305 Chartered Bank Bldg., Hong Kong. Tel: 223081.  
Livingston Gibb, PO Box 55, 11th Fl., Hang Seng Bank Bldg., Hong Kong. Tel: 234161. Mgr.: W. J. Rodger; Asst. Mgr.: J. L. DeSousa.

This company represents: RCA Victor.  
Jardine Matheson, Jardine House, Hong Kong.

Moutrie, Alexander House, 7 Des Voeux Rd. C., Hong Kong. Tel: 226059.

Orbit Rec., Rm. 2537, H. K. Hilton, Hong Kong. Tel: 233111. Cable: Orbitdisc. Mgr.: Igo Fisher; Promo. Mgr.: Gery Scott.

This company represents: Pye, Picadilly, Scepter.  
T. K. Whang, Man Yee Bldg., Hong Kong.

### • supplies & services

#### ASSOCIATION & PROFESSIONAL ORGANIZATION

Hong Kong Music Society, 12 Macdonell Rd., 1st floor, Hong Kong. Sec'y: Miss Maple Quon.

#### PRESSING PLANTS

Caro, 102 Austin Rd., 4th floor, "B" Kowloon. Tel: 633716. Cable: WINSWYLAU. Contact: Lau Wan Yuen.

Colonial Trading, PO Box 950, Queen's Theater Bldg., Hong Kong. Tel: 221109.

Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109 & 233370.

#### RECORDING & TAPE DUP. STUDIOS

Caro, 102 Austin Rd., 4th floor, "B" Kowloon. Tel: 633716. Cable: WINSWYLAU. Contact: Lau Wan Yuen.

Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109.

E M I, Embassy Court Basement, Causeway Bay, Hong Kong.

### • music festival

Hong Kong Schools Music Festival, Shaw's Bldg., 5th floor, Nathan Rd., Kowloon. Contact: D. J. M. Fraser.  
Type: Classical.

## HUNGARY

Population: 10,500,000.  
Per capita income: \$144.  
Official rate of exchange: \$1 (US) = 11.74 forints.  
No. of homes with record players: 285,000.

Records sold domestically: LP's 1966-740,000 units @ \$1,890,000; 1965-560,000 units @ \$1,430,000; up 32%. EP's 1966-350,000 units @ \$388,000; 1965-240,000 units @ \$266,000; up 46%. Singles 1966-1,310,000 units @ \$1,116,000; 1965-620,000 units @ \$528,000; up 111%.

Records imported from USA: 1966-345 units @ \$480 (factory value), \$20 (retail value); 1965-260 units @ \$390 (factory value), \$560 (retail value).

Records imported from countries other than USA: 1966-390,000 units @ \$420,000 (factory value), \$505,000 (retail value); 1965-385,000 units @ \$410,000 (factory value), \$495,000 (retail value).

Records exported to USA: 1966-25,400 units @ \$23,000 (factory value), \$69,000 (retail value); 1965-21,300 units @ \$16,000 (factory value), \$48,000 (retail value).

Records exported to countries other than USA: 1966-405,000 units @ \$445,000 (factory value), \$890,000 (retail value); 1965-365,000 units @ \$385,000 (factory value), \$770,000 (retail value).

Records manufactured for domestic & export sale: LP's 1966-990,000 units, 1965-780,000 units; EP's 1966-390,000 units, 1965-310,000 units; Singles 1966-1,515,000 units, 1965-730,000 units.

Average retail price per record: LP-\$2.60; EP-\$1.10; Single-\$0.87.

Stereo sales: 66% of total sales.

Tape: No retail market at present.

Type of distribution: Manufacturer to wholesaler to retailer.

Discounting: Rare.

Jukeboxes: Few.

Radio stations: 15 government.

Radios: 2,484,000.

TV stations: 12 government channels.

TV sets: 675,000.

Import-export regulations: Import duty. Contact with manufacturers and publishers should be made through the Kultura Foreign Trading Co., Budapest 62, PO Box 149.

Holidays: Jan. 1, Apr. 14 (Liberation Day), Easter Monday, May 1 (May Day), Aug. 20 (Constitution Day), Nov. 7 (October Revolution), Dec. 25.

### • record manufacturer

Hungarian Gramophone Recs. (Magyar Hanglezaryarto V.), Semmelweis St. 1-3, Budapest V. Tel: 187-990. Cable: QUALITON. Gen. Mgr.: Jenoe Bors; Classical A&R: Laszlo Beck. Label: Qualiton.

### • music publisher

Editio Musica, Semmelweis St. 1-3, Budapest V. Dir.: Dr. Laszlo Eoesze.

### • importer & exporter

Kultura Foreign Trading, PO Box 149, Budapest 62. Dir.: Marlon Vertes.  
Note: All correspondence and catalogs should be sent to this address.

### • supplies & services

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Hungarian Musicians (Magyar Zene-muveszek Szovetsége), Semmelweis u. 1-3, Budapest V. Cable: MUSICUNION. Sec'y Gen.: Tibor Sarai.

Bartok Archives (Bartok Archivum), Orszaghaz u. 9, Budapest I. Dir.: Bence Szabolcsi.

Budapest Office of Music Competitions & Festivals (Budapesti Zenei Versenyek es Fesztivalok Irodaja), Liszt Ferenc ter 8, Budapest VI. Cable: FESTIVALBURO. Dir.: Imre Kun.

Szerzoei Jogvedo Hivatal (Copyright Bureau), Deak Ferenc u. Budapest V. Cable: ARTISJUS. Dir.: Istvan Timar.

Zenei Alap (Musical Foundation), Bathori u. 10, Budapest V. Dir.: Pal Goeryog.

Zenemueveszek Szakszervezete (Musicians' Union), Gorkij fasor 38, Budapest VI. Cable: MUDOSZ. Pres.: Janos Kerekes.

#### PRESSING PLANT

Villamoszigiteloe es Mueanyaggyar, Fehervari u. 120, Budapest XI.

#### RECORDING & TAPE DUP. STUDIO

Qualiton, Rottenbiller u. 47, Budapest VII.

continued on page 240

continued

## ● music festivals

Budapest Music Weeks, Semmelweis u. 1-3, Budapest V. Cable: FESTIVALBURO. Dir.: Eva Lakatos.  
Festival of Szeged, Szeged. Artistic Dir.: Viktor Vaszy; Dir.: Janos Tari.

## ICELAND

Population: 196,550.  
Per capita income: \$2,450 annually (average wage income of married workers).  
Official rate of exchange: \$1 (US) = 43.06 Icelandic Krona.  
Records sold domestically: LP's 1966-39,895 units @ \$62,077; 1965-33,269 units @ \$51,765; up 19.9%. EP's 1966-69,840 units @ \$40,540; 1965-49,160 units @ \$28,542; up 42%. Singles 1966-133,334 units @ \$46,447; 1965-115,267 units @ \$40,153; up 15.7%.  
Records imported from USA: 1966-6,620 units @ \$16,162 (factory value), \$48,255 (retail value); 1965-11,152 units @ \$22,348 (factory value), \$64,811 (retail value); down 27% (factory value), down 25.5% (retail value).  
Records imported from countries other than USA: 1966-234,449 units @ \$133,117 (factory value), \$386,037 (retail value); 1965-186,544 units @ \$98,280 (factory value), \$385,000 (retail value); up 26.3% (retail and factory values).  
Average retail price per record: LP-\$7.55; EP-\$2.90; Single-\$1.75.  
Stereo sales: 75% of total sales.  
Tape: Cartridges have had no impact on Icelandic market as yet.  
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.  
Radio stations: 1 commercial, 1 government.  
Radios: 75,000.  
TV stations: 1 government channel.  
TV sets: 5,000.  
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.  
Import-export regulations: 80% import duty on foreign records and 30% duty on records of Icelandic music issued by Icelandic companies but manufactured overseas.  
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.

## ● record manufacturers

Falkinn, Laugavegur 24, Reykjavik. Tel: 18670. Sales, Pub., Promo., Mfg., Mg'g Dir.: Haraldur V. Olafsson; Pop A&R Mgr.: Olafur Haraldsson; Classical A&R, Sales & Mktg. Mgr.: Rec. Dept. Mgr.: Sigridur Sigurbjarnadottir; Adv.: Solvi Eysteinnsson.  
This company represents: EMI (United Kingdom), Decca (United Kingdom), including all their labels and subsidiaries.  
Hjodfaeverzlun Sigridur Hedgaddottur, Vesturveri, Reykjavik.  
S G Recs. Midstraeti 8b, Reykjavik. Tel: 20549. Mg'g Dir.: Svavar Gestis.  
Sial, PO Box 737, Reykjavik.

## ● supplies & services

### MUSIC LICENSING

S T E F, Freyjugatu 3, Reykjavik.

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Icelandic Composers Society (Tonskaldafelag Islands), Freyjugotu 3, Reykjavik. Tel: 24972. Pres.: Jon Leifs.  
Icelandic Musicians Union (Felag islenzkra hljofaeraleikara), Doingsgotu 7, Reykjavik. Tel: 19785. Dir.: Svavar Gestis.  
Society of Icelandic Musical Artists (Felag islenzkra tonlistarmanna), Hjalabrekku 23, Kopavogi. Tel: 30037. Pres.: Thorkeill Sigurbjornsson.

## INDIA

Population: 461,000,000.  
Official rate of exchange: \$1 (US) = 7.5 rupees.  
Records exported to USA FOB: 1966-17,635 units @ \$27,927; 1965-8,351 units @ \$14,217.  
No. of radios: 3,221,000.

No. of TV sets: 2,000.  
Holidays: Jan. 26 (Republic Day), Aug. 15 (Independence Day), Oct. 2 (Mahatma Gandhi's Birthday), Nov. 1 (Guru Nanak's Birthday), Dec. 25.

## ● record manufacturers

The Gramophone Co. of India, PO Box 699, 33 Jessore Rd., Dum Dum, Calcutta 28. Tel: 57-24-31. Cable: EMITRON. Mg'g Dir. & Intl: Bhaskar Menon.  
Philips India, Philips House, 7 Justice Chandra Madhab Rd., Calcutta 20.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Bombay Madrigal Singers Organization, 9 Oak Ln., Bombay 1.  
Delhi Music Society, 16-B Sujana Singh Park, New Delhi 3.  
Inter-National Cultural Centre, 16 Hailey Rd., New Delhi 1. Exec. Dir.: Mrs. Rekha Menon.  
Madras Music Association, Haddows Rd., Nungambakkam, Madras. Mus. Dir.: Handel Manuel.  
Triveni Kala Sangam, 205 Tansen Marg, New Delhi.

## INDONESIA

Population: 104,366,000.  
Official rate of exchange: \$1 (US) = 36 rupiahs.  
Records imported from USA: None.  
Radios: 1,400,000.  
TV sets: 45,200.  
Holidays: Aug. 17 (Independence Day), Christian and Moslem religious holidays.  
(This is a rerun of last year's listings due to the unavailability of new information.)

## ● record manufacturers

Dimita Moulding, Bandengan Utara, 40 B, Djakarta. Tel: 21180. Dir.: M. S. Tamimi.  
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, 78, Tjikini Raya, Djakarta. Tel: 1892.

## ● supplies & services

### PRESSING PLANTS

Dimita Moulding Ind., Bandengan Utara 40 B, Djakarta-Kota.  
Indonesian Music, Irama, Tjikini Raya 78, Djakarta.  
P. N. Lokananta, (Government Enterprise), Djalana Terusan, Surakarta.  
Republic Manufacturing, Tanah Pasir (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432.

### RECORDING STUDIOS

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: 1965-2,530,000.  
Official rate of exchange: \$1 (US) = 1.3 Israeli pounds.  
Records imported from U. S. (factory value): 1966-\$31,328; 1965-\$17,690.  
Records exported to U. S. (factory value): 1966-9,532 units at \$16,335; 1965-4,996 units at \$7,498.  
Average retail price, domestic records: 12-inch LP's -\$5.50; 10-inch LP's-\$4.12; EP's-\$2; Singles -\$1.35.  
Discounting: For "regular buyers," between 10 to 20%.  
Type of record distribution: Manufacturer to retailer.  
Medium wave radio stations: 2.  
Juke boxes: Prohibited by law.

Import-Export regulations: General and complete liberalization of trade now permits free import of records from any country without limitations. The only exception is the barter agreement rigidly adhered to as far as records from behind the Iron Curtain are concerned. An exchange of records would be allowed only if the country would accept Israeli records in trade. There also has been a liberalization of import rules for record players.

No. of Radios: 780,000.

No. of TV sets: 14,000.

Holidays: April 29 (Independence Day) and Jewish religious holidays.

## ● record manufacturers

C B S, PO Box 681, Tel Aviv. Tel: 840191. Cable: COLRECORD. Mg'g Dir.: Simon Schmidt.  
Carlophon (see Makoliti).  
Eastronics, PO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 446060. Mg'g Dirs. & A&R: Dov Peleg & Theodor Kenny.  
This company represents: Dot, RCA Victor, 20th-Fox.  
Gal-Ron, 94 Allenby St., Tel Aviv. Tel: 66262. Mgr.: A Zborowski.  
This company represents: Reprise (USA), Warner Bros. (USA).  
Hataklit, 11 Hertzl St., Haifa. Tel: 69950. Cable: RECOMUCIS. Mg'g Dir.: Dov Zeira; A&R POP: Yehuda Shapira; P.R.: Dan Yakir; Adv.: J. Avramescu; Promo.: R. Rodon.  
This company represents: Disneyland, Durium, Hispavox, Piccadilly, Project 3, Teen, Total Sound, Vogue.  
Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003 & 723065. Dir., Sales & Mktg.: Joseph Grossman; A&R Mgr.: Dan Fairaru; Dir. Adv., Promo., Intl & Pub.: Zeev Lewin.  
Affiliated firm: General Music, 101 Dizengoff Rd., Tel Aviv.

This company represents: Barclay (France), Cetra (Italy), Decca (USA), ABC, Arton, Command, MGM, Mercury, Smash, Vanguard, Verve, Westminster.

Hindustan (see Makoliti).  
Israel Rec., Tamar, Block 6667, Herzilya By the Sea. Contact: Avrum M. Hirsch.

Israelectra (see Israphon).  
Israphon, "B" Zone Azor, Tel Aviv. Tel: 86542. Dir., A&R & Intl: Naftaly Atsheich; Sales: Jacques Alsheich.

Labels: Israelectra, Israphon, Literation. Literation (see Israphon).

Makoliti, 15 Hamanor St., Tel Aviv. Tel: 81694. Dir. Sales & Intl: Daniel Antanir; A&R: Sh. Peer.

Labels: Carlophon, Hindustan, Makoliti, Olympia.

This company represents: Dot (USA), Embassy (United Kingdom), Fonit (Italy), Hispavox (Spain), Oriole (United Kingdom), WMC (Belgium).

Intl' reps.: United Kingdom (Oriole), USA (Fiesta).

Olympia (see Makoliti).

Palestine Orient, 4 Herzl St., PO Box 230. Tel Aviv. Tel: 57557. Cable: PALORIENT. Mg'g Dir.: Yigal Kimchi; Sales Mgr.: Abshalom Rubin.

This company represents: Capitol, EMI.

Studio Rec'gs, 33 Allenby Rd. Tel Aviv. Dir. Sales & Intl: Herbert Russcol.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

This company represents: Tigua (USA) and a full line of Israeli folk music & children's records in Hebrew.

continued on page 241



**wherever  
music  
is  
Phonogram  
is**



**PHONOGRAM s.p.a.**  
**Milano**  
**via Benadir 14**  
Tel. 28 26 241  
Cable: Cominfon

Subar (ACUM), 1 Any Ma'amin St., Ramat-Hasharon, Tel: 981323. Gen. Mgr.: Dr. Ophira Bar-Elan. Affiliates: Pa'amonim (ACUM), Sharon (ACUM). Int'l firms represented: Acuff-Rose (USA), Essex (France, United Kingdom), Sam Fox (USA), Frank (USA), Screen Gems-Columbia (USA), Sparta (United Kingdom), Sugar (Italy), Suvini-Zerboni (Italy), The Richmond Org. (USA).

● **importers & exporters**

Eastronics (RCA), PO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 446060. Cable: EASTRONIX. Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003. Isralectra (Philips), PO Box 1608, Tel: 526231. Israphon, "B" Zone Azor, Tel Aviv. Tel: 86542. Unafex Import-Export, PO Box 2467, Tel Aviv.

● **services & supplies**

Associations & Professional Organizations  
Israel Music Institute, 24 Pinkas St., Tel Aviv. Dir.: William Elias.  
League of Composers in Israel, PO Box 11180, 17 Har Nevo St., Tel Aviv. Tel: 440395. Sec. Gen.: B. Bar-Am.  
Ministry of Education and Culture, Street of the Prophets, Jerusalem. Dir. Music Div.: Mr. Amiran

**MUSIC LICENSING ASSOCIATION**

ACUM (Ass'n of Composers, Authors, and Poets), 116 Sed Rothchild, Tel Aviv.

**PRESSING, PLATING & PROCESSING PLANTS**

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003. Israphon, Industrial "B" Zone Azor, Tel Aviv. Tel: 96542. Makolit, 15 Hamanor St., Tel Aviv. Tel: 81694.

**RECORDING STUDIOS**

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003. Makolit, 15 Hamanor St., Tel Aviv. Tel: 81694.

● **music festivals**

International Harp Festival, Hakiryah, Jerusalem. Dir.: Ahraon Propes. Type: Classical & Traditional. Aug.-Sept.  
Israel International Festival of Music & Drama, Hakiryah, Jerusalem. Dir.: Ahraon Propes. Type: Classical, July-Aug.

**ITALY**

Population: 51,090,000.  
Per capita income: \$850.  
Official rate of exchange: \$1 (US) = 624 lire.  
No. of homes with record players: 8,000,000.  
Records sold domestically: LP's 1966-3,000,000 units @ \$10,000,000; 1965-2,500,000 units; singles 1966-29,000,000 units @ \$20,000,000; 1965-26,000,000 units.  
Records imported from USA (CIF): 1966-\$262,277; 1965-\$177,617.  
Records exported to USA (FOB): 1966-149,073 units @ \$98,505; 1965-145,787 units @ \$109,113.  
Average retail price per record: LP-\$3; single-\$1.20.  
Stereo sales: Minimal but increasing.  
Record club sales: 5% of total sales.  
Tape: Almost no reel-to-reel commerce. Use of cartridge is increasing with Philips muscassette as leader, 4-tr. as followers and 8-tr. sales just starting due to lack of players.  
Type of distribution: Manufacturer-to-retailer or manufacturer-to-wholesaler-to-retailer (for companies with limited distribution).  
Discounting: Frequent.  
Type of promotion: Radio and TV are considered the most valid promotion.  
Juke boxes: 30,000.  
Radio stations: no commercial; 1 government with 3 stations.  
Type of programming: 95% of music broadcast is pre-recorded, almost entirely from records. Pop music predominates on two stations; classical music on one.  
Radios: 10,529,000.  
TV stations: 2 government channels.  
Type of programming: Various, with a substantial part dedicated to music.  
TV sets: 5,410,000.  
Import-export regulations: Regular custom duties plus 10% tax as luxury article. Custom duties will be almost nonexistent in the Common Market area within a few years.  
Holidays: Jan. 1, Jan. 6 (Epiphany), Mar. 19 (St. Joseph's Day), Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), Ascension Day, June 2 (Anniversary of the Republic), June 9 (Corpus Christi), June 29 (St. Peter, St. Paul), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 4 (National Unity Day), Dec. 8 (Immaculate Conception), Dec. 25-26. Germano Ruscitto.

● **record manufacturers**

Ace of Clubs (see Decca Dischi Italia).  
Ace of Hearts (see Decca Dischi Italia).  
Adria (see Phonogram).  
Angel (see EMI-Italiana).  
Angelicum (AFI), Piazza San Angelo 2, Milan. Tel: 654.610. Gen. Mgr. & Int'l: Mr. Allorto (distributed by Ricordi).  
Antoniano (see Rifi).  
Arc (see RCA Italiana).  
Archiv (see Phonogram).  
Archphon, Corso Europa 16, Milan. Tel: 790.073. Pres.: Giovanni Pirelli; Mgr.: Viscardo Pontini; A&R Dir.: Angelo Ephrikian.  
Ariete (see Cemed-Carosello).  
Ariston (see IFI).  
Arpeggio (see Meazzi).  
Astraphon (see Meazzi).  
Baby (see Meazzi).  
Baby Popular (see Meazzi).  
Benfler (APDI), Via Mercato 3, Milan. Tel: 898.635. Bestsellers (see Ricordi).  
Bluebell (AFI), Via Turati 28, Milan. Tel: 650.675/77. Gen. Mgr. & Int'l: Antonio Casetta; A&R: Federico Monti Arduini; Press & Promo.: Nino Romano & Alberto Martinelli; Pub.: Fritz Altmann.  
Labels: Bluebell, ESP-Disk, Mini, Somerset.  
This company represents: Canadian American, Colpix, ESP-Disk, Hanna-Barbera, Somerset.  
Brio (see GTA).  
Broadway (see Ducale Italdisc).  
Bruber, Piazza Duomo 31, Milan. Tel: 897.097/294. Labels: Capitan, Interrecord, Mignon, River (distributed by DDR).  
C A R (AFI), Via Barletta 11, Milan. Tel: 5392.392/251. M'g Dir.: Carlo Alberto Rossi; Int'l: Alma Pozzati.  
Labels: CAR, Juke Boxe (distributed by IFI).  
C B S-ITALIANA (AFI), Galleria del Corso 4, Milan. Tel: 70.25.63. Mgrs.: Giuseppe Giannini, Franco Crepax & Sandro Delor; Pop A&R: Franco Monaldi; Classical A&R: Silvio Cerutti; Promo. & Pub.: Johnny Porta (distributed by Messaggerie Musicali).  
Label: CBS.  
Int'l reps.: Argentina (CBS), Australia (Australian Rec.), Austria (CBS), Belgium (Artone), Bolivia (Discolandia Dueri), Brazil (CBS), Canada (Columbia), Chile (Gobuloff), Colombia (CBS), Costa Rica (INDICA), Denmark (Nordisk), Ecuador (Emporio Musical), Finland (Finnlev), France (CBS), Germany (CBS), Greece (Music-Box), Hong Kong (Colonial Trading), Israel

continued on page 242



ITALY IS THE ONLY COUNTRY IN THE WORLD WHERE



**BANG BANG**

HAS OBTAINED

**15** COVER RECORDS

**5** OF WHICH AMONG THE **TOP 15**

AND YOU ARE NOT WRONG IF YOU THINK THAT **WE** ARE RESPONSIBLE FOR IT.



**GRUPPO EDITORIALE ARISTON**

Piazzetta Pattari 1/3 — Milano (Italy) — Phone 89.77.45





**DISCHI RICORDI S.p.A.**

Via Berchet, 2 - Milano (Italy)

**GRUPPO RICORDI  
MUSICA LEGGERA**

Galleria del Corso, 2 - Milano (Italy)

Record and Publishing companies

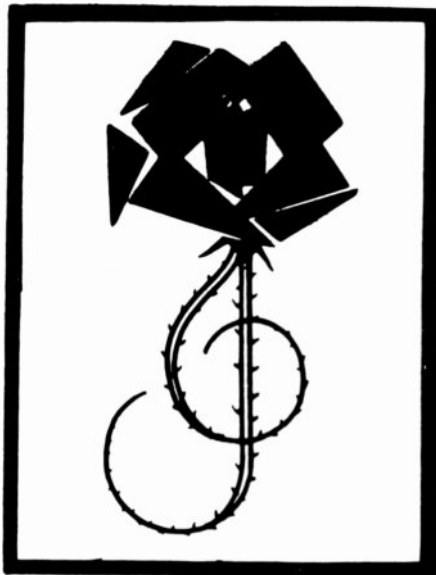
\*Subsidiaries of G. RICORDI & C. S.p.A. established in 1808

≡  
**the**  
  
**YOUNG**  
**companies**  
**with an**  
  
**OLD**  
**tradition**  
≡

continued

- (CBS), Jamaica (West Indies), Japan (Nippon Columbia), Malaysia (Hup Hup), Mexico (CBS), Netherlands (Artone), New Zealand (Philips), Norway (Norsk Phonogram), Peru (Industrial Sono Radio), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), Sweden (Philips Sonora), Switzerland (CBS), United Kingdom (CBS), Uruguay (Sondor), Venezuela (La Discoteca). (SEE ADVERTISEMENT)
- C D I** (Company Discografica Italiana) (APDI), Via Balilla 36, Milan. Tel: 847.2672. Gen. Mgr. & Int'l: Pier Quinto Cariaggi.  
Labels: CDI, California Song, Discolino, Discomec, PCD.
- C G D** (COMPAGNIA GENERALE DEL DISCO) (AFI), Galleria del Corso 4, Milan. Tel: 79.48.41 & 70.25.63. Cable: COMGEDISC. Admins.: Ladislao Sugar & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax, Sandro Delor; Pop A&R: Renato Angiolini; Promo. & Int'l: Johnny Porta.  
Branch: Via delle Carrozze 3, Rome. Tel: 68.16.18. Mgr.: Francesco De Crescenzo.  
Labels: CGD, Derby (distributed by Messaggerie Musicali).  
This company represents: A&M (USA), Audio Fidelity (USA), Festival (France), GNP Crescendo (USA), Joda (USA), Musicor (USA), Project 3 (USA), Reprise (USA), Riviera (France), Scepter (USA), Warner Bros. (USA).  
Int'l reps.: Argentina (CBS), Australia (Australian Rec.), Austria (CBS), Belgium (Artone), Bolivia (Discolandia Dueri), Brazil (RGE), Canada (Columbia), Chile (Gobuloff), Colombia (CBS), Costa Rica (INDICA), Denmark (Nordisk), Ecuador (Emporio Musical), Finland (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 (Artone), New Zealand (Philips), Norway (Norsk Phonogram), Peru (Sono Radio), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Meteor), Spain (Tempo), Sweden (Philips), Switzerland (Jecklin), Turkey (Elia Aluf Medina), United Kingdom (CBS), Uruguay (Sondor), Venezuela (Discoteca), Yugoslavia (Radio Televizija). (SEE ADVERTISEMENT)
- California Song (see CDI).  
Cam (see Det).  
Campi (see Det).  
Capitan (see Bruber).  
Capitol (see EMI-Italiana).  
Capri (see King Universal).
- Carisch (AFI), Via General Fara 39, Milan. Tel: 650.741. Mgr. & Int'l: Galli; A&R: Maestro Mazzocchi.  
Labels: Carisch, Odeon, Parlophon.
- Carosello (see Cemed-Carosello).
- Cedi (see Rifi).
- Cellograph-Simp (AFI), Via Maffucci 18, Milan. Tel: 371.130 & 37.61.926. Pres.: Ugo Sciascia; Gen. Mgr.: Riccardo Rota; Sales: Albani.
- CEMED-CAROSELLO** (AFI), Via Beccaria 5, Milan. Tel: 794.746. Cable: CURCIMUSIC. Pres.: Giuseppe Gramitto Ricci; VP: Theo Treppiedi; Gen. Mgr. & Int'l: Davide Matalon; Pop A&R: Mario Magenta; Classical A&R: Roberto Zanetti; Pub.: Luisa De Toni.  
Labels: Ariete, Carosello, Costanza, Curci, Italian Yank, Mustang, Paperino, Topolino.  
This company represents: Buena Vista, Disneyland, Erato, Triola, United Artists.  
Int'l reps.: Argentina (Disc Jockey), Australia (W&G), Brazil (Rozenblit), English speaking countries (United Artists), France (Festival), Germany (DGG), Greece (Melody), Lebanon (SLD), Mexico (Gamma), Spain (Belter), South Africa (Gallo), Switzerland (Musikvertrieb). (SEE ADVERTISEMENT)
- Century Record, Via Beccaria 5, Milan. Tel: 622.457. Gen. Mgr.: Kurt Grieder.  
Labels: Century Record, Dinasty.
- Cetra (see Fonit-Cetra).
- Cinevox (AFI), Via Veneto 108, Rome. Tel: 470.764 & 461.614. Admin.: C. A. Bixio; Sales Mgr.: Franco Rizzi; Int'l: Carlo Bixio & L. M. Bosco.  
Branch: Via Borgogna 7, Milan. Tel: 701.107. Mgr.: Pasquale Caliman.  
Labels: Cinevox, Rang.
- Clan (AFI), Corso Europa 7, Milan. Tel: 798.462/618 (distributed by C&C).
- Classica Vedette (see Vedette).
- Classici della Musica Classica (see Ricordi).
- Club (see Ricordi).
- Collana di Zia Mariu (see Equipe).
- Columbia (see EMI-Italiana).
- Combo (see Societa Trevisan Combo Rec.).
- Corsair (see Vedette).
- Costanza (see Cemed-Carosello).
- Cricter (see Fonit-Cetra).
- Criter (see Phonogram).
- Curci (see Cemed-Carosello).
- Cyncus (see Phonogram).
- Decca (see Decca Dischi Italia).
- Decca Asso di Quadri (see Decca Dischi Italia).
- Decca Dischi Italia (AFI), Via Brisa 3, Milan. Tel: 891.648 & 874.048. Cable: DECCITAL. Gen. Mgr.: Romano Bacchini; Mgr. & Int'l: Paolo Tosi; Sales: Luigi Negro.  
Labels: (affiliated) Ace of Clubs, Ace of Hearts,
- Decca, Decca Asso di Quadri, Stereo, London; (distributed) Edig, Jaguar.  
This company represents: Argo (United Kingdom), Brunswick (USA), Coral (USA), Oiseau Lyre (France), Telefunken (Germany), Vega (France).  
Int'l reps.: Decca companies.
- Derby (see CGD).
- DET (AFI), Via Virgilio 8, Rome. Tel: 314.341. Cable: CAMUSIC. Pres.: Giuseppe Campi, A&R Mgr.: Ezio Leoni; Sales: Luigi Campi.  
Labels: Det, Det Int'l, Cam, Campi, Tank. (SEE ADVERTISEMENT)
- Deutsche Grammophon (see Phonogram).
- Dinasty (see Century Record).
- Dischi Ricordi (see Ricordi).
- Discolino (see CDI).
- Discomec (see CDI).
- Discophon (see Ducale Italdisc).
- Dominator (see Vis Radio).
- Ducale (see Ducale Italdisc).
- Ducale Italdisc (AFI), Via Beccaria 5, Milan. Tel: 702.402. Cable: FONORECORD. Admin., Gen. Mgr. & Int'l: Davide Matalon. Pub. & Promo.: Luisa De Toni.  
Labels: (owned) Broadway, Ducale, Italdisc; (distributed) Discophon (distributed by DDR).  
This company represents: Discophon (Spain), Epidaure (France), Qualiton (Hungary).  
Int'l reps.: Argentina (Disc Jockey), Australia (Phonovox), Brazil (Rozenblit), English speaking countries (United Artists), Japan (Nippon Columbia), Spain (Discophon), Switzerland (Siemens).
- DURIUM** (AFI), Via Manzoni 40/42, Milan. Tel: 70.10.08. Bd. Dir. & Pres.: Krikor Mintangian; Mg'g Dir.: Franco Martinengo; Export Mgr.: Elisabel Mintangian; Prod'rs: Aurelio Ajroldi, Giampiero Scussel & Felice Piccaredda; A&R Publ'r: Franco Cassano; Int'l: Giampiero Scussel & Felice Piccaredda.  
Branch: Via S. Martino della Battaglia 3, Rome.  
Labels: (owned) Durium, Royale, Sprint; (distributed) Starlet.  
This company represents: Cadet, Canusa, Checker, Chess, King, Prestige.  
Int'l reps.: Argentina (Sicamericana), Australia (Minstrel), Austria (Centrocord), Colombia (Fuentes), Ecuador (Chalikian), France (Vogue), Germany (Deutsche Vogue, Hansa), Greece (Music-Box), Hong Kong (Cosdel), Japan (Cosdel), Lebanon (SLD), Mexico (Gamma), Netherlands (Stibbe), New Zealand (Peak), Peru (El Virrey), Philippines (Mico), Portugal (Trinidad), Scandinavia (Sonet), Singapore (Cosdel), South Africa (Teal), Spain (Vergara), Switzerland (Finstervald)

continued on page 246



# ROME, October 24-26, 1967

## 4th SONG FESTIVAL OF ROSES

### 3 Nights on National TV

*For the first time an Italian song festival guests non-Italian singers who can perform non-Italian copyrights.*

*"Come, sing your song and see the Roman fall!"*

For further information contact:

I.S.A.—Internationale Spettacoli Artistici—s.r.l., Piazzale Clodio 61, Rome, Italy.  
Tel.: 353.996, 385.512. General Manager: Maria Luisa Pisan.





# JIMMY FONTANA

winner  
of the Italian  
national radio-television  
contest

"A DISK FOR THE SUMMER 1967,"

with

## LA MIA SERENATA

(published by Edizioni Musicali RCA ITALIANA)

a follow-up of  
the international smash  
hit

## IL MONDO





**STOP!**

*in Rome and pay a visit to the youngest and most "frenetic" Italian firm.*

**WE**

*are interested in distributing "frenetic" foreign labels.*

**PARADE Records & Music—ROME,**  
 Viale Bruno Buozzi 3. Cable: Parade.  
 Gen. Mgr.: Vincenzo Micocci.  
 Tel.: 805.109

*continued*

R C A-ITALIANA (AFI), Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: RADIOINTER. Mg'g Dir.: Giuseppe Ornato; Ass't Gen. Mgr.: Ennio Melis; Int'l & Mds'g Mgr.: Francesco L. Fanti; A&R Mgr.: Ettore Zeppegno; Pub. & Promo. Mgr.: Giacomo Peroni; Distribution Mgr.: Luciano Bernacci.  
 Branches: Bari, Bologna, Cagliari, Catania, Florence, Genoa, Milan, Naples, Padua, Pescara, Rome, Turin.  
 Labels: Arc, RCA-Italiana, RCA Victor, Victrola, Vik.  
 This company represents: Barclay (France), Discophiles Francaise (France), Ducretet Thomson (France), Pye (United Kingdom).  
 Int'l reps.: all international RCA affiliates. (SEE ADVERTISEMENT)

RCA Victor (see RCA-Italiana).  
 RT Club (see Societa Trevisan Combo Rec.).  
 Radio (see Las Vegas).  
 Rang (see Cinevox).  
 Regal (see EMI-Italiana).  
 Rex (see Fox).  
 RICORDI (AFI), Via Berchet 2, Milan. Tel: 89.33.66. Cable: RICORDISC. Mg'g Dir.: Guido Riganano; Domestic A&R: Sandro Colombini; Int'l A&R: Paolo Ruggieri; Promo. Mgr.: Lucio Salvini; Foreign Exploitation: Mimma Guastoni; Sales: Renzo Benini.  
 Labels: (owned) I Bestsellers, I Classici della Musica Classica, Club, Dischi Ricordi, International, Tavola Rotonda; (distributed) Angelicum.  
 This company represents: Amadeo (Austria), Ars Polona (Poland), Bang (USA), Cameo (USA), Epic (USA), Impact (France), Kama Sutra (USA), MGM (USA), Major-Minor (United Kingdom), Metro (USA), Mira (USA), Mirwood (USA), Pacific Jazz (USA), Page One (United Kingdom), Parkway (USA), Shout (USA), Surrey (USA), VSP (USA), Vanguard (USA), Verve (USA), Verve/Folkways (USA), World Pacific (USA). (SEE ADVERTISEMENT)  
 FIFI (AFI), Corso Buenos Aires 77, Milan. Tel: 27.36.41. Bd. Chm. & Mg'g Dir.: Giovanbattista Ansoldi; Prod'n Mgr.: Antonio Ansoldi; Int'l Mgr.: Giuseppe Velona; Pop A&R: Giordano Bruno Martelli & Gianfranco Intra; Classical A&R: Rachele Hein Campodonico; Sales Mgr.: Piero La Falce; Pub. & Promo.: Wladimiro Albera; Business Agent: Richard H. Roemer, 400 Madison Ave., New York, N. Y., USA.  
 Labels: (owned) Antoniano, Pop, Primary, Pubblica, Rifi, Variety; (distributed) Cedi, Giovane.  
 This company represents: Atco, Atlantic, Monu-

ment, Stax, Supermajestic, Turnabout, 20th-Fox, Vox, Westminster.  
 Int'l reps.: Argentina (Phonogram), Austria (Amadeo), Benelux (Barclay), Brazil (Philips), Canada (Kosmophon, United Artists), Chile (Philips), Colombia (Philips), France (Barclay), Germany (Overseas), Greece (Philips), Israel (Israzemer), Japan (Philips), Mexico (Philips), Middle East (SLD), Peru (Philips), Portugal (Belter), South Africa (Trutone), Spain (Belter), Sweden (Sonet), Switzerland (Overseas), United Kingdom (United Artists), USA (United Artists), Venezuela (Philips). (SEE ADVERTISEMENT)  
 River (see Bruber).  
 Royale (see Durium).  
 SAAR (AFI), Viale di Porta Vercellina 14, Milan. Tel: 46.96.251. Mg'g Dir.: Walter Gurtler; Gen. Mgr.: Italo Prandini; Sales Mgr. & Promo.: Sergio Balloni; Prod'n Mgr. & Int'l: Giuseppe De Gioia.  
 Labels: Jolly, Music, Stella.  
 This company represents: Concert-Disc (USA), Contact (USA), Counterpoint (USA), Disc'AZ (France), Dot (USA), Everest (USA), Folkways/Scholastic (USA), Mode (France), Red Bird (USA), Roulette (USA), Vogue (France), Zafiro (Spain).  
 Int'l reps.: Argentina (Fermata), Australia (Minstrel), Austria (Elektro Moser), Belgium (Vogue), Brazil (Fermata), Canada (Colangelo), France (Vogue), Germany (Deutsche Vogue), Greece (Helladisc), Japan (King), Lebanon (SLD), Lybia (Martinez), Malta (Elektro), Mexico (Dusa), Netherlands (Negram), Portugal (Radio Triunfo), Spain (Zafiro), Sweden (Sonet), Switzerland (Finsterwald & Cantacuzeme), Syria (Tertzakian), Turkey (Alquadis), Venezuela (Favedica). (SEE ADVERTISEMENT)  
 Silver (see Italmusica).  
 Sir (see Italmusica).  
 SOCIETA TREVISAN COMBO REC. (AFI), Corso Europa 16, Milan. Tel: 799.158. Cable: TREVISAN-COMBO. Mg'g Dir. & Int'l: Mario Trevisan.  
 Labels: Combo, Humour, Marfer, RT Club.  
 Int'l reps.: Australia (Minstrel), Canada (Leon Vellone), South Africa (L'Edicola), Spain (Marfer), Switzerland (Rothlisberger), Turkey (Sayanplak), USA (Carosello). (SEE ADVERTISEMENT)  
 Somersel (see Bluebell).  
 Sprint (see Durium).  
 Star (see King Universal).  
 Starlet (see Durium).  
 Starmaker (see Stereomaster).  
 Stafeside (see EMI-Italiana).  
 Stella (see Saar).  
 Stereo (see Decca Dischi Italia).

*continued on page 250*

last  
 new born  
 of a  
 wonderful  
 and perfect  
 mosaic  
 CBS  
 ITALIANA

**CHART BREAKING ARTISTS:**  
 caterina valente  
 le gemelle kessler  
 riki maiocchi  
 i camaleonti  
 il quartetto cetra  
 tony dallara  
 i profeti  
 i roll's 33

**WHERE THERE ARE  
HITS  
THERE IS THE TRADEMARK OF**



**1966:**  
Radio TV contest  
"Un disco per l'estate"  
3rd price to I GIGANTI  
5th price to IVA ZANICCHI

**1965:** Golden Record of  
the Italian press  
to MINA's first LP

**1966:** Golden Record to  
I GIGANTI's single  
"Tema"

**1967:**  
Golden Record of  
the Italian press  
to MINA's second LP

**1966:** Golden Record of  
the Italian press  
to TERESA STICH RANDALL's  
album (Westminster)

**1966:** Festival of Sanremo  
2nd price ex-aequo to  
IVA ZANICCHI

**1967:**  
Festival of Sanremo  
First price to IVA ZANICCHI  
for Non Pensare a Me.  
2nd price ex-aequo to  
I GIGANTI and  
GIORGIO GABER

**1966:** Golden Record of  
the Italian press  
to IVA ZANICCHI's first LP

**1966:** Festival of Naples  
2nd price to GIORGIO GABER  
5th price to IVA ZANICCHI



PREMIO  
DELLA CRITICA  
DISCOGRAFICA  
ITALIANA

# DO YOU KNOW WHY ROME IS IMPORTANT?

- because here are the central offices of the unique Italian Radio and Television Company, and
- because the movie production is concentrated here, where also soundtracks are produced.

**IN ITALY, TRUST YOUR COPYRIGHTS TO GENERAL MUSIC OF ROME, THE DYNAMIC ITALIAN PUBLISHING FIRM.**

**GENERAL MUSIC srl,**  
**GEM**  
 Viale Liegi 41,  
 Rome, Italy—  
 Tel.: 850.358,  
 865.307—  
 Gen. Mgr.:  
 Enrico De Melis

*continued*

Stereomaster (AFI), Galleria del Corso 2, Milan. Tel.: 79.00.96. Gen. Mgr.: Giuseppe De Vecchi. Labels: Fiammetta's, Leonsolco, Panorama, Star-maker, Stereomaster.

Sviluppo Discografico del Mezzogiorno, Via Morgantini 3, Naples. Mg'g Dir.: Luciano Villeveille Bideri. Branch: Via Teulada 52, Rome. Tel: 380.700. Label: Edibi.

Tank (see Det).

Tavola Rotonda (see Ricordi).

Tempo (see Vedette).

Tiffany (APDI), Galleria del Corso 2, Milan. Tel: 78.16.94 & 79.38.96. Gen. Mgr.: Marino Marini. Int'l: Mura Paschetto.

Topolino (see Cemed-Carosello).

Universal (see Phonotype).

Variety (see Rifi).

VEDETTE (AFI), Corso Europa 5, Milan. Tel: 780.046/7. Gen. Mgr.: Armando Sciascia; Pop A&R: Francesco Anselmo; Classical A&R & Int'l: Aliko Andris-Michalaros; Sales Mgr.: Sergio Sciascia; Pub. & PR: Romana Garassini. Branches: Via dei Mille 27/a, Rome—Via delle Panche 128, Florence—Piazza Garibaldi 73, Naples. Labels: Classica Vedette, Corsair, Tempo, Vedette.

This company represents: Baerenreiter (Germany), Counterpoint (USA), Elektra (USA), Ember (United Kingdom), Everest (USA), HiFi (USA), Lyra (Greece), Musicaphon (Germany), Nonesuch (USA), Period (USA), Scala (USA). Int'l reps.: Argentina (Sicamericana), Australia (Carinia), Benelux (Discobel), Greece (Lyra), Japan (Philips), Switzerland (Phonag), United Kingdom (Ember), Venezuela (Velvet). (SEE ADVERTISEMENT)

Victrola (see RCA-Italiana).

Vik (see RCA-Italiana).

Vis Radio (AFI), Corso Umberto I, 132, Naples. Tel: 322.705. Mg'g Dir., Sales & Int'l: Aldo Scoppa. Pop A&R: Gino Conte. Branches: Via Larga 11, Milan. Tel: 860.422. Mgr.: Gennaro Senatore—Via Flavia 72, Rome. Mgr.: Carlo Santoro.

Labels: Dominator, Vis Radio. Int'l reps.: Australia (Lamberti Bros.), Canada (Bravo), Germany (Overseas), Switzerland (Rothlisberger), USA (Italdisc), Venezuela (Radio Capri).

Voce del Padrone (see EMI-Italiana).

## • independent record producers

F P 4 (Aldo Pagani), Galleria del Corso 2, Milan. Tel: 70.50.05.  
 Aldo Pagani (see FP4).  
 Reverberi G & G, Via Sturla 24, Genova. Tel: 36.07.66.  
 Ricordi Nanni, Corso di Porta Nuova 10, Milan. Tel: 65.34.13.  
 Vedette, Corso Europa 5, Milan. Tel: 780.046/7. Pres.: Armando Sciascia.

## • music publishers

Aberbach (BIEM-SEDRIM) (UNEMI), Via Lazio 9, Rome. Tel: 48.58.53 & 47.08.81. Cable: ABEROMA. Mg'g Dirs.: Joachim J. Aberbach & Julian J. Aberbach; Gen. Mgr.: Fulvio Corradini.

Affiliates: Progressive, Roosevelt. This company represents: Carlin, Hill & Range, Lark, Living Music, Pigalle, Spectacular.

Abici (BIEM-SEDRIM) (UNEMI), Via Morgantini 3, Naples.

Accademia, see Ariston.

Accordo, see Curci.

Acuff-Rose, see Sugar.

Adriatica, see Sugar.

Alfa, see Leonardi Gruppo.

Alfiere-Esadra, Via Benadir 14, Milan. Tel: 28.26.241. Cable: COMINFON.

Int'l reps.: Philips affiliated companies.

Allegro, see Bixio Cema.

Allione Abramo (BIEM-SEDRIM) (AIDEM), Via Enrico Toti 4, Milan. Tel: 463.9920.

Amazonia, see Sugar.

Apollo, see Sugar.

Applauso, see Southern.

April, see Sugar.

Ariete, see Curci.

Ariston, see Sugar.

ARISTON, Piazzetta Pattari 1/3, Milan. Tel: 89.77.45.

Pres.: Alfredo Rossi; Prof. Mgr.: Bob Lumbroso;

Int'l Mgr.: Ernesto Re.

Affiliates: Accademia, First Music, Formidable, Bussola, MEC, Palace, Pettiroso, Piper Club, Regent, Santa Cecilia, Kassner. (SEE ADVERTISEMENT)

Arlado, see Sugar.

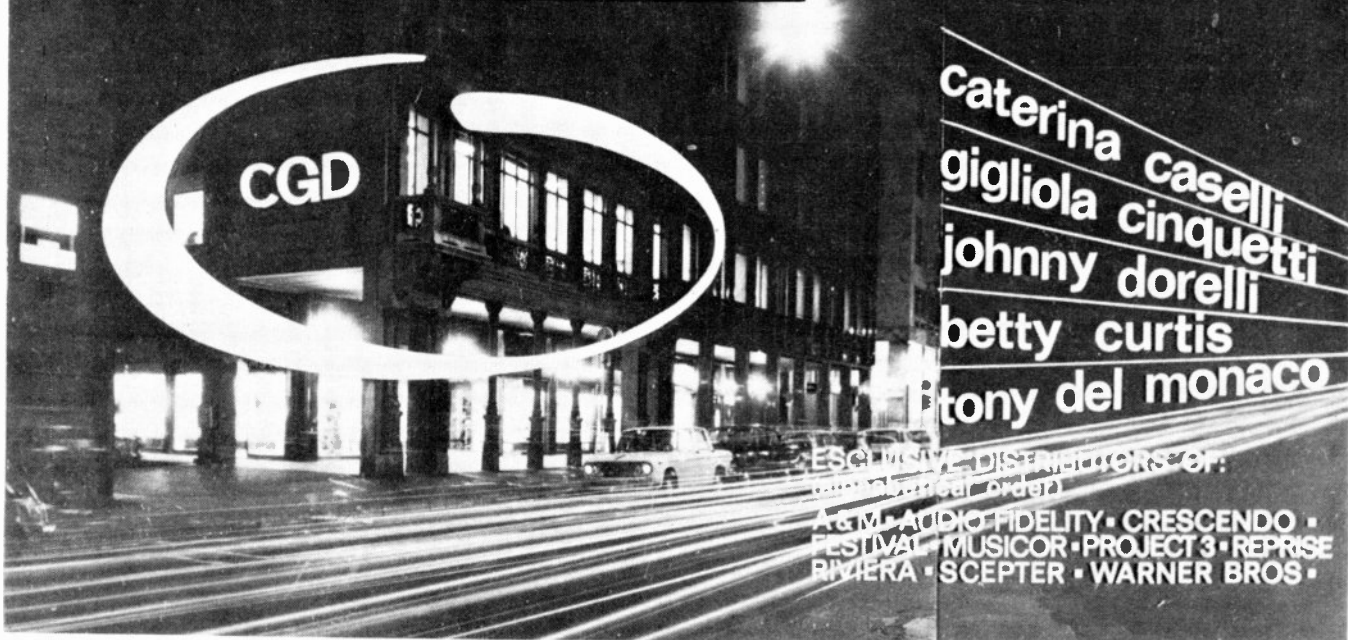
Aromando, see Sugar.

Bama, see Sugar.

*continued on page 252*

the hits maker place

while milan is sleeping CGD  
 is working for you



**MUNTZ**  
**STEREO-PAK, INC.**

—*plus*—

**ECOFINA**  
**s.r.l.**

*Leader in U.S.*

*Leader in Italy*



**Car Stereo  
and  
Automatic  
Cartridges**

**MUNTZ-ITALIANA**

*Leader in European Common Market*

- **Muntz Stereo-Pak Inc.**, 7715 Densmore Ave., Van Nuys, Calif.
- **Ecofina S.r.l.**, Via Boccaccio 24, Milano, Italy.
- **Muntz-Italiana**, Via Boccaccio 24, Milano, Italy.

**General Mgr.: MOURAD SABET**

continued

Bella Ciao, Via Cernaia 5, Milan. Tel: 65.34.13 & 63.70.80.  
**Affiliates:** Del Gallo, Redi.  
 Bideri (BIEM-SEDRIM) (UNEMI), Via S. Pietro a Majella 17, Naples. Tel: 210.325 & 343.917.  
 Pres.: Maria Flavia Bideri; Gen. Mgr.: Luciano Villeveille Bideri.  
**Branch:** Via Teul 'a 52, Rome. Tel: 380.700 & 385.200.  
**Affiliates:** Donnarumma, E. Gennarelli, Santa Lucia, Santojanni, Scia.  
 Bixio Cems (BIEM-SEDRIM) (UNEMI), Via Borgogna 7, Milan. Tel: 701.107. Gen. Mgr.: Cesare Andrea Bixio; Gen. Prof. Mgr.: Pasquale Caliman.  
**Branch:** Via Veneto 108, Rome, Tel: 47.07.64.  
**Affiliates:** Allegro, Grandi Firme Delle Canzoni.  
 Blue Sky, see Sidet.  
 Bussola, see Ariston.  
 C A M, Via Virgilio 8, Rome. Tel: 31.43.41. Cable: CAMUSIC. Mg'g Dir.: Luigi Campi.  
**Affiliates:** Campi Editore, Fulginea, Gong, Sorrisi e Canzoni, Tank.  
**This company represents:** Marks (USA), Rome Tree (USA).  
**Int'l reps.:** France, Germany, Japan, Switzerland, United Kingdom, USA (all CAM affiliates). (SEE ADVERTISEMENT)  
 California, see C. A. Rossi.  
 Campi Editore, see CAM.  
 Cantanapoli, see Leonardi Gruppo.  
 Canzone, see Connelly.  
 Canzoni Moderne, see Sugar.  
 Carisch, (BIEM-SEDRIM-GEMA) (UNEMI) Via General Fara 39, Milan. Tel: 650.741. Prof. Mgr.: Mr. Mazzocchi.  
 Casa Ed. Musicale Gustavo Gori, see Francis-Day.  
 Casiroli, see Leonardi Gruppo.  
 Cervino, see Curci.  
 Chiappo, see Nazionalmusic.  
 Cicala, see Sugar.  
 Gigi Cichellero, see GTA.  
 Cicogna, Via Morozzo della Rocca 6, Milan.  
 Cielo-Video (BIEM-SEDRIM) (UNEMI), Galleria del Corso 2, Milan. Tel: 705.231.  
 Clan, see Leonardi Gruppo.  
 Club (BIEM-SEDRIM) (AIDEM), Via Luchino del Maino 12, Milan. Tel: 49.68.12. Gen. & Prof. Mgr.: Claudio Gambarelli.  
 Cobra, see Sugar.  
 Colbi, see Sugar.  
 Connelly (AIDEM), Galleria del Corso 2, Milan. Tel: 709.491. Mg'g Dir. & Gen. Prof. Mgr.: Gabriele Gaspare Abbate.  
**Affiliates:** Canzone, Mediolana.  
**This company represents:** American (USA), Berry (United Kingdom), Campbell, Connelly (United Kingdom), Cinephonic (United Kingdom), Cross (United Kingdom), Montclare (United Kingdom), Notable (United Kingdom), Picturetone (USA).  
 CURCI (SEDRIM-BIEM), Galleria del Corso 4, Milan. Tel: 79.14.40. Pres. & Gen. Mgr.: Giuseppe Gramitto Ricci. Gen. Prof. Mgr.: Theo Treppiedi.  
**Affiliates:** Accordo, Ariete, Cervino, D'Anzi, Dea, Fast, Fortuna, Italcanto, Italian Yank, Izzo, Music Union, Orchestralmusic, RTV, Spanka Italiana. (SEE ADVERTISEMENT).  
 Daniele, see Sidet.  
 D'Anzi, see Curci.  
 Dea, see Curci.  
 Del Gallo, see Bella Ciao.  
 Di Lazzaro, see Sugar.  
 Diamante, see Sidet.  
 Donnarumma, see Bideri.  
 Ducale, Via Beccaria 5, Milan. Tel: 702.402. Pres. & Gen. Mgr.: Davide Matalon.  
 Duomo, see Durium.  
 DURIU (BIEM-SEDRIM) (AIDEM), Via Manzoni 40/42, Milan. Tel: 70.10.08/17.05. Pres.: Krikor Mintangian; Gen. Prof. Mgr.: Franco Cassano; Int'l Mgr.: Elisabel Mintangian.  
**Affiliates:** Duomo, Sprint.  
**Int'l reps.:** South Africa (Laetrec), United Kingdom (Welbeck). (SEE ADVERTISEMENT)  
 E A R, see Nazionalmusic.  
 Edicom, see Guerrini Gruppo.  
 Edir, see Ricordi.  
 Eldorado, see Guerrini Gruppo.  
 Elite, see Leonardi Gruppo.  
 F P 4, Galleria del Corso 2, Milan. Tel: 798.845/885 & 705.005. Gen. Prof. Mgr.: Aldo Pagani.  
**Int'l branch:** Argentina, Milron, Rodriguez Pena 36, Buenos Aires. Mgr.: Lucio Milena.  
 Falena, see Sugar.  
 Fama, see Ricordi.  
 Fantasia, see Sugar.  
 Fast, see Curci.  
 Fiera, see Sugar.  
 First Music, see Ariston.  
 Flaminia, see Sugar.  
 Fono Film Ricordi, see Ricordi.  
 Fonocine (SEDRIM-BIEM) (AIDEM), Via San Paolo 15, Milan. Tel: 874.460. Owner & Gen. Prof. Mgr.: Pericle Boschetti.  
 Formidable, see Ariston.  
 Fortissimo, see Southern.  
 Fortuna, see Curci.  
 Fox, see Southern.  
 Francis-Day (AIDEM), Piazza del Liberty 2, Milan. Tel: 78.00.36. Cable: ARPEGGIO. Pres.: Frederick E. M. Day; Mg'g Dir.: Giuseppe Gallazzi.  
**Affiliates:** Casa Ed. Musicale Gustavo Gori, Dott. Gallazzi.  
**This company represents:** Canciones del Mundo

(Spain), Donna (United Kingdom), Francis-Day (France), Francis, Day & Hunter (United Kingdom), Sea of Tunes (USA), Lawrence Wright (United Kingdom).  
 Frank, see Sugar.  
 Fulginea, see CAM.  
 G T A (SEDRIM-BIEM) (UNEMI), Corso Europa 5, Milan. Tel: 782.296/8 & 782.317 & 782.348 & 782.355. Mg'g Dir.: Gigi Cichellero; Prof. Mgr.: Giusta Spotti.  
**Affiliates:** Gigi Cichellero, Olona, Orsa Maggiore, Portofino, Sagittario, San Paolo, Sele-musica, Sistro.  
 Dott. Gallazzi, see Francis-Day.  
 Gea, see Sugar.  
 GENERAL, Viale Liegi 41, Rome. Tel: 865.307 & 850.358. Mg'g Dir. & Prof. Mgr.: Enrico De Melis. (SEE ADVERTISEMENT)  
 E. Gennarelli, see Bideri.  
 Gong, see CAM.  
 Gustavo Gori, see Francis-Day.  
 Grandi Firme delle Canzoni, see Bixio Cems.  
 Guerrini Gruppo (SEDRIM-BIEM) (UNEMI), Galleria del Corso 2, Milan. Tel: 780.103. Pres.: Gualtiero Guerrini; Gen. Mgr.: Maria Luisa Nobile.  
**Affiliates:** Edicom, Eldorado, Rampoldi, San Giusto, Zig Zag.  
 I M I-International Music of Italy, see Sciascia.  
 Iller, see Ricordi.  
 Italcanto, see Curci.  
 Italcarsich, see Southern.  
 Italian Yank, see Curci.  
 Italmusica, Corso Genova 22, Tel: 85.46.41. Gen. Mgr.: Luigi Pignini.  
**Affiliate:** Vescovi.  
 Ivana, see Sugar.  
 Izzo, see Curci.  
 Kassner, see Ariston.  
 Kramer, see Southern.  
 Leon, see Leonardi Gruppo.  
 Leonardi Gruppo (SEDRIM-BIEM), Corso Europa 5, Milan. Tel: 70.20.94. Pres.: Fritz Leonardi; Gen. Prof. Mgr.: Giuseppe Coreca; Int'l Mgr.: Giuseppe Dell'Acqua.  
**Affiliates:** Alfa, Cantanapoli, Casiroli, Clan, Elite, Leon, Luisiana, Musical Film, Souvenir.  
 Liberty, see Sugar.  
 Luisiana, see Leonardi Gruppo.  
 M E C, see Ariston.  
 Mas (SEDRIM-BIEM), Via S. Vittore 40/42, Milan. Tel: 490.171 & 437.162. Gen. Prof. Mgr.: Pierangelo Codevilla.  
**Affiliate:** Saar.  
 Mascheroni, see Sugar.  
 Mascotte (SEDRIM-BIEM) (AIDEM), Galleria del Corso 2, Milan. Tel: 793.601. Pres.: Eloisa Spaziani. Gen. Prof. Mgr.: Eros Sciorilli.

# BIXIO PUBLISHING GROUP

world-wide famous thanks to its song and movie soundtrack hits, introduces its record division:

# CINEVOX RECORD

a new activity served by an old great experience.

Milan

Via Borgogna 7—Tel. 701.107-8

Rome

Via Veneto 108—Tel. 461.614



isn't worried about competition; we're too busy being Italy's most efficient, modern, energetic, most complete and on-the-ball big-little recording business on the Continent. Competition worries about us because we have our own up-to-date recording studios, handle distribution, publishing and promotion and our own production can't be approached by anybody. You're way behind the times if you don't already know all about us. If you want to be "in" in Italy, contact us today!

Our repertoire includes:

- International Folk Music
- CLASSICA
- 6 Fasi - Superstereo

(Pop - Folk - Classical)

**Vedette Records**  
**C.so Europa 5 - Milano, Italy**

Depots throughout Italy

Peter Maurice, see Sugar.  
 Mediolana, see Connelly.  
 Melodi, see Sugar.  
 Menestrello, see Sugar.  
 Millenote, see Sidet.  
 Music Union, see Curci.  
 Musica e Dischi, Via Carducci 8, Milan. Tel: 87.00.15. Gen. Mgr.: Mario De Luigi.  
 Musical Film, see Leonardi Gruppo.  
 Nazionale, see Nazionalmusic.  
 Nazionalmusic, Corso Vittorio Emanuele 30, Milan. Tel: 793.769 & 705.790.  
 Affiliates: Chiappo, EAR, Nazionale, Sonofilm.  
 Olona, see GTA.  
 Orchestralmusic, see Curci.  
 Orsa Maggiore, see GTA.  
 Palace, see Ariston.  
 Peer Italiana, see Southern.  
 Pettrosso, see Ariston.  
 Piccola Vela (BIEM-SEDRIM), Via Enrico De Marinis, 4, Naples. Tel: 31.41.40 & 32.26.94.  
 Pickwick, see Sugar.  
 Piper Club, see Ariston.  
 Polaris, see Sugar.  
 Portofino, see GTA.  
 Progressive, see Aberbach.  
 R C A-ITALIANA (BIEM-SEDRIM), Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: RADIOINTER. Mgr.: Mario Cantini. Int'l Liaison: Romano Di Bari.  
 Branch: Galleria del Corso 4, Milan. Tel: 78.07.07.  
 This company represents: Jobete (USA), Milkwick (United Kingdom), Ivan Mogull (USA), Pipdon (United Kingdom), RCA (Spain), RCA Victor (Mexico), Relay (Argentina), Stein & Van Stock (USA), Victor (Brazil). (SEE ADVERTISEMENT)  
 R T V, see Curci.  
 Radio, see Sidet.  
 Radio Record Ricordi, see Ricordi.  
 Rampoldi, see Guerrini Gruppo.  
 Rascel, see Sugar.  
 Redi, see Bella Ciao.  
 Regent, see Ariston.  
 Resolute, see Sugar.  
 Rias, see Sugar.  
 RICORDI (SEDRIM-BIEM), Galleria del Corso 2, Milan. Tel: 700.304. & 702.656. Gen. Mgr.: Mariano Rapetti.  
 Affiliates: Edir, Fama, Fono Film Ricordi, Radio Record Ricordi, Ritmi & Canzoni, Iller. (SEE ADVERTISEMENT)  
 Rimi (SEDRIM-BIEM), Galleria del Corso 2, Milan. Tel: 79.38.96. Cable: MARIART. Owner & Mg'g Dir.: Anna Scocca; Gen. Prof. Mgrs.: Maurizia Foladore & Marino Marini.

Ritmi & Canzoni, see Ricordi.  
 Roosevelt, see Aberbach.  
 C. A. Rossi, Via Barletta 11, Milan. Tel: 79.53.53. Gen. Mgr.: C. A. Rossi; Int'l: Alma Pozzati.  
 Affiliates: California, Stradivarius, Tre Stelle.  
 Saar, see Mas.  
 Sacha Italiana, see Southern.  
 Sagittario, see GTA.  
 San Guisto, see Guerrini Gruppo.  
 San Paolo, see GTA.  
 Santa Cecilia, see Ariston.  
 Santa Lucia, see Bideri.  
 Santojanni, see Bideri.  
 Scia, see Bideri.  
 Sciascia (BIEM-SEDRIM), Corso Europa 5, Milan. Tel: 780.046/7. Pres. & Gen. Mgr.: Armando Sciascia; Int'l: Aliko Andris-Michalaros.  
 Affiliate: IMI-International Music of Italy.  
 Screen Gems-Columbia, see Sugar.  
 Selemusica, see GTA.  
 Senza Fine, see Sugar.  
 Sette Note, see Southern.  
 Sidet (BIEM-SEDRIM) (AIDEM), Piazzetta Pattari 4, Milan. Tel: 804.818 & 861.165. Mg'g Dir.: Emilio Dabiele; Gen. Mgr.: Amanuele Daniele.  
 Branch: Via Teulata 52, Rome.  
 Affiliates: Blue Sky, Daniele, Diamante, Mille-note, Radio, Tornado.  
 This company represents: Alexis (USA), Ed. Raphaelle (Germany), Eurovarietes (France), Marvelle (USA), Mozart (Germany), Mozart (United Kingdom).  
 Int'l rep.: Japan (Victor).  
 Sistro, see GTA.  
 Sofia, see Sugar.  
 Sonofilm, see Nazionalmusic.  
 Sorrisi e Canzoni, see CAM.  
 Southern, Piazzetta Pattari 2, Milan. Tel: 896.622/709. Cable: SOUTHMUSIC. Mg'g Dir.: Alberto Carisch.  
 Affiliates: Applauso, Fortissimo, Fox, Italcarrisch, Kramer, Peer Italiana, Sacha Italiana, Sette Note.  
 Souvenir, see Leonardi Gruppo.  
 Spanka Italiana, see Curci.  
 Sprint, see Durium.  
 Stradivarius, see C. A. Rossi.  
 Successo, see Sugar.  
 Sugar (BIEM-SEDRIM) (UNEMI), Galleria del Corso 4, Milan. Tel: 79.48.41. Mg'g Dirs.: Ladislao & Piero Sugar; Gen. Mgr.: Ettore Carrera.  
 Branch: Via delle Carrozze 3, Rome. Tel: 68.16.18.  
 Int'l branch: France.  
 Affiliates: Acuff-Rose, Adriatica, Amazonia, Apollo, April, Arion, Arlado, Aromando, Bama, Apollo, April, Arion, Arlado, Aromando, Bama,  
*continued on page 254*

**if you are interested  
 in the italian market  
 you should know that**



**SAAR** means:  
**JOLLY RECORDS**  
 leading independent  
 recording and publishing  
 company



**SAAR** owns its:  
 6 tracks  
 recording studio  
 modern automatic  
 pressing plant



**SAAR** distributes:  
 az - contact - dot  
 everest - joker  
 roulette - vogue - zafiro



**SAAR srl - VIALE PORTA VERCELLINA, 14  
 MILAN - ITALY**

**CAMPI  
 editore**

ESTABLISHED SINCE 1898

**IS  
 WHERE  
 ACTION  
 IS  
 IN MUSIC  
 BUSINESS IN ITALY**

**ROME - VIA VIRGILIO, 8  
 ITALY**

**THE NEW RECORD COMPANY**



**THE SOUND-TRACKS PRODUCTION AND PUBLISHING FIRM**



**THE MUSIC AND ENTERTAINMENT WEEKLY MAGAZINE**



Owned labels:  
 DET-DET International  
 CAM  
 TANK  
 Independent Distribution

Over 700 sound-tracks  
 Released in 5 years.  
 Including: FELLINI 8 1/2  
 MONDO CANE  
 DIVORCE ITALIAN STYLE  
 JULIET OF SPIRITS and others

Sold over  
 1.200.000 copies weekly

**\* INTERNATIONAL AGENCIES**

**CAM-U.S.A. INC.**  
 370, Lexington Avenue  
 Suite 2208  
 NEW YORK - N.Y. 10017  
 (U.S.A.)

**JAPAN-CAM**  
 c/o TOWA Co. Ltd.  
 Playguide Bldg.  
 N° 2, 2-Chome Ginza  
 CHUO-KU (Tokyo)  
 (Japan)

**CAMPANA**  
 8, Rue de Hesse  
 1211 GINEVRA  
 (Switzerland)

continued

**MUSICAL INSTRUMENT IMPORTERS & EXPORTERS (Both handled)**

Arai Boeki, 15-20 Nishikicho 2-Chome, Nakaku, Nagoya. Guitars and ukuleles.  
Asahi Tsusho, 2 Hirakawacho 2-Chome, Chiyodaku, 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, Chiyodaku, Tokyo. All instruments.  
Chiyoda Gakki Boeki, 47 Jimbocho 1-Chome, Kanda, Chiyodaku, 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 Assn., 8-9 Tsukiji 2-Chome, Chuoku, Tokyo. Tel: (541) 4111.  
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' Assn. of Japan (organized by critics of the leading English-language newspapers in Japan), 4-8-4 Nishi-Ochiai, Shinjuku, Tokyo. Tel: 951-5710. Cable MUSKIRANO. 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., 1 Yurakucho 1-Chome, Chiyodaku, 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, GEMMA and others. Tameike Meisam Bldg., 1-12 Akasaka 1-Chome, Minatoku, Tokyo. Tel: (582) 0231. Pres.: K. Horuchi.  
Seisei-Sha (BIEM sub-agent), c/o Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku, Tokyo. Tel: (268) 6151. Pres.: S. Meguro.

**PRESSING & PLATING PLANTS**

Athena Rec. Industry, 675 Miyahatake, Katase, Fujisawa City, Kanagawaken.  
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 Moriyocho, Kanagawaku, Yokohama.

**RECORDING STUDIOS**

Abako, 22 Midorigaokacho, Shibuyaku, Tokyo.  
Aoi, 1-1 Jubancho, Azabu, Minatoku, Tokyo.  
Bancho, 12 Nibancho, Chiyodaku, Tokyo.  
Chuo Rokuon, Hideyoshi Bldg., 5 Ginza Nishi 5-Chome, Chuoku, Tokyo.  
Hikokan, 3 Tamuracho 1-Chome, Shiba, Minatoku, Tokyo.

Kojimachi, 2 Hirakawacho 1-Chome, Kojimachi, Chiyodaku, Tokyo.  
Kokusai Radio Center, 13 Shinsakacho, Akasaka, Minatoku, Tokyo.

**RECORD DEALER ACCESSORIES & SUPPLIES, NEEDLE MANUFACTURERS**

Nagaoka Seiki, 2570 Nishi Sugamo 2-Chome, Toshimaku, Tokyo.  
Nippon Chikushin, 112 Tozokacho 3-Chome, Shinjuku, Tokyo.  
Ogura Hoseki, 7-12 Omori Kita 5-Chome, Otaku, Tokyo.

**● tape**

**CARTRIDGE CASE MANUFACTURERS**

Tokyo Denki Kagaku, Kanasugi Bldg., Asahi, Kanda, Chiyodaku, Tokyo.  
Taiko Denki, 10 Nakabobu 6-Chome, Shinagawaku, Tokyo.

**RAW TAPE MANUFACTURERS**

Fuji Shashin Film, O-kura Bldg., Ginza Nishi, Chuoku, Tokyo.  
Hitachi Maxell, 303 Kita Shinagawa 3-Chome, Shinagawaku, Tokyo.  
Sony, 351 Kita Shinagawa 6-Chome, Shinagawaku, Tokyo.  
Sumitomo-3M, 3M Bldg., 1 Akasaka 7-Chome Minatoku, Tokyo.  
Tokyo Denki Kagaku, Kanasugi Bldg., Asahi, Kanda, Chiyodaku, Tokyo.

**TAPE PLAYBACK EQUIPMENT MANUFACTURERS**

Aiwa, 2-3, 5-Chome, Sotokanda, Chiyoda-ku, Tokyo. Type: 2 track, 4 track.  
Crown Radio, 17-4 3-Chome, Ueno, Taito-ku, Tokyo. Type: 4 track.  
Funai Electric, 20, 3-Chome, Ikaino, Ikuno-ku, Osaka.  
Hayakawa Electric, 1-232, Nishi Tanabe Cho, Abenoku, Osaka. Type: Philips type portable machine & 8-track.  
Hitachi Maxell, 4-8-15, Kitashinagawa, Shinagawaku, Tokyo. Int'l branch: USA, Maxell. Type: 2-track, 4-track, cassette. Brand name: Maxell.  
Maruwa Electronic & Chemical, 16-1, Nishiura Cho, Higashi-ku, Nagoya. Type: 4 track.  
Matsushita Electric Ind'l, 1006, Oaza Kadoma, Kadoma-Shi, Osaka. Type: 2 track, 4 track.  
Maxell (see Hitachi Maxell).  
Nippon Columbia, 14-14 Akasaka 4-Chome, Minatoku, Tokyo. Type: 4 track. Some experimental 8 track.  
Pioneer Electric, 5, 4-15, Omori Nishi, Ota-Ku, Tokyo. Type: 4 track.  
Sanai Kogyo, 843, Karasuyama, Ota Shi, Gumma Pref. Type: 4 track.  
Sanyo Electric, 2-18, Keihan Hon-dori, Moriguchi Shi, Osaka. Type: Reel-to-reel & cartridge.  
Sumitomo-3M, 3M Bldg., 1 Akasaka 7-Chome, Minatoku, Tokyo. "Cantata" 700.  
Synchro (see TDK Electronics).  
T D K Electronics, 14-6 2 Chome, Uchikanda, Chiyoda-ku, Tokyo. Tel: (256) 6111. Int'l branches: USA—Los Angeles, Calif. & New York, N.Y. Type: Cassette. Brand name: Synchro.  
Taiko Electric Works, 13-10, 6 Nakanobu, Shinagawaku, Tokyo. Type: 4 track.  
Teikoku Dempa, Sakurai Bldg., 4-5 Kojimachi, Chiyoda-ku, Tokyo. Type: 4 track.  
Victor, 3-12, Moriya Cho, Kanagawa-Ku, Yokohama. Type: 2 track, 4 track, 8 track (Lear Jet).

**TAPE DUPLICATORS**

Chuo Rokuon, Sone Bldg., Ginza Nishi, Chuoku, Tokyo.  
Fuji Sound, 7 Kawadacho, Ichigaya, Shinjuku, Tokyo.  
Kosoku Rokuon, Dai 4 Hidewa Bldg., Ginza, Chuoku, Tokyo.  
Nippon Hosu Service, 7 Yurakucho 1-Chome, Chiyodaku, Tokyo.  
Toyo Tanshi, Dai 2 Maruzen Bldg., Edobashi, Nihombashi, Chuoku, Tokyo.  
TBS Serv., Matsudaira Bldg., 4-1 Akasaka 3-Chome, Minatoku, Tokyo.  
Video Serv., Asahi Bldg., Ginza Nishi, Chuoku, Tokyo.

**● phonograph manufacturers**

Fukuyo Coral, 1971 Shibakatsu Horiai, Kawaguchi-Shi.  
Hayakawa Electric, 232 Nishi Tanabecho 1-Chome, Abenoku, Osaka.  
Hitachi, 4 Marunouchi 1-Chome, Chiyodaku, Tokyo.  
Matsushita Electric, 1006 Kadoma, Kadoma-Shi, Osaka-Fu.

Mitsubishi Electric, 12 Marunouchi 2-Chome, Chiyodaku, Tokyo.  
Nippon Columbia, 14-14 Akasaka 4-Chome, Minatoku, Tokyo.  
Nippon Electric, 7 Shiba 5-Chome, Minatoku, Tokyo.  
Sanyo Electric, 18 Keihan Hondori 2-Chome, Moriguchi-Shi, Osaka-Fu.  
Sony, 351 Kita Shinagawa 6-Chome, Shinagawaku, Tokyo.

**● musical instrument manufacturers**

Eko, 37 Shiroyamacho, Nakanoku, Tokyo. Tel: (369) 7361.  
Fukuyama Piano, 14 Jimbocho 1-Chome, Kanda, Chiyodaku, Tokyo. Product: Piano.  
Hitachi Gakki, 85 Hisakatacho, Bunkyo, 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, Chiyodaku, Tokyo. (Microphones).  
Fukuyo Coral, 1971 Shibakatsu Horiai, Kawaguchi-Shi. (Amplifiers).  
Matsushita Electric, 1006 Kadoma, Kadoma-Shi, Osaka-Fu. (Amplifiers & Microphones).  
Pioneer, 15-5 Omori Nishi 4-Chome, Otaku, Tokyo. (Amplifiers).  
Rion, 20-41 Higashi Motomachi 3-Chome, Kokubunji-Shi. (Microphones).  
Sansui Electric, 460 Izumicho, Suginamiku, Tokyo. (Amplifiers).  
Sony, 351 Kita Shinagawa 6-Chome, Shinagawaku, Tokyo. (Microphones & Amplifiers).  
Tokyo Shibaura Electric, 1 Uchisaiwaicho 1-Chome, Chiyodaku, Tokyo.  
Trio, 6-5 Shibuya 1-Chome, Shibuyaku, Tokyo. (Amplifiers).  
Victor, 1-1 Hon-cho 4-Chome, Nihombashi, Chuoku, Tokyo.

**● music festivals**

National Art Festival, Education Ministry, Tokyo. Type: All kinds of music & related arts (Oct.—Nov.).  
Osaka Int'l Art Festival, Shin Asahi Bldg., Osaka. Cable: ASAHI. Mg'g Dir.: Miss Michi Murayama. Type: Western music & related arts (Apr.).

**KENYA**

Population: 9,643,000.  
Per capita income: \$88 annually.  
Official rate of exchange: \$1 (US) = 7 EA shillings.  
Records imported from USA (factory value): 1966—6,799 units @ \$3,655; 1965—2,921 units @ \$5,142.  
Records imported from countries other than USA (factory value): 1966—93,439 units @ \$102,717; 1965—109,831 units @ \$128,617.  
Records exported to USA (factory value): 1966—997 units @ \$267.90.  
Records exported to countries other than USA (factory value): 1966—\$25,897; 1965—\$20,180.  
Average retail price per record: LP—\$4.29; EP—\$1.43; single—\$0.86.  
Stereo sales: 10-15% of total sales.  
Record club sales: 2-4% of total sales.  
Discounting: Rare.  
Jukeboxes: 500.  
Radio stations: 1 government—AM. Radios: 100,000.  
TV stations: 1 government channel.  
Type of programming: Mainly overseas TV tapes. 25% local programs.  
TV sets: 8,500.

continued on page 260





THERE ARE FIVE REASONS WHY

*Discos*  
*Capitol*  
*de*   
*Mexico, s.a.*

IS A REVOLUTIONARY COMPANY

- \*Because its Mexican artists and recordings have been favorites in American trade magazines.
- \*Because the most important Mexican radio stations dedicate 20% of their time to our records.
- \*Because we rank among the first record companies in the Mexican market after only one and a half year of activities.
- \*Because Discos Capitol de Mexico is a young and happy family... it represents the Mexico of tomorrow.

And essentially

- \*Because we try harder.

If you want the best of Mexican music for your territory, call on us.

If you want to have your catalogue well distributed in Mexico, call on us.

**ONE OF THE MOST IMPORTANT CLASSICAL AND POPULAR RECORD CATALOGUES IN THE WORLD**



**LONDON RICHMOND**



Exclusive Distributor:  
**PEERLESS DE MEXICO, S. A.**  
APDO. 1657  
MEXICO, D. F.

continued

Import-export regulations: No import license is required. Imports permitted under open general license (O.G.L.).

Holidays: Jan. 1, Mar. 24, Mar. 27, 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.

● **record manufacturer**

East African Recs., PO Box 30256, Nairobi. Tel: 58088. Cable: TOPTEN. Mgr.: J. F. Steindel.

● **record wholesalers**

**IMPORTERS**

African Mercantile (overseas), Box 30010, Nairobi. Tel: 26481.

Assanand & Sons, Box 377, Bazaar Rd., Nairobi. Tel: 23809.

East African Music Stores, Box 578, Nairobi. Tel: 20935.

Music Corner, Box 674, Nairobi.

Shankar Dass & Sons, "The Music House," Box 43, Nairobi. Cable: SHANKARDASS.

Branches: Kampala (Uganda), Box 399—Mombasa, Box 486, Kilindini Rd. Tel: 5619.

Supermarket, Box 971, Nairobi.

**EXPORTERS**

East African Recs., Box 30256, Nairobi. Tel: 58300. Cable: TOPTEN. Dir.: J. F. Steindel.

● **supplies & services**

**PRESSING PLANTS**

East African Recs., Box 30256, Nairobi. Tel: 58300. Cable: TOPTEN. Dir.: J. F. Steindel.

**RECORDING & TAPE DUP. STUDIOS**

East African Recs., Box 30256, Nairobi. Tel: 58300. Cable: TOPTEN. Dir.: J. F. Steindel.

**LEBANON**

Population: 2,152,000.  
Official rate of exchange: \$1 (US) = 3 Lebanese pounds.  
Records imported from USA (factory value): 1966—\$33,654.  
No. of radio sets: 360,000.  
Holidays: Jan. 1, Nov. 22 (Independence Day), Dec. 25 and Moslem Religious holidays.

● **record manufacturers**

E M I Lebanon, PO Box 6062, Beirut.  
Flex Sal, PO Box 5070, Dsouki Bldg., Hoyek St., Beirut.

Les Fils de Georges Haddad, Cinema Empire Bldg., Beirut. Tel: 252222. Cable: CINEMPIRE. Mg'g Dir.: Mario G. Haddad.

This company represents: Parkway, Festival, Palette, RCA Victor, Reprise, Saar, Scepter, Warner Bros.

Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Mgr. & Int'l: Robert S. Kattan. Sales: William S. Kattan.

Label: Ruby.  
Philips Liban, PO Box 670, Verdun St., Beirut. Tel: 232202 & 232458/9. Cable: PHILBAN. Sales Mgr.: Fady El-Khoury.

This company represents: ABC (USA), ADES (France), Archiv (Germany), Atlantic (USA), Bluesway (USA), Boom (USA), Jacques Canneli (France), Command (USA), Critere (France), DGG (Germany), Emarcy (USA), Fontana (USA), Impulse (USA), Jerden (USA), Limelight (USA), Mercury (USA), Movietone (USA), l'Oiseau Lyre (France), Oliver (USA), Pergola (France), Philips (Int'l), Polydor (Int'l), Roulette (USA), Smash (USA), Tangerine (USA), United Artists (USA), Westminster (USA), Wing (USA).

Societe Libanaise du Disque, PO Box 4758, Cinema Empire Bldg., Beirut. Tel: 252222. Cable: CINEMPIRE. Pres. & Mg'g Dir.: Mario G. Haddad; Sales Mgr. & R: E. Rahbani; Classical A&R: Suzanne Charelian; Sales Mgr.: Michel Nasr; Publicity, Promotion & Adv.: Selim Ramia.

Labels: Empire, Melodisc, SLD.  
This company represents: Clan, Durium, Ember, GTA, Granata Music, Island, Meazzi, Ricordi, RiFi, Riviera, Style.

continued on page 262

**GAMMA, S. A.**  
specialises in promotion and distribution of international catalogs in Mexico  
Ejército Nacional 167 - P. O. Box 7762  
Mexico 1, D. F. MEXICO - (Phone: 45-73-60)

**cisne records**  
MEXICO'S NO. 1 LABEL IN FOLK AND SPECIALTY CATALOG  
invites your inquiry for representation and exchanges in international territories. • MORE THAN 300 FANTASTIC LP's AVAILABLE •  
Complete facilities for production, distribution and promotion.  
Write, Cable, or Phone  
**DISCOS CISNE, Caracei 64, Mexico 19, D.F.**  
Phone: 34-67-15

# RCA VICTOR MEXICANA S.A. DE C.V.



MARCO ANTONIO MUÑOZ    JOSE ALFREDO JIMENEZ    SONIA "LA UNICA"    MIGUEL ACEVES MEJIA    LOS HERMANOS CASTRO    PABLO BELTRAN RUIZ    HERMANOS RIGUAL    IMELDA MILLER    ROSA DE CASTILLA



HUGO AVENDAÑO    SAGRARIO BAENA    AMALIA MENDOZA    LIBERTAD LAMARQUE    PEDRO VARGAS    LA RONDALLA TAPATIA    CESAR COSTA    LOS TRES DIAMANTES



MAYTE GAOS    LA PRIETA LINDA    ALEJANDRO ALGARA    LOS DANDYS    PEPE JARA    MANUEL BERNAL    LOS CUATRO HERMANOS SILVA    VIRGINIA LOPEZ



MARIACHI VARGAS DE TECALITLAN    LOS VIOLINES DE VILLAFONTANA    ALVARO CARRILLO    MARIA VICTORIA    ARMANDO MANZANERO    LUPITA PALOMERA    FERNANDO VALADES    GILBERTO VALENZUELA



YOLANDA Y SU TRIO PERLA NEGRA    CARMELA Y RAFAEL    BENITO HERNANDEZ    LAS CHIC'S    LOURDES BALEDON    ESTRELLITA NUÑEZ    MARIO MAYITA Y KIKO



COMPARSA UNIVERSITARIA DE LA LAGUNA    ROBERTO JORDAN    MARIA LUISA LANDIN    LOS TRES ASES    LOS MOONLIGHTS    LUPE Y RAUL



REBECA    JOSEFINA Y JOAQUIN    LOS BRILLOS    LOS ZIGNOS    HERMANITAS JIMENEZ    MARIANO MERCERON



CARLOS AMADOR JR.    HERMANAS HERNANDEZ    LOS BRIBONES    TOMMY LOPEZ    DARIO SOTELO    CHUCHO ZARZOSA    PANCHO PANTERA    JUAN ANTONIO

**DISCOS UNIVERSALES**  
REPRESENTS THE FOLLOWING  
TRADEMARKS IN  
MEXICO

**DISCOS UNIVERSALES S.A.**  
RIO TIBER NO. 58 MEXICO 5, D.F.

**ORDER  
YOUR  
EXTRA  
BUYER'S  
GUIDES  
NOW!**

Limited supplies available.  
Soft-covered edition — \$5.00  
or new hard-bound  
personalized edition — \$7.50

(See bind-in card in this issue  
for complete details)

Send your request  
and payment to:

**BILLBOARD—Box BG**  
2160 Patterson Street  
Cincinnati, Ohio 45214

continued

● **music publishers**

Editions Musicales Libanaises, PO Box 4680, Cinema Empire Bldg., Beirut. Mg'g 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. Owners: Les Fils de Georges Haddad. Gen. Mgr.: Michel Nasr.  
Philips Liban, PO Box 670, Verdun St., Beirut. Tel: 232203 & 232458/9. Cable: PHILIBAN. 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**  
Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073.  
Societe Libanaise du Disque, Bldg. Halabi, Sod El Bouchrieh, Beirut. Tel: 262066.

**RECORDING & TAPE DUP. STUDIOS**  
Baalbeck Studios, PO Box 4665, Sin El Fil, Beirut. Tel: 260150/1/2. Cable: STUBAAL. Gen. Mgr.: M. T. Ghossain.  
Near East Sound, PO Box 4627, Beirut.

**MALAYSIA**

Population (Malaya, Sabah, Sarawak): Latest official estimate: 9,758,000.

Per capita income: \$62 annually (average).

Official rate of exchange: \$1 (US) = \$3 Malaysian (approx.).

Number of homes with record players: 225,000.

Records imported from USA: US \$196,739 (factory value); US \$315,934 (retail value) including 17% import and surtax charges.

Records imported from countries other than USA: US \$246,750 (factory value); US \$535,556 (retail value) including 17% import and surtax charges.

Records exported to countries other than USA: US \$269,987 (factory value); US \$585,974 (retail value) including 17% import and surtax charges.

Average retail price per record: LP's: \$4.25 (US); EP's: \$1.50 (US); Singles: 80 cents (US).

Stereo sales: 70% of total sales.

Discounting: Frequent.

Type of record distribution: Manufacturer to wholesaler to retailer, rarely manufacturer to retailer.

Radio stations: AM: One Government-owned radio situated centrally in the Malaysian capital, Kuala Lumpur, with sub-stations in Penang, Malacca, Johore, Ipoh, Kota Bahru in the States of Malaya. Sabah and Sarawak operate their own radio stations. Rediffusion Ltd. operates in the States of Malaya, providing a wired service to listeners with programs comprised mainly of commercials and entertainment value.

Television stations: One Government-owned television station in the Malaysian capital, Kuala Lumpur, broadcasting simultaneously on six channels to various States of Malaya only. Sabah and Sarawak do not have any television service as yet.

Important record import-export regulations: Import duty of 20% on all goods direct from manufacturers into Malaysia. Imports via Singapore are charged 25% tax. The object is to encourage direct imports into Malaysia.

Wally Chan

● **record manufacturers**

Borneo, PO Box 151, Kuala Lumpur. Cable: BORNEO. Branches: Maxwell Rd., Ipoh.—6-A Weld Quay, Penang.

Electrical Acoustic Products, PO Box 1555, 11 Hugh Low St., Ipoh. Tel: 72218. Mgr.: Robert Chew. Branch: Tranchell Street, Menglembu, Perak. Tel: 72701.

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. Life Recs., c/o King Musical Inds., 5 Jalan 13/2 Petaling Jaya, Kuala Lumpur. Tel: 52118 & 52119. Cable: DISCKING. Mg'g Dir.: NG Lian Chin.

● **importers & exporters**

Borneo, PO Box 151, Kuala Lumpur. Cable: BORNEO. Branches: Maxwell Rd., Ipoh.—6-A Weld Quay, Penang.

This company represents: Capitol (USA), Columbia (USA), MGM (USA), Parlophone (USA), EMI (England), Pathe (France & Hong Kong), Angel (India).

Cosdel, 1014 Jalan Tun Tjih, Selango Mansion, Kuala Lumpur. Tel: 24366.

This company represents: Pye (United Kingdom), Dot (USA), Motown (USA), Tamla (USA), Gordy (USA), Hamilton (USA), Chess (USA), Checker (USA), Argo (USA), Hickory (USA), Ember (United Kingdom), A & M (USA), ABC Paramount (USA), Barclay (France), Festival (Australia), Coral (USA), Clarion (Australia), Cadet (USA), Century (USA), Colpix (United Kingdom), Time (USA), Golden Guinea (United Kingdom), Marble Arch (United Kingdom), Warner Bros. (USA), Reprise (USA).

Decca, 241-A Victoria St., Penang. Tel: 60671. Branch: 141 Jalan Bandar, Kuala Lumpur. Tel: 23810.

This company represents: Decca (England), London (England), Ace of Clubs (England), Ace of Diamonds (England), Argo (England).

Edward Eu, 193 Jalan Imbi, Kuala Lumpur. Tel: 22261.

Branch: 35 Penang St., Penang. Tel: 23273.

This company represents: RCA (international). 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: CBS (USA).

E. S. Isaac, 205 Jalan Tunku Abdul Rahman, Kuala Lumpur. Tel: 80637. Cable: ISAANCO.

This company represents: Artone (Holland), Crescendo (USA), Everest (USA), Vogue (France), Vox (USA).

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.—2-0 Chartered Bank Chambers, Penang. Tel: 64731.

This company represents: Philips (Holland), Fontana (England), Smash (USA), Mercury (USA).

Music City, 61 Jalan Bukit Bintang, Kuala Lumpur. Tel: 87809.

Branch: 10 Lemon St., Seremban. Tel: 4356.

Music House Rec., 57/61 Leech St., Ipoh. Tel: 3117.

**MEXICO**

Population: 43,000,000.

Per capita income: \$255 annually.

Official rate of exchange: \$1 (US) = 12.50 Mexican Pesos.

Records sold domestically: LP's 1966—\$12,337,000; 1965—\$10,000,000. EP's 1966—\$4,610,000; 1965—\$1,700,000. Singles, 1966 \$2,388,000; 1965—\$2,800,000.

Records imported from USA: 1966—408,000 units @ \$408,000 (factory value); \$579,000 (retail value); 1965—348,000 units @ \$350,000 (factory value); \$440,000 (retail value).

Records exported to USA: (factory value) 1966—275,000 units @ \$212,000; 1965—350,000 units @ \$240,000.

Records imported from countries other than USA: none.

Records manufactured for domestic & export sale: \$19,336,320.

Average retail price per record: LP's (mono)—\$4.00; EP's \$1.20; Singles—\$.96.

Stereo: 14% of total sales.

Record Club sales: 1.5%.

Tap: In 1966 approximately 30,000 4-track units and 2,000 8-track units were sold, 1965 sales were insignificant. Locally manufactured playback units will be on the market in Sept. of this year.

Type of distribution: Traditional manufacturer-to-retailer system still predominates.

Type of promotion: radio, TV, personal appearances, newspapers, trade journals, in that order are main source of music promotion.

Radio stations: 450 commercial.

Type of programming: all except one station play recorded music, many 24 hours a day. Radios: 23,000.

Television stations: 32 channels, 31 commercial and 1 government.

Type of programming: 20% live variety featuring recording artists; 60% US film series dubbed in Spanish; balance is locally produced live dramatic series or theater.

**Holidays:** Jan. 1, Feb. 5 (Promulgation of the Constitution), March 21 (birthday of Don Benito Juarez), May 1 (Labor Day), Sept. 1 (Presidential Inauguration), Sept. 16 (Independence Day), Nov. 20 (anniversary of the Revolution), Dec. 25, 27 (Bank Holiday), all traditional Christian holidays.

## ● record manufacturers

**C B S,** San Bartolo, Naucalpan, Estado de Mexico. Tel: 27-62-20. Cable: COLRECORD. VP & Gen. Mgr.: Armando de Llano; A&R: Felipe Valdez Leal; Sales: Raul Bejarano. Labels: CBS, Harmony, Okeh. This company represents: Columbia (USA) and all CBS affiliates; Montilla (USA). Int'l representatives: USA (Columbia) and all CBS affiliates.

Capitol de Mexico.

**Capitol de Mexico,** Ayuntamiento 54, Mexico 1, D.F. Tel: 18-13-20. Cable: CAPRECORD. Gen. Mgr.: Andre Midani; A&R: Rafael De Paz; Sales Mgr.: Arturo Valdes; Pub. Mgr.: Miguel Delgado. A&R: Rafael de Paz; Sales Mgr.: Arturo Valdes; Pub. Mgr.: Miguel Debedo. Labels: Capitol, Odeon. This company represents: Capitol and all EMI affiliates. Int'l representative: Via Capitol and EMI.

Cisne.

## CORO S. A. de MEXICO

still has open territories for its outstanding catalog of international product from all over the world. Representation available for

### ● RECORDS

#### ● TAPE

#### ● CARTRIDGES

#### ● BACKGROUND MUSIC

Write, Cable, or Phone

## CORO, S.A.

Bahia de Perula 80  
Mexico 17, D.F., Mexico  
Phone: 31-29-00

**Coro,** Bahia de Perula 80, Mexico 17, D.F. Pres.: Federico Riojas.

Labels: Coro, Lyra, Corito, Selekt, Charlie Parker.

Int'l representatives: Muntz Stereo-Pak (USA).

**Discos Cisne,** Caracci 64, Mexico 19, D.F. Tel: 24-57-53, 24-52-11. Pres.: Rafael Fencich; Gen. Mgr.: Ravi Acachij; Sales Mgr.: Hugo Menovich; A&R: Jorge Yanez; Promo: Guillermo Lauder; Int'l Mgr.: Ramiro Garza. Labels: Cisne, E.R.

**Discos Exclusivos,** Hamburgo 214, Mexico 6, D.F. Tel: 25-61-44. Gen. Mgr.: Jose I. Morales; Admin. Mgr.: Bernardo Gonzalez. Label: Son-Art.

**Discos Grever Int'l,** Insurgentes Sur 73, Mexico 11, D.F. Tel: 14-18-28. Mgr.: Enrique Marquez.

**Discos Musart,** Apto. 17503, Tacuba, Mexico, D.F. Tel: 27-00-20. Cable: MUSART. Pres.: Eduardo L. Baptista; Treas.: Luis Gil; Sales Mgr.: Jose Luengo; A&R: Guillermo Acosta; Pub.: Jose Valdivia. Label: Musart.

This company represents: Fonograma (Venezuela), Liberty (USA), Mainstream (USA), Musidisc (Brazil), Time (USA), Pacific Jazz (USA), Prestige (USA), RGE (Brazil), World Pacific (USA), Zafiro (Spain), Zeida (Colombia).

Int'l representatives: Bolivia (Discolandia), Brazil (RGE), Central America (Dideca, Guatemala), Chile (Odeon), Colombia (Co-Discos), Ecuador (Ifesa), Peru (Iemspa), Spain (Zafiro), Uruguay (Palacio de la Musica), USA (Musical Recs.), Venezuela (La Discoteca).

**Discos Tizoc,** PO Box 11620, Mexico 11, D.F. Division del Norte 31, Mexico 12, D.F. Tel: 43-72-41. Cable: DISCRITZOC. Pres.: Mario Freidberg; A&R: M. Angel Sarralde. Label: Tizoc.

This company represents: A&M (USA), Challenge (USA), Clan (Italy), Colpix (USA), Contemporary (USA), Disc Jockey (Argentina), Elektra (USA), Ember (United Kingdom), Fantasy (USA), Fermata (Argentina, Brazil), Folkways (USA), Fuentes (Colombia), GNP (USA), HiFi (USA), Phonocolor (Italy), Prosadis (France), Nilser (Brazil), Vault (USA), W&G (Australia). Int'l representatives: Argentina (Disc Jockey), Colombia (Fuentes), New Zealand (Viking).

**Discos Universales (DUSA)** Tiber 58, Mexico 5, D.F. Tel: 11-72-42, 25 29-89. Cable: GRAMMOPHON. Gen. Mgr.: Hans Schrade; Sales & Comm'l Mgr. Agustin Hernandez.

Labels: Atlantic, Belard, Heliodor, Kama Sutra, Metro, Philips, Polydor, Sonvel, Ve vet, Wing. This company represents: Ansonia (USA), Archiv (Germany), DGG (Germany), Elite (Switzerland), Fontana (Netherlands), Kubaney (USA), MGM (USA), Mercury (USA), Philips (Netherlands),

Polydor (Germany), Ri-Fi (Italy), Riverside (USA), Velvet (USA), Verve (USA). Int'l representatives: Through Polydor and Philips.

Dusa.

**Gama,** PO Box 7762, Mexico 1, D.F.; Ejercito Nacional 167, Mexico 5, D.F. Tel: 45-73-60. Gen. Dir.: Tomas Munoz; Asst. Gen. Mgr.: Carlos J. Camacho.

Labels: Gamma, Diana.

This company represents: ABC (USA), Alvorada (Portugal), Amadeo (Austria), BWD Prodn's, Bang (USA), Blue Bell (Italy), Cameo-Parkway (USA), Checker (USA), Cadet (USA), Command (USA), Ducretet-Thomson (France), Durium (Italy), Erato (France), Everest (USA), Festival (France), Fonit-Cetra (Italy), Hispavox (Spain), Imperial (USA), Laurie (USA), Le Chant du Monde (France), Metronome (Denmark), Project 3, Reprise (USA), Eupraphon (Czechoslovakia), United Artists (USA), Vanguard (USA), Vogue (France), Warner Bros. (USA).

Int'l reps: Through Hispavox (Spain) and its affiliates.

Gamma.

Grever.

**Importadora de Discos,** Ternayuca 475-F, Mexico 13, D.F. Tel: 24-46-79. Mgr.: Gabriel Mendoza; A&R: Francisco Corchado. Labels: Decca, AudioMex. This company represents: Decca (USA).

Musart.

Orfeon.

**Orfeon-Video Vox,** Apdo. 428, Calle 8 y Alce, Blanco, Naucalpan. Tel: 27-91-51. Cable: DISMEXSA. Pres.: Rogelio Azcarraga; Gen. Dir.: Alejandro Siegrist; Sales Mgr.: Guillermo Burckle; A&R: Porfirio Reyna & Paco de la Barrera. Labels: Orfeon, Dimsa, Maya, Ariel.

This company represents: Barclay (France), Copacabana (Brazil), Columbia (Spain), King (Japan), King (USA), Somerset (USA), Westminster (USA), Whitehall (USA).

Int'l representatives: Argentina (Sicamericana), Brazil (Copacabana), Colombia (Sonolux), Ecuador (Emporio Musical), France (Vogue), Japan (King), USA (Ansonia, Arv Music, Crest Sales, Velvet), Venezuela (Antor),

Peerless.

**PEERLESS,** Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40. Cable: PEERLESS. Pres.: Heinz Klinkwort; Gen. Mgr.: Leo Porias; Ass't Gen. Mgr.: Alejandro Zaldivar; A&R: Marco Avrelino Fontana; Sales: Bruno Vogt; Int'l: Rene Vera Sanchez. Labels: Peerless, Eco.

This company represents: Chanticleer (Brazil), Decca (United Kingdom), Del Norte (USA), Falcon (USA), Fuentes (Columbia, Ecuador), Imperio (Bolivia), La Guarachita (Dominican Republic), London (USA), Richmond (USA), Seeco (USA), Telefunken (Germany), Vox (USA).

Int'l rep: Brazil (Cassio Muniz), Chile (Philips), Colombia (Fuentes), Ecuador (Fuentes), Paraguay (Antar), Peru (Virrey), Puerto Rico (P.R. Recs.), Spain (Hispavox), Uruguay (Antar), USA (S&R), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)

RCA de Mexico.

**R C A Victor Mexicana,** Ave. Cuitlahuac 2519, Mexico 16, D.F. Tel: 27-60-20. Cable: RADIOINTER. Pres.: Luis Couttolenc Jr.; Gen. Sales Mgr. & Pub.: Guillermo Infants. Int'l Mgr.: Enrique Gutierrez Zamora; A&R: Ruben Fuentes. Labels: Camden, RCA Victor.

This company represents: Disneyland (USA), Dot (USA), Elenco (Brazil), RCA affiliates. Int'l reps.: Through RCA Int'l.

Tizoc.

Telesistema.

## ● music publishers

### BRAMBILA MUSICAL MEXICO, S. A.

20 ANOS DE VIDA MUSICAL  
Gerente: Ing. Rogelio Brambila Pelayo

#### REPRESENTANTES DE:

Ardmore & Beechwood Limited	Inglaterra
Campbell Connelly & Co. Limited	Inglaterra
Caneciones del Mundo	Espana
Editora Internacional de Musica.	Colombia
EDMUSICA	
Editorial Colombiana e Internacional de Musica, Ltda. ECOMUS	Colombia
Editorial Julio Korn S. R. L.	Argentina
Edwin H. Morris & Co. Inc.	USA
Edwin H. Morris & Co. Ltd.	Inglaterra
Hall of Fame Music Co.	USA
Irmãos Vitale. S. A.	Brazil
Walt Disney Music Co.	USA
Wonderland Music Co.	USA
World Music Co.	Belgica

**Brambila Musical Mexico,** Av. Cuitlahuac 2305, Mexico 17, D.F. Tel: 27-66-67. Mgr.: Rogelio Brambila.

**Campei,** Av. Cumbres de Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

**Compas,** Av. Cumbres De Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

**Editorial Mexicana de Musica Internacional (EMMI),** Dr. Valenzuela 10, Mexico 7, D.F. Tel: 21-03-31. Mgr.: Mario Alvarez.

**Editorial RCA Victor,** Av. Cuitlahuac 2519, Mexico 17, D.F. Mgr.: Alfonso Garcia Santillana.

**Emroth,** Av. Cumbres De Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

**Fermata Mexicana,** Division del Norte 31, Mexico 12, D.F. Tel: 43-72-40. Mgr.: Mario Freidberg.

**Grever Int'l,** Londres 179, Mexico 6, D.F. Tel: 11-51-16 & 11-52-75. Pres.: Carlos E. Grever; Mgr.: Enrique Marquez.

**Juventa,** Tonalá 194-6, Mexico 7, D.F. Tel: 11-80-09. Mgr.: Rosa Maria Gonzalez.

## HNOS. MARQUEZ, S.A.

### Mexico's Foremost Publishers

- POR UN AMOR • MIENTEME • CENIZAS
  - DOS ARBOLITOS • CERCA DEL MAR
  - CLASES DE CHACHA CHA • CHIVIRICO
- Avda Chapultepec 43, Mexico 1, D.F.

**Marques, Hnos,** Av. Chapultepec 43, Mexico 1, D.F. Tel: 12-02-28. Mgr.: Ramon Marquez.

**Mexicanas de Musica,** Av. Juarez 18-206, Mexico 1, D.F. Tel: 21-58-55. Mgr.: Rodolfo Halffter.

**Mexicomusic,** Division del Norte 31, Mexico 12, D.F. Tel: 43-72-40. Mgr.: Mario Freidberg.

**Mills Music de Mexico,** Cumbres de Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40. Mgr.: Alfredo Gil.

**Mundo Musical,** Puebla 286, Mexico 7, D.F. Tel: 25-10-42. Mgr.: Jose Vaca Flores.

**Pamper** (see Mills Music de Mexico).

**Promotora Hispano-Americana de Musica (PHAM),** Dr. Valenzuela 10, Mexico 7, D.F. Tel: 12-96-50. Mgr.: Luis Martinez Serrano.

**Promotora Musical Miguel Prado,** Av. Cumbres de Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

**Ricordi de Mexico,** P. de la Reforma 481-A, Mexico 5, D.F. Tel: 25-57-22. Mgr.: Mario Balestrini.

**Teocali,** Division del Norte 31, Mexico 12, D.F. Tel: 43-72-40. Mgr.: Mario Freidberg.

**Trebol,** Rio de la Loza 84-105, Mexico 13, D.F. Tel: 12-63-66. Mgr.: Jose Martin Hernandez.

## ● record wholesalers

### IMPORTERS & EXPORTERS

**Exportadora Centroamericana,** Av. Juarez 127-408, Mexico 1, D.F.

**Intercambio Mercantil,** Marsella 68, Mexico 6, D.F.

### DISTRIBUTORS

**Centro Musical de Tijuana,** Apdo. 206, Av. Constitucion 917, Tijuana B.C. Tel: 5-13-22 & 5-41-23. Mgr.: Luis Alonso.

Int'l branch: USA, PO Box 292, San Ysidro, Calif.

Labels: A&M, CBS, Capitol, Discos Universales, Deutsche Grammophon, Dot, Epic, Gamma, Hispavox, Imperial, London, Musart, Orfeon, Peerless, Polydor, RCA Victor, Reprise, Telefunken.

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

**Asociacion de Amigos de la Musica,** Culiacan, Sin.

**Asociacion Mexicana Santa Cecilia,** Apdo. 147, Pachuca, Hid.

**Asociacion Musical Manuel M. Ponce,** Bucarelli 12-105, Mexico, D.F.

### MUSIC LICENSING ORGANIZATION

**Sociedad de Autores y Compositores de Mexico,** Ponciano Arriaga 17, Mexico 1, D.F. Tel: 46-91-67. Gen. Dir.: Carlos Gomez Barrera.

### PRESSING PLANTS

**C B S,** San Bartolo Naucalpan, Estado de Mexico. Co-Ro, Bahia de Perula 80, Mexico 17, D.F.

**Discos Cisne,** Caracci 64, Mexico 19, D.F.

**Gamma,** PO Box 7762, Mexico 1, D.F.

**Orfeon-Video Vox,** Av. Universidad 1273, Mexico 12, D.F.

**Pan Americana de Discos,** Apdo. 3. Tacuba, Mexico 17, D.F.

**Peerless,** Apdo. 1657, Mexico 1, D.F.

**R C A Victor Mexicana,** Apdo. 28570, Mexico 16, D.F.

### RECORDING & TAPE DUP. STUDIOS

**C B S,** San Bartolo Naucalpan, Estado de Mexico. Tel: 27-62-20.

**Pan Americana de Discos,** Apdo. 3, Tacuba, Mexico 17, D.F.

**Peerless de Mexico,** Apdo. 1657, Mexico 1, D.F.

**R C A Victor Mexicana,** Av. Cuitlahuac 2519, Mexico 16, D.F.

continued on page 262-b

continued

**MUSICAL INSTRUMENT MANUFACTURER**

Centro Musical de Tijuana, Apdo. 206, Av. Constitucion 917, Tijuana B.C. Tel: 5-13-22 & 5-41-23. Int'l Branch: USA; PO Box 292, San Ysidro, Calif.  
Product: guitars, ukeleles, tambourines, bongos.

**TAPE MANUFACTURER & LICENSED DUPLICATOR/DISTRIBUTOR**

Stereo Jet de Mexico, Calle 2 No. 13b, Naucalpan de Juarez, Mexico City.  
Branch: New York, N.Y.—Caytronics.  
Cartridge: 8 tr. S.  
Labels: Discos, CBS, Columbia, ABC, Alegre, Command, End, GEE, Gone, Grand Award, Impulse, Mardi Gras, Roost, Roulette, Squire, Tico.

**MOROCCO**

Population: 13,323,000.  
Official rate of exchange: \$1 (US) = 5.06 Dirham.  
No. of radios: 650,000.  
No. of TV sets: 20,000.  
Holidays: Mar. 3 (National Day), May 1 (Labor Day), traditional Moslem and Christian holidays.

**● record manufacturers and/or wholesalers**

Auclair-Salemi, 26 rue Nationale, Casablanca. Tel: 22381.  
Jean Brunot, 8-10 rue de la Somme, Casablanca. Tel: 25378.  
Casa Rox, 8 Blvd. Pasteur, Tangiers. Tel: 15225.  
Chellsons, 50 rue des Chretiens, Tangiers. Tel: 18795.  
Comptoir des Produits Parlants, 2 rue Ch. Valdrome, Casablanca. Tel: 22184.  
Disco-Maghreb, 21 rue du Soldat-Roch, Casablanca. Tel: 41450.  
Herma, 33 rue Fernando de Portugal, Tangiers. Tel: 19072.  
Radelec, 10 rue Pegoud, Casablanca. Tel: 29493.  
Radio-Vox, 24-26 rue Clemenceau, Casablanca. Tel: 23511.  
S O D I C, ang., rue J. Cartier & Blvd. Girardot, Casablanca. Tel: 65689.  
Societe Africaine de Telecommunications "SAFTEL," Immeuble Liberte, Casablanca. Tel: 28975.  
Vadrot, 45 rue Clemenceau, Casablanca. Tel: 65-382.

**NETHERLANDS**

Population: 13,002,000.  
Per capita income: \$2,100.  
Official rate of exchange: \$1 (US) = 3.63 Guilders  
No. of homes with record players: 45%.  
Records sold domestically: 1966—\$27,500,000.  
Records imported from USA (factory values): 1966—\$230,000; 1965—\$174,534.  
Average retail price per record: LP's—\$3-\$5; EP's—\$1.75; singles—\$1.20.  
Stereo sales: 70% of total sales.  
Record club sales: 11.2% of total sales  
Type of distribution: Manufacturer to retailer.  
Discounting: Never.  
Type of promotion: Radio Hilversum Three, foreign and pirate stations and Pop magazines (Teenbeat, Muziek Expres, Muziek Parade—monthly combined circulation 430,000; Hitweek—weekly circulation 40,000).  
Juke boxes: 4,500.  
Radio stations: 7—4 medium wave, 3 FM.  
Radios: 3,159,200.  
TV stations: 2 government; 2 German channels reach Northeast, 1 Belgian channel reaches South.  
TV sets: 1,921,000.  
Import-export regulations: Turnover tax on rights: 4%. Import tariff from EEC Common Market countries—8.4% plus 5/95 turnover tax invoice amount. Tax on imports from other nations—13.6% plus 5/95 turnover tax invoice amount. In case of imports from US add copyright to the invoice amount, import tariff and turnover tax. All other nations as members of the Berne convention have import and export rights paid by the receiving countries.  
Holidays: Jan. 1, Apr. 14, 15, 30, May 23, June 2, 3, Dec. 25, 26.

**● record manufacturers**

Artone Gramophone, Artone Bldg., 8-10 Kruisstr., Haarlem. Tel: 17476. Pres. Mfg. & Domestic:

Casper D. Slinger; Sales Dir.: John J. Vis; Pres. Int'l: Bill C. Slinger.  
This company represents: ABC, Cameo-Parkway, Command, Festival, Hickory, Impulse, Oriole, Ricordi, Specialty, United Artists, Westminster.  
Barclay-Nederland, 104 Singel, Amsterdam. Tel: 234361. Pres.: B. R. Maassen.  
This company represents: Barclay, Erato, Hispavox, Riviera, 20th-Fox.  
Cartridge: Barclay, cassette.  
Basart, 20 Houtmankade, Amsterdam. Tel: 222192 & 63209 & 241260.  
Branch: Leidsegracht 11, Amsterdam. Tel: 222-626. Cable: Editoras. Dir.: Guus Jansen Jr. & Frans Basart; A&R & Int'l: Guus Jansen Jr. & Ferry Wienneke.  
Labels: Europhon-Basart, Whamm.  
This company represents: Alpha, CND, Camera, rata, Christophorus, Da Camera Delyse, Discophiles Francais, Durium, Experiences Anonymes, Folkways/Scholastic, Gotta, Hebra, Kniga, Orchestrola, Roulette, Savoy, Tico, Trianon, Vox, Walt Disney.  
Bosheck, 43 Zandvoort Allee, Heemstede. Tel: (02500) 83355 '6. Pres.: Mr. W. W. E. Bosheck.  
This company represents: Phonoband, Tell-Alpha, Combo-Krysta, Kritos, Alpina, Cardinal, Clartes, Pastorale & Musique, Unidisc  
BOVEMA, 49 Bronsteeweg, Heemstede. Tel: 80750. Pres.: G. M. Oord.  
This company represents: Angel, Capitol, CUB, Columbia (United Kingdom), Disneyland, Gloria, HMV, Jupiter, Keen, Laurie, Legrand, Liberty, Imperial, Blue Note, Sunset, Pathe, Pret, Regal, Stateside, Studio SM, World Production, Ember, Parlophone-Odeon, Volt, Stax, Dial, Playboy, Encore, Focus, BBC. (SEE ADVERTISEMENT)  
C B S, 8-10 Kruisstr. Haarlem. Tel: 17416. Cable: COLRECORD. Mg'g Partners: Bill C. Slinger & Casper D. Slinger; Sales Mgr.: Hemmy Waplerom.  
This company represents: All USA, International & Domestic products released on the CBS label.  
C N R, 40 Gevers Deynootplein, Scheveningen. Tel: 559500. Cable: CENER. THE HAGUE. Mgr.: Hans van Zeeland; Promo: Gerrit van der Meent; A&R: Addy Kleingeld; A&R Int'l: Wim Den Daas.  
Labels: CNR, Jubilate, TAR.  
This company represents: Audio Fidelity, CGD, Cantate, Cetra, Harmonia Mundi, Melodia, Qualiton, Storyville, Telefunken, Trans Atlantic.  
Int'l reps.: Belgium (Discobel), France (Pathe-Marconi), Germany (Teldec), Italy (Fonit-Cetra), Scandinavia (Dans Gramofonplade), Spain (Belter). (SEE ADVERTISEMENT)  
Cid (see Dureco).  
Cinerec Supraphon Holland, 14 Vaartweg, Hilversum. Tel: 15353. Pres: Peter M. Bronkhorst; Mg'g Dir.: Miss Francis Holdert.  
This company represents: Musica Mundi, Musica Sacra, Supraphon.  
Diskanto (see Iramac).  
Disco Nederland (see Iramac).  
Dureco, 21 Beursstr., Amsterdam. Tel: 242288. Cable: RECMUS. Pres. & A&R: J. D. Timman; Sales: Ch. P. Noordendorp.  
Labels: Cid, Dureco, Metronome, Omega, Te Daum, Vega, Weekend, Zafiro  
This company represents: Omega-Cid (Belgium, France), Saga (United Kingdom), Stella (France), Vega (France), Weekend (France), Wonderland.  
Int'l reps.: Belgium (Omega), Germany, Scandinavia (Metronome).  
Europhon-Basart (see Basart).  
Exclusive (see Inelco).  
Funkler (div. of Artone), Artone Bldg., 8-10 Kruisstr., Haarlem, Exec. Mgr.: Pete Felleman.  
This company represents: Baerenreiter, Chess-Int'l, Colpix, Epic, Hickory, High Fidelity, Palette, Prestige, Tamla-Motown.  
Hollandse Decca, Singel 170-172, Amsterdam-C. Mg'g Dir.: R. H. Klaassen.  
I F O—International Rec. Prod'ns, PO Box 3524, 39 Middenweg, Amsterdam. Tel: (020) 59625 & 943618. Mg'g Dir.: Peter Rensen; A&R Mgr.: Richard Wedekind; PR & Int'l Sales Mgr.: R. Faber.  
Inelco, Holland, 801 Arent Janszoon Ernststr., Amsterdam, Z-2. Tel: 421722. Cable: INTELECT. Mg'g Dir.: W. Brandsteder; A&R: G. A. S. Grit; Sales: J. Beutler; PR & Int'l: A. N. Prins; Pub.: P. F. J. Dam.  
Branch: Belgium  
Labels: Exclusive, RCA Camden, RCA Victor, RCA Victrola, Tania.  
This company represents: Amadeo (Austria), Elite Special (Switzerland), RCA Victor (USA),

Iramac, Brediusweg 43, Bussum. Tel: (02959) 18285 & 19546. Pres. & A&R: W. Duys; Pub. Mgr.: Harry Knipschild; Sales: H. C. Majoroor.  
Labels: (owned) Iramac, Relax, Soul Sound; (distributed) Diskanto, Disco Nederland.  
This company represents: Dover (USA), Starday (USA), Wergo (Germany).  
Jubilate (see CNR).  
MGM (see Polydor).  
Metronome (see Dureco).  
Munnikendam, Fa. B., Kromme Waal 18, Amsterdam. Tel: 248994. Pres.: B. Munnikendam.  
This company represents: Acropole, Musidisc, Typic (France); Arc, Fidelity, Presto, Society, Selection-Collector (United Kingdom); Ansonia, Blue Note, Mainstream, Monitor, Seeco (USA).  
Muzikale Meesterwerken Serie, 12 Paulus Potterstr., Amsterdam. Tel: 734911. (Record Sales Club).  
Negram-Delta, 101 Herenweg, Heemstede. Mg'g Dirs.: R. Oeges & H. I. Kellerman; Pub. Mgr.: Cor Aaffink.  
This company represents: AZ, Ariola, Baccarola, Charlin, Clan, Congress, Cornet, Cynusc, Delta, Design, Dot, Duke, Elektra, Eurodisc, Everest, Hilltop, Jolly, Kapp, Olympia, Original Sound, Piccadilly, Pye, Red Bird, Reprise, Scepter, Sonet, Vergara, Vogue, Warner Bros. Ojee (see Telstar).  
Omega (see Dureco).  
PHILIPS PHONOGRAPHIC INDUSTRIES, Gerrit v.d. Veenland 4, Baarn. Tel: 3551. Pres.: C. Solleveld; Mg'g Dirs.: Dr. J. van der Velden, Dr. H. Haertle & Dr. H. W. Steinhausen; Deputy Mgr.: T. van de Haar, Ir. J. C. van Houten; PR Mgr.: A. L. Bouma; Adv. Mgr.: H. J. van Ramshorst. (SEE ADVERTISEMENT)  
PHONOGRAM, Singel 170-172, Amsterdam. Tel: 245588. Cable: PHONOGRAM. Mg'g Dir.: J. Haslinghuis; Dept. Mgr.: R. H. Klaassen.  
This company represents: A&M, Ace of Hearts, Almo, Brunswick, Coliseum, Coral, Decca, Hi, Hollywood, Mercury, Mira, Mirwood, Monument, Parrot, Philles, Planet, Sue, Symbol, Tribe, Vee-Jay, Vocalion, World Pacific. (SEE ADVERTISEMENT)  
Polydar, Piet Heintplein 5, The Hague. Tel: 634955. Cable: POLNED. Mg'g Dir.: E. Garretsen; Sales: T. A. van Holtten; Mktg. Mgr.: J. Assman; Int'l Dirs.: J. van Bart, N. van Biemen & P. Niewerf  
Labels: Polydor, Polydor Int'l.  
This company represents: Archiv (Germany), Atlantic (USA), Command (USA), Deutsch Gramophon (Germany), Kama Sutra (USA), MGM (USA) Polydor (Germany), Storyville (USA), Verve (USA).  
Polydor Int'l (see Polydor).  
R C A Camden (see Inelco).  
R C A Victor (see Inelco).  
R C A Victrola (see Inelco).  
Relax (see Iramac).  
Soul Sound (see Iramac).  
TAR (see CNR).  
Tania (see Inelco).  
Te Deum (see Dureco).  
Telstar, St. Maartenslaan 1-3 Weert. Tel: 2620 & 4269. Pres. & Owner: Johnny Hoes; A&R & Int'l: Mrs. Jacqueline Linnartz-Hoes.  
Labels: Telstar, Ojee.  
Vega (see Dureco).  
Weekend (see Dureco).  
Whamm (see Basart).  
Zafiro (see Dureco).

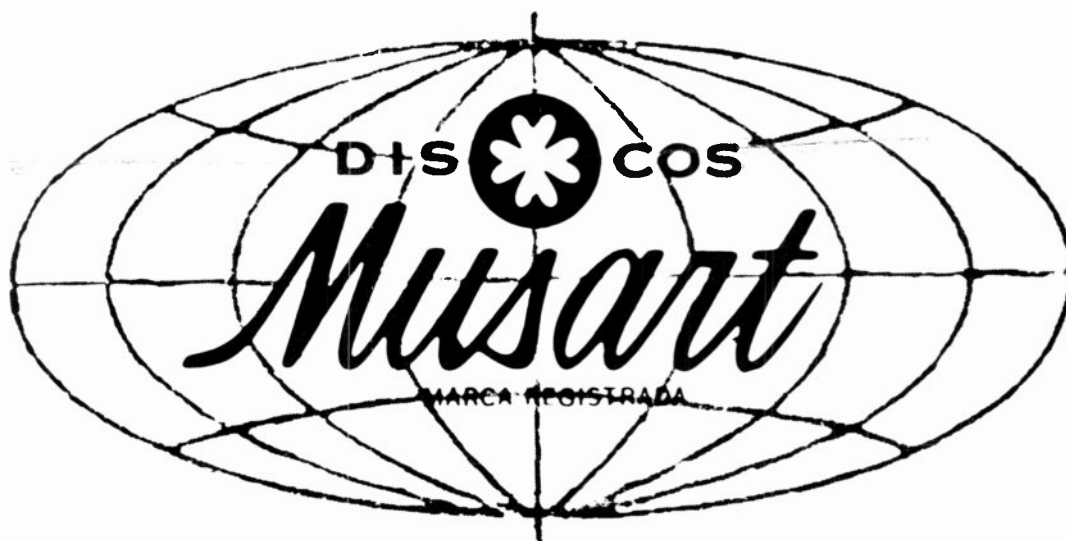
**● independent record producers**

John Mill Prod'ns, Klapwijkseweg, 99 Pijnacker. Tel: (01736) 3255. Pres.: Jan Vermeulen Jr.  
Radio City Prod'ns, Droningselg 51, Bodegraven. Tel: (01726) 3843. Gen. Mgr.: Cees Van Zytveld.  
Branch: Hilversum, PO Box 312.  
Label Credit: Action.  
Peter Rensen, Middenweg 39, Amsterdam Tel: (020) 59625.

**● music publishers**

Aberbach (see Belinda).  
Action, Heemsteedse Dreef 287, Heemstede. Tel: 83654. Cable: ANAGON. Pres.: P. van Schaikwijk.  
Int'l firms represented: Fanfare (United Kingdom).  
Alsbach & Doyer, Raamgracht 10, Amsterdam. Tel: (020) 244009.

continued on page 264



THE BEST LABEL  
from SOUTH OF THE BORDER

...with

The Best **Mexican** Talents!

ANTONIO AGUILAR ★ ANGELICA MARIA ★  
LOS ARAGON ★ LUIS ARCARAZ ★ CARLOS  
CAMPOS ★ OLGA GUILLOT ★ GLORIA LASSO  
★ MIKE LAURE ★ LENA Y LOLA ★ FLOR  
SILVESTRE ★ TORREBRUNO ★ ALBERTO  
VAZQUEZ ★ LUCHA VILLA, etc.

DISCOS MUSART, S. A. - APDO. POSTAL 17503 - MEXICO 17, D. F. - MEXICO  
U.S.A. Distributor: MUSICAL RECORDS CO. ■ P. O. Box 75 ■ Tel. 887-2638 ■ Hialeah, Fla.

continued

Altona "Symphony House," Vondelstraat 90, Amsterdam. Tel: (020) 186324. Pres.: Wim van Vught.  
**Affiliate: Top.**  
 Anagon, Heemsteedse Dreef 287, Heemstede. Tel: (02500) 83654. Pres.: J. van Schaikwijk.  
**Affiliates:** 'apr ole, Lyons, Marange, Montana, Morotone, Schalfone.  
 Ars Nova, Oostsingel 92, Goos.  
 Aura, Oude Gracht 305, Utrecht. Tel: (030) 12051.  
 Annie Bank, Anna Vondelstraat 13, Amsterdam. Tel (020) 85483.  
 Basart, Leidsegracht 11, Amsterdam. Tel: (020) 222626. Haarlem Tel: (02500) 41767. Pres. & Mg'g Dir.: H. Ch. Gomperts; Dir.: G. Jensen Jr.  
**Affiliates:** Big Seven, A. Schroeder.  
 Benelux Music, St. Maartenslaan 1-3, Weert. Tel: (04950) 2620. Pres.: Johnny Hoes.  
 Big Seven (see Basart).  
 Belinda, Leidsegracht 1, Amsterdam. Tel: 220162. Mgr.: E. van Zoeren.  
**Affiliates:** Aberbach, Hill & Range, Mix, Molen, Progressive, Sunrise, Victoria.  
 Bospel, Warmoesstr. 86, Amsterdam. Tel: (020) 226394. Mg'g Dir.: Joop Gerrits.  
 Broekmans & van Poppel, Van Baerlestraat 92-94, Amsterdam-Z. Tel: (020) 796126.  
 Capriole, (see Anagon).  
 Chappell, Weteringschans 35, Amsterdam. Tel: 64664 & 64790.  
 Coolsma Solo, Oude Gracht 305, Utrecht. Tel: (030) 12051.  
 Creighton, Musicology-Musica Antiqua, 45 Las-suslaan Bilthoven.  
 De Eerste Muziekcentrale, Raamgracht 10, Amsterdam. Tel: (020) 246933 & 65256.  
 "De Toorts," Afdeling Grafische Industrie, Nijverheidweg 1, Haarlem. Tel: (02500) 15238. Pres.: C. Hesseling & J. H. Schnabel.  
 Dreissen, Muziekuitgave, 11 Leidsegracht, Amsterdam. Tel: 222626.  
 Dutch Rec. Centre, "In de Blockfluyt," Oude Gracht 305, Utrecht. Tel: (030) 12051.  
 Freetone, Bredinsweg 43, Bussum. Tel: (02959) 18285 & 19546. Pres.: Willem Duys; VP: H. C. Majoer.  
 Hangmen (see IFO).  
 Harmonia Uitgave, Roeltjesweg 23, Hilversum. Tel: (02950) 14318.  
 Harp, Muziekfonds De (F. Pijlman), 1 Helmerstr. 94, Amsterdam. Tel: (020) 86691.  
 Joh de Heer, Jensusstr. 56. Rotterdam. Tel: (010) 241871.  
 Hees, Choorstr. 1-3, Delft. Tel: (01730) 23183.  
 Heinrichshoten-Edition, Raamgracht 10, Amsterdam. Tel: (020) 246933.  
 Hill & Range (see Belinda).  
 Holland Music, Singel 500, Amsterdam 1. Tel: (020) 231163. Cable SOUTHMUSIC. Contact: J. Han Dunk.  
 I F O, PO Box 3524, Amsterdam. Tel: (020) 59625. Mg'g Dir.: Peter Rensen.  
**Affiliate: Hangmen.**  
 Michael Jary-Production (see Nagel).  
 Klavarskribo, Ringdijk, Slikkerveer. Tel: (01896) 2339. Prop.: C. Pot.  
 Konefa Muziekuitgaven, Jensusstr. 54, Rotterdam 11. Tel: (010) 241871.  
 Krips Muziek, Thorbeckelaan 71, The Hague. Tel: (070) 330550.  
 deKruyff, PO Box 12, Rijksstraatweg 115, Gaanderen, Doetinchem. Tel: (08350) 4181.  
 A. van Leest, Herm. Boexstr. 12-14, Eindhoven. Tel: (04900) 65859.  
 W. F. Lichtenauer, Korte Lijnbaan 26, Rotterdam. Tel: (010) 118235.  
 Lyons (see Anagon).  
 J. J. Lispet, P. C. Hoofdweg 18, Hilversum. Tel: (02950) 47016.  
 Marange (see Anagon).  
 Mills, Leidsegracht 11, Amsterdam. Mgr.: Hans Gomperts.  
 Mix (see Belinda).  
 Ivan Mogull, c/o Stembra, Morius Bauerstr. 30, Amsterdam 17.  
 Molen (see Belinda).  
 Molenaar, PO Box 19, Wormerveer. Tel: (02980) 82013.  
 Montana (see Anagon).  
 Morotone (see Anagon).  
 Muziekgravure Diligentia, Stationsstr. 11, Maasland. Tel: (01899) 2613.  
 Nagel, Weteringschans 35, Amsterdam. Tel: 64664-6-4790.  
**Affiliate:** Michael Jary-Production.  
 J. Nauta, Looxmagracht 18, Sneek. Tel: (05150) 3127.  
 J. Portengen, Kruisstr. 8-10, Haarlem. Tel: (02500) 12277.  
 Progressive (see Belinda).

Roniepers, 's-Gravendijkwal 165 B, Rotterdam. Tel: (010) 252427.  
 Schalfone (see Anagon).  
 A. Schroeder (see Basart).  
 S. Spiero, Kerkstr. 19, 's-Hertogenbosch.  
 Stichting Donemus, Jacob Obrechstr. 51, Amsterdam. Tel: (020) 722432.  
 Stichting Zingende Stemmen, 1 Jacob van Cam-penstr. 59, Amsterdam.  
 Sunrise (see Belinda).  
 Tierolff Muziekcentrale, Markt 92, Roosendaal. Tel: (01650) 4551.  
 Top (see Altona).  
 Trident, Amstel 52, Amsterdam. Contact: Cor Smit.  
 Trio-Music, Singel 262, Amsterdam. Tel: (020) 238728.  
 Universal Songs, 801 A. J. Ernststr., Amsterdam-Z. 2. Tel: 421722. Mg'g Dir.: W. Brandsteder.  
 Van't Hoens Periodeieke Pers, 's-Gravendijkwal 165 B, Rotterdam. Tel: (010) 252427.  
 Victoria (see Belinda).  
 Vita Nuova (Daan van Teeseling), van Broeckhuysenstr. 7, Nijmegen. Tel: (08300) 23076.  
 Wed. J. R. Van Rossum, Korte Minnebroederstr. 1-3, Utrecht.

● importers & exporters

Basart, Houtmankade 20, Amsterdam. Tel: (020) 222192/63209-241260.  
 Bosheck, 43 Zandvoort Allee, Heemstede. Tel: (02500) 83355. Pres.: W.W.E. Bosheck.  
 Bovema Gramophonenhoude, Bronsleeweg 49, Heemstede. Tel: (02500) 80750.  
 C N R (Rood), Gevers Deynootplein 40, Scheveningen. Tel: 070-559500.  
 Cinerec Supraphon-Holland, Vaartweg 14, Hilversum. Tel: 02950-15353.  
 Delta, Herenweg, 101 Heemstede.  
 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.  
 B. Munnikendam, 18-19 Kromme Waal, Amsterdam. Tel: (020) 248994.  
 Muzikale Meesterwerken Serie (MMS), Paulus Pot-terstraat 12, Amsterdam. Tel: (020) 734911.  
 Negram, Herenweg 101, Heemstede.  
 Philips Phonographic Industries, Gerrit v.d. Veen-iaan 4, Baarn. Tel: (02954) 3551.  
 Phonogram, Singel 170-172, Amsterdam. Tel: (020) 245588.  
 Polydor, Piet Heinplein 5, The Hague. Tel: (070) 634955.  
 Rhythm & Blues Studio, Pieter Langendijkstraat 38, The Hague 14. Tel: (070) 614061.

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Amsterdam Arts Council, Town Hall, Rm. 20A, O. Z. Voorburgwal 199, Amsterdam.  
 Foundation Donemus (Documentation in the Netherlands for Music), Jacob Obrechstr. 51, Amsterdam. Dir.: Andre Jurres.  
 Foundation "Netherlands Musical Interests," Heren-gracht 458, Amsterdam.  
 International Society for Contemporary Music, Herengracht 458, Amsterdam.  
 N V G D (Nederlandse Vereniging van Grammo-foonplaten Detailhandelaren), Nieuwe Binnenweg 132, Rotterdam.  
 N V G I (Nederlandse Vereniging voor Grammofoonplaten Importeurs en Fabrikanten, Singel 170-172, Amsterdam.  
 National Music Committee, Jacob Obrechstr. 51, Amsterdam. Sec'y Gen.: Andre Jurres.  
 Royal Netherlands Musicians' Society (Koninklijke Nederlandse Toonkunstenaars Vereniging), Vondelstr. 66, Amsterdam. Pres.: Prof. Dr. K. Ph. Bernet Kemper.  
 Society "Office for Music Copyright" (De Vereniging Het Bureau voor Muziekauteursrecht), Herengracht 458, Amsterdam. Dir.: J. van Nus.  
 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).  
 Society for Netherlands Musical History (Vereniging voor Nederlandse Muziekgeschiedenis), Willem-str. 59, The Hague.

MUSIC LICENSING ORGANIZATIONS

Bureau STEMRA, Marius Bauerstr. 30, Amsterdam 17. Tel: (020) 156822.

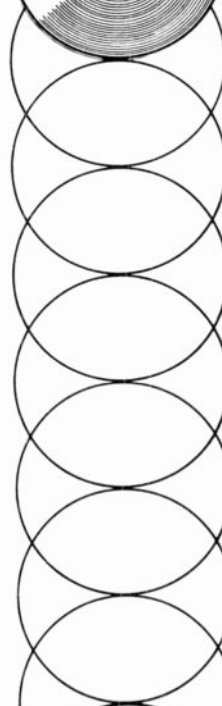
continued on page 266

**YOU CAN SLEEP ASSURED (the whole night)**  
 if we handle your material, because  
**WE WORK "NIGHT AND DAY" FOR YOU**  
 on local promotion and recordings.  
 In the first half of 1967 we had  
**SEVEN NUMBER ONES** in the local Benelux-charts.  
 Please contact us: Music-Publishers EDITIONS ALTONA  
 "SYMPHONY HOUSE," Vondelstraat 90, AMSTERDAM.  
 Tel: 18.63.24 & 18.63.25 Cables: ALTONMUSIC.  
 General Manager: Wim van Vught.  
 Our organisation also handles the catalogues of:  
**UNITED ARTISTS/PALACE-BURLINGTON/SAM FOX/KASSNER-PRESIDENT**

**GREVER**  
**INTERNATIONAL S.A.**  
**IS**  
**INTERNATIONAL**  
**INDEED!**  
 Contact us for your Latin needs.  
**Londres 179, Mexico 6, D.F.**



your music



is money  
in

# MEXICO

We sell your records in Mexico and Central America throughout the most active distribution and advertising company. Send us your records and music and receive MUCHOS PESOS from:

**DISCOS TIZOC, S. A.**

Office: Av. División del Norte 31 México 12, D. F., México Phone: 43-72-40

Mail: P. O. Box 11-620 México 11, D. F., México

MUCHAS GRACIAS to all our affiliates through the years.



**FOLKWAYS RECORDS**

**HIFIRECORD**

**monitor**

**GRUPO FREY**

FOR BEST PUBLISHING & COLLECTING IN MEXICO

MEXIMUSIC, S. A. FERMATA MEXICANA, S. A. EDITORIAL TEOCALI, S. A.

We represent some of the world's leading publishers in Mexico & Central America including:

The Beatles Publishing Companies; Fermata Group; Venice Music; Burlington Music; Clan Group; Rideau Rouge; Charles Bull; Illian Melody Press; Leonardi Music and Aznavour's Publishing Companies.

continued

Rhythm & Blues Studio, Pieter Langendijkstraat 38, The Hague 14. Tel: (070) 614061.

**PRESSING PLANTS**

Argram Phonographic Industry, Nijverheidsweg 34, Haarlem.  
 C N R (Rood), Gevers Deynootplein 40, Scheveningen.  
 Fugram Phonographic Industry, Noorderduinweg 54, Zandvoort.  
 Philips Phonographic Industry, Gerrit v.d. Veenlaan 4, Baarn.

**PRINTING PLANT**

Arprint, Stephensonstr. 44, Haarlem.

**PROMOTION & PUBLICITY**

Europhoto, PO Box 1410, Ookmeerweg 232, Amsterdam. Tel: (020) 192825 & 941470. Mg'g Dir.: Emanuel Damsteeg.

**RECORDING STUDIOS**

Bovema, Bleekersvaartweg 45, Heemstede.  
 Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.

● **music festival**

Holland Festival, Honthorstr. 10, Amsterdam. Tel: 723320. The Hague. Tel: 558700. Gen. Mgr.: Peter Diamand.  
 Type: Concerts, ballet, drama (June-July, throughout the country).

**NETHERLANDS ANTILLES**

(Including islands of Aruba, Bonaire, Curacao).

Per capita income: \$889.

Official rate of exchange: \$1 (US) = 1,905 francs.  
 Records imported from USA (factory value): 1966 (through August) — Curacao \$99,213; Aruba \$15,223. 1965—Curacao \$90,814; Aruba \$20,472.

Records imported from countries other than USA (factory value): 1966 (through August)—Curacao \$39,895; Aruba \$6,299. 1965—Curacao \$37,795; Aruba \$6,824.

Average retail price per record: LP's—\$5.35, EP's—\$1.62; Singles—\$1.13.

No. of juke boxes: Curacao—80, Aruba—50, Bonaire—15.

No. of radio stations: 4 AM.

Type of programming: musical-classical, 64 hours per week; pop, 362 hours per week.

No. of radios: 102,000.

No. of TV stations: 2 commercial channels.

Type of programming: Live news programs and serials.

TV sets: 22,000.

Holidays: Jan. 1, Apr. 8, 11, 30 (Queen's Birthday), Dec. 15, 25, 26.

● **dealers and importers**

Benar Sales, PO Box 600, Curacao. (Also juke operators & dealers).  
 A. R. Capello, Breedestraat 35, Curacao.  
 Chez Gomez, Breedestraat 33A, Curacao.  
 Angel H. Job, PO Box 367, Curacao.  
 Music & Sport Store, PO Box 462, Curacao.  
 Neme Import-Export, PO Box 11, Aruba.  
 Boekhandel Salas, PO Box 44, Curacao.  
 Valen Gift Shop, Main St., Aruba.

**NEW ZEALAND**

Population: 2,643,172.

Per capita income: \$2,407.

Official rate of exchange: \$1 (US) = 7.25 shillings.

No. of homes with record players: 380,000.

Records sold domestically: LP's 1966—1,312,831 units at \$7,391,763; 1965—1,282,615 units at \$6,977,425; up 6%. EP's 1966—296,675 units at \$511,765; 1965—291,332 units at \$502,546; up 1.8%. Singles 1966—1,538,544 units at \$1,804,711; 1965—1,229,222 units at \$1,441,876; up 24%.

Records imported from USA: 1966—24,577 units at \$43,075 (factory value), \$69,993 (retail value); 1965—13,144 units at \$28,887 (factory value), \$37,185 (retail value).

continued on page 268

**NO WONDER THESE LABELS ARE BESTSELLERS.. IN HOLLAND**



N.V. Bovema - Heemstede - Holland

**(GERRY OORD'S BOVEMA SELLS THEM!)**

**WE'RE SORRY ABOUT THIS AD . . .**

We took it because Billboard's got to live too. But we told you already in countless letters about our studio's, artistic and technical perfection, catalogue of 35 award-winning classical albums and 100 fast-selling pop discs, our inde pendance, our shrewd promotion, our branch in France, our "Outsiders" - Holland's top-group with 5 successive singles in Top Ten.

Why waste more space? We started with two maniacs and now employ 26 slaves.

There's nothing we couldn't or wouldn't do for you.

If you write or ring, we won't be sorry about this ad after all.

IRAMAC - BREDIUSWEG 43 - BUSSUM - HOLLAND - TEL. 32456



# why the cassette is a sensation the world over...



## THE CONCEPT

The right answer to what music lovers demand from a tape system: compactness, extreme ease of operation, and quality.

Stereo and mono fully compatible through ingenious track arrangement.

Cassettes interchangeable from home units to car units and vice versa. Locking system to exclude accidental erasure on recording units.

Easy selection with fast forward and rewind; 2-track permits easy indexing and spot finding.

Full possibilities for home and in-car recording on the blank cassettes (60 or 90 minutes).

## THE QUALITY

Fine musical quality, according to the best traditions in the tape recording and record industry.

Full satisfaction for critical ears, even when classical music is played.

Dependability in cassette design and in every item of the Philips cassette equipment range.

Cassettes will work in recorders and players either horizontal, vertical, sideways... in any position.

Normal thin tapes used in cassette, give no dirt on heads or other breakdown problems.

## THE "INTERNATIONALITY"

Philips is an international company and took care that dozens of the best manufacturers of equipment all over the world participated in launching the Compact Cassette system.

The Compact Cassette is now the only system comparable in international distribution to grammophone records!

Cassettes can now be played (and are played) by millions in any country in the world.

THE

**Compact  
Cassette**

SYSTEM

WITH MUSICASSETTES

LAUNCHED BY

**PHILIPS**

AND OVER

**60 OTHER COMPANIES**



A growing library of MUSICASSETTES everywhere, featuring music by top-selling artists in a variety to suit all tastes and needs . . . .

**Records imported from countries other than USA:** 1966—33,482 units at \$61,275 (factory value), \$94,720 (retail value); 1965—28,719 units at \$53,585 (factory value), \$81,843 (retail value).

**Records exported to USA:** 1966—1,460 units at \$2,630 (factory value), \$4,130 (retail value); 1965—892 units at \$1,719 (factory value), \$2,522 (retail value).

**Records exported to countries other than USA:** 1966—53,016 units at \$67,849 (factory value), \$149,981 (retail value); 1965—38,579 units at \$58,437 (factory value), \$109,138 (retail value).

**Average retail price per record:** LP's—\$5.63; EP's—\$1.72; singles—\$1.15.

**Stereo sales:** 30% of total sales.

**Record club sales:** 25% of total sales.

**Tape:** Cartridge play-back units have yet to be introduced to the market; reel-to-reel units are little used. Philips is the only company actively researching the cartridge potential.

**Type of Distribution:** Manufacturer to wholesaler to retailer systems predominate though record clubs have a stable share of market.

**Discounting:** Rare.

**Type of promotion:** Principal promotion strategy is aimed through disk jockeys who conduct commercial programs with a minimum of control from government-owned radio stations; station leases to private companies are being considered.

**Juke boxes:** 296.

**Radio stations:** 42 government, 2 commercial.

**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 42 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 now well established.

**Radios:** 1,547,000.

**TV stations:** 4 government, no commercial.

**Type of programming:** 15% local shows; 55% shows purchased from United Kingdom; 30% 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 50 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 six television repeater stations which relay the programs of the nearest main station to viewers in regions farther afield. Several more stations are planned as part of the NZBC's plan to develop television coverage over the whole country. Viewers in many 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.

**TV sets:** 397,480.

**Important 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, 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. Licenses for the 1966-1967 licensing period are based on 185% for 1965 of licenses issued. Import licenses issued for 1964 amounted to 78,613 NZ pounds. 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%.

**Holidays:** Jan. 1 (New Year), Good Friday, Easter Monday, Apr. 25 (Anzac Day), June 5 (Queen's Birthday), Oct. 30 (Labour Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

J. P. Monaghan.

## ● record manufacturers

Academy of Dancing (see Salem).

Action, PO Box 2144, Christchurch. Tel: 41.212. Cable: HITSOUND. Mg'g Dir. & Int'l Dir.: Paul M. Marks; Import-Export: Gavin Millard; Promo.: A. Brittenden.

**Labels:** (owned) Action, Fusion, Mecca; (distributed) Kiwi, Impact.

Armar (see Salem).

Astor (see Salem).

Audio Fidelity, PO Box 2144, Christchurch. Tel: 41.212. Cable: HITSOUND. Mg'g Dir.: Paul M. Marks; Export: Gavin J. Millard; Promo.: A. Brittenden.

**This company represents:** Audio Fidelity, Hapening, Truth, Karate (all USA).

Carinia (see Salem).

Festival, PO Box 1170, Auckland, New Zealand.

Fusion (see Action).

Go (see Salem).

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3.

H M V, PO Box 296, 162-172 Wakefield St., Wellington C.I. Tel: 54.890. Cable: GRAMOPHONE. Sales: E. B. Feasey.

**Label:** HMV.

**This company represents:** Ad-Lib, Beltone, Capitol, Columbia (England), Contemporary, Decca (England), Diamond, Disneyland, Dolton, Dore, Dunes, East West, Eclipse, Epic, Era, Essex, Fantasy, Felsted, Freedom, Fury, GNP Crescendo, Genius, Gold-Tone, Guaranteed, Gulf, Guyden, Hamilton, Hi, Hickory, Imperial, Jackpot, Jamie, Jubilee, Judd, Laurie, Leader, Medallion, Media, Metronome, Nashboro, National Rec'g, One-Derful, Pacific Jazz, Parlophone, Plaza, Past, Ray, Reprise, Romac, Roost, Santo, Sar, Scarlet, Seville, Shar-dee, Shell, Somerset, Spark, Specialty, Star, Sue, Swan, Till, Trend, Trey, Todd, Unison, Viscount, Vista, Warner Bros., Warrior, Worldwide, XYZ.

Hoghton Hughes Ents., PO Box 1728, Christchurch. Tel: 74.534. Contact: Mr. Hughes.

**This company represents:** Spotlight (Australia), W&G (Australia).

Impact (see Action).

Kiwi (see Action).

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

**Labels:** Tala, Mark, Minex.

**This company represents:** Singspiration, Zondervan.

Manufacturers Dist., PO Box 2560, 144 Kilmore St., Christchurch, C.I. Tel: 65.433. Cable: MAN-DISCO. Mgr.: Austin Hadler; Sales: H. Hughes. Branches: PO Box 8753, Auckland. Tel: 16.123—PO Box 6454, Wellington. Tel: 52.405.

**Label:** Spin-O-Rama.

**This company represents:** Crown (USA), Diplommat (USA), Peter Pan (USA).

Mark (see Levin Rec'g Studios).

Mecca (see Action).

Minex (see Levin Rec'g Studios).

Peak, Pnx 1757, 76 Chester St., Christchurch. Tel: 65.982. Cable: HITDISC. Mg'g Dir.: Jack Urlwin; Promo. Mar.: Jacqueline Clegg.

**Label:** Peak.

**This company represents:** Artone (Holland), Bel-

**CNR**



**THIS HAND POINTS TO  
THE RIGHT COMPANY**



**FOR NATION-WIDE DISTRIBUTION OF RECORDS IN HOLLAND.  
THE COMPANY WITH THE GRIP ON THE MARKET.**

**N.V. GRAMMOFOONPLATENMAATSCHAPPIJ CNR  
POSTBOX 5075 - SCHEVENINGEN - HOLLAND**

**OWN PRESSINGPLANT**

**INDEPENDENT AND RELIABLE**

laire (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 Prods (USA), CBS/Oriole (USA), 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: 57.250. Cable: ARGENTA. Gen. Mgr.: G. Broughton; A&R & Sales: W. Morton; A&R Pop: J. McCready.

Label: Philips.

This company represents: Blue Note (USA), CBS (USA), Caedmon (USA), Congress (USA), Coronet (USA), Fontana (Holland), Harmonia Mundi (United Kingdom), Kapp (USA), Limelight (USA), Mercury (USA), L'Oiseau Lyre (France), Musicor (USA), Pacific Jazz (USA), Philips (Holland), Polydor (Germany), Smash (USA), Vanguard (USA), Wing (USA), World Pacific (USA), Zodiac.

Pye, PO Box 2839, Auckland. Tel: 21.949. Cable: PYRAD.

Label: Pye.

This company represents: Goldengroove, Pye (United Kingdom).

Radio Corp. of New Zealand, PO Box 696, Wellington. Tel: 55.020.

Branch: PO Box 3044, NIMU Bldg., Chancery St., Auckland, C.1. Tel: 21-949. Cable: MARK-SLIM.

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

Repeat (see Salem).

Royal (see Salem).

Salem, 7 Clifton Terr., Wellington. Tel: 42412. Cable: SALEMCO. Dir.: Peter Caihness, Dennis Bailey & Charles Harley.

Labels: Academy of Dancing, Armar, Astor, Carinia, Go, Repeat, Royal, Salem, Spin.

Spin (see Salem).

Spin-O-Rama (see Manufacturers Dist.).

Tala (see Levin Rec'g Studios).

Viking/La Gloria, PO Box 1431, Wellington. Tel: 51-090. Cable: VIKING. Mg'g Dir.: Murdock Riley.

This company represents: Backbeat (USA), Cadet (USA), Criterion (USA), Checker (USA), Dominion (Canada), Duke (USA), Elektra (USA), Meazzi (Italy), Palette (Belgium), Peacock (USA), Quality (Canada), CN Road (Holland), Roulette (USA), Tahiti (Tahiti).  
Int'l reps.: Australia (Viking), Canada (Quality), United Kingdom (EMI), France (EMI), South Africa (Troubador).

## ● independent record producers

Action, PO Box 2144, Christchurch. 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; Asst. Prod'r: John Bridson & Eldon H. Hatfield.

## ● record clubs

Gem, 12-14 Kitchener St., Auckland.  
Philips, PO Box 3517, Wellington.  
World, Farish St., Wellington.

## ● music publishers

J. Albert & Sons, 2-4 Willis St., Wellington.  
Charles Begg, PO Box 889, 19-21 Manners St., Wellington.

Bell-Cast, c/o HMV, Hutt Rd., Lower Hutt.  
Chappell, 39 Lower Cuba St., Wellington.  
Marquis, PO Box 405, Christchurch.  
Melas, 7 Clifton Terr., Wellington.  
Seven Seas, 57 Tory St., Wellington.  
Southern, 12 Security Bldg., 198 Queen St., Auckland. Tel: 23-851. Cable: SOUTHMUSIC.

## ● record wholesalers

### RECORD DISTRIBUTORS

Action, PO Box 2144, Christchurch.

Allied Int'l, PO Box 3043, Auckland, C.1. Tel: 21.949. Cable: GROOVE. Contact: Mr. Pulham.  
This company distributes: United Artists (USA), Verve (USA).

Astor Rec. T.V. Studios, Grafton Rd., Auckland.

Delta Trading, PO Box 1617, Wellington. Tel: 43.388. Cable: PICKUP. Contact: Mr. Irwin.

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3. Tel: 73.173. Contact: Mr. Greene.

H M V, PO Box 296, Wellington. Tel: 54.890. Cable: GRAMMOPHONE. Contact: Mr. Smith.

Hoghton Hughes Ents., PO Box 1728, Christchurch. Tel: 74.534. Contact: Mr. Hughes.

Labels: Chapel, Folkways, Herald, Kiwi, MK, Pathe, Sailor-Boy, Spotlight, Supreme.

Manufacturers Dist., PO Box 2560, 144 Kilmore St., Christchurch, C.1. Tel: 65.433. Cable: MANDISCO. Mgr.: A. Hadler; Sales: H. Hughes.

Branches: PO Box 8735, Auckland, Tel: 16.123 - PO Box 6454, Wellington, Tel: 52.405.

This company distributes: Blue note, CBS, Crown, Ember, ERW, Fontana, Kapp, King, Kingsway, Mercury, Octagon, Peak, Peter Pan, Philips, Polydor, Riverside, Robbins, Spin-O-Rama, Word.

Philips, PO Box 3517, Wellington. Tel: 57.250. Cable: ARGENTA. Contact: Mr. Broughton.

Radio Corp. of New Zealand, PO Box 696, Wellington. Tel: 55.020.

Record Dist'g Co. of New Zealand, PO Box 86, 377 Oxford St., Levin, Dir.: W. L. Clark.

Labels: Mark, Minex, Tala, Singspiration, Zonderman.

A.H. & A.W. Reed, PO Box 6002, Te Aro, Wellington. Tel: 57.900. Contact: Mr. 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.

Viking, PO Box 1431, Wellington. Tel: 51.090. Cable: VIKING. Contact: Ron Dalton.

G. A. Wooler, PO Box 2167, Auckland. Tel: 21.949. Cable: FIVESTAR.

This company distributes: ABC-Paramount (USA), Brunswick (USA), Coral (USA), Decca (USA through Australia), Festival (Australia, including Leedon, Command), Vox (USA).

### IMPORTERS & EXPORTERS

Action, PO Box 2144, Christchurch. Contact: Gavin J. Millard.

Allied Int'l, PO Box 3043, Auckland.

Gem, 12-14 Kitchener St., Auckland.

H M V, PO Box 296, Wellington.

La Gloria, PO Box 3534, 12 O'Connell St., Auckland. Manufacturers Dist., PO Box 2560, 144 Kilmore St., Christchurch, C.1.

Peak, PO Box 1757, Christchurch.

Philips, PO Box 3517, Wellington.

Pye, PO Box 2839, Auckland.

Radio Corp. of New Zealand, PO Box 696, Wellington.

Viking, PO Box 1431, Wellington.

G. A. Wooler, PO Box 2167, Auckland.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

World, Farish St., Wellington.

## ● independent record producer

Discos Murrá, PO Box 2503, Managua D. N. Cable: MURRADIS. Contact: Juan J. Mourra.

## ● music publisher

Ediciones Internacionales (Mura), PO Box 2503, 4a Ave. N.E. 503, Managua D. N. Cable: MURRADIS. Contact: Juan J. Mourra.

## ● importers & exporters

Elias Argenal, Aptdo. 555, Managua.

Discolandia, Ave. Roosevelt 110, Aptdo. 24, Managua. Tel: 3596 & 71530. Contact: Edmund Tefel.

Discos (Central America), Aptdo. 2571, Managua. D. N. Tel: 49-24. Cable: DISCOSA. Pres.: William Arguello Tefel; Mgr.: Jorge Aguerri H.; Juan J. Mourra.

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, Aptdo. 481, Managua. Tel: 3501/2/3. Mgr.: Enrique Vanegas.

## NIGERIA

Population: 56,400,000.

Official rate of exchange: \$1 (US) = 0.3571 pounds.

Records imported from US (CIF): 1966-\$28,002.

No. of radios: 600,000.

No. of TV sets: 15,000.

Holidays: Oct. 1 (Independence Day), Dec. 26 (Boxing Day), traditional Moslem and Christian holidays.

## ● record manufacturers

E M I, PO Box 274, 44/46 Queen Elizabeth Way, Jos. Tel: JOS 2094. Cable: EMITRON. Mg'g Dir.: P. S. Homewood.

Branch: PO Box 3228, 9 Breadfruit St., Lagos. Tel: 27021. Cable: EMINIG.

Labels: Columbia, HMV, Parlophone.

This company represents: All EMI labels available to Nigeria.

Philips, PO Box 2997, 6 Ijora Causeway, Lagos. Tel: 56214. Cable: PHILREC. Mg'g Dir.: A. van Leeuwen.

Labels: Philips, Fontana, Pye, Badojo, Niger-Phone.

This company represents: All Philips, DGG, Mercury & Pye labels available to Nigeria.

## NORWAY

Population: 3,750,000.

Per capita income: \$950.

Official rate of exchange: \$1 (US) = 7.15 New Krone.

No. of homes with record players: 450,000

Records sold domestically: LP's 1966-500,000 units at \$1,500,000; 1965-320,000 units at \$950,000; up 60%. EP's 1966-227,000 at \$300,000; 1965-270,000 at \$330,000; down 17%.

Singles 1966-1,900,000 units at \$1,400,000; Singles 1965-1,900,000 units at \$1,400,000; no % change.

Records manufactured for domestic & export sale: LP's 1966-190,000 units at \$800,000; LP's 1965-150,000 units at \$650,000; up 25%.

EP's 1966-340,000 units at \$700,000; 1965-380,000 units at \$800,000; down 10%.

Singles 1966-1,700,000 units at \$2,300,000; Singles 1965-1,500,000 units at \$2,100,000; up 14%.

Records imported from USA: 1966-15,000 units at \$10,000 (factory value), \$85,000 (retail value); 1965-same as 1966.

Records exported to USA: none.

Records imported from countries other than USA: 1966-540,000 units at \$420,000 (factory value), \$2,000,000 (retail value); 1965-410,000 units at \$300,000 (factory value), \$1,500,000 (retail value); up 40%.

Average retail price per record: LP-\$4.30, EP-\$2.10, single-\$1.20 (tax included).

Stereo sales: 50% of total sales, 90% of LP's.

Record Club sales: 10% of total sales.

Tape: Sales of reel-to-reel tape almost non-existent with only a few hundred tapes sold each year.

Musicasettes introduced in Norway in September 1966 and about 4,000 were sold. The Philips musicasette system dominates the market.

Record Club sales: 10% of total sales.

continued on page 270

## NICARAGUA

Population: 1,625,500.

Official rate of exchange: \$1 (US) = 7 cordobas.

Records imported from USA (factory value): 1965-\$52,984.

Records imported from countries other than USA (factory value): 1965-\$291,655.

No. of radios: 100,000.

No. of TV sets: 10,000.

Holidays: Jan. 1, Feb. 1 (Air Force Day), May 1 (Labor Day), May 27 (Army Day), Sept. 15 (Independence Day), Dec. 25 and other Christian holidays.

## ● record manufacturers

Discosa, PO Box 1785, Managua.

Miguel G. Hernandez, 5a Calle S.E. 504, Managua. Tel: 2038.

Sonido Industrial (SISA), PO Box 2751, Managua.

# LOTS SHOWBIZ UNDER ONE HAT

(in fact the biggest independent hat in Norway)

Looking for a good connection in Scandinavia? May we offer you our services: record dept. (the definite leading on locally produced single hits), concert agency, background music, publishing, sound equipment, recording facilities.

Local recording on Triola- and Sonet-label (constantly on the charts).

- Distribution: Argo — Bel Air — Blue Note — Candid — Cash Productions — Checker — Chess — Colpix — Dimension — Debut — Dot — Elite Special — Ember — Epic — Funckler — Gazzell — Hickory — Joy — Kapp — Knappupp — Loma — MK — Omega — Palette — Prima — Red Bird — Reprise — Ric — Rifi — Roulette — Scandisc — Select — Show — Sonet — Specialty Records — Storyville — Sue — Symbol — Tiger — Tip — Transatlantic — Triola — Valiant — Vox — Warner — Vogue

**ARNE BENDIKSEN AS**  
**NORSK MUSIKK PRODUKSJON**  
Grammofonplateavd./record dept.  
OSTERDALS GT. 1, OSLO  
TLF. 67 67 90, CABLEADR.: «BENDIKMUSIC»

— the progressive and trusted firm that's setting the trend in Scandinavian showbiz.

continued

**Type of promotion:** The Norwegian market is dominated by Anglo-American and Swedish records, launched through Radio Luxembourg and the Swedish Melody Radio. Local product occasionally gets TV or radio exposure and usually proves popular. Norwegian radio is reluctant to promote local recording talent. Newspapers and magazines willingly promote domestic production.

**Juke boxes:** 1,200.  
**Radio stations:** 1 government, no commercial.  
**Radios:** 1,800,000.  
**Television stations:** 1 government, no commercial.  
**Type of programming:** Three hours per day, varied.  
**TV sets:** 410,000  
**Import-export regulations:** Duty—1.5 kr. per kilo (10c per pound) from non-EFTA countries.  
**Holidays:** Jan. 1, Maundy Thursday, Good Friday, Easter Monday, May 1 (Labor Day), May 17 (Constitution Day), Ascension Day, May 29 (Whit Monday), Dec. 24 (half day), 25, 26.

## ● record manufacturers

Aksent (see Kare Korneliusen).  
Ansgar, Møllergaten 26, Oslo 1. Tel: 420747. Dir.: T. Torgussen.  
Barneplaten (Norsk Grammofonkompani).  
Arne Bendiksen.  
Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67 67 90. Cable: BENDIKMUSIC. Dir.: Arne Bendiksen; Sales Mgr. & A&R: Borre Bentzen; Office Mgr.: Gaute Birkeland.  
**Labels:** Sonet, Triola.  
**This Company represents:** Argo (USA), Amigo (Sweden), Bel Air (France), Cash Prod'ns (USA), Checker (USA), Chess (USA), Crescendo (USA), Colpix (USA), Dimension (USA), Dot (USA), Durium (Italy), Elite Special (Germany), Epic (USA), Funkler (Netherlands), Gazzell (Sweden), Hickory (USA), Island (United Kingdom), Joy (USA), Kapp (USA), Knappupp (Sweden), Loma (USA), MK (USSR), Megafon (Sweden), Palette (Belgium & USA), Prima (USA), Red Bird (USA), Reprise (USA), Rifi (Italy), Riviera (France), Roulette (USA), Saba (Germany), Scandisc (Sweden), Scepter (USA), Show, Sonet (Denmark, Sweden, USA), Specialty, Storyville (Denmark), Sue (USA), Symbol, Tempo (Germany), Tiger, Tip, Transatlantic (United Kingdom), Triola (Denmark, Sweden), Vogue (France), Deutsche Vogue (Germany), Vox (France), Wand (USA), Warner Bros. (USA).  
Columbia (see Carl M. Iversen).  
Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo 1. Tel: 33 69 95. Cable: TROLLMUSIC. Pres.: Jorg-Fr. Ellertsen, A&R: Ivar Thorstensen.  
**Labels:** Kristine toner, Team, Troll (distributed through Nera).  
Emanuel (see Manu).  
Filadelfia, St. Olavsgate 24, Oslo 1. Tel: 336127. Top Exec.: M. Ruud.  
Fontana (see Norsk Phonogram).  
HMV (see Carl M. Iversen).  
Harmoni (see Norsk Grammofonkompani).  
Carl M. Iversen, Youngsgaten 1, Oslo 1, Tel: 20 92 75. Cable: Planoreflex. Top Exec.: Hans Ro; A&R & Pub.: Rolf Syversen; Sales: Rolf Ruud.  
**Labels:** Columbia, Odeon, HMV.  
**This Company represents:** Capitol (USA), Columbia (England), Electrola (Germany), HMV (England, Germany), Imperial (Germany), Liberty (USA), Odeon (Denmark, France, Germany, Sweden), Parlophone (England), Pathe (France), Regal (England), Stateside (England), Svensk-American (Sweden), Tamla-Motown (USA).  
Karusell (see Nor-Disc).  
Kare Korneliusen, Mjondalen. Tel: 84 87 22. Pres., A&R, & Sales: Kare Korneliusen  
**Labels:** Aksent.  
Kristine toner (see Jorg-Fr. Ellertsen).  
Manu, Tollbodgaten 12, Oslo 1. Tel: 427212. Top Exec.: Per Gunnar Jensen.  
**Labels:** Manu, Emanuel (religious).  
Metronome (see Nor-Disc).  
Musica (see Nera).  
Nera, Pilestredet 75 c, Oslo 3. Tel: 46 19 50. Cable: MUSICA Mg'g Dir.: Eilif Meyer; A&R & Promo: John Johanson; Sales: Arild Tegmeier.  
**Labels:** Musica.  
**This company represents:** Cupol (Sweden), Monument (USA), Olga (Sweden) RCA Victor (USA), Starlet (Germany), Telefonken (Germany).  
**Int'l reps:** Germany (Teldec), USA (RCA).  
Nor-Disc.  
Nor-Disc, Rosenborggt 19, Oslo 3. Tel: 46 39 52. Mg'g Dir. & A&R: Sigurd Johannessen; Mgr.: Sverre Dahl; Prod'n Mgr.: Odd Loeken; Promo: Mrs. Kari Neegaard.  
**Labels:** Karusell, Metronome, Nor-Disc, Polydor.  
**This company represents:** Barclay (France), Decca (United Kingdom), Deutsche Grammophon (Germany), MGM (USA), Metronome (Sweden).  
**Int'l reps:** through companies mentioned above.  
**Tap:** Musicassettes.  
Norsk, Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 20 86 53. Cable: NOGRAMKO. Gen. Mgr.: O. Knudsen; Sales: J. A. Hellum.  
**Labels:** Barneplaten, Harmoni.  
**This company represents:** Design, Hilltop, Music Minus One, Pickwick (all USA).

Norsk Phonogram, Kirkeveien 64, Oslo 3, Tel: 69 59 02. Cable: PHONOGRAM. Mgr.: Haakon Tveten, Pop A&R: Michael Aas; Sales: Lars-Erik Lyse; Adv. & Promo.: Oivind Lyng-Jorgensen.  
**Labels:** Fontana, Philips.  
**This company represents (Amadeo (Austria), CBS (USA), Fontana (Netherlands), Mercury (USA), Page One (United Kingdom), Philips (Netherlands), Polar (Sweden), Pye (United Kingdom), Riverside (USA), Sonora (Sweden), Tono (Denmark), Wing (United Kingdom).  
Odeon (see Carl M. Iversen).  
Philips (see Norsk Phonogram).  
Polydor (see Nor-Disc).  
Sonet (see Arne Bendiksen).  
Team (see Jorg-Fr. Ellertsen).  
Triola (see Arne Bendiksen).  
Troll (see Jorg-Fr. Ellertsen).**

## ● record clubs

Cappelens Plateklubb, Kirkegaten 15, Oslo 1, Tel: 413660.  
Concert Hall Society, Aslakveien 20, Oslo 7. Tel: 245190.

## ● music publishers

Arne Bendiksen.  
Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67 67 90. Cable: BENDIKMUSIC. Gen. Mgr.: Miss Aase Mathiesen.  
Disco, Pilestredet 75, Oslo 3. Tel: 46 19 50. Cable: MUSICA. Gen. Mgr.: Eilif Meyer.  
Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo 1. Tel: 33 69 95. Cable: TROLLMUSIC. Gen Mgr.: Jorg-Fr. Ellertsen.  
Carl M. Iversen, Youngsgaten 1, Oslo. Tel: 20 92 75. Contact: Hans Ro.  
Harold Lyche, Kongensgate 2, Oslo. Tel: 413461. Contact: P. Kroemer.  
Manu Tollbodgaten, Oslo. Tel: 427212.  
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 (Malmo), Abr. Lundquist Musikforlag (Stockholm), Carl Gehrmans (Stockholm), Keith Prowse (London), Peter Maurice (London), Glocken-Verlag (London), Music Publishers Holding Corp. (New York), G. Henle Verlag (Munich).  
**Int'l reps:** (Rud. Erdmann), Sweden (Carl Gehrmans), USA (C. F. Peter).  
Norsk Musikforlag, Karl Johansgate 39, Oslo. Tel: 410574. Contact: Backer Groendahl.  
Sonora Oslo, Rosenborggaten 19, Oslo 3. Tel: 46 39 52. Gen. Mgr.: Mrs. Anne Larsen.  
**Int'l reps:** Sweden (Sonora Sverige).

## ● services & supplies

**PROFESSIONAL ASSOCIATION & ORGANIZATION**  
Norwegian Composers Society, Klingenberg G 5, Oslo. Pres.: Klaus Egge.

## ● festivals

International Grieg Festival, Festspillene 1, Sverresgate 11, Bergen. Tel: 30 0 10. Mgr.: Arne Jensen.  
**Type:** Opera, concerts, ballet, drama. (late May-early June).

## MUSIC LICENSING ORGANIZATIONS

Tono, Norsk Komponistforenings Internasjonale musikkbyra  
Klingenbergsgaten 5, Oslo 1. Tel: 421808. Dir.: Knut Tvedt.

## PRESSING PLANTS

Heger Plastics, Kjelsasveien 141/143, Oslo 4. Tel: 217217.  
Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1, Tel: 334018.  
Norsk Teknisk Porselensfabrikk, Seiersborg, Fredrikstad.  
Radio Industri, Sandakerveien 16, Oslo 4. Tel: 375680.  
Ulf Corneliusen, Steinsfjæringen pr., Honefoss. Tel: (067) 39208.

## RECORDING STUDIOS

Roger Arnhoff Lydstudio, St. Olavsgate 26, Oslo 1. Tel: 200923.  
Arne Bendiksen, Osterdalsveien 1, Oslo 6. Tel: 676790.  
Carl M. Iversen, Youngsgaten 1, Oslo 1. Tel: 413867.  
Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 334018.

## TRADE ORGANIZATIONS

Grammofonplategrossistene Forening (record wholesalers' organization), N. Slottsgate 11, Oslo. Tel: 420993. Contact: Brodrene Johnsen.  
Norges Musikkhandlerforbund (record dealers' organization), Meltzergate 4, Oslo. Tel: 562295. Dir.: Per Oldeman Isaksen.  
Norsk Musikterforbund (Musicians Union), Stortingsgaten 28, Oslo 1. Tel: 425521. Dir.: Sigurd Lonseth.

continued

### ● music festivals

International Festival, PO Box 183, Bergen. Mgr.: Arne Jensen.  
Date: Late May—early June.

## PAKISTAN

Population: 96,558,000.  
Official rate of exchange: \$1 (US) = 4.76 rupees.  
Records imported from USA: 1965—\$16,454.  
No. of radios: 700,000.  
No. of TV sets: 1,700.  
Holidays: Mar. 23 (Pakistan Day), Aug. 14 (Independence Day), Dec. 31 (Bank Holiday), Oct. 27 (Revolution Day).

### ● record manufacturer

Grammophone Co. of Pakistan, PO Box 451, Mauripur Karachi 13. Tel: 79149 & 79566.  
Cable: JABBERMENT. Mg'g Dir.: W. J. Richmond; Comm. Dir.: Mujib-Ur-Rahman.  
This company represents: Capitol (USA), Columbia (England), HMV (England), Liberty (USA), Mercury (USA), MGM (USA), Parlophone (England).  
Int'l representatives: Africa (EMI), Middle East (EMI), United Kingdom (EMI).

## PANAMA

Population: 1,286,700.  
Per capita income: \$425 annually.  
Official rate of exchange: \$1 (US) = 1 Balboa.  
Records imported from USA (factory value): 1966—323,959 units at \$294,397; 1965—246,021 units at \$201,129.  
Records imported from countries other than USA (factory value): 1966—220,346 units at \$179,199; 1965—203,734 units at \$185,123.  
Radio stations: 84, commercial; 65 AM, 19 FM, no government owned stations.  
Radios: 225,000.  
TV stations: 10 channels.  
TV sets: 48,000.  
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.

### ● importers

Agencias Diaz, Calle 34 Este 6-07, Aptdo. 4559, Panama.  
Artelec, Ave. Central y Calle 34, Panama.  
Bema, Ave. Central 17-63, Aptdo. 398, Panama.  
Cyrnos, Ave. Jose Francisco de la Ossa, Aptdo. 976, 24-21, Panama.  
Discolandia, Via Espana y Calle 37, Edificio Espana, Panama.  
Discofeca Reco, Via Espana, Aptdo. 1133, Panama.  
Electra, Ave. Justo Arosemena y Av. Ecuador, Aptdo. 617, Panama.  
Grecha, PO Box 6770, Ave. Central 18-81, Panama 5, Gen. Mgr.: Isaac Missrie.  
Panama Radio, Plaza 5 de Mayo, Aptdo. 617, Panama.  
Tropelco, Ave. Central 17-63, Aptdo. 827, Panama.

## PARAGUAY

Population: 2,000,000.  
Official rate of exchange: \$1 (US) = 11 guarani.  
Per capita income: \$600.  
No. of homes with record players: 15,000.  
Average retail price per record: LP—\$4.65; EP—\$1.45.  
Records imported from USA: None.  
Radio stations: 7.  
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).

### ● record manufacturers

Guarani, Industrias Fonoelctronicas, Antequera 662, Asuncion. Tel: 1241. Gen. Mgr.: Jorge Urdapilleta.  
Label: Guarania.  
Marpar, Cerro Cora, Casi Tacuari, Asuncion. Tel: 6551. Gen. Mgr.: Marcelino Paredes; Mgr.: Miguel Benites.  
Label: Marpar.  
Philips del Paraguay, Casilla Correo 605, Asuncion.

### ● music publisher

Fermata, Estrella 151 altos, Asuncion.

### ● recording studio

Guarani, Antequera 662, Asuncion.

## PERU

Population: 12,000,000.  
Official rate of exchange: \$1 (US) = 27 soles.  
Per capita income: \$672 annually.  
No. of homes with record players: 250,000.  
Records imported from USA (factory value): 1966—\$247,865; 1965—\$169,091.  
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.  
Radio stations (medium wave). 103; 100 AM, 3 FM—1 stereo.  
Radios: 2,000,000.  
TV stations: 12.  
TV sets: 175,000 (1964).  
Import-Export regulations: Duties on popular records is approx. \$4. per record; classical records may be imported duty-free.  
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.

### ● record manufacturers

Decibel.  
Decibel, Moquegua 182, Of. 306, Lima. Mgr.: Mauricio Santa Maria.  
Labels: Decibel, Fermata.  
This company represents: A&M (USA), Fermata (Brazil), Orfeon (Mexico), RGE (Brazil).  
Discofom, Moquegua 270, Of. 402, Lima. Tel: 77995. Cable: Discofom. Gen. Mgr.: Alberto Salaverry.  
Label: Discofom.  
This company represents: Ducretet-Thomson (France), Kapp (USA), Les Discophiles Francaises (France), Fonograma (Venezuela), Pickwick (USA).  
Discos Smith, Parque Chicama 1425, Balconcillo, Lima. Tel: 32851. Mgr.: Manville Smith.  
Label: Smith.  
Distribuidora Musical, Pao Colon 299, Lima. Mgr.: Alejandro Parodi.  
Label: Corona.  
This company represents: Quality (Canada), Vergara (Spain).  
Distribuidora Peruana Sudamericana, Jiron Antonio Miro Quesada 309, Of. 210, Lima. Tel: 73624. Cable: Josesal. Gen. Mgr.: Jose L. Salazar; Mgr.: Jaime Guzinsky; Sales: Javier L. de Mola.  
Label: Disperu.  
This company represents: Atco (USA), Atlantic (USA), Command (USA), Co-Ro (Mexico), Dot (USA), Gema (USA), Imperial (USA), Liberty (USA), Music Hall (Argentina), Musidisc (Brazil), Nilser (Brazil), Roulette (USA), Tico (USA), Vee Jay (USA), World Pacific (USA).

Dorem.  
El Virrey.  
E.M.I (see Industrias Electricas y Musicales (IEMPSI).  
FTA-RC.A.  
Fabricantes Tecnicos Asociados (FTA), PO Box 3662, Km. 6 Autopista Ancon, Lima. Tel: 47018 & 42050. Cable: FTA. Gen. Mgr.: Nilo Marchant; Sales: O. Vazquez.  
Labels: FTA, Gaviota, Varv-Bo.  
This company represents: Bambuco (Columbia), Belter (Spain), Microfon, Ala Nickey (Argentina), Quinto, Request (USA), Sonolux (Columbia).  
Imperial del Peru, Carabaya 685, Of. 310, Lima. Tel: 70908. Mgr.: Eduardo Salazar; Sales: Oscar Bata.  
Label: Imperial.  
This company represents: Imperial (Brazil).  
Industrias Electricas y Musicales Peruanas (IEMPSA).  
Industrial Sono Radio.  
Industrial Sono Radio, Av. Republica de Panama 1427, Lima. Tel: 31854. Cable: SONORADIO. Pres.: Luis A. Aubry; Mgr. & Sales: Carlos Zavala; A&R: Mario Cavagnaro; Promo., Adv. & Pub. Dir.: Rafael E. Bethencourt; Int'l: Carolina Coloma.  
Labels: Columbia Suaritos, SonoRadio, Zeida.  
This company represents: CBS (Int'l), Onix (Ecuador), Ricordi (Italy).  
Industrias Electricas y Musicales Peruanas (IEMPSA), Miro Quesada 260, Lima. Tel: 39139, 36494 & 77399. Cable: IEMPSA. Mg'g Dir.: Augusto Sarria S.; Sales: Gilberto Cueva; Int'l: Nora Catanzaro.  
Label: Lider.  
This company represents: Angel (USA), Capitol (USA), EMI (United Kingdom), London (USA &

United Kingdom), Musart (Mexico), Odeon, Parlophone, Reprise (USA), Seeco (USA), Warner Bros. (USA).  
Industrias Fonograficas el Inca, Jiron Miro Quesada 309, Of. 510, Lima. Gen. Mgr.: Jose L. Salazar; Sales: Jose Hernandez.  
Labels: Riko, El Inca.

This company represents: Crescendo (USA), Hamilton (USA), Paradise (USA).  
Perudiscos, Horacio Urteaga 1144, Jesus Maria, Lima. Tel: 36398. Cable: Almadisc. Gen. Mgr.: Alberto Maravi.  
Label: Doremí.

Philips Peruana, Edificio Philips, Aptdo. 1841, Av. Alf. Ugarte 1268, Lima. Mg'g Dir.: Robert E. Delmas.

Sica Peruana, PO Box 3102, Oroya 224, Lima. Tel: 36371 & 37559. Cable: SICA PERU. Gen. Mgr.: Manuel Guerreros; Int'l: Angelica Roman; A&R: Amparo Caceres; Sales: Alfonso Bueno.  
Label: MAG.

This company represents: Elegre (USA), Carisch (Italy), Fiesta (USA), Montilla (USA), Panart (USA).

Talia Imdisa, Av. Canada 200, Balconcillo, Lima. Tel: 46810. Cable: Distalia. Pres.: Gino Sangalli; Sales: Dante Capella.  
Label: Talia.

This company represents: Caife (Ecuador), Ember (England), Time (USA), Vogue (France).

"El Virrey" Ind. Musicales, Av. Panamericana 3551, San Isidro, Lima. Tel: 28601, 29866, 25178 & 25435. Mg'g Dir.: Polidoro Garcia; Mgr.: Enrique Brenner; Sales: Enrique Maluenda; A&R: Raul del Mar; Int'l: Alberto Maravi.  
Labels: Virrey.

This company represents: Barclay (France), Buena Vista (USA), Chantecler (Brazil), Coral (USA), DGG (Germany), Decca (USA), Disc Jockey (Argentina), Disneyland (USA), Durium (Italy), Fonit-Cetra, (Italy), Fuentes (Columbia), Hispavox (Spain), Kubaney (USA), MGM (USA), Marfer (Spain), Maype (USA), Mercury (USA), Nichimen (Japan), Peerless (Mexico), Philips (Int'l), Polydor (Int'l), United Artists (USA), Velvet (Venezuela), Verve (USA).  
Int'l reps: Argentina (Disc Jockey), Bolivia (Hermen), Brazil (Chantecler), Chile (Philips Chilena), Columbia (Fuentes), Ecuador (Discos Ecuatorianos), El Salvador (Dicesa), Italy (Folklore), Japan (Nichimen), Mexico (Peerless), Venezuela (Velvet).

continued on page 272

# DECIBEL

S.  
A.

# LIMA PERU

- PRODUCCION
- DISTRIBUCION
- PROMOCION

REPRESENTANTES EXCLUSIVOS DE



JIRON MOQUEGUA 182  
OFS. 306-307-308  
TELF. 82393—  
CABLES DECIBEL—LIMA-PERU



INDUSTRIAS MUSICALES S. A.  
Lima - Perú

UN  
SELLO DE  
CATEGORIA  
PARA ARTISTAS  
CONSAGRADOS



Héctor Ferreyra

AV. PANAMERICANA 3551 - SAN ISIDRO  
TELF. 25178 - 25435 - 28601 - 29866



Lucho Macedo



Anamelba



Johnny Farfán

## IN PERU . . .

FIRST IN QUALITY

FIRST IN PROMOTION

- ★ RCA
- ★ SONOLUX
- ★ FTA
- ★ BAMBUCO
- ★ MICROFON
- ★ BELTER
- ★ ALA NICKY
- ★ DUNHILL
- ★ COLGEMS
- ★ VARBO
- ★ DISCOS QUINTO
- ★ REQUEST RECORDS

Y

LA PRIMERA MARCA  
NACIONAL EN  
ELECTRONICA



APARTADO 3682  
TELEFONO 42050 LIMA

The Most Aggressive  
New Company in Peru

**DOREMI**  
RECORDS  
TOPS IN  
PROMOTION  
TOPS IN SERVICES  
TOPS IN SALES

It all adds up to  
Peru's No. 1

**HITMAKER**  
**PERU DISCOS, S.A.**

Gen. Mgr.

**Alberto Maravi**

Telephone: 25435

P. O. Box 5552

Cables: Perudiscos

**LIMA, PERU**

continued

### ● music publishers

Consortio de Editoras Musicales, Av. Larco 743, Of. 402, Miraflores.  
Ediciones Internacionales Perumúsica, Jr. Arequipa 271, Of. 138-140, Lima. Tel: 77995. Cable: PERUMUSICA. Dir.: Ruben Alberto Salaberry.  
Edimusa (Sono. Radio), Av. Republica de Panama 1427, Lima.  
Editorial Continental (IEMPSA), Guillermo Damsey 1225, Lima. Tel: 36494.  
Editorial MAG, Jr. Oroya 224, Lima. Tel: 3671 & 37559. Cable: SICA PERU.  
Impresora y Editorial Luz (Virrey), Av. Panamericana 3551, San Isidro, Lima.  
La Rosa Hnos., Cailloma 125, Lima.  
Universal (FTA), Km. 6 Autopista Ancon, Lima.

### ● music licensing organization

Asociacion Peruana de Autores y Compositores (APDAYC), Wilson 1112, Lima. Tel: 30954. Pres.: Pedro Espinel; Mgr.: Hector Sapelli.

### ● services & supplies

#### PRESSING PLANTS

Discos Smith, Parque Chicama 1427, Balconcillo, Lima. Tel: 32851.  
Fabricantes Tecnicos Asociados, Km. 6 Autopista Ancon, Lima. Tel: 47018.  
Industrias Electricas y Musicales Peruanas (IEMPSA), Prolongacion Guillermo Damsey 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, Jr. 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 Damsey, 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 Damsey 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 Damsey 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.

## PHILIPPINES

Population: 34,583,000.  
Official rate of exchange: \$1 (US) 3.90 pesos.  
Per capita income: \$60.  
Records sold domestically: LP's, 1966-63,907 units at \$230,064; 1965-51,124 units at \$184,047; up 25%. EP's, 1966-780 units at \$975; 1965-520 units at \$650. Singles, 1966-3,050 units at \$1,525; 1965-2,240 units at \$1,220.  
Records manufactured for domestic & export sale: LP's 1966-2,584 units at \$9,304; 1965-2,247 units at \$8,090. EP's 1966-780 units at \$975; 1965-520 units at \$650. Singles 1966-3,050 units at \$1,525; 1965-2,240 units at \$1,220.  
Records imported from USA (factory value): 1966-\$21,534; 1965-\$26,374.  
Records exported to USA (factory value): 1966-3,825 units at \$8,117; 1965-3,150 units at \$6,308.  
Average retail price per record: LP-\$3.60; EP-\$1.25; Single-\$.50.  
Stereo Sales: 50% of total sales.  
Record Club sales: none.  
Tape: no real demand for tape as yet.

continued on page 274





SONO RADIO RECORDS ADVERTISING

SONO RADIO RECORDS  
LIMA - PERU

**IF YOU WANT TO GROW IN  
PERU, WHY NOT GROW WITH US. . . .**

**SERVING  
SOUTH AMERICAN  
MARKET. . . .**

**IN THE WIDE WORLD  
OF THE MUSIC. . . .**

**LICENSEE OF  
CBS-COLUMBIA**

**AND ANOTHER BIG LABELS  
OF THE WORLD. . . .**

**WE MANUFACTURE  
AND DUPLICATE  
STEREO TAPES**

**INDUSTRIAL SONO-RADIO S. A.  
AVENUE REP. DE PANAMA 1427 TELEPHONE 31854  
LIMA - PERU**

**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**

continued

**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.

**Jukeboxes:** 6,000.

**Radio stations:** 146 commercial; 8 government.

**Radios:** 1,750,000.

**Television stations:** 6 commercial channels.

**TV sets:** 200,000.

**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.

**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.

Louis Ma. Trinidad.

## ● record manufacturers

Altec Prods., 7 San Luis St., Pasay. Tel: 8-2846. Mgr.: Sy Bon Kay.

D'Swan Sound System, PO Box 2209, Republic Supermarket Bldg., Room 300B, 509 Rosario St., Manila. Tel: 3-65-28. Cable: UNAMICO.

**Int'l rep:** Luis Lee.

**Labels:** (owned) D'Swan, Kim, Playtex. (distributed) Eagle, George.

**This company represents:** B.T. Puppy, Josie, Jubilee, Port, Toot.

Dyna Prods., 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:** Cadence, Cameo-Parkway, Chancellor, Disneyland, Dolton, Gordy, Liberty, Motown, Parlophone, Pye, Sue, Tamla, Vanguard, World Pacific.

Filipinas, 131 Del Monte Ave., Quezon City. Tel: 23-66-17. Cable: FILRECO. Pres. & Sales: Manuel Villar.

**This company represents:** RCA Victor (USA).

Home Industries Development, PO Box 34, Republic Super Market Bldg., Suites 234-238, 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 Jay.

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, Atlantic/Atco, Bang, Capitol/Tower, Colgems, Columbia/Epic, Command, Duke/Peacock/Backbeat, Dunhill, Embassy, Hickory, Hispavox, Joy/Select, Kapp/Medallion, Kama Sutra, Laurie, MGM/Verve, Monument, Musicor, Project 3, 20th-Fox, Valiant.

MICO-Cosdel, 667 St., Quiapo, Manila. Tel: 3-82-30. Cable: MICO. Mgr., A&R & Int'l: Eusebio Contreras; Sales: Elena Macaraeg.

**Label:** Mico.

**This company represents:** Backbeat, Bonand Music Box Co., Coca, Concert Disc, Counterpoint, Dart Int'l., Dot, Durim, Elektra, Ember, Everest Ents., Fraternity, GNP Crescendo, Mustang, Prestige, Reprise, Seeco Int'l, Sleetwood, Vox, Warner Bros.

## ● music publisher

Mareco, 131 Del Monte Ave., Quezon City.

## ● 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.

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 ORGANIZATION

Filipino Society of Composers, Authors & Publishers, Republic Supermarket Bldg., Rm. 243, Rizal Ave., Manila. Pres.: Felipe P. de Leon.

## PRESSING PLANTS

Altec Prods., 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-Cosdel, 667 Sales St., Manila. Tel: 3-82-30.

## RECORDING STUDIO

Mareco, Muelle del Banco Nacional, Manila. Tel: 3-11-83 & 4-10-81.

## ● music festival

Philippine Music Festival, c/o League of Filipino Composers, 1665 Taft Ave., Manila. Chm.: (Miss) Lucrecia R. Kasilag. Classical Philippines.

**Dates:** March.

## POLAND

Population: 31,000,000.

Official rate of exchange: \$1 (US) = 24 Zlotys.

Records imported from USA: \$25,000.

Records exported to USA (factory value): 1966—32,599 units @ \$29,972; 1965—31,581 units @ \$25,451.

Radio stations: 18 government-owned—18 AM, 1 FM. Radios: 5,788,000.

Type of programming: Mostly recorded music; 70% popular, 24% classical, 6% other.

TV stations: One channel, 18 stations

TV sets: 1,698,000.

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.

## ● record manufacturer

P. P. Polskie Nagrania, Długa 5, Warsaw. Tel: 313231. Dir.: Pawel Kruk. Labels: Muza, Pronit, Veriton.

## ● music publishers

Polskie Wydawnictwa Muzyczne, Al. Krasińskiego 13, Krakow. Dir.: M. Tomaszewski.

WAF Synkopa, Krakowskie Przed, 7, Warsaw. Dir.: St. Kisielewski.

## ● importer-exporter

Ars Polona, Krakawskie Przed, 7, Warsaw. Dir.: Stefan Lutkiewicz.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Authors' Agency, Hipoceczna 2, Warsaw.

Conseil Polonais de la Musique (Polish section of the Conseil International de la Musique) Kruca 24/26, Warsaw.

Jeunesses Musicales de Poland—"Pro Musica." Direction: Music Conservatory Okolnik 2, Warsaw.

Stowarzyszenie Polskich Artystow Lutników (Association of Polish Violin Makers), Krakowskie Przed, 16/18, Warsaw.

Stowarzyszenie Polskich Artystow Muzykow (SPAM) (Association of Polish Musicians), Kruca 24/26, Warsaw.

Towarzystwo im. Fryderyka Chopina (TIFC—Chopin Society), Okolnik 1, Warsaw.

Warszawskie Towarzystwo Muzyczne (Warsaw Music Society), Podwale 23, Warsaw.

Henryk Wieniawski Society, Stary Rynek 46/47, Poznan.

ZAIS (Authors and Composers Ass'n), Hipoceczna 2, Warsaw.

Związek Kompozytorow Polskich (Union of Polish Composers), Rynek Starego Miasta 27, Warsaw.

## RECORDING STUDIO

P. P. Polskie Nagrania, Długa 5, Warsaw. Dir.: Pawel Kruk.

## TAPE DUPLICATING

P. P. Polskie Nagrania, Długa 5, Warsaw. Dir.: Pawel Kruk.

## ● music festivals

Festival of Organ Music, Oliwa, Gdansk. (July-September).

Chopin Festival, Duszki. (August 5-9).

International Song Festival of Sopot, Senatorska 13/15, Warsaw. (August 17-20).

Cantatas and Oratorium Festival, Wroclaw. (August 25-30).

Third Festival of Russian and Soviet Music, Ladek-Zdroj. (September 7-10).

Fourth Festival of Polish Music, Bydgoszcz. (September 8-12).

Third International Festival of Stringed Instruments (September 15-24).

Autumn in Warsaw Festival, Rynek Starego Miasta 27, Warsaw.

Type: International festival of contemporary music.

Dates: September 16-24.

Tenth International Jazz Jamboree, Polska Federacja Jazzowa, Nowogrodzka 1, Warsaw. Cable: POLJAZZ.

Dates: October 12-15.

Polish Organ Competition, Warsaw. (October 16-23).

Fifth International H. Wieniawski Violin Competition, Poznan. (November 4-9).

Sixth Festival of Polish Contemporary Music, Warsaw. (November).

Days of Organ Music, Cracow. (February).

Poznan Musical Spring, Poznan.

Polish Violin Competition, Warsaw. (April).

Days of Chamber Music, Lancut. (May).

Cracow Musical Spring of Young Musicians, Cracow. (May).

Festival of Military Music and Song, Polczyn-Zdroj. (June).

Festival of Symphonic Orchestras, Cichocinek (June).

National Polish Song Festival, Opole. (June).

Festival of Organ and Chamber Music, Kamien Pomorski. (June).

Festival of Boys' Choirs, Poznan. (June).

Moniuszko Festival, Kudowa-Zdroj. (July).

## PORTUGAL

Population: 9,106,000.

Per capita income: \$400 annually.

Official rate of exchange: \$1 (US) = 28.5 escudos.

Records imported from USA (factory value): 1966—\$25,877.

Records exported to USA (factory value): 1966—62,085 units at \$58,868; 1965—34,586 units at \$28,917.

Radio Stations: 19.

Radios: 1,800,000.

TV stations: 1.

TV sets: 410,000.

Holidays: Jan. 1, June 9 (Corpus Christi), June 10 (National Day), Aug. 15 (Assumption), Oct. 5 (Confirmation of the Republic), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 12 (Declaration of Independence), Dec. 25.

## ● record manufacturers

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.

**Cable:** BELTERDISC.

**This company represents:** ACM (Great Britain), Atco (USA), Atlantic (USA), Belter (Argentina & Spain), CNR (Holland), Cantagallo (Germany), Carosello-Curci (Italy), MRC (Italy), Meazzi (Italy), Metronome (Denmark, Germany, Sweden, USA), Palette (Belgium), Ri-Fi (Italy), Serfaty (Venezuela), Vox (USA).

Valentim de Carvalho, Rua Nova do Almada, 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM. Exec. Dir.: Dr. M. Graca B. Carvalho & Rui Valentim Carvalho; A&R Pop: Merio Martins; A&R Classical: Julio Cunha; Sales & Mktg. Mgr.: Abelha dos Santos; Pub. Mgr.: Helder Pereira; Adv. Mgr.: M. Virginia Posal Domingues.

Promo. Mgr.: J. Belchior Viegas.

**This company represents:** Columbia, Capitol, Decca, Dot, HMV, London, Liberty, Odeon, Parlophone, Pathe, Stateside.

**Int'l representative:** EMI (England).

Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1. Tel: 683121. Cable: PHILAMP. Dir.: J. van de Panne; Pop A&R & Promo.: Antonio Manuel Coelho Ribeiro; Publicity: Joaquim Rodrigues Faisca.

**Labels:** (Owned) Chave, (distributed) Tecla.

**This company represents:** Archiv (Germany), Cynus (France), DGG (Germany), Fontana (Int'l), Mercury (USA), Octave (USA), Philips (Int'l), Polydor (France & Germany), Riverside (USA), Scepter (USA), Sinter (Brazil).

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, Alvorado Int'l, Aquila, Melodia.

**This company represents:** Amadeo (Austria), Artone (Netherlands), Atlantic (USA), Barclay (France), 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-Fox (USA), United Artists (USA), Venevox (Brazil).

**Int'l reps:** Brazil (Continental), Mexico (Gamma), South Africa (Gallo), Spain (Hispavox), Venezuela (Venevox).

**Tecla** (Sociedade Commercial de Discos); Rua Eca de Queiros 20-3. Dt., Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto; Pop A&R: Fernando Peres & L. Vilas-Boas; Pub.: Manuel Peres, Promo.: Armando Santos. Labels: Tagus, Tecla.

**This company represents:** A U (Brazil), Bentler (Italy), GNP Crescendo (USA), Gallotone (South Africa), Mocambo (Brazil).

**Telectra** (Empresa 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. Dirs.: 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. Labels: Orfeu.

**This company represents:** Durim, Kapp, Pye, RR, Reprise, Vogue, Warner Bros.

**Int'l reps:** France (Vogue), Italy (Durium), United Kingdom (Pye), USA (Kapp, Reprise, Warner Bros.).

## ● music publishers

Valentim de Carvalho, Rua Nova do Almada 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM. Pres.: Dr. M. Graca B. Carvalho; Gen. Mgr.: Antero Pita.

Costa Pinto (SECTP), Rua Eca de Queiros 20-3. Dt., Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto. Edicoes Musicais Triunfo, Praca do Municipio 309, Porto. Tel: 21445, 33624 & 32462. Cable: RATRIL.

## MUSIC LICENSING ORGANIZATION

S E C T P, Avenida Duque, De Louie 111, Lisbon.

## ● importers & exporters

Oreves, Rua do Madalena 237-2 Dt., Lisbon. 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.

Telectra Rua Rodrigo de Fonesca 103 r c, Lisbon. Tel: 686072

Arnoldo Trindade, Rua de Santa Catarina 117, Porto. Tel: 21232. Cable: RADILECTRA.

## ● music festival

### PRESSING PLANT

Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445.

## ● music festival

Gulbenkian Music Festival, c/o Fundacao Calouste Gulbenkian, Av. de Berne, Lisbon. Tel: 762146. Type: Classical music, opera, ballet, chamber music. (May 15-June 5).

# PUERTO RICO

Population: 2,644,000.

Per capita income: \$980 annually.

Official rate of exchange: Same as USA.

No. of homes with record players: 75% of homes in San Juan area; 30-50% elsewhere.

Records sold domestically: 1966-\$2,750,000; 1965-\$2,500,000.

Records imported from USA: (factory value) 1966-\$1,994,237; 1965-\$1,785,809.

Records imported from countries other than USA (factory value): 1966-\$12,033 (chief sources: West Germany-\$1,616; Venezuela-\$9,125).

Records exported to USA excluding Virgin Islands (factory value): 1966-\$113,211.

Records exported to Virgin Islands (factory value): 1966-\$94,707; 1965-\$68,652.

Records exported to countries other than USA (factory value): 1966-\$42,527; 1965-\$35,234 (chief buyers: Barbados BWI-\$2,680; British Guiana-\$2,096; Dominican Republic-\$7,237; French West Indies-\$12,728; Haiti-\$4,969).

Average retail price per record: LP-\$2.75; EP-\$1.50; single-\$0.85.

Stereo sales: 15% of total sales.

Record club sales: 15% of total sales.

Tape: Sale of reel-to-reel and cartridge tapes, although very small by USA standards, is increasing. The lack of Latin material by up-to-date artists accounts for the slow sales. Musicassette has not yet been merchandised here.

**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. No statistics are available for record club sales, since merchandise arrives via parcel post direct to the customer.

**Discounting:** Frequent and on the increase.

**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:** 10,000.

**Radio stations:** 59 commercial; 2 government; 3 Armed Forces-41 AM; 20 FM.

**Type of programming:** 80% of programming is recorded. Live shows are mostly between 12 noon and 2 p.m.

**Radios:** 500,000.

**TV stations:** 10 channels 2 government-8 commercial.

**Type of programming:** 90% of programs are films with dubbed Spanish dialogue. Live programming includes local soap operas in Spanish and two weekly one hour variety programs in the evenings.

**TV sets:** 350,000.

**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 rates 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.

**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. Antonio Contreras

## ● record manufacturers

### LOCAL MANUFACTURERS

Alcazar, PO Box 292, San Juan. Tel: 723-3213.

Pres.: Arturo Somohano.

Borinquen, 403 San Jorge St., Santurce. Tel: 725-1895. Pres.: Dario Gonzalez.

Fragoso, PO Box 2774, San Juan. Tel: 723-0505.

Pres.: Lino Fragoso.

Gema, 154 Tres Hermanos St., Santurce. Tel: 725-4408. Pres.: A. L. Mont.

Hit Parade, c/o Her-Cor Corp., PO Box 1282, Hato Rey. Tel: 765-2545.

Jenny, L 13 Ext. Los Angeles, Santurce. Tel: 791-1604. Pres.: A. L. Pizarro.

Marilu, 2020 Espana St., Santurce. Tel: 722-3441.

Pres.: Antonio Contreras.

Marvela, PO Box 2027, San Juan. Tel: 722-5171.

Pres.: Carlos Julia.

Montilla, 1859 Fernandez Juncos, San Juan. Tel: 725-1140. Pres.: A. Garcia.

MSART, PO Box 3353, GPO, San Juan 00936. Tel: 765-5301. Pres.: Ernesto Lopez.

R C A Victor, PO Box 2625, Rio Piedras. Zip: 00928. Tel: 767-6381. Pres.: Carlos Rom.

Rico-Vox, PO Box 8607, Santurce. Tel: 782-7772.

Pres.: Bernardo Herger.

Riney, Calle Caceres 308, Urb. Valencia, Rio Piedras. Tel: 767-6381. Pres.: N. Rivera.

Showtime, PO Box 12124, Santurce. Tel: 724-2653.

Pres.: Carter Harman.

## NEW YORK MANUFACTURERS FOR PUERTO RICAN SALE

America, 151 E. 116 St., New York, N. Y.

Ansonia, 922 Columbus Ave., New York, N. Y.

BMC, 12-08 37 Ave., Long Island City, N. Y.

Beta, 599 10 Ave., New York, N. Y.

Casino, 404 W. 46 St., New York, N. Y.

Futura, 852 Westchester Ave., Bronx, N. Y.

Fonseca, 115 Smith St., Brooklyn, N. Y.

Gema, 693 10 Ave., New York, N. Y.

Iglesias, 689 10 Ave., New York, N. Y.

La Flor, 65 Graham Ave., Brooklyn, N. Y.

Maseda, 442 E. 149 St., Bronx, N. Y.

Miami, 643 10 Ave., New York, N. Y.

Remo, 664 10 Ave., New York, N. Y.

Rival, 151 E. 116 St., New York, N. Y.

SMC, 319 W. 48 St., New York, N. Y.

Seeco, 39 W. 60 St., New York, N. Y.

Solfed, 87 Wilson St., Little Ferry, N. J. 07643.

Suaritos, 155 E. 116 St., New York, N. Y.

Tropical, 39 W. 60 St., New York, N. Y.

## FLORIDA MANUFACTURERS FOR PUERTO RICAN SALE

Antillas, PO Box 4072, Miami, Fla.

Miami, 2819 N.W. Seventh Ave., Miami, Fla.

Mur, PO Box 3038, Hialeah, Fla.

Musical Recs., PO Box 75, Miami, Fla.  
Nuria, PO Box 2122, Hialeah, Fla.  
South Eastern Records, PO Box 33011, Hialeah, Fla.  
Velvet, 124 W. 29 St., Hialeah, Fla.

## ● record distributors

Allied Wholesale of P.R., PO Box 512, Catano. Puerto Rico, Zip: 00632.

Labels: Seeco, Tropical, Parnaso.

Jose E. Calvo, Condominio San Martin, Santurce. Zip: 00909.

Labels: Belter, Kristal, Kubaney, Zafiro

Casa Fragoso, PO Box 2774, San Juan.

Labels: Audio Fidelity, Billo, Fonograma.

Central, PO Box 228, Hato Rey. Zip: 00919.

Labels: Roulette, Tico.

Antonio Contreras, Box 6886, Loiza Sta., Santurce. Zip: 00914.

Labels: Dot, Kapp, Monument, Seeco, Tropical.

Distribuidora Nacional, 606 Cerra St., Santurce.

Labels: Liberty, Monument, Velvet.

Island Recs., 504 Sirio St., Urb. Altamira, Rio Piedras. Zip: 00920.

Labels: Caribe, Hispavox Palacio, Rico-Vox.

Kelvinator Sales, 1193 Ponce de Leon, Rio Piedras. Zip: 00925. Tel: 767-5265. Cable: ELREE.

Gen. Mgr.: Carlos Rom; Rec. Mgr.: Ignacio Mena.

Labels: Camden, RCA Victor.

Maribel, 604 Cerra St., Santurce.

Label: Falcon.

Thomas A. McGuiness, 175 Hostos St., Rm. 719, Hato Rey. Zip: 00918.

Label: CBS Columbia.

Ultra Recs., 1859 Fernandez Juncos Ave., Santurce.

Labels: CBS Columbia, Fuentes, Montilla (45's only).

J. Martinez Vela, PO Box 2027, San Juan.

Labels: EMI, Mercury, Musicor, Reprise, Warner Bros., Peerless (Mexico).

## ● music importers

Bazar Andreu, 157 Tetuan St., San Juan.

Casa Giusti, 202 Fortaleza St., San Juan.

Mendez Record Store, 1460 Ponce de Leon, Santurce.

Peer Int'l, PO Box 10192, 1250 Ponce de Leon Ave., Santurce. Cable: SOUTHMUSIC. Tel: 725-2380.

## ● dealers, importers of stereo and high fidelity equipment and parts

Audio Specialties, 227 Carpenter Rd., Hato Rey. Zip: 00917.

Braun Electronics, Caribbean Towers, Santurce. Zip: 00907.

Charron's HiFi, 306 Ponce de Leon, Hato Rey. Zip: 00918.

Electronics Corp., 1316 Fdz Juncos Ave., Santurce. Zip: 00909.

Electronics of P.R., 470 Francia St., Hato Rey. Zip: 00917.

Hi Fidelity, 2000 Inglaterra St., Santurce. Zip: 00915.

Manhattan Sound, PO Box 301, Hato Rey. Zip: 00919.

Music Makers, 606 Hipodromo St., Santurce. Zip: 00909.

German Ortiz, Darlington Bldg., Rio Piedras. Zip: 00925.

Orbitronics Corp., San Patricio Pl., Puerto Nuevo. Zip: 00920.

Pan American Labs., 519 Valcarcel St., Santurce. Zip: 00923.

Ernesto Ruiz, 1812 Loiza St., Santurce. Zip: 00911.

San Juan Electronics, 150 Ponce de Leon, San Juan. Zip: 00901.

Soni Lab Corp., 1679 Ponce de Leon, Santurce. Zip: 00909.

Stereo Sound System, 1000 Munoz Rivera, Rio Piedras. Zip: 00927.

Telemusic Corp., 1105 Ponce de Leon, Santurce. Zip: 00907.

## ● service and supplies

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Federation of Musicians, Local 468, 255 Canal St., Santurce.

Music Associates, 1705 Loiza St., Santurce.

### MUSIC LICENSING ASSOCIATIONS

Peer Int'l, PO Box 10192, Santurce.

S P A C E M (ASCAP), 1105 Ponce de Leon Ave., Santurce.

### PRESSING PLANTS

Montilla, Canovanas. Zip: 00629.

Puerto Rico Recs., PO Box 2027, San Juan.

San Juan Recs., 911 Refugio St., Santurce.

continued on page 276

continued

## RECORDING & TAPE DUP. STUDIOS

Aviles, 401 Ponce de Leon Ave., Puerta de Tierra, Zip: 00909. Tel: 723-1123.  
 Grabaciones Mayoral, 555 De Diego Ave., Puerto Nuevo, Zip: 00920. Tel: 783-2245.  
 Montilla, Canovanas, Zip: 00629. Tel: 876-2380.  
 Ochoa, 1105 Fernandez Juncos Ave., Santurce, Zip: 00907. Tel: 724-1772.  
 Soni Lab Corp., 1679 Ponce de Leon Ave., Santurce, Zip: 00909. Tel: 723-1123.  
 Trans Rec'g, 1506 Roosevelt Ave., Puerto Nuevo, Zip: 00920. Tel: 783-3711.

## ● musical instrument importers

**Note:** The world-wide trend toward the playing of musical instruments by the younger generation is strongly reflected in the Puerto Rican market. Guitars and other string instruments imported from the USA alone reached the figure of \$247,394 during 1966; wind instruments accounted for \$204,923.

Casa Isern, 53 Arzuaga St., Rio Piedras.  
 Casa Margarida, 562 Munoz Rivera Ave., Hato Rey, Zip: 00918.  
**Instruments:** guitars (Fender), Selmer instruments.

Hato Rey Accordions, Calle Vela 3, Hato Rey, Zip: 00918.

**Instruments:** accordions (Excelsior).  
 Melody Ctr., 555 De Diego Ave., Puerto Nuevo, Zip: 00902.

Millon, 258 Fortaleza St., San Juan, Zip: 00901.  
**Instruments:** Spanish guitars.

Music Ctr., 108 Calle Arzuaga, Rio Piedras, Zip: 00925.  
**Branch:** Santurce, 1003 Ponce de Leon Ave, Zip: 00907.

Musical Trading, 1853 Ponce de Leon Ave., Santurce, Zip: 00909.

Sears, Roebuck, 106 Coll y Toste St., Hato Rey, Zip: 00918.

Sentif Music Ctr., 14 L Urb. Flamingo, Bayamon, Zip: 00619.

J. Martinez Vela, 358 San Francisco St., San Juan, Zip: 00901.  
**Instruments:** Spanish guitars, electric guitars & amps.

## ● musical festivals

Festival Casals of Puerto Rico, PO Box 2672, San Juan, Music Dir.: Pablo Casals; Ass't Music Dir.: Alexander Schneider. Winter Address: USA, 666 Fifth Ave., New York, N. Y. 10019. Tel: (212) CI 5-1961.  
**Type:** classical (May-June).

# SINGAPORE

**Population:** 1960 estimate—1,600,000; latest official estimate—1,939,600.

**Official rate of exchange:** \$1 (US) \$3 Singapore (approx.)

**Over-all income:** \$3,017,000,000.

**Per capita income:** \$1,600 annually (average).

**Number of homes with record players:** 170,000.

**Records imported from USA:** US \$273,879 (factory value); US \$553,256 (retail value).

**Records imported from countries other than USA:** US \$1,200,269 (factory value); US \$2,412,003 (retail value).

**Records exported to countries other than USA:** US \$886,779 (factory value); US \$1,802,294 (retail value).

**Average retail price per record:** LP's: \$3.50 (US); EP's: \$1.25 (US); Singles: 65 cents (US).

**Discounting:** Frequent.

**Stereo sales:** 70% of total sales.

**Type of record distribution:** Manufacturer to wholesaler to retailer; rarely manufacturer to retailer. Helping to boost sales of phonograph records are the large number of Street Stalls and Travelling Night Stalls in urban and rural areas throughout the Republic. These vendors bring records to the doorsteps of buyers and their number is increasing daily. Helped by retail shops who allow them 30 days' credit, these enterprising salesmen are reaping good profits from very good sales. They charge slightly less than prices obtained in record dealers' shops in the city.

**Jukeboxes:** None (prohibited by government).

**Radio stations:** AM: One government-owned station which broadcasts in four languages—English, Malay, Chinese and Tamil—from 6 a.m. to 12 midnight daily, on both the Medium Wave Band and the Short Wave Band. Transmissions are over four channels and the total number of hours over the air averages 504 hours per

week, of which approximately 251 are occupied by commercials in the four language streams. About 50% of the remainder of the programming is devoted to entertainment, of which recorded music, disk jockey and recorded plays comprise about 70% of the daily programming. Rediffusion, Ltd., broadcasts a wired service, mainly commercials and entertainment programs.

**Radios:** 77,696.

**Television stations:** One government-owned television station transmitting daily on two channels from 6 p.m. to 11:30 p.m. (earlier start on holidays). The total number of hours over the air averages 75 hours per week with an extra five hours on holidays. All broadcasts are in four languages—English, Malay, Chinese and Tamil. Commercials take up about 20% of broadcasting time. Biggest attractions are live musical shows featuring pop songs, jazz, country and western and folk songs from current hits sung by local artists. These are broadcast daily on the two channels in English, Malay, Chinese and Tamil. Latest dance numbers such as "A-Go-Go," "Hala Hala," "Twist," "Cha-Cha-Cha," etc., are performed to recorded music in these shows. These programs have boosted the popularity of "beat" music records, both instrumental and vocal.

**TV sets:** 62,921.

**Important record 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.

**Holidays:** New Year's Day, Thaipusam, Chinese New Year, Hari Raya Puasa, Hari Raya Haji.

Wally Chan

## ● record manufacturers

Borneo, 71 Robinson Rd., Singapore 1. Tel: 76181. Cable: Borneo.

Chiang Huat, 164 S. Bridge Rd., Singapore 1. Tel: 74144. Mgr.: T. T. Quek.  
**Label:** Maggie.

Diamond Music, 7 Jalan Kayu Manis, Mt. Elizabeth, Singapore 9. Tel: 39636.

Gramophone, 302 Orchard Rd., Singapore 9. Tel: 32003.

Hup Hup, 232 Serangoon Rd., Singapore 8. Tel: 31873.

Maggie (see Chiang Huat).  
 William Jacks, PO Box 2150, Clemenceau House, Clemenceau Ave., Singapore 9. Tel: 26470. Cable: EXPANDED.

**Note:** New EMI recording plant opened in July in Singapore's modern industrial complex in Jurong. Details not available at press time

## ● importers & exporters

Borneo, 71 Robinson Rd., Singapore 1. Tel: 76181. Cable: BORNEO.

**This company represents:** Capitol (USA), Columbia (USA), MGM (USA), Parlophone (USA), EMI (England), HMV (England), Pathe (France & Hong Kong), Angel (India).

Chiang Huat, 164 S. Bridge Rd., Singapore 1. Tel: 74144. Mgr.: T. T. Quek.

**This company represents:** Liberty (USA), Imperial (USA), Dolton (USA), Blue Note (USA).

Cosdel, 50-E Armenian St., Will's Clinic, 2nd Floor, Singapore 6. Tel: 35047. Mgr. Dir.: S. P. Sim. Cable: COSDEL.

**This company represents:** Pye (England), Dot (USA), Motown (USA), Tamla (USA), Gordy (USA), Hamilton (USA), Chess (USA), Checker (USA), Argo (USA), Hickory (USA), Ember (United Kingdom), A & M (USA), ABC (USA), Barclay (France), Festival (Australia), Coral (USA), Clarion (Australia), Cadet (USA), Century (USA), Colpix (United Kingdom), Golden Guinea (United Kingdom), Marble Arch (United Kingdom), Time (USA), Warner Bros. (USA), Reprise (USA).

Cycle & Carriage, PO Box 142, 41-43 Orchard Rd., Singapore 9. Tel: 39381. Cable: CYCLECARRI. Gen. Mgr.: Chuna Boon Peng.

**This company represents:** Polydor (Int'l).

Decca, E-6 MacDonald House, Orchard Rd., Singapore 9. Tel: 20537. Mgr.: D. J. Coupland.  
**This company represents:** Decca, London, Ace of Clubs, Ace of Diamonds, Argo (all United Kingdom).

Edward Eu, 1 Orchard Rd., Singapore 9. Tel: 25448. Cable: EUTRONIC. Gen. Mgr.: Edward Eu.

**This company represents:** RCA (England, USA, Australia).

Hup Hup, 232 Serangoon Rd., Singapore 8. Tel: 31873.

**This company represents:** CBS (USA).

E. S. Isaac, 168-A Cecil St., Singapore 1. Tel: 78460. Cable: ISAACNCO.

**This company represents:** Artone (Holland), Crescendo (USA), Everest (USA), Vogue (France), Vox (USA).

William Jacks, PO Box 2150, Clemenceau House, Clemenceau Ave., Singapore 9. Tel: 26470.

**This company represents:** Philips (Holland), Fontana (England), Smash (USA), Mercury (USA).

Kwang Sia, 104 Hill St., Singapore 6. Tel: 34501.

Music City, 61-63 High St., Singapore 6. Tel: 30283.

Victory Rec., 487 N. Bridge Rd., Singapore 7. Tel: 23932.

## ● supplies & services

### PRESSING PLANTS

Kinetex, 9 Wan Tho Ave., Singapore 13. Tel: 86209.

Ruby Rec. Ind., 92 Koon Seng Rd., Singapore 15. Tel: 43670.

### RECORDING & TAPE DUP. STUDIOS

H M V, MacDonald House, Orchard Rd., Singapore 9. Tel: 32002.

Kinetex, 9 Wan Tho Ave., Singapore 13. Tel: 86209.

H. A. O'Connor, PO Box 11, Maxwell Rd. Post Office; Maybank House, 124/126 Robinson Rd., Singapore 1. Tel: 77181. Cable: Oconoco.

Rediffusion, 182 Clemenceau Ave., Singapore 9. Tel: 25011.

## ● cartridge tape

### IMPORTERS & EXPORTERS

Singapore Motors, 315/319 Orchard Rd., Singapore 9. Tel: 28291. Cable: Singmotors. Mgr.: Quek Seng Kee.

Sole importers of Taiko CarStereo from Japan. Complete set available only in 12 volt, positive and negative ground. Also available, tapes pre-recorded.

Set costs \$300 each in Singapore and Penang, Malaysia. Other States of Malaysia, add 17% import duty.

Tapes at \$25 for 300 feet (half hour); and \$40 for 600 feet (one hour).

**NOTE:** Car stereo sets are still new to local motorists and 99% of car owners are not aware of this new entertainment medium.

# SOUTH AFRICA, REPUBLIC OF

**Population:** 18,298,000; white, 19%.

**Official rate of exchange:** \$1 (US) = .71 rand.  
**Per family income:** Whites, \$3,680, non-whites, \$778.

**Records sold domestically:** LP's 1966—2,132,007 units at \$11,939,240; 1965—1,937,707 units at \$10,851,160. EP's 1966—144,484 units at \$283,189; 1965—188,276 units at \$369,021. Singles 1966—(white) 1,900,202 at \$2,261,240; (non-white) 1,627,753 units at \$1,595,198; 1965—(white) 1,714,458 units at \$2,040,205; (non-white) 1,685,483 at \$1,651,773. An increase of 5% annually is estimated.

**Records imported from USA:** 1966—\$136,985; 1965—\$126,866.

**Records exported to USA:** None.  
**Average retail price per record:** LP—\$5.60; EP—\$1.96; singles—\$1.19 (International), \$.98 (African).

**Stereo sales:** 5% of total sales.

**Record Club sales:** 5% of total sales.

**Tape:** So far cartridge and reel-to-reel tapes and equipment sales have been minimal but a projected 50,000 musicassette playing units will be available by the end of 1967. Labels are now planning to meet demand for taped repertoire. The 8-track system may also have its impact.

**Type of distribution:** Manufacturer to retailer system predominates. There is one major record club which has club distribution arrangements for most established labels.

**Discounting:** Rare.

**Juke Boxes:** 1,550.

**Radio stations:** 12.

**Type of programming:** The South African Broadcasting Corp. controls all broadcasting. Springbok Radio is its major commercial station. There are three spot channel regional services. Africans (non-white) are catered to by Radio Bantu which operates six regional language spot channel services. Lourenco Marques Radio situated in Mozambique operates a commercial service which is heard extensively in South Africa.

**Radio:** 1,500,000.

**TV stations:** None.

**Import-export regulations:** Import permits must be obtained by South Africans desiring to import.  
**Holidays:** May 31 (Republic Day), and traditional Christian holidays.

## ● record manufacturers

AGS (see Trutone).  
Angel (see EMI).  
Big Beat (see Meteor).  
Brigadiers, PO Box 8480, 20 De Beer St., Braamfontein, Johannesburg. Tel: 724-6311. Cable: BRIGADIERS. Mg'g Dir.: Henk Oosthuysen; A&R Sales Dir.: Albie Venter.  
**Labels:** Brigadiers, Luistergenot, Klank. (distributed by Gallo)  
CMS (see Trutone).  
CTC Star (see Gallo).  
Capitol (see EMI).  
Church (see Troubadour).  
Columbia (see EMI).  
Continental (see Gallo).  
Drum (see Teal).  
EMI, 32 Steele St., Steeledale, Johannesburg. Tel: 869-2661. Cable: SOUNDBOX. Chm.: W. J. Richmond; Dir. & Gen'l Mgr.: J. A. Bailes; A&R & Sales Promo.: J. Nofal; Sales: M. Plumley.  
**Labels:** Columbia, HMV, Parlophone, Capitol, Stateside, Angel, Regal.  
**This company represents:** Liberty (USA), Barclay (France), Tamla-Motown (USA), Times-Mainstream (USA), Transglobal (USA).  
Envee (see Trutone).  
FM (see Troubadour).  
Fakkell (see Gallo).  
GB (see Gallo).  
Galaxie (see Meteor).  
GRC (see Gramophone Rec. Co.).  
Gallo, PO Box 6216, Gallo Centre, Johannesburg. Tel: 23-2111. Cable: GALLOTONE. Mg'g Dir.: Alec Delmont.  
**Labels:** CTC Star, Continental, Fakkell, GB, Gallotone, Gumba Gumba, Motella, New Sound, Smanje Manje, USA, Welkom.  
**This company represents:** Accadia (USA), Ace of Clubs (United Kingdom), Argo (United Kingdom & USA), Audio Fidelity (USA), Brunswick (USA), Beuna Vista (USA), Cameo-Parkway (USA), Carosello (Italy), Challenge (USA), Chantecler (Brazil), Contemporary (USA), Coral (USA), DGG (Germany), Decca (France, United Kingdom, USA), Ember (United Kingdom & USA), Fonit-Cetra (Italy), Hi (USA), HiFi (USA), Kapp (USA), Kenmax (United Kingdom), London (USA), Lyra (Portugal), Orfeu (Portugal), Polydor (Germany), Prestige (USA), RGE (Brazil), Radio-Triunfo (Portugal), Savoy (USA), Status (USA), Telefunken (Germany), White Whale (USA).  
Gallotone (see Gallo).  
Goli Hit (see Troubadour).  
Gramophone Rec. Co. (GRC), 132 Kerk St., Johannesburg. Tel: 23-0546. Cable: AFRICORD. Mg'g Dir.: Arnold Golemb; A&R: Ivor Golemb; Sales & Pub.: Matt Mann; Int'l: Arnold Gewer.  
**Label:** Unika.  
**This company represents:** CBS (Int'l), Project 3 (USA).  
Gumba Gumba (see Gallo).  
HMV (see EMI).  
Juweel (see Trutone).  
Kalahari (see World).  
Klank (see Brigadiers).  
Kristal (see Meteor).  
Luistergenot (see Brigadiers).  
Meritone (see Meteor).  
Meteor Records, PO Box 6640, Johannesburg. Tel: 724-8591. Cable: METEORDISC. Mg'g Dir.: R. R. Moskovitz.  
**Labels:** Meteor, Kristal, Saffier, Big Beat, Meritone, Galaxie, Panorama.  
**This company represents:** Design, Pickwick, Scala, Tikva (all USA); CGD (Italy); Marfer (Spain).  
Moddin (see Troubadour).  
Motella (see Gallo).  
New Sound (see Gallo).  
OK Winner (see Trutone).  
Pan (see Ster).  
Panorama (see Meteor).  
Parlophone (see EMI).  
Perel (see Trutone).  
President (see Teal).  
Quality (see Trutone).  
Rave (see Trutone).  
Regal (see EMI).  
Renown (see Trutone).  
Saffier (see Meteor).  
Scepter (see Troubadour).  
Smanje Manje (see Gallo).  
Stateside (see EMI).  
Ster, Consolidated Textile House, 5th floor, Delters & Commissioner St., Johannesburg. Tel: 22-9114/5 & 22-9200. Cable: STERECORD. Mg'g Dir.: H. M. Judin.  
**Labels:** Ster, Pan.  
Stokvel (see Trutone).

Teal, PO Box 4105, 124 President St., Johannesburg. Tel: 22-0355. Cable: TEALREC. Pres.: A. G. J. McGrath; A&R: C. Ford; Mdse. Mgr.: H. R. Friedman; Sales: A. Marshall.  
**Labels:** Drum, President, Teal.  
**This company represents:** Blue Note, Cadet, Durium, King, Liberty, Monument, RCA, Reprise, World Pacific.  
Tee Vee (see Trutone).  
Tempo (see Trutone).  
Troubadour, 1-3-5 Browning St., Johannesburg. Tel: 24-9157. Dir. & Sales: Israel Katz.  
**Labels:** Church, FM, Goli Hit, Moddin, Scepter, Troubadour.  
**This company represents:** Amadeo (Austria), Canadian American (USA), Carisch (Italy), Record (Italy), Elite (Switzerland), Horizon (USA), Scepter (USA), Viking (New Zealand), W & G (Australia).  
Trutone, PO Box 9299, 132 Kerk St., 5th Fl., Johannesburg. Tel: 23-0791/2/3/4/5. Cable: TRUTONE. Mg'g Dir.: D. Fine; Gen. Mgr.: T. Rosengarten; Sales: J. Otto; A&R: A. Heatlie; PR: R. Carnell.  
**Labels:** AGS, CMS, Envee, Jewell, OK Winner, Perel, Quality, Rave, Renown, Stokvel, Tee Vee, Tempo.  
**This company represents:** Caedmon, Dct, Elektra, Fontana, MGM, Mercury, Montilla, Philips, Page One, Smash, United Artists, Vanguard, Verve, Vox, Word.  
U S A (see Gallo).  
United Artists (see Trutone).  
Unika (see Gramophone).  
Welkom (see Gallo).  
World Rec., 124 President St., Johannesburg. Tel: 22-0355. Pres.: A. G. J. McGrath; A&R: C. Ford; Mdse. Mgr.: H. R. Friedman; Sales: A. Marshall.  
**Label:** Kalahari.  
**This company represents:** ABC, A&M, Ariola, Atlantic, Command, Crescendo, Eurodisc, Hanna-Barbera, Hickory, Imperial, Impulse, Kama Sutra, Palette, Pye, Starday, Vogue, Warner Bros.  
● independent record producers  
Brigadiers, PO Box 8480, 20 De Beer St., Braamfontein, Johannesburg. Tel: 724-6311. Cable: BRIGADIERS. Mg'g Dir.: Henk Oosthuysen. A&R & Sales: Albie Venter.  
Golden Sound Promos., PO Box 7186, Johannesburg. Tel: 22-8146. Dirs.: Anton de Waal & Louis Combrinck.  
Recklama, 608 Hunstanton Twist St., Hillbrow, Johannesburg. Tel: 724-8278. Mg'g Dir.: Gilbert Gibson.  
**Label credits:** CBS, Columbia, Continental, Gallotone, HMV, Sun-Pacific, Unika, RCA Victor.  
● music publishers  
Acuff Rose, 124 President St., Johannesburg. Pres.: A. G. J. McGrath.  
Ardmore & Beechwood, 31 Steele St., Steeledale, Johannesburg. Tel: 869-2661. Cable: ABEEMUSIC. Dir.: W. F. Fraser.  
**Int'l Branch:** USA-Beechwood.  
Arwin (see Music Pub. Co., of Africa).  
Belinda, 304/5 His Majesty's Bldg., Eloff St., Johannesburg. Tel: 834-8208. Cable: BELINDA-SONG. Gen. Mgr.: J. Rayson.  
**Affiliate:** Plymouth.  
Brownhut, 1-3-5 Browning St., Johannesburg. Tel: 24-9157.  
Carstens & de Waal, PO Box 9973, Johannesburg. Tel: 22-8146. Mg'g Dir.: Anton de Waal.  
**Affiliate:** Impala.  
Dee Jay, PO Box 7186, Johannesburg. Tel: 22-8146. Mg'g Dir.: Louis Combrinck.  
GRPC (see Music Pub. of Africa).  
Gold (see Music Pub. of Africa).  
Good Music Africa (see Music Pub. of Africa).  
Impala (see Carstens & de Waal).  
Jaspas Music, 38 Staib St., Doornfontein, Johannesburg. Tel: 22-4731.  
Laetrec, 124 President St., Johannesburg. Pres.: A. G. J. McGrath.  
Melody (see Music Pub. Co. of Africa).  
Meritone, PO Box 6640, Johannesburg.  
Music Pub. Co. of Africa, PO Box 6216, Johannesburg. Tel: 23-2111. Cable: MUSIPUB. Dirs.: A. Delmont & R. H. Trehwela.  
**Affiliates:** Arwin, GRPC, Gold, Good, Melody, Planetary-Nom.  
Planetary-Nom (see Music Pub. Co. of Africa).  
Plymouth (see Belinda).  
Southern, Newkirk Bldg., sixth fl., 132 Kerk St., Johannesburg. Tel: 23-6222. Cable: SOUTH-MUSIC. Dir.: Glyn Taylor.  
Sun-Pacific, PO Box 17004, Hillbrow, Johannesburg. Tel: 724-8278. Cable: REKLAMA. Dir.: Gilbert Gibson.

## ● importers, exporters & distributors

Gallo, PO Box 6216, Gallo Centre, Johannesburg. **Labels:** (see Rec. Mfr. section).  
**Cassettes:** Philips.  
**Photographs:** Gallo, Teppaz.  
**Tape playback equip.:** Ampex, Toshiba.  
**Accessories:** Recording tape: Ampex, Gallo, Scotch.  
**Musical instruments:** Accordions (Scandalli); Drums (Gallo-Pearl); Organs (Farfisa); Guitars (Fender, Framus, Gallo, Hagstrom, Levin); Guitar Amps. (Fender, Gallow, Selmer, Watkins); Microphones (Astatic, Gallo, Gelo, University); Saxophones (Embassy, Selmer); Trumpets (Embassy, Selmer); Harmonicas (Gallo, Hohner); Guitar accessories—strings (Bell Brand, Black Diamond, Gallotone, Monopole).

## ● musical instrument manufacturers

Gallo, PO Box 6216, Gallo Centre, Johannesburg. **Instruments:** guitars (electric & acoustic), mandolins, ukuleles.

## ● supplies & services ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of the Southern African Phonographic Industry, PO Box 5411, Johannesburg. Sec'y & Treas.: W. F. Fraser.  
South African Co-ordinating Performing Arts Council, c/o PACT, Siverton, Pretoria. Sec'y: U. G. Stark. (Co-ordinating secretariat for all the government-sponsored performing arts councils in the Republic of South Africa).  
Southern African Record Manufacturers & Distributors Association, PO Box 8213, Johannesburg. Tel: 869-2661. Chm.: David G. Fine; Sec'y & Treas.: W. F. Fraser.

## MUSIC LICENSING ORGANIZATIONS

South African Music Rights Org. (SAMRO), PO Box 9292, Johannesburg. Tel: 23-4025. Cable: ACISUM. Mg'g Dir.: Gideon Roos.  
South African Rec'g Rights Ass'n, PO Box 4378, Johannesburg. Tel: 23-8757. Cable: MEC-RIGHTS. Dir.: J. W. Van Dyk.

## PLATING & PRESSING PLANTS

Gallo, PO Box 6216, Johannesburg. Tel: 23-2111. Meteor Rec. (Audio Inds.), PO Box 6640, Johannesburg.  
Troubadour Rec., 1-3-5 Browning St., Johannesburg. E M I, PO Box 11254, Johannesburg. Tel: 869-2661.

## RECORDING STUDIOS

EMI, Music Centre, Troye & President Sts., Johannesburg.  
Gallo, PO Box 6216, Johannesburg. Tel: 23-2111.  
Manly van Niekerk, Summit House, Troye St., Johannesburg. Tel: 23-4357. Pres.: David Manley.  
Meteor Rec., 109 Smit St., Braamfontein, Johannesburg.  
Troubadour, 1-3-5 Browning St., Johannesburg. Tel: 24-9157.

## ● accessories & supplies

Gallo, PO Box 6216, Gallo Centre, Johannesburg. **Browser boxes;** carrying cases; cleaners, cloths & brushes; needles.

## SOUTH VIETNAM

**Population:** 15,715,000.  
**Official rate of exchange:** \$1 (US) -- 118 piastres.  
**Records imported from US (factory value):** 1966--\$30,554; 1965--\$40,315.  
**Holidays:** Sept. 28 (Confucian Day), traditional Buddhist and Christian religious holidays.

## ● record manufacturers

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.  
Messrs. Tan, Viet-Nam Thuong-Xa, 183 rue Tu Do, Saigon.

## ● supplies & services PRESSING PLANTS

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.  
Xuong To Van Ngoc, 49 Pasteur St., Saigon.

*continued on page 278*

continued

**SPAIN**

Population: 31,339,000.  
 Official rate of exchange: \$1 (US) = 60 pesetas.  
 Records imported from USA (factory value): 1966-\$105,229; 1965-\$26,001.  
 Records exported to USA (factory value): 1966-8,573 units at \$12,554; 1965-6,999 units at \$8,191.  
 Average retail price per record: LP-\$4.50; EP-\$1.50; single-\$1.  
 No. of juke boxes: 30,000.  
 Radios: 8,000,000.  
 TV stations: 2-Madrid & Barcelona.  
 TV sets: 1,800,000.  
 Holidays: Jan. 1, Jan. 6 (Epiphany), May 1 (St. Joseph the Worker), July 18 (Spanish Labor Day), Oct. 1 (Day of Candillo), Oct. 12 (Columbus Day), Nov. 1 (All Saints Day), Dec. 25 (Christmas), St. Joseph's Day, Maundy Thursday, Good Friday, Ascension, Corpus Christi, Sts. Peter & Paul, St. James of Compostela, Assumption.

● record manufacturers

Alhambra (see Columbia).  
 BELTER, Gomis 1, Barcelona 6. Tel: 248 1753. Cable: BELTERDISC. Pres. & Dir.: J. R. Batalla; A&R: Joaquin Alfonso.  
 Branch: Salud 17, Madrid 13. Tel: 231 2860. Cable: BELDISC. Gen. Mgr.: J. Turull.  
 Int'l branches: Argentina, Portugal.  
 This company represents: ACM (United Kingdom), Belvedere (France), Bruber (Italy), CMS (Italy), CNR (Netherlands), Carosello-Curci (Italy), Cenevox (Italy), Deutsche Vogue (Germany), Everest (USA), Hansa (Germany), Harmonia Mundi (France), MRC (Italy), Meazzi (Italy), Metronome (Denmark, Germany, Sweden, USA), Montana (Germany), PPX (USA), Pacific (France), Palette (Belgium), Rifi (Italy), Saba (Germany), Serfaty (Venezuela), Soframi (France), South Eastern (W. Indies).  
 Int'l reps.: Benelux (Vogue in Belgium), Colombia (Discos Tropical), El Salvador (Discos Sello Gris Caceres), France (Vogue), Germany (Metronome), Morocco (Somidex), Peru (Fabricante Techicos Asociados), Portugal (Belter), Puerto Rico (South Eastern), Sweden (Metronome), Switzerland (Finsterwald & Cantacu-

zene), Venezuela (Serfaty), W. Indies (South Eastern). (SEE ADVERTISEMENT)  
 Cancela (see Zafiro).  
 Cantagallo, Edificio Espana, Madrid. Tel: 248-7487. Pres.: H. W. Schemke.  
 Capitol (see Gramofono-Odeon).  
 Carrillon, Alfonso Rodriguez Santamaria 28, Madrid. Gen. Mgr.: Mr. Kraus.  
 Circulo de Lectores, Padilla 327, Barcelona 13. Tel: 236 1400. Cable: CILEC. Dir.: Juan Maymo. Labels: Orlador, Pergola.  
 Colpix (see Discophon).  
 Columbia, Libertad 24, Madrid 4. Tel: 221 1095. Cable: DISCOLUMBIA. Sales: Francisco Flores; Int'l: E. Inurrieta.  
 Branch: Gerona 176, Barcelona. Tel: 257 4572. Gen. Mgr.: Juan Arnau.  
 Labels: Alhambra, Columbia, Iberia.  
 This company represents: Barclay (France), Decca (United Kingdom & France), Dot (USA), Fonior (Belgium), London (USA).  
 Int'l reps.: Europe (British Decca), Mexico (Orfeon-Videxox), USA (London), Venezuela (Venevox).  
 DISCOPHON, Valencia 288, Barcelona 4. Tel: 215 1370. Mgr. & A&R: Francisco S. Ortega; Mgr. & Sales: Manuel Alavedra.  
 Labels: Colpix, Discophon, Epic, Seeco.  
 This company represents: Blue Bell (Italy), Canadian America (USA), Colpix (USA), Everest (USA), Gazell (Sweden), Italdisc (Italy), Karusel (Sweden), President (France), Ronnex (Belgium), Seeco (USA), Sonet (Sweden), Supraphon (Czechoslovakia), Triola (Denmark), Vee Jay (USA) Versailles (France). (SEE ADVERTISEMENT)  
 Ekipo, Calle Valencia 229, Barcelona 7. Tel: 215 3704. Pres.: Andre Bessiere; Gen. Mgr.: Arturo Mas Aguado; Promo Mgr.: Ramon Morenilla; Int'l Mgr.: Emilio de Balanzo.  
 Epic (See Discophon).  
 Expinter, Zurbano 67, Madrid. Gen. Mgr.: Mr. Cabrera.  
 FONOGRAM, Av de America y Hernandez de Tejada, Madrid, Tel: 267 4200. Mgr Dir.: J. Sampedro; A&R: R. F. de la Torre, R. Niderleytner, L. Regatero; Sales & Int'l: S. Tagarro.  
 Branch: Plaza Narciso Oller 9, Barcelona. Tel: 228 1013. Gen. Mgr.: Ruperto Castro.  
 This company represents: Archiv (Germany), Contemporary (USA), DGG (Germany), Fontana (Int'l), MGM (USA), Mercury (USA), Philips (Int'l), Polydor (Germany), Riverside (USA).  
 Int'l reps.: Argentina (Phonogram), Austria (Polyphon), Australia (Philips), Belgium (Polygram), Brazil (Brasileira), Chile (Philips), Co-

lombia (Philips), Demark (Nordisk Polyphon), France (Philips), Germany (Philips), Greece (Helladisc), Italy (Phonogram), Japan (Victor), Mexico (Discos Universales), Netherlands (Phonogram), Norway (Norsk Phonogram), Peru (El Virrey), Portugal (Philips), Sweden (Philips-Sonora), Switzerland (Philips), South Africa (Gramophone), United Kingdom (Philips), Uruguay (Philips), USA (Philips), Venezuela (Siemens). (SEE ADVERTISEMENT)  
 Fonopolis, Ibiza 52, Madrid 9. Tel: 273 9000. Gen. Mgr.: Luis Sanchez Caballero Estevez; Sales: Miguel Gil Fernandes; A&R Dir.: Guillermo Rancez Parra.  
 This company represents: Discofrance (France), Ronde (Venezuela), Selection, Will (Belgium), Casa Musicales, Eco (Italy).  
 Gramofono-Odeon, Calle Urgel 234, Barcelona 11. Tel: 230 2205. Chm.: Rene Maget; Pop A&R Mgr.: Jesus Jarabo; Classical Rep. Mgr.: Werner Raehse; Sales Mgr.: Evaristo Gasco.  
 Branch: 9 Arenal, Madrid 15. Tel: 231 1997. Labels: Capitol, Odeon, Pathe, Regal, State-side, Voz de su Amo.  
 This company represents: all EMI labels.  
 Int'l reps.: EMI licensees.  
 H A G S A (Concentric), Notariado 3, Barcelona. Tel: 221 8170. Pres.: Jose Ma. Espinas Masip; Dir.: Francisco Borrull; Gen. Mgr.: Roser Domingo.  
 Hispavox, Torrelaguna 102, Madrid 17. Tel: 215 2304. Gen. Mgr.: J. M. Vidal; Pop A&R: Rafael Trabuchelli; Classical A&R: Roberto Plo; Comm'l Dir.: Luis Vidal; Pub. & Prmo.: Fernando Salaverri.  
 Branch: Corcega 516-4, Barcelona 13. Tel: 236 6819. Contact: Eusebio Secanell.  
 This company represents: ABC (USA), A&M (USA), Alvorada (Portugal), Amadeo (Austria), Atlantic, Bluebell (USA), Carisch (Italy), Chant du Monde (France), Chess (USA), Command (USA), Disc 'AZ (France), Disneyland (USA), Ducretet-Thomson (France), Erato (France), Gamma (Mexico), Impulse (USA), Juke Box (Italy), Markal, Moonglow (Belgium), Music Hall (Argentina), Peerless (Mexico), Pye (United Kingdom), Reprise (USA), Sicomericana (Argentina), Top Six, United Artists (USA), Vogue (France), Warner Bros. (USA), Westminster (USA).  
 Int'l reps.: Argentina (Sicomericana), Austria (Deutsche Vogue), Benelux (Vogue), Canada (Columbia), Chile (Asfona), Colombia (Discos Fuentes), Ecuador (IFESA), Eire (Pye), France (Vogue), Germany (Deutsche Vogue), Greece

continued on page 280

**THE** widest spanish label all over the world

the most complete repertory of folk music

spanish classic guitar

all the spanish top-hits in just one catalogue

LOS BRINCOS  
 MARISOL  
 JUAN & JUNIOR  
 MASSIEL  
 LUIS GARDEY  
 ADRIANGELA  
 NARCISO YEPES  
 ROSALIA  
 ALFREDO KRAUS  
 LOS RELAMPAGOS  
 M<sup>a</sup> DOLORES PRADERA  
 MICKY Y LOS TONYS  
 CARLOS ACUÑA  
 DYANGO  
 LOS FAROS  
 MOCHI  
 MIKAELA

CAMPOMANES, 10  
 MADRID (13)  
 ESPAÑA

**HITS**

# THE BEST OF SPAIN ITS TOP NAMES

LOLA FLORES  
MANOLO ESCOBAR  
CARMEN SEVILLA  
JUANITA REINA  
PAQUITO JEREZ  
ANTOÑITA MORENO  
PAQUITA RICO  
PEPE MARCHENA  
CONCHITA BAUTISTA  
JUANITO VALLDERRAMA  
CONCHITA VELASCO  
LOS 3 SUDAMERICANOS  
ROSA MORENA  
LOS DE LA TORRE  
LOS STOP



**SPANISH GUITAR**  
**BULLFIGHT MUSIC**  
**ALL FLAMENCO MOODS**  
**REGIONAL MUSIC**



FROM THE LABEL WHICH REPRESENTS  
SPANISH PRESTIGE ALL OVER THE WORLD

# BELTER

BARCELONA - MADRID (Spain) - LISBOA (Portugal) - BUENOS AIRES (Argentina)

*continued*

(Columbia), Israel (Hatakit), Japan (Nippon Columbia), Lebanon (Les fils de George Hadad), Mexico (Gamma), Peru (El Virrey), Philippines (Mareco), Portugal (Radio Triunfo), Puerto Rico (Island), Scandinavia (Pye), South Africa (Meteor), Switzerland (Finsterwald & Cantacuzene), Turkey (Elia Aluf Medina), United Kingdom (Pye), USA (Columbia), Venezuela (Venezolana de Discos).  
 Iberia (see Columbia).  
**MARFER**, Paseo Alto de la Virgen del Puerto 7, Madrid 5. Tel: 265 7800. Dir.: Emilio Fernandez; Gen. Mgr., Sales & Pop A&R: Antonio Martinez; Classical A&R: Enrique Moles; Promo.: Fernando Fornes; Int'l: Jose Coma.  
**This company represents:** Artone (Netherlands), Bellaphon (Germany), Cisse (Mexico) Club Francais du Disque (France), Combo (Italy), Emporio (Ecuador), Musidisc (France), Negram (Netherlands), Palacio de la Musica (Venezuela), Turicaphon (Switzerland).  
**Int'l reps.:** Argentina (Argenplast), Australia (Phono Vox), Colombia (Fortou), Ecaudor (Emporio), Italy (Combo), Mexico (Cisse), Netherlands (Negram), Peru (El Virrey), South Africa (Meteor), Syria (Cherchian), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)  
 Novola (see Zafiro).  
 Odeon (see Gramafono-Odeon).  
 Orlador (see Circulo de Lectores).  
 Pathe (see Gramafono-Odeon).  
**Pax**, Calle de Acebo 54, Madrid 16. Tel: 250 5310. Dir.: Jose Rodolfo Boeta; Sales Mgr.: Catalina Jaume.  
**Branch:** Calle del Rollo 7, Salamanca. Dir.: Paula Permisán—Calle de Cánuda 9, Barcelona. Tel: 221 1834. Sales Mgr.: Mariasun Unceta.  
**Pergola** (see Circulo de Lectores).  
**PHILIPS** (see Fonogram). (SEE ADVERTISEMENT)  
**R C A Espanola**, Princesa 1, Torre Madrid. Planta 7, Of. 8-9 & Planta 5, Of. 19, Madrid. Tel: 248 4913. Mgr. Dir.: Guillermo Caram.  
**Branch:** Diputacion 251, Barcelona 7. Tel: 232 4018. Mgr.: Antonio Perez Font.  
 Regal (see Gramafono-Odeon).  
 Seeco (see Discophon Valencia).  
**SONOPLAY**, Av. de America y Av. de San Francisco, Madrid. Tel: 245 7600. Dir.: Pedro Menjíbar; Asst' Dir.: Antonio Hurtado; Pop A&R: Jose Ma. Morales; Classical A&R: Jose Montesbaquer; Sales & Mktg. Mgr.: Luis Ramos; Pub., Adv. & Promo. Mgr.: Carlo Guitart; Int'l: Vicente Baez.  
**Branch:** Via Augusta 46, Barcelona. Mgr.: Manuel Sancho Labarta.

**This company represents:** Budget Sound (USA), Cameo-Parkway (USA), Cantagallo (Germany), Concert House (United Kingdom), Go (United Kingdom), Jay-Gee (USA), King (USA), Miller Int'l (Germany), President (France), Quinto (Argentina), Tiffany (Italy).  
**Int'l reps.:** Argentina (Quinto), France (President), Germany (Miller Int'l, Cantagallo), Italy (Tiffany), United Kingdom (Go), USA (Jay-Gee, King). (SEE ADVERTISEMENT)  
 States de (see Gramafono-Odeon).  
**Tempo**, Campomanes 8, Madrid. Tel: 247 1267. Cable: TEMPDISC. Gen. Mgr.: Alfredo G. Segura; Musical Dir.: Gregorio G. Segura; Sales & Mktg.: Manuel Gomez; Pub., Adv. & Promo.: Fernando Mitjavia.  
**Branch:** Consejo de Ciento 345, Barcelona. Tel: 222-5992. Mgr.: Fernando Rodriguez.  
**This company represents:** CGD (Italy), EFI (Venezuela), Festival (France), President (United Kingdom), Riviera (France), Sonoradio (Peru), 20th-Fox (USA).  
**Int'l reps.:** Argentina (Disc Jockey), Colombia (Sonolux), France (Riviera), Peru (Sonoradio), Puerto Rico (Discos Borinquen), Turkey (Aluf Medina), Venezuela (EFI).  
**VERGARA**, Paseo General Mola 9, Barcelona 9. Tel: 257 9405. Pres.: Nicolas Suris; Dir.: Alberto Serra; Pop A&R: Jose Valero; Classical A&R: Juan Casals; Sales & Mktg.: Ramon Ibanez; Pub.: Jose Antequerra; Promo.: Ramon Segura.  
**Branch:** Arcipreste de Hita 14, Madrid 15. Tel: 244 1257. Contact: Jose Ma. Batlle.  
**Tap:** Vergara (reel-to-reel) 2, tr. 5, licensed to Atlantida Electronic.  
**This company represents:** Angelicum (Italy), Ariola-Eurodisc (German), Ariston (Italy), BAM (France), CAM (Italy), Cetra (Italy) Clan Celestano (Italy), Cellograph-Simp (Italy), Club Francais du Disque (France), Concert-Disc (USA), Counterpoint-Esoteric (USA), Charlin (France), Crescendo (USA), Durium (Italy), Everest (USA), HiFi (USA), Harmonia Mundi (France, Germany), Janus (USA), Kapp (USA), Life (USA), Music Sacra (Germany), Melodiya (USSR), Pirouette (USA), Period (USA), RGE (Brazil), Renaissance (USA), Ricordi (Italy), Scala (USA), Scepter (USA), Schwann (Germany), Studio SM (France), Time (USA), Tradition (USA), Vox (France, USA), Wand (USA), World Record Club (United Kingdom).  
**Int'l reps.:** Argentina (Surco), Belgium (Sonobell), Central America (Discos Sello Gris), France (Festival), Germany (Ariola-Eurodisc), Italy (Durium), Mexico (Discos Sonart), Portugal (Livrolandia), Switzerland (Oversea, Atlantida), USA (Everest, Scepter), Venezuela (EFI). (SEE ADVERTISEMENT)

Voz de su Amo (see Gramafono-Odeon).  
**ZAFIRO**, Campomanes 10, Madrid 13. Tel: 241 5004. Gen. Mgr.: Esteban Garcia Morencos; A&R Dir.: Miss Carmen Gray; Comm'l: Jose Sagi Vela; Promo. Mgr.: Antonio Ortega; Prod. Mgr.: Javier Ulecia; Int'l Dir.: Joaquin Merino.  
**Branch:** Fernando Agullo 24, Barcelona. Tel: 228 2568. Mgr.: Fernando Castano.  
 Labels: Cancela, Novola, Zafiro.  
**This company represents:** Jolly (Italy), Musart (Mexico), Saar (Italy). (SEE ADVERTISEMENT)

**• music publishers**

Aberbach, Carmen 20, Madrid.  
 Alvarez y Perez, Editorial Summa, Claudio Coello 90, Madrid 6. Cable: SUMMARUM. Tel: 226 6695. Gen. Mgr.: Juan Antonio Tamayo y Rubio.  
 Luis Araque, Apdo 19 068, Av. Aster 17, Madrid 16. Tel: 250 1455. Pres.: Luis Araque Sancho. Armonico, Rambla de Catalunya 10-3 Barcelona 7. Tel: 222 1847 & 221 8159. Pres.: Nicolas Suris Palome; Gen. Mgr.: Julio Guiu Clara; Gen. Prof. Mgr.: Francisco Vinuesa Gimenez.  
**Branch:** Jacometrezo 7-2, Madrid 13. Tel: 248 6113. Gen. Prof. Mgr.: Luis Caceres Garcia.  
**Int'l firms represented:** Arc (USA), Ariston (Italy), Campbell Connelly (United Kingdom), Clan Group (Italy), Regent (USA), Ricordi (Italy), Rondor (USA).  
 Balmes, Duran y Bas 9, Barcelona 2. Gen. Mgr.: Rdo. Eudaldo Serra.  
 Barna, Via Layetana 158, Bajos, Barcelona 9. Tel: 228-6967. Gen. Mgr.: Manuel Riera Cleville.  
 Boileau, Provenza 287, Barcelona 9. Tel: 227 5136. Gen. Mgr.: R. Boileau.  
 Calypso, see Quiroga.  
 Canciones del Mundo, Carmen 20, Madrid. Tel: 221 6450. Pres. & Gen. Mgr.: Augusto Alguero.  
**Branch:** Bruch 136-138, Barcelona. Tel: 258 1807. Gen. Prof. Mgr.: Rosa Alguero Dasca.  
**This company represents:** B. Feldman (United Kingdom), Francis-Day (France), Julio Korn (Argentina), Peter Maurice (United Kingdom), Robbins (USA).  
 Cantagallo, Edificio Espana, Madrid. Tel: 248-7487. El Carmen, Pasio de la Senda 5, Vitoria. Tel: 1499. Cisneros, San Buenaventura 1, Madrid 5. Tel: 239-2007. Gen. Mgr.: P. P. Franciscanos.  
 Clave, see Quiroga.  
 Coculsa (Editorial y Libreria Comercial Cultural), Victor Pradera 65, Madrid 8. Cable: COCULSA. Tel: 248 5638.

*continued on page 282*



**sonoplay for music  
 sonoplay for records  
 sonoplay for hits**

**some of our stars:**

- ANTONIO GADES**
- LUIS AGUILE**
- ADAM GRUP**
- MARUJA GARRIDO**
- THE END**
- FREDDIE DAVIS**

**sonoplay is a division of movierecord, group of companies**

**SONOPLAY • AV. DE AMERICA S/N - MADRID-17 • SPAIN**

**IN U.S.A.: MOVIERECORD, INC. • 845 THIRD AVENUE • NEW YORK 10022, N. Y.**





# DISCOS VERGARA

## SPAIN

The famous company who introduced in the record world the great singing voice of

## MONTSERRAT CABALLE

is now preparing the release, for the entire world, and especially for the Americas, of a vast selection of the most famous and typical

## ZARZUELAS

—original Spanish operettas alive with the color of Spain— extremely popular in the Americas as well as many other parts of world.

**Available recordings:** La Dogaresa — La canción del olvido — Doña Francisquita — La Reina Mora — Moros y Cristianos — Maruxa — Los de Aragón — Alma de Dios.

**Next releases:** El Bateo — La Calesera — Bohemios — El caserío — Las Golondrinas — Marina — La revoltosa — La rosa del azafrán — La verbena de la Paloma and many others.

**Leading artists:** Angeles Chamorro, soprano — Isabel Penagos, soprano — Mary Carmen Ramírez, soprano — Pilar Torres, soprano — Inés Rivadeneyra, mezzo-soprano — Bernabé Martí, tenor — Carlo del Monte, tenor — Francisco Saura, tenor — César Ponce de León, baritone — Vicente Sardinero, baritone — Raimundo Torres, baritone — Miguel Aguerri, bass — Rafael Campos, bass. Rondallas, Chorus, Philharmonic Orchestra of Barcelona.

**Conductors:** Rafael Ferrer, Eugenio M. Marco, Enrique Ribó, Antonio Ros Marbá, and others.

## FLAMENCO ANTHOLOGY

A collection of 6 LP's recorded «live» and performed by the most «genuine» flamenco singers, and including the prototypes of the «jondo» and its most pure variants. A complete documentary which can be considered a monument to Spanish «flamenco» folklore —the most authentic one ever having been published.

---

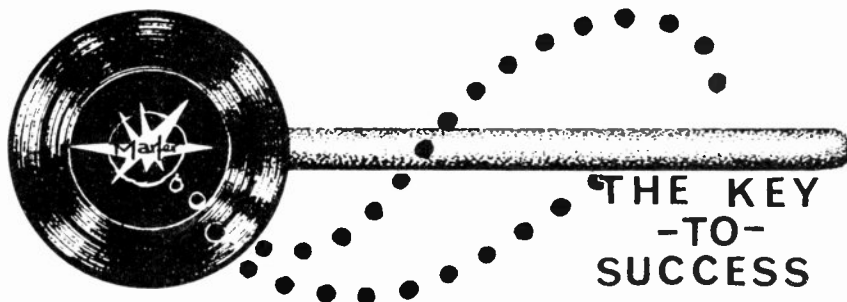
For commercial and artistic information, please apply to DISCOS VERGARA - Paseo General Mola, 9 - Barcelona (Spain).  
Branches in Madrid, Valencia, Bilbao, Sevilla, Palma de Mallorca, Las Palmas de Gran Canaria.  
Foreign affiliates in Mexico, Venezuela, Colombia, Uruguay and Argentina

continued

Tomas Aldas Conesa, Avellanas 7, Valencia. Tel: 21 8213.  
 Daimon, Provensa 284, Barcelona 8. Cable: EDIDAIMON. Tel: 288 9928. Gen. Mgr.: Manuel Tamayo Benito.  
 E D I G S A, see Editoria General.  
 E P E S A (Ediciones y Publicaciones Espanola), Pizarro 19, Madrid 13. Cable: ASEPE. Tel: 222-2100. Gen. Mgr.: Joaquin Ruiz-Jimenez.  
 Ediciones Hispania, Av. de Jose Antonio 31, Madrid. Tel: 231 2633. Cable: EDISPANIA. Pres. & Gen. Mgr.: Julian-Mario Suarez Gomez; Gen. Prof. Mgr.: Julian Suarez Ruiz  
 Branch: Concordia 6, Barcelona Tel: 241 6673  
 Gen. Prof. Mgr. Luis G. Thomas.  
 Affiliate: Kassner Music Espanola.  
 Int'l firms represented: Kassner (United Kingdom), SESAC (USA).  
 Ediciones Musicales Madrid, Mayor 27, Madrid 13. Gen. Mgr.: Federico Moreno Torroba.  
 Editoria General (EDIGSA), Av. Jose Antonio 654, Barcelona 10. Tel: 231 6950 & 232 3501/2. Pres.: Salvador Casanovas; Gen. Mgr.: Josep M. Macip.

Editora Nacional, Av. Jose Antonio 62, Madrid 13. Tel: 247-3912, 2146. Gen. Mgr.: Santiago Galindo Herrero.  
 Editorial Escuela Espanola, Mayor 4, Ap. Correos 14.540, Madrid 13. Gen. Mgr.: Joaquin Solana San Martin.  
 Editorial de Musica, Tuset 15, Barcelona 6. Tel: 237 4751. Gen. Mgr.: J. Garzon.  
 Erviti, San Martin 28, Ap. Correos 41, San Sebastian. Gen. Mgr.: Jose Manuel Garate Erviti.  
 Essex (SGAE), Hortaleza 18, Madrid. Tel: 221 3650. Cable: SEXMUS. Pres.: Howard S. Richmond; Gen. Mgr.: Manuel G. Salinger; Gen Prof. Mgr.: Antonio Barta.  
 Branch: Diputacion 337, Barcelona 9. Tel: 225 8489.  
 Affiliate: The Richmond Organization.  
 Fiesta en Triana, Adriano 40, Ap. Correos 493, Seville. Gen. Mgr.: Juan Valenzuela Mostazo.  
 Fonopolis, Apdo. 21010, Ibiza 52, Madrid 9. Tel: 273 9000. Pres. & Gen. Mgr.: Luis Sanchez-Caballero Estevez.  
 Gramofono-Odeon, Urgel 234, Barcelona. Tel: 230 2205. Pres.: George C. Alexander; Gen. Mgr.: Francisco Ribe.  
 Branch: Arenal 9, Madrid. Tel: 231 9246.  
 Gen. Prof. Mgr.: Carlos Rico.  
 This company represents: Ardmore (USA), Ardmore & Beechwood (United Kingdom), Beech-

wood (USA), Jaep (United Kingdom), Dick James (United Kingdom), Northern Songs (United Kingdom), Pacer (United Kingdom), Photoplay (United Kingdom), REIMS (Mexico) and world-wide companies of the EMI group.  
 Hispavox, Campomanes 8 & Cuesta de Santo Domingo 11, Madrid. Tel: 248 6057. Cable: EDIVOX. Pres.: Enrique Maria Peral Buesa; Gen. Mgr.: Enrique Martin Garea.  
 Branch: Balmes 2-4-2, Barcelona. Tel: 231 5135.  
 This company represents: Acuff-Rose (USA), Argo (USA), Brandom (USA), Colorado (Italy), Walt Disney (USA), Morro (USA), Mundo (Mexico), Screen Gems-Columbia (USA), Spanka (USA), United Artists (USA).  
 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 Ediciones Hispania.  
 Madrid Tree, Carmen 20, Madrid 13. Mgr.: Augusto Alguero.  
 Home office: USA, Tree.  
 Robert Mellin, Carmen 20, Madrid.  
 Melodias del Universo, Poetas 16, Madrid 12. Tel: 231 0265. Gen. Mgr.: Francisco Prada Blasco.  
 El Mensajero del Corazon de Jesus, Av. Universidades 13. Bilbao. Tel: 1 8756 & 1 3755. Cable: MENSAJERO. Gen. Mgr.: Gregorio Arrate Martinez.  
 Ivan Moguli, c'o SGAE, Apdo. 484, Fernando VI 4, Madrid.  
 El Momento Musical, Horno de la Mata 3, Madrid 13. Tel: 222 6674. Gen. Mgr.: Genaro Monreal Lacosta.  
 Musica de Espana, General Mola 258, Madrid 16. Tel: 253 1552. Gen. Mgr.: Manuel Gordillo.  
 Musica de Hoy, Cuesta de Santo Domingo 11, Madrid. Tel: 247 0278.  
 Musica Modern, Marques de Cubas 6, Madrid 14. Tel: 211 5593. Gen. Mgr.: Antonio Carmona Reverte.  
 Musica: Emporium, Rambla Canaletas 129, Barcelona 2. Gen. Mgr.: I. Lobet.  
 Nova Terra, Banos Nuevos 12, Barcelona 2. Tel: 231 0263. Gen. Mgr.: Jose Verdura.  
 Ortegal, Apdo. Correos 19, Ortiqeira.  
 Orue, Irala-Barri Av. Pral. 6, Bilbao. Tel: 3 0810. Gen. Mgr.: Juan de Orue Matia.  
 Peer, see Southern.  
 Quiroga (SGAE), Alcalá 70, Madrid 9. Tel: 276 3950. Pres.: Manuel Lopez-Quiroga; Gen. Mgr.: Carlos P. Cancio.  
 Branch: Canuda num, Barcelona 2. Tel: 231 0886. Gen. Prof. Mgr.: Jose Cruells Solbes.  
 Affiliates: Calypso, Clave.  
 Int'l firms represented: Sam Fox, Edward B. Marks, Mills, A. Schroeder, Thomas J. Valentino (all USA).  
 R C A Espanola, Torre Madrid Planta 7, Of. 8-9. Tel: 248 4913. Cable: RCASPAIN. Mgr.: Antonio Martinez.  
 This company represents: RCA Victor Mexicana (Mexico), Relay (Argentina), Trousdale (USA).  
 Ritma y Melodia, Villarroel 18, 2-3, Barcelona 11. Gen. Mgr.: D. F. Sanchez.  
 Sirius, Av. Jose Antonio 572, Pral. 2, Apdo. Correos 792, Barcelona 11. Tel: 223 4907. Gen. Mgr.: Mariano Farre Pujol.  
 Sonoplay, Serano 164-2, Madrid 2. Tel: 261 4668. Dir.: Adolfo Waltzman.  
 Southern (SGAE), PO Box 5447, 337 Diputacion, Barcelona 9. Tel: 225 6197, 8489. Cable: SOUTHMUSIC. Pres.: D. Juan Burbano Barguno; Gen. Mgr.: Manuel G. Salinger.  
 Branch: Hortaleza 18, Madrid 4. Tel: 231 0661, 3650. Gen. Prof. Mgr.: Antonio Barta.—Arzobispo Melo 3, Valencia 5. Tel: 33 1935. Gen. Prof. Mgr.: Enrique Piedra Albis.  
 Affiliates: Peer, Southern-Peer (world-wide organization).  
 This company represents: All firms of Southern-Peer organization.  
 The Richmond Organization, see Essex.  
 Union Musical Espanola (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: 221 4612. Cable: MUSICA. Gen. Prof. Mgr.: Jose de Juan del Aguila.  
 Branches: Arenal 18, Madrid. Tel: 222 6260—Paz 15, Valencia.  
 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 Music organization & affiliated firms & branches.



WE LOOK FOR CONTACTS WITH FOREIGN RECORD COMPANIES TO EXPLOIT THEIR CATALOGS IN SPAIN AND TO LEASE OUR PRODUCTION.

**MARFER,**

AT THE SERVICE OF THE WORLD'S DISC INDUSTRY

**DISCOS MARFER.S.A.**

7 Paseo Alto de la Virgen de Puerto, MADRID, 5, SPAIN  
 Tel: 2-65 7800

**THE AUTHENTIC AND TRUE SPANISH MUSIC**

Guitar, Orchestra, Castanets, Flamenco AND ALL KINDS OF SPANISH FOLKLORE MUSIC

At 45 rpm. EP-33 1/3 rpm. LP records

IN ATTRACTIVE ALBUMS WITH BEAUTIFUL ILLUSTRATIONS

Special prices for export

Catalogues and samples can be obtained from:



Valencia, 288 - BARCELONA 7, SPAIN

● **supplies & services**

**JACKET MANUFACTURERS**

Graficas Aragon Martin de Vargas 14, Madrid.  
 Graficos Hostench, Corcega 231-233, Barcelona 11. Tel: 230 5537/9. Cable: FERHOSVILA. Admin. Gen. Mgr.: Fernando Hostench V.  
 Graficas Martin, Antonio Lopez 166, Madrid.

**LABEL MANUFACTURERS**

Columbia, General Zumalacarreghi 3, San Sebastian.  
 Graficas Espejo, Tomas Bregon 51, Madrid.  
 Graficos Hostench, Corcega 231-233, Barcelona 11. Tel: 230 5537/9. Cable: FERHOSVILA. Admin. Gen. Mgr.: Fernando Hostench V.  
 Huecograbado Imago, San Bernardo 25 & 26, Madrid.

continued on page 284

# KEY TO THE SPANISH MARKET



MADRID

## FOR A LABEL OF QUALITY

THE BEST  
COMMERCIAL  
ORGANIZATION



THE HIGHEST  
QUALITY  
PRODUCT

### FONOGRAM, S. A.

AVDA. DE AMERICA Y HERNANDEZ DE TIJADA - APDO. DE CORREOS 35019 - TEL. 2674200 - DIR. TELEGRÁF. FONOGRAM  
MADRID-17



# SONET



## the sonet group

OF INDEPENDENT RECORD COMPANIES  
CAN OFFER YOU THE MOST EFFICIENT  
PROMOTION AND DISTRIBUTION OF YOUR  
PRODUCT IN SCANDINAVIA

SONET GRAMMOFON AB, Stockholm 39  
ARNE BENDIKSEN A/S, Oslo 5  
I. S. DANSK GRAMMOFONPLADEFORLAG,  
Copenhagen  
SCANDIA MUSIK AB, Helsinki

THE HOTTEST, YOUNG  
COMPANY IN WESTERN  
GERMANY IS MANAGED  
BY

**PETER KIRSTEN**

CONTACT  
**GLOBAL MUSIK GmbH.**

MOERIKESTR. 32  
7 STUTTGART 1  
TELEX: 07-21573

CABLES: GLOBALMUSIC  
PHONE: 641626-27

THIS ORGANIZATION ALSO  
HANDLES:  
MINOR MUSIK PRODUCTION  
ALTUS MUSIKVERLAG  
FANFARE MUSIKVERLAG

L I M, J. Corrales 32, Esplugas Llobregat, Barcelona.  
Philips Iberica, Delicias 65, Madrid.

### MUSIC LICENSING ORGANIZATION

SGAE (Sociedad General de Autores de Espana),  
Fernando VI 4, Madrid.

### PRESSING PLANTS

Beller, Tamarit, 72, Barcelona 4.  
Columbia, General Zumalacarrequi 3, San Sebastian.  
Cranvox, Jovellanos 3, Madrid.  
Fonogram, Av. de America, Madrid.  
Fonopolis, Ibiza 52, Madrid.  
Hispavox, Torrelaguna 102, Madrid.  
Odeon, Urgel 234, Barcelona.  
Philips, Delicias 65, Madrid.  
R C A, Av. de America y Hernandez Tejada, Madrid.

### RECORDING STUDIOS

Beller, Gomis 1, Barcelona 6.  
Columbia, General Zumalacarrequi 3, San Sebastian.  
Fonogram, Delicias 65, Madrid.  
Fonopolis, Ibiza 52, Madrid 9. Tel: 273-90-00.  
Hispavox, Torrelaguna 102, Madrid.  
Odeon, Urgel 234, Barcelona.  
Philips, Delicias 65, Madrid.  
R C A, Av. de America y Hernandez Tejada, Madrid.  
Sonoplay, Serano, 164-2, Madrid 2. Tel: 261 4668.

### TAPE DUPLICATION

Adams, Sagasta 23, Madrid.  
Celada, Av. de America 22, Madrid 2. Tel: 245-4600.  
Dir.: Juan Alonso de Celada.  
Dyrasa, Jose Antonio 55, Madrid.  
Fonopolis, Ibiza 52, Madrid.  
Sonoplay, Serano, 164-2, Madrid 2.  
Sonomax, Santo Domingo 11, Madrid.

### music festivals

Festivales de Espana, c/o Ministerio de Informacion  
y Turismo, Madrid.  
Type: Classical, Opera, Ballet (May-September),  
International Festival of Music & Dance (Granada),  
c/o Direccion Bellas Artes, Alcala 34, Madrid.  
Tel: 221 0646.  
Type: concerts, chamber music, ballet, recitals  
(June-July).

## SURINAM

Population: 350,000.  
Per capita income: \$425.  
Official rate of exchange: \$1 (US) = S f. 1.87.  
Records imported from USA (factory value): 1966  
\$27,500; 1965-\$30,000.  
Records imported from countries other than US  
(factory value): 1966-\$28,500; 1965-\$28,500.  
Average retail price per record: LP-\$8; single-\$1.87.  
Type of distribution: Manufacturer-to-retailer-to-consumer  
and manufacturer-to-consumer.  
Type of promotion: Fan clubs, magazines and brochures.  
Radio stations: 4 commercial, 1 government, of which  
4 are AM, 1 FM.  
Type of programming: 18 hours daily; large percentage  
of music, recorded and live, classical and pop.  
Radios: 45,000.  
TV stations: 1 government channel.  
Type of programming: Channels operate 4 hours daily;  
Wednesday, Saturday, Sunday, 6 hours. Live performances,  
educational films, concerts.  
Import-export regulations: Import license required;  
duty is 30% ad valorem plus 2% excise tax.  
Holidays: New Year, Good Friday, Queens Birthday  
(April 30), Ascension Day, Whitmonday, Freedom Day  
(July 1), Christmas, Boxing Day (Dec. 26).

### IMPORTERS & DISTRIBUTORS

J. M. Brown Jr., Gravenstraat 76, Paramaribo.  
Casa el Sol, Zwartenhovenbrugstraat 84, Paramaribo.  
Contact: C. J. N. van Leeuwaarde.  
Coronel Music Centre, Zwartenhovenbrugstraat 188,  
Paramaribo.  
Curacoasche Handel Mij. N.V., Dr. Sophie Redmond-  
straat 2-14, Paramaribo.  
Gard Record Shop, Rust en Vredestraat 39, Para-  
maribo.  
Handelmij, A.v.d. Voet N. V., Waterkant 36, Para-  
maribo.  
Jong Tijden Fa, Wagenwegstraat 55, Paramaribo.  
C. Kersten & Co. N. V., Steenbakkerijstraat 27,  
Paramaribo.  
Rafi Central Music House, Hogestraat 49, Para-  
maribo.

## SWEDEN

Population: 8,000,000.  
Official rate of exchange: \$1 (US) = 5.17 Swedish  
Kronor.  
Records sold domestically: LP's 1966-1,932,000  
units; EP's 1966-1,500,000 units; Singles 1966  
-2,800,000 units. Total sales-\$14,000,000. In-  
crease over 1965: 30%.

Records imported from USA (factory value): 1966-\$  
500,000.  
Records imported from countries other than USA  
(factory value): \$3,200,000.  
Average retail price per record: LP's-classical,  
\$5.10; popular, \$4.90; budget, \$2.30-\$3.10; EP-\$  
1.95; Single-\$1.25.  
Type of distribution: Manufacturer-to-retailer.  
Discounting: Occasional.  
Radio Station: 1 government (three channels).  
Radios: 3,100,000.  
TV stations: 1 government (one channel).  
TV sets: 2,025,800.  
Holidays: Jan. 1, Jan. 6 (Epiphany), Good Friday,  
Easter Monday, May 1 (May Day), Ascension Day,  
May 29 (Whit Monday), June 21, 22 (Mid-  
Summer), Nov. 2 (All Saints Day), Nov. 11  
(Birthday of the King), Dec. 23, 25, 26.  
Espen Eriksen.

### record manufacturers

Anette (see Lidoproduktion).  
Angelica (see NYA Bokforlag).  
Arkens Rundradio, c/o Ljusterdal, Murargatan 2C,  
Uppsala. Tel: 11 62 60. Pres.: Ake Ljusterdal,  
Stig Holtzberg & Gunnar Olsson.  
Label: Arr (distributed by GDC).  
Arr (see Arkens Rundradio).  
Artist (see Nordiska Musikforlaget).  
Barnparaden (see Nordiska Musikforlaget).  
Bill (see Arne Bill Production).  
Arne Bill Production, PO Box 953, Blommens-  
bergsvagen 140, Hagersten 9. Tel: Stockholm  
18 18 44. Pres.: Arne Bill.  
Label: Bill (distributed by GDC).  
Blue Horizon, Styrbordsvagen 44, Oxelund. Post-  
giro 619449. Tel: (0155) 33047. Cable:  
ZOOMIMP. Gen. Mgr.: Sven-Ake Hogberg;  
Promo. & Pub. Mgr.: Lillies Ohlsson.  
Bokforlaget Libris, PO Box 330, Skolgatan 11,  
Orebro 1. Tel: (019) 11 93 60. Cable: ORE-  
BROMISSIÖNEN. Mgr.: Wimar Hansson.  
Label: Jubilate.  
C B S (see Philips-Sonora).  
Cantus (see Ernst Westerbergs).  
Clavicord, Post Box 35, Bollnas 1. Tel: 52 122.  
Pres.: Evald Sonefors.  
Label: Clavicord (distributed by GDC).  
Columbia (see Electric & Musical Inds.).  
Cupol, Katarina bangatan 17, Stockholm So. Tel:  
23 30 55. Cable: CUPOL. Pres.: Helge Round-  
quist; Sales: Lennart Landegren; A&R & PR:  
Lars-Johan Roundquist & Owe Midner.  
Labels: Cupol, Lyra, Nashville, Reprise.  
This company represents: Ariola (Germany),  
Baccarola (Germany), Eurodisc (Germany), Cetra  
(Italy), Contemporary (USA), Festival (France),  
Fontit (Italy), Good Time Jazz (USA), Hansa (Ger-  
many), Melodia (USSR), Music Minus One (USA),  
Pop Hat (Norway), Time (USA), Vega (France).  
Int'l reps.: Denmark (AEG), Finland (Finnlevy);  
Scandia-Musikkilki), Norway (Nera).  
Dollar, Fack, Stockholm 4. Tel: (016) 74033. Gen.  
Mgr.: Ake Sohr.  
Label: Dollar (distributed by Cupol).  
Int'l reps.: Denmark (AEG), Finland (Finnlevy),  
Norway (Nera).  
Dux (see Philips-Sonora).  
Electra, PO Box 1178, Ankdammsgatan 5, Solna.  
Tel: Stockholm 82 04 80. Cable: TEFUNK-  
SOLNA. Gen. Mgr.: Sixten Eriksson; Ass't Gen.  
Mgr.: Hans-Ove Eriksson; Pop A&R: Mats Olsson  
and Sven Agren; Classical A&R: Frank Hedman;  
Sales: Per Lindberg; PR: Gosta Linderholm;  
Musical Dir.: Mats Olsson.  
Labels: Musica, Sagoton, Swedish Society  
Discofil, Telestar.  
This company represents: Argo (United King-  
dom), Ace of Clubs (United Kingdom), Ace of  
Diamonds (United Kingdom), Ace of Hearts (USA),  
Coral (USA), Colgems (USA), Decca (United King-  
dom), Decca (USA), Deram (United Kingdom),  
Dunhill (USA), London (USA), L'Oiseau Lyre  
(France), Monument (USA), RCA Camden (USA),  
RCA Victor (USA), RCA Victorla (USA), Reprise  
(USA), Telefunken (Germany), Turnabout (USA),  
Vox (USA), Vox (France), Warner Bros. (USA).  
Int'l reps.: Decca, London, RCA Victor, Reprise,  
Telefunken, Warner Bros.  
Electric & Musical Inds., (EMI), (formerly Skandina-  
viska Grammophon), Sandhammsgatan 39, Stock-  
holm No. Tel: 22 45 80. Cable: GRAMMOPHON.  
Pres.: Anders Holmstedt; A&R & Sales Mgr.:  
Ture Solsnaes.  
Labels: Columbia, HMV, Odeon, Parlophone,  
Sakral.  
This company represents: Amy, Angel, Artist,  
Barnparaden, Bell, Blue Note, Buena Vista,  
Capitol, Delyse, Disneyland, Dolton, DynoVoice,  
Electrola, Ember, Encore, Erato, Imperial, Im-  
mediate, Kurre Smack, Laurie, Liberty, Mala,  
New Voice, Pacific Jazz, Regal, Stateside, Sun-  
set, Svensk-American, Taml/Motown, Tower,  
Uptown, Waverley, Wergo, World Pacific.  
Europa (see Europa-Produktion).  
Europa-Produktion, Drottninggatan 65, Stockholm C.  
Tel: 20 48 71 and 11 62 40. Gen. Mgr.: Ake  
Gerhard-Larsson; Sales: Heini Wennerstrom;  
A&R Lars Carlsson.  
Labels: Europa (distributed by Cupol), Olga.  
Int'l reps: Denmark (Faellesexpeditionen), Fin-  
land (Finnlevy), Germany (Metronome), Norway  
(Nera).

continued on page 286

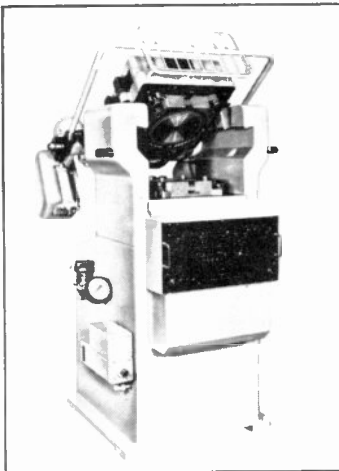
**A  
NEW  
HIT?**

No, we can't guarantee

that this record will be a best-seller.

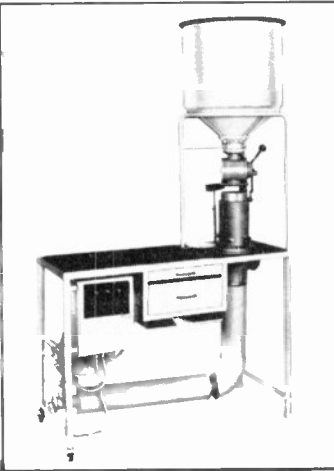
On the other hand we know that as far as  
pressing technique is concerned it is the best product on the market.

AB ALPHA is world-famous for automatic record presses, hot knife trimmers, extruders and preheating equipment. Is there anything we can do for you? Drop us a line and we'll send you our detailed brochures!



**ALPHA PRESS 10H537**

Simple design – Highest reliability – Patented pressure control – Patented heating system – Rapid mechanical function – Two step movement of main ram – Double action safety device – Electronically controlled automation



**HOT AIR PREHEATER**

Low priced – Fast operation – Simple to handle – Includes working table – Adaptable for all sizes of records



**ALPHA-FONTANA EXTRUDER**

Handles dry blend, granules and regrounds – Easy to install – Low decomposing effect – Serves all sizes of records – Feeds two presses for 12" records – Temperature controlled safety device – Low maintenance cost



**HOT KNIFE TRIMMER**

Semiautomatic – Flip switch operated – Adaptable for all sizes of records – Micrometer screw setting – Thermostatic control – Gives very smooth edge

**AB ALPHA** 

AB ALPHA SUNDBYBERG SWEDEN  
Cables: AKTIEALPHA-STOCKHOLM  
Telephone: STOCKHOLM 28 26 00  
Telex: 100 82 AKTIEALPHA

continued

Festival (see Fralsningsarmens).  
 Filadelfia, PO Box 6082, Stockholm 6; Dobelnskatan 52, Stockholm Va. Tel: 34-93-80. Cable: PING-STKYRKAN. Pres.: Sven Lindahl.  
**Label:** Hammets Harold.  
 Fontana (see Philips-Sonora).  
 Fralsningsarmens, PO Box 5090, Stockholm 5, Ostermalmsgatan 71, Stockholm O. Tel: 63 17 00. Cable: FRALSNING. Mgr.: Harry Floby.  
**Label:** Festival.  
**This company represents:** Regal.  
 Gazell (see Sonet Grammofon).  
 Globe (see Sunset).  
 Grand Prix (see Sonet Grammofon).  
 HMV (see Electric & Musical Inds.).  
 Hammets Harold (see Filadelfia).  
 Hellberg-Perlitz Production, Lilla Nygatan 16, Stockholm C. Tel: 11 42 84. Pres.: Franklin Perlitz.  
**Label:** Rasp (distributed by Electric & Musical Inds.).  
 Ibra Radio, PO Box 821, Stockholm 1, Sveavagen 34, Stockholm C. Tel: 24 01 30. Pres.: Hans Carlsson.  
**Label:** Ibra.  
 Jazz, Nynasvagen 333, Enskede. Tel: Stockholm 39 29 88. Pres.: Gunnar Lindqvist.  
**Label:** Jazz.  
 Jet, PO Box 14068, Stockholm 14; Grevgatan 3, Stockholm O. Tel: 60 61 50. Pres.: Ove Sloor.  
**Label:** Jet (distributed by GDC).  
 Joker (see Karusell Grammophon).  
 Jubilate (see Bokforlaget Libris).  
 Karusell Grammophon, Karlavagen 81, Stockholm O. Tel: 63 58 20. Mg'g Dir.: Ivan Nordstrom.  
**Labels:** (owned) Joker, Karusell, Polydor, Primula; (distributed) Lani, Midnight Sun, Swe-Disc.  
**This company represents:** ABC (USA), Archiv (Germany), Bounty (United Kingdom), Cameo-Parkway (USA), Command (Germany), Constellation (USA), DGG (Germany), Elektra (USA & United Kingdom), Folkways (Germany), Heliodor (Germany), Impulse (USA), Kama Sutra (USA), MGM (Germany), Music Guild (USA), Nonesuch (United Kingdom), Polydor (Germany & United Kingdom), Tangerine (USA), Tip (Germany), United Artists (USA), Vault (USA), Verve (USA), Westminster (USA), Whitehall (USA).  
**Int'l reps:** Deutsche Grammophon Gesellschaft worldwide.  
**Tapes:** (cartridge) cassette Philips, DGG, MGM, Polydor, United Artists, Verve.  
 Kaskad, PO Box 3134, Stockholm 3, Solvagen 8, Trollbacken. Tel: 44 40 87. Pres.: Lennart Broberg.  
**Label:** Kaskad.

Kewe Music, Vikingavagen 15, Danderyd. Tel: Stockholm 55 78 99. Pres.: Kewe Wickman.  
**Label:** Wide World.  
 Knappupp, PO Box 3073, Stockholm 3, Kungsgatan 19, Stockholm C. Tel: 24 07 20. Cable: RALVOPRO. Pres.: Felix Alvo.  
**Labels:** Knappupp, Triola.  
**This company represents:** Argo, California (Imperial of USA), CGD, Derby, Dot, Hickory, Kapp, Medallion (distributed by GDC).  
 Kurre Smack (see Williams).  
 Lani (see Karusell Grammophon).  
 Lidoproduktion, Fack 131, Lidköping. Tel: 23 125. Pres.: Einar Svensson.  
**Label:** Anette (distributed by GDC).  
 Lyra (see Cupol).  
 Manu (see Svenska Manu-Music).  
 Megafon, Goteborgsvagen 28, Gothenburg C. Tel: 20 60 96. Pres.: Lars-Gunnar Andersson.  
**Label:** Megafon (distributed by GDC).  
 Metronome, Storangvagen 27, Stockholm No. Tel: 61 06 16. Cable: METROREC. Mgr.: Borje Ekberg; A&R: Anders Burman.  
**Labels:** Metronome, Snurr-skivan.  
**This company represents:** Atco, Atlantic, Bang, Barclay, Shout, Stax, Volt (all USA).  
**Int'l reps:** Denmark (Metronome), Finland (Scandia), Germany (Metronome), Norway (Nordisc), Japan (Teichiku), USA (Metronome).  
 Midnight Sun (see Moonlight Music & Karusell Grammophon).  
 Moonlight Music, Vackravagen 14, Sundbyberg. Tel: Stockholm 29 15 36. Pres.: Ake Oquist.  
**Label:** Midnight Sun (distributed by GDC).  
 Morgonstjarnans, Kungsholmsgatan 20, Stockholm K. Tel: 51 63 87. Cable: Ahlinmusik. Pres.: Mrs. Marta Ahlin.  
**Label:** Morgonstjarnan.  
**This company represents:** Ansgar.  
 Musica (see Electra).  
 N Y A Bokforlags, PO Box 5020, Stockholm 5; Sibyllegatan 18, Stockholm O. Tel: 6701 55. Pres.: Karl-Erik Hellberg.  
**Label:** Angelica.  
 Nashville (see Cupol).  
 Nordiska Musikforlaget, PO Box 8, Stockholm Tull, Pipersgatan 19, Stockholm K. Tel: 54 19 00. Cable: MUSICALIA. Pres.: Leif Kronlund.  
**Labels:** Artist, Barnparaden (distributed by Electric & Musical Inds.).  
 Odeon (see Electric & Musical Inds.).  
 Oktav (see Philips-Sonora).  
 Olga (see Europa-Produktion).  
 Onskesagan (see Record-Materiel).  
 Parlophone (see Electric & Musical Inds.).  
 Philips (see Philips-Sonora).

Philips-Sonora, Kommendorsgatan 26, Box 5153, Stockholm 5. Tel: 63 54 00. Mg'g Dir.: Eddie Landqvist; Sales: Helge Jonsson; A&R, CBS: Carl-Eric Hjelm; A&R, Philips, Fontana: Gote Wihelmsen; A&R, Pye: Lennart Langenheim; Press: Ingvar Erikson.  
**Labels:** CBS, Dux, Fontana, Oktav, Philips, Pye, Sonora, Svenska Ljud.  
**This company represents:** Amadeo (Austria), CBS (USA), Dale (USA), Fontana (Netherlands), Golden Guinea (England), Harmony (USA), Limelight (Netherlands), Marble Arch (United Kingdom), Mercury (USA), Mira (United Kingdom), Musicor (USA), Ode (USA), Page One (United Kingdom), Philips (Netherlands), Piccadilly (United Kingdom), Pye (United Kingdom), Smash (USA), Vanguard (USA).  
 POLAR MUSIC, Jungfrugatan 18, Box 5265, Stockholm 5. Tel: 61 75 30 & 63 79 70. Cable: SWEDENMUSIC. Pres.: Bengt Bernhag & Stig Anderson.  
**Labels:** Polar, Septima. (SEE ADVERTISEMENT)  
 Polka (see Scan-Disc).  
 Polydor (see Karusell Grammophon).  
 Pop (see Popular Melodi).  
 Popular Melodi, Norrbackagatan 5, 1-Stockholm Va. Tel: 30 16 96. Pres.: Allan Ehwert.  
**Label:** Pop.  
 Primula (see Karusell Grammophon).  
 Pye (see Philips-Sonora).  
 Rasp (see Hellberg-Perlitz Production).  
 Record-Materiel, Norrbackagatan 1, Stockholm Va. Tel: 23 42 15. Cable: RECOPRESS. Pres.: Knut Vestman.  
**Label:** Onskesagan.  
 Reprise (see Cupol).  
 Sagoton (see Electra).  
 Sakral (see Electric & Musical Inds.).  
 Scan-Disc, Grevturegatan 38, Stockholm O. Tel: 67 99 14. Cable: SCANDISCO. Pres.: Ronald Sjogren.  
**Labels:** Polka, Scan-Disc.  
**This company represents:** Roost, Roulette, Tono (distributed by GDC).  
 Septima (see Polar Music).  
 Sirius (see Svenska Missionsforbundets).  
 Snap (see Sunset).  
 Snurr-Skivan (see Metronome).  
 Soloist (see Svenska Missionsforbundets).  
 SONET GRAMMOFON, Artemisgatan 8, Stockholm 39. Tel: 67 05 40. Cable: SONETMUSIC. Pres.: Gunnar Bergstrom; Int'l Mgr.: Dag Haeggqvist.  
**Labels:** Gazell, Grand Prix, Sonet, Storyville.  
**Tape:** Epic (USA).  
**This company represents:** Cadet (USA), Checker

continued on page 288

*Hardly a week passes  
 without seeing us  
 on the  
 Scandinavian Charts.*

**SONORA**  
**MUSIKFÖRLAGS AB**

Mr. Sture Borgedahl  
 Kommendörsgatan 26  
 STOCKHOLM Ö SWEDEN  
 Tel. 63 54 00  
 Telegrams: Sonora  
 Telex: 10750

**SONORA, OSLO**

Box 5219  
 OSLO 3  
 NORWAY

**DACAPO MUSIKFORLAG A/S**

Pilestraede 2  
 KÖPENHAMN K  
 DENMARK

# EUROPA FILM HIGH SPEED PLATING PLANT



has these remarkable features:

- Individual control of each cathode position,
- Plating tanks of rubber-lined stainless steel for each position,
- Submerged leak-proof pump of stainless steel,
- Thickness meter with automatic cut-off,
- Rectifier 20 Volt 250 Amp. for each position,
- Equipment of highest Swedish quality.

guarantees: matrices in less than 50 minutes.  
50 matrices in 8 hours with a 6-position plant.

For further information please write us or our representatives in U.S.A.

	<b>AB EUROPA FILM</b> <b>Sundbyberg, Sweden</b> Telephone: 28 28 00      Telegrams: Europa Studio, Stockholm	
---	--	---

AMERICAN REPRESENTATIVE:  
UNIVERSAL AUDIO SALES CORPORATION  
JOHN A. MICHAELSON, PRESIDENT  
2451 NICOLLET AVENUE • MINNEAPOLIS • MINNESOTA • (612) 827-5443

continued

(USA), Chess (USA), Durium (Italy), Epic (USA), GNP Crescendo (USA), Go Go (USA), Island (United Kingdom), Major Minor (United Kingdom), Moonjow (Belgium & USA), Okeh (USA), Palette (Belgium & USA), Planet (United Kingdom), Pickwick/33 (USA), Rigolo (France), Riviera (France), Scepter (USA), Specialty (USA), Sue (United Kingdom), Super Majestic (France), Supraphon (Czechoslovakia), Transatlantic (United Kingdom), Wand (USA), Xtra (United Kingdom).

**Int'l reps.:** Argentina (BGW), Australia (Phono Vox), Benelux (Artone & CNR), Denmark (Dansk), Finland (Scandia), France (Pathe Marconi), Germany (Ariola & Metronome), Italy (Saar), Japan (Teichiku), Norway (Arne Bendiksen), Spain (Discophon), United Kingdom (Decca, Polydor), USA (Cadet, Laurie, Monument, Scepter). (SEE ADVERTISEMENT)

Sonora (see Philips-Sonora).  
 Storyville (see Sonet Grammofon).  
 Sunset, Langsjoheiden 41, Stockholm Alvsjo. Tel: 47 55 00. Mgr.: Leif Malmberg.  
**Labels:** Globe, Snap, Sunset.  
**This company represents:** Jaguar (Italy), W&G (Australia).

Svenska Ljud (see Philips-Sonora).  
 Svenska Manu-Music, Blekingegatan 61, Stockholm So. Tel: 43 07 55. Pres.: Per Nyström.  
**Label:** Manu.  
**This company represents:** Junior (distributed by GDC).

Svenska Missionsforbundet, Tegnergatan 8, Stockholm Va. Tel: 34 96 80. Cable: FORBUNDET. Pres.: Bertil Johansson.  
**Labels:** Sirius, Soloist (distributed by GDC).  
 Sveriges Radio, PO Box 955, Stockholm 1; Oxensfiernstgatan 2, Stockholm No. Tel: 63 10 00. Cable: BROADCAST. Rec. Dept. Mgr.: Manne Ginsburg.  
**Label:** Sveriges Radio (distributed by Cupol & Electric & Musical Inds.).

Swe-Disc Grammofon, Islandsforget, Bromma. Tel: Stockholm 87 33 00. Cable: SWEDISC Islandsforget. Pres.: Roland Ferneberg & Sture Wahlberg.  
**Label:** Swe-Disc (distributed by GDC).

Swe-Tone, c o Pergeman, Snickarvagen 25, Bro. Tel: Staket 40 553. Pres.: Alf Pergeman.  
**Label:** Swe-Tone (distributed by Cupol).

Swedish Society Discovil (see Electra).  
 Swereco, Post Box, Huvudskarsvagen 16, Johanneshov. Tel: Stockholm 39 32 00. Pres.: Arne Setterwall.  
**This company represents:** AZ, Crown, Eros, MK,

Mode, Monitor, Pop, Saga, Sidney Bechet, Vogue.  
 Teletar (see Electra).  
 Triola (see Knappupp...  
 Troll, Atlasgatan 14, Stockholm. Tel: 31 67 10. Pres.: Per Anders & Jorg-Fr. Ellertsen.  
**Label:** Troll (distributed by Cupol).  
 Ernst Westerbergs, Post Box, Stockholm 6; Norrtullsgatan 10, Stockholm Va. Tel: 24 16 50. Cable: BAPTIST. Pres.: Zeth Abrahamsson.  
**Label:** Cantus.  
 Wide World (see Kewe Music).  
 Williams, PO Box 315, Bromma 3; Holbergsgatan 95, Bromma. Tel: Stockholm 37 27 40. Cable: ILLKLASS. Pres.: Bo All.  
**Label:** Kurze Smack (distributed by Electric & Musical Inds.).

### • music publishers

Ahlins, Kungsholmsgatan 20, Stockholm K. Tel: 51 63 86. Cable: AHLINMUSIK. Pres.: Ernfrid Ahlin.  
 American Songs (see Stockholms Musikproduktion).  
 Anderssons, Sodra Forstadsatan 6, Malmo C. Tel: 23 659. Pres.: Ake Andersson.  
 Barton (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.  
 Belinda (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Cable: BELINDSONG. Pres.: Ake Gerhard-Larsson.  
 Bens, Jungfrugatan 18, Box 5265, Stockholm 5. Tel: 61 75 30 & 63 79 70. Cable: SWEDENMUSIC. Pres.: Stig Anderson.  
**Affiliate:** Spanka.  
 Hans Busch, Stibbstigen 3, Lidingo 1. Tel: Stockholm 765 12 30. Pres.: Hans Busch.  
 Cedarwood (Scandinavia), Drottninggatan 54, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.  
 Der Musikus, Johan F. Busch's Musikverlag, Lidingo. Tel: Stockholm 765 12 30. Pres.: Hans Busch.  
 Dollar, Fack Stockholm 4, Tel: (016) 74033. Gen. Mgr.: Ake Sohr.  
 Dominion, Storaangsvagen 27, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Pres.: Bo Goran Edling.  
 Edition City, Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.  
 Edition Liberty, PO Box 1178; Ankdammsgatan 5, Solna 1. Tel: Stockholm 82 04 80. Cable: TEFUNK. Gen. Mgr.: Sixten Eriksson; Prof. Mgr.: Hans Englund.  
 Edition Lunden, Bromsvagen 25, Alvsjo. Tel: 47 35 46. Pres.: Walter Cohn.

EDITION ODEON, Oxensfiernstgatan 37, Stockholm No. Tel: 60 53 53 & 22 45 80. Cable: TURN-TABLE. Pres.: Bengt Sundstrom.  
**Affiliate:** Platina, Seven Brothers, Tagemusik. (SEE ADVERTISEMENT)  
 Edition Sylvain (see Thore Ehrling).  
 Thore Ehrling, Linnegatan 9-11, Stockholm 5. Tel: 62 05 30 & 62 10 23. Cable: Ehrlingmusik. Mgr. Dir.: Thore Ehrling; Exploiting Mgr.: Bo Goran Edling; Nils-Georgs. Education Dep't: Sven-Erik Hagren.  
**Affiliate:** Edition Sylvain; Nils-Georgs.  
 Ehrling & Lovfengholm, PO Box 8, Stockholm Tull; Pipersgatan 29, Stockholm K. Tel: 54 32 13. Cable: KAYTONE. Pres.: Leif Kronlund.  
 Europa-Produktion, Drottninggatan 65, Stockholm C. Tel: 11 62 40. Cable: Europasong. Gen. Mgr.: Ake Gerhard-Larsson; A&R: Lars Carlsson; Sales: Heini Wennerstrom.  
 Essex, Regeringsgatan 45, Stockholm C. Tel: 23 49 85. Cable: NOMECO. Pres.: Lennart Reuterskiold.  
 Filadelfia, PO Box 6082, Stockholm 6; Dobelngatan 52, Stockholm Va. Tel: 34 93 80. Cable: Pingskrykan.  
 Fiamingo, Bergslagsvagen 260, Bromma. Tel: 87 33 00. Pres.: Roland Ferneberg & Sture Wahlberg.  
 Gavotte Music, PO Box 27199; Invernessvagen 16, Stockholm 27. Tel: 85 50 50. Pres.: Pierre Westerman.  
 Carl Gehrman, PO Box 505, Stockholm 1; Vasagatan 46, Stockholm C. Tel: 10 09 52. Cable: MUSIKGEHRMAN. Pres.: Lennart Bagger-Sjoberg.  
**This company represents:** Advanced, Famous, Harms, New World, Paramount, Remick, Witmark.  
 Globe, Langsjoheiden 41, Stockholm-Alvsjo. Tel: 47 55 00. Gen. Mgr.: Leif Malmberg.  
 Gronstedts, Borgargatan 4, Stockholm Sv. Tel: 69 22 07. Pres.: Karl Gronstedt.  
 Karin, Storaangsvagen 2, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Pres.: Bo Goran Edling.  
 Kassner (see Stockholms Musikproduktion).  
 Kewe, Vikingsvagen 15, Danderyd. Tel: Stockholm 755 78 89. Pres.: Kewe Wickman.  
 Lani, Hantverkargatan 54, Stockholm K. Tel: 53 53 00. Pres.: Yngve Stoor.  
 Lois (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.  
 Abr. Lundquist, Beckombergaavagen 11, Bromma. Tel: 23 30 55. Cable: CUPOL. Pres.: Helge Lundquist.  
 Svenska Manu-Music, Blekingegatan 61, Stockholm So. Tel: 43 80 12. Pres.: Per Nyström.  
 Robert Mellin (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.  
 Modern (see Stockholms Musikproduktion).  
 Ivan Mogull, Brahegatan 24, Stockholm O. Pres.: Ivan Mogull.  
 Moonlight, Vackravagen 14, Sundbyberg. Tel: Stockholm 29 15 36. Pres.: Ake Oquist.  
 Morgonstjarnans, Kungsholmsgatan 20, Stockholm K. Tel: 51 63 87. Cable: AHLINMUSIC. Pres.: Mrs. Marta Ahlin.  
 Multitone, Storaangsvagen 27, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Mgr.: Borje Ekberg; A&R: Anders Burman.  
**This company represents:** Dominion (United Kingdom), Silhouette (USA).  
 Int'l reps.: Denmark (Multitone USA (Metarion)).  
 Musikaliska Knuten, Stockholm-Norrviden. Tel: (08) 714 06 77. Gen. Mgr.: Uno Ullven.  
 Musikaliska Magazinet, Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.  
 Nils-Georgs (see Thore Ehrling).  
 Nordiska, PO Box 8, Stockholm Tull; Pipersgatan 29, Stockholm K. Tel: 54 19 00. Cable: MUSICALIA. Pres.: Leif Kronlund.  
 Palace (Sweden), Jungfrugatan 18, Box 5265, Stockholm 5. Tel: 61 75 30 & 63 79 70. Cable: SWEDENMUSIC, STOCKHOLM. Mgr.: Stig Anderson.  
**This company represents:** Burlington, Blue Crest, Cireco, Four Star, Glad, Jack, Jec, Tuckahoe.  
 Platina (see Edition Odeon).  
 POLAR, Jungfrugatan 18, Box 5265, Stockholm 5. Tel: 61 75 30 & 63 79 70. Cable: SWEDENMUSIC. Pres.: Stig Anderson & Bengt Bernhag. (SEE ADVERTISEMENT)  
 Progressive, Storaangsvagen 27, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Pres.: Bo Goran Edling.  
 Reuter & Reuter, Regeringsgatan 45, Stockholm C. Tel: 23 49 85. Cable: NOMECO. Pres.: Lennart Reuterskiold.  
 Rymus, Kungsgatan 56, Stockholm C. Tel: 20 06 97. Pres.: Henry Fox.  
 Scala, Regeringsgatan 45, Stockholm C. Tel: 23 49 85. Cable: NOMECO. Pres.: Lennart Reuterskiold.  
 Schlagerforlaget, Hantverkargatan 62, Stockholm K. Tel: 53 53 00. Pres.: Yngve Stoor.  
 Screen Gems, Jungfrugatan 18, Box 5265, Stockholm 5. Tel: 61 75 30 & 63 79 70. Pres.: Stig Anderson. Cable: SWEDENMUSIC.  
**This company represents:** Colgems, Kennedy Street.  
 Seagull, Styrbordsvagen 44, Oxelosund; Postgiri 619449. Tel: (0155) 33047. Cable: ZOOMIMP. Gen. Mgr.: Sven-Ake Hogberg; Gen. Prof. Mgr.: Lillies Ohlsson.  
 Seven Brothers (see Edition Odeon).

# SWEDEN MUSIC AB

**Brahegatan 24  
STOCKHOLM • SWEDEN**  
**Cableaddress:  
SWEDEN MUSIC • STOCKHOLM**  
**Phone:  
61 75 30 • 60 22 87 • 63 79 70**

## STIG ANDERSON

*The HOTTEST Independent Label in  
Scandinavia Is*

# POLAR RECORDS A.B.

**BOX 5265, JUNGFRUGATAN 18, STOCKHOLM 5**

**CABLE: SWEDENMUSIC**

**PHONE 63 79 70 — 60 22 87**



Shadows (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.

SONET, Arfemigatan 8, Stockholm 39. Tel: 67 05 40. Cable: SONETMUSIC. Prof. Mgr.: Rune Ofwerman; Int'l: Dag Haeggqvist.

**This company represents:** Eden (USA), World Music (Belgium). (SEE ADVERTISEMENT)

Sonora, Kommendoersgatan 26, Stockholm 5. Tel: 63 54 00. Cable: SONORA. Gen. Mgr.: Sture Borgedal.

**This company represents:** Albet, Borscht, Callee, Celestial, Dwarf, Editions Labrador, Fling, Florida, Lewis Futterman, Lois, Edward B. Marks, Millwick, Northern Songs, Pennywhistle, Planetary-Nom, Aaron Schroeder, Spata, South Mountain, Timberhead, Tree, Tridon.

Southern, Grevturegatan 38, Stockholm O. Tel: 67 99 10. Cable: SOUNDMUSIC. Pres.: Ronald Sjogren.

Spanka (see Bens Music).

Starton, Bondegatan 4, Stockholm So. Tel: 23 30 55. Cable: CUPOL. Pres.: Helge Roundquist.

Stockholms Musikproduktion, Drottninggatan 55, Stockholm C. Tel: 21 69 97 & 21 99 97. Cable: STOCKHOLMSMUSIK. Gen. Mgr.: Lisbeth & Felix Stahl.

**Affiliates:** American Songs, Kassner, Modern, Succemelodier.

Succemelodier (see Stockholms Musikproduktion).

SWEDEN, Jungfrugatan 18, Box 5265, Stockholm 5. Tel: 61 75 30 & 63 79 70. Cable: SWEDENMUSIC. Pres.: Stig Anderson.

**This company represents:** Almo-Irving, Hollenback, Hugo & Luigi, Mirwood, Freddie Poser, Johnny Rivers, Philip Solomon, Trousdale. (SEE ADVERTISEMENT)

Tagemusik (see Edition Odeon).

Troll, Atlasgatan 14, Stockholm. Tel: 31 67 10. Gen. Mgr.: Per Anders Boquist.

United Artists, Jungfrugatan 18, Box 5265, Stockholm 5. Tel: 61 75 30 & 63 79 70. Cable: SWEDENMUSIC, STOCKHOLM. Mgr.: Stig Anderson.

**This company represents:** Cameo-Parkway, Cur-tom, Jalynn, Kama Sutra, Orbit, Jnart.

Visor och Latar, Box 194, Aerala. Tel: (016) 70016. Gen. Mgr.: Gunnar Olsson.

Wessman & Pettersson, Adelsgatan 5, Visby. Tel: 101 11. Pres.: Hans Pettersson.

**● independent record producer**

Visor och Latar, Box 194, Aerala. Tel: (016) 70016. Pres.: Gunnar Olsson.  
Label credits: Decca, Philips, Swe Disc.

**● record distributors**

Cupol, Katarina bangatan 17, Stockholm So. Tel: 23 30 55. Cable: CUPOL. Pres.: Helge Roundquist.

**Labels:** Ararat, Ariola, Baccarola, Cantio, Contemporary, Cupol, Dollar, Efel, Eurodisc, Europa, Festival, Fonit, Good Time Jazz, Hansa, Hep House, Lyr, Melodia, Music Minus One, Nashville, Olga, Parodisc, Playtone, Pop Hat, Reprise, Sveriges Radio, Swe-Tone, Toni, Time, Troll, Vega.

G D C (Grammofonbolagens Distributionscentral) PO Box 5153, Stockholm 5; Jungfrugatan 19, Stockholm O. Tel: 63 54 00. Pres.: Eddie Landqvist.

**Labels:** Arkens Rundradio, Arne Bill Produktion, Clavicord, Jet Records, Karusell Grammofon, Knappupp, Lidoproduktion, Mega'fon, Metronome, Moonlight Music, Pan, Philips-Sonora, Polar Music, Scan-Disc, Septima, Sonet Grammofon, Sunset, Svenska Manu-Music, Svenska Missionsforbundets, Swe-Disc Grammofon.

Electric & Musical Inds. (EMI), PO Box 27053, Stockholm 27; Sandhamngatan 39, Stockholm No. Tel: 22 45 80. Cable: GRAMMOPHON. Pres.: Anders Holmstedt.

**Labels:** Hellberg-Perlitz Production, Jazz Records, Nordiska Musikforlaget, Skandinaviska Grammophon, Sveriges Radio, & Williams.

Telefunken, PO Box 1178, Ankdamngatan 5, Solna. Tel: Stockholm 82 04 80.

**Labels:** Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Brunswick, Coral, Decca, Deram, London, L'Oiseau-Lyre, Reprise, Telefunken, Turnabout, Vox, Warner Bros.

**Labels:** Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Brunswick, Coral, Decca, Deram, London, L'Oiseau-Lyre, Reprise, Telefunken, Turnabout, Vox, Warner Bros.

**Labels:** Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Brunswick, Coral, Decca, Deram, London, L'Oiseau-Lyre, Reprise, Telefunken, Turnabout, Vox, Warner Bros.

**● supplies & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Swedish Music Information Center, Tegnerlunden 3, Stockholm C. Cable: STIM. Mgr.: P. O. Lundahl.

Swedish Musicians Union, Upplandsgatan 4, Stockholm C. Cable: MUSIKCENTRAL.

Swedish Society for Music Research, Uppsala University, Uppsala. Pres.: Ingmar Bengtsson.

**DESIGN & ARTWORK**

Thure Aberg Prod'ns, Rindogatan 48, Stockholm No. Tel: 67 25 86. Mg'g Dir.: Thure Aberg.

**MUSIC LICENSING ORGANIZATION**

S T I M, Tegnerlunden 3, Stockholm C. Tel: 24 29 50. Cable: STIM. Pres.: Sven Wilson. The Swedish Performing Rights Society.

**MACHINE SHOP**

AKTIEBOLAGET ALPHA, PO Box, Esplanadan 10, Sundbyberg 1. Tel: 28 26 00. Cable: AKTIE-ALPHA. Pres.: S. Jacobsson; Sales Mgr.: T. Darle. (SEE ADVERTISEMENT)

**PRESSING PLANTS**

AKTIEBOLAGET ALPHAT, PO Box, Esplanadan 10, Sundbyberg 1. Tel: 28 26 00. Cable: AKTIE-ALPHAT. Pres.: S. Jacobsson; Sales Mgr.: T. Darle. (SEE ADVERTISEMENT)

Champion Radio, PO Box 21028, Stockholm 21; Rorstrandsgatan 37 Stockholm Va. Tel: 22 78 20. Cable: CHAMPIONRADIO. Pres.: Olof Bengtsson.

Mekaniska Verkstaden Rekord, Norrbackagatan 1, Stockholm Va. Tel: 23 42 15. Cable: RECO-PRESS. Pres.: Knut Vestman.

Svensk Grammofonindustri, Sveavagen 17, Stockholm C. Tel: 10 63 67. Pres.: Tage Andersson.

**RECORDING STUDIOS**

Como Studios, Karlbergsvagen 57, Stockholm Va. Tel: 30 96 00. Cable: METROREC. Mgr.: Rune Persson.

Europa Film, Annedalsvagen 29, Sundbyberg. Tel: Stockholm 28 28 00. Cable: EUROPAFILM. Mgr.: Bjorn Bergqvist.

Svenska Philips, Lidovagen 50, Stockholm No. Tel: 63 50 00. Cable: PHILAMP. Mgr.: Dag Secher.

Sela Studio, Stortorget 5, Stockholm C. Tel: 10 31 34. Pres.: Lennart Ljungberg; Mgr.: Sten Hagberg.

**● music festival**

Stockholm Festival, Norra Smedjegatan 13, Stockholm C. Tel: 20 31 27. Mgr.: Georg Kison Kjellberg.

**Type:** Opera, concerts, chamber music, recitals, drama. (Sept.).

## SWITZERLAND

Population: 5,874,000.  
Official rate of exchange: \$1 (US) 4.32 francs.

Records imported from USA (factory value) 1966—\$238,640; 1965—\$246,205.

Records exported to USA (factory value) 1966—5,104 units at \$8,491; 1965—1,270 units at \$2,197.

**Tape:** Cartridge sales are higher than reel-to-reel sales. Philips playback units (home and auto) have practically the entire Swiss market. Philips musicassettes have been on the market for about 2 years. EMI started sales on July 1.

**Type of promotion:** The government controls television and radio. Pop music programs are not frequent, which is reflected in record sales, through leading fan magazine POP has helped sales through the coverage of top and local groups.

**Juke boxes:** 8,000.  
**Radio stations:** no commercial; 3 government—AM, FM.

**Type of programming:** There are 3 stations, one for each language (German, French, Italian). Programming is very conservative, approximately 50% musical programs of which 98% is recorded music and 2% live.

**Radios:** 2,183,000.

**TV stations:** 3 channels; 3 government—no commercial.

**TV sets:** 497,000.

**Import-export regulations:** 5.4% tax on wholesale price, plus 8% for SUIA (mechanical copyright royalties)—both added to retail price.

**Holidays:** Jan. 1, Aug. 1 (Anniversary of the founding of the Swiss Confederation), Dec. 25 (Christmas), Easter Monday, Ascension Day, Whit Monday. Juerg Marquard

**● record manufacturers**

Alpha (see Electromusic).  
Alpina (see Electromusic).  
Amalthea (see Pick).

Barclay, rue du Roveray 14, 1207 Geneva. Tel: (022) 36.17.41, 36.74.14. cable: BARCLAY-DISC. Dir.: Claude Aubert; Sales Dir.: Francois Magnenat; P.R.: Denise Poudenas; Int'l Serv. Dir.: Ildebrando Parlatano.

**Home office:** France.  
**This company represents:** Atco, Atlantic, Barclay, Chess, Classic, Dunwich, Erato, Focus, Jag, Moonglow, Rigolo, Riviera, Stax, Tiffany, Tempo, 20th-Fox, Volt.

C B S unter Altstadt 10, 6300 Zurich. Tel: (042) 46.22.2. Cable: COLRECORD. Gen. Mgr.: Max Wingard; Pop A&R Sales Mgr. & Promo.: Lucien Monnerat; Classical A&R, Publ. & Adv.: Ruth Cernelc.

**Label:** Columbia.  
Caedmon (see Philips).  
Camarata, c/o Moeseler Verlag, Schweizergasse 21,

8021 Zurich. Tel: (051) 25.00.36. Cable: MOESELERVERLAG.

**Home office:** West Germany.  
Disques Office, 188 rue Pierre Aebly, 1700 Friebourg. Tel: (037) 2.62.61.

**This company represents:** Ades (France), Alpha (Belgium), BAM (France), Baroque (Canada), Discophile Francais (France), Musidisc, Ocora, Petit Menestrel, Pleiade (France), President (France), Supraphon (Czechoslovakia), Supradisc (Belgium), Vergara (Spain), Vista (USA).

E M I, Raemistr. 42, 8024 Zurich. Tel: (051) 34.52.77. Cable: EMIREC. Gen. Mgr.: Max Brunner; A&R Pop, Publ. & Promo.: Teddy Meier; A&R Classical & Sales & Mktg.: Jurg Grand.

**Labels:** ABC, Angel, Blue Note, Bluesway, Carisch, Columbia (EMI), Contemporary, Discophiles, Francais, Ducretet-Thomson, Electrola, Fox, Gloria, Golden 12, Good Time Jazz, Harmonia Mundi, His Masters Voice, Immediate, Imperial, Impulse, Liberty, Metronome, Motown, Odeon, Parlophone, Pathe, Preiser, Regal, Stateside, Supermajestic, Tamla, Top Music, Trianon, Turnabout, Voix de son Maitre, Volksplatte, Vox, World Pacific.

Electromusic, Nauenstr. 71, Basel. Tel: 34.92.50. Cable: ELMUBA. Gen. Mgr.: Fritz Voegelin; Vice-Mgr.: Max Blattner.

**Labels:** Alpha, Alpina, Tell.

**This company represents:** Cetra (Italy), Discophon (Spain), Juke Boxe (Italy), Sabrina (Italy), 777 (Germany), Sunset (Italy), Tempo-Osca (Germany).

Elite (see Turicaphon).  
Elite Special (see Turicaphon).

Eurex, Russikerstrasse 2, 8330 Pfaffikon Zurich. Tel: 97.42.31. Dir.: Hans R. Buchi; A&R Pop: Franco Burzi.

**This company represents:** Combasteo, Lunarese, Twenty.

Fonitana (see Philips).  
Hug, Lindenhofstr. 16, Basel. Tel: (061) 35.10.77.

**This company represents:** Angel, Barlok, Encore, Electrola, Encyclopedie Sonore, HMV, Jupiter, Liberty, Monitor, Musidisc, Qualiton, Trianon.

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.  
**Labels:** Iramac & Relax.

Layola, Bendesstr. 9-13, 6002 Lucerne. Tel: (041) 3.44.55. Cable: JOHNLAY. Dir.: John Lay.

**Branch:** Seesta. 45, 8000 Zurich. Tel: (051) 27.30.10.

**Labels:** Layola, Layola Favorit, Orchestrola, Pilatus, Swiss Sound.

Mercury (see Philips).  
Orchestrola (see Layola).

Orpheus (see Philips).  
Oversea, Alto Zurcherstr., 8154 Oberglatt, Zurich. Tel: (051) 94.71.50. Gen. Mgr.: Michel Liber.

**This company represents:** Carosello (Italy), Cain Celentano (Italy), Curci (Italy), Delta (UK), IPM (Italy), Italmusica (Italy), Jazz Club (France), Kansas (Italy), Malette (Italy), Meazzi (Italy), Ole (Italy), Palette (Italy), Panorama (France), Pig (Italy), President (France), Primary (Italy), Ribalta (Italy), Rifi (Italy), Rondo (Germany), Said (Italy), Silver (Italy), Sir (Italy), Sonor (Italy), Sunstar (Italy), Togo (Italy), Variety (Italy), Vergara (Spain), Zephyr (Italy).

Pergola (see Philips).

Philips, Edenstr. 20, 8027 Zurich. Tel: (051) 25.86.10. Cable: ARGENTA. Gen. Mgr.: J.J. Schwenker; Sales: A. Duchable.

**Labels:** Philips, Fontana, Mercury, Caedmon, Orpheus, Pergola.

**This company represents:** Audio-Fidelity (USA), Battle (USA), Caedmon (USA), Caravel (Italy), Critere (France), Fidelity (Greece), Jazzland (USA), Melodieon (Italy), Pacific Jazz (USA), King Universal (Italy), Riverside (USA), Star Club (Germany), Vee Jay (USA), World Pacific (USA).

Phonag, Stadthausstr. 69, 8400 Winterthur. Tel: (052) 23.62.31. Mg'g Dir.: Helmut Bischof; Rec'g Dir.: Hellmuth Kolbe.

**This company represents:** Amadeo, Bellaphon, Belvedere, Blue Note, Cornet, Erovec, Eurex, Fonit-Cetra, Marfer, Phonocolor, Popular, Saba, Style, Supraphon, Vanguard, Vedette.

Pick, Brunnwiesenstr. 26, 8049 Zurich. Tel: (051) 56.44.40 & 56.70.60. Cable: MUSIKCENTER. Pres.: Anton Peterer; Dir. Adv. & Promo.: Mrs. Jane Peterer; Sales Mkt'g., Publ. & Promo.: Ernest Niedermann.

**Labels:** Amalthea, Pick, Regina, Star.

Pilatus (see Layola).

R C A Overseas (European Liaison Office), 31 Blvd. Helvetique, Geneva. VP & Mg'g Dir.: Peter F. Baumberger.

Regina (see Pick).

Relax (see Iramac).

Siemens, Loewenstr. 35, 8001 Zurich. Tel: (051) 25.36.00. Dir.: Eugen Vogler; Sales, Mkt'g., Promo.: Manfred Wipfli; Publ. & Adv.: Nelly Kustersteiner.

**This company represents:** Archiv, Jacques Canetti, Command, Deutsche Grammophon Gesellschaft, Heliodor, International Polydor, Italdisc, Kama Sutra, King, MGM, Polydor, Sonet, UA, VSP, Verve, Verve/Folkways.

continued on page 290

continued

Star (see Pick).  
 Swiss Sound (See Layola).  
 Tell (see Electromusic).  
 Turicaphon, 8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11. Gen. Dir.: Hans Oestreicher; Classical A&R: Walter Grossmann.  
**Labels:** Elite, Elite Special.  
**This company represents:** Artiphon, Artiphon Special, Asmahan, Baidaphon, Ricordi, Triola.  
**Int'l reps.:** Austria (Centrocord), Germany (Deutsche Austrophon).  
 Vogue, 70 Ave. des Alpes, 1820 Montreux. Tel: (021) 62.45.55. Pres.: I. Cantacuzene; Gen. Mgr.: J. J. Finsterwald.

● music publishers

Acuff-Rose, Badenstr. 334, Zurich.  
 Annabella (see Arena).  
 Arena, Brunnenstr. 9, Uster, 8610 Zurich. Tel: (051) 87.14.34. Pres.: Hans Oestreicher.  
**Affiliates:** Annabella, Flora, Musikus, Turicaphon.  
 Cadenza (see Sidem).  
 Chappell (see Helbling).  
 Ed. Coda.  
 Coda, Postfach 260, Baunwiesenstr. 26, CH-8049 Zurich. Tel: (051) 56.70.60. Cable: MUSICK-CENTER. Pres.: Cedric Dupont; Gen. Prof. Mgr.: Anton Peterer.  
**Affiliates:** Francis-Day, Meisel, Montana.  
 Belmont, Ave. des Alpes 70, 1820 Montreux. Tel: (021) 62.45.55. Pres.: I. Cantacuzene; Gen. Prof. Mgr.: J. J. Finsterwald.  
**Int'l firms represented:** Alpha (France), Belmont (Germany), Carrousel (France), Vogue Int'l (France).

Flora (see Arena).  
 Francis-Day (see Coda).  
 Hazyland (see Hazyville).  
 Hazyville, Schifflande 26, 8001 Zurich. Tel: (051) 47.24.27. Cable: OSTERWALD. Pres. & Gen. Mgr.: Hazy Osterwald. Exec. Mgrs.: Mr. Burli & Mr. Stammli.  
**Affiliate:** Hazyland.  
**Int'l firms represented:** Paul C. R. Arends (Germany), Hazyland (Germany), Ital-melodie (Germany), Noslens (USA), Shirley (Germany), Trumpf (Germany).  
**Int'l rep.:** Germany (Paul C. R. Arends).  
 Helbing, 8604 Volketswil, 8007 Zurich. Tel: (051) 86.43.93. Gen. Mgr.: Albert Brunner.  
**Affiliates:** Chappell, Modern, Nova, Southern  
**Int'l reps:** Belgium (Bizet), France (Robert Salvat), Germany (Peter Schaeffers; Ralph Maria Siegel), United Kingdom (Campbell Connelly), USA (Edward B. Marks).  
 Impact, V. D. Scuole 10, 6900 Cassarate-Lugano. Tel: 3.20.93. Dir.: Aldo Libanione.  
 Intervox, Pfauen-Ramistr. 42, Zurich 1/24. Tel: 24.16.73.

Maietti (see Oversea Rec.).  
 Meisel (see Coda).  
 Modern (see Helbling).  
 Ivan Mogull (see Musikvertrieb).  
 Mondiamusic (see Sidem).  
 Montana (see Coda).  
 Musikus (see Arena).  
 Musikvertrieb, Badenerstr. 555, 8040 Zurich. Tel: (051) 54.94.54. Dir.: M. A. Rosengarten.  
**Int'l firms represented:** Leonardi Gruppo (Italy), Melodie der Welt (Germany), Minerva (Germany), Ivan Mogull (USA).  
 Nova (see Helbling).  
 Oversea Rec., Alte Zurcherstr., 8154 Oberglatt, Zurich. Tel: (051) 94.71.50. Gen. Mgr.: Michel Lihér.  
**Affiliates:** Maietti, Vescovi  
 Sidem, 8 rue de Hesse, 1211 Geneva. Tel: (022) 29.95.55. Pres.: Willy Wachtli. Gen. Prof. Mgr.: Heinz Liechti.  
**Affiliates:** Cadenza, Mondiamusic.  
**Int'l firms represented:** Music Publ'rs Holding Corp. (USA), Robbins-Feist-Miller-Hastings (USA) Sidemton (Germany).  
 Sonographic, PO Box 2, 8952 Schlieren.  
 Southern (see Helbling).  
 Turicaphon (see Aena).  
 Vescovi (see Oversea Rec.).  
 Zurich, Utoquai 41, 8008 Zurich. Tel: (051) 34.77.88. Pres. & Gen. Prof. Mgr.: Rolf Corradi.

● distributors

Finsterwald & Cantacuzene, 70 Ave. des Alpes, 1820 Montreux. Tel: (021) 62.45.55. Cable: FINS-CANTA. Admin.: J. J. Finsterwald; Dir.: I. Cantacuzene.  
**Labels:** Adventure (Italy), Arlequin (Spain), Artone (Netherlands), Autumn (USA), Beller (Spain), Calig (Germany), Charlin (France), Christophorus (Germany), Circus (Italy), Clarte (France), Collector (United Kingdom), Contrepoint (France), Crescendo (USA), Critere (France), Davon Music (USA), Deutsche Vogue (Germany), Disc'AZ (France), Dot (USA), Durium (Italy), Erato (France), Everest (USA), Fiori Musicali (France), Funkler (Netherlands), GNP Crescendo (USA), Golden Guinea (United Kingdom), Hispavox (Spain), Jay Gee (USA), Jericho (France), Jolly (Italy), Josie (USA), Jubilee (USA), Kapp (USA), Laurie (USA),

Lumen (France), MK (USSR), Mainstream (USA), Marble Arch (United Kingdom), Markal (Belgium), Marquee (USA), Mode (France), Music (Italy), Negram (Netherlands), Nixa (United Kingdom), Orfeon (Mexico), Pacific (France), Palette (Belgium), Pastorale & Musique (France), Peacock (USA), Piccadilly (United Kingdom), Pop (France), Premier (USA), Pye (United Kingdom), Red Bird (USA), Roulette (USA), Royal (Italy), Scepter (USA), Somersset (Germany), Sonet (Sweden), Spoken Arts (USA), Sprint (Italy), Stella (Italy), Stevie (United Kingdom), Storyville (Denmark), Strike (United Kingdom), Studio SM (France), Swing (France), Tico (USA), Titanus (Italy), Tono (Denmark), Transatlantic (United Kingdom), Typic (France), Unidisc (France), Vogue (France), Zafiro (Sapin).  
 Jecklin, Raemistr. 42, 8024 Zurich. Tel: (051) 24.39.41.  
**Labels:** Angel (United Kingdom) Atco (USA), Atlantic (USA), Blue Note (USA), CGD (Italy), Carisch (Italy), Choir (USA), Columbia (United Kingdom), Contemporary (USA), Derby (Italy), Favorite (Austria), Gloria (Germany), Golden 12 (Germany); Good Time Jazz (USA), Harmonia Mundi (Germany), Imperial (Germany & USA), International (Germany), Italia (Germany), Kabarett Aus Wien (Austria), Lebendiges Wort (Austria), Liberty (USA), Metronome (Germany), Motown (USA), Musica Sacra (Germany), Odeon-Parlophon (United Kingdom), Pathe (United Kingdom), Patmos (Germany), Regal (United Kingdom), Stateside (United Kingdom), Sunset (USA), Super Majestic (France), Tamlia (USA), Unikum (Austria), World Pacific (USA), Vox USA & France).

Musikvertrieb.  
 Musikvertrieb, Badenerstr. 555, 8040 Zurich. Tel: (051) 54.97.54. Dir.: M. A. Rosengarten; Sales, Adv. & Promo.: L. Schmuckli.  
**Labels:** A&M (USA), Ace of Clubs (United Kingdom), Ace of Hearts (United Kingdom), Ariola (Germany), Argo (Europe), Baccarola (Germany), Barclay (France), Bel Air (France), Capitol (USA), Coral (USA), Decca (United Kingdom), Dot (USA), Ducretet-Thomson (France), Elite Special (Switzerland), Eurodisc (Germany), Festival (France), Hansa (Germany), Hed Arzi (Israel), Hickory (USA), Hispavox (Spain), Jaguar (Italy), Karate (USA), London (United Kingdom), Monument (USA), Oiseau Lyre (France), RCA Italiana (Italy), RCA Victor (USA), Reprise (USA), Ricordi (Italy), Rigolo (France), Riviera (France), Telefunken (Germany), Triola (Denmark), 20th-Fox (USA), Vega (France), Warner Bros. (USA).

● supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Swiss Musicians, Ilbs Ave. du Garmmot, Lausanne. Tel: (021) 26.63.71.  
 European Ass'n of Music Festivals, 122 rue de Lausanne, Geneva.  
 International Federation of Musicians, Kruststr. 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, Talacker 35, 8001 Zurich. Gen. Sec'y: Dr. Vital Hauser.

MUSIC LICENSING ASSOCIATIONS

Edifo, Badenerstr. 332, 8040 Zurich. Tel: (051) 54.64.77. Pres.: Dr. Veit Wylter; Gen. Prof. Mgr.: Joseph Felder. (societe internationale our les editions et pour la perception des droits d'auteur.)  
 S U I S A, Schweizerische Gesellschaft der Urheber und Verleger, General Guisan-Quai 38, 8002 Zurich. Tel: (051) 25.77.00. (mechanical copyright 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.  
 Overseas, 8154 Oberglatt, Zurich.  
 Sonographic, PO Box 2, 8952 Schlieren.

● tape

TAPE MANUFACTURERS & LICENSED DUPLICATOR/DISTRIBUTORS

Atlantida of Geneva.  
 Atlantida, 9-11 rue du Clos, 1207 Geneva. Tel: (022) 36.68.60. Cable: ASAINTER. Pres.: A. Volts; Mg'g Dir.: P. Kahla; Sales Mgr.: A. Deryng.  
**Int'l branches:** France, Spain.  
**Int'l reps.:** Belgium (Inelco), Sweden (Audio-Nike).  
**Labels:** Atlantida, Barclay, Beller, Edigsa, Juke Boxe, Ricordi, Riviera, Superstone, Vergara, Vogue.

● musical instruments

MANUFACTURERS

Oscar Bauer, Wuhrstr. 19, 8003 Zurich.  
**Instrument:** drums.  
 Jean Bennett, 28 Grandes-Rames, 1700 Fribourg.  
**Instrument:** organs.  
 A. Frey, Sternmattstr. 11, 6000 Lucerne.  
**Instrument:** organs (Caecilia).  
 Eugen Giannini, Torgasse 11, 8001 Zurich.  
**Instrument:** drums.  
 Goll, Tibschenstr. 30, 6000 Lucerne.  
**Instrument:** organs.  
 Th. Kuhn, Seestr. 141, 8708 Maennedorf.  
**Instrument:** organs.  
 W. Heckendorn, Metzgerstr. 6, 40000 Basel.  
**Instrument:** drums.  
 Hirsbrunner, Dorfstr., 3454 Sumiswald.  
**Instrument:** drums.  
 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.  
 Alfred Sacher, Oetlingerstr. 39, 4000 Basel.  
**Instrument:** drums.  
 Karl Schneider, Bahnhofstr. 1, 4125 Riehen.  
**Instrument:** guitars.  
 Gebr. Spaeth, Hadenstr. 5, 8640 Rapperswil.  
**Instrument:** organs.  
 Pierre Vidoudez, 22 rue de la Corraterie, 1200 Geneva.  
**Instrument:** guitars.

IMPORTERS

Accordina, Altsaetten.  
 Oscar Bauer, Wuhrstr. 19, 8003 Zurich.  
 J. Bernard, rue Pecolat 4, Geneva.  
 J. Cavalli, rue Pepinet 5, Lausanne.  
 Paul Giger, Sonnenhalde 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. Marcelland, 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 Corraterie 22, 1200 Geneva.  
 L. Von der Weid, rue de Lausanne 29, 1700 Fribourg.  
 Henry Werro, Zeitglockenlaube 2, 3000 Bern.

● music festivals

Basler Mustermesse, Basel.  
**Date:** April 1968.  
 Engadine Concert Weeks, c/o Oberengadiner Kurverein, 7513 Silvaplana. Tel: (082) 64.150.  
 Dir.: Peter Pedrun.  
**Type:** classical (July-Aug.).  
 F E R A, Swiss Radio & TV Show, Hallenstadion, Zurich.  
**Type:** radio & TV (Sept.).  
 Festival of Music, Ascona.  
**Type:** classical (Aug.-Oct.).  
 Festival of Music, c/o Verkehrsverein Gstaad, Gstaad. Dir.: Yehudi Menuhin.  
**Type:** classical (Aug.).  
 Festival International de Lausanne, Lausanne. Tel: (021) 22.64.37. Dir.: Manuel Roth.  
**Type:** opera, concert, ballet.  
 International Amateur Jazz Festival, Zurich.  
**Type:** jazz (Sept.).  
 International Festival of Music, Schweizerhofquai 4, Lucerne. Tel: (041) 2.52.22. Pres.: Dr. Alois Trollier; Mgr.: Dr. Othmar Fries.  
**Type:** concerts, chamber music, recitals, drama (Aug.-Sept.).  
 International June Festival, c/o Verkehrsverein Zurich, Zurich. Tel: (051) 25.67.00.  
**Type:** recitals, drama, ballet, art exhibits (June-July).  
 Septembre Musical, Montreux Tourist Office, PO Box 97, 1820 Montreux. Tel: (021) 61.33.84. Cable: FESTIMONT.  
**Type:** classical (Aug.-Sept.).

THAILAND

Population: 29,700,000.  
 Official rate of exchange: \$1 (US) 20 bahts.  
 No. of Radios: 2,970,000.  
 No. of TV sets: 250,000.  
 Holidays: Mar. 6 (MakhaBujia), Aug. 2 (Buddhist Lent), Dec. 5 (King's Birthday), Dec. 10 (Constitution Day).

continued on page 292



# THE FIRST

COMPANY IN EUROPE PRODUCING UNITS  
STEREO TAPE CARTRIDGES FOR CAR,  
HOME, BOAT, PLANE, ETC. . . .

**ATLANTIDA  
ELECTRONICS**  
GENEVA - SWITZERLAND

### We produce Units

- ★ 4 Track
- ★ 8 Track
- ★ Compatible 4 & 8
- ★ Portable Teenagers Units
- ★ Special Combining Advertising Spots and background music for Super-Markets, Bars, Buses, Restaurants, Banks, Terminal, etc.
- ★ Automatic Units for background music

### We offer Cartridges

- ★ The widest range of European music: Pop, Classical, Jazz, Folk, Background and Oriental.
- ★ Barclay, ★ Riviera, ★ Vogue,
- ★ EMI, ★ Ricordi, ★ Juke-Box,
- ★ FP4, ★ Vergara, ★ Belter,
- ★ Edigsa,
- ★ Supertone, etc.

*For information or orders, please contact:*

## ATLANTIDA ELECTRONICS

9-11, rue Du Clos, Geneva, Switzerland  
Telex 22989

## ON TOP SINCE 1894 IN CIRCULATION IN REPUTATION IN PENETRATION

No other music-trade publication gives its advertisers the global exposure, strength of editorial backing and proof of circulation claims that **Billboard** offers.

The nearly 70 years of international respect for **Billboard's** quality of journalism, scientific methods of research and high standards of business practice provide advertisers with an unmatched setting of prestige for their message.

With a world-wide circulation twice that of any other music-trade publication, **only Billboard** offers advertisers incontrovertible proof of circulation figures by opening its files twice every year for audit by the rigid and exacting Audit Bureau of Circulations (ABC).

Their reports detail for every **Billboard** advertiser just where his message goes throughout the world . . . who receives it . . . and how many receive it.

Basic Information That Every Advertiser Should Not Only Expect—But Demand!

Do You?

New York • Hollywood • Chicago • Washington • Nashville  
London • Buenos Aires • Rio de Janeiro



continued

● **record manufacturers**

Black & White, 708 Mahachai Rd., Bangkok. Tel: 23002.  
 Cathay, Charoenkrung Rd., Bangkok.  
 T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok. Tel: 20560.  
 Kamol Sukosol, PO Box 178, Bangkok.  
 Sri Krung Film Co., 129 Bangkokpi, Bangkok. Tel: 57133.  
 Philips Electrical Co. of Thailand, 282 Silom Rd., Bangkok.

● **importers & exporters**

T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok. Tel: 20560.  
 Kamol Sukosol, PO Box 178, Bangkok.

● **supplies & services**

**PRESSING PLANTS**

Sri Krung Film Co., 129 Bangkokpi, Bangkok. Tel: 57133.  
 Kamol Sukosol, PO Box 178, Bangkok.  
 Philips Electrical Co. of Thailand, 282 Silom Rd., Bangkok.  
 Virulhathakich, c/o Kamol Sukosol, PO Box 178, Bangkok.

**RECORDING STUDIO**

Kamol Sukosol, PO Box 178, Bangkok.

**TRINIDAD & TOBAGO**

Population: 969,380.  
 Official rate of exchange: \$1 (US) = 1.70 West Indian dollars.  
 Per capita income: \$863 annually (1964).  
 Records imported from USA (CIF): 1966-7" and under-\$71,707; 7" to 10"-\$9,187; over 10"-\$105,055.  
 Records exported to USA (FOB): 1966-7" and under-\$766; 7" to 10"-\$36; over 10"-\$900.

**ORLAKE**

**BRITAIN'S  
 PREMIER  
 INDEPENDENT  
 PRESSING  
 PLANT**

★  
**FULL PROCESSING AND  
 PRESSING FACILITIES**

★  
 Also production of  
**LABELS  
 ALBUM SLEEVES  
 CATALOGUES  
 PROMOTIONAL MATERIAL**

★  
**ORLAKE LTD.**

**Sterling Works  
 Rainham Road South  
 Dagenham, Essex  
 England**

**DOMinion 7700, 8430, 4471-2**

Total record imports (CIF): 1966-7" and under-\$120,084; 7" to 10"-\$34,400; over 10"-\$200,962.

Total record exports (FOB): 1966-7" and under-\$81,816; 7" to 10"-\$1,544; over 10"-\$100,433.

Radio stations: 2.  
 Radios: 150,000.

TV stations: 1.  
 TV sets: 25,000.

Holidays: Jan. 1, Good Friday, Easter Monday, May 1 (May Day), Whit Monday, Corpus Christi, Aug. 1 (Discovery Day), Aug. 31 (Independence Day), Dec. 25, 26.

● **record manufacturers**

International Rec'g, 8 Dundonald St., Port-of-Spain. Tel: 52337. Cable: INTERRECORD. Mg'g Dir., A&R & Sales: Leslie C. D. Lucky-Samaroo. Label: Tropic.  
 This company represents: RCA Camden, RCA Victor, Ultra Audio, United Artists.

National Rec'g, Simeon Rd., Petit Valley, Diego Martin, Trinidad. Contact: Slinger Francisco.

Telco Rec'g Div., Corner Gordon & Maingot Sts., Mt. Hope, Port-of-Spain. Tel: 638-3354.

Trinidad Rec'g House (TRH), 131 Long Circular Rd., Port-of-Spain. Tel: 22335.

● **supplies & services**

**PRESSING PLANTS**

International Rec'g, PO Box 517, Port-of-Spain.  
 National Rec., PO Box 631, Port-of-Spain.  
 Trinidad Rec'g House (TRH), 131 Long Circular Rd., Port-of-Spain. Tel: 22335.  
 West Indies Telecommunications & Electronics, PO Box 890, Port-of-Spain. Tel: 638-3354.

**TURKEY**

Population: 33,274, 673.  
 Per capita income: \$226.  
 Official rate of exchange: \$1 (US) = 9.08 lira.  
 Importations (factory value): Records 1966-46,082 units @ \$53,050; 1965-32,986 units @ \$37,676; up 40.8%. Blanks 1966-1,020 units @ \$1.307; 1965-1,250 units @ \$1.428; down 8.5%. Matrices 1966-1,066 units @ \$14,537; 1965-1,905 units @ \$11,346. (1966 figures based on first 10 months).  
 Exportations (factory value): Records 1966-36,789 units @ \$14,672; 1965-61,299 units @ \$24,228; Matrices 1966-300 units @ \$129. (1966 figures based on first 10 months).  
 Average retail price per record: LP-\$4.40; EP-\$2.20; Single-\$1.38.  
 Type of distribution: Manufacturer-to-retailer is the prevailing system.  
 Type of promotion: Newspaper advertising and indirectly "Top Ten" programs.  
 Radio stations: no commercial; 15 government-14 AM, 1 FM.  
 Type of programming: 70% music; 70% recorded, 30% live. The time is divided equally between classical and popular.  
 Radios: 2,177,000 (1964).  
 TV stations: 2 stations at experimental stage.  
 TV sets: 1,500.  
 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.  
 Diskofon, Dogubank Is Hani No. 401/405, Sirkeci, Istanbul.  
 Gromofon, Yesilkoy PO Box No. 3, Halkali caddesi No. 85, Yesilkoy, Istanbul. Tel: 73 89 76/77. Cable: GRAMOTURK. Mg'g Dir.: Alan A. Campbell; Rec'g Eng.: Esat Kiral; Sales & Promo.: Akilas Totonis.  
 Labels: Capitol, Columbia, HMV, MGM, Odeon, Pathe, Regal, Stateside.  
 This company represents: Artone (Netherlands), Markal (Belgium), Style (Italy).  
 Grafson, Aydin Saray Kat 3, Carsikapi, Istanbul.  
 Labels: Grafson.  
 Melodi, Istiklal caddesi No. 387, Saka Selim Cikmazi No. 7, Beyoglu, Istanbul.  
 Branch: Mithatpasa caddesi No. 613, Ankara. Tel: 12 73 18. Mgr.: Arif Budak.  
 Labels: Melodi.  
 This company represents: Atlantic, Atco, Blue Note, Decca, Imperial, Liberty, London, Pye, RCA, Reprise, Teldec, Vogue, Warner Bros., World Pacific.  
 Sencatar, Tarlabasi, Turan caddesi No. 100/102, Beyoglu, Istanbul.

● **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.

**IMPORTERS & EXPORTERS**

Gramofon, Yesilkoy PO Box 3, Yesilkoy, Istanbul. Tel: 73 89 76. Cable: GRAMOTURK. Mgr.: Alan Campbell.  
 Grunberg, Tahtakale, Riza Pasa Yokusu, Milas Han, Istanbul. Tel: 27 73 10. Cable: ODEON. Dirs.: Hugo Grunberg & Leon Grunberg; Mgr.: Moiz Filiba; Ass't Mgr.: Antoine Chauriz; Sales Mgr.: Isaac Baruch.  
 This company represents: Barclay, Carrish, Clan, Columbia, Festival, Fontana, Interrecord, Jolly, Markel, Mercury, Odeon, Palette, Parlophone, Philips, Polydor, Riviera, Tiffany.  
 Melodi, Istiklal caddesi Saka Selim Cikmazi No. 7, Beyoglu, Istanbul.

● **tape manufacturers**

Ahmet Palanduz ve Ort. Elektronik ve Plastik, Sagmalcilar caddesi No. 3, Rami, Istanbul.  
 Cihan Adi Komandit Ort., Katircioglu Han 5/1, Sultanhamam, Istanbul.  
 Libka, Istiklal caddesi No. 308, Beyoglu, Istanbul.  
 Me-Ta Elektronik Endustri, Eski Rum Kilisesi Sokagi No. 7/2, Sisli, Istanbul.  
 Benguller Adi Komandit, Kemeralti caddesi No. 27/4, Galata, Istanbul.  
 Behliller, Mebusan caddesi Mezarlik Sokak, Ekemen Han No. 701/702, Fındikli, Istanbul.  
 Beko, Istiklal caddesi No. 349, Beyoglu, Istanbul.  
 Bomonti Maden, Bomonti, Firin Sokagi No. 43/2, Sisli, Istanbul.  
 Elektronik Cihazlar Endustrisi (ECE), Asirefendi caddesi Bornovali Han No. 106/107, Eminonu, Istanbul.  
 Elektroakustik, Bankalar caddesi, Voyvoda Han Kat 3 No. 20, Galata, Istanbul.  
 Elektronik Endustri Turk, Riazapasa Yokusu Milas Han No. 9, Riazpasa, Istanbul.  
 Brand name: Gerard.  
 Kadri Dag ve Ortaklari, Bankalar Han No. 41, Galata, Istanbul.  
 Marla, Uluyol, Fabrikalar Sokagi No. 13, Rami, Istanbul.  
 Me-Ta Elektronik Endustri, Eski Rum Kilisesi Sokagi No. 7/2, Sisli, Istanbul.  
 Newton Radyo Fabrikalari, Firuzaga Cukur Cuma caddesi No. 20, Beyoglu, Istanbul.  
 Pe, Siracevizler caddesi, Yeni Kucuk Yol No. 41, Sisli, Istanbul.  
 Ratel, Carsili Gurun Han Kat 2, No. 53/56, Marpuccular, Istanbul.  
 Ses-Al, Asirefendi caddesi Bornovali Han Kat 1, Sirkeci, Istanbul.  
 Tele-Teknik, Kocamustafapasa caddesi Nesil Han Kat 6, Karakoy, Istanbul.  
 Turk Philips, Gumussuyu caddesi 74/80, Taksim, Istanbul.  
 Brand name: Philips.  
 Umsa, Kucukpiyalte Hekimoglu Sokagi No. 42 Kat 1, Gundes Pasaii 101, Kasimpasa, Istanbul.  
 Yasar Sumar ve Ortaklari Adi Komandit, Bankalar Hani No. 12, Galata, Istanbul.

**UNITED ARAB REPUBLIC**

Population: 29,600,000.  
 Official rate of exchange: \$1 (US) = .43 UAR pound.  
 Records imported from USA (factory value): 1965-\$15,461.  
 Records exported to USA (factory value): 1966-2,001 units at \$3,149; 1965-1,050 units at \$2,693.  
 No. of radios: 2,178,000.  
 No. of TV sets: 273,000.  
 Holidays: Aug. 5 (Independence Day), May 1 (Labor Day).

● **record manufacturers**

Sono Cairo, PO Box 2017, 18 Borsa St. Tewfikieh, Cairo. Tel: 40-897. Gen. Dir.: Taha Nasr.  
 This company represents: RCA Victor.  
 Michael Yacoumopoulos, PO Box 1904, Alexandria. Tel: 30934. Cable: YALOS.

**UNITED KINGDOM**

Population: (England, Northern Ireland, Scotland, Wales): 54,436,000.  
 Official rate of exchange: \$2.80 (US) 1 pound sterling.  
 Per capita income: \$1,620 annually.  
 No. of homes with record players: 8,000,000.  
 Record sold domestically (factory value): 1966-\$59,000,000; 1965-\$61,900,000.

**Records manufactured for domestic & export sales:**  
 LP's 1966—33,000,000 units at \$70,000,000;  
 1965—31,500,000 units at \$53,800,000. EP's &  
 singles 1966—51,000,000 at \$21,000,000; 1965—  
 62,200,000 units at \$17,400,000.  
**Records imported from USA (factory value):** 1966—  
 \$333,371; 1965—\$356,585.  
**Records imported from countries other than USA**  
**(factory value):** 1966—\$1,263,343; 1965—\$1,409,  
 422.  
**Records exported to USA (factory value):** 1966—  
 \$1,734,762; 1965—\$1,847,664.  
**Records exported to countries other than USA (fac-**  
**tory value):** 1966—\$8,792,733; 1965—\$6,652,551.  
**Average retail price per record:** LP—\$4.50;  
 EP—\$1.50; single—\$1.  
**Stereo sales:** 15% of total sales.  
**Record club sales:** 15% of total sales.  
**Type of distribution:** Manufacturers-to-retailer with  
 some rack-jobbing experimentation.  
**Discounting:** rare.  
**Jukeboxes:** 20,000.  
**Radio stations:** no commercial; 4 government.  
**Radios:** 25,000,000.  
**TV stations:** 16 channels; 2 government—14 com-  
 mercial.  
**TV sets:** 15,100,000.

**Import-export regulations:** Records sold in Britain,  
 irrespective of origin, bear a purchase tax.  
 On domestic products it is levied at 25%  
 of the wholesale (distributor) value, although  
 there is no purchase tax on tape records or  
 cassettes. On imported disks, the 25% 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—  
 16½%; EFTA countries—6½%; other—25%.  
 No import licenses are needed for disks, tapes  
 or matrices apart from Communist block countries.  
 Current legislation provides that entry be denied  
 of 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  
 MC-PS. Some publishing houses act independently.  
 Many continental copyrights which belong to  
 BIEM firms are the responsibility of the British  
 Copyright Protection Association.  
**Holidays:** Jan. 1; Good Friday; May 29 (Whit  
 Monday); July 9 (Queen Birthday); Aug. 29  
 August Bank Holiday); Dec. 25, 26.  
 Fred Chandler

## ● record manufacturers

**A I R,** 101 Baker St., London W.1. Tel: HUN  
 3451/3. Mg'g Dir.: George Martin; Dir.: John  
 Burgess; Pop A&R Dir.: Ron Richards; Classi-  
 cal A&R: Peter Sullivan.  
**Abbey,** Abbey St., Eynsham, Oxford. Tel: EYN-  
 SHAM 388, OXFORD-41356. Mg'g Dir.: H. R.  
 Pettifor Artistic Dir.: Dr. David Lumsden;  
 Technical Dir. & Sales & Mktg.: H. F. Mudd;  
 Ass't Prod'r, Pub. & Adv.: Colin Gordon.  
**Labels:** (owned) Abbey; (distributed) Bach,  
 Oryx.  
**Airborne,** c/o Noel Brown Prod'ns, 26 Darblay St.,  
 London W.1. Tel: (01) GER-3745. Mg'g Dir.:  
 S. Keane; A&R, Sales & Mktg., & Adv.: N. A.  
 Brown.  
**Labels:** Airborne.  
**Allegro** (see Pickwick Int'l).  
**Alp** (see Polydor).  
**Arc** (see Saga).  
**Archive** (see Polydor).  
**Argo.**  
**Associated Rec'os Co.** (see Saga).  
**Atlantic** (see Polydor).  
**Bach** (see Oryx).  
**Blue Horizon,** c/o M&R Ent., 3b Godstone Rd.,  
 Kenley, Surrey CR2 5AG. Tel: (01) 660-5754.  
 Owners: Richard Vernon & Mike Vernon.  
**Labels:** Blue Horizon, Outasite, Purdah.  
**Bounty** (see Elektra).  
**Bravo** (see pickwick Int'l).  
**C B S,** 28/30 Theobalds Rd., London W.C.1. Tel:  
 (01) 242-9000. Cable: COLRECORD. Mg'g  
 Dir.: Kenneth D. Glancy; Ass't Mg'g Dir.:  
 George I. Shestopal; A&R Mar.: Derek Everett;  
 Classical A&R Mgr.: Quita Chavez; Sales Mgr.:  
 Carl Denker; Mktg. Mgr. & Adv.: Olav Wyper;  
 Pub.: Rodney Burbeck; Artists Relations Mgr.:  
 Derek Witt; Radio & TV Exploitation Mgr.:  
 Ian Hockridge; Export Mgr.: Fred Dennis.  
**Tape:** (cartridge) cassette, M&S, self-mfd. &  
 also licensed to Philips.  
**Int'l rep.:** CBS affiliates throughout world.  
**Caedmon** (see Philips).  
**Camo** (see Polydor).  
**Capitol** (see EMI).  
**Century 21** (see Pye).  
**Clan** (see Polydor).

continued on page 294

# POLYDOR GROUP RECORDS FOR The Best Of Two Worlds IN RECORD ENTERTAINMENT



DISTRIBUTED IN THE U.K. BY POLYDOR RECORDS LTD., LONDON, W.1

continued

Coda (see Saga).  
Columbia (see EMI).  
Comamnd (see EMI).  
Dandy (see Saga).  
Decca.

Decca, Decca House, 9 Albert Embankment, London S.E.1. Tel: (01) 735-8111. Cable: DECCORD. Chm.: Sir Edward Lewis; Mg'g Dir.: W. W. Townsley; Exec. Prod'r: Dick Rowe; Classical Promo. Mgr.: Jack Boyce; Sales & Mktg. Mgr.: Colin Borland; Pub. & Adv.: Maurice Roach; European Sales Mgr.: Marcel L. Stellman; Press Officer: Brian Gibson.  
Branch: 18 Great Malborough St., London W.1. Tel: REG 2103. Promo. Selwyn Turnbull.  
This company represents: Decca, Deram, London-American, Brunswick, Coral, Ace of Clubs, Ace of Hearts, Ace of Diamonds, Argo, Beltona, Emerald, Vocalion, Monument, RCA Victor, RCA Victorla, RCA Camden, Contemporary, Good Time Jazz, Telefunken, Vox, Turnabout, Dot.

Delmark (see Talent).  
Delyse.

DELYSE, 25/27 Marylebone Rd., London N.W.1. Tel: HUN 4266. Mg'g Dir. & A&R: Isabella M. Wallich; Sales & Int'l: R. C. Young.  
Labels: Delyse, Envoy.  
Int'l reps.: Argentina (Odeon), Australia (EMI), Benelux (Electrola), Canada (Canadian Music Sales), Eire (Gramophone), France (Ricordi), Pathe-Marconi, Germany (Electrola), India (Gramophone), Netherlands (Bovema), New Zealand (HMV), South Africa (Teal), South America (EMI, Odeon), USA (London, Decca).

Deutsche Grammophon (see Polydor).  
Deutschesaga (see Saga).  
Diamond (see Spin).  
EMI.

E M I (Gramophone Co), EMI House, 20 Manchester Sq., London W.1. Tel: HUN 4488. Cable: EMIRECORD. Mg'g Dir.: K. A. C. East; Gen. Mgr.: Pop. A&R & Mktg. Serv. Div.: R. N. White; Mgr. Pop. A&R & Mktg.: R. Featherstone; Gen. Mar. Classical A&R Div.: L. Smith; Gen. Mar. Sales & Dist'n Div.: J. R. Fruin; Press Office Mgr.: S. Gillinham; Mgr. Mktg. Planning & Serv. Div.: C. Hadley; Promo. Mgr.: P. Prince; Gen. Mgr. Int'l Sales Div.: A. M. Smith.  
Labels: Capitol, Columbia, Command, Encore, HMV, Impulse, Parlophone, Regal Zonophone, Stateside, Tamla-Motown, United Artists, Waverley.

Tape: (reel-to-reel) Capitol, Columbia, HMV, Parlophone, Stateside, UA; (cartridge) cassette, Columbia, HMV, Parlophone.

This company represents: ABC, Ascot, Bell, Bluesway, Delyse, Diamond, Disneyland, Epic, Grand Award, Immediate, Laurie, MGM Metronome, Music for Pleasure, Musicor, Okeh, Swan, Tangerine, Tower, 20th-Fox, Verve, Westminster.

Int'l reps.: All major territories principally through EMI subsidiary companies.

Elektra.

Elektra, 2 Dean St., London W.1. Tel: REG-6466. Cable: FOLKMUSIC. Mgr.-Dir.: D. A. Johnston; Chm.: Jac Holzman; Sales & Promo. Mgr.: Clive Selwood; Press Officer: Sandra Rose.  
Labels: Bounty, Nonesuch.

Ember, York House, Empire Way, Wembley, Middlesex. Tel: 903-1077. Cable: EMBERCORDS. Pres.: Jeffrey S. Kruger; Ass't to Pres.: Carl Dortez; Pop A&R: John Hawksworth; Sales & Mktg.: William Sapsford; Pub.: Mike Hill; Adv.: Gerald Fifer; Promo.: Tony Rocket; Copyright: Peter Cornish.

Labels: Famous Artists, Speciality.  
Int'l reps.: Argentina (Odeon, Siamerica), Australia (Festival, W&G), Austria (Polyphon), Belgium (Anvers Radio), Brazil (Odeon), Canada (Capitol, Quality), Chile (Odeon), Columbia (Columbia de Discos), Denmark (EMI), Ecuador (Industria Fonografica Ecuatoriana), Finland (Westerlund), France (Pathe-Marconi), Germany (Electrola, Ariola), Greece (Columbia), Hong Kong (Cosdel), Italy (EMI, Vedette), Japan (Cosdel), Jordan (Peter Petridis), Lebanon (Societe Libanaise du Disque), Mexico (Capitol), Netherlands (Bovema), New Zealand (Peak), Nicaragua (Sonido), Nigeria (EMI), Norway (Carl M. Iversen), Pakistan (Gramophone), Peru (Talia), Philippines (Dyna), Portugal (Valentim de Carvalho), Spain (Tempo), Singapore (Cosdel), Sweden (EMI), Switzerland (Finsterwald, Cantacuzene), South Africa (EMI, Gallo), Turkey (Gromofon), Uruguay (Ricardo Rudolfo Gioscia), Venezuela (Musitron), Yugoslavia (Jugoton).  
Emerald, 67-69 Ann St., Belfast 1, Northern Ireland. Tel: (0BE 2) 3-1616. Cable: APPARATUS. Mg'g Dir.: Mervyn Solomon Jr.; Dirs.: H. Peres & M. A. Solomon Sr.; A&R Mgrs.: T. Scott, M. A. Solomon; Sales & Pub. Mgr.: Mrs. A. Rennie.  
Int'l branch: Eire, 2 Dame Ln., Trinity St., Dublin. Tel: 77-2384. Mgr.: Louis Solomon.  
Int'l firms represented: Chart (USA), Tradition (USA).

Encore (see EMI).  
Envoy (see Delyse).  
Eros (see Saga).

Esquire, 76 Bedford Ct. Mansion, Bedford Sq., London W.C.1. Tel: (01) 636-1810. Dir.: Carlo Krahrmer.

Labels: Esquire, Starlite.

Famous Artists (see Ember).

Festival (see Saga).

Fidelity (see Saga).

Folklore (see 77).

Fontana (see Philips).

Golden Guinea (see Pye).

H M V (see EMI).

Happy Time (see Pickwick Int'l).

Helidor (see Polydor).

Heritage (see Saga).

Immediate, Immediate House, 63-69 New Oxford St., London W.C.1. Tel: (01) 240-3377. Cable: IMMEDCORD. Dirs.: Andrew Loog Oldham & Tony Calder.

Impulse (see EMI).

Island, 155/15 Oxford St., London W.1. Tel: REG-6228. Pres.: Chris Blackwell; Pop A&R: Jimmy Miller; Sales & Mktg. Dir.: David Betteridge; Pub.: Stuart Rowlands; Promo. Dir.: Chris Peers.  
Branch: 108 Cambridge Rd., Kilbyn, London. Tel: KIL-1921. David Betteridge.

Labels: Jump Up, Studio One, Sue, Island (distributed by Philips).

Jump Up (see Island).

Jupiter, 140 Kensington Church St., London W.8. Tel: BAY-9531. Top Exec.: V. C. Clinton-Baddeley & T. W. Southam.

Int'l reps.: Belgium (Audiwox), France (Pleiade), Germany (Polyaotte), Netherlands (Audiwox), New Zealand (Delta), South Africa (Recorded Music Specialists), USA (Folkways).

Leomark, Winchester House, 77 London Wall, London E.C.2. Tel: 588-1815. Dir.: F. W. Bradshaw; Gen. Mgr.: D. Thackray.

Liberty.

Liberty, 11 Albemarle St, London W.1.

Home office: USA.

Lyrique (see Saga).

Lyro (see Saga).

Maior (see Polydor).

Major Minor, 73/75 New Oxford, London W.C.1. Tel: TEM-1801. Mg'g Dirs.: Philip R. Solomon & Pat Campbell; A&R: Tommy Scott; Sales & Mktg.: Philip R. Solomon; Pub. & Promo.: Pat Campbell.

Int'l reps.: France (G. Tournier), Italy (Ricordi), Spain (Sonoplay), Sweden (Sonet), USA (CBS).

Marble Arch (see Pye).

Marmalade (see Polydor).

Mercury (see Philips).

Motown (see EMI).

continued on page 298

Depots In  
London Bristol  
Leeds Manchester  
Dublin Glasgow  
And Birmingham

Depots  
o Van Salesmen

100% Direct Distribution Throughout The U.K.

PREP 2—MELODY MAKER, APRIL 18, 1967

MELODY POP 30 MAKER

1 (1) SOMETHING STUPID ..... Frank and Nancy Sinatra, Reprise  
2 (3) PUPPET ON A STRING ..... Sandie Shaw, Pye  
3 (1) LITTLE BIT OF SOUL ..... Little Boy Blue, MCA

Pye Distribution Pays!

BRITAIN'S TOP 40 ALBUMS

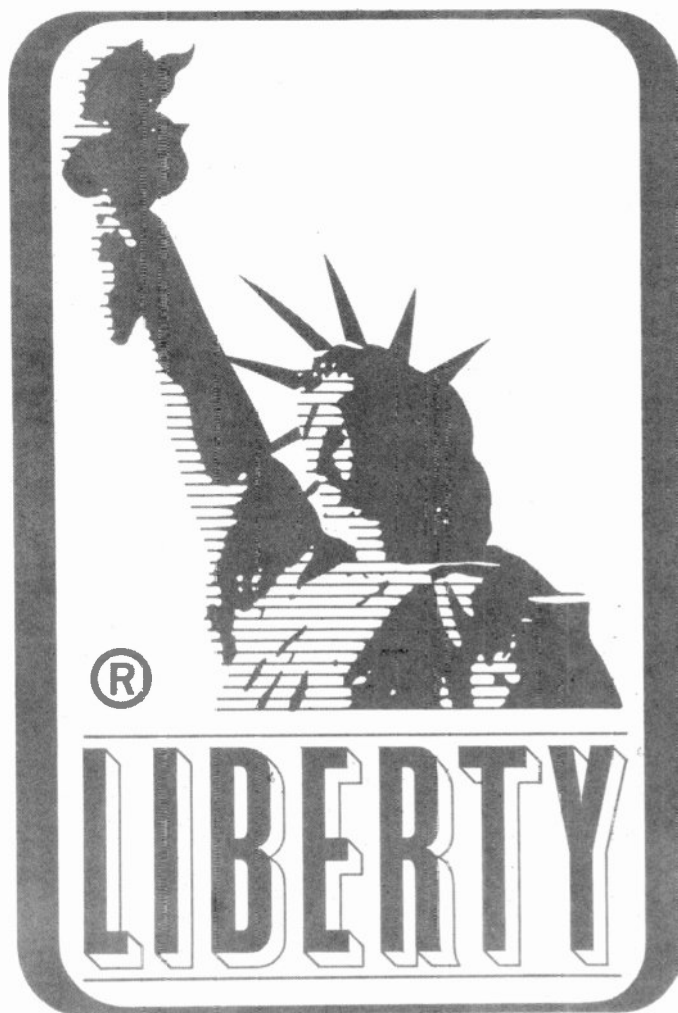
WEEKS ON CHART	ARTIST	TITLE	Label	Weeks (since entered by week)	Producer
8	BABY CLAYTON	POOT STOMP, etc. Oase Whodunnit	Pyel	1	John Edmonds
9	B.B. King	.....	Pyel	1	Albert
11	.....	.....	Pyel	1	.....
19	.....	.....	Pyel	1	.....
22	.....	.....	Pyel	1	.....
29	.....	.....	Pyel	1	.....
32	.....	.....	Pyel	1	.....

**HEAD OFFICE**  
A.T.V. House  
Gt. Cumberland Place  
London W.1  
Tel. AMBassador 5502

**CUSTOM PRESSING FACILITIES**  
Transcription Manufacturing And Recording Co.  
James Estate  
Western Road, Mitcham, Surrey  
Tel. Mitcham 7000

**RECORDING STUDIOS**  
A.T.V. House  
Gt. Cumberland Place  
London W.1  
Tel. AMBassador 5502

# DECLARATION OF INDEPENDENCE!



**Now dynamically on its own**

## **IN GREAT BRITAIN**

**Bob Reisdorff (Managing Director)**

**Liberty Records Limited, 11 Albemarle Street, London W1. Telephone: Mayfair 7362.**

## **IN WEST GERMANY**

**Siegfried Loch (Managing Director)**

**Liberty Records G.M.B.H. 1 Saerbergraben, Munich 33. Telephone: Munich 54-7022.  
Cables: Librecord Munich**

**LEASE MASTER DEALS INVITED**

**ELECTRIC & MUSICAL**  
**INDUSTRIES LTD**





Aucune autre société de disques ne peut se vanter d'un marché mondial aussi étendu que EMI. Das internationale Netz umfasst alle Sparten der Schallplatten-Industrie. Dalla fabbricazione e l'incisione al "marketing", la pubblicità e la promozione di artisti. Deze catalogus bevat een bijzonder groot gedeelte van wereldberoemde klassieke en "Pop" artiesten. Ella posee muchas de las marcas más famosas en el mundo del disco. De njuter av verkligt internationellt utbyte av skiv-nyheter on information. 同社は有望な音楽家の録音、接待ならびに促進をする設備をいたる所に持っています。 اہم خردہ فروش اداروں کے ساتھ انکے بیے مثل رابطے بھی قائم ہیں - تمام دنیا میں ریکارڈ کے بڑے بڑے

which, translated into plain English or, if you prefer it—American—means EMI is the most international of all Record organisations. Whether it be Manufacturing, Recording, Marketing or Selling—you will find EMI at the top of the Record business everywhere from Tonga to Timbuku—from Alice to Albuquerque.



THE GREATEST RECORDING ORGANISATION IN THE WORLD

E. M. I. LTD. HAYES · MIDDLESEX · ENGLAND

continued

Nonesuch (see Elektra).  
 Octave (see Saga).  
 Opera (see Saga).  
 Oryx, 167 Burwood Road, Walton on Thames, Surrey. Tel: WAL 2-8473. Contacts: D. M. Meacock & L. A. Perry.  
 Labels: Bach, Oryx (distributed by Abbey).  
 Int'l firms represented: da Camera (Germany), Harmonia Mundi (France), Iramac (France), Lyricord (USA).  
 Outasite (see Blue Horizon).  
 Page One (see Philips).  
 Pan (see Saga).  
 Parlophone (see EMI).  
 Paxton, 36-38 Dean St., London W.1. Tel: (01) 437-4801. Cable: PAXTOMUSIK. Pres.: L. Neil; Gen. Mgr.: C. W. Warsop.  
 Branch: 30 Old Compton St., London W.1. Tel: (01) 437-7042.  
 Philips.  
 Philips, Stanhope House, Stanhope Place, London W.2. Tel: AMB-7788. Cable: PHILRECORD. Mg'g Dir.: L. Gould; Fontana A&R Mgr.: J. Baverstock; Philips A&R Mgr.: J. Franz; Classical A&R Mgr.: J. Humphries; Mktg. Mgr.: D. J. Glover; Sales Mgr.: G. Hannington; Pub. Mgr.: M. Stanford; Promo.: Paddy Fleming.  
 Labels: Caedmon, Fontana, Mercury Page One, (distributed) Island.  
 Piccadilly (see Pye).  
 Pickwick Int'l, Victoria Works, Edgware Rd., London N.W.2. Tel: DOL-7746. Mg'g Dir.: Monty Lewis.  
 Labels: Allegro, Bravo, Happy Time, Pickwick Int'l.  
 This company represents: Pickwick (USA).  
 Polydor.  
 Polydor, 17/19 Stratford Place, London W.1. Tel: (01) 493-7401. Mg'g Dir.: Roland G. Rennie; Dir.: Werner Riemer; Sales & Mktg. Mgr.: Donald Johnston.  
 Labels: Alp, Archive, Atlantic, Camp, Clan, Deutsche Grammophon, Heliodor, Major, Mar-malade, Polydor, Reaction, Stax, Storyville, Track.  
 Tape: Atlantic, Polydor, Stax (cartridge) self-inf.  
 Presto (see Saga).  
 Purdah (see Blue Horizon).  
 Pye.  
 Pye, A T V House, Great Cumberland Pl., London W.1. Tel: (01) 262-5502. Cable: PYREC. Mg'g Dir.: Louis Benjamin; Gen. Mgr. Sales Co.: L. E. Cocks; A&R Controller: Cyril Stapleton; Rec'g Mgrs.: Tony Hatch, John Schroeder,

Paul Grieve, Tony Macaulay & John Snashall; Sales Controller: T. Grantham; Press Officer: Miss P. Pretty; Adv. Mgr.: L. Bickel; Promo. Mgr.: J. Wise; Technical Controller: R. Auger; Int'l Promo. Mgr.: P. Elderfield; Int'l Export Mgr.: H. Castle.  
 Branches: 132 Western Rd., Mitcham, Surrey. Tel: (01) 648-7000. Gen. Sales Mgr.: R. O'Dwyer—1A Dora Rd., Small Heath, Birmingham. Tel: VIC-4533. Area Mgr.: R. K. Pipkin  
 9A Upper Accommodation Rd., Leeds 9. Tel: Leeds 20445/6. Area Mgr.: R. L. Hunt—Ralli Buildings, Salford. Tel: BLA-1404/5. Area Mgr.: M. B. Sager—21c Carbrain Estate, Cumbernauld, Glasgow, Scotland. Area Mgr.: C. I. Brown.  
 Int'l branch: 24 Mountjoy Sq., Duglin, Eire. Tel: Dublin 4-6441. Sales Mgr.: J. Woods.  
 Labels: Century 21, Golden Guinea, Marble Arch, Piccadilly, Pye Int'l.  
 Tape: Piccadilly, Pye, Pye Int'l (cartridge) cassette M&S, licensed to Philips.  
 Int'l firms represented: A&M (USA), Aristocrat (USA), includes Chess Checker & Argo, Budget Sound (USA), Durium (Italy), Hanna-Barbera (USA), Hispavox (Spain), Kama Sutra (USA), King (USA), Reprise (USA), Scepter (USA), Vogue (France), Warner Bros. (USA).  
 Int'l reps.: Argentina (Sicamericana), Australia (Astor Electronics), Canada (Allied Rec.), Denmark (Moerks), Eire (Pye), Finland (Finnlevy), France (Vogue), Germany (Deutsche Vogue), Greece (Gesar), Hong Kong (Cosdel), Italy (RCA), Japan (Nippon Columbia), Lebanon (Melody), Mexico (Gama), Netherlands (Negram), Norway (Norsk Phonogram), Philippines (Dyna Prods.), Singapore (Cosdel), South Africa (Teal), Spain (Hispavox), Sweden (Philips-Sonora), Turkey (Melodi), Venezuela (Venezolana de Discos).  
 R C A Great Britain, RCA House, 50/52 Curzon St., London W.1. Tel: (01) 629-8541. Cable: IRCAVICTOR. Deputy Mg'g Dir.: Bernard T. Ness; Creative Servs. (Acting) Mgr.: Jack Heath; Stereo 8 Mgr.: Peter Roddis.  
 Tape: (cartridge) 4-tr. S, 8-tr. S, self-mfd.  
 Reaction (see Polydor).  
 Real Zonophone (see EMI).  
 Roulette, 71/75 New Oxford St., London W.C.1. Contacts: Phil Solomon & Andrew Heath.  
 Home office: USA.  
 Saga.  
 Saga, 326 Kensal Rd., London W.10. Tel: (01) 969-6651. Cable: MUSICALITY.  
 Branches: 42 Broughton St., Manchester 8. Tel: DEA-2355—Unit 20, Nechells House, 41 Richard St., Birmingham 7. Tel: (021) 259-1301—Northern Ireland, 5 Castle Chambers, Rosemary St., Belfast 1. Tel: 2-3745.

Int'l branch: Eire, Broombridge Road, Finglass, Dublin 11. Tel: DUBLIN 301166.—Germany, Deutschesaga, Hohenstr. 85, 400 Dusseldorf. Tel: 72-1066. Mgr.: Marcel Rodd.  
 Labels: Arc, Associated Reigs Co., Coda, Dandy, Deutschesaga, Eros, Festival, Fidelity, Heritage, Lyrique, Lyro, Octave, Opera, Pan, Presto, Saga, Society, Trumps.  
 Associated Rec'gs Co. (see Saga).  
 Tape: self-mfd.  
 Selection, 39 Greenford Gardens, Greenford, Middlesex Tel: (01) 578-1545. Mg'g Dir.: Colin C. Pomroy; Dir./Sec.: M. J. Thomas; Pop. A&R: W. M. Richards; Sales & Mktg.: A. Harris.  
 This company represents: Allegro, Bravo, Collector, Collectors, Collectors Classics, EJC, Eric Winstone, Jazz Collector, Musica Rare, Palm 30, Range, Rugby Songs, 77, Sound Stories, Sydney Thompson.  
 77, 77 Charing Cross Rd., London W.C.2. Tel: (01) 437-4197. Mg'g Dir.: Jazz-Folk A&R, Pub. & Adv.: D. A. Dobbell Mgr.: D. Sallash.  
 Labels: 77, Folklore.  
 Society (see Saga).  
 Specialty (see Ember).  
 Spin, 14-18 Adelaide St., Belfast 2, North Ireland. Tel: 21465/21939. Cable: SYMPHOLA. Mg'g Dir.: Gordon Smyth; Deputy Mg'g Dir. & Sales Dir.: Bert McCormick; Musical Dir.: Walter Davidson; Exploitation Mgr.: Henry Wilson.  
 Labels: Diamond, Spin.  
 Starlite (see Esquire).  
 Stateside (see EMI).  
 Stax (see Polydor).  
 Storyville (see Polydor).  
 Studio One (see Island).  
 Sue (see Island).  
 Talent, 76 Bedford Ct. Mansions, Bedford Court, London W.C.1. Tel: MUS-1810. Mg'g Dir.: Carlo Krahmer.  
 Labels: Delmark, Talent.  
 Tamla (see EMI).  
 Track (see Polydor).  
 Transatlantic, 120/122 Marylebone Ln., London W.1. Tel: HUN-4353/6. Cable: XTRA. Mg'g Dir.: Nathan Joseph; Sales Mgr.: Paul Ellis.  
 This company represents: Audio Fidelity, Conversaphone, Everest, Folkways/Scholastic, MK, Prestige, Xtra.  
 Int'l reps.: France, Netherlands, Belgium (Barclay), Germany, Switzerland, Austria (Vogue), Scandinavia (Sonet).  
 Trumps (see Saga).  
 United Artists (see EMI).  
 Waverley (see EMI).

continued on page 300

Firmly established and operating independently, Elektra Records (U.K.) Ltd. means much more than Elektra's outstanding records or Elektra's trend-setting Nonesuch label: we mean BOUNTY business, too, for BOUNTY is becoming increasingly a productive member of Elektra's family of labels. BOUNTY is preparing an exciting jazz series 'Bounty Jazz', and has released already a superb selection of authentic Blues records, albums produced independently and recordings drawn from numerous international sources. A new BOUNTY catalogue is available on request. Bright business begins when you contact BOUNTY. The telephone number is REGent 6466.

ELEKTRA RECORDS (U.K.) LTD, 2 DEAN STREET, LONDON, W.1



Cable address: FOLKMUSIC LONDON

**CASTLE MUSIC (PTY) LTD.**  
EMITRON HOUSE  
299/301, CASTLEREAGH ST.,  
SYDNEY, AUSTRALIA

---

**PATHE MARCONI**  
22 AVENUE DE LA GRANDE  
ARMEE,  
PARIS 17e,  
FRANCE

---

**ANAGON HOLLAND**  
BRONSTEEWEG 49,  
HEEMSTEDE,  
HOLLAND

**EDITION ACCORD**  
HOHENSTAUFENRING 63/1,  
KOLN 5,  
GERMANY

---

**ARDMORE & BEECHWOOD**  
**BELGIUM**  
72 QUAI DES CHARBONNAGES,  
BRUSSELS,  
BELGIUM

---

**IMUDICO**  
COLBJORNSENSGADE 19,  
COPENHAGEN V,  
DENMARK

**EDITION ODEON**  
OXENSTIERNSGATAN 37,  
STOCKHOLM, N.O.,  
SWEDEN

---

**LA VOCE DEL PADRONE**  
GALLERIA DEL CORSO 4,  
MILAN,  
ITALY

---

**BEECHWOOD MUSIC CORP.**  
1750 VINE STREET,  
HOLLYWOOD 28,  
CALIFORNIA, U.S.A.

**ARDMORE & BEECHWOOD**  
**363 OXFORD STREET**  
**LONDON W.1**  
**ENGLAND**

**EDICIONES GRAMOFONO**  
**ODEON**  
APARTADO 588,  
BARCELONA,  
SPAIN

---

**ARDMORE & BEECHWOOD**  
**S. AFRICA**  
P.O. BOX 11254,  
JOHANNESBURG,  
TRANSVAAL,  
S. AFRICA

---

**BEECHWOOD DE MEXICO S.A.**  
AYUNTAMIENTO NO. 54,  
MEXICO 1, D.F.

---

**TOSHIBA MUSIC CO. LTD.**  
30, TAMEIKE-CHO,  
AKASAKA,  
MINATO-KU,  
TOKYO, JAPAN

---

**ARION GREEK MUSIC CO.,**  
**LTD.**  
P.O. BOX 287,  
ATHENS,  
GREECE

---

**EDITORIAL MUSICAL ODEON**  
MORENO 2034,  
BUENOS AIRES,  
REP ARGENTINA

---

continued

Withit, 52/55 Carnaby St., London W.1. Tel: GER-9602. Top Execs.: Pat Meehan & Don Arden; Pop. A&R: Mark Wildey; Pub.: Tony Brainsby.

## ● independent record producers

Allied, 326 Kensal Rd., London W.10. Tel: (01) 969-6651. Cable: MUSICALITY.  
 Fiona Bentley Prod'ns, 45 Mount St., London W.1. Tel: HYD-1993 & 7553. Dir.: Fiona Bentley.  
 Tony Carr Prod'ns, 12, St. Albans Rd., Blackpool. Tel: OBL3-32474. Mgr.: Tony Carr.  
**Label credits:** CBS.  
 Collins Org. (see Independent Rec. Serv.).  
 F C M, 45 Mount St., London W.1. Tel: HYD-1993 & 7553. Dir.: Fiona Bentley, Lord Aberdare & Cyril Orndale.  
 Fulbright Prod'ns, 45 Mount St., London W.1. Tel: HYD-1993 & 7553. Dir.: S. Heatley, B. Le Sage & T. Leydin.  
 I P S (Independent Producers Services), 37 Soho Sq., London W.1. Tel: (01) GER-8752. Cable: TINPANMUS. Mg'g Dir.: Fred Jackson; Musical Dir.: Gerald Martin.  
 Immediate Prod'ns, Immediate House, 63/69 New Oxford St., London W.C.1. Tel: (01) 240-3377. Cable: IMMEDCORD. Contacts: (Immediate, Decca, Liberty, Pye, EMI) Andrew Loog Oldham; (Immediate) Mick Jagger; (Immediate, Decca) Steve Marriott & Plonk Lane; (Immediate) Mike Hurst.  
 Independent Record Service (Collins Org.), 16 Granville Pl., High Rd., Finchley N. 12, London. Tel: (01) 349-9052. Dir.: Jeffrey Collins; Prod'r: Bill Wyman.  
**Label credits:** Columbia, Strike, Go.  
 Branch: 15 Aylmer Parade, East Finchley, London N.2. Tel: (01) 348-2282. Sales Mgr.: Ian Fox.  
 Iver Rec'g, 8 Denmark St., London W.C.2.  
 London, 235 Regent St., London W.1. Tel: REG-7961. Cable: HARDAV. Mg'g Dir.: Tito Burns & Harold Davison; A&R: Chris Curtis; Pub.: Les Perrin; Adv.: Simmy Smith; Promo.: Bill Landis.  
 Marquee Org., 10 Richmond Mews, Dean St., London W.1. Tel: (01) 437-6601. Mg'g Dir.: Harold Pendleton; Dir.: Simon G. White.  
**Label credits:** Decca, CBS, World Record Club (England), Vogue (France), International (Germany), Supraphon (Czechoslovakia).

Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/3/4. Mg'g Dir.: Richard Clark; Prod'n Dir.: Ron Norris; Plans Mgr.: J. Rooke.  
 Record Supervision, Lansdowne House, Lansdowne Rd., London W.11. Tel: PAR-0041/2/3.  
 Right Now Prod'ns, 24 Bryanston St., London W.1. Tel: WEL-3722. Cable: SWINGING. A&R: Anthony Kent.  
 Sonologue, 9-10 Pollen St., Hanover Sq., London W.1. Tel: MAY-1931. Dir.: John Warren.

## ● record clubs

Concert Hall, 20 St. Ann's Crescent, London S.W. 18. Tel: VAN 0441. Cable: COHALLCLUB. Mg'g Dir.: Leonard Joseph; Music Dir.: Mrs. Jean Goehr. Labels: Children's Rec. Club, Introduction to Music.  
 World, Parkbridge House, The Little Green, Richmond, Surrey. Tel: (01) 940-8331. Cable: DISCLUB. Chm.: Norman J. Lonsdale; Gen. Mgr.: Bruce G. Matthews; A&R Mgr.: Bette Gilbert; Pub. & Editorial: Michael Kennedy; Promo. Mgr.: Norman H. Tucker; Technical Mgr.: A. C. Griffith.  
 Labels: Ariola-Eurodisc, EMI, Erato.

## ● music publishers

Abacus (see Carlin).  
 Acuff-Rose, 15 St. George St., London W.1. Tel: MAY 7600. Cable: ACUFROSE. Mg'g Dir.: Nick Firth.  
 Larry Adler (see Chappell).  
 Aeolian (PRS/MCPS), (see Bourne).  
 Airborne, 26 D'Arblay St., London W.1. Tel: (01) GER 3745. Pres. & Mg'g Dir.: Noel Brown.  
 Allegro (see Essex).  
 Ambassador, 23-24 Greek St., London W.1. Tel: (01) 437-7053. Mgr.: Lee Pincus.  
 Anglo Southern Film Music (see Southern).  
 Anglo-Pic (see Chappell).  
 Anim (see A. Schroeder).  
 Anita (see Carlin).  
 Annica (see A. Schroeder).  
 April, 28/30 Theobald's Rd., London W.C.1. Tel: (01) 242-9000. Cable: APRIMUSIC. Mgr.: Barbara Hayes.  
 Arch (see A. Schroeder).  
 Ardmore & Beechwood.  
 Ardmore & Beechwood, 363 Oxford St., London W.1. Tel: HUN 4531. Cable: BEECHMORE. Gen. Mgr.: Harry Lewis; Prof. Mgr.: Tommy Hudson.  
 Int'l Reprs.: Argentina (EMI), Australia (Castle), Belgium (Ardmore & Beechwood), Denmark (Imudico), France (Pathe-Marconi), Germany (Ed. Accord), Greece (Arion), Italy (Voce del Padrone), Netherlands (Anagon), Singapore (Pathe), South Africa (Ardmore & Beechwood), Spain (EMI), Sweden (EMI), USA (Beechwood).  
 Ascherberg, Hopwood & Crew, 16 Mortimer St., London W.1. Tel: (01) 636-3562. Cable: ASCHERBERG. Chm.: M. E. Ricketts; Gen. Mgr.: R. C. Noel-Johnson; Gen. Prof. Mgr.: Jack Bawcomb.  
**Affiliates:** Bayley & Ferguson, L. G. Cary.  
**This company represents:** Casa Musicale Sonzogno (Italy).  
 Edwin Ashdown, PO Box 4DR, 19 Hanover Sq., London W.1. Tel: (01) 629-1184.  
 Atlantic (see Fanfare).  
 Avakak (see Immediate).  
 Avaris (see A. Schroeder).  
 Avenue (see Chappell).  
 Aviva (see Shapiro, Bernstein).  
 Barjon Ents. (see A. Schroeder).  
 Baspar (see A. Schroeder).  
 Bayley & Ferguson, 54 Queen St., Glasgow C.1., Scotland. Tel: (041) CEN 7240. Cable: BAYLEY.  
**Affiliate:** Ascherberg, Hopwood & Crew.  
 Belgravia (see Tee Pee).  
 Belinda Rec'gs (see Carlin).  
 Benco (see A. Schroeder).  
 Benday (see Carlin).  
 Irving Berlin (see Chappell).  
 Bibo (see A. Schroeder).  
 Big Sioux (see A. Schroeder).  
 Blossom (see Leeds).  
 Blue Blood (see Freddie Poser).  
 Blue Mountain (see Island).  
 Boosey & Hawkes, 295 Regent St., London W.1. Tel: (01) LAN 2060. Mg'g Dir.: D. S. Adams.  
 Int'l branch: Canada.  
**Affiliates:** Cavendish, A. Gatheil, J. R. Lafleur, Wintthrop Rogers.  
 Bosworth, 14-18 Heddon St., London W.1. Tel: (01) REG 4961. Dir.: A. P. Dickin.  
 Bourne (PRS/MCPS) 34-36 Maddox St., London W.1. Tel: (01) 493-6412/6583. Pres.: Mrs. Bonnie Bourne; Gen. Mgr.: Len A. Taylor.  
**Affiliate:** Aeolian (PRS/MCPS).  
 Box & Cox, 7 Denmark St., London W.C.2. Tel: (01) 836-8969. Mg'g Dir.: H. E. Box.  
 Bregman, Vocco & Conn (see Chappell).  
 Britannia (see Chappell).  
 Bron Assoc'd, 29-31 Oxford St., London W.1. Tel: (01) GER 5063. Mg'g Dir.: Sydney Bron; Prod'n & Exec. Dir.: Gerry Bron.  
 Bryanston (see Gabriel).  
 Budd (see KPM Music Group).

continued on page 302

THE TOP GROUP IN INTERNATIONAL MUSIC PUBLISHING

# THE PEER-SOUTHERN-ORGANIZATION

\*\*\*\*\*

## ITS TOP MEN IN EUROPE

ALBERT BRUNNER	(SOUTHERN MUSIC, ZURICH)
ALBERTO CARISCH	(SOUTHERN MUSIC, MILAN, and associates)
HAN DUNK	(HOLLAND MUSIC, AMSTERDAM)
FELIX FAECQ	(SOUTHERN MUSIC, BRUSSELS)
JOSEF HOCHMUTH	(SOUTHERN MUSIC, VIENNA)
BOB KINGSTON	(SOUTHERN MUSIC, LONDON, and associates)
ROLF MARBOT	(S.E.M.I. and MERIDIAN, PARIS)
MANUEL SALINGER	(SOUTHERN MUSIC, BARCELONA and MADRID)
THEO SEEGER	(PEER, HAMBURG and subsidiaries)
RONI SJÖGREN	(SOUTHERN MUSIC, STOCKHOLM)
... and a WOMAN	
ERNI BILKENROTH	(EDITION MARBOT, HAMBURG)
... and in AFRICA	
GLYN TAYLOR	(SOUTHERN MUSIC, JOHANNESBURG)
... and the CO-ORDINATORS	
TOMMY and TOM WARD	(8 DENMARK STREET, LONDON, W.C.2.)

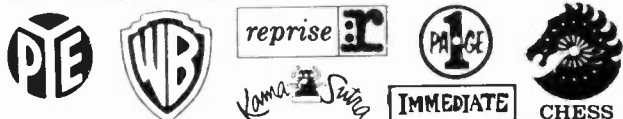
also in SYDNEY, AUCKLAND, TOKYO, TEL AVIV and throughout NORTH, CENTRAL, and SOUTH AMERICA

**Philips Records  
(London) Limited  
are not happy just making  
all the big waves on the pop  
music scene.**

**NOW THEY'RE SETTING  
THE PACE WITH  
MUSICASSETTES, TOO  
All the top artistes are on  
musicassettes:**

John Walker - Scott Walker - The Spencer Davis Group - Dusty Springfield - Harry Secombe  
The New Vaudeville Band - Julie Felix - Joan Baez - Dave Dee, Dozy, Beaky, Mick & Tich  
The Four Pennies - Wayne Fontana - Manfred Mann - Julie Rogers

**Philips also distribute:**



**musicassettes**



**PHILIPS**

continued

Burlington,  
Burlington, 9 Albert Embankment, London S.E.1.  
Tel: (01) REL 2692. Cable: BURLIMUSIC. Gen.  
Mgr.: John Nice; Gen. Prof. Mgr.: John Merritt.  
Branch: Albert Road, New Malden, Surrey.  
Tel: (01) 942-7507.  
Affiliate: Palace.  
This company represents: Burlington (Austria,  
Canada, Germany, South Africa & Rhodesia,  
USA), Palace (Australia, Benelux, France &  
French Union, Italy, Scandinavia).  
Campbell, Connelly (PRS), 10 Denmark St., London  
W.C.2. Tel: (01) TEM 1653. Pres.: Roy Berry.  
Cardinal (see Carlin).  
Carlin, 17 Savile Row, London, W.1. Tel: REG 3251.  
Cable: BELINDSONG. Mg'g Dir.: Franklin Boyd.  
Affiliates: Abacus, Anita, Belinda Rec'gs, Ben-  
day, Cardinal, Chad & Jeremy, Coronet, Dav-  
ray, Johnny Devlin, Divine, Enquiry, Escort,  
Sabienne, Fiesta, Fortitude, Jack Good, Joane-  
line, Kalmann, Kenmoss, Kieron, Knox, Lieber-  
Stoller, Linvoy, Ludix, Kenny Lynch, Manor,  
Marlyn, Johnny Mathis, Maycroft, Miracle,  
Miranda, Park Lane, Peterman, Alan Price,  
Riverdale, Rondor, SPR, Semprini, Shadows,  
Shadann, Vincent Shepherd Ent's. Slamina,  
Smooth, Starfire, Swansong TM, Tollak, Tollie,  
Tomlin, Eddie Tre-Vett, Vicki, Robert Vinton,  
Vivace, Warland.  
Carter-Lewis (see Southern).  
L. J. Cary (see Ascherberg, Hopwood & Crew).  
Cavendish (see Boosey & Hawkes).  
Cedarwood (see Southern).  
Chad & Jeremy (see Carlin).  
Chalet (see Chappell).  
Chappell, 50 New Bond St., London, W.1. Tel: MAY  
7600. Cable: SYMPHONY.  
Affiliates: Larry Adler; Anglo-Pic; Avenue;  
Irving Berlin; Britannia; Bregman, Vocco &  
Conn; Chalet; Clarence; Compass; Commair-  
Chappell; Delfont; Walt Disney; E.F.D.s. Publ's;  
Empire Consul; Erle, Famous-Chappell; Frank;  
Ipanema; Jewel; Joseph E. Levine; Le Vien;  
Lowery; Maddox; Magic; Majority; Metric;  
Michele; Minstrel; Edwin H. Morris; New  
World; Terry Oates; PK; Patricia; Paxwin;  
Ben Selvin; Springfield; Startford; Sterling;  
Valando; Victoria; Walton; Williamson; Brad-  
bury Wood; York.  
Clarence (see Chappell).  
Clinton (see KPM Music Group).  
Coda (see Essex).  
Compass (see Chappell).  
Commair-Chappell (see Chappell).  
Concord (see Essex).

Cooper (see KPM Music Group).  
Coronado (see Southern).  
Coronet (see Charlin).  
Cromwell (see Essex).  
Curwen, 29 Maiden Ln., London W.C.2. Tel: COV  
1666/8. Chm.: Maurice Jacobson.  
Cynara (see Essex).  
Dana-Don (see A. Schroeder).  
Darren (see Freddie Poser).  
Spencer Davis (see Dick James).  
Davray (see Charlin).  
Delfont (see Chappell).  
Denric (see A. Schroeder).  
Derby (see Tee Pee).  
Johnny Devlin (see Charlin).  
Diamond (see Gabriel).  
Walt Disney (see Chappell).  
Divine (see Carlin).  
Donovan (see Southern).  
Dunmo (see Southern).  
E F D S Publ'ns (see Chappell).  
Edba (see A. Schroeder).  
Eden, c/o Davenport, Lyons & Co., 27 Soho Sq.,  
London W.C.1. Tel: GER 9985. Cable: LEONSOL.  
Elizabethan (PRS) (see Lawrence Wright).  
Empire Consul (see Chappell).  
Englewood Publ'ns (see A. Schroeder).  
Enquiry (see Carlin).  
Erle (see Chappell).  
Escort (see Carlin).  
Essex, (PRS), Dumbarton House, 68 Oxford St.,  
London W.1. Tel: MUS 7906. Cable: SEXMUS.  
Mg'g Dir.: David Platz; Gen. Prof. Dir.: David  
Barnes.  
Affiliates: Allegro, Coda, Concord, Cromwell,  
Cynara, Format, Greenwich, Harmony, Horizon,  
Kensington, Key, Kingston, Lakeview, Majestic,  
Musical Comedy, Romney, Tyler.  
Int'l rep.: The Richmond Org. (USA).  
Fabienne (see Carlin).  
Famous-Chappell (see Chappell).  
Fanfare, 37 Soho Sq., London W.1. Tel: (01) GER  
8752. Cable: TINPANMUS. Pres.: Fred Jackson.  
Affiliates: Atlantic, HR, Jaymond, Le Bill,  
Mason, Tin Pan Alley, Titles, Tunetime.  
This company represents: Action (Netherlands),  
Coda (Switzerland), Fanfare (Austria, France,  
Germany), Keston (Canada).  
Favorite (see Tee Pee).  
B. Feldman, 64 Dean St., London W.1. Tel: GER  
9336/9.  
Fiesta (see Carlin).  
Filmusic, 110 New Bond St., London W.1. Tel:  
HYD 7633. Cable: FILMU. Mg'g Dir.: Harold  
Shampan.  
Fire (see Island).  
Flamingo Music.

Format (see Essex).  
Fortissimo (see Freddie Poser).  
Fortitude (see Carlin).  
Kim Fowley (see A. Schroeder).  
Sam Fox (see KPM Music Group).  
Francis, Day & Hunter.  
Francis, Day & Hunter, 138-140 Charing Cross Rd.,  
London W.C.2. Tel: TEM 9351/5. Cable:  
ARPEGGIO. Pres.: Frederick Day; Gen. Mgr.:  
David Day; Gen. Prof. Mgr.: Bert Corri.  
Int'l branches: Belgium, Denmark, France,  
Germany, Italy, Netherlands, Spain, Switzer-  
land, USA.  
Frank (see Chappell).  
Gabriel, 24 Bryanston St., London W.1. Tel: WEL  
3722. Mgr.: Anthony Kent.  
Affiliates: Diamond, Bryanston.  
Gallico (see KPM Music Group).  
Garrett (see KPM Music Group).  
Noel Gay, 24 Denmark St., London W.C.2. Tel:  
836-3941. Pres.: R. N. M. Armitage; Gen. Mgr.:  
R. C. Walker; Gen. Prof. Mgr.: J. Mathieson.  
Int'l branch: USA.  
Glad (see Shapiro, Bernstein).  
Glissando (see Freddie Poser).  
Jack Good (see Carlin).  
Gralto (see Dick James).  
Greenwich, (see Essex).  
A. Gutheil (see Boosey & Hawkes).  
Gwyneth (see Dick James).  
H K (see Fanfare).  
Harmony (see Essex).  
Fred Hartley, 45 Queen's Grove, London N.W.8.  
Tel: (01) 722-1943. Dir.: Fred Hartley; Gen.  
Mgr.: Mrs. V. M. Christian.  
Heathside, 120-122 Marylebone Ln., London W.1.  
Tel: HUN 4353/6. Cable: XTRA. Pres.: Nathan  
Joseph.  
Henderson (see Mills).  
Horizon (see Essex).  
Hyde Park (see Tee Pee).  
Immediate, Immediate House, 63-69 New Oxford  
St., London W.C.1. Tel: (01) 240-3377. Cable:  
IMMEDCORD. Dirs.: Andrew Loog Oldham &  
Tony Calder.  
Affiliates: Avakak, Lovely, Nice Songs, Nicol-  
son, James Page, Smash.  
Imperia (see KPM Music Group).  
Ipanema (see Chappell).  
Isalee (see A. Schroeder).  
Island, 155-157 Oxford St., London W.1. Tel: REY  
6228. Pres.: Chris Blackwell.  
Affiliates: Blue Mountain, Fire.  
Jaep (see Dick James).  
Jajo (see Dick James).  
Dick James.

continued on page 304

FLAMINGO is flying high,  
higher and higher, with an ever  
increasing catalogue of new British  
writing talent plus new overseas writers  
from all four corners of the world.

**FLAMINGO MUSIC LTD.**

Stanhope House  
Stanhope Place  
LONDON W 2  
TEL. AMBASSADOR 7788  
ENGLAND  
Manager Mr. Dave Carey



CREATED BY

NORTHERN SONGS LIMITED

JAEP MUSIC LIMITED · MARIBUS MUSIC LIMITED

GRALTO MUSIC LIMITED · PACERMUSIC LIMITED

NUOVA MUSIC LIMITED · LORDS MUSIC Co. LIMITED

DICK JAMES MUSIC LIMITED · METRO MUSIC LIMITED

PAGE ONE RECORDS LIMITED · THIS RECORD Co. LIMITED

FOR USA, CANADA, MEXICO & THE PHILIPPINES

Administration Management: WALTER HOFER, 221, WEST 57th STREET, NEW YORK, N.Y. 10019

Music Management: LEONARD HODES, Suite 1200, 1780, BROADWAY, NEW YORK, N.Y. 10019

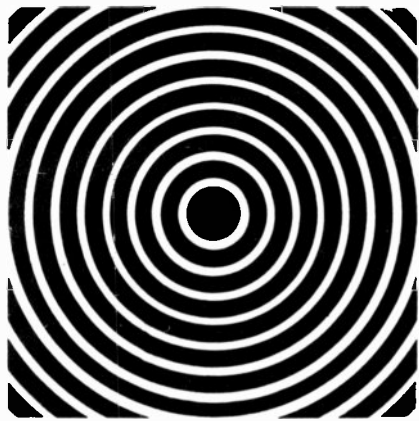
THE WORLD WIDE ORGANISATION OF

**DICK JAMES MUSIC LIMITED**

JAMES HOUSE, 71-75, NEW OXFORD STREET, LONDON, W.C.1. ENGLAND.

Telephone:- 01-836-4864 (5 Lines) Cables; DEJAMUS, LONDON, W.C.1. Telex; 27135

# SAGA



## WORLD WIDE

In Germany  
**DEUTSCHESAGA, DUSSELDORF**

In France  
**DISQUES SAGA, PARIS**

In England (Head Office)  
**SAGA RECORDS LIMITED,**  
 326 KENSAL ROAD,  
 LONDON W10



continued

Dick James, James House, 71-75 New Oxford St., London W.C.1. Tel: (01) 836-4864. Cable: DEJAMUS. Dir.: Richard L. James.  
 Branch: New York, Paris, Sydney, Stockholm.  
 Affiliates: Spencer Davis, Gralto, Gwyneth, Jaep, Jajo, Lords, Maribus, Melcher, Metro, Northern Songs, Nuova, Pacermusic.

January (see A. Schroeder).  
 Jasol (see Tee Pee).  
 Jaspar, (PRS) 156 Bethnal Green Rd., London E.2. Tel: SHO 6290/7748.  
 Jaymond (see Fanfare).  
 Jewel (see Chappell).  
 Joaneline (see Carlin).

K P M Music Group (PRS), 21 Denmark St., London W.C.2. Tel: (01) 836-3856. Cable: MAURITUNES. Mg'g Dir.: J. J. T. Phillips; Gen. Prof. Mgr.: Peter Phillips.

Affiliates: Budd, Clinton, Cooper, Sam Fox, Gallico, Garnett, Imperia, Macmelodies, Marlboro, Peter Maurice, Moss-Rose, Musicville, Keith Prowse, Raintree, Reynolds, Television Music, World Copyrights, World Wide.

Kalmann (see Carlin).  
 Kassner Assoc'd, (BMI) 25 Denmark St., London W.C.2. Tel: COV 3026.  
 Kenmoss (see Carlin).  
 Kensington (see Essex).  
 Key (see Essex).  
 Kieron (see Carlin).  
 King Fitness (see A. Schroeder).  
 Kingston (see Essex).  
 Knox (see Carlin).  
 J. R. Lafleur (see Boosey & Hawkes).  
 Lakeview (see Essex).  
 Lar-Bell (see A. Schroeder).  
 Lassic (see A. Schroeder).  
 Latin-American (see Southern).  
 Le Bill (see Fanfare).  
 Le Vien (see Chappell).  
 Leeds (PRS), 25 Denmark St., London W.C.2. Tel: COV 2962. Mg'g Dir.: Cyril Simons.  
 Affiliate: Blosson.

Leiber-Stoller (see Carlin).  
 Alfred Lengnick, Purley Oaks Studios, 421a Brighton Rd., South Croydon, Surrey. Tel: (01) 660-7646. Dirs.: B. A. de Nevers, C. R. L. Avenell & B. Avenell.  
 This firm represents: CeBeDem (Belgium), Frederick Harris (Canada), Donemus (Netherlands).  
 Lerita (see A. Schroeder).  
 Joseph E. Levine (see Chappell).  
 Liber-Southern (see Southern).  
 Linvoy (see Carlin).  
 Living Legend (see A. Schroeder).

London Tree, Dumbarton House, 68 Oxford St., London W.1. Mgr.: David Platz.  
 Lords (see Dick James).  
 Lorna, 5 Denmark St., London W.C.2. Tel: (01) 836-4741/2. Mg'g Dir.: Alan Paramor; Gen. Prof. Mgr.: Les Lowe.

Lovely Music (see Immediate).  
 Lowery (see Chappell).  
 Ludix (see Carlin).  
 Kenny Lynch (see Carlin).  
 Macmelodies (see KPM Music Group).  
 Maddox (see Chappell).  
 Magic (see Chappell).  
 Majestic (see Essex).  
 Majority (see Chappell).  
 Manistee (see A. Schroeder).  
 Manor (see Carlin).  
 Maribus (see Dick James).  
 Mariboro (see KPM Music Group).  
 Marlyn (see Carlin).  
 Marquee, 10 Richmond Mews, Dean St., London W.1. Tel: (01) 437-6601/3. Mg'g Dir.: Harold Pendleton; Dir.: Simon G. White.  
 Marquis, 37 Soho Sq., London W.1. Tel: GER 9405. Mg'g Dirs.: J. Roncoroni, K. Jones.

Mason (see Fanfare).  
 Johnny Mathis (see Carlin).  
 Peter Maurice (see KPM Music Group).  
 Maycroft (see Carlin).  
 Hayhew, 5 Denmark St., London W.C.2.  
 Melcher (see Dick James).  
 Robert Mellin, 64 New Bond St., London W.1.  
 Meridian (see Southern).  
 Mervyn (see Mills).  
 Meteor (see Southern).  
 Metric (see Chappell).  
 Metro (see Dick James).  
 Don Michael (see A. Schroeder).  
 Michele (see Chappell).  
 Mills, 20 Denmark St., London W.C.2. Tel: COV 1745. Mg'g Dir.: Cyril Gee.  
 Affiliate: Henderson, Mervyn, B. F. Wood.

Minstrel (see Chappell).  
 Miracle (see Carlin).  
 Miranda (see Carlin).  
 Ivan Mogull (PRS), Dumbarton House, 68 Oxford St., London W.1. Cable: SEXMUS. Pres.: Ivan Mogull.

Monique (see Southern).  
 Edwin H. Morris (see Chappell).  
 Moss-Rose (see KPM Music Group).  
 Mozart (PRS), 199 Wardour St., London W.1. Tel: (01) 734-3711. Dirs.: J. Cohen & G. Zagler.  
 This company represents: Mozart (Germany), Mozart (USA), Sidel (Italy).

Musical Comedy Prodn's (see Essex).  
 Musicville (see KPM Music Group).  
 N C O, Grafton Chambers, 6 Grafton St., Mayfair, London W.1. Tel: MAY 5253. Dirs.: J. W. Stobart, A. J. W. Mitchell.

New World (see Chappell).  
 Nice Songs (see Immediate).  
 Nicolson (see Immediate).  
 Northern Songs (see Dick James).  
 Nuova (see Dick James).  
 Terry Oates (see Chappell).  
 One Four Two (see Tee Pee).  
 PK (see Chappell).  
 Pacermusic (see Dick James).  
 James Page (see Immediate).  
 Pagsol (see Tee Pee).  
 Palace (see Burlington).

Pan-Musik (PRS), 23 Denmark St., London W.C.2. Tel: COV 2816. Cable: PANALLY. Pres. & Gen. Mgr.: Gerald Benson; Gen. Prof. Mgr.: John MacLeod.

Park Lane (see Carlin).  
 Pat (see Tee Pee).  
 Patricia (see Chappell).  
 W. Paxton, 36-38 Dean St., London W.1. Tel: (01) 437-4801. Cable: PAXTOMUSIK. Pres.: L. Neil; Gen. Mgr.: C. W. Warsaw.  
 Branch: 30 Old Compton St., London W.1. Tel: (01) 437-7042.

Paxwin (see Chappell).  
 Peterman (see Carlin).  
 Petrone (see A. Schroeder).  
 Philips.

# VAN DER MOLEN

Designers and manufacturers of high quality stereophonic cassette tape recorders.

### Specification

Philips Cassette . . . stereo record and play . . . 10 watts per channel . . . Complete with speakers . . . teak cabinet.

All enquiries to: Van Der Molen Ltd.,  
 42, Mawney Road, Romford, Essex, England.

### KEITH PROWSE MUSIC PUBLISHING CO. LTD.

21, DENMARK STREET, LONDON, W.C.2  
 Telegrams & Cables: MAURITUNES, LONDON, W.C.2  
 Telephones: TEMPLE BAR 3856 (7 Lines)

PETER MAURICE MUSIC, INC. U. S. A. AL GALICO MUSIC CORP.

101 West 55th Street, New York 19, N. Y.  
 SUBSIDIARIES & ASSOCIATED COMPANIES

- |                        |                      |                           |
|------------------------|----------------------|---------------------------|
| COMBINE MUSIC LTD.     | LOIS MUSIC LTD.      | REYNOLDS MUSIC            |
| CLINTON MUSIC LTD.     | MACMELODIES LTD.     | SAM FOX PUBLISHING CO.    |
| BUDD MUSIC LTD.        | MARLBORO MUSIC LTD.  | (LONDON) LTD.             |
| IMPERIA MUSIC CO. LTD. | MELITA MUSIC LTD.    | TELEVISION MUSIC LTD.     |
| COOPER MUSIC LTD.      | MOSS-ROSE MUSIC LTD. | VILLAGER MUSIC LTD.       |
| GALICO MUSIC LTD.      | MUSICVILLE LTD.      | WORLD WIDE MUSIC CO. LTD. |
| GARNETT MUSIC LTD.     | RAINTREE MUSIC LTD.  | WORLD COPYRIGHTS LTD.     |

OFFICES: FRANCE—ITALY—GERMANY—BELGIUM.  
 AGENTS: AUSTRALIA—SOUTH AFRICA—SCANDINAVIA—HOLLAND—SPAIN.

**SUPERB STEREO**

**MAGNIFICENT MONO INTERNATIONAL ARTISTS**

**DELYSE/ENVOY**

**RECORDING COMPANY**

25-27, MARYLEBONE ROAD LONDON, N.W.1



Pitfield (see A. Schroeder).  
 Planetary-Nom (PRS), 52-54 High Holborn, London W.C.1.  
 Freddie Poser, 46 Maddox St., London W.1. Tel: MAY 1735. Dirs.: Freddie Poser, S. G. Poser.  
 Affiliates: Blue Blood, Darren, Fortissimo, Glissando, Red Blood.  
 Alan Price (see Carlin).  
 Henri Price (see A. Schroeder).  
 Promenade (see A. Schroeder).  
 Keith Prowse.  
 Keith Prowse (see KPM Music Group).  
 Radley (see A. Schroeder).  
 Raintree (see KPM Music Group).  
 Rama (see A. Schroeder).  
 Red Blood (see Freddie Poser).  
 Reynolds (see KPM Music Group).  
 Ricden (see A. Schroeder).  
 Riverdale (see Carlin).  
 Winthrop Rogers (see Boosey & Hawkes).  
 Romney (see Essex).  
 Rondor (see Carlin).  
 S P R (see Carlin).  
 A. Schroeder, 15 Berkley St., London W.1. Tel: (01) 493-2506. Cable: SCHROMUS. Dirs.: Aaron Schroeder & Abby Steinberg; Copyright Mgr.: Betty Collick.  
 Affiliates: Anim, Annica, Arch, Avaris, Barjon Ents., Baspar, Benco, Bibo, Big Sioux, Dana-Don, Denric, Edba, Englewood, Kim Fowley, Isalee, January, King Fitness, Lar-Beli, Lassie, Lerita, Living Legend, Manistree, Don Michael, Petrone, Pitfield, Henri Price, Promenade, Radley, Rama, Ricden, Sea-Lark, Shelly, Tele-Film, Vogue, Woldox, Wolper, Wrather, Yameta.  
 Scott/Solomon (see Tee Pee).  
 Sea-Lark (see A. Schroeder).  
 Ben Selvin (see Chappell).  
 Semprini (see Carlin).  
 Shadann (see Carlin).  
 Shadaws (see Carlin).  
 Shapiro-Bernstein, Warwick House, 38 Soho Sq., London W.1. Tel: GER 3493. Cable: BERNSTEIN. Gen. Mgr.: Cyril Shane; Gen. Prof. Mgr.: Peter Callander.  
 Affiliates: Aviva, Glad, Skidmore, Twangy.  
 Shelley (see A. Schroeder).  
 Vincent Shepherd Ents. (see Carlin).  
 Skidmore (see Shapiro-Bernstein).  
 Slamina (see Carlin).  
 Smash (see Immediate).  
 Smooth (see Carlin).  
 Dorothy Solomon Prod'ns (see Tee Pee).  
 Southern.  
 Southern, 8 Denmark St., London W.C.2. Tel: TEM 4524. Cable: SOUTHMUSIC. Mg'g Dir.: R. C. Kingston.  
 Affiliates: Anglo Southern Film Music, Carter-Lewis, Cedarwood, Coronado, Donovan, Dunmo, Latin-American, Liber-Southern, Meridian, Meteor, Monique, Southern Library of Recorded Music, Southern Monarch Film Music.  
 Southern Library of Recorded Music (see Southern).  
 Southern Monarch Film Music (see Southern).  
 Sparta (BMI), 155-157 Oxford St., London W.1. Tel: GER 2468/9.  
 Speedee, 5 Denmark St., London W.C.2.  
 Springfield (see Chappell).  
 Stainer & Bell, Lesbourne Road, Reigate, Surrey. Tel: REI 46791.  
 Branch: 29 Newman St., London W.1. Tel: MUS 2558.  
 Starfire (see Carlin).  
 Stratford (see Chappell).  
 Sterling (see Chappell).  
 Swansong (see Carlin).  
 T M (see Carlin).  
 Tee Pee, 73-75 New Oxford St., London W.C.1. Tel: TEM 1801. Pres.: Philip R. Solomon; Gen. Mgr.: Miss Jo Wright; Gen. Prof. Mgr.: Pat Campbell.  
 Affiliates: Belgravia, Derry, Favourite, Hyde Park, Jasol, One Four Two, Pagsol, Pat, Scott Solomon Prod'ns, Dorothy Solomon Associated Artists.  
 Int'l reps.: France (Belgravia), Italy (Ricordi), Spain (Canciones del Mundo), Sweden (Sweden Music), USA (Bernice, Prancer).  
 Tele-Film (see A. Schroeder).  
 Television Music (see KPM Music Group).  
 Tin Pan Alley (see Fanfare).  
 Titles (see Fanfare).  
 Tollak (see Carlin).  
 Tollie (see Carlin).  
 Tomlin (see Carlin).  
 Eddie Tre-Vett (see Carlin).  
 Tunetime (see Fanfare).  
 Twangy (see Shapiro-Bernstein).  
 Tyler (see Essex).  
 United Artists, 5 Albert Gate Ct., 124 Knightsbridge, London S.W.1. Tel: 584-9383. Cable: UNARTMUS. Mg'g Dir.: Noel Rogers; Dir.: John Spalding.  
 Valando (see Chappell).  
 Vicki (see Carlin).  
 Victoria (see Chappell).  
 Robert Vinton (see Carlin).  
 Vivace (see Carlin).  
 Vocale (PRS) (see Lawrence Wright).  
 Vogue (see A. Schroeder).  
 Walton (see Chappell).  
 Warland (see Carlin).  
 Warren & Phillips, 57 Wroughton Rd., London S.W.11. Tel: (01) 223-5324. Gen. Mgr.: H. J. Warren.

continued on page 306

# ARGO

## The English Choral Tradition THE CHOIR OF ST. JOHNS COLLEGE CAMBRIDGE

Brilliant recordings directed by George Guest

### HAYDN • HARMONIEMESSE • 2RG 515

Erna Spoorenberg, Helen Watts, Alexander Young, Joseph Rouleaus  
Academy of St. Martin-in-the-Fields Leader Neville Marriner

### HAYDN • THERESA MASS • 2RG 5500

Erna Spoorenberg, Bernadette Greavy, John Mitchinson, Tom Krause  
Academy of St. Martin-in-the-Fields Leader Neville Marriner

### MONTEVERDI • MASSES • 2RG 5494

Choir and Soloists of St. Johns College

U.K.  
115 Fulham Road  
London, S.W.3



U.S. Distribution  
London Records Inc.  
New York

## International Representation Through THE BURLINGTON—PALACE MUSIC GROUP

(The World's fastest growing Publishing Organisation)

### BRITISH ISLES

BURLINGTON MUSIC CO. LTD.  
9 Albert Embankment,  
London. S.E.1.

PALACE MUSIC CO. LTD.  
9 Albert Embankment,  
London, S.E.1.

and

### U.S.A.

BURLINGTON MUSIC CORPORATION  
539 West 25th Street,  
New York 1, N.Y.

FELSTED MUSIC CORPORATION  
539 West 25th Street,  
New York 1, N.Y.

and

### CANADA

BURLINGTON MUSIC OF CANADA LTD.  
190 Graveline Road,  
St. Laurent, P.Q.

FELSTED MUSIC OF CANADA LTD.  
190 Graveline Road,  
St. Laurent, P.Q.

and

### AUSTRALASIA

PALACE MUSIC (PTY) LIMITED  
299-301 Castlereagh Street  
Sydney, N.S.W.

### SOUTH AFRICA

BURLINGTON MUSIC (AFRICA)  
a division of:  
MUSIC PUBLISHING CO. OF AFRICA  
(PTY) LIMITED

Cr. Kerk & Goud Streets  
Johannesburg.

### GERMANY & AUSTRIA

BURLINGTON MUSIKVERLAG GmbH.  
Hoehenweg 22,  
8211 Rimsting (Chiemsee),  
Bavaria, Germany.

### FRANCE & FRENCH UNION

EDITIONS MUSICALES PALACE Sarl.  
8, rue St. Marc  
Paris 2.

### BENELUX COUNTRIES

N.V. PALACE MUSIC HOLLAND  
Vondelstraat 90  
Amsterdam-W.

### SCANDINAVIA

PALACE MUSIC (SWEDEN) A/B.  
Jungfrugatan 18  
Stockholm O.

### ITALY

EDIZIONI MUSICALI PALACE Srl.  
Piazetta Pattari 1/3,  
Milano.

continued

Williamson (see Chappell).  
Woldox (see A. Schroeder).  
Wolper (see A. Schroeder).  
B. F. Wood (see Mills).  
Bradbury Wood (see Chappell).  
World Copyrights (see KPM Music Group).  
World Wide (see KPM Music Group).  
Wrathler (see A. Schroeder).  
Lawrence Wright (PRS), 54 Greak St., London W.1.  
Tel: REG 7111. Cable: VOCABLE. Dirs.: Bill Ward & S. E. Richardson.  
Affiliates: Elizabethan, Vocabile.  
Yameta Co. Ltd. of the Bahamas (see A. Schroeder).  
York (see Chappell).

## • distributors

Associated Rec'gs, 326 Kensal Rd., London W.10.  
Tel: (01) 969-6651. Mg'g Dir.: Marcel Rodd.  
Branches: Manchester 8, 42 Broughton St.  
Tel: DEAN 2355-Birmingham 7, Unit 20,  
Nechells House, 41 Richard St. Tel: (021)  
359-1301-Northern Ireland, 5 Castle Chambers,  
Rosemary St., Belfast 1. Tel: BELFAST 23745.  
Int'l branch: Eire, Broombridge Rd., Finglass,  
Dublin 11. Tel: DUBLIN 301.166.  
Jeffrey Collins, 15 Aylmer Parade, East Finchley,  
London N.2. Tel: (01) 348-2282. Dir.: Jeffrey  
Collins; Sales Mgr.: Ian Fox.  
Branches: Bradford, Yorks, 44 Highgate, Heaton.  
Tel: 0274-41592. Northern Sales Dir.: Paul  
Collins-London N.12, 16 Granville Pl., High  
Rd., Finchley. Tel: (01) 349-9052.  
Labels: CBS, EMI, Philips, Pye.  
Lugton, 209/12 Tottenham Ct. Rd., London W.1.  
Tel: (01) 636-3261. Dir.: Walter Ficker; Sales,  
Mktg., Pub., Adv. & Promo.: Walter Collins;  
Stores Mgr.: Fred Lee.  
Labels: Audio Fidelity, Big T, Blue Beat, Conversa-  
phone, Doctor Bird, Dice, Downbeat, Duke,  
Ember, Express Language Courses, FAB, Folk-  
ways, Kalypto, Limbo, MK, Melodic, Prestige,  
Pyramid, Rio, Sportsdisc, Show'n Tell, Strike,  
Transatlantic, Xtra.  
Mann & Rankin, 2-A Maygrove Rd., London N.W.6.  
Tel: MAI 8018. Cable: MANARANK.  
Tape playback equip.: 8-tr. S, car & home.  
Brand name: Dynasound.  
Selecta (div. of Decca Rec.), 50 Southwark Bridge  
Rd., London S.E.1. Tel: (01) 928-9040. Gen.  
Mgr.: A. W. Green; Radio & Ancillaries Dept.  
Mgr.: P. Morris; Sales Mgr.: F. Frowd.  
Branches: Leicester, Leicester Rd., Earl Shilton.  
Tel: EAR 2341. Mgr.: E. C. Packham; Radio &  
Ancillaries Dept. Mgr.: D. Barsby-Manchester,  
Morton St., Failssworth. Tel: FAI 4071. Mgr.:  
J. B. O'Meara; Radio & Ancillaries Dept. Mgr.:  
F. B. Bostock-Scotland, 137 Shawbridge St.,  
Pollokshaws, Glasgow S.E. Tel: 649-4599. Mgr.:  
F. Sinden; Radio & Ancillaries Dept. Mgr.:  
J. Beckwith.  
Symphola, 14-18 Adelaide St., Belfast, Northern  
Ireland. Tel: 21939. Mg'g Dir.: R. Gordon  
Smyth; Ass't Mg'g Dir., A&R, Sales & Mktg.:  
A. E. McCormick; Exploitation Mgr., Pub., Adv.  
& Promo.: S. H. Wilson; Ass't to Exploitation  
Mgr.: Miss M. McConkey.  
Labels: EMI Group, Ember, Glenside, Music  
for Pleasure, Outlet, Polydor Group, Pye Group,  
Shamrock, Spin, Transatlantic Group.

## • importers & exporters

Disc Imports, 36 John Dalton St., Manchester 2.  
Tel: (061) 834-7292/3. Cable: IMDISC. Mg'g  
Dir.: Irving T. Wilson.  
Labels: Ades, Ariola, BAM, Barclay, Belter,  
Cetra, Chant du Monde, Elite, Euroson, Festival,  
Hispanovox, Modiphonie, Musica Mundi, Musica  
Sacra, Palette, SFP, Valois, Vega, Vogue.  
Mann & Rankin, 2-A Maygrove Rd., London N.W.6.  
Tel: MAI 8018. Cable: MANARANK.  
Tape playback equip.: 8-tr. S, car & home.  
Brand name: Dynasound.  
Saga Recs., 326 Kensal Rd., London W.10. Tel: (01)  
969-6651. Cable: MUSICALITY.

## • supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Arts Council of Great Britain, 4 St. James Sq.,  
London S.W.1. Cable: AMEC. Sec'y Gen.: Nigel  
J. Abercrombie; Music Dir.: John Cruft.  
Association of Musical Instrument Inds., 8 Holly-  
wood Way, Woodford Green, Essex. Tel: (01)  
527-1171. Pres.: P. L. Cowan; Sec'y: E. E.  
Natali.  
Association of Professional Recording Studios, 47  
Wattendon Rd., Kenley, Surrey. Sec'y: J. N.  
Borwick.  
British Federation of Banjoists, Mandolinists &  
Guitarists, Southern Section, 5 Nelson Crescent,  
Ramsgate, Kent. Chm.: Bertie W. Owen; Sec'y:  
Alex Grant-Pearce.  
Branch: Northern Section, 4 Coniston Ave.,  
Wallasey, Cheshire. Chm.: R. Rummens; Sec'y:  
Brian B. Thurlow.  
British Federation of Music Festivals (amateur), 106  
Gloucester Pl., London W.7. Sec'y: Mrs. E.  
Craine.

British Institute of Recorded Sound, 29 Exhibition  
Rd., London S.W.7. Sec'y: Patrick Saul.  
Composers' Guild of Great Britain, 4 St. James Sq.,  
London S.W.1. Sec'y: Mrs. T. Levan.  
English Folk Dance & Song Society, Cecil Sharp  
House, 2 Regents Park Rd., London N.W.1.  
Gen. Sec'y: K. Goode.  
Incorporated Society of Musicians, 48 Gloucester  
Pl., London W.1. Gen. Sec'y: D. H. R. Brearley.  
Institute of Contemporary Arts, 69-70 Piccadilly,  
London W.1. Cable: CONTEMPART. Musical Dir.:  
Mrs. Audrey Goehr.  
International Federation of the Phonographic In-  
dustry, 123 Pall Mall, London S.W.1. Tel:  
(01) 930-1752/4.  
International Folk Music Council, 21 Bedford Sq.,  
London W.C.1. Exec. Sec'y: Dr. Barbara Krader.  
Music Directors' Ass'n, 88/92 Rochester Row, Lon-  
don S.W.1. Tel: VIC 5376. Chm.: Sydney Lipton;  
Org. Sec'y: Bertie Owen.  
Music Marketing Ass'ns., 24 Bryanston St., London  
W.1. Tel: (01) 935-3721/2. Cable: SWINGING  
LONDON. Dir.: Antony Kent.  
Music Publishers' Ass'n, 73-75 Mortimer St., Lon-  
don W.1. Tel: (01) 580-3399. Pres.: C. R. L.  
Avenell; Sec'y: Archie Montgomery.  
Music Trades Ass'n, 120 Moorgate, London E.C.2.  
Tel: (01) 606-6651. Cable: STENTIFORD.  
Musicians Union, 29 Catherine Pl., London S.W.1.  
Cable: AMUSE. Sec'y: Hardie Ratcliffe.  
National Federation of Gramophone Societies, 13  
Hillcrest Rd., Orpington, Kent. Sec'y: J. R.  
Shaw.  
National Federation of Music Societies, 4 St. James  
Sq., London W.1. Gen. Sec'y: Capt. T. A. K.  
Mansell.  
Type: Cassette.  
Orlake.  
Phonograph Operators Ass'n, 19 Charing Cross Rd.,  
London W.C.2. Tel: (01) 930-9179. Chm.: H.  
Cowan; Sec'y: A. P. Willis.  
Phonographic Performances, Evelyn House, 62 Ox-  
ford St., London W.1. Cable: PERPHONO.  
Sec'y: Miss Simmons.  
Royal Society of Musicians of Great Britain, Strat-  
ford Pl., London W.1. Sec'y: Adrian Cruft.  
Society for the Promotion of New Music, 4 St.  
James Sq., London W.1. Sec'y: Mrs. Audrey  
Goehr.  
Songwriters Guild of Great Britain, 32 Shaftesbury  
Ave., London W.1. Tel: (01) 437-1439/1554.  
Cable: SINGBRIT. Chm.: Paddy Roberts; Vice  
Chm.: Les Reed; Sec'y: Victor Knight.

### DIRECT MAIL SERVICES

Orlake, Sterling Works, Rainham Rd. S., Dagenham,  
Essex. Tel: (01) 592-0242/4. Mg'g Dir.: R.  
Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.:  
J. Rook; Works Mgr.: R. Norris.

### JACKET MANUFACTURERS

St. James Press, 326 Kensal Rd., London W.10. Tel:  
(01) 969-6651. Mg'g Dir.: Jack I. Klein.

### LICENSORS, TAPE & RECORD

E M I, EMI House, 20 Manchester Sq., London  
W.1. Tel: HUN 4488. Cable: EMIRECORD.

### MUSIC LICENSING ORGANIZATIONS

Mechanical-Copyright Protection Society, Elgar House,  
380 Streatam High Rd., London S.W.16. Tel:  
(01) 769-3181. Cable: MECOLICO. Dir./Gen.  
Mgr.: Bertram William Pratt; Co. Sec'y: John  
Morgan Edwards.  
Performing Right Society, 29/39 Berners St., Lon-  
don W.1. Cable: PERFORIGHT. Gen. Mgr.: R. F.  
Whale.

### PLATING PLANTS

Orlake, Sterling Works, Rainham Rd. S., Dagenham,  
Essex. Tel: (01) 592-0242/4. Mg'g Dir.: R.  
Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.: J.  
Rook; Works Mgr.: R. Norris.

### PRESSING PLANTS

Allied Recs., 326 Kensal Rd., London W.10. Tel:  
(01) 969-6651.  
E M I, EMI House, 20 Manchester Sq., London W.1.  
Tel: HUN 4488. Cable: EMIRECORD.

Orlake, Sterling Works, Rainham Rd. S., Dagenham,  
Essex. Tel: (01) 592-0242/4. Mg'g Dir.: R.  
Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.:  
J. Rook; Works Mgr.: R. Norris.  
Tranco (Transcription Mfg. & Rec'g Co.), James  
Estate, Western Rd., Mitchum, Surrey. Tel:  
MITCHAM 7000. Mg'g Dir.: A. W. Wren; Works  
Mgr.: J. E. Moon; Sales Custom Pressing:  
R. F. Young.

### PRINTERS & LITHOGRAPHERS

St. James Press, 326 Kensal Rd., London W.10.  
Tel: (01) 969-6651. Mg'g Dir.: Jack I. Klein.  
Soho Press, 36-38 Dean St., London W.1. Tel:  
GER 5886. Contact: W. R. Metcalfe.

### PROCESSING PLANTS

Orlake, Sterling Works, Rainham Rd. S., Dagenham,  
Essex. Tel: (01) 592-0242/4. Mg'g Dir.: R.  
Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.:  
J. Rook; Works Mgr.: R. Norris.

### PROMOTION AND PUBLICITY

Interpop, 361 Oxford St., London W.1. Tel: MAY  
6785/7. Cable: IMAGEPUB. Mg'g Dir.: David

T. Cardwell; Sec'y of Admin.: Anita C. Gray.  
Brian Sommerville Assocs., 23 Denmark St., London  
W.C.2. Tel: (01) 836-0535. Cable: SOMBRAIN.  
Mg'g Dir.: Brian Sommerville; Promo.: Richard  
Edy & Roger Fenning.  
Top-Art, 12 St. Albans Rd., Blackpool. Tel: OBL  
3/32474. Mgr.: Roy Carr.

### RECORDING & TAPE DUP. STUDIOS

Chappell, 52 Maddox St., London W.1.  
Cine Tele Sound, 49/53 Kensington Gardens Sq.,  
London W.2. Tel: BAY 9476/9. Mg'g Dir.:  
John Elliott.  
E M I, EMI House, 20 Manchester Sq., London W.1.  
Tel: HUN 4488. Cable: EMIRECORD.  
I B C Sound, 35 Portland St., London W.1. Tel:  
LAN 2000. Dir.: Allan Stagg.  
Lansdowne, Lansdowne House, Lansdowne Rd., Lon-  
don W.11. Tel: PAR 0041/3. Contact: Lionel G.  
Stevens.  
Marquee, 10 Richmond Mews, Dean St., London W.1.  
Tel: (01) 437-6601/3. Mg'g Dir.: Harold Pendle-  
ton; Dir.: Simon G. White.  
Recorded Sound, 27-31 Bryanston St., Marble Arch,  
London W.1. Tel: (01) 499-4634/3726. Dirs.:  
H. L. Fletcher & L. Pollini.  
Saga, 15a Maresfield Gardens, Hampstead, London  
N.W.3. Tel: HAM 7988/3397. Mg'g Dir.: Marcel  
Rodd.  
Sound News Prod'ns, 18 Blenheim Rd., Chiswick,  
London W.4. Tel: (01) 995-1661/1149.

### RECORDING STUDIO EQUIPMENT MANUFACTURERS

N J F Electronics, 10 Richmond Mews, Dean St.,  
London W.1. Tel: (01) 437-6601/3. Mg'g Dir.:  
Harold Pendleton; Dir.: Simon G. White.  
Orlake, Sterling Works, Rainham Rd. S., Dagenham,  
Essex. Tel: (01) 592-0242/4. Mg'g Dir.: R.  
Clark; Sales Mgr.: C. Hodgson; Prod'ns Mgr.:  
J. Rook; Works Mgr.: R. Norris.

### SHIPPING SERVICES

Orlake, Sterling Works, Rainham Rd. S., Dagenham,  
Essex. Tel: (01) 592-0242/4. Mg'g Dir.: R.  
Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.:  
J. Rook; Works Mgr.: R. Norris.

### SLEEVES

St. James Press, 326 Kensal Rd., London W.10.  
Tel: (01) 969-6651. Mg'g Dir.: Jack I. Klein.

## • tape

### RAW TAPE MANUFACTURERS

Saga Recs., 326 Kensal Rd., London W.10. Tel:  
(01) 969-6651.

### TAPE PLAYBACK EQUIPMENT MANUFACTURERS

Personality Electronics, Church Rd., Manor Trading  
Estate, Thundersley, Benfleet, Essex. Tel:  
SOUTH BENFLEET 2530.  
Cartridge: auto cassette stereo.  
Brand name: easi-tune.  
Philips, Stanhope House, Stanhope Pl., London W.2.  
Tel: AMB 7788. Cable: PHILRECORD.  
Cartridge: cassette.  
Van der Molen, 42 Mawney Rd., Romford, Essex.  
Cartridge: cassette stereo.

## • accessories & supplies

### BROWSER BOXES

E M I, EMI House, 20 Manchester Sq., London W.1.  
Tel: HUN 4488. Cable: EMIRECORD.

### CLEANERS, CLOTHS & BRUSHES

E M I, EMI House, 20 Manchester Sq., London W.1.  
Tel: HUN 4488. Cable: EMIRECORD.

## • festivals

Abbey Dore Festival, Dulas Court, Pontilras, Here-  
ford. For Info: Dilys Spark, Festival admin.,  
16 Ogle St., London W.1. Artistic Dir.: Donald  
Gowing, Michael Kelly.  
Type: Classical (mid-September).  
Aldeburgh Festival of Music & the Arts, Festival  
Office, High St., Aldeburgh, Suffolk. Sec'y:  
Stephen Reiss.  
Type: Classical, opera (June-July).  
Bath Festival, Linley House, Pierpoint Pl., Bath,  
Somerset. Tel: BA 2531. For Info: Festival  
Society, c/o Harold Holt Ltd., 122 Wigmore St.,  
London W.1. Artistic Dir.: Yehudi Menuhin.  
Type: Opera, concert, recital (mid-June).  
Cheltenham Festival of British Contemporary Music,  
Town Hall, Cheltenham, Gloucestershire. Dir.:  
G. A. M. Wilkinson.  
Type: Classical (1st half of July).  
City of London Festival. For Info: Festival Offices,  
90 New Bond St., London W.1. Mgr.: Helen  
Jennings Concert Agency.  
Type: Classical, opera (mid-July).  
Edinburgh International Festival. For Info: Festival  
Office, 11 Cambridge St., Edinburgh. Tel:  
(031) FOU 1432. Festival Dir.: Peter Diamond;  
Sec'y & Mgr.: William Grahame.  
Type: Classical, opera (late-Aug. to mid-Sept.).

Glydebourne Festival, Lewes, Sussex. For Info.: Glydebourne Box Office, 23 Baker St., London W.1. Gen. Mgr.: Moran Caplat.  
Type: Opera (May-Aug.).  
Leeds Triennial Musical Festival, Civic Hall, Leeds 1, Yorkshire. Sec'y: Curtis Ward.  
Type: Classical (mid-October).  
Royal National Eisteddfod of Wales. For Info.: Eisteddfod Office, High Street, Rhos, Wrexnam, Denbighshire Wales. Gen. Sec'y: John Roberts.  
Type: Welsh Music (Aug.).  
Three Choirs Festival, Hereford.  
Type: Classical (early Sept.).

## URUGUAY

**Population:** 2,600,000.  
**Per capita income:** \$550 annually.  
**No. of homes with record players:** 90,000.  
**Records imported from US:** None.  
**Official rate of exchange:** \$1 (US) = 86.50 pesos.  
**Average price per record:** LP—\$2.70-\$3. EP—\$0.90-\$1.10.  
**Type of distribution:** Manufacturer-to-retailer with a 30% mark-up.  
**Radio stations:** Montevideo—13 long-wave, 8 long and short-wave.  
**Radios:** 900,000.  
**TV stations:** 4 channels.  
**TV sets:** 175,000 (1964).  
**Holidays:** Jan. 1, May 1 (Labor Day), July 18 (Constitution Day), Aug. 25 (National Independence Day), Dec. 8 (Blessing of the Waters), Dec. 25.

### ● record manufacturers

Clave, IEMSA, Maldonado 1049, Montevideo. Tel: 98-5832. Cable: Clalim. Top Exec.: Leon Jurburg.  
Label: Clave.  
This company represents: CGD (Italy) Disc Jockey (Argentina), Discomoda (Venezuela), Decca (France), London (Int'l), Marvela (Puerto Rico), Monitor (USA), Panart (USA), Seeco (USA), Supraphon (Czechoslovakia).  
Int'l representatives: France (Barc'ay), Italy (CGD), Puerto Rico (Marvela), USA (London, Monitor, Panart, Seeco).  
Editorial Antar, Republica 1613, Montevideo. Tel: 40-63-00. Cable: ANтар. Pres.: Carlos Vatarino; Int'l: Walter Mandacen.  
Label: Antar.  
This company represents: 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 representatives: 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.  
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.  
This company represents: 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 Lazcano.  
Label: Philips.  
This company represents: Archiv (Germany), DGG (Germany), Mercury (USA), MGM (USA), Polydor (Int'l), Philips (Int'l), Ri-Fi (Italy).  
Praos, 18 de julio 1080, Montevideo. Tel: 95034. Gen. Mgr.: Eduardo Miranda.  
Label: Gold Laut.  
This company represents: Chantecler (Brazil), Musidisc, Nilser (Brazil), Virrey (Peru).  
Siweg S. A., Convencion 1424, Montevideo. Tel: 98-2224. Top Exec.: Jorge Errazquin.  
Label: RCA Victor.  
This company represents: RCA (USA) and affiliates.  
Sondor S. A., Nicaragua 1478, Montevideo. Tel: 27530. Cable: Sondor. Pres.: Enrique Abal; Mgr.: Pablo Echevarria.  
Label: Sondor.  
This company represents: Columbia.  
Tonodisc, Constituyente 1903, Montevideo. Tel: 40-1169. Gen. Mgr.: Nestor Paez.  
Label: Tonodisc.  
This company represents: Grand Award (USA), Fermata (Argentina), Microfon (Argentina), Tonodisc (Argentina), Tamla-Motown (USA).

### ● music publishers

Campo (Palacio dela Musica), 18 de julio 1100, Montevideo.  
Discooteca (AGADU), Maldonado 1049, Montevideo. Tel: 98-5832.  
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 Calveffi.  
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.

### ● music festival

Festival Latinoamericano de Musica, SODRE, Montevideo.

## U.S.S.R.

**Population:** 1959 census: 208,826,650; latest official estimate: 234,000,000.  
**Official rate of exchange:** \$1 (US) = 0.90 rubles.  
**Records manufactured for domestic & export sale:** 1966—160,000,000 units; 1965—150,000,000 units.  
**Records imported from USA:** 1965—\$30,000.  
**Records exported to USA: (factory value):** 1966—48,133 units at \$22,030; 1965—123,474 units at \$46,960.  
**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 promotion:** 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.  
**No. of Radios:** 72,300,000.  
**No. of TV sets:** 12,900,000.  
**Holidays:** Jan. 1, March 8 (International Women's Day), May 1, 2 (May Day), Nov. 7, 8 (October Revolution), Dec. 5 (Soviet Constitution).  
**● record manufacturers**  
V/O Mezhdunarodnaja Kniga, Smolenskaja-Sennaja Pl. 32/34, Moscow G-200. Tel: 44-10-22. Cable: MEZHKNIGA.  
Label: MK.  
Int'l rep: USA (Celebrity Concert Corp.).  
Melodiya, 8 Stankovich Ul., Moscow K-9.  
Label: Melodiya.

continued on page 308

*Looking for good connection in Venezuela? May we offer you our services:*

**Aggressive Distribution  
Quality Pressing  
Merchandising and  
PROMOTION**



Local recordings on our

**Palacio label.**

We are proud to have the best Venezuelan artists:

**HUGO BLANCO ●**  
**Rosa Virginia Chacin ●**  
**MARIO ●**  
**y sus Diamantes ●**  
**SIMON DIAZ ●**  
**Oswaldo Morales ●**  
**Maria Teresa Chacin ●**  
**FEDERICO ●**  
**y su combo latino ●**  
**CHELIQUE SARABIA ●**  
**Orq. La Tropicana ●**  
**PATRI y su conjunto ●**

**El Palacio de la Música**

**S.A.**

**P.O. Box 3637**

**Caracas - Venezuela**

**Telephones: 428826**

**415747 - 415214**

**Cables: PAMUSICA**

● **importers & exporters**

V O Mezhdunarodnaja Kniga, Smolenskaja-Sennaja Pl. 32/34, Moscow G-200. Tel: 44-10-22. Cable: MEZHKNIGA.

**ASSOCIATION & PROFESSIONAL ORGANIZATION**

Union of Composers, Ul. Nyezhdanovoi 8, Moscow K-9.

● **music festival**

The Russian Winter, Mayakovsky Square 1, Moscow. Dates: (Dec. Jan.).

● **record manufacturers**

Aluvenca, Edificio Vega, Rio a Pte. Soublette, Caracas. Cable: Vegasa. Tel: 41-63-67. Gen. Mgr.: Julio Brillenbourg; Sales: Marcelo Manzo; A&R: Manuel Caraballo Gramcko. Labels: Vega, Time.

**This company represents:** Time (USA). Hermanos Antor, Ave. El Passo 19, Los Rosales, Apdo. Postal 13132, Nueva Granada, Caracas. Cable: Contidisco. Tel: 61-02-37 & 61-20-17. Pres. & Int'l: Antor Antor, VP: Jose Antor; Juan Antor; Sales: Prudencio V. Sanchez; Promo: Hellis Navarro. Label: Souvenir. **This company represents:** Orfeon (Mexico), RCA (USA). Int'l reps.: Mexico (Orfeon).

Discos Venus. La Discoteca, Apartado del Este 4720, Caracas. Tel: 34-46-81. Cable: Ladicoteca, Gen. Mgr.: W. Ricken; Sales: W. Ricken. Labels: Erna, Sonus.

**This company represents:** CBS (USA, Argentina, Brazil, Mexico), Dot (USA), Marvela (Puerto Rico), Musart (Mexico), Plaza (Brazil), Zeida (Colombia).

Distribuidora Nacional De Discos, PO Box 8535, Caracas. Tel: 42-20-19 & 41-40-62. Cable: DISNADISCO. Gen. Mgr.: Jose Page Barrios; Sales: Gumersindo Miranda; A&R: Porfirio Jimenez; Int'l: Paul Roges Garcia. Label: Velvet.

**This company represents:** Ariston (Italy), Audio Fidelity (USA), Gema (USA), El Virrey (Peru), Festival (France), Kubaney (USA), Metronome (Germany), Sonolux Lysa (Colombia), Vedette (Italy).

EFI. Fabrica Venezolana de Discos. Fabrica Venezolana (FAVEDICA), PO Box 3402, Caracas. Tel: 49-23-18. Cable: FAVEDICA. Pres.: Cesar Roldan; Prod'n: Benito Viteiz; Sales: Enrique Barros; A&R: Carlos Guerra; Int'l: Stanley Steinhilber. Int'l Mgr.: Sergio Elguin; Exports: Jorge Ramirez. Labels: Discomodora, Orbe.

**This company represents:** CAM (Italy), Carvalho (Portugal), Chantecler (Brazil), Crescendo (USA), Decca (USA), Durium (Italy), Hispavox (Spain), Ideal (USA), Jolly (Italy), Lider (Peru), Musidisc (Brazil), Onix (Ecuador), Pathe (France), Paul Lazare (Germany), Pye (United Kingdom), Reprise (USA), Style (Italy), Teledisc (Italy), Vogue (France, Switzerland, Germany), Warner Bros. (USA).

Int'l reps.: Argentina (EMI, Odeon), Australia (EMI, Odeon), Austria (Vogue), Benelux (Saar), Brazil (Philips), Chile (EMI, Odeon), Colombia (Fuentes), Ecuador (Onix), France (Vogue), Germany (Vogue), Italy (Saar), Mexico (Gamma), Nicaragua (Sonido Industrial), Peru (IEMPISA), Portugal (Carvalho), Scandinavia (Vogue), Spain (Hispavox), United Kingdom (EMI, Odeon).

Fonograma, Ave. Paez Qta. Arib, El Parasio. Cable: Fonograma. Tel: 49-36-13 & 49-38-57. Gen. Mgr.: C. Esparragosa; A&R: Billo Frometa; Sales: Luis Barois; Int'l: Gloria Baez. Labels: Fonograma-Billo.

**This company represents:** Kapp (USA), Tropical (Colombia), Nilser (Brazil). Int'l reps.: Colombia (Tropical), Costa Rica (Indica), Ecuador (Centenario), Puerto Rico (Casa Frago), USA (Miami).

Fuentes, Miranda a Maderero Ed., Local B, Caracas. Cable: Robogomer. Tel: 41-52-91. Gen. Mgr.: R. Gomez; A&R: A. Segura. Int'l Roberto Gomez.

Musitron. Musitron, Calle Guaicaipuro 15-14, El Rosal, Caracas. Sales & **mailing address:** Apdo. del Este 5280, Caracas. Pres.: Harry Ferris, Exec. VP: H. E. Morris, Sales Mgr.: Manuel Pulido. **This company represents:** EMI, Capitol.

Orbe (see Fabrica Venezolana). El Palacio de la Musica.

El Palacio de la Musica, Apdo 3637, Caracas. Tel: 428826, 415214 & 415757. Cable: PAMUSICA. Gen. Mgr. & Int'l: Ernesto Aue; A&R: Miguel Angel Pina; Sales: Arlindo Silva; Label: Palacio.

**This company represents:** ABC, A&M, Command, Falcon, London, Musicor, Project 3, Roulette, Seeco, Tico, United Artists, Westminster (all USA), Copabanana (Brazil), Orfeo (Portugal), Peerless (Mexico), Rapsodia (Portugal). Int'l reps.: Mexico (Peerless), all other world markets (Polydor).

(Hnos.) Antor. Panart de Venezuela, PO Box 9258, Caracas. Cable: RECAVE. Gen. Mgr.: Ramon Sabat; A&R: Rene Castro Vega; Sales: Hilario Velis; Int'l Ramon Sabat. Label: Panart.

**This company represents:** Calesita (Argentina), Mag (Peru), Meazzi (Italy), Music Hall (Argentina), Panart (USA). Int'l reps.: Argentina (Music Hall, Colombia (Fuentes), Peru (Mag), USA (Panart).

R C A, Apartado del Este 11275, Caracas. Tel: 33-97-21. Cable: RADIOINTER. Gen. Mgr.: Clifford W. Slaybaugh; Rec. Sales: Oswaldo Gonzales. Label: RCA.

**This company represents and is represented by:** RCA International.

Ronde de Venezuela, PO Box 4766, Caracas. Cable: RONDESA. Tel: 41-25-78. A&R: Anibal Abreu; Sales: E. Fajardo. Labels: Ronde, Mara, Encore.

**This company represents:** Reprise (USA), Everest (USA), Pickwick Int'l (USA), Marper (Uruguay), Discofonia (Argentina), Belart (Mexico), Oriole-Embassy (England), Carvalho-Lisboa (Portugal), Fonopolis (Spain), Clan (Italy), RiFi (Italy), Pathe-Marconi (France), Bel Air (France), Le Chant du Monde (France), Teledisc-Dalara (Italy).

Int'l reps.: USA (Panart), Colombia (Fuentes), Brazil (Sonus), Mexico (Belart), Italy (Ri-Fi), France (Le Chant du Monde), England (Oriole).

Siemens. Siemens, PO Box 3616, Caracas. Tel: 34-85-31. Cable: SIEMENS. Gen. Mgr. & Int'l: Harry Alex; A&R: Pepe Bello; Sales: Mercedes de Barrios. Labels: Philips, Polydor.

**This company represents:** Archiv (Germany), Atlantic-Atco (USA), Deutsche Grammophon (Germany), MGM (USA), Mercury (USA), Philips (Int'l), Polydor (Int'l), Ri Fi (Italy), Verve (USA), Wing (USA).

**VENEZUELA**

Population: 9,351,000.

Official rate of exchange: \$1 (US) = 4.50 bolivars.

Per capita income: \$720 annually.

No. of homes with record players: 320,000 (64% of all homes).

Average retail price per record: LP's, stereo—\$3.35; mono—\$3.11.

Stereo sales: approximately 10% of LP's.

Records imported from US (factory value): 1966—\$371,956; 1965—\$290,044.

Record exported to US (factory value): 1966—63,308 units at \$76,354; 1965—71,599 units at \$60,563.

Type of distribution: manufacturer-to-dealer.

Discounting: not a regular practice.

Juke boxes: 35,000.

Radio stations: 101.

Radios: 1,651,000.

Television stations: 6.

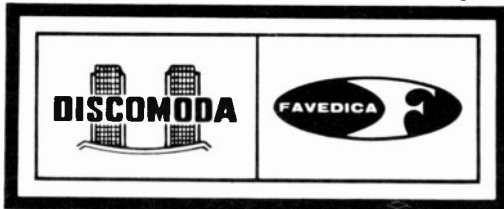
TV sets: 591,000.

Import-export regulations: It is illegal to import foreign records for direct sale. Only classical records may be imported. It is also illegal to import musical tape recordings for re-recording.

Holidays: Jan. 1, Apr. 19 (Declaration of Independence), May 1 (Labor Day), July 5 (Independence Day), July 24 (Birthday of Simon Bolivar), Dec. 25, Various traditional Christian holidays. Eleazar Lopez

**VENEZUELA'S LARGEST PHONOGRAPH RECORD ORGANIZATION.**

Recording Studios, Mastering, Pressing Plant, Offset Printing, Jacket Manufacturing.



1st IN PRODUCTION — 1st IN PROMOTION — 1st IN MARKETING  
**FABRICA VENEZOLANA DE DISCOS C. A.**  
 P.O. BOX 3402 — CARACAS VENEZUELA — CABLES: FAVEDICA

**VENEZUELA'S NEWEST AND MOST AGGRESSIVE COMPANY**



We Seek International Catalog For Top Local Action

Discos Venus  
 BOX 12799  
 Caracas, Venezuela  
 Phone: 41 57 05  
 Cables: Disvenus

**Now—In Venezuela**

DISCOS



The foremost Latin and folk artists record on efi  
 Your action representative  
 In Venezuela  
 Write, call, or cable  
 Efidisco, Caracas  
 Pilita A. Mamey, 97-2  
 Local 6 — Tel. 41-64-08  
 Caracas, Venezuela

**HNOS. ANTOR RECORD DISTRIBUTORS AND MANUFACTURERS**

PO Box 13.132  
 Central Nueva Granada  
 Cable: CONTIDISCO  
 Phone: 61-02-37 and 61-02-38

**Caracas, Venezuela**

continued

Venevox (Industria Nacional del Sonido), PO Box 5141, Caracas. Cable: ELECTRONICA. Tel: 34-82-72. Gen. Mgr.: Charles Biederman; A&R: Alfredo Scossa; Sales: Pierre Casanova; Int'l: Guillermo Pocovi. Labels: Venevox-Diversion. This company represents: Alvorada (Portugal), Barclay (France), Buena Vista (USA), Disneyland (USA), Cetra (Italy), Montilla (USA), Ricordi (Italy), Sonoradio (Peru).

### ● record clubs

Disco (Circulo Musical), Este 2, 203 El Conde, Caracas. Tel: 54-37-53. Cable: DISCOSA. Contact: Antonio Cortez.

Imperial, Edif. Permar, 5 Piso, Esq. Maturin, Caracas. Tel: 81-27-43. Cable: IMPRECORD. Contact: Carlos Esparragoza.

Prodimuve, Edif. Yoraco, Piedras a Restaurador, Caracas. Tel: 41-01-54. Cable: PRODIMUVE. Contact: Freddy Leon.

### ● music publishers

Ediciones Cynett, Ave. 200, Edif. Oyon, Apdo. de Correos 8620, Caracas. Tel: 42.71.23. Cable: CYNETT. Contact: Juan Lucas. Affiliates: Atlamira, Avila.

Ediciones Musicales Venezolanas, (EDMUVECA), Apdo. de Correos 8561, Caracas. Cable: ERMUVECA. Tel: 41-08-00.

Ediciones Musicales Vicari, Esq. y Edif. Las Piedras, local F, Caracas. Tel: 42-65-06. Contact: Vincente Campos.

Peer Int'l, Ave. Andres Bello, Edif. Vam, 9 Piso, Apdo. de Correos 941, Caracas. Tel: 54-67-86. Cable: IDROCI. Contact: Alfonso Sanchez Lopez.

### ● supplies & services

#### ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion Venezolana de Autores y Compositores, Edif. Camuri, Calle Real Sabana Grande, Caracas. Dir.: Maria Luisa Escobar.

#### LABEL AND JACKET MANUFACTURERS

Aznar & Cuevas, Edif. Artelito, 2a, Ave. Los Palos Grandes, Caracas.

Degras, Apdo. de Correos 5141, Estado Miranda. Favedica, Apdo. de Correos 3402, Caracas. Tel: 48-23-18.

Litocromo, Edif. Java, Calle 300, Qta. Crespo, Caracas.

Santucci, Edif. Sn Narciso, Sn Narciso a Caridad, Caracas.

Selecolor, Av. Pantin 25, Chacao, Caracas.

Sonolito, Edif. Tequendama, Ave. Mejico, Caracas.

#### PRESSING PLANTS

Favedica, Apdo. de Correos 3402, Caracas. Mgrs.: Manuel Garcia & Gonzalo Londono.

Grabaciones Antor, Calle Baruta 60, El Valee, Caracas.

Grabaciones de America, (GRAMSA), PO Box 6813, Caracas.

Venevox, PO Box 5141, Caracas. Cable: Electronica. Venezolana de Grabaciones, PO Box 8569, Rio a Pte. Soublette 1, Caracas. Cable: Cavega.

#### RECORDING STUDIOS

Continente, Edif. Radio Continente, Ave. Mejico, Los Caobos, Caracas.

Fidelis, Calle Branger 12, Los Rosales, Caracas. Cable: BRANGER.

Larrain, Calle La Floresta 7, La Campina, Caracas.

Requena, Edif. Vam, Piso 10, Ave. Andres Bello, Caracas.

Sonomatrix (FAVEDICA), Apdo. de Correos 34026, Caracas. Tel: 49-23-18. Mgr.: Cesar Tena.

Sonus, Edif. La Discoteca, Los Ruices Sur, Estado Miranda.

Vega, Apdo. de Correos 8569, Caracas. Cable: CAVEGA.

Voxafon, Apdo. de Correos 5141, Caracas.

Festival de Musica de Caracas, Comision de Musica, Instituto Nacional de Cultura y Bellas Artes, Apdo. 12488 Sabana Grande, Caracas.

Festival de Musica de Caracas, Comision de Musica, Instituto Nacional de Cultura y Bellas Artes, Apdo. 12488 Sabana Grande, Caracas.

Billboard 1967-1968 International Music-Record Directory

## VIRGIN ISLANDS (U. S.)

(St. Thomas, St. Croix & St. John)

Population: 42,000. Official currently: same as US. Records imported from US: 1966—approx. 40,000 units. Records imported from Puerto Rico: 1966—\$94,707. Radio stations: 3 on St. Thomas; 1 on St. Croix. Radios: 7,500. TV stations: 1 channel. TV sets: 6,500. 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.

### ● record manufacturers

Tony's Rec. Shop, 1 Regierings Gade, Charlotte Amalie, St. Thomas. Zip: 00801. Label: Savan.

Westindy, PO Box 2896, 5 Wimmelskaft Gade, Charlotte Amalie, St. Thomas. Zip: 00801. Tel: 774-1174. Mgr.: W. La Motta.

### ● publisher

Westindy (ASCAP), PO Box 2896, Wimmelskaft Gade, Charlotte Amalie, St. Thomas. Zip: 00801. Tel: 774-1174.

### ● distributor & wholesaler

Conrad (of St. Thomas), 61 Kronprindsens Gade, Charlotte Amalie, St. Thomas. Zip: 00801. Tel: (809) 774-2433. Pres.: G. G. Connelly. Branches: Christiansted, St. Croix, Virgin Islands; San Juan, Puerto Rico. Distributes: MGM, Verve, Philips.

## YUGOSLAVIA

Population: 19,279,000. Official rate of exchange: \$1 (US) = 1200 dinars. No. of homes with record players: 1,000,000. Records imported from USA (factory value): 1966—\$32,920; 1965—\$34,729. Records exported to USA (factory value): 1966—12,704 units at \$7,351; 1965—4,195 units at \$3,166. Average retail price per record: LP's—\$3; EP's—\$1.50; Singles—\$.65. No. of Radio sets: 2,515,000. No. of TV sets: 393,000. Import-export regulations: All industry and commerce is state-controlled. Holidays: Jan. 1, May 1 (Labor Day), July 4 (Fighter's Day), Nov. 7 (October Revolution), Nov. 29 (Republic Day), Dec. 22 (People's Army Day).

### ● record manufacturers

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), DGG (Germany), Durium (Italy), Elite (via Turicaphon AG, Switzerland) Fonit (via Exportrama, Italy), Italdisc (Italy), Juke Box (via CGD, Italy), London (via Decca, England), Polydor (via DGG, Germany), Phonorama (via Sabrina, Italy), Primary (via Exportrama, Italy), RCA (via Teldec, Germany), Rornex (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.: Stevanovic Marko; Editors in Chiefs: Vojislav Djonovic & Josip Kalcic; Commercial Dept. Mgr.: Milorad Babic.

### ● music publishers

Metronome, Ruzveltova 19, Belgrade. Tel: 342.962. Contact: M. Ristic.

Zabavne Melodie, Optika 10, Belgrade. Contact: M. Kinel.

### ● importer & exporter

Radio-Television Belgrade, Makedonska Str. 21/1, Belgrade. Tel: 20-277. Cable: RECORD PRODUCTION. Gen. Dir.: Slobodan Markovic; Commercial Dept. Mgr.: Milorad Babic.

### ● associations & professional organizations

Union of Yugoslav Composers, Misarska 12, Belgrade.

Union of Yugoslav Performing Artists, Terazije 26, Belgrade.

Zavod za zastitu autorskih malih prava (Performing Rights Society), Misarska 12, Belgrade.

### ● music festivals

Dubrovnik Festival; Ul. Od Sigurate, Dubrovnik. Tel: 2617-2339. Dir.: Josip Depolo. Type: Chamber Music, Drama, Folklore, Opera, Ballet, Concerts. Dates: July 10-Aug. 24.

Music Biennale, Opaticka 10, Zagreb. Dir.: Josip Stoyanovic. Dates: May.



#### List of Artists

- AMERICAN BREED "Don't Forget About Me" (Acta)
- EDDIE HIGGINS "What Is a Woman" (Atlantic)
- HUDSEN BAE
- H. P. LOVECRAFT "Anyway That You Want Me" (Phillips)
- THE MAUDS "Hold On" (Mercury)
- PRIDE AND JOY "Girl" (Dunwich)
- SATURDAY'S CHILDREN "Leave That Baby Alone" (Dunwich)
- SHADOWS OF KNIGHT "Gloria" (Dunwich/Atco) "Someone Like Me" (Dunwich/Atco)
- TROYS
- WILL-O-BEES "Shades of Gray" (Date)



# Index to Advertisers

Listed Alphabetically

A guide to valuable sources of music, record and related services and products around the world. This index is provided as an additional service to readers. The publisher does not assume liability for errors or omissions.

Advertiser	Page	Advertiser	Page	Advertiser	Page	Advertiser	Page
A-1 RECORD SALES	124	DELYSE RECORDING CO.	304	LIBERTY RECORDS	31	RICHMOND ORG.	75
A & L DIST.	108	DEUTSCHE GRAMMOPHON	4, 5	LIBERTY RECORDS LTD.	295	RI FI RECORDS	249
A & M RECORDS	25	DISC AWARD	59	LITTLE AL'S	128	RITE RECORDS	146, 150
AB ALPHA	285	DISCHI RICORDI	243	LITROV-LEVINSON	152	ROBBINS, FEIST AND MILLER	63
AB EUROPA FILM	287	DISC JOCKEY	196	LONDON REC. OF CANADA	209	ROCKY MOUNTAIN REC.	142
ABC RECORDS	23	DISCOPHONE	282	LONGMARK PRODUCTIONS	157	ROPER RECORDS	53
ABERBACH	234	DISCOS BELTER	279	MAGNA TECH	182	DAVID ROSEN	110
ABNAK RECORDS	Third Cover	DISCOS CISNE	260	MAGNETIC TAPE DUPL.	173	ROSS, BRIAN	59
ACTION REC. DIST.	90	DISCOS DECIBEL	271	MALVERNE DIST.	106	ROULETTE RECORDS	20, 21
ADRIAN ASSOC.	154	DISCOS DOREMI	272	MARFER	282	ROYAL DISC DIST.	96
ALCO RESEARCH	146	DISCOS DUSA	262	MARTIN & SNYDER	129	ROYAL STEREO TAPE	182
GEO. ALEXANDER GROUP	157, 183	DISCOS E.F.I.	308	MASS. REC. DIST.	100	ROZENBILT	201
ALLIED REC. CORP. (LTD.)	211	DISCOS GAMMA	260	MERIT MUSIC DIST.	101	RPM MUSIC PUBL.	212
ALLIED RECORDED SOUND	181	DISCOS GREVER	264	MET RICHMOND	43	RUBY SALES	152
ALL STATE DIST.	87	DISCOS PEERLESS	260	MIAMI RECORDS	51	SAAR	253
ALL STATE, N.J., INC.	103	DISCOS VENUS	308	MICROFON	196	SAGA RECORDS LTD.	304
ALL TAPES DIST.	121	DOT RECORDS	17	MIDEM	227	SALIENT EXPORT	133
ALMADA CORP.	210	DOUBLE B RECORDS CORP.	126	MIDWEST RECORD PRESSING	156	SATURDAY MUSIC	65
ALPHA DIST.	105	DOVER RECORDS	34	IVAN MOGULL	85	SCEPTER REC.	Back Cover
ALSCAP, INC.	132	DUKE-PEACOCK REC.	32	MONARCH REC. MFG.	161	SCREEN GEMS/COLUMBIA MUSIC	67
AM-BAT RECORDS	124	DURIUM	247	MORTY WAX PROMOTIONS	153	SCHONY'S ONE STOP	129
AMBERG FILE AND INDEX	163	EASTERN REC. MFG.	141	M.S. DIST.	96	SCHROEDER MUSIC	195
AMERICAN RECORD SALES	109	ECOFINA/MUNTZ ITALIANA	251	MUSART	263	ALBERT SCHULTZ	132
AMERICAN SOUND CORP.	174	EDISCOS SATURNO	202	MUSICAL ISLE	119	SCHWARTZ BROS. DIST.	92
AMERLINE	180	EDITION ALTONA	264	MUSIC MERCHANTS, INC.	101	SEABOARD DIST.	91
ANDREWS NUNNERY	140	ELEKTRA REC. LTD.	298	MUSIDISC	230	SEITH, AUGUST	236
APEX MARTIN	102	ELTRON EXPORT	132	MUSIKVERTRIEB AG	237	SEAC	71
APRIL BLACKWOOD MUSIC	72	E.M.I. RECORDS LTD.	296, 297	MUSIMART LTD.	211	S. J. SHAW PLATING	158
ED ARCHAMBAULT, INC.	214	DAVID ESKIN	132	MUNTZ STEREO PAK	171	SHUR PROD.	51
ARC SOUND LTD.	216	ESP DISKS	47	MUNTZ STEREO PAK (S.F.)	182	SICAMERICANAS	194
ARDMORE AND BEECHWOOD	299	F & F ENTERPRISES	106	LEE MYLES ASSOC.	39	SILVER PLASTICS	142
ARGO REC.	305	FABRICA VENEZOLANA DE DISCOS	308	NASHBORO REC.	41	S.M.I. (EMI)	273
ARIOLA	236	FARFISA	160	NASHVILLE REC. PROD.	150	SNYDER ALBUM	159
ARISTON	242	FEARON PUBL.	159	NEALE RECORDS	84	SOLID HITBOUND PROD.	53
ARTIA	220	FERMATA	80	NEW DEAL REC. SERVICE	117	HENRY J. SOMMERS	80
ATLANTIC RECORDS	193	FERMATA DE BRAZIL	202	NEW JERSEY ONE STOP	125	SONET GRAMMOPHON	284
ATLANTIDA OF GENEVA	291	FESTIVAL RECORDS	223	NEW ORLEANS DIST.	98	SONOPLAY	280
AUDIO DEVICES	175	FIDELITY ELECTRIC	113	JOHN O'BRIEN	114	SOUTHEASTERN REC. MFG.	92
AUDIO MAGNETICS	139, 170	FIESTA RECORDS	47	OBEON	196	SOUTHERN ALBUM SERVICE	148
AUTOMATIC RADIO OF CANADA	217	FINEBILT MFG.	145	ONE STOP SERVICE	158	SOUTHERN MUSIC LTD.	300
AVSCO	182	FINE-TONE	165, 172	ORIGINAL ONE STOP SERVICE	126	SOUTHERN PLASTICS	151
BARNEY'S ONE STOP	128	CATHY FIRNISS	153	ORLAKE LTD.	292	SOUTHLAND REC. DIST.	94
H. R. BASFORD	88	FRANCIS DAY & HUNTER LTD.	130	ORPHEUM PROD.	53	SMYTH COPYRIGHT	215
BAY STATE	99	FRIENDSHIP MUSIC	255	PALACIO DE LA MUSICA	307	SPARTON RECS.	208
ARNE BENIKSEN	270	FTA (RCA)	272	PARADE REC.	248	SPECIALTY RECORDS CORP.	146
BERT CO. ENTERPRISES	142	FULLER PROD.	43	PARAMOUNT WIRE	164	STANDARD PHONO CORP.	100
BESTWAY PRODUCTS	138	GALGANO DIST.	124	PARR'S PRINT AND LITHO LTD.	214	STAN'S REC. SERVICE	97
PAUL BEUSCHER	230	GARMISA DIST.	96	PEER-SOUTHERN MUSIC	79	STAR TITLE STRIP	122, 129
BIBO MUSIC PUBL.	82	GATE CITY REC. SERVICE	128	PEP RECORDS SALES	88	STEREO JET OF MEXICO	179
BIBLE VOICE	183	GATEWAY RECORDINGS	155	PETERS INTERNATIONAL	131	STEREO TAPE, INC.	234
BILLINIS DIST.	113	GAUSS	176	PHILIPS PUBL. LTD. (FLAMINGO)	302	STERLING TITLE STRIP	129
BMI CANADA LTD.	207	GENERAL DIST.	99	PHILIPS PUBL. LTD. (PRIMEROSA)	199	ROBERT J. STONE ASSOC.	213
BMI MUSIC DIST.	158	GENERAL MUSIC	250	PHILIPS PUBL. LTD. (TUTTI)	229	SUMMIT DIST.	95
BOURNE MUSIC	79	GENERAL RECORDED TAPE	177	PHILIPS RECS. LTD. (ELA)	267	SUPERIOR PLASTICS	147
BOVEMA	266	GERIG MUSIKVERLAGE	235	(EINDHOVEN)	267	SWEDEN MUSIC AB	288
JULIAN BROWN ENTERPRISES	121	GIANT REC.	218	PHILIPS RECS. LTD. (ENGLAND)	301	TANNEN, PAUL	57
BROWN PAPER CO.	150	GILMORE ENVELOPE CORP.	140	PHILIPS RECS. LTD. (ITALY)	241	TAPE DIST. OF AMERICA	178
BUDGET SOUND	47	GLOBAL MUSIK	284	PHILIPS RECS. LTD. (NETHER-	14, 15	TAPP INTERNATIONAL	158
BURLINGTON MUSIC CO. LTD.	305	GODWIN REC. DIST.	93	LANDS)	14, 15	TELDEC	233
CALECTRON	180	GO PAM ENTERPRISES	81	PHILIPS RECS. LTD. (SPAIN)	283	TELEMARK	132
CAM/DET	253	GOPHER LITHO	121	PHONOGRAF, S.A.I.C.	194	TELESYSTEMA	2
CAMPUS DIST.	93	GREENTREE ELECTRONICS	182	PHONO REC. PRESSING	161	TIZOC	265
CAPA RECORDS	45	GROUPE EDIT. FRANCO	210	PISAN, MARIA LUISA (FEST.	244	TONE DISTRIBUTORS, INC.	122
CAPITOL DE MEXICO	259	G.R.T.	177	OF ROSES)	244	TONO	221
CAPITOL REC. OF CANADA	205	JAMIE GUYDEN RECORDS	39	PLATINUM RECORDS	58	TOP MUSIC PUBL.	257
CARAVAN REC. SALES	218	HAMILTON MFG. CO.	143	PM RECORDS	108	TOWN HALL REC. ONE STOP	127
CARDINAL EXPORT CORP.	132	HARBOR RECORDS	132	POLAR RECORDS	288	TRANS-CANADA REC., INC.	218
CARNIVAL REC.	49	HROS. ANTOR	308	POLKA TOWNIE MUSIC	106	TRANS-WORLD	212
CAROLINA SALES	51	HUFFINE DIST.	114	POLYDOR	293	TRINITY REC. DIST.	91
CBS INTERNATIONAL	6	INFONNICS	183	PRIVILEGE DIST.	89	TURIA RECORDS	35
CBS ITALIANA	248	INDUSTRIAL SONO-RADIO	273	PRODISA	196	UNITED ELECT. & ENGN.	144
CEMED/CURCI	246	INTERNATIONAL CONSOLIDATED	89	KEITH PROWSE MUSIC	304	UNITED PRODUCERS GROUP	58
C.G.D. INTERNATIONALE	250	IRAMAC	266	PYE RECORDS LTD.	294	UNITED RECORD DIST.	95
CHAPMAN DIST.	90	IRVING & ALMO	77	QUALITY REC. LTD.	208	U.S.A. RECORDS	45
CHAPPELL MUSIC	74	ITCC	169	QUEEN CITY ALBUM	144	UNIVERSAL DIST.	110
CHIPS DIST.	108	DICK JAMES MUSIC LTD.	303	RCA ARGENTINA	196	VAN DER MOLEN	304
CINEVOX REC.	252	JERDEN REC.	27	RCA BRAZIL	201	VEDETTE REC.	252
CLEVE REC. CO.	154	JOBYETE MUSIC CORP.	73	RCA ITALIANA	245	VENUS RECORDING	53
C.N.R.	268	JOHNSON MACHINE TOOL	152	RCA REC. LTD. (FRANCE)	226	VERGARA	281
COLUMBIA RECORDS OF CANADA	204	JUBILEE REC.	19	RCA RECORDING SERVICES	216	VIRREY	272
COLUMBIA RECORD PRODUCTIONS	135	JUPITER RECORDS	216	RCA VICTOR MEXICO	261	VOGUE RECORDS	225
COMMANDER PUBLICATIONS	85	KAMA SUTRA	3	RCA VICTOR CANADA	206	VOGUE RECORDS (PETULA CLARK)	61
COMMERCIAL REC. STUDIO	149	KAPP RECORDS	29	RADIO STATION CHUM	217	WAKEFIELD	156
COMPO CO. LTD.	210	KAY RECORDS	144	RAINBO RECORDS	154	WARNER-REPRISE	37
CONSOLIDATED ONE STOP	126	KELMAR RECORD MFG. INC.	148	RECORDINGS, INC.	137	WENDY DIST.	103
CREATIVE SOUND	49, 161	KESSLER MUSIC	84	RECORD MERCHANDISING	88	EDWARD R. WHITE	149
CUSTOM PRESSING	151	KING CUSTOM REC. SERVICE	53	RECORD SERVICE, INC.	118	WINDY CITY	309
DANCE RECORDS	132	KING KAROL	123	RECOTON	162	WORLDEX MFG.	131, 133
DAVIS SALES CO.	90	KOPPELMAN & RUBIN	55	JIM REEVES ENTERPRISES	83	WORLD MUSIC CO.	200
DECCA RECORDS LTD.	8	LAREDY REC. DIST.	103	REQUEST REC.	33	Y-R-S DIST.	99
DELTA REC. DIST. (MEMPHIS		LE BO PRODUCTS	164	TONY RICHLAND	152	ZAFIRO	278
DELTA)	111	JEAN PIERRE LELOIR	230				



# MEXICO

FIRST COUNTRY  
IN LATIN AMERICA TO  
TRANSMIT IN COLOR

TELESISTEMA MEXICANO, S.A.

# THE SWEET SOUND OF SUCCESS IS ON SCEPTER WAND

Featuring  
America's  
Most Talented  
Recording  
Artists



DIONNE WARWICK



CHUCK JACKSON



MAXINE BROWN



B. J. THOMAS



THE SHIRELLES



THE KINGMEN

PLUS / ROSCOE ROBINSON — MOVING SIDEWALKS — RONNIE MILSAP

... AND HOB "The First In Soul"



EVANGELIST  
SHIRLEY CAESAR



SWAN SILVERTONES



BLIND BOYS OF  
ALABAMA

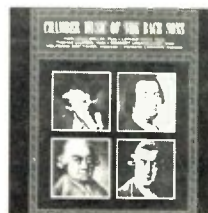
PLUS / JESSE DICKSON  
JAMES CLEVELAND

... AND **MACE** RECORDS CLASSICS

Extravagant Music For The Parsimonious



PAGANINI/SONATA  
CONCERTATA FOR  
VIOLIN & GUITAR



CHAMBER MUSIC OF  
THE BACH SONS



BACH/SONATA AND  
PARTITA FOR  
VIOLIN

... AND THESE PEOPLE

Florence Greenberg, President  
Sam Goff, V.P.     Pete Garris, National Promotion Mgr.  
Joe Zerga, International Div.     Stanley Greenberg, Dir. A & R  
Flomar Music Publishing

... AND PERSONAL MANAGEMENT

PAUL CANTOR

**SCEPTER-WAND** 254 West 54th St., New York, N. Y. 10019 (212) CI 5-2170