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CARTRIDGE TV PAGE 35

HOT 100 PAGE 52

TOP LP'S PAGES 52, 54

German Giant Into U.S. Disk /Tapes & Hardware

By BRUCE WEBER

LOS ANGELES—If BASF has its way, the American consumer will soon realize the company is a giant among tape manufacturers.

Scan the shelves of many stores dealing in electronics and what do you find? Row upon row of blank tape in cassette, open reel and cartridge.

Now look again. BASF is broadening its base as a tape producer to enter the cassette equipment field and the music business.

To a layman, it means the BASF logo will be on blank tape, prerecorded tape, hardware and even records on a worldwide basis.

To consumers, it means a quality tape company starting a music division and releasing a variety of

product by international artists, including many American titles.

To many in the tape industry, though, the question is whether

(Continued on page 30)

LP RELEASES UP, 45'S DIP

NEW YORK—Based on a count of Billboard record reviews, figures show that singles released in 1971 totaled 5,372, down 5.5 percent from 5,685 in 1970. Albums released in 1971 totaled 4,277, up 6.5 percent from 4,016 in 1970.

AFM-Diskers Pact Helps U.S. Output

By DAN BOTTSTEIN

NEW YORK—The terms of a new contract upon which the American Federation of Musicians and the record industry agreed on March 28 are aimed at stimulating U.S. product and helping the small producers, Billboard has learned.

It is understood that the agreement permits an album to be recorded in two sessions. Previously three sessions were required. In addition, a special session of one and one-half hours will be available to small producers, in which two sides of seven and one-half minutes can be recorded. Producers will pay only \$60 for this special session, with a one-half hour overtime charge.

Scales remain essentially the same, it is understood.

Prior to agreement on terms of the new pact, the AFM had been considering methods of halting runaway production.

Arrived at after two weeks of intensive negotiations in New York, the agreement covers musicians' services for all recordings. The

contract is subject to approval by Federation members working in the record industry. Full terms of the pact will be announced after affected AFM members have voted by secret ballot in a mail referendum. According to Hal Davis, president of the 315,000-member

(Continued on page 58)

Unlicensed Duplicators Aid Backing of New Disk Label

By BILL WILLIAMS

NASHVILLE—A total concept record-tape label has been started here with the backing of 20 businessmen, including rack jobbers and men, who have been involved in unlicensed tape duplication.

The firm, Million Records, will be managed by Tommy Hill, veteran producer, who purchased Stop Records from Pete Drake last year. Stop now will be used as a service label. Joe Wright, another long-time producer, will be chief of A&R.

The investors in the new company, many with years of experience in the music industry, already have 100,000 racks in operation in retail stores around the country. They will be stocked basically with the new Million product. In addition, the firm has its own independent distributors throughout the nation.

In addition to managing the company, Hill will produce most

of the country records. Already released are the initial products, a single by former Stop artist Johnny Bush, and a single by Linda Rask. The next two releases will be by Claude Gray and Autry Inman, both one-time Columbia artists.

In the pop field, some of the production will be done by Mark Dinning. Several independents also will be utilized. One of the first undertakings in this area is a single and an album by a group called The Farm Band.

(Continued on page 58)

IBS, Confab Hit by Reps

By SAM SUTHERLAND

NEW YORK—"Speak Out '72" was the theme of the 33rd annual Convention of the Intercollegiate Broadcasting System, and the title proved somewhat prophetic as convention activities were marked by dissension among delegates, much of it directed against the IBS and the convention itself.

Held over the weekend of March 24, the convention drew over 600 participants, representing campus radio stations, record companies, commercial broadcasters, industry publications, and broadcasting equipment manufacturers.

While many seminars ran

(Continued on page 25)

BBC's Royalties To PRS Hiked

By ROB PARTRIDGE
Staff Member, Music Week

LONDON—The British Broadcasting Corp. will pay royalties of \$5.9 million to the Performing Right Society this year—over \$1.2 million more than last year's payments—as a result of the Performing Right Tribunal's decision last week. The Tribunal specified that 2 percent of the BBC's annual license revenue will be paid as royalties to the Society.

For the first two years of the

(Continued on page 48)

Thiele: Indie in New Maturity

By IAN DOVE

NEW YORK—The independent distribution climate at present is "very favorable" for the independent manufacturer, affirms Bob Thiele, head of Flying Dutchman Records, who recently set up a 21-strong independent distribution network across the U.S.

Thiele said, "There is a new maturity that has set in with the top echelon executives of independent distributors. The movement of major lines towards taking care of their own distribution really shook up the distribution scene over the past couple of years.

"However, this has reacted in a very favorable way for the independent label.

"As far as I'm concerned the

(Continued on page 58)

IMIC's Momentous Meetings To Be Available On Cassette

LOS ANGELES—The Billboard Group of Publications in association with Magtec, will create a cassette report covering the fourth annual International Music Industry Conference Apr. 30-May 5, Acapulco Princess Hotel, Acapulco, Mexico.

The 12-cassette set will encompass edited down versions of the timely and explosive seminars scheduled for the morning sessions,

starting May 1. The material will be taped and duplicated by Cassette Productions Inc., a subsidiary of Magtec, a local custom tape duplicating house.

Billboard will be responsible for editing the material and providing supplementary photographic editorial and photographic material which will accompany the tapes in a special booklet/case.

Each cassette will contain 30 minutes of data. "We have done considerable research into the audio/visual educational market," noted Sasch Rubinstein, Magtec executive, "and have learned that 15-minutes-a-side seems to be the best length for a spoken word tape." Magtec is using the cassette mode since it believes that to be the most suitable for voice projects.

The complete set of 12 cassettes will sell for \$95. A pre-publication

(Continued on page 58)

WB RAMPAGES TO CHART TOP

LOS ANGELES—For the first time in Warner Bros.-Reprise history, the label tops all others in number of albums on the Billboard Top LP's and Tape Chart this week with 26. Runner-up is another Kinney-owned label, Atlantic, with 25. CBS is in third place with 23.

For four weeks in a row, the number one and two slots in Billboard's LP's and singles charts have been held by America and Neil Young, Warner Bros./Reprise artists. See sales story inside.

Tape Industry Services Report In This Issue

BMI Requests CATV Order

By MILDRED HALL

WASHINGTON — Broadcast Music, Inc., has asked the Federal Communications Commission not to permit cable TV systems (CATV) to import distant radio programming for their subscribers. In a recent comment on the commission's proposed rules for CATV carriage of radio stations, BMI said distant imports would put a damper on the originating of new music programming by the cable service, doing a disservice to the public, the creators of music, and the local stations.

The music licensing corporation, which claims to handle works of over 30,000 writers and publishers in the U.S., plus those of composers in 28 other countries, told the FCC that over 90 percent of performance royalties to owners of copyrighted music comes out of broadcasting—most of this from radio play.

If Cable TV is allowed to bring

(Continued on page 8)

Viewlex in I-Stop Aim

By RADCLIFFE JOE

NEW YORK—Viewlex Inc. has merged its 10 subsidiaries into a single division designed to establish a complete one-stop service for records and tapes.

According to David Peirez, president of Viewlex, the new division, Viewlex Custom Services Division, will link the company's 10 subsidiaries engaged in record pressing, tape duplicating, printing and packaging.

"This move," said Peirez, "will serve to consolidate the activities

(Continued on page 8)

AS OTHERS INTRODUCE THEIR ENGLISH PRODUCT
WE PROUDLY BRING YOU OUR AMERICAN PRODUCT...

LONDON

RIO GRANDE MUD
Z Z TOP

Chelsea

RECORDS

**“Chelsea is more than a new label.
It’s a new record company.”**

-Wes Farrell

**Introducing our first release
Wayne Newton
DADDY DON'T YOU WALK SO FAST**

78-0100



Produced by Wes Farrell for Coral Rock Productions
Manufactured & Distributed by RCA Records
Chelsea Records Corp.

Sly Will Appear on Closed Circuit TV on 3 Campuses

NEW YORK—Sly & the Family Stone, Epic Records artists, will be appearing in a live closed-circuit telecast on three college campuses on Friday (7).

Screens two stories high will be utilized for campus auditoriums at the University of Utah, Salt Lake City; New Mexico State University, Las Cruces; and Idaho State University, Pocatello, according to Neil McCutcheon, president of Neil McCutcheon Associates, Inc., of New York, executive producers of the program. The nation's first live regional closed-circuit rock concert, the production will be telecast in color from the Will Rogers Memorial Coliseum, Fort Worth.

Television origination will be handled by Joshua Television. Joshua White and Lee Erdman will

produce the telecast, with White directing. White is known for his light shows at the Fillmore East, Woodstock, and other rock concert halls and festivals, and more recently he has pioneered in the use of closed-circuit TV as a supplement to live rock concerts, notably at Madison Square Garden.

Audio and video signal transmission will be provided by Management Television Systems, Inc., which previously telecast the Ali-Frazier fight and the moon landing. Telephone lines will be used for the transmission to each campus, and a new MTS 360 projector is expected to provide a brighter, sharper image than has been previously available.

The concert will be produced under the direction of the Pepsi-Cola Company, which hails the concept of such concerts as "a new dimension for its continuing interest and involvement with youth activities." Advertising, promotion, and public relations efforts will be guided by Bert Cohen of Great White Whale, Inc., Philadelphia, who has been involved with earlier festivals, including Woodstock. Cohen is also associate producer.

Booking of the campuses and coordination of campus activities is being handled by the National Talent Service, creator of the Video Tape Network on college cam-

(Continued on page 58)

Sutter Opens Conn. 1-Stop

NEW YORK—One-Stop Music Service, a new record distributor and tape rackjobber, has been opened in East Hartford, Conn., by Frank Sutter. The firm will service Connecticut, western Massachusetts, upper New York state and Vermont.

Sutter was sales manager of Eastern Record Distributors for 10 years. More recently, he has been sales manager for Transcontinental Distributing Corp. in East Hartford, for four years.

The labels to be distributed by One-Stop Music Service are ABC/Dunhill, Audio Treasury, Bluesway, Command, Comeback, Evolution, Gambit, Golden, Haydn Society, Impulse, Janus, Living Language, Marina, Toy, Thunderbird, Westbound and Westminster Gold.

Seidenberg's Savvy Sparks B.B. Spurt

By NAT FREEDLAND

LOS ANGELES—The emergence of B.B. King as the first authentic bluesman to consistently hit it big as an authentic pop star—complete with chart singles and albums, TV and Vegas bookings, international concert tours—coincides with the emergence of SAS Inc. as a force in contemporary management. And this is no accident, the twin climbs made each other possible.

SAS is the firm of Sidney A.

Seidenberg, an accountant with 25 years experience, who moved into personal management with B.B. King in 1968. King had been a long-time business management client of Seidenberg, and when the blues singer decided to switch personal managers late in 1967 he had Seidenberg pitching in as de facto acting manager for six months until B.B. requested a permanent alliance.

Although B.B. King had been performing as many as 351 days a year with no real vacation for nearly a decade, his financial affairs were chaotic because of a lack of career direction, according to Seidenberg.

"Our first priority was to straighten out B.B.'s finances," Seidenberg said, "which we did by re-negotiating his record and booking contracts, getting advances and a waiver of commissions. We also restructured his publishing set-up,"

(Continued on page 10)

FIND Selects 1st Distrib

WOBURN, Mass.—Cecil Steen's Records Etcetera, disk/tape wholesaler here, has become the first of what is intended to be a nationwide network of FIND distributor representatives.

Bill Wardlow, FIND president, stated he is seeking other distributor organizations to sign retail outlets for FIND service and aid in expediting dealer member orders. Wardlow said that the Steen organization's initial efforts were most encouraging and resulted in the FIND decision to add more distributors nationally.

Steen's salesmen will cover their normal Rhode Island, Massachusetts, New Hampshire and Maine area for FIND.

Mercury LPs' Price Coding

CHICAGO—Mercury records is introducing printed price coding on the spine of all its LP product, following the lead set by Warner Bros./Reprise (Billboard, Feb. 5).

Uniform price coding on the package itself helps solve many problems, such as occur when shipments often arrive without invoices and create confusion because of multiple pricing being used in the industry.

Disk/Tape Employers Find Handicapped Good Workers

By JOHN SIPPEL

spend four hours each morning at school.

No Absenteeism

"We are most pleased with the first three months of the trial," Nyland stated. "There has been absolutely no absenteeism. The women in our plant have taken the three girls to their hearts. All our personnel is excited about the earnest endeavor and capabilities of these young people. They are completely dedicated. Not only are they thrilled by this opportunity, but we find their families impressing them at home and telling us here about the chance this gives them to adjust to business life in the future. Our industry must open up its heart and arms to these youngsters."

One girl works in a clerical function, filing correspondence, running the copying machines and the duplicators and assisting in the mail room. Nyland points out that the girl has achieved 40-word efficiency in typing. The other two girls are assigned to the manufacturing division, where they handle various slots in the making of 8-track cartridges and cassettes. The boy works at various jobs in the materials warehouse. Nyland emphasized the good nature of these four youngsters and the fact that they willingly take hold of any task given them.

A west coast distributor, who asked to remain anonymous, pointed to his eight-year old success with a deafmute, who started in his stockroom as a clerk and is now in complete charge of handling all returns. The man has complete responsibility, handling incoming return authorizations, processing the return and seeing that the credit is properly applied to the account. He works with hundreds of retail accounts regularly.

An eastern one-stop proudly singled out a seven-year employe, who was physically and mentally

handicapped from cerebral palsy. The 27-year old started as a warehouse clerk and now is in full charge of ordering and shipping oldies singles. He also assists the 45 buyer. It was noted that the employe relished new challenges and had an almost perfect attendance record.

2 Work Out

A midwestern wholesaler hired his first handicapped employe four years ago. "The boy was 20, psychologically disturbed, suffering from infantilism brought about by a number of circumstances. We have seen this young man go through a real maturation from juvenile to almost adulthood. He is the steadiest employe in our backroom. He is taking speech therapy. He is extremely dependable. He is an excellent order picker and packer. He is well on his way to a normal life.

"We added a second handicapped 19-year old suffering from permanent brain damage a year ago. He operates a machine efficiently. He handles incoming cartons well. He is able to replenish

(Continued on page 58)

RCA Acquires 'Clownaround'

LOS ANGELES—RCA will distribute the original cast LP of Gene Kelly's "Clownaround" touring show. The project marks probably the first album of music from a touring production.

Moose Charlap wrote the 90 minutes of music with lyrics by Alvin Cooperman. The show breaks in at the Oakland Coliseum, April 27. Ruth Buzzi and Dennis Allen of "Laugh-In" are the lead clowns.

Charlap plans bringing the show to Broadway in conjunction with producer Saint Subber.

J. Csida, general manager of Billboard's Special Projects Division, and James M. Manhood, senior manager, entertainment and promotion.

Pan Am will provide the audio entertainment to its passengers on as many as 157 aircraft. Present entertainment schedule calls for programs up to two hours in length, featuring classical, light classical, pop, contemporary, folk, country and international music. Also included will be a program of children's entertainment and Pan Am's "Music to Sleep By." U.S. and International labels and artists will be featured throughout the programs.

Program development and production will be under the supervision of Robin Loggie, Billboard's Airline Program Coordinator.

Acquisition of Pan Am brings to four the number of airlines serviced by Billboard. Others are American Airlines, Air India and South African Airways.

Billboard has been providing audio entertainment for airlines since 1964. Its total airline audio network now represents the largest passenger audience serviced by any airline programmer.

EDITORIAL

Social Awareness

The employment of the physically and mentally handicapped in various segments of the record/tape industry is a heartening development. (See story above.) It indicates the industry's awareness of its social responsibilities and obligations, as well as its recognition of the fact that such personnel represents a valuable addition to the manpower pool.

Our industry is many-faceted: It deals with entertainment, communications and culture on a broad international level. In addition, like every other industry, it must exert an influence for the betterment of human relations.

RCA Tightens Promo Set-Up

speed up our whole promotional effort."

Mancini added that there is definite act and sound that emanates from the West Coast and it's to the record company's advantage to have the national singles promotion manager on the scene where it happens so that he can get the message into the field and set the blueprint to establish the single's national growth pattern.

Mancini Likes Coast

Mancini also feels strongly about having the company's manager of artists relations, Roy Battocchio, based on the West Coast so that he can better accommodate the artist's needs. Mancini is especially interested in having Battocchio develop a working rapport with the bookers in Las Vegas so that he can start the ball rolling to get RCA acts exposure in the lounges and larger rooms there. Mancini also noted that the Coast is the

hub of TV variety show activity as well as for placing guest appearances on shows like Johnny Carson's and Merv Griffin's so Battocchio will be directing his activities in that direction, too.

Douglas noted that being based on the Coast will make it easier for him to keep in touch with such important radio exposure outlets as Bill Drake, based in Los Angeles, and the Pacific & Southern chain, based in Denver. It will also put him closer to such important tip sheet operations as Bill Gavin, out of San Francisco, and Bob Hamilton, out of Los Angeles.

Mancini pointed out that this work had previously been done by RCA's regional men, but he feels that calls to these people from a national singles promotion manager, who has the total national picture at his fingertips, will give the pitch more credibility.

Douglas will begin at RCA's Los Angeles office on Monday (10).

For More Late News
See Page 58

Yamaha Testing Records-Tape Dept. in San Francisco Store

By PAUL JAULUS

SAN FRANCISCO—R.L. Fish Music Co. has entered into a long-term lease with the Yamaha Co. for the establishment of a record and tape department in Yamaha's San Francisco retail outlet at Union Square.

While Yamaha, the well-known Japanese manufacturer and retailer of their own brand of pianos and

organs, has long been successful with records and tapes in their Tokyo music stores, this city has been selected as the pilot project in this country for the addition of recorded product. Besides San Francisco, Yamaha has major retail locations in New York and Los Angeles.

Initially the San Francisco store

record department will stock the Top 100 albums and tapes from Billboard's pop music charts along with a varied selection of classical and children product. In addition, prime space in the new department will be given to nostalgia merchandise from the '30s and '40s to cater to Yamaha's piano and organ customers. All record and tape product will be discounted to compete with the large discounters in the downtown area.

At the same time Yamaha is also contemplating the addition of record and tape departments in their other U.S. piano and organ stores. Their decision will be predicated on the success of this pilot project in San Francisco.

Warner/Reprise Reports Its Biggest First Quarter

NEW YORK—Warner/Reprise Records reports that the first quarter of 1972 was its biggest, according to Ed Rosenblatt, Warner/Reprise director of marketing.

Spearheading the Warner/Reprise sales action were Neil Young's "Harvest" LP and "Heart of Gold" single on Reprise and America's single, "A Horse With No Name" and the debut Warner Bros. album, "America." In addition to America, new acts scoring for the labels with singles and LP's were T. Rex and Malo.

The labels also report that many of its top acts widened their audience and sales appeal during the quarter. Among these were Neil Young, Van Morrison, Faces, Alice Cooper, Black Sabbath,

Earth, Wind & Fire, Jethro Tull, the Grateful Dead, Jimi Hendrix and Dean Martin. Among those making strong debuts with the labels were Dionne Warwick, the Allman Brothers Band (on Warner-distributed Capricorn Records), Todd Rundgren (on Bearsville Records, distributed via Warner/Reprise), and new solo artists Jerry Garcia (of the Grateful Dead), Peter Yarrow (of Peter, Paul and Mary), and Jesse Colin Young (of Raccoon Records and Youngbloods fame).

Also contributing to the strong upbeat were catalog sales from many artists, he said. Soundtracks, too, contributed to the sales flurry. Among these were "A Clockwork Orange," "Summer of '42," and "\$."

Landers-Roberts' Mums Label

By CLAUDE HALL

LOS ANGELES—Mums Records has been launched here by Hal Landers and Bobby Roberts and the first two singles released by the new label, which is being distributed by CBS Records, include "I Dig Rock 'n' Roll Music" by the Frogs and "Ain't People Kind to the Blind" by LAX. Hal Blaine, veteran studio musician here, produced the Frogs and is a member

of LAX along with Joe Osborne.

The Frogs disk is the forerunner to an animated TV series now in the planning stages at Hanna-Barbera which will be called "Here Come the Frogs." The half-hour comedy series will feature two records per show, all of which will be produced by Blaine, creator of the show. The show is slated to hit the air in the fall.

Court OK's RIAA Bid to Intervene in Ronco Suit

WASHINGTON — The U.S. District Court has granted permission to the Recording Industry Association of America, (RIAA)

to intervene, as "a friend of the court," in a pending suit that challenges the constitutionality of the recently enacted amendment to the Copyright Law designed to protect legitimate recordings against unauthorized duplication.

As a result of the court's permission, the RIAA has filed a supporting brief with the defendants, Richard Kleidienst, acting U.S. Attorney General, and L. Quincy Mumford, Librarian of Congress, in the suit brought by Ronald Shaab trading as Ronco, Inc.

The suit, first reported in Billboard (Feb. 15) charges that the new antipiracy law promotes monopoly and fails to protect authors' rights in violation of constitutional intent. At the time of filing, attorneys for the plaintiffs asked for a three-judge panel to rule on the constitutionality, so that any further legal action in the case would bypass the Appeals Court and go directly to the Supreme Court for final decision.

Agreeing to the plaintiff's request, the U.S. District Court has appointed Senior Circuit Judge Charles Fahy, along with U.S. District Court judges June L. Green and Howard F. Corcoran, to hear the charges.

In its supporting brief as "a friend of the court," the RIAA is supporting the government's motion to have the court dismiss the suit on a judgment on the pleadings. The government's argument in filing the motion is that the plaintiffs' brief fails to state claims on which the charges are based.

COPYRIGHT TALK IN N.Y.

NEW YORK — "International Copyright After the Paris Revisions" is the subject of the 10th annual Jean Geiringer Memorial lecture given by Prof. Eugen Ulmer on April 7.

The lecture is presented by the Copyright Society of the U.S. and New York University and will be held in the Time Inc. auditorium of the Time and Life Building. Ulmer is a member of the Max Planck Institute.

INDUSTRY SHY CHARITY GOAL

LOS ANGELES—The music, TV and home appliance industries \$100,000 goal to establish a research fellowship at the City of Hope Hospital, has reached the \$93,000 plateau.

The fund-raising event honoring Herman Platt, president of Platt Music, is slated for Sunday, April 16 with a dinner dance at the Beverly Hilton.

Over 500 reservations have been received for the affair, including 200 from the music industry. Table reservations or contributions can still be made to the City of Hope, 208 W. Eighth St., Suite 1100, Los Angeles.

Win Orders in 2 Duplicator Suits

CHICAGO—Cook County Circuit Court Judge Walter P. Dahl has handed down temporary injunctions against a number of allegedly illegal music duplicators, in two separate suits filed recently by several major record manufacturers.

Sitting in the Chancery Division of the Court, Dahl ruled in favor of an injunction in the case of Mercury Records Production, MCA Records, United Artists Records, Capitol Records and CBS, against McKenna Industries Inc., Carl Manelli, its president, and Herbert Levin individually and as president of Stereo City.

Several days later, sitting in that same court, Dahl handed down a temporary restraining order to Vincent Furia trading as Premier Products, and B-I-G Sound Corp., defendants in another suit filed by MCA Records, United Artist Records, RCA Records, and Mega Records & Tapes.

The injunctions provide that defendants may not duplicate any product of the manufacturers named in the suits, or advertise, offer for sale, or sell any such duplications; or use them in connection with the sale of any such product.

Further court hearings in the matters are pending.

SG-Col Pub Bows 'Desiderata' Folio

NEW YORK—Screen Gems-Columbia Publications has released a songbook containing all 10 songs from the album, "Desiderata," performed by Les Crane. The folio includes a lyric section and piano, vocal and guitar arrangements of the tunes, all of which were written by composer-arranger Fred Werner.

Executive Turntable

Fred Marks has resigned as managing director of Phonogram Ltd.'s U.K. operation. He previously served for 11 years as managing director of Festival Records in Sydney. He is currently in the U.S. discussing future plans.

★ ★ ★

Richard Q. Kress named president of the newly created consumer products division, North American Philips Corp. He was previously president of the home appliance division. John T. Gray, formerly director of marketing with the company, named general manager, consumer products; Fred Negin named director of marketing; Dennis Long named manager, special sales and national accounts, consumer products division of the company.

★ ★ ★

Jacques R. Chabrier named director, chief financial officer, Polygram Corp. He is also elected to the boards of Phonogram Inc. and Polydor Inc., and continues as chief executive, Chappell and Co.

★ ★ ★

Jerry Wagner named field promotion manager, Chess Janus,



PEAK

a newly created position. He was formerly national sales and promotion director, Jubilee Records. . . . Mary Peak promoted to executive secretary to Larry Shaw, vice president, advertising, Stax Records, to assistant director, Gospel Truth division. . . . George Kurtz has resigned from Premier Albums. . . . Clair Brush leaves Capitol's publicity office, Los Angeles, to join Warner Bros. in Burbank, replacing Judy Sims, who joins Rolling Stones in Los Angeles.

★ ★ ★

Ron Shelley named president, Free Flow Productions, a subsidiary of Directions Unlimited. . . . Norbert Vonder Baar elected officer and director of Custom Music Corp., St. Louis, and Jim Oldani elected vice president, director of sales.



SHELLEY

Don Arnsan, former program director of KBMI, Las Vegas, has been named national promotion director of Specialty Records, Los Angeles. . . . Bob May, general manager of 3M's consumer products division, has been appointed vice president of that same division. . . . Jim Lantz, formerly national sales manager, consumer products, of Ampex's magnetic tape division, has joined Audio Magnetics in the same position. . . . Mike Braun, formerly of BASF, has been appointed national sales manager, consumer products, of Ampex's magnetic tape division.

★ ★ ★

Paul F. Carpenter has been named regional sales manager for the southwest for Motorola's automotive sound products division. Roger R. Priami has been named regional sales manager for the southeast for the same division.

★ ★ ★

William Patsuris, national sales manager of Data Technology, has left. . . . Daniel E. Denham, general manager of 3M's magnetic products division, has been appointed vice president.

★ ★ ★

Stan Monteiro reappointed national promotion director, Metromedia, a position he formerly held before being named marketing director, Grunt Records. Monteiro will be joined by his secretarial assistant, Linda Rice. Mort Weiner, former national sales director, named to the newly created position of Metromedia's marketing and merchandising director, and Dave Knight, former national promotion director, appointed a&r director for the company. . . . Stan Moress, currently vice president, artist relations, for MGM Records, will also head up the album exploitation division of the company.

In This Issue

CAMPUS	25
CARTRIDGE TV	35
CLASSICAL	28
COUNTRY	40
GOSPEL	39
INTERNATIONAL	48
JUKEBOX PROGRAMMING	36
MARKETPLACE	24
RADIO	20
SOUL	26
TALENT	12
TAPE CARTRIDGE	29

FEATURES		Hits of the World	57
FM Action	22	Hot Country Albums	44
Stock Market Quotations	10	Hot Country Singles	42
Vox Jox	21	HOT 100	52
		Top 40 Easy Listening	28
		Top LP's	54

CHARTS		RECORD REVIEWS	
Best-Selling Soul Albums	27	Album Reviews	46, 47
Best-Selling Soul Singles	26	Pick Singles & Radio Action	50
Action Records	45		

Judy Collins
 Bob Dylan
 Arlo Guthrie
 Richie Havens
 Odetta
 Tom Paxton
 Pete Seeger

Joan Baez
 Judy Collins
 Jack Elliott
 Richie Havens
 Odetta
 Arlo Guthrie
 Country Joe McDonald
 Tom Paxton
 Earl Robinson
 Pete Seeger

Part 1
 KC 31171*



Part 2
 BS 2586*

Two incredible
 concerts. Two brilliant
 live albums. All for a man
 they loved like a father.
Woody Guthrie.
The daddy of 'em all.

The story of Woody Guthrie is at the very center of American music. Woody is the source point.

He was the little cantankerous Okie who rode the rails of a troubled nation. And found joy in the guts and honesty of the Depression dirt-farmer, the black-lunged miner, the dispossessed Indian. And, like as not, wrote a song about it that's still being sung today.

Woody was a rebel and a radical. His people were the outsiders and the outcasts, the skid-row scrounger and the lonesome drifter. He spent his life searching for things to love. He found them. And that discovery lives in Woody's music.

Woody died in 1967 of Huntington's Disease. In 1968 and 1970, the family that has gathered around Woody's music got together for two celebrations for Woody—not memorial services, but celebrations.

Naturally, Carnegie Hall and the Hollywood Bowl were jammed. It wasn't mourning. It was sheer joy.

And now, for the first time, Warner Bros. and Columbia Records are making the tapes of those concerts available on records. The venture is strictly non-profit—both the companies and the artists are donating all profits to the Woody Guthrie Tribute Fund. It will be used to create a Woody Guthrie library at his home in Okemah, Oklahoma; for medical research in Huntington's Disease; and to create a Woody Guthrie scholarship in folklore and folk music.

There won't be another Woody Guthrie. But as long as there's an American voice singing, Woody isn't dead.

**A Tribute
 To Woody Guthrie.**
Part 1,
On Columbia Records ♪
Part 2,
On Warner Bros. Records ♪



EDITORIAL

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Registration Effort Expands

LOS ANGELES—The music industry is continuing to expand its efforts to bring out the new 18-year-old vote (see Billboard special section, Mar. 11). All Columbia Records inner sleeves will carry registration information beginning this month. Appeals to register and vote are now being inserted in print ads by labels such as Atlantic, In-victus and Asylum.

A&M has broadened its shipment of Mustang's "Use the Power-18" public service single to include all high school administrations in the 25 biggest urban areas plus the U.S. House of Representatives and its complete campus radio list.

Warner Bros. now has its album of radio spots shipping nationally. America, the Beach Boys and Randy Newman are among the artists featured on the disk, which also contains a new Arlo Guthrie tune, "Registration Rag." The "Vote For Your Life" poster prepared for WB by Ivy Hill Litho now has 8,000 copies in distribution to retail outlets and youth registration organizations.

Elektra has been investigating participation in vote registration concerts at Fresno and other locales.

The Stern Concern, a foundation-funded organization located in Beverly Hills, which coordinates artist and public figure involvement with social issue groups, reported requests for rock acts to appear at student vote rallies being planned for Rochester, N.Y.; Portland,

Ore.; Salt Lake City, Utah; Miami, Fla.; and Ann Arbor, Mich.

And a registration effort last Friday coordinated by Billboard at the 9000 Sunset Blvd. building, location of the magazine and many other Los Angeles music offices, netted some 100 new voters.

Impulse Jazz Troupe Tries Boston-based Campus Trek

BOSTON—ABC-Dunhill, which has been conducting consistent trials of rock product in the Northeast, turns to jazz-oriented contemporary music in this immediate area, starting Apr. 7, when the first Impulse artists' concert is performed at Fenway Theater here.

The Lasker labels, which have found a mother lode hereabouts for embryonic talent, are staging eight jazz concerts in nine days. Seven of the eight gigs will be staged on college campuses, but Steve Backer, national promotion head of Impulse who is based here, emphasized the hope is to bring out all jazz fans. Admission is the lowest yet for any record promotion concert tour, a straight

\$1 per person in the average 2,000 capacity houses.

"We will pay all owners of facilities we use a fee and we also give them a percentage of the house," Backer said. Fred Taylor of H.T. Prodn. here booked the dates. Backer said ABC's nut for advertising alone could top \$1,000 per date, but "we feel the largest concentration of 18 to 24-year-olds is here and we want them to hear Impulse jazz." Advertising will include spots on college, MOR, Top 40 and progressive rock stations, print media and point-of-purchase materials. Steve Resnick, the label's college promotion chief, jetted here last week to aid in the ballyhoo.

Entourage, which will travel by chartered bus from a Boston hub each night, will include Alice Coltrane and a quartet plus strings; the Pharoah Sanders' sextet; and the Michael White quartet. A local personality will emcee. Backer said that Impulse is already studying the possibility of a California tour.

Itinerary, after the Fenway date, is: Univ. of Rhode Island, Kingston and Clark Univ., Worcester, Mass., April 8; Univ. of Mass., Amherst, 10; Williams College, Williamston, Mass., 12; Brown Univ., Providence, R.I., 14; Univ. of Maine, Sacco, 15; and Yale, New Haven.

Distrib Firm, Label Tie Key to Disk Success, Says Big Tree

NEW YORK—Doug Morris and Dick Vanderbilt, whose Big Tree label signed a distribution deal with Bell Records three months ago, point to a continued promotion by the company being distributed and the closest possible constant communication between the two partners as the essentials to "making a record happen."

Morris and Vanderbilt consider the vibrations between the production company and the distribution company at least as important as those created in the studio. "There are all kinds of distribution deals," Vanderbilt said. "Some of them fail because the product doesn't make it. As a result, independent labels and producers bump around from one deal to another, damaging continuity of exposure for their product and their own strength in the process. The difference," Morris said, "lies in the nature and structure of the relationship. We don't turn over product and turn away. Bell Records is a great company staffed by professionals who provide the chartmaking exposure that we consider essential for every release. We stick with them on our product. Not in a 'what have you done for me lately' manner that is a complete turn-off. We act as an expansion of their efforts with mutual respect for their professionalism. We get out on the road. We provide additional liaison on what's happening. Where we can be of special help because of personal contacts, we take advantage of the situation and inform the Bell people."

He added, "a distribution deal is not a buyer-seller relationship."

You've got to like the people you're working with, believe in them and understand what they're doing and why they're doing it. Time is crucial in the record industry. The sales life gets shorter all the time. You've got to move quickly and intelligently and be on top of the situation constantly. That requires communication."

In the three months since Big Tree Records signed its distribution pact with Bell, it has made the charts with each one of its releases; "Willpower Weak, Temptation Strong" by Bullet, "You Could Have Been a Lady" by April Wine, and "You Are the One" by the Sugar Bears."

Chicago HiFi Show Slated

CHICAGO—An expected 15,000 consumers will attend the area's first hi fi show in over 20 years at the Marriott Motor Hotel, Apr. 21-23.

In addition to massive promotion by electronics dealers, record-tape retailers and manufacturers will be asked to join in.

The Institute of High Fidelity sponsored event will focus mainly on the youth market. Thus Rick Felt, Cold-Wilson advertising agency staffer, said record-tape stores will be asked to plug the show and manufacturers will be asked to supply free 4-channel disks and tapes as well as tag commercials with show amusements.

Dealers and manufacturers will visit in manufacturer display rooms, 6 p.m.-midnight Thursday, April 20, and will meet together with the portion commencing 4 p.m.-10 p.m. and continuing Saturday and Sunday.

Arthur Gasman, IHF board member, said this show should do better than a recent one in Anaheim, Calif., which drew 1,200. Dealers are offering \$1 (½ price) discounted tickets and can purchase 100 tickets at \$75 as part of the promotion. Regular admission is \$2.

Additionally, dealers can have hospitality suites, but can show no equipment. All product will be displayed in individual manufacturer rooms and a policy of showing only product by IHF members will be strictly enforced, coordinators said.

COL CONCERT IN L.A. BOWL

NEW YORK — Columbia Records will produce a concert featuring several of its middle-of-the-road artists at Hollywood Bowl in Los Angeles on June 17. Columbia held its first MOR concert at Madison Square Garden in New York on Dec. 17. The Madison Square Garden concert, which played to an SRO house and received enthusiastic response from the trade, featured Percy Faith, Peter Nero, Johnny Mathis and Vikki Carr. Performers for the concert have not been set yet.

WB Meet Cites Promotion Men

NEW YORK — A group of Warner Bros. promotion men were honored with achievement awards at the recent five-day Warner/Reprise national promotion meeting, held at the Acapulco Princess Hotel in Acapulco, Mexico. Presenting the awards were national promotion director Ron Saul, label president Mo Ostin and executive vice president Joe Smith.

Roy Chiovari, Chicago, was cited for "Most Outstanding All-Around Performance by a Promotion For the Year." Dave Urso, Los Angeles, and Borris Green, Houston, shared second place, with Frank Anderson, Dallas third.

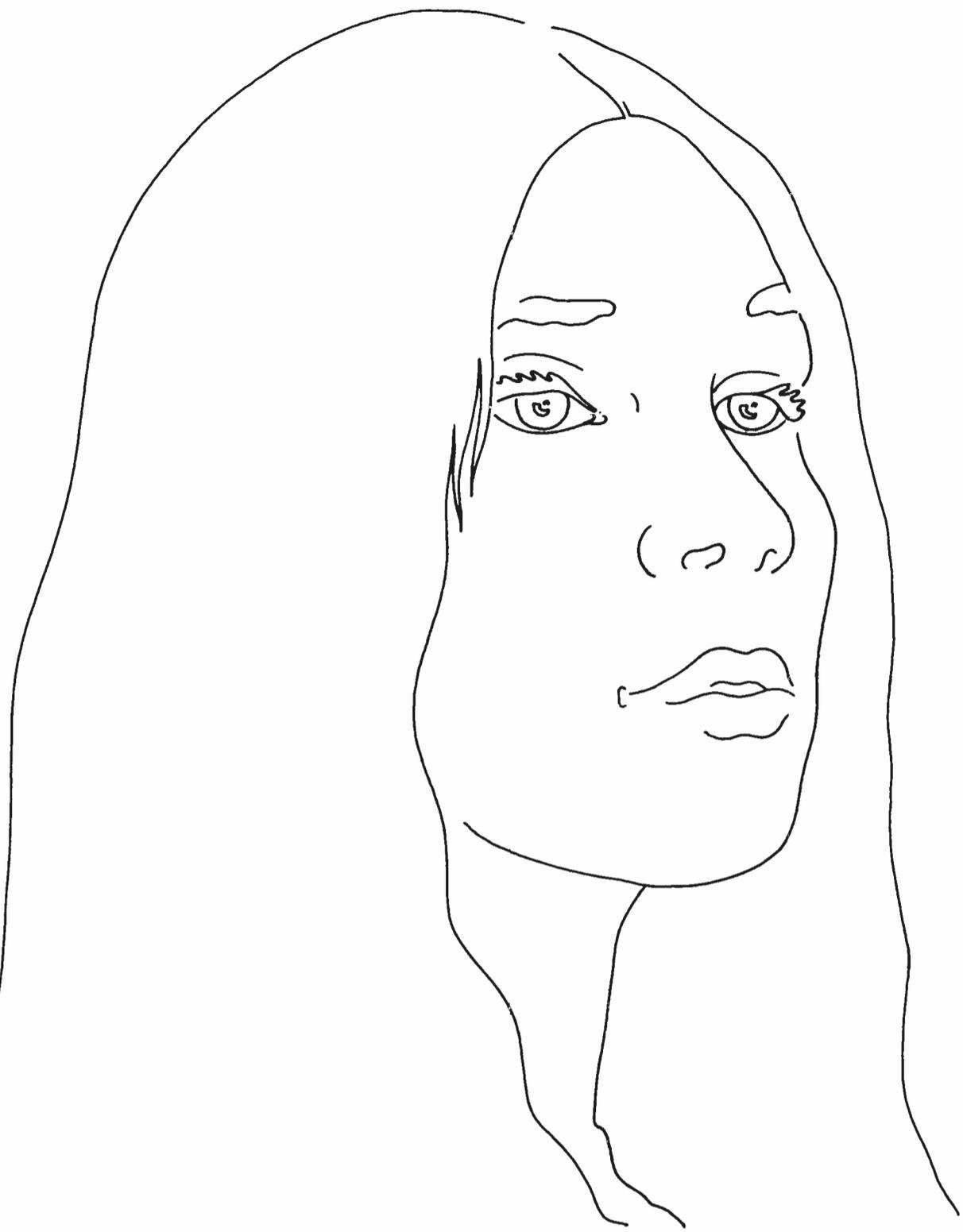
First and second place awards for "Most Outstanding All-Around Performance Undertaken On An Album" went to Murray Nagel, Detroit, and Pete Marino, San Francisco. Bill Lemmons, Atlanta, and Doug Lee, Minneapolis took first and second, respectively, in "Most Outstanding Performance Undertaken on A Single."

Gary Davis, San Francisco, was given "Most Outstanding All-Around Performance Undertaken In The Field of Promotion By A Salesman."

Knight Files \$55M Lawsuit

NEW YORK—Lawsuits totaling \$55 million have been filed by Terry Knight against Grand Funk Railroad members Mark Farner, Donald Brewer and Mel Schacher, and John L. Eastman charging false documents, fraud and conspiracy in the Supreme Court of New York State.

Part of the suit alleges that GFR and Eastman attempted to cancel a contract with Madison Square Garden for a concert series. Last week Knight filed a \$5 million lawsuit against John L. Eastman.



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BMI Seeks Halt to Importing Cable Music Long Distance

• Continued from page 1

in distant radio stations, BMI feels the systems should have to get permission of the writers whose musical works are being used.

BMI reminded the Federal Communications Commission that the basic tenet of copyright law is that all users for profit should compensate copyright owners—and this is especially true as to new uses which tap new sources of revenue (cable radio).

Cable TV rules have been coming to the implementing stage since a "consensus" was reached by broadcasters, CATV interests and copyright owners, with a nudge from the White House Office of Telecommunications Policy last November. The commission has separated out radio-carriage rules for the cable service from the main body of rulemaking. The controversial cable TV rulemaking, which has held up action on the copyright revision bill for five years, was expected to become final as of Mar. 31—but there were still some grumblings and challenges threatening the cable rule debut scheduled for last week (Billboard issue Feb. 12, 1972).

For the present, the FCC has proposed to bar import of distant radio stations from small markets with populations of 50,000 or less. If distant radio stations (those over

75 miles from the cable system) are carried, the system must carry all local stations of the same type, AM or FM. On the local scene, if the CATV system carries one radio station, it must also carry all others of the same type, AM or FM.

Make Own Music

BMI believes the cable systems can readily and easily put together their own music programming, employing the "wide variety of tapes and records available to all—the same materials used by radio stations cable would import." By importing distant city radio to enhance its programming, CATV "does disservice to creators of music being used to build audiences, and a disservice to competing radio operators in the community."

The licensor corporation said importing radio stations would also affect authors' income from background music.

BMI noted that it had already asked for separation of the music licensing aspects of Cable TV from other copyright licensing in the proposed revision bill. It asked the FCC to separate out this aspect of licensing for cable radio service in its final rules.

The licensor said cable service could negotiate blanket licenses directly with music licensors as broadcasters do "with no risk of unreasonable fees." If negotiations are unsuccessful, BMI and SESAC are willing to submit to arbitration, and "ASCAP fees are fixed by federal court," said BMI.

FCC Cmnr. Nicholas Johnson (who has decided to remain with the FCC for his full term) opposed the commission's idea of denying distant radio imports to small market areas in the "interim" handling of radio on cable service. "Cable systems are denied access to additional programming, listeners are deprived of stations they could otherwise hear, local radio stations are still not required to be carried, and the FCC is made to look the fool."

Cmnr. Johnson would prefer to let small markets carry all the radio signals that could be picked up over the air—regardless of their source—so long as the system also carries all stations licensed to the community.

Studio Track

By SAM SUTHERLAND

Brooks Arthur is a veteran engineer who developed his skills in the New York recording scene during the early '60s. Over 200 chart records managed to surface from Arthur's sessions, and, from earlier work for Shadow Morton, Phil Spector, Lieber-Stoller, and Jeff Barry, Arthur became involved with many of the stronger singles artists of those days.

As the industry changed, however, Arthur found himself dissatisfied with New York and the pressures that a city's recording industry often exerts on artists, producers, and engineers. Gentler, subtler albums like Tom Rush's "Circle Game" and Van Morrison's "Astral Weeks" were gratifying projects for Arthur, but he eventually came to feel that New York was no longer a productive environment.

Arthur's decision to move to the country corresponds to a popular modern fantasy shared by many people over the course of the last few years, but, unlike most of them, Arthur managed to pull

it off. With the financial support of a partnership with A&R Studios in New York, and the physical assistance of Don Frey, Arthur designed and built a recording studio in suburban Blauvelt, N.Y., a few miles north of the Tappan Zee Bridge on the west bank of the Hudson River.

914 Sound Recording Studios is the result of that effort, and, while it is a modest, "hand-hewn" facility, the studio has managed to draw major talent away from city studios, attracting business as much for its relatively relaxed atmosphere and the sense of community shared by the staff, as for the no-nonsense layout of the studio.

Simplicity Key

Simplicity, Arthur feels, is the key to his studio's design. "When you've got one studio, it's important to minimize down-time by simplifying the facility," Arthur suggests. He also points out that during the initial building of the facility, he was faced with the problem of adequately satisfying his own needs while still keeping costs down. Efficient construction and maintenance are, Arthur feels, vital to the survival of any studio, and he points toward the modular design of most of the equipment in his studio as extremely economical in terms of rapid maintenance during sessions.

Simplicity, as a goal for design, also figures prominently in Arthur's efforts to tailor the studio to what he felt were the basic demands of his customers. "Many artists and producers are fairly sophisticated with regard to studio techniques," Arthur states, "and they'd like to be able to do a little board work. Consequently, our board has a very straightforward layout, so that those clients who want a hand in engineering and mixing their own dates won't need extra time to learn an eccentric board."

The console, built by SSI's Neal Muncy, is indeed compact, with 18 inputs and 16 out. Two additional mixers, adjacent to the board, handle 10 more inputs as needed. As for noise reduction, Arthur remains uncommitted, feeling that present systems tend to flavor the sound somewhat.

Tape machines used are by Scully and Ampex: in addition to a Scully 16-track, the studio has 8-track, 4-track, 2-track, and mono Ampex machines. Microphones are those which Arthur feels most comfortable with, ranging from standard Telefunken and Neumann mikes to older RCA ribbon mikes, Sony's Electro-Voice, and Shure, among others.

Plans Addition

In addition to the present layout, featuring drum and vocal booths with acoustic traps, Arthur is planning the addition of a second vocal booth, as well as additional maintenance and library space.

Work completed at 914 since its opening has included albums by Chris Smither, produced by Michael Cuscuna for Poppy; Pearls Before Swine for Reprise; Paul Jones for London; Gordon Waller for Dunhill; and White Cloud, produced by Tommy Kaye for Starday-King. Arthur engineered all dates.

Recent work has included White Cloud backing up Loudon Wainwright III, engineered by Brooks Arthur for Columbia; Mancini & Fox, produced by Stu Weiner for Polydor, with Arthur engineering; and, for several weeks, Blood, Sweat & Tears has been driving over from Dobbs Ferry to work on a new album, engineered for Columbia by Bill Schnee.

Nashville: Hilltop Studio recently cut a Fender instrument commercial solely utilizing Fender instruments.

Produced by Vic Willis, the commercial also involved the use of Fender amplifiers. Musicians involved in the session included the Willis Brothers, Jim and Jesse, Johnny Seay, Harold Bradley, Pete Wade, Jerry Shook, Billy Linne-man, Jeff Newman, Curtis McPeak, Jerry Smith and Paul Char-ron. Richard Law's singers provided the vocal background.

★ ★ ★

Richard Young, of Electric Lady Studios in New York, helped bring their schedule up to date: Recent work has included sessions by B. J. Thomas, recording for Scepter, and Stevie Wonder, whose "Music On My Mind," recorded there, has already been released. Apparently, Wonder worked on B. J.'s sessions over several evenings, and presumably that will show up on record.

Chess Records' blues veteran Muddy Waters, produced by Esmond Edwards, has been mixed there by Eddie Kramer during recent weeks.

Electric Lady's Dave Palmer has also just finished producing and engineering for an album by Godfrey Daniels, new Atlantic act. Mandrill's second album, produced by Al Brown for Polydor, is also completed, as is a new Cat Mother album.

Motown artist Serita Wright has been working with engineers Bob Margouloff and Malcolm Cecil, with Stevie Wonder producing the date. And Neighborhood Records' Peter Schekeryk has been producing two new groups, Rastus and Five Dollar Shoes.

Viewlex in 1-Stop Aim

• Continued from page 1

of the Viewlex leisure time companies into a nationwide network that will service the music industry as well as industrial and educational clients, with complete one-stop service for all their record and tape manufacturing needs."

Viewlex's corporate vice president, Harry Charlston, will head the new division, coordinating the activities of the subsidiaries. The divisions drawn together under the new umbrella include Allentown Record Co. Inc., American Record Pressing Co., Andrews Nunnery Envelope & Paper Corp., Bell Sound Studios, A&B Duplicators, Globe Album & Productions, Globe Albums West; Monarch Record Manufacturing Corp., Monarch Tape and Sonic Recording Products.

As part of this major corporate reorganization, all the subsidiaries will be involved in official name changes, combining the name of the parent corporation with their existing names. For example, the division's West Coast record pressing and tape duplicating plant will be known as Viewlex-Monarch. Brothers Band (on Warner-distributed Capricorn Records), Todd Rundgren (on Bearsville Records, distributed via Warner/Reprise), and new solo artists Jerry Garcia (of the Grateful Dead), Peter Yarrow (of Peter, Paul and Mary), and Jesse Colin Young (of Raccoon Records and Youngbloods fame).

Also contributing to the strong upbeat were catalog sales by such artists as Jethro Tull, Dean Martin, Alice Cooper, Jimi Hendrix, Deep Purple, Joni Mitchell, the First Edition, Frank Sinatra, Doug Kershaw, Black Sabbath, Peter, Paul and Mary, Neil Young and the Grateful Dead.

Soundtracks, too, contributed to the sales flurry. Among these were "A Clockwork Orange," "Summer of '42," and "\$."

Warner/Reprise is looking to a strong second quarter with the release of new albums by Jethro Tull, Fleetwood Mac, Deep Purple, Tony Joe White, the Mystic Moods Orchestra, Zephyr, Paul Kelly, Joyce Everson, High Country, Mary Travers, John Stewart, the Mothers of Invention, Goldie Hawn, Jennifer, Bob Mosley and Cold Blood.

According to Charlston, the concept of a one-stop service was based on his company's belief that a need exists within the music industry for a single manufacturer who can provide, on an exclusively custom basis, full nationwide services in record pressing, tape duplicating, printing, and packaging.

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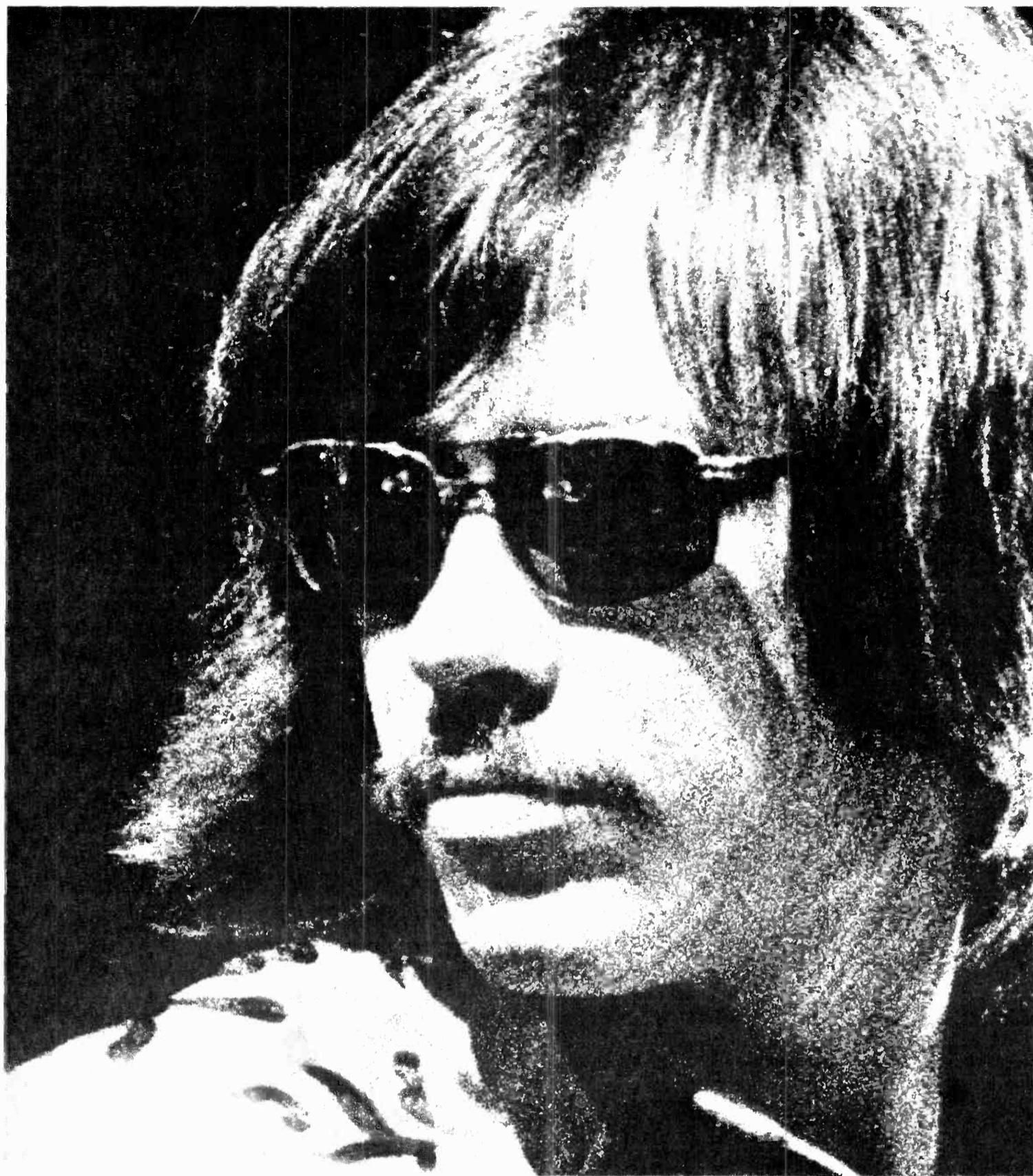
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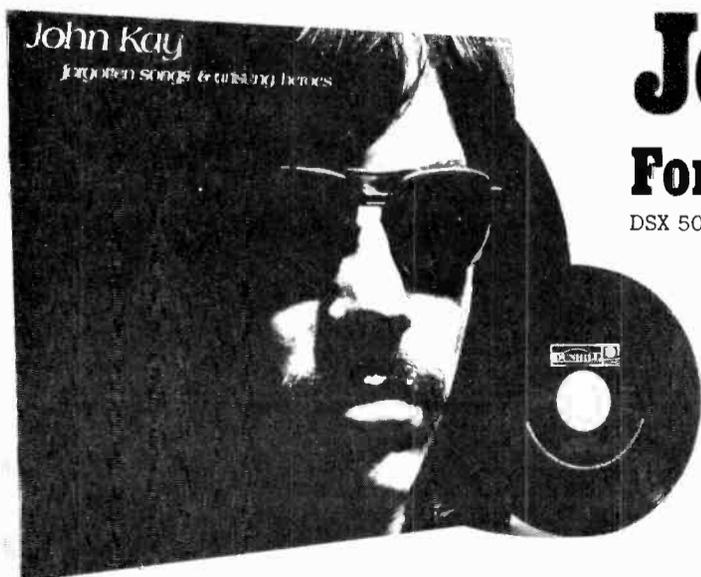
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SCENIC OVERLOOK

Seidenberg's Savvy Sparks B.B. Spurt

• Continued from page 3

collecting all his rights since 1950 under one umbrella. We even had to go so far as to mortgage B.B.'s farm outside Memphis, but, in about 60 days, we came up with \$125,000 from all these sources and put B.B. in a position where his debts gradually cleared up."

Seidenberg's overall goal was to broaden King's base of appeal. Looking over the artist's then-current bookings, he found that B.B. was actually losing money in terms

of tax bracket and travel expenses by playing too many minor rooms.

"We had to take B.B. out of the lower end of his market, make him less available and fight for new areas of booking," said Seidenberg. "For example, he started playing colleges at very little money and now he's done 134 major campus dates in 18 months. I believe it's fair to say that B.B. today is one of the college circuit's most in-demand performers."

SAS also struggled to get B.B.'s blues act into what Seidenberg frankly describes as mainstream "white locations" where he would be exposed to U.S. majority audiences. In the past four years, King debuted at the Hotel Americana Royal Box, Mr. Kelly's, Miami Beach and Las Vegas. "We made deals like our month engagement at the Village Gate, where B.B.'s salary was pegged to attendance receipts."

The Las Vegas Hilton is about to announce a long-term contract which will have King playing ten weeks a year in the lounge plus an annual two-week engagement as co-headliner in the main room.

Meanwhile, B.B. began overseas Stones seen by audiences of at lished as a top draw in Europe and Japan. He's en route later this year to open up new audiences in the Far East, from Australia to Singapore and Bangkok.

Two of the major breakthroughs in the B.B. King rise were his hit single of "The Thrill Is Gone" and his 1969 tour with the Rolling Stones seen by audiences of at least a million. Unusual SAS efforts behind the scenes helped consolidate these gains.

Although King has been performing professionally for 25 years, he is only 46. And in 1969, SAS completely replaced the world news file of B.B. photographs by the massively direct method of keeping a photographer on the road with King for six months and taking some 8,000 new photographs. "We felt it was important to establish that B.B.'s look had changed with the times, that his hair was now in a natural, for example," said Seidenberg. "We still distribute an average of \$1,000 worth of promotional material on B.B. every week."

While all these developments were taking place in B.B.'s record and stage career, SAS was not neglecting the other electronic media. King has been established as a guest on all the major TV talk-shows and variety hours ranging from Ed Sullivan to Flip Wilson. At the time of this interview, Seidenberg had left his New York office to confer with West Coast syndicators about B.B. hosting his own series.

And SAS is actually producing its own full-length film tracing B.B. King's rise from a Mississippi farmboy to blues stardom. The movie is to be marketed as both a TV special and a more complete theatrical feature.

Finally, B.B. is spending as much time as he can spare from a heavy schedule to talk about his past to a tape recorder in preparation for a book of autobiography.

Sidney Seidenberg found himself in the management business as King climbed to a higher rung of success. SAS now has 16 employees in New York and Los Angeles, where the branch is headed by Danny Kessler, former executive at Columbia and RCA. SAS has its own promotion and publicity staff.

The company's management clients include Eugene McDaniels, famed for "100 Pounds of Clay" and now an artist-producer with MGM; NRBQ, a Buddha group; and the Robert Patterson Singers, on Atlantic. Songwriters and producers managed by SAS include Ellie Greenwich, Chip Taylor, Trade Martin, Stella Levitt and Charlie Verra. Most of them began as long-time business management clients of Seidenberg.

Off The Ticker

Soundesign Corp.'s combination public offering of 300,000 common shares, or \$9 million, sold out at \$30 apiece, according to the underwriters. Of the total, Soundesign, Jersey City, N.J., sold 200,000 shares to augment working capital, reduce short-term bank debt and finance inventories. The remaining 100,000 shares were sold by officers of the company and their families, who still retain about 47 percent of approximately 1.6 million shares outstanding. . . .

Sony Corp., Tokyo, reported first quarter net profit rose approximately 50 percent, which largely reflected the effects of last year's currency adjustment and resulted in an increase in the yen value of inventories held by overseas subsidiaries. Sales of tape recorders in the quarter increased 24 percent to account for 20 percent of volume, and turnover of hi fi equipment, video tape recorders, recording tapes and electronic calculators rose 16 percent to account for 20 percent of sales. Radio sales, by contrast, fell 11 percent in the quarter from the year before, and accounted for 8 percent of the company's total volume. . . .

Earnings of Recoton Corp., New York, were up 4.2 percent and sales rose 15.6 percent in the year ended Dec. 31. The company said earnings were lower than anticipated because of international currency revaluations, the 10 percent surcharge, the price freeze and shipping (dock) strikes. Herbert Borchardt, president, said the company was "particularly affected because these developments came at the time of year when our overseas purchases were at their highest, including a complete new line of audio accessories manufactured in the Far East. Recoton purchases many of its components and products overseas." . . .

Telecor, an exclusive marketer of **Panasonic** products in the western U.S., declared a three-for-two stock split in the form of a 50 percent stock dividend, payable April 28 to stock of record April 10. The board said the dividend would benefit Telecor and its stockholders "in broadening the ownership of the company." Telecor said it has 1,921,610 shares of common stock outstanding currently, with five million authorized. . . .

Gross revenues from music publishing and sales of disks and prerecorded tape were approximately 26 percent of 1971 gross revenues compared with 22 percent in 1970, according to **MCA's** 1971 annual report to shareholders. "Jesus Christ Superstar" highlighted last year's results in the record and music publishing divisions. More than 3,300,000 double LPs and tapes of "Jesus Christ Superstar" have been sold and "sales are continuing at a strong rate," the report stated. MCA expects to demonstrate its color video disk record/playback system late this year. The annual report said that "although some technical problems remain to be solved, research and development of the disk concept is now in its final refinement stage."

Insiders Report

CERTRON—Edwin R. Gamson, president, disposed of 23,100 shares, 1,100 as gifts and 15,000 in a private transaction, reducing holdings to 453,577.

Gramm To Gambit

NASHVILLE—Gambit Records here will distribute Gramm Records, Denver Records, according to Gambit president Arnold Thies. First release will be an album by Ralph Harrison called "Free Spirit Movin'."

Market Quotations

As of closing, Thursday, March 30, 1972

NAME	1971		Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
	High	Low					
Admiral	27	8	301	24 1/2	22 1/8	22 1/8	- 1 7/8
A&E Plastik Pak Co.	127 3/8	35 3/8	154	5 1/4	4 5/8	5 1/4	+ 5/8
American Auto Vending	153 1/2	67 1/8	59	13 1/2	12 7/8	13	- 1/4
ABC	72 1/2	25	685	72 1/2	69 1/8	72 1/2	+ 3 3/8
Ampex	257 1/2	7	1338	8 1/4	7 1/2	7 1/2	- 1/2
Automatic Radio	14 1/4	5	136	7	6 1/4	6 7/8	- 1/8
ARA	172	117	352	168	165 1/8	165 3/4	- 2 1/4
Avco Corp.	207 1/2	121 1/2	751	19 1/4	17 7/8	17 7/8	- 1 1/8
Avnet	15 3/8	8 1/4	453	14 1/8	13 3/8	13 3/8	- 5/8
Bell & Howell	65 1/2	32 1/8	273	59 7/8	58 3/8	59 1/8	- 5/8
Capitol Ind.	21 7/8	8	133	12 1/4	10 1/2	11 1/8	- 1
Certron	8 3/8	2 1/8	317	47 1/8	45 1/2	43 1/4	- 7/8
CBS	55 7/8	30 1/8	544	54 1/4	52 3/4	52 3/4	- 1 1/4
Columbia Pictures	17 3/8	6 5/8	494	14	12 1/4	12 1/2	- 1/8
Craig Corp.	17 3/4	7 3/8	547	14 1/8	11 1/2	13 3/8	+ 1 5/8
Creative Management	169 1/2	77	574	162 1/4	152 3/4	160 1/2	+ 7
Disney, Walt	6	3	292	5 7/8	5 3/8	5 7/8	+ 1/4
EMT	66 1/2	52 7/8	2160	65	63 3/8	64	- 5/8
General Electric	39 3/8	19	860	38 3/8	36 7/8	37 7/8	+ 3/8
Gulf & Western	137 1/8	8 1/2	115	103 1/8	10	10 1/8	- 1/4
Hammond Corp.	47	29 1/2	172	31 3/8	30 1/8	30 1/8	- 7/8
Handleman	87 1/8	31 1/8	317	6 1/4	4 3/4	5 1/8	+ 3/8
Harvey Group	123 1/8	45 1/8	320	6 3/4	6 3/8	6 1/2	+ 1/8
Instruments Sys. Corp.	67 3/8	45 7/8	4615	58 1/2	55 3/8	56	- 2
ITT	13 1/2	6	109	11 1/8	10 3/4	11	+ 1/4
Interstate United	16 1/2	8 3/8	86	15 1/4	14 3/8	14 3/8	- 7/8
Macke	28 3/8	16 1/4	944	24 3/4	23 7/8	24 1/2	- 1/8
Matsushita Elec. Ind.	52 1/4	18 3/8	928	28 3/8	26 3/8	28 1/8	+ 3/8
Mattel Inc.	35 1/4	17 3/4	172	34 1/2	32	32	- 2
MCA	79 1/2	19 1/4	2753	33 3/8	29 1/4	29 3/8	- 1 7/8
Memorex	26 7/8	15 1/2	60	18 1/2	17 3/8	17 7/8	- 1/8
MGM	38 7/8	17 3/4	130	36 3/8	35 3/8	36	- 1/2
Metromedia	149 5/8	95 1/8	457	149 5/8	147 3/8	148 1/8	- 1 1/8
3M	98 3/8	51 1/2	245	96	92 3/4	92 7/8	- 2 3/4
Motorola	37 3/4	21 7/8	301	35 3/8	32 1/4	32 1/4	- 2 3/4
No. American Phillips	47 3/8	32	83	46	43 3/4	44 3/8	+ 7/8
Pickwick International	25	16 3/4	352	23 7/8	22 3/8	22 3/8	- 1 1/4
Playboy Enterprises	45	26	3785	40 1/2	37 5/8	38 1/8	- 2 1/8
RCA	40 1/4	25 1/2	839	33	31 3/4	31 3/4	- 1 1/4
Servmat	35 3/8	14 1/4	1892	33 3/8	32 1/8	32 1/4	- 1/4
Sony Corp.	32 5/8	9 1/8	129	17 1/2	16 3/4	17	- 1/2
Superscope	49	30 3/8	858	43 3/8	41 3/8	42 1/2	+ 1/8
Tandy Corp.	22 3/8	7 3/4	672	12 7/8	11 7/8	12	- 7/8
Telex	11 1/2	4 1/4	992	9 1/2	8 1/2	9 1/4	+ 7/8
Tenna Corp.	23 1/2	14 3/8	1241	22 1/4	21 3/8	21 3/8	- 1
Transamerica	22 3/4	14 3/8	46	18 1/8	17 3/8	17 1/2	- 1/4
Triangle	17	7 5/8	323	15	13 7/8	13 7/8	- 1
20th Century Fox	17 1/2	9 7/8	52	14 3/8	13 3/4	13 7/8	+ 1/8
Vendo	12 7/8	5 5/8	351	11 3/8	10 1/8	10 1/4	- 1/2
Viewlex	47 3/8	25 7/8	673	44	41 1/4	41 3/4	- 1 3/4
Warner Communications	20 1/4	10 1/8	13	17 1/2	17 1/4	17 1/4	Unch.
Wurlitzer	54 7/8	36 3/8	847	47	45 5/8	46 3/4	+ 3/4
Zenith							

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'Person-to-Person' Meets Set by London

NEW YORK—London Records is initiating a series of "person-to-person" distributor meetings for its 25th anniversary year celebration. According to Herb Goldfarb, vice president for sales and marketing, the company will send out executive teams of from six to as many as 10 persons to visit distributor personnel over the next four months.

The initial visit will be April 17 at Universal Distributing, Philadelphia. Two other visits, already scheduled, are with J. L. Zamoiski Distributing, April 25; and with Roberts Records Distributors, St. Louis, May 15.

The visits will take the form of intensive idea exchanges in which the touring London group will have an opportunity to discuss thoughts and attitudes toward product and selling techniques with the entire distributorship staff, including office, promotion, warehouse and sales.

In the case of each gathering, the sessions will open with cocktails, to be followed by dinner, which in turn will lead into the evening-long meeting.

In some cases, Goldberg pointed out, if product is about to hit the market, presentation of the new albums involved will be made as one facet of the meeting.

During the just closed fiscal year (March 31), the final year of its first quarter century in business, the company racked up new sales records in virtually every repertoire division. The aim of the series of person-to-person gatherings is to assure continuation.

Earnings Reports

RECOTON CORP.

Year to Dec. 31	1971	1970
Net sales	\$ 4,374,000	\$ 3,785,000
Net income	124,000	119,000
Per share	.34	.33

WRATHER CORP.

Year to Dec. 31	1971	1970
Revenues	\$ 16,804,399	\$ 16,299,195
Net income	7,177,377	811,800
Per share	3.26	.37

SONY CORP.

1st qtr. to Jan. 31	1972	a1971
Net sales	\$193,282,000	\$150,153,000
Net income	b17,250,000	10,214,000
Per share	c.34	b.20

a—Including credit \$4.06 million, currency adjustment. b—Restated. c—Per American depositary share. Each depositary share represents two shares of Sony common.

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* He's not really alone. Here is a list of the other musicians who perform with Bobby on this album: George Harrison, Eric Clapton, Delaney and Bonnie, Klaus Voorman, Bobby Womack, Jim Price, Jim Gordon, Carl Radle, Jim Keltner, Jerry McGhee, Chuck Rainey and the Los Angeles Symphony Orchestra.

SCENIC OVERLOOK

Talent

Fuller in a Promo Tour, Talent Hunt

LOS ANGELES—In an unusual combination of promotion tour and talent search, independent producer Jerry Fuller, who has had 10 gold records in the past four years with artists like the Raiders, Union Gap and O.C. Smith, last week went out on the road to some 20 smaller cities in California, Oregon and Washington.

Traveling with manager Bob Dee, Fuller pitched local radio outlets on his newest Moonchild Productions single for Bell Records, Jerry Fawney's "Soft-Spoken Girl." He also checked out local niteries recommended by radio staffers and is in process of signing two acts, Spokane's Gabriel group and John Rossico of San Jose.

"I figure we got at least 11 hours sleep all week, but it was worth it," said Fuller. "On-the-road promotion away from the top 50 markets is the way it used to be done and that's the kind of promotion I still believe in. We've got Jerry's single on the air in most of the cities visited and it's getting excellent action."

In Sacramento, Fuller and Dee had placed an ad saying they would audition any local musical talent. When they checked into their hotel, 400 calls were waiting. The pair managed to see 30 performers and had to ask the rest to send tapes to Moonchild in Los Angeles.

They also cancelled the talent search ad they had planned for Seattle and concentrated on scouting musicians recommended by the local radio people.

Fuller and Dee covered Bakersfield, KERN, KAFY; Tulare, KCOK, KONG; Fresno, KNYO; Merced, KYOS; Madera, KHOT; Modesto, KFIV, KBBE; San Jose, KSOO, KLIV; Stockton, KJOY, KSTM; Sacramento, KCRA, KROY; Portland, KGW, KISN; Salem, KBZY; Seattle, KJR, KING, KVI; Spokane, KJRB, KREM.

Signings

Mother Night has joined the Columbia label. The group, whose sound is a blend of rock and r&b, will make its New York debut at the Academy of Music on Monday (10). The group's first album, "Mother Night," will be released this month and was produced by Stan Vincent.

Loudon Wainwright III has signed with Columbia. . . . **Spirit** has signed a new agency contract with Associated Booking. . . . Capricorn Records has signed three new acts. **White Witch, Maxayn and the Eric Quincy Tate Group.** **Terry Kane** is producing White Witch's first album. Maxayn's debut LP was produced by **Andre Lewis** and **Jack Adams**, and is slated for April release. "Drinking Man's Friend," the Eric Quincy Tate Group's initial album, will be released in April. Capricorn is readying promotional campaigns for each act, which will include radio and newspaper advertising and in-store promotions. . . . **Black Dog**, a four-piece rock band, has signed with Bands Unlimited, as has **Stonepipe**, a five-piece rock aggregation. . . . Three new acts have signed with Rocky Road Records. They are singers **Colin Areety** and **Irma Routen**, and the **Easy Beats**. . . . **Jimmy McGriff**, whose current Groove Merchant International album is entitled "Let's Say Together," is doing just that with the label. He has resigned with Groove Merchant. . . . Singer-songwriter **John Herald** has signed for exclusive management with No Soap Music. . . . **Bettye Swann** has signed with Atlantic. Her first single for the label is "Don't Be a Victim of a Foolish Heart," produced by **Rick Hall**.

From The Music Capitals of the World

DOMESTIC

NEW YORK

Author and radio personality **Jean Shepherd** has been nominated for two Emmy Awards by the Public Broadcasting System. He was nominated for Best Performer, and his WGBH-TV, Boston-produced series, "Jean Shepherd's America," was nominated for Best New Series. His current Mercury album is "The Declassified Jean Shepherd". . . . **Alexis Korner**, who has been called "the father of the English Rhythm & Blues movement," is on an American tour, which ends April 20 at the Salt Palace in Salt Lake City, Utah. His debut Warner Bros. LP is "Bootleg Hymn," a two-record set which includes an LP of original tapes of Korner's performances with now defunct groups between 1961 and 1967. . . . WB artist **Mary Travers** has cancelled her Carnegie Hall concert scheduled for April 25 after surgery to remove a node from her throat. She will resume performances within a month. . . . Composer-conductor-pianist **Mike Melvoin** will adapt Japanese hits and write new material for **Judy Ongg**, Japanese recording artist. The arrangement is aimed at producing Miss Ongg's first single for distribution in the U.S. . . . Ode comics **Cheech & Chong** are at the Bitter End, April 5-9.

Four dates for **Brownsville Station**, Warner Bros. group, include Mary Sol Pop Festival, Puerto Rico, Saturday (1); Memorial Uni-

versity, St. Johns, Newfoundland, Wednesday (5); Central Michigan University, Mt. Pleasant, Saturday (8); Music Hall, Cincinnati, Sunday (9); Allen Theater, Cleveland, Monday (10); St. Mary College, Minnesota, Wednesday (12); Marion County Armory, Fairmont, W. Va., April 20; Otterbein College Auditorium, Ohio, April 21; The New Woods, Augusta, Ga., April 28; and Concerts South, Mobile, Ala. . . . RCA artist **Charley Pride** will sing one of the five nominated songs on the Academy Awards telecast on Monday (10) over NBC-TV. He will perform "All His Children" from "Sometimes a Great Notion." **Isaac Hayes** is set to sing his own composition, "Theme from Shaft". . . . Belwin-Mills Publishing Corp., which publishes popular, classical and educational music, has opened its new home office in Long Island. . . . **Curtis Mayfield** of Curtom appears at Princeton University on Saturday (15). . . . **Melanie** is at the War Memorial in Syracuse, April 28. . . . **Procol Harum's** U.S. tour kicks off Thursday (6) at Passaic's Central Theater, then moves on to Hofstra University in Hempstead, Saturday (8). . . . The A&M act also hits the Sunshine Inn, Thursday (13), in Asbury Park, the Rochester War Memorial, Saturday (15), and Memorial Auditorium, Buffalo, April 16.

RCA's **Jerry Reed**, in concert with **Glen Campbell**, on whose

(Continued on page 14)

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Talent In Action

ALICE COOPER

Academy of Music, New York

Balloons arrive, lightening the air with escaping cartoon captions, while to the inside the Who ram "The Kids Are Alright" through the PA system. Armoured banks

of amplifiers mark time, swell and drone—the energy level has been set — and an Alice Cooper audience agrees that the time is now. Can you feel it? Answering the call, Alice Cooper's coming out now, but wait. A row of camera lights crack out in blinding sunlight to

see, leaving only blind spots, hallucinations, for the pried wide-eyed. That will teach them better. But to the experienced, it's clear that the movie has already begun to roll on another Alice Cooper blitz.

Back at the front, raging over tomorrow's headlines, shaking his cage, Alice Cooper turns "Killer." Then gentleman. "Now if you want to be my lover, you got to take me home. I'm a long long way from paradise, and I'm still on my own." Lean, almost leaning inside out, seedy, beery Cooper jumps up and down like Errol Flynn, putting his blade to the chest of that amphetamine audience, cutting them clearly through the pituitary by way of the appendix. You're thinking and giving off steam, frying in the fat of your mind, and they call it fun.

Diamonds of the hardest rock, dazzle the eye of the ear. "Be My Lover," their latest Warner Bros. hit, "Halo of Flies," "It's My Body," "Killer." In the crush, the band burns together until smoke from their stormings drifts out from the stage, across a mystic moor, and through the audience. Until for freedom, Cooper has axe murdered a baby, for justice, hung in the gallows, and for love, come back in top hat. He's eating the snake, now he's bleeding, now he's hammering on your members with your mind. If you survive this kind of entertainment, you're in good shape. **ED OCHS**

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From The Music Capitals of the World

DOMESTIC

• Continued from page 12

television variety series he appears as a regular, has dates at Municipal Auditorium, Mobile, Ala., Saturday (1); Civic Center, Amarillo, Tex., Friday (14); Coliseum, Lubbock, Tex., Saturday (15); and Community Center, Tucson, Ariz., April 16. Reed's latest RCA album is "Smell the Flowers." . . . Reprise group **Jethro Tull** performs at Cornell University, Saturday (15), and at Syracuse University, April 16. . . . **West, Bruce & Laing** at SUNY in Stonybrook, April 23, and at Carnegie Hall, April 24. . . . **Wild Turkey** into Hofstra University, Saturday (8), Cornell University, Saturday (15), Syracuse University, April 16. . . . Epic's **Spirit** plays Passaic's Capitol Theater, Thursday (6), Port Chester's Capitol Theater, Friday (7), and the Felt Forum, Saturday (8).

Richard Dely was conductor and musical director for **Dawn** featuring **Tony Orlando** on the bill featuring **David Cassidy** at Madison Square Garden and not Everett Gordon as incorrectly reported in Billboard, March 25.

DAN BOTTSTEIN

LOS ANGELES

"Bangla Desh" film premiere here was a true return to the Hollywood gala, with kleig lights, gaping crowds and fleets of limos. Private party afterwards featured producer **Phil Spector** singing and playing old rock at the piano as the Beverly Wilshire closed.

"Tommy" extended for two weeks at the Aquarius Theater. . . . Haworth Enterprises, which handles the **Steve Miller Band**, just completed an 8-track recording studio in a San Francisco former church building. . . . **Carpenters** to sing Oscar-nominated "Bless the Beasts and Children" at the televised Academy Award ceremonies.

Carole King's four-Grammy sweep made her the first woman to win either the top song or top single award. She has been offered eight film scoring jobs since the Grammys but prefers to concentrate only on title tunes. . . . **Freda Payne** hitting the road after winding up her next album.

Puerto Rico Pop Festival Easter weekend budgeted at \$250,000 for talent and grounds. Last minute signings; **Billy Joel**, **Malo** and **Osibisa**. . . . The Paradise Ballroom, on site of former factory private club, opens with the **Voices of East Harlem** April 20 in a benefit for Elizabeth Fry Center, a halfway house for women ex-prisoners.

Curtis Mayfield to perform at Billboard's IMC convention in Acapulco April 30-May 6. . . . **Linda Ronstadt** Day declared in her Tucson, Ariz. hometown Sunday (9) as she plays the Community Center Hall.

"Freddie the Football" print rights to be distributed by Studio P/R. The 12-minute comedy with symphonic background will be adapted for youth bands. . . .

Alexis Korner, father of English blues, touring U.S. for first time since signing with Warner Bros.

Trini Lopez sings three tunes in Mexican production of "Antonio" as well as starring in the film. . . . **Tony Randall** takes an "Odd Couple" break to narrate "Carnival of the Animals" with Miami Philharmonic. . . . **Glen Campbell** to appear before upwards of 250,000 live between May and August. He's getting a star on the sidewalk of Hollywood Blvd. too.

Jethro Tull already sold out the 11,500-seat Cobo Hall in Detroit even though "they don't play it till May 8. . . . **Buddy Greco** planning a Hollywood concert. . . .

Procol Harum's live album with the **Edmonton Symphony** due Wednesday (12).

Rod McKuen back from three weeks in Australia and New Zealand. . . . **Kerry Berry** presenting **Crazy Horse** in a Palisades H.S. afternoon concert Wednesday (5).

Ashton, Gardner & Dyke heading for the Whisky. . . . **Ravi Shankar** and **Little Richard** set Long Beach Fox dates. . . . **Ray Malus** at the Playboy Club.

NAT FRIEDLAND

MEMPHIS

Stax Record Co. in between turning out hit soul recordings is taking part in many civic enterprises. In the latest, the studio gave \$6,000 to the Memphis Project First Offender program to insure its operation until a state grant, expected to be approved in April, is received. Executive Vice President **Al Bell** presented the money to Criminal Court Judge **W. Otis Higgs Jr.** Project First Offender provides professional trained volunteer counseling by concerned citizens for first offenders in criminal cases whose maximum sentence would have been less than 10 years. . . . Stax artist **Isaac Hayes** will be guest star July 18 in the free summer concert series in Overton Park. The concerts are sponsored by Memphis Federation of Musicians. **R.F. 'Bob' Taylor**, president, and the Memphis Park Commission. Money from the Recording Industries' Trust Fund pays for the concerts. The **Staple Singers** single 'I'll Take You There' from the album *Beatitude*, recorded at Stax, has gone in for a second order.

Kris Kristofferson will give his first concert in Memphis on June 16 at the Auditorium. . . . **Roy Mack**, longtime deejay at **WMPS** radio has assumed new duties as program director of the station. Mack replaces **David Laird**, who will be transferred in late May to **WCOP**, the Plough, Inc., station in Boston, where he will be program director. **Gary Smith**, formerly with **WAPE** in Jacksonville, Fla., will join **WMPS**; and **Mitch Craig** has become a fulltime deejay. They replace **Rich Gary** who is returning to his hometown of Syracuse, N.Y., and **George Brown** who is moving to North Carolina.

Chips Moman at American Studios has been producing **Melba Moore** of Broadway musical fame, and just released by this studio is a single by **Steve Alaimo**, 'American Music', on Entrance label. . . . **David Cassidy** of the Partridge Family will give two performances at the Mid-South Coliseum April 22. . . . **Smoochie Smith** has been cutting for Sock label at Allied Studio and **John Evans** of Tack Production has been working at Select-O-Hit.

Pepper and Tanner have let a contract for the construction of a go-cart track here to be called the Memphis International Raceway. The IKF will hold a winter stint national race on the track April 14-16, with more than 700 participants. . . . the **Blackwood Brothers Quartet** is touring California. Sounds of Memphis Studio has three releases ready: 'Still A Part of Me' by the Minits, 'Shell of A Man' by Dan Greer, and 'You're Touching Me' by the Ovation.

Arden has finished an album by **Freddie King** for Shelter Records. **Leon Russell** the producer, and is working on an LP for **Goose Creek Symphony** on Capitol. The studio is still working on an album by **Billy Eckstine** for Stax, with **Al Bell** the producer. . . . Block 6 is working on **Jerry Ward's** album *Mega*; and has just released a new single, 'Harlem Nocturne', by **Bill Black's Combo**.

JAME CORTESE

APRIL 8, 1972, **BILLBOARD**

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JAZZ?

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This is what you'll get in Billboard's jazz special coming in the April 29 issue. Billboard's jazz special will bring you up to date on the jazz scene today with stories on:
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Radio-TV programming

ABC Study Shows FM Fans Buy Lots of LP's & Singles

NEW YORK — FM progressive rock radio, which now commands at least 12 percent of the night-time radio audience in seven major markets according to a new study just revealed by ABC-FM Spot Sales, sells a lot of albums, and hasn't forgotten hit singles.

The presumption has been that FM progressive rock listeners didn't pay any attention to singles, preferring albums. But in a specially-

commissioned Pulse study, 37.8 percent of the progressive rock fans said they also bought at least one album a month and 25 percent said they also bought at least one single. Buying two albums a month were 25.5 percent. Buying at least two singles a month were 26.2 percent. About 14.5 percent bought three or four singles a month and four albums. Only 11.3 bought five or more albums a month.

In singles, 11.9 percent bought three or four singles a month and a whopping 19.1 percent bought about five singles a month. And 7.1 percent bought at least six singles a month. After that, the figures dropped off somewhat, but 6 percent said they bought 10 or more singles a month.

The study points out that stereo rock "is tremendously important to the record business . . . 73.8 percent buy records regularly and because of their involvement in stereo, these are basically album purchases. The majority buy one to two albums a month."

The study showed that 85.1 percent buy only albums, but that 13.1 percent bought both singles and albums and only 1.6 percent bought only singles.

Listening Preferences

In a breakdown to the question: "To which do you listen most?" 61.3 percent said they listened most to radio, 30.2 percent to records most, 1.4 percent to reel-to-reel tapes, 4.3 to tape cartridges and 2.8 to tape cassettes.

As for "next most," 33.3 percent said they listened to radio next most, 52.5 percent to records, 3.5 to reel-to-reel, 7.0 to tape cartridges, 3.8 percent to tape cassettes.

As expected, the study shows that progressive rock fans have enormous loyalty to a particular radio station—64.3 percent listen to a given station most of the time. And 19 percent listen to radio between 10 and 14 hours a week.

The breakdown of weekly hours spent listening to radio was this: 9.7 percent listen 1-4 hours, 16.4 percent listen 5-9 hours, 19.2 percent listen 10-14 hours, 10.9 percent listen 15-19 hours, 13.8 percent listen 20-24 hours, 5.4 listen 25-29 hours, 6.9 listen 30-34 hours, 17.9 percent listen more than 35 hours a week.

The study was conducted mostly during Oct.-Nov., 1971 in the seven markets where ABC owns FM radio stations—New York, Chicago, Houston, Detroit, Pittsburgh, San Francisco, and Los Angeles. Sample size was determined by the population of the market, but consisted by 959 interviews.

Other facts brought out by the study included the information that 95.6 people own an FM radio and 31.6 of those own two, while 16.7 percent own three.

As for progressive rock listeners, 72.4 percent owned an FM stereo receiver, and of those reporting an in-car FM set, 55.7 percent of these were stereo.

The report found that the progressive rock fan listens to twice as much radio (an average of 22 hours per week) as he or she watches TV (average of 12 hours per week). Over half of those who see a daily newspaper only skim it. As for magazines, 10.5 percent

(Continued on page 26)



GETTING TOGETHER during the Chicago NARAS banquet recently were, from left: Ed Shane, program director of WGLD-FM, Chicago; Steve Goodman, Buddah Records' artist; Morgan Moore, air personality at WGLD-FM; Kris Kristofferson, Monument Records' artist; and John Prine, Atlantic Records' artist.

Programming db In Syndicated Poetry

LOS ANGELES—Programming db, headed by Ken Draper, will syndicate the new "Lovin' Touch" program produced and hosted by Dick Summer, veteran air personality and programmer and a partner in Continental Recording Studio in Boston. Summer is currently a weekend air personality on WBZ, easy listening station in Boston. He is also author of a book of poetry called "The Lovin' Touch" and has an album out featuring him reading his poetry. The new syndicated radio show will be unveiled at the annual convention of the National Association of Broadcasters in Chicago April 9-12.

Weaver to Consult on Oldies

By CLAUDE HALL

SAN JOSE—Bill Weaver, general of KLOK here and pioneer of the oldies format, is launching a radio programming consulting operation in conjunction with Tom Campbell, KLOK air personality. In addition, Weaver is expanding his network concept and, in fact, has just put the "Buddy Clyde Show" into Seattle on KUDU. The Clyde show, fed over phone lines from KWIZ, Santa Ana, Calif., has been on KLOK for some while here. All three stations are owned and operated by Davis Broadcasting, of which Weaver is part owner.

"The network is my dream," Weaver said. "This country needs another network," but he indicated his network is quite different from all other concepts in the past. For example, via the Clyde show, listeners can telephone their local stations. Clyde calls them back immediately via a watts long distance line and puts them on the air. So, in effect, all three stations have the program "localized." The five-day-a-week program is aired 6-10 a.m.

Commercials are even localized on the Clyde show, Weaver said. Via a tone signal, Clyde can cue cartridge operations in each of the stations, so that separate commercials are aired in each market. For a standby, Clyde has produced several 60-second spots featuring bits of humor. These could be aired to fill when a commercial isn't available. Weaver pointed out, that public service announcements, tailored to the market, can also be inserted via cartridges.

What Weaver hopes to do is line up other stations immediately between Santa Ana, located near Los Angeles, and Seattle in order to bring about quick reductions in phone line charges. From there, the network could be readily expanded to other markets toward the east.

And the viability of the network is a proved factor. KLOK, according to the just-released Pulse for Dec./Jan., is No. 1 in men and women 18-49 in the total survey area 6-10 a.m. And the station is No. 1 individually in men and women in that time period, but shows considerable strength throughout the day. For example, the station is No. 1 in women 25-34 from 3-7 p.m. in the total survey area.

The consulting firm, yet unnamed, will be devoted to the "KLOK Format," which is perhaps the hottest format in radio today on AM radio. Among the stations

that have switched to all-oldies formats within the past year or so are WGAR in Cleveland, WIND in Chicago, and WABY in Albany, N.Y. KXOA in Sacramento had gone to an oldies format previously as had WON-FM, New York, and WCAU-FM, Philadelphia. The structure of the format may vary a bit, but it was Bill Weaver who, using requests as a springboard, went to an oldies format back in 1964 on KWIZ and began to develop the format as a science. "It was the most exciting time of my life," he said. "The phone company reported that during a one-week period there were 64,000 phone calls that didn't get through to us . . . that rang busy. We came up with sixes and sevens in ratings in the Los Angeles market . . . and with a station whose signal only covered about half of the Los Angeles market."

But even then, Weaver was doing what he calls "mixing . . . putting things together . . . like putting the old tune 'Rum and a Coca-Cola' on the air. The format followed no set pattern, although all of our promotions were focused on the nostalgia bit. People were writing in that they were putting up special antennas just to listen to us better. I was actually sitting there with a giant on my hands and didn't know it."

This is one of the reasons that Weaver is now getting into consulting and the new firm will offer advice in all aspects of radio, from sales and management to programming. But it's on programming that the major attention will be given. Weaver, for example, slates every record heard on all three Davis Broadcasting stations.

Weaver said he stayed away from consulting, even though he felt many other stations were interested in his particular format, "because I didn't think I had enough answers myself. I wanted to be sure that I could give people an honest shake. People have been stealing the format, but they might as well be buying it . . . it'll even be cheaper for them."

Starting in radio in 1945 as an air personality in Roswell, N.M., Weaver later went to KBST, Big Springs, Tex. About that time, someone told him to get out of radio. When he couldn't land another radio job, he ended up in sales at the Ventura Country Star Free Press, Los Angeles, a newspaper. After a stint in an advertising agency, he got back into radio as a salesman at KROY in

Sacramento. Later he became sales manager at KROY, then went to KXOA in Sacramento, also as sales manager. Then he went back to KROY as general manager. During this period, KROY became a great radio power. Robert W. Morgan was one of the air personalities, as was the late Don McKinnon, Tony Bigg (now known as Tony Pigg). "We had a hell of a lineup," Weaver said.

It was about this time that John Bayles took over KXOA and "started to take us. So, I took over programming and started to experiment." And this was actually the birthing stages of the format, although it wasn't until Weaver became manager of KWIZ that he put his growing theories to work.

And the format, as such, didn't really jell until he became manager of KLOK in San Jose in 1966. To illustrate how well it jelled, KLOK was a mishmash of programming.

(Continued on page 27)

CPB Grants Cincinnati U. Music Money

CINCINNATI — WGUC-FM, public radio station at the University of Cincinnati, has been awarded a grant of \$76,555 by the Corporation for Public Broadcasting to establish the nation's first public radio music production unit.

Among the programs the unit will produce in its first year will be concerts of the Cincinnati Symphony Orchestra, six concerts from the Taft Museum Chamber series, 39 one-hour programs by faculty members and students of the university's College-Conservatory of Music, three performances from the city's summer opera series, and four concerts from the May Festival, one of the last choral festivals in the U.S.

The unit will also produce informative musical series in special fields and studio programs of music and comment, often with the performers themselves, plus documentaries on the musical life of the community. Some of these programs will be made available to public radio stations throughout the U.S. by National Public Radio, the noncommercial radio network.

APRIL 8, 1972, BILLBOARD

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Vox Jox

By CLAUDE HALL
Radio-TV Editor

Anyone wishing a free beer is invited to drop by the Billboard suite, 2518-19A at the Conrad Hilton Hotel, Chicago, April 8, 9, and 10. I'll be there attending the annual convention of the National Association of Broadcasters (and the NAFMB, too, for that matter). On Sunday about noon, I'll open up the suite. Generally, there are always a few people hanging around the room. If you like to talk radio, come on by anytime between noon and midnight each of those three days.

★ ★ ★

After four years as music director of KID, Idaho Falls, Idaho, Bruce Allen has resigned to join KINS, Eureka, Calif. . . . Rick Newell, 22, has left KOOW, Alliance, Neb., and needs work. Call him at 308-762-3908. . . . Arthur Takeall, program director of soul-

formatted WIUF-FM, Thomasville, Ga., needs soul singles. Guarantees airplay. . . . A note from Don Wallace, WBOW, Terre Haute, Ind.: "Last week, I read in Vox Jox about the black jocks doing country music. Well, you can add one more to that list. Not that I'm patting myself on the back, but I have been here at WBOW for four years, doing Top 40 from midnight until 5 a.m. and country music from 5-8 a.m., as well as serving as country music director and Top 40 music helper. Sometimes, I feel like the Lone Ranger. Tell Bill Bailey of WLS in Chicago and Jim Woods of WXLK in Indianapolis hello for me." While I'm thinking about Black Country, O.B. McClinton on Enterprise Records was up visiting the office about a week ago. He knows country. McClinton has been performing at the Palmino Club, a country music nightspot in Los Angeles. I'm really glad to see country music becoming integrated. . . . For details of the Economic Stabilization Program, you can call Washington toll free for news. Dial 800-424-8830, which is the Cost of Living Council and a recorded message will come on.

★ ★ ★

If any of you guys ever want to talk to Dick Starr, his number in Miami is 305-279-3673. He has a production firm called Professional Programming and is working on much, much stuff for PAMS of Dallas. . . . Steve York is now program director of WYNG, Goldsboro, N.C.; he'd been at WKGN, Knoxville. . . . Terry Methney Jr. has shifted to KIKS, Lake Charles, La. where he'll be general manager; he'd been general manager of KMYO, Little Rock; the new general manager

(Continued on page 26)

Halsey Selling 2 New Shows

By R.L. FRICKER

TULSA—The Jim Halsey Co. has begun taping two syndicated feature television shows—"Proud Country" and "The Hank Thompson Show"—at stations KTEW-TV and KTUL-TV respectively.

Twenty-six half-hour segments of "Proud Country," featuring Mack Sanders as pilot for the sessions, are being done for distribution in Cincinnati, Omaha, Sioux City, Topeka, Wichita, Oklahoma City, and St. Louis.

Halsey said the "Proud Country" show will consist of the Halsey Co.'s "basic family of entertainers." "The Hank Thompson Show" will feature Thompson and Roy Clark and have more of a slant toward variety show format.

A third half-hour show is also being developed. However, Halsey says the final plans have not been formalized. He says it is their hope to sell a 90-minute package to interested markets.

Halsey also announced plans for a feature-length movie with Clark and a "strong actor." Final plans for that project are expected to be completed sometime in late March or early April. Total cost of the film has been projected at about \$650,000.

Larry Kane TV Show To 'Live'

HOUSTON — "The Larry Kane Show," one of the major exposure mediums for rock acts, has moved into new facilities at KPRC-TV here and as of Mar. 25 will be produced "live" before an audience of around 150 youths.

Produced by Larry Kane Productions and syndicated by Bing Crosby Productions, the show will be seen live in Houston, permitting record artists to plug their Houston appearances on that date, and then syndicated to about 40 other markets on a one-to-three week delay. The show has been in Houston for about 14 years and in syndication more than a year. Among the guests on the Mar. 25 show were James Darren, Freddie North, and Shirley Bassey.

Director and talent coordinator for the one-hour show is Kerry Richards. Record acts or personal managers seeking exposure on the show can reach Richards at 713-785-9600.

Letters To The Editor

Dear Editor:

I read with great interest and some amazement, the article by Jay Ehler: "Yates: Free Form on Way Out."

I find the story of KLOS-FM as described here, a mass of contradictions. First, Yates and Powell are quoted as saying, "I don't really have any philosophy of radio programming per se." Aside from this being an absurd admission from a program director, the remainder of the article describes just what their albeit philosophy is.

Next we are told that a "no format" format differs from free form in the ears of the beholder. Well, I don't know what a no format format means literally—leave that one to the FCC to figure out. But, in the eyes and ears of the FM broadcast world and its listeners, ABC-FM stations are tightly formatted. Ask any record promotion man who tries to break a new good album on one of their stations. Sure, it's not on the charts yet . . . because it can't get on the charts until it's heard. I guess that's the responsibility of the so-called "dying out" free form stations—OKAY—Catch 22.

Again, another programming comment which is highly contradictory . . . "We (at KLOS-FM) try to avoid long, slow sets. We want variety." Since when are the

(Continued on page 24)

The History of Rock & Roll means...

sales!

here's what radio stations say about "THE HISTORY."

Ron L. Ruth, general manager, WOR-FM, New York. "We at WOR-FM have aired "THE HISTORY" each year for the past four years and there doesn't seem to be sufficient superlatives to describe audience and advertiser reaction. Each time we air "THE HISTORY" we have been fortunate to have it sold out and at a premium rate."

Ray Potter, group program director, Walton Enterprises KIKX-Tucson, KELP-EI Paso "THE HISTORY OF ROCK & ROLL" has produced a great response by telephone, telegram and word of mouth. The sales departments at both stations were able to sell the entire package at premium rates."

audience!

listener comments confirm its popularity

"Give our thanks to WLCY. We're giving a weekend-long party just to hear this."

"Greatest ever to hit the Bay . . . are you doing it again please?"

"Called all my friends, most were already listening . . ."

"You're getting us folks in our 30's and 40's . . ."

"Every place I've been they've got it on . . . Just great!"

results!

a retailer sums up "THE HISTORY's" success

"The promotion was so successful that we had the best Saturday in the 23 year history of our company."

Ray Gray, owner, Mal Sykes TV & Hi-Fi, Sacramento.

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ADDRESS _____
CITY _____ STATE _____ ZIP _____

Radio-TV Mart

See Page 24

Billboard FM ACTION

These are the albums that have been added this past week to the nation's leading progressive stations. In many cases, a particular radio station may play all of the cuts on a given album, but the cuts listed here are the preferred cuts by most of the stations.

Representing more than 30 of the largest population centers in the nation and Billboard's correspondents for the leading progressive FM stations programming new albums. Artists are listed alphabetically and the markets researched include: LOS ANGELES: Richard Kimball, KMET-FM; LONG BEACH: Ron McCoy, KNAC-FM; CHICAGO: Ed Shane, WGLD-FM; PHILADELPHIA: WMMR-FM, Ed Sciaky; WDAS-FM, Harvey Holliday; SAN FRANCISCO: KSAN-FM, Bob Cole; BALTIMORE: WKTK-FM, Pete Larkin; SEATTLE: KOL-FM, Rich Fitzgerald; MILWAUKEE: WZMF-FM, Steve Stevens (WZMF-FM); CINCINNATI: WEBN-FM, Frank Wood (WEBN-FM); SAN DIEGO: KPRI-FM, Dana Jones; BUFFALO: WPHD-FM, Larry Levite; MIAMI BEACH: WBUS-FM, Michael Dean; PORTLAND: KINK-FM, Bruce Funkhouser; COLUMBUS, OHIO: WNCI-FM, Phil Sheridan; MEMPHIS: WMC-FM, Ron Michaels; DENVER: KFML-FM, Brian Kreizenbeck; HARTFORD: WHCN-FM, Ron Berger; SACRAMENTO: KZAP-FM, Ken Wardell.

ASHTON, GARDNER AND DYKE AND COMPANY, "What A Bloody Long Day It's Been," Capitol
Cuts: "Still Got A Long Way to Go," "Ballad Of The Remo Four."
Stations: WMMR-FM, KFML-FM

BEANS, "Beans," Avalanche
Cuts: All.
Stations: WHCN-FM

APHRODITES CHILD, "666," Vertigo
Cuts: All.
Stations: WZMF-FM

J. HENRY BURNETT AND THE B-52 BAND, "J. Henry Burnett and the B-52 Band," Uni
Cuts: All.
Stations: KPRI-FM

DONALD BYRD, "Ethiopian Knights," Blue Note
Cuts: All.
Stations: WBUS-FM

CHAIRMAN OF THE BOARD, "Bit-tersweet," Invictus
Cuts: "I Am A Sign Of The Changing Times," "Men Are Getting Scarce."
Stations: WDAS-FM

EL CHICANO, "Celebration," Kapp
Cuts: "Viva Triado," "Otra Vez," "Senor Blues."
Stations: KPRI-FM, KSAN-FM

CHICKEN SHACK, "Imagination Lady," Deram
Cuts: "Poor Boy."
Stations: KNAC-FM

CLANCY BROTHERS, "Show Me The Way"
Cuts: All.
Stations: KMET-FM

COLD BLOOD, "First Taste Of Sin," Reprise
Cuts: All.
Stations: KOL-FM

ERIC CLAPTON, "History of Eric Clapton," Atco
Cuts: All.
Stations: KSAN-FM

HANK CRAWFORD, "Help Me Make It Through the Night," Kudu
Cuts: All.
Stations: KZAP-FM

DIANE DAVIDSON, "Backwoods Woman," Janus
Cuts: "Symphony."
Stations: KSAN-FM

JIM DAWSON, "You'll Never Be Lonely With Me," Kama Sutra
Cuts: All.
Stations: WHCN-FM

DEEP PURPLE, "Machine Head," Warner Bros.
Cuts: "Lazy."
Stations: KOL-FM

DELANEY AND BONNIE, "D & B Together," Columbia
Cuts: "Only You Know and I Know," "Coming Home," "Move Em Out."
Stations: WMMR-FM, WGLD-FM, KINK-FM, KSAN-FM, KOL-FM

DOCTOR JOHN, "Iko, Iko," Atco (Single)
Cuts: All.
Stations: WBUS-FM

ELECTRIC LIGHT ORCHESTRA, "Electric Light Orchestra."
Cuts: "Mr. Radio," "First Movement," "10538 Overture."
Stations: WMC-FM, WBUS-FM

FLEETWOOD MAC, "Bare Trees," Reprise
Cuts: Everything
Stations: KOL-FM

GROUNDHOGS, "Who Will Save The World," UA
Cuts: "Amazing Grace," "Body In Mind."
Stations: KNAC-FM

HAWKWIND, "In Search Of Space," UA
Cuts: All.
Stations: KNAC-FM

HOPE, "Hope," A&M
Cuts: All.
Stations: WZMF-FM

DANNY HOLIEN, "Danny Holien," Tumbleweed
Cuts: "Colorado," "Joshua, Brown," "Lino The Wino," "Satsanga."
Stations: WKTK-FM; WBUS-FM, KOL-FM

JOHN KAY, "Forgotten Songs and Unsung Heroes," ABC/Dunhill
Cuts: "Many A Mile."
Stations: WZMS-FM, WMC-FM, WKTK-FM, WBEN-FM, KINK-FM

PAUL KELLY, "Dirt," Warner Bros.
Cuts: "Dirt."
Stations: KMET-FM

THE KINKS "Kronikles," Warner Bros.
Cuts: All.
Stations: KMET-FM, KOL-FM

AL KOOPER, "Possible Projections of the Future . . . Childhood's End," Columbia
Cuts: "The Childhood's End," "Let Your Love Shine," "Fly On."
Stations: KZAP-FM, WKTK-FM, WNCI-FM, WEBN-FM

MEGAN McDONOUGH, "In The Megan Manner," Wooden Nickel
Cuts: "The Guitar Picker."
Stations: WGLD-FM

MELANIE, "Four Sides Of Melanie," Buddah
Cuts: All.
Stations: WNCI-FM

MURRAY McLAUGHLAN, "Song From the Street," Epic
Cuts: All.
Stations: WPHD-FM

MOTHERS OF INVENTION "Just Another Band From LA," Warner Bros.
Cuts: "Eddie Are You Kid-ding," "Billy the Mountain," "Call Any Vegetable"

NRBQ, "Scraps," Kama Sutra
Cuts: Everything.
Stations: WBUS-FM

ANN PEEBLES, "Straight From the Heart," Hi
Cuts: Everything.
Stations: KPRI-FM

JIM PULTE, "Out The Window," UA
Cuts: All.
Stations: WMC-FM, KSAN-FM

TOM RUSH "Merrimac County," Columbia
Cuts: "Merrimac County," "Kids These Days."
Stations: WZMF-FM, KZAP-FM, KMET-FM, WKTK-FM, WHCN-FM, WMMR-FM, KINK-FM, KSAN-FM

THE SHIRELLES, "Remember When," Scepter
Cuts: All.
Stations: KZAP-FM

"THE SOUNDTRACK OF WATER-MELON MAN," Beverly Hills
Cuts: "Love—That's America."
Stations: WDAS-FM

THE STRABS, "Grave New World," A&M
Cuts: All.
Stations: WKTK-FM

TEN YEARS AFTER, "Alvin Lee & Co.," Columbia
Cuts: "Boogie On."
Stations: WZMF-FM, KZAP-FM, KINK-FM

DAVID CLAYTON THOMAS, "David Clayton Thomas," Columbia
Cuts: "Sing A Song," "Dying To Live," "Don't Let It Bring You Down," "First Burned."
Stations: WKTK-FM, WMMR-FM, WHCN-FM, KSAN-FM

LEON THOMAS, "Gold Sunrise On Magic Mountain," Mega
Cuts: All.
Stations: KFML-FM, WNCI-FM, KPRI-FM

VARIOUS ARTISTS, "Tribute To Woody Guthrie," Columbia
Cuts: All.
Stations: KMET-FM, WHCN-FM, WBUS-FM, KINK-FM

VIGRASS AND OSBORNE, "Que-ves," Uni
Stations: WZMF-FM, WKTK-FM

EDDIE CLEANHEAD VINSON, "You Can't Make Love Alone," Mega
Cuts: "Person To Person," "You Can't Make Love Alone."
Stations: KFML-FM, KPRI-FM

THE WACKERS, "Hot Wacks," Elektra
Cuts: "I Hardly Know Her Name."
Stations: WZMF-FM

YOUNGBLOODS, "This Is The Youngbloods," RCA
Cuts: All.
Stations: KOL-FM

ZEPHYR, "Sunset Ride," Warner Bros.
Cuts: First Side.
Stations: KOL-FM

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Fain contends that since three stations in the market are programmed for country that the ratings will be won or lost in the presentation of the sound.

The package is produced by PAMS in Dallas and will first be heard over television station KOTV-TV as part of a 10-second spot starting about five days be-

fore the package is integrated into the KCNW country-politan format.

Fain says the rock package is something he has wanted to use for sometime.

"I've played the jingles with every country record we're using and they don't do anything but help the sound," Fain said.

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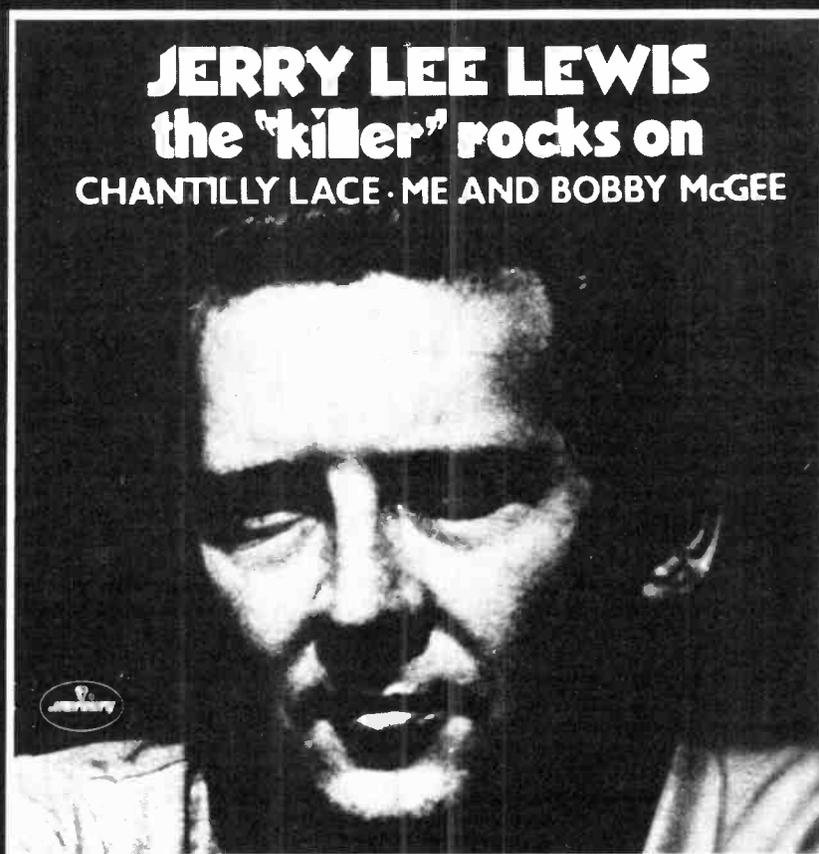
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Letters To The Editor

• Continued from page 21

two incompatible? That's ridiculous. They claim to play what the audience wants, i.e. what is selling, etc. Then we read: "If we get 10,000 requests for Donny Osmond, we're going to ignore it because he isn't our bait." I'm sorry, but that just doesn't make any sense to me.

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Music coordinator—vice president
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APRIL 8, 1972, BILLBOARD

Underground Session Hits IBS Convention

• Continued from page 1

smoothly, several meetings touched upon the problem of communication between college radio stations and the growing dissatisfaction among some delegates with IBS' attempts to deal with this problem.

The weekend's activities began with a general caucus on Friday afternoon and included a banquet, several concerts, seminars, and an industry exhibition where exhibitors displayed their products.

Record companies represented included A&M Records, Atlantic, Buddah, Chess/Janus, Columbia, Elektra, London, MCA, MGM, Motown, Polydor, RCA, Stereo Dimension/Evolution, Tumbleweed, United Artists and Warner Bros. Records.

Also attending representatives of ZBS Media, Campus Media, Paul Brown independent promotions and Dick James Music, and Crawdaddy magazine.

Industry support for the conference included concerts on Friday and Saturday night. Friday's concert, held at the McAlpin, featured Polydor artists Jake & the Family Jewels; Nanette Nat'l, Stereo Dimension/Evolution Records artist; and Rare Earth's Dennis Stoner.

Following Saturday's seminars, Columbia Records hosted a performance by label artists David Bromberg, and the Kenny Loggins Band with Jim Messina. A buffet supper was served.

Later many delegates attended a final concert featuring Bearsville Records artist Todd Rundgren, performing with the Hello People; Family artist Billy Joel; Decca Records' David Pomeranz; United Artists performer George Gerdes; and Tiny Alice, Kama Sutra Records group.

Several companies also opened hospitality suites. Activities ranged from informal gatherings to programming of the product represented.

General Caucus

Friday's caucus reflected the general activity of the weekend through the delegates' response to the caucus discussion of "The Place of Mass Communications in American Society." Panelists included Al Hulsen, director of radio activities for the Corporation for Public Broadcasting; Maurie Webster, vice president, CBS Radio Network; Robert O. Mahlman,

vice president, ABC Radio Network; and Henry Goldberg, attorney, White House Office of Telecommunications Policy.

The discussion was a focal point for some dissension, stemming from the dissatisfaction of several delegates over the panel's composition. The absence of campus personnel on the panel was criticized by several delegates speaking from the floor during the discussion period.

The meeting underscored the panel's opening remarks, which touched upon the increasing fragmentation of the radio medium into more specified geographical areas and discrete formats. Student charges of inadequate support for college radio from commercial broadcasters were answered with panelists' criticism of student apathy and general lack of professional organization.

Seminars: Music & Format

In addition to tours of local radio stations and industry booths in the exhibition hall, delegates were offered 24 seminars and workshops, run concurrently during six consecutive periods on Saturday morning and afternoon. Music and news programming, station management, advertising and promotion, and station engineering were covered, as well as general problems in communication ranging from legal problems to special interests programming.

Afternoon sessions included the "Music Industry Forum," with panelists featured including Scott Muni, program director of WNEW-FM, New York; Jimmy Fink, air personality, WPLJ-FM, New York; Russ Singer, WVBR-FM, Cornell University, Ithaca, N. Y.; Rob Wunderlich, WAYN, Wayne State University, Detroit; and Pete Fornatele, air personality from WNEW-FM, Gary Cohen, of Record World and the College Radio Report, served as moderator.

The discussion examined the value of the campus market in breaking new artists, problems incurred in progressive rock programming, and the difficulty in accurately assessing the nature of the progressive audience. Audience apathy for progressive format problems, and both Wunderlich and Singer stressed the campus programmers' advantage in availability of feedback for programming ideas. Also discussed were the merits of live concert broadcasts in generating audience interest, and

Fornatele commented on the continued discrimination against women in programming.

Following the seminar, a workshop on underground radio was held, and delegates in attendance spoke freely with panelists on the problems of format definition, programming ideas, and the role of record companies and recorded music in Underground Radio. Panelists included Marshall Efron, WBAI-FM, New York air personality and featured satirist on "The Great American Dream Machine"; Michael Cuscuna of Atlantic Records, formerly an air personality on WPLJ-FM; Norm Winer, program director at WBCN-FM, Boston; and John A. Davlin, station manager at WGSU-FM, State University College of New York at Geneseo. Jim Cameron, program director at WLVR, Lehigh University, Bethlehem, Pa., served as moderator.

Cuscuna and Winer both stressed the need for continued freedom and flexibility in underground programming, while Efron criticized the dependence on the record industry for programming. Efron emphasized the need for station individuality, and all panelists concurred that live programming and original taped shows, such as interviews and local news, could be used. Block programming was also discussed, and panelists and delegates agreed that musical genres could be freely mixed instead, offering the audience exposure to broader musical styles.

The underground radio seminar was also the most vocal format for dissent, with criticism of IBS and the general organization and execution of campus radio conferences offered during the opening comments of delegates. The lack of communication between campus stations was cited as a major obstacle to the growth of campus radio, and some panelists and many delegates present expressed concern for the IBS' methods of organizing specific seminars.

An imbalance between students and professionals on panels was again discussed, and some delegates felt the only value of the conference lay in the personal contacts developed, rather than through the actual seminars. Also noted was the need for seminar differentiation between fundamental and advanced topics of discussion, since the composition of the delegation ranged from experienced stations with formal training programs to geographically isolated, modestly funded carrier current operations.

More pointed were delegates' charges that many panelists and IBS staff members were removed from the mainstream of campus radio activity and consequently lacked an awareness of contemporary problems in that medium.

Modifications to conference organization, as well as alternatives to conferences, were also discussed, and delegates at the seminar examined the feasibility of independent interstation correspondence and tape exchanges.

Record Company Reaction

Reactions to the conference among members of the music industry were similar to student reactions, ranging from criticism of the event to some approval of the contacts made and the issues discussed. Industry criticism generally focused on problems of organization, specifically with regard to concert scheduling and the operation of the hospitality suites.

Several label representatives expressed discontent with student attitudes, charging students with apathy and citing the students' preoccupation with collecting free records and other promotional items as evidence of the students' lack of real concern for improving relations with the industry.

What's Happening

By SAM SUTHERLAND

Service Station: Cheri Bernstein is not campus promotion director, according to Greg Hall, national promotion director, for CTI-Kudu. Miss Bernstein was only given some free-lance promotional work, Hall stated, and she is not their campus director. For the time being, refer all service problems to Hall. . . . KRVM-FM, an educational station operated by the Eugene Public Schools in Eugene, Ore., is seeking service, primarily for rock and Top 40 programming. All inquiries and product should be forwarded to Kenar Charkoudian, General Manager, at 200 North Monroe St., Eugene, Ore. 97402.

★ ★ ★

IBS: Energy & Apathy

From the very beginning of the IBS Convention in New York, it became apparent that many student delegates were frustrated by what they perceived as organizational incompetence and aesthetic insensitivity on the part of many professionals and IBS staff sitting on the opening panels. Bringing obvious energy into the convention, those delegates were confronted by what one station manager described as a microcosm of the relationship between college radio and professional bureaucracy, "A bunch of fat cats sitting on the other side of the table, telling us what we're doing."

Saturday evening, an IBS staff member was asked to comment on the convention, and his answer was somewhat tentative, yet positive: "You can't please everybody, so, if we've satisfied 90%, then that is progress." He substantiated his claim by pointing out that the dissidents were a slight minority. After all, most delegates hadn't brought any complaints to him.

Sadly, both positions are somewhat justified. The station manager has struggled to sustain the energy necessary for creative radio, and the contrast between that energy and the lack of direction experienced at the convention seems to suggest a waste of time and money in convention attendance. And time and money are indeed precious to any campus radio operation.

At the same time, the IBS organizer, having channelled his energy into administrative areas, is removed from the creative areas of the medium. His understanding of the convention and the problems being dealt with must rely on the delegates' feedback. And his perception of the overall reaction to the convention, expressed in that percentile, isn't nearly as inaccurate as one might think. Just consider the spectacle of the hospitality suites: Is the hysteria generated by free product really useful? Is it progress? Hardly.

If campus radio is to solve the problems facing it, then solidarity between campus people must be increased. Saturday's underground radio seminar was a beginning, resulting in some good rap sessions afterward and at least one concrete step toward better communications. Jim Cameron and WLVR, Lehigh University, Bethlehem have already mailed the first issue of ALTERNATIVES, a newsletter for underground stations, offering names and addresses of stations interested in better communication and the development of co-operative programming through tape exchanges. Stations interested should write to that address, including the cost of return mail. Perhaps a modest starting point, but a real effort nonetheless.

At the same time, however, a relatively inactive middle ground still exists. And, if more conservative stations have hopes of salvaging the IBS and transforming it into a mechanism with the necessary flexibility and power to serve college radio, energy and communication must be stressed for all stations. The undergrounds can't be expected to carry the load.

Perhaps the IBS has failed to provide the services many stations feel are vital to the creation of a national college radio community. But, unless the stations themselves are willing to devote more energy, it will be merely academic to ponder responsibility for that failure: it will be everybody's.

★ ★ ★

PICKS AND PLAYS: MIDWEST—Illinois—WNIU, Northern Illinois University, DeKalb, Curt Stalheim reporting: "Never Before/When a Blind Man Cries," Deep Purple, Warner Brothers. . . . WPGU-FM, Univ. of Ill., Champaign, John Parks reporting: "Telegram Sam," T. Rex, Reprise. . . . WRSE-FM, Elmhurst College, Elmhurst: "Deuce," (LP), Rory Gallagher, Atco. . . . Michigan—WCHP, Central Michigan Univ., Mt. Pleasant, Doug Jones reporting: "I Get the Sweetest Feeling," Earth Quake, A&M. . . . WCCH, Catholic Central High School, Detroit, Richard Wyant reporting: "Taxi," Harry Chapin, Elektra. . . . Missouri—KCLC-FM, The Lindenwood Colleges, St. Charles, Chuck Lackner reporting: "Atlanta Rhythm Section," (LP), Atlanta Rhythm Section, Decca. . . . KRC, Rockhurst College, Kansas City, Pete Modica reporting: "Virginia," (LP cut, Queues), Vigrass & Osborne, Uni. . . . Minnesota—WMMR, Univ. of Minnesota, Minneapolis, Mike Wild reporting: "Oh My Love," The Bells, Polydor. . . . Wisconsin—WVSS, Stout State Univ., Menomonie, Robert Barwa reporting: "Walls," (LP cut, Patti Miller), Patti Miller, Curtom.

WEST—Washington—KZAG, Gonzaga Univ., Spokane, Gregg Hersholt reporting: "Blue Rose," (LP), Blue Rose, Epic. . . . Oregon—KLCC-FM, Lane Community College, Eugene, Dave Chance reporting: "First Take," (LP), Roberta Flack, Atlantic. . . . California—KEO, Sacramento State Coll., Sacramento, Dave Shore reporting: "Suavecito," Malo, Warner Brothers. . . . KCPK, Calif. State Polytechnic Coll., Tom Baker reporting: "Hellbound Train," (LP), Savoy Brown, Parrot. . . . New Mexico—KRWG, New Mexico State Univ., Las Cruces: "Bobby Whitlock," (LP), Bobby Whitlock, Dunhill.

EAST—Massachusetts—WTBU, Boston Univ., Curt Hansen re-

(Continued on page 27)

IBS Forum Outlines Goals; Names Board

NEW YORK—Following two days of seminars and entertainment, the IBS convention here offered a final session; "IBS Forum," where new appointments to the company's board and general goals for future operation were presented and discussed.

While the conference itself was the scene for some criticism of the IBS by the delegation, staff members had generally felt the convention to be useful in defining the problems facing IBS and campus radio.

Principal appointments announced at the Forum were: David Borst, named Chairman of the Board; George Abrahams, newly appointed as Vice-Chairman; and former Chairman Don Grant named as President. Borst, one of the founders of IBS, has been active in the company since its inception, while Abrahams is recognized as one of the pioneers of college radio, having helped found WBRU at Brown University.

The IBS board and staff members discussed the need for new

priorities in the company's operation, particularly in view of the "communications gap" which both IBS staff and delegates feel exists between the company and member stations.

A more extensive program of communication was discussed, with plans for an annual report and additional articles in the company's magazine suggested.

Regional Activity

Goals for the coming year were examined, and an emphasis on more regional activity was given priority for the company's operations. The standing Regions Committee, previously crippled by litigation initiated by several past IBS members, was given broader powers, and IBS legal aides were advised to take a more aggressive stance with regard to all pending suits.

Jeff Tellis of WPKN, University of Bridgeport, Conn., was named Regional Co-ordinator and placed in charge of the committee, which will examine the feasibility of ad-

(Continued on page 26)

Soul Sauce



**BEST NEW RECORD
OF THE WEEK:**

**"LEAN
ON ME"**

**BILL WITHERS
(Sussex)**

By JULIAR COLEMAN

Grammy award winner and fancy dresser, Isaac Hayes will attend his first Academy Awards dinner in Hollywood, April 10. Hayes' "Shaft" soundtrack is nominated for the Best Original Score from a Motion Picture.

The Emotions created a lot excitement and picked up loads of fans in their recent tour with comedian Bill Cosby. For those of you just getting on the bandwagon, the trio have been around since 1969 when Pervis Staples, their manager, brought them into the Stax family. Their latest single is "My Honey and Me" from the forthcoming Volt album, "Songs of Innocence and Experience."

Billy Preston has been cited as the highlight of the film "The Concert for Bangla Desh." Preston not only sings "That's the Way God Planned It" but brought the capacity crowd at Madison Square Garden to their feet when he got up and danced during his rendition.

Jobete Music Company released an album featuring excerpts from 100 of Smokey Robinson's Greatest Hit Songs. It's called "Smokey The Writer." It was singer-poet Bob Dylan who called Robinson "America's greatest living poet." . . . Bob! You are not alone in your thinking.

Dean of Black promo man Dave Clark, who now heads Stax's new gospel label, Gospel Truth, will be honored at a testimonial dinner at Detroit's Sheraton Metro Hotel on Sat., May 6. Clark started in the music business over 30 years ago and prior to the Stax expansion headed the Duke-Peacock promo line.

?????? And more questions. . . Who claims credit for breaking Roberta Flack's "First Time Ever I Saw Your Face?" The single comes from Roberta's first Atlantic album "First Take." It's headed for #1. What's happening to the recording career of Aretha Franklin's sisters Carolyn and Ermma? Is there an album by Jermaine Jackson in the Motown making? Answers, Answers, and more Answers, keep reading Soul Sauce in weeks to come. Please send any and all news to me at the Billboard Los Angeles office.

Soul Sauce Picks & Plays:

Love Unlimited—"Walking In the Rain" (Uni); Staple Singers—"I'll Take You There" (Stax) (#1 KATZ, St. Louis); Lost Generation—"Young, Tough & Terrible" (Brunswick); Persuaders—"If This Is What You Call Love" (Win Or Lose); Junior Walker—"Walk In the Night" (Soul); Billy Preston—"The Bus" (A&M); Roberta Flack—"The First Time Ever I Saw Your Face" (Atlantic); Joe Simon—"Pool of Bad Luck" (Spring); Gladys Knight & The Pips—"Help Me Make It Through the Night" (Soul); Aretha Franklin—"Day Dreaming" (Atlantic); Soul Children—"Hearsay" (Stax); Isley Brothers—"Lay Away" (T-Neck); Al Green—"Look What You Done For Me" (Hi); Chi-Lites—"Oh Girl" (Brunswick); James Gadson—"Got To Find My Baby" (Cream); Manhattans—"A Million To One" (De-Lite) (#1 WLOU, Louisville).

IBS Forum Sets Goals

• Continued from page 25

ditional regional activities. Training seminars, day workshops, and "mini-conventions" were cited as possible products of the increased regional emphasis, and the committee will establish regional boun-

ABC FM Fan Study

• Continued from page 20

read Time magazine, 10.4 percent read Life, 6.2 percent Newsweek, 5 percent read Playboy, 3.3 percent read Psychology Today, 3.1 percent read Sports Illustrated, only 1.1 percent read Rolling Stone.

The study found that 62.7 percent of the men who listen to progressive rock are between 18-24 years of age, 15 percent 12-17 years old, 18.4 percent 25-34. The demographics for women were about the same. And 75.7 of the listeners were single. The study covered 29 products, including beer, wine, cars, movies, credit cards, and audio equipment.

daries and new guidelines for operation. In summing up the new power of the committee, the Board announced that regional activity would "be re-defined as a national service."

Also unveiled was a new committee voted in by the board. The Revision Committee will rewrite existing by-laws to provide more efficient legal operation, thus freeing the IBS to provide better service and communication.

Don Grant was named chairman of a second new committee, the Network Committee, which will institute a feasibility study for an information network. Individual station goals will be examined, and the practical viability of the goals will be studied. Tape exchange programs will also be studied by the committee.

Another addition to IBS functions will be a separate programming committee, chaired by Tom Carnowski. The Programming Committee will attempt to define the programming needs of various stations and how that programming can be implemented.

BEST SELLING Soul Singles

Billboard SPECIAL SURVEY For Week Ending 4/8/72

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	IN THE RAIN Dramatics, Volt 4075 (Groovesville, BMI)	7	25	12	TALKING LOUD SAYING NOTHING (Part 1) James Brown, Polydor 14109 (Dynatone/Belinda, BMI)	9
2	2	BETCHA BY GOLLY WOW Stylistics, Avco 4591 (Bellboy/Assorted, BMI)	6	26	23	DO WHAT YOU SET OUT TO DO Bobby Bland, Duke 472 (Don, BMI)	12
3	4	ROCKIN' ROBIN Michael Jackson, Motown 1197 (Recordo, BMI)	4	27	—	WALK IN THE NIGHT Jr. Walker & the All Stars, Soul 35095 (Motown) (Jobete, BMI)	1
4	7	DAY DREAMING Aretha Franklin, Atlantic 2866 (Pundit, BMI)	4	28	28	MY HONEY & ME Emotions, Volt 4077 (Klondike, BMI)	3
5	5	I HAD IT ALL THE TIME Tyrone Davis, Dakar 4501 (Brunswick) (Julio/Brian, BMI)	6	29	18	GIMME SOME MORE JB's, People 602 (Polydor) (Dynatone/Belinda/Unichappell, BMI)	11
6	9	HEARSAY Soul Children, Stax 0119 (East/Memphis, BMI)	6	30	43	LITTLE GHETTO BOY Donny Hathaway, Atco 6880 (Kuumba, ASCAP)	3
7	17	LAY AWAY Isley Brothers, T-Neck 934 (Buddah) (Triple Three, BMI)	5	31	29	JUNGLE FEVER Chakachas, Polydor 15030 (Chappell/Intersong/U.S.A., ASCAP)	14
8	6	KING HEROIN James Brown, Polydor 14116 (Dynatone/Belinda, BMI)	6	32	32	IN AND OUT OF MY LIFE Martha Reeves & the Vandellas, Gordy 7113 (Motown) (Jobete, BMI)	11
9	3	DO YOUR THING Isaac Hayes, Enterprise 9042 (Stax/Volt) (East/Memphis, BMI)	7	33	24	SINCE I FELL FOR YOU Laura Lee, Hot Wax 10602 (Buddah) (Warner Bros., ASCAP)	6
10	11	TAKE A LOOK AROUND Temptations, Gordy 7115 (Motown) (Jobete, BMI)	6	34	35	EVERYTHING GOOD IS BAD EVERYTHING BAD IS GOOD 100 Proof (Aged In Soul), Hot Wax 7202 (Buddah) (Gold Forever, BMI)	4
11	10	NOW RUN & TELL THAT Denise LaSalle, Westbound 193 (Chess/Janus) (Bridgeport, BMI)	10	35	31	LOVE THE LIFE YOU LIVE Kool & the Gang, De-Lite 546 (Stephanya/Delightful, BMI)	11
12	8	I GOTCHA Joe Tex, Dial 1010 (Mercury) (Tree, BMI)	12	36	45	I'LL TAKE YOU THERE Staple Singers, Stax 0125 (East/Memphis, BMI)	2
13	44	LOOK WHAT YOU DONE FOR ME Al Greene, Hit 2211 (London) (Jec, BMI)	2	37	37	SWEET SIXTEEN B.B. King, ABC 11319 (Modern Music, BMI)	3
14	13	BREAKING UP SOMEBODY'S HOME Ann Peebles, Hi 2205 (London) (South Memphis, BMI)	4	38	39	AFRO-STRUT Nite-Lites, RCA 74-0591 (Rutri, BMI)	15
15	14	(The Day I Lost You Was) THE DAY I FOUND MYSELF Honey Cone, Hot Wax 7113 (Buddah) (Gold Forever, BMI)	8	39	—	OH GIRL Chi-Lites, Brunswick 55471 (Julio-Brian, BMI)	1
16	16	TAURUS Dennis Coffey & the Detroit Guitar Band, Sussex 233 (Buddah) (Interior, BMI)	7	40	—	STOP THIS MERRY-GO-ROUND Bill Brandon, Moonson 9001 (Mercury) (Moonson, BMI)	1
17	15	YOUR PRECIOUS LOVE Linda Jones, Turbo 021 (All Platinum) (Conrad, BMI)	8	41	42	IT'S MY FAULT DARLING Little Johnny Taylor, Roun 59 (Jewel) (Respect, BMI)	4
18	19	YOU WERE MADE FOR ME/MISSING YOU Luther Ingram, Koko 2110 (Stax/Volt) (Kage, BMI/Klondike, BMI)	9	42	46	WALKING IN THE RAIN WITH THE ONE I LOVE Love Unlimited, Uni 55319 (MCA) (January/Sa-Vette, BMI)	3
19	33	FIRST TIME EVER I SAW YOUR FACE Roberta Flack, Atlantic 2864 (Storm King, BMI)	2	43	—	LET'S STAY TOGETHER Isaac Hayes, Enterprise	1
20	20	MAMA'S LITTLE BABY Brotherly Love, Music Merchant 1004 (Capitol) (Gold Forever, BMI)	7	44	49	LOVE'S STREET AND FOOL'S ROAD Solomon Burke, MGM 14353 (Kid's Music, BMI)	2
21	22	ASK ME WHAT YOU WANT Millie Jackson, Spring 123 (Polydor) (Will-Du/Bill-Lee/Gauche/Belinda, BMI)	4	45	—	I'M GETTING TIRED BABY Betty Wright, Alston 4609 (Atlantic) (Sherlyn, BMI)	1
22	38	POOL OF BAD LUCK Joe Simon, Spring 124 (Polydor) (Assorted, BMI)	2	46	—	ENNY-MEENY-MINY-MO 8th Day, Invictus 9117 (Capitol) (Gold Forever, BMI)	1
23	41	HELP ME MAKE IT THROUGH THE NIGHT Gladys Knight & the Pips, Soul 35094 (Motown) (Combine, BMI)	3	47	47	UP IN HEAH Ike & Tina Turner, United Artists 50881 (Hub/Unart, BMI)	2
24	27	DARLING BABY Jackie Moore, Atlantic 2861 (Jobete, BMI)	5	48	48	MONEY RUNNER Quincy Jones, Reprise 1072 (Screen Gems-Columbia, BMI)	2
				49	50	HOME IS WHERE THE HATRED IS Esther Phillips, Kudu 904 (CTI) (Thiele Ltd., ASCAP)	2
				50	—	GOT TO FIND MY BABY James Gadson, Cream 1014 (Bennett Ents.) (Butter/Pip, BMI)	1

Vox Jox

• Continued from page 21

of KMYO is J. Raleigh Gaines, veteran air personality under the name of Bob Raleigh and a veteran program director. Gaines had most recently been national program director of Smiles Broadcasting. . . . A note from Bob Hudson, music director, KKGf, Great Falls, Mont.: "In reference to Charlie Tuna's secrets of successful disk pockeys. Does it make any difference what size spiral notebook? Any special brand? Please hurry with this information. Hundreds of small market jocks anxiously await your reply."

Jim Reeves, who'd been doing a progressive rock show on a station,

in McComb, Ill., writes: "The Vox Jox item mentioning I was looking for a new position resulted in employment in the airplay division of Pepper-Tanner here in Memphis."

Bill Attaway, music director of WAQY, Birmingham, Ala., has compiled a list of record distributors and promotion men for the Southeast, including secretaries and phone numbers. Says it's available for a small charge. . . . Stephen Capen is new program director of WNCR-FM, Cleveland, and Seth Mason is still music director now. . . . Jonnie King, music director and air personality of KAAY, Little Rock, says he's back at acting. This time in a local version of "Star Spangled Girl." Says: "I know

Don Burns from WKEW in Buffalo dons the grease paint from time to time, as does our mutual friend Piethomonaoo in Los Angeles. But I'd be interested in hearing from other jocks who do plays and theater from time to time. Who knows, we may start a new breed of air personality-actors who are fully into total communications." Others I can think of right offhand, Jonnie, include Jim Mills, Los Angeles, who'd like to get back into radio a bit more, and Pat McMahon of Phoenix, who still does a talk show but does TV and movie gigs when possible. There are several others around, though.

(Continued on page 27)

Bill Weaver of Station KLOK to Consult on Oldies

• Continued from page 20

including foreign language programs until Weaver took it over. In a Pulse, the station grew in one year from 5 to 18 between 6 a.m. and noon in average quarter hour household listening estimates. From noon-6 p.m., it grew in one year from 5 to 20. Actually, a rocker had the San Jose market wrapped up until KLOK changed to the Weaver format and Weaver swept the market in a couple of months.

"I knew the signal of KLOK was good, but I didn't know if we could penetrate the San Francisco market," Weaver said. "We decided that, in order to survive, we had to be a local station for San Jose, but also more than just a local station." As for music, Weaver felt there was no problem in programming both for San Jose and San Francisco. "So far, I haven't seen any difference in the people and, in music, a hit in one place is usually a hit everywhere else."

In regards to music, this is one of the most important aspects of the KLOK format. Weaver, with experience in programming as well as management, said that one of the reasons he got into oldies in the first place was that "in Top 40 radio I saw all of the business we were losing . . . that I couldn't touch . . . because our programming didn't fit. Or we didn't reach the right demographics. The beauty of an oldies format is that we get the important age groups and almost nothing below 18 years old and very little above 49 years old."

The formula of many oldies station is to play a record from the 1955-60 period, followed by one from the 1961-65 period, then one that was hit between 1966-70, a hit from the last couple of years, and a current record. But Weaver said the secret of the KLOK formula is that it keeps changing. In reality, about four to six singles an hour are current records in the KLOK setup. And Weaver thinks that he's a vital influence in breaking new records. KLOK helped break the Roberta Flack hit and is now leaning heavily on Andy Williams' "Godfather" single.

But, regarding a formula, "I'm not sure anyone has the secret for programming oldies by daypart, in-

cluding me. I think there's a difference . . . I'm trying to figure it out." But there are other variables. For example, oldies get old fast and one of the biggest facets of the format is knowing what oldies to play and what not to play and what oldies reach what particular demographics." Weaver actually targets 25-49 age groups and anything he gets extra is just gravy.

But, his formula never sits still. He's now mixing again, like when he recently asked for requests on records that were hits in the 30's and 40's. "Requests came in like they were going out of style." And he's now picking album artists such as Vikki Carr and others and adding certain cuts to the programming.

A problem in all of radio is that "most of the programming bases are growing too thin. What we want to do is broaden the audience base. The ideal format, speaking from a sales viewpoint, would be one that had a good audience balance between 18-49 years of age, I think our properties come closer to doing this. But we've got to figure out ways of broadening out this audience base in radio or, by the very narrowing down of format appeal factors, we can destroy ourselves. I think, out of all of this, will come a single mass audience format. In some way, we or someone else is going to do it . . . someone will find a way to mix country with pop and Top 40 with everything else. Otherwise, we're going to come down to such an extreme that one station will have 18-year-old listeners, another will have 19-year-olds, etc."

Programming is getting too complicated for most program directors of today, he felt. "And it's going to get more so. Bill Drake's advantage was in his putting together a great team of radio people." And this, Weaver wants to do for his network.

But, as far as consulting goes, the KLOK format includes oldies as far back as 1953. Weaver selects all of them "and that's what I'm studying, too." For example, he doesn't feel that a teen hit necessarily becomes an adult oldie. "People think that in an oldie format, all you have to do is play old records. That's their big mistake."

What's Happening

• Continued from page 25

porting: "Sliding By," (LP cut, J. Henry Burnett), **J. Henry Burnett**, Uni. . . . **WAIC**, American International College, Springfield: "Eat a Peach," (LP), **Allman Brothers Band**, Capricorn. . . . **WCUW**, Clark Univ., Worcester: "Hanging Out and Settling Down," (LP), **Arthur Miller**, Columbia. . . . **WCHC**, Holy Cross College, Worcester: "Together," (LP), **Jesse Colin Young**, Raccoon/Warner Brothers. . . . **Pennsylvania**—**WYCP**, York College, York, Joan Luchtenwalner reporting: "Heart of Gold," **Neil Young**, Reprise. . . . **WLVV**, Lehigh Univ., Bethlehem, Jim Cameron reporting: "Something/Anything?" (LP), **Todd Rundgren**, Bearsville. . . . **WVBU**, **WVBU-FM**, Bucknell Univ., Lewisburg, James Morrell reporting: "Released," (LP), **Jade Warrior**, Vertigo. . . . **WDFM**, Penn State Univ., University Park, Kevin Nelson reporting: "Darkness, Darkness," **Mott the Hoople**, Atlantic. . . . **New York**—**WSUA**, State Univ. of N. Y. at Albany, Eric Lonschein reporting: "The Bus," **Billy Preston**, A&M. . . . **WCVF**, State Univ. College at Fredonia, Dave Blumstein reporting: "Jungle Fever," **Chakachas**, Polydor. . . . **WQMC**, Queens College, Flushing, Ted Goldspiel reporting: "Something/Anything?" (LP), **Todd Rundgren**, Bearsville. . . . **New Hampshire**—**WSAC**, St. Anselm's College, Manchester: "J. F. Murphy & Salt," (LP), **J. F. Murphy & Salt**, Elektra. . . . **Maine**—**WNCY-FM**, Nasson College, Springvale, Joe Bartucca reporting: "Something/Anything?" (LP), **Todd Rundgren**, Bearsville.

SOUTH—**Tennessee**—**WRVU-FM**, Vanderbilt Univ., Nashville, Mike Anzek reporting: "Family of Man," **Three Dog Night**, Dunhill. . . . **Louisiana**—**WLSU**, Louisiana State Univ., Baton Rouge, Jimmy Beyer reporting: "Heads & Tales," (LP), **Harry Chapin**, Elektra. . . . **Texas**—**KTRU-FM**, Rice Univ., Houston, Rob Sides reporting: "Naturally," (LP), **J. J. Cale**, Shelter. . . . **KSMU**, Southern Methodist Univ., Dallas, Linda Nuffer reporting: "I Saw the Light," **Todd Rundgren**, Bearsville. . . . **Florida**—**WFPC**, Florida Presbyterian College, Billy Kitchings reporting: "I Don't Need You No More," **J. Geils Band**, Atlantic.

APRIL 8, 1972, BILLBOARD

Billboard SPECIAL SURVEY For Week Ending 4/8/72

BEST SELLING Soul LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
1	1	LET'S STAY TOGETHER 8 Al Green, Hi SHL 32070 (London)	8	26	15	THERE'S A RIOT GOIN' ON 21 Sly & the Family Stone, Epic KS 30986 (CBS)	21
2	2	YOUNG, GIFTED & BLACK 8 Aretha Franklin, Atlantic SD 7213	8	27	28	COMMUNICATION 21 Bobby Womack, United Artists UAS 5539	21
3	3	GOT TO BE THERE 10 Michael Jackson, Motown M 747 L	10	28	27	DIONNE 8 Dionne Warwick, Warner Bros. BS 2585	8
4	4	BLACK MOSES 17 Isaac Hayes, Enterprise ENS 2-5003 (Stax/Volt)	17	29	31	MOODY, JR. 12 Sly Walker & the All Stars, Soul S 733 L (Motown)	12
5	5	STYLISTICS 19 Avco AV 33023	19	30	32	REVOLUTION OF THE MIND/ RECORDED LIVE AT THE APOLLO 16 James Brown, Polydor PD 3003	16
6	7	SOLID ROCK 11 Temptations, Gordy G 961 L (Motown)	11	31	34	IN THE BEGINNING 3 Isaac Hayes, Atlantic SD 1599	3
7	6	WHATCHA SEE IS WHATCHA GET 13 Dramatics, Volt VOS 6018	13	32	33	I LOVE THE WAY YOU LOVE 4 Betty Wright, Alston SD 33-388 (Atlantic)	4
8	8	JACKSON 5's GREATEST HITS 14 Motown M 741 L	14	33	26	SANTANA 27 Columbia KC 30595	27
9	9	ALL DAY MUSIC 20 War, United Artists UAS 5546	20	34	29	FIFTH DIMENSION LIVE 23 Bell 9000	23
10	10	DONNY HATHAWAY LIVE 5 Atco SD 33-306	5	35	30	FACE TO FACE WITH THE TRUTH 9 Undisputed Truth, Gordy G 959 L (Motown)	9
11	11	BEALITUDE/RESPECT YOURSELF 5 Staple Singers, Stax STS 3002	5	36	—	FIRST TAKE Roberta Flack, Atlantic SD 8230	—
12	12	QUIET FIRE 18 Roberta Flack, Atlantic SD 1594	18	37	37	WOMEN'S LOVE RIGHTS 12 Laura Lee, Hot Wax HA 708 (Buddah)	12
13	13	MALO 6 Warner Bros. WS 2584	6	38	39	YOU WANT IT, YOU GOT IT 4 Detroit Emeralds, Westbound WB 2013 (Chess/Janus)	4
14	14	L.A. MIDNIGHT 6 B.B. King, ABC ABCX 743	6	39	40	MUSIC OF MY MIND 2 Stevie Wonder, Tamla T 314 L (Motown)	2
15	19	DROWNING IN THE SEA OF LOVE 3 Joe Simon, Spring SPR 5702 (Polydor)	3	40	43	SMACKWATER JACK 24 Quincy Jones, A&M SP 3037	24
16	18	INNER CITY BLUES 17 Grover Washington Jr., Kudu KU 03 (CTI)	17	41	—	GENESIS 1 Soul Children, Stax STS 3003	1
17	17	SOULFUL TAPESTRY 19 Honey Cone, Hot Wax HA 707 (Buddah)	19	42	36	CRUSADERS 1 4 Blue Thumb BTS 6601 (Famous)	4
18	21	STANDING OVATION 12 Gladys Knight & the Pips, Soul S 736 L (Motown)	12	43	41	AL GREEN GETS NEXT TO YOU 29 Hi SHL 32062 (London)	29
19	20	FROM A WHISPER TO A SCREAM 7 Esther Phillips, Kudu KU 05 (CTI)	7	44	35	I'VE BEEN HERE ALL THE TIME 14 Luther Ingram, Koko KOS 2201 (Stax/Volt)	14
20	36	IN THE WEST 4 Jimi Hendrix, Reprise MS 2049	4	45	45	LONELY AVENUE 2 David Newman, Atlantic SD 1600	2
21	16	STREET CORNER SYMPHONY 9 Persuasions, Capitol ST 872	9	46	42	DON'T TURN AROUND 5 Black Ivory, Today TLP 1005 (Perception)	5
22	22	SHAFT 35 Soundtrack/Isaac Hayes, Enterprise/MGM ENS 2-5002 (Stax-Volt)	35	47	46	GOIN' EAST 18 Billy Paul, Philadelphia International Z 30580 (CBS)	18
23	23	WHAT'S GOING ON 43 Marvin Gaye, Tamla TS 310 (Motown)	43	48	49	THIN LINE BETWEEN LOVE AND HATE 3 Persuaders, Win Or Lose SD 33-387 (Atlantic)	3
24	24	RARE EARTH IN CONCERT 8 Rare Earth R 523 D (Motown)	8	49	50	BLACK MAGIC 2 Martha Reeves & the Vandellas, Gordy G 958 L (Motown)	2
25	25	PAIN 8 Ohio Players, Westbound WB 2015 (Chess/Janus)	8	50	—	BEST OF FREDA PAYNE 1 Invictus ST 9804 (Capitol)	1

Vox Jox

• Continued from page 26

The lineup at KOIL, Omaha, Neb., now goes: Program director **Charlie T. Stone** 6-10 a.m., **Dale Nixon** until noon, **Bill Stevens** noon-3 p.m., music director **Joe Light** 3-7 p.m., **Jim Fox** 7-midnight, and **Bruce** all night, with **Johnathan Christie** doing weekends. . . . **Jim Travis**, program director of KBUX, P.O. Box 20267, San Antonio, Tex. 78220, would like to exchange airchecks with other country music stations in medium and major markets. Says to send him 15 minutes of each jock and he'll do the same. "We'd just like to know what others are trying, and we should be able to get a good idea from edited air tapes."

Morning man **Brian Morgan** at WERA, Plainfield, N.J., has decided to try sales, so program director **Don Nutting** has returned to the morning show. New man for mid-day is **Jere Sullivan**, recently the all night man at WIOQ-FM, Bala Cynwyd, Pa. . . . **Bob Cooper** still pulls the afternoon slot. . . . **WPOP** in Hartford is looking for a bright, exciting teen-oriented jock. Assistant program director **Bob Piava** says: "I'm not going to tell a guy how to do it, but I want a guy who can do it."

Lineup at WDOV, Dover, Del., includes **Ed Miller** 6-10 a.m., program director **Ernie Colburn** 10-11 a.m., **Al Schwan** 11 a.m.-3 p.m., **Bob Call** 3-7 p.m., **Les Daffin** until 1 a.m. **WDOV** features an adult-oriented contemporary Top

40 sound, but gets heavy after 7 p.m. . . . At WKRM, Columbia, Tenn., **Gary Redding** does the sign-on, **Larry Henderman** does 10-noon and 2-6 p.m. **Gary W. Powley** does a 6-midnight rock shift. Weekend men are **Don Jaynes**, **Ray Notgrass** and **William Smight**. **Jim Carrigan** is program director. The station needs records.

Andrew J. (Jeff) Burley, RFD, W. Danville, Vt. 05873, a teacher and weekend personality at WSKI, Barre, seeks vacation relief work in a vacation area between June 20 and July 30. Only a small station "because this is my vacation, too." . . . **Bob DeLeon** is now music director of KTRB, Modesto, Calif., and needs records desperately. **Derek Waring** is also now

(Continued on page 45)

Billboard TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

RANK	WEEKS			TITLE—Artist, Label & Number (Dist. Label) (Pub., Lic.)	Weeks On Chart
	1	2	3		
1	10	21		THE FIRST TIME EVER I SAW YOUR FACE Roberta Flack, Atlantic 2864 (Storm King, BMI)	5
2	2	7		EVERY DAY OF MY LIFE Bobby Vinton, Epic 5-10822 (CBS) (Miller, ASCAP)	12
3	3	9		A HORSE WITH NO NAME America, Warner Bros. 7555 (Warner Bros., ASCAP)	5
4	6	7	16	A COWBOY'S WORK IS NEVER DONE Sonny & Cher, Kapp 2158 (MCA) (Chrismarc, BMI)	5
5	5	1	2	ROCK & ROLL LULLABY B.J. Thomas, Scepter 12344 (Summerhill Songs/Screen Gems-Columbia, BMI)	9
6	4	4	6	MOTHER AND CHILD REUNION Paul Simon, Columbia 4-45547 (Charing Cross, BMI)	9
7	7	5	5	THE WAY OF LOVE Cher, Kapp 2158 (MCA) (Chappell, ASCAP)	11
8	9	19	23	HEART OF GOLD Neil Young, Reprise 1065 (Silver Fiddle, BMI)	6
9	12	33	—	VINCENT Don McLean, United Artists 50887 (Mayday/Yahweh Tunes, BMI)	3
10	10	37	38	SUAVECITO Malo, Warner Bros. 7559 (Centerbury, BMI)	4
11	11	12	28	CANDY MAN Sammy Davis Jr., MGM 14320 (Taradam, BMI)	6
12	14	23	37	BETCHA BY GOLLY WOW Stylistics, featuring Russell Thompkins, Jr., Avco 4591 (Bellboy/Assorted, BMI)	4
13	8	6	3	EVERYTHING I OWN Bread, Elektra 45765 (Screen Gems-Columbia, BMI)	10
14	22	—	—	(Last Night) I DIDN'T GET TO SLEEP AT ALL 5th Dimension, Bell 45-195 (January, BMI)	2
15	—	—	—	MORNING HAS BROKEN Cat Stevens, A&M 1335 (Irving, BMI)	1
16	13	15	15	COULD IT BE FOREVER David Cassidy, Bell 45-187 (Pocketful of Tunes, BMI)	7
17	30	—	—	DAY DREAMING Aretha Franklin, Atlantic 2866 (Pundit, BMI)	2
18	18	20	32	CRAZY MAMA J.J. Cale, Shelter 7314 (Capitol) (Moss Rose, BMI)	5
19	26	28	—	NICE TO BE WITH YOU Gallery, Sussex 232 (Buddah) (Interior, BMI)	3
20	27	—	—	LEGEND IN YOUR OWN TIME Carly Simon, Elektra 45774 (Quackenbush, ASCAP)	2
21	24	24	19	WAKING UP ALONE Paul Williams, A&M 1325 (Almo, ASCAP)	8
22	28	34	—	TOO BEAUTIFUL TO LAST Engelbert Humperdinck, Parrot 40069 (London) (Coigems/Horizontal, ASCAP)	3
23	32	38	—	CHANTILLY LACE Jerry Lee Lewis, Mercury 73273 (Glad, BMI)	3
24	33	—	—	LET'S STAY TOGETHER Isaac Hayes, Enterprise 9045 (Stax/Volt) (Jec, BMI)	2
25	25	13	8	LOVE ME, LOVE ME, LOVE Frank Mills, Sunflower 118 (MGM) (North Country, BMI)	8
26	39	—	—	I ONLY WANT TO SAY Frank Pourcel, Paramount 0151 (Leeds, ASCAP)	2
27	23	18	11	WE'VE GOT TO GET IT ON AGAIN Addisi Brothers, Columbia 4-45521 (Blackwood, BMI)	10
28	15	9	4	SWEET SEASONS Carole King, Ode 66022 (A&M) (Screen Gems-Columbia, BMI)	10
29	29	25	25	STEP OUT Mamas and Papas, Dunhill 4301 (Star Show, ASCAP)	6
30	16	17	18	SOMETHING TELLS ME (Something's Gonna Happen Tonight) Bobbi Martin, Buddah 286 (Maribus, BMI)	7
31	19	16	12	HURTING EACH OTHER Carpenters, A&M 1322 (Andalusian/Andrew Scott, ASCAP)	13
32	36	—	—	MEDLEY: AIN'T NO SUNSHINE/YOU ARE MY SUNSHINE Steve Lawrence, MGM 14368 (Interior, BMI/Peer Int'l, BMI)	2
33	—	—	—	LOVE THEME FROM THE "GODFATHER" Andy Williams, Columbia 4-45579 (Famous, ASCAP)	1
34	20	8	1	WITHOUT YOU Nilsson, RCA 74-0604 (Apple, ASCAP)	16
35	35	36	—	BE MY BABY Jody Miller, Epic 5-10835 (CBS) (Mother Bertha/Trio, BMI)	3
36	—	—	—	LOVE THEME FROM THE "GODFATHER" Ferrante & Teicher, United Artists 50895 (Famous, ASCAP)	1
37	—	—	—	DOCTOR MY EYES Jackson Browne, Asylum 11004 (Atlantic) (Open Window/Companion, BMI)	1
38	40	—	—	CALIFORNIA WINE Bobby Goldsboro, United Artists 50891 (Detail, BMI)	2
39	—	—	—	HELP ME MAKE IT THROUGH THE NIGHT Gladys Knight & the Pips, Soul 35094 (Motown) (Cimbine, BMI)	1
40	—	—	—	TINY DANCER Elton John, Uni 55318 (MCA) (James, BMI)	1

Billboard SPECIAL SURVEY For Week Ending 4/8/72

Classical Music

Solti, 'Tannhauser' Take Top Award in France

PARIS—The French Academie Charles Cros annual awards were presented last week by the Minister of Culture, Jacques Duhamel, with the top classical award, the Prix du President de la Republique, going to conductor Georg Solti for his British Decca recording of Richard Wagner's "Tannhauser" with Christa Ludwig and the Vienna Philharmonic Orchestra and for his 25 years of recording. Solti is due to become the permanent conductor of the Orchestre de Paris later this year.

The full list of awards:
In Honorem: Prix du President de la Republique "Tannhauser" (Wagner), Vienna Philharmonic Orchestra, Christa Ludwig, R. Collet, cond. Georg Solti (Decca). String Quartets, Octet (Milhaud) Parrenin Quartet, Bernede Quartet (VSM-Pathe Marconi) "Le Contes de Lundi" (Alphonse Daudet) recited by Pierre Fresnay (SERP-Musidisc).
In Memoriam: Songs (Igor Stravinsky) (CBS), Works by Debussy, Samson Francois, piano (VSM), The Art of Bruno Walter (CBS), "El Cimarron," Jean Vilar (Arion), Conversations with Jean Amrouche, Francois Mauriac (Ades). Also to Louis Armstrong, Mahalia Jackson, and Maurice Chevalier.

Prix Pierre Brive: Michel Legrand (Bell-Polydor).
Prix Paul Gilson: Jean-Roger Caussimon sings his own works (Saravah).

Prix Roland-Manuel: Spanish Mediaeval Music (Erato).

Prix Claude Rostand: "Christus" (Franz Liszt) Budapest Choir, Hungarian State Orchestra, cond. Forrai (Hungaroton).

Symphonic Music: Third Symphony (Mahler) London Symphony Orchestra, cond. Jascha Horenstein (Unicorn-EMI). "Prometheus," Piano Concerto (Scriabin), Vladimir Ashkenazy, piano, London Philharmonic Orchestra, cond. Lorin Maazel (Decca).

Concerto: Concertos for harpsichord (C.P.E. Bach, J.C. Bach, Kirnberger), Luciano Sgrizzi harpsichord, J.F. Paillard Orchestra (Erato) Symphonie Concertant, etc. (Haydn) Maurice Andre, trumpet, Bamberg Symphony Orchestra, cond. Guschlbauer (Erato).

Chamber Orchestra: "The Four

Seasons" (Vivaldi) Academy of St. Martin in the Fields, London, cond. Neville Marriner (Argo-Decca).

Contemporary: Works by Zimmermann (Wergo-CBS), Works by Boucourechliev, Guezec, Ligetti, Toulouse Chamber. Orchestra, cond. Louis Auriacombe (VSM).
Chamber: Etudes, Two Ballads (Chopin) Dezzo Ranki piano (Boite a Musique). Violin and piano sonatas (Prokofiev, Janacek) David Oistrakh, Frida Bauer (Chant du Monde). Last 16 trios (Haydn) Huguette Dreyfus, Edouard Melkus, Elisabeth Vogt (Valois). String Quartets (Schoenberg, Berg, Webern) La Salle-Quartet, Margaret Price soprano (DGG).

Melodies: Oden, Psalmen and Lieder (C.P.E. Bach) Lietrich Fischer-Dieskau, Georg Demus (Archiv).

Vocal Ensemble: Works by Weelkes. Deller Consort and Jay Consort of Viols (Harmonia Mundi).

Opera: "Fidelio" (Beethoven) Jon Vickers, Berlin Philharmonic Orchestra, cond. Herbert von Karajan (VSM) "Midsummer Marriage" (Michael Tippett) Royal Opera House, Covent Garden, Orchestra and Chorus, cond. Colin Davis (Philips).

Recital: Little-known masterpieces by Donizetti, Montserrat Caballe (RCA).

Religious: "Jepthe" (Carissimi) Soloists, Chorus and Orchestra Gulbenkian Foundation, Lisbon, cond. Michel Corboz (Erato).
Ethnology: Melanesian Pipes of Pan (Vogue).

Jazz, Contemporary: "Anna Livia Plurabelle" Andre Hodeir (Epic), Nights at the Maeght Foundation, Vol. 2, Sun Ra (Shandar).

Jazz, Historical: The Works of Duke Ellington (RCA).

Jazz, Popular: Johnny Otis Show, Live at Monterey (Epic).

Pop: "L.A. Woman," Doors (Elektra-Kinney).

Song: "Les Filles qui font pleurer" Robrecht (Horse-DiscoDis), "Dis a ton film" Marianne Mille and Maurice Dulac (Barclay).

First disk: "M. l'Etranger," Bette Mars (Pathe).

French Popular Music: Renaissance of the Celtic Harp, Alan Stivell (Fontana).

Light Music: Strauss Festival, Willy Boskovsky (Decca).

Foreign Popular Music: "Mystery of the Andes," Los Calchakis (Arion).

Children: "The Aristocrats" (French version) Henri Salvador (Rigolo-Barclay).

Humour: Thierry Le Luron (Vol. 2) (Pathe).

Accordeon: Paris Accordeon Orchestra, Etienne Lorin (Pathe).



PICTURED during the reception for classical record dealers for the EMI Belgium Classical de Luxe series launch are Stanley Robins, left, managing director of EMI Belgium, and Rudolf Werthen, the young Belgian violinist.

London Bows a Major Drive on Mehta's 'Planets,' Pop Style Too

NEW YORK — Zubin Mehta, the conductor of both the Los Angeles Philharmonic and the Israeli Philharmonic Orchestras, will get one of the most intensive individual classical artist promotion and merchandising campaigns ever mounted by London Records, according to Herb Goldfarb, vice president for sales and marketing.

The Zubin Mehta Festival promotion centers on the new release of the Mehta-conducted Los Angeles Philharmonic performance of Gustav Holst's "The Planets." The package is being distributed with a special sticker affixed to the front cover, carrying the message, "The Ultimate Trip."

While the drive is centered on

the new release, Mehta's entire catalog of 21 other albums will also be a part of the sustained drive, now scheduled to carry through until May 31.

On the heels of the success of Mehta's own recording with the Los Angeles ensemble last year of Tchaikovsky's "1812 Overture," and other big-selling classical successes such as new performances of Moussorgsky's "Pictures at an Exhibition," and "Also Sprach Zarathustra," by Richard Strauss, the new set will receive a large pop-styled promotion treatment, according to Goldfarb.

Heavy consumer advertising is being scheduled for general and underground magazines as well as AM and FM radio stations. Bulk quantity posters of Mehta are being made available to dealers in heavy quantities, along with bulk jacket kits, containing an assortment of cover sleeves from the various Mehta catalog albums. A major aspect of the promotion is the posting of a huge billboard at Hollywood's Sunset Boulevard billboard alley of pop record artist signs. A special program of sales incentives is also being blueprinted by the company.



THE FREE DESIGN, from left, Chris, Ellen and Sandy Dedrick, perform with the Rochester Philharmonic Orchestra in Rochester, N.Y. The Project 3 Records' group is focusing on serious concert performances as they celebrate their fifth year in the recording field.

Tape Cartridge

Tape Legality Worries Midwest Sales Sources

By EARL PAIGE

CHICAGO—Prerecorded 8-track business is so confusing here that one distributor has discontinued all returns and guarantees, specifically on defective cartridges. Meanwhile, dealers continue to receive "warning" bulletins from unlicensed tape duplicator/marketers telling how to detect "bootleg" tape.

Pan American Records Inc., distributor of Latin product, mailed a bulletin to its dealers which says in part: "No guarantee on tapes! Pirates, bootleggers, 'legal' thieves, existent worthless laws, non-existent 'effective' laws, imperfect 'perfect recordings,' perfect 'defective' tapes, systems with built-in defect potential (snags, crosstalk, motor surge, chicanery, etc.), increased freight, handling and inventory investment costs, manufacturers' 'guarantees' that started at one year and are down to 48 hours."

Co-owner Marshall Frenkel explained that one of his major tape suppliers suggests retailers implore customers to return any defective tape within 48-hours. "An analysis of this manufacturer's returns showed only 10 percent were defective and this supplier is getting tough. I decided to just limit guarantees all together, which might effectively put me out of the prerecorded tape business," said Frenkel.

As long as a year and half ago, Frenkel's firm was suggesting retailers clamp down. Pan American has since then been supplying post-

ers in Spanish which spell out that consumers must return defectives within seven days "not altered, mistreated or repaired in any way" for the same exact title.

Frenkel, who holds a degree in agriculture, said also in his bulletin that he will offer 8-tracks and cassettes "at the halter," which he said "is a certain horse-auction guarantee meaning the buyer is getting a halter with the semblance of a horse attached to it."

Meanwhile, a suburban Harwood Heights, Ill., company called William G. Jachinek Co., is circulating a bulletin warning dealers of new laws affecting tape duplicated by firms not paying royalties and listing 11 members of the Independent Tape Manufacturers Association which "pay all statutory royalties and are legal tape duplicators."

Jachinek's list, while showing fairly recent product, shows also considerable omissions from the top 20 albums on Billboard's "Top LP's & Tape" chart. In fact, of the 149 on the list, 25 are listed only with the word "discontinued," and no reference to what title is no longer available. The list commences: "1 DISCONTINUED" with similar examples down to "69 DISCONTINUED."

Although Neil Young's "Harvest," Nilsson's "Nilsson Schmilsson," Bread's "Baby I'm-A Want You," Yes' "Fragile," Al Green's "Let's Stay Together" and Don McLean's "America Pie" LP's are offered, missing are "America," "Paul Simon," Carole King's "Music," Allman Bros.' "Eat a Peach," "Concert for Bangla Desh," Jimi Hendrix's "In the West," George Carlin's "FM-AM" and "Led Zepelin"—all in the top 20.

The list mentions no price.

Taiwan Burgeoning Into Manufacturing Source

LOS ANGELES — American electronic companies are ignoring national boundaries to manufacture in Taiwan, Mexico, Puerto Rico and even Haiti.

They are escaping the U.S. to seek the lowest-cost parts and are looking for opportunities abroad to manufacture parts of a product line that can be imported into the U.S. at lower cost.

In short, Taiwan, a haven for American companies, has seen its economy continue to thrive and grow despite the uncertainty surrounding the country after President Nixon's visit to Peking.

American investors are not concerned about Nationalist China taking over U.S.-owned companies on Taiwan or that their plants might be lost in a Communist takeover as long as the U.S. continues to support Nationalist China and guarantee its security through the 1954 defense treaty.

Why Taiwan as a manufacturing haven?

"We'd rather do more production here (in the U.S.) and keep the job at home, but as long as it's government policy to encourage imports without quotas and without tariffs high enough to offset the lower wages abroad, we've got to import if we're going to survive," said one executive in the tape industry.

The prosperity of the electronics industry in Taiwan depends on the U.S. economy. And the government in Nationalist China predicts the "phenomenal growth of the electronics business in Taiwan will continue."

Export sales in electronics rose by about 50 percent to \$276 million or about 13 percent of total exports in 1971, and the government in Taiwan estimates export sales at around \$300 million this year.

Up 10 Percent

Total output grew an average of 10 percent a year during the last decade and edged up even faster last year to nearly 11.5 percent, raising per capita annual income to \$330, high by Asian standards.

Trade, which has come to be a lifeline of Taiwan's economy, continued to zoom. It reached the \$4 billion mark last year after jumping one-third over the previous year.

The role played by the American companies in Taiwan's economy is increasing for a number of reasons, like:

—The Japanese have been eroding the U.S. position in America to the point that it was a case of going overseas for some parts or giving up the business.

—Studies indicate American companies can produce cheaply enough to underprice the Japanese in their home market.

—Components plants are springing up largely because an ample supply of low-cost labor is available. (U.S. firms are also studying other developing countries as possible sites of components plants, including Mexico, Korea, Singapore and India.)

—By international production, especially in the Far East, companies are slowing the rise of their costs, thereby helping hold down prices and curtailing the forces of inflation.

—By seeking out better prices, companies are becoming increasingly competitive and sometimes even managing to fatten their profit margins a bit.

—Overseas plants have advantages because some materials are cheaper than in the U.S., and often plant construction costs are lower.

—Foreign countries offer special incentives, ranging from tax breaks to plant financing to woo American companies that will export a large part of their output and bring in hard currency.

There are some worries for the U.S. like:

—Balance-of-payments deficit and domestic job opportunities dry up as the work goes abroad.

—Other industrial goods may follow the pattern set by consumer electronics. For example, U.S. producers began by importing parts, then were forced by competition to import some complete units. Result: Last year, foreign plants made 91 percent of the radios sold in the U.S., 51 percent of the black-and-white television sets, and almost 18 percent of the color sets, along with components for many units assembled in the U.S.

But the U.S. is solidly entrenched in the Far East, and to help allay business fears, Marshall Green, assistant secretary of State, said that the U.S. government will continue to encourage American firms to invest on Taiwan.

Green's message served its purpose. American electronic giants are going ahead with investment plans and expanding its production capacity.

Such household names as RCA, Motorola, Zenith, Arvin, Admiral, TRW, IBM, Ampex, Philco-Ford, P. R. Mallory, among many others, have addresses there. In short, American companies are responding by rushing to tap cheap labor in an export battle with Japan.

Japanese in Taiwan

Even the Japanese, hunting for

cheap labor, too, have been putting up electronics plants in Taiwan. The Japanese, like the Americans and the Europeans, are pouring investment capital there.

So great is the rate lately that the country boasts the fastest growth rate next to Japan in Asia with the gross national product increasing 8 percent per year.

Much of this growing prosperity has come from Taiwan's burgeoning industry, financed partly by more than \$700 million in investment by American, Japanese, overseas Chinese and European investors.

In the last decade, more than 475 foreign corporations have put \$433 million to work in Taiwan. Most of this money came from the U.S. (\$234.5 million) and Japan (\$116.4 million) and most of it was spent by electronics companies.

Wages in Taiwan are half those in Hong Kong, a third of Japan's, a tenth of West Germany's and a twentieth of those in the U.S. Unskilled Taiwan workers earn a piddling \$30 per month, and skilled workers seldom make more than \$50 a month.

After all is said, though, Chiang Kai-Shek's Taiwan refuge is a base for American companies to compete against the Japanese.

Instead of a "Made in Japan" stamp, American consumers had better get used to a "Made in Taiwan" stamp branded on electronics products.

Mikado Enlarges

SAN FRANCISCO — Mikado Electronics, manufacturer of hi-fi stereo and auto tape player products, has moved to larger facilities.

Ampex Piques Interest With New Priority List

SAN FRANCISCO — Speculation about potentially exciting new products can often work wonders for a company.

Take Ampex's magnetic tape division, for example. It has established a list of priorities to create a peppy market environment for its line of blank cassettes, cartridges and open reel, according to Mike Braun, recently appointed national sales manager, consumer products.

Braun's priority list looks like this:

—Investigating packaging three cassettes in a poly bag or in a sleeve box for rack jobber distribution. This would take advantage of Ampex's new 350 series aimed at young consumers via mass merchandisers.

—Introduced a new low noise

1½-inch open reel tape in 1800, 2400 and 3600 foot lengths.

—Marketing a cassette cleaner-demagnetizer, model 220, packaged in a Norelco-styled box at \$4.95.

—Developing a cartridge cleaner-demagnetizer, model 228, packaged in a new sleeve for introduction in midsummer and early fall.

—Introducing a carded blister-pack of accessory items, including leader tape, empty cassette boxes, splicing tape, labels, among 10 items. Initial orders come with a no-charge counter peg-board display rack.

—Redesigning its blank 8-track line (40, 64, 80-minute lengths) by switching to black plastics with silver foil labels.

—Reshaping its exhibit booth at the Consumer Electronics Show.

International Tape

LONDON—International Artists will sell tax-free cassettes and cartridges in duty-free shop at Heathrow Airport. . . . **Ditchburn Organization** is thinking of marketing the UK's first prerecorded cassette jukebox. Developed by **Wurlitzer**, the machine is smaller than a standard record jukebox and holds 10 tapes. . . . **Radio-mobile** has introduced an 8-track auto player. . . . **International Artists** is making its "Hits From England's Top 20" budget tape series available on cartridge as well as cassette. The company has introduced a cartridge dispenser which is free to dealers ordering 24 tapes. . . . **Precision Tapes** has introduced two carrying cases. The cartridge case holds 12 tapes and the cassette case stores 15 tapes. . . . Around 400 prerecorded tapes are listed in **EMI's** new dealer catalog. . . . **Dolby Laboratories** has issued a consumer catalog listing all Dolbyized prerecorded cassettes. The guide also lists equipment producers who are marketing hardware with the Dolby B-Type circuit.

APRIL 8, 1972, BILLBOARD

3M Aims Big Guns At Traffic & A/V Marts

ST. PAUL—3M is taking innovative marketing steps in two diversified directions, but both involve blank tape in cassette, cartridge and open reel configurations.

It is deepening its inroads in the A/V educational area in the grocery/supermarket/drug stores market, the latter area a new thrust for 3M.

The company is beginning a national program, rolling out by the end of May, in the drug field and shortly thereafter in the grocery/supermarket area, said Bob May, vice president of the consumer products division.

The two-step program will be marketed and distributed by the consumer products division's internal sales personnel. Its magnetic tape division will continue to market and distribute in all areas except grocery/drug.

The program, supported by national print and radio advertising, will center on cassettes, but will include open reel and cartridge as well.

Three cassette lines will be marketed: high energy in 30, 60 and 90-minute time lengths, standard (extended range) in 30, 60, 90 and 120, and the Highlander in 30, 60, 90 and 120. In addition, blank cartridges in 40 and 80-minute lengths and 5- and 7-inch reels are included in the program.

Product in drug stores will be racked in two ways: CD2 counter display holding 112 cassettes and HCI holding 36 Highlander blanks. Racks for cartridges and open reel are being developed. The grocery trade will be serviced by self-merchandising product.

Premium Offer

An initial promotion is centered on consumers purchasing one tape and enclosing \$12.95 to receive a Headhugger radio, May said. 3M is talking about breaking product in 6,000 to 8,000 medium to large

independent and chain drug stores.

Packaging in grocery/supermarket and drug stores will remain identical to all magnetic tape packages distributed in other areas for consumer continuity.

"We have been in drug stores for some time, but our program is obviously a stronger thrust in the market with a deeper emphasis in selling magnetic tape in both drug stores and grocery/supermarkets," May said.

In the industrial and educational
(Continued on page 45)

New Sony Car Stereo Player

LOS ANGELES—Sony has introduced a car stereo cassette player with automatic reverse, model TC-30, at \$149.95.

The unit features Instaload cassette loading, locking fast forward and rewind, automatic eject at end of tape in fast forward and rewind modes, and arrows that light up to indicate direction of tape travel.

The model comes with mounting hardware, protective theft prevention cover and a spare amp fuse.

Telex Issuing Slide Sync Units

MINNEAPOLIS—Telex has expanded its line of instructional cassette equipment by adding two slide sync models: a recorder/player and a player only.

Both models provide control for tape and slide projector, including built-in remote focus and individual slide advance/reverse and tape start/stop functions.

The recorder/player is priced at \$399.95 and the player only at \$329.95.

BASF Adds Hardware, Records & Tape in U.S.

• Continued from page 1

BASF, whose resources are overwhelmingly entrenched in the tape business, can find new successes in new fields.

So it is of no small interest that BASF announced its plans in consumer electronics and music in the U.S., only one year after inaugurating a music division and penetrating the European market in hardware.

It is introducing three monaural cassette portable players, with plans to expand the line to include cassette decks, auto players, high fidelity-oriented home units and cassette models outfitted with bias switches and automatic bias marketing and sales vice president.

Model CC 9100 recorder, model CC 9200 recorder and model CC

9300 recorder with FM radio and telescopic aerial all come with carrying and accessory cases.

Distribution of the equipment line will be via BASF's blank tape distribution channels, which includes direct sales personnel and a nationwide representative organization.

Field Testing On

A field testing program is under way in several markets, with introduction scheduled for the Consumer Electronics Show in June and a national program beginning in the summer, Dempsey said.

Equipment will be sold in hi fi outlets, department stores, mass merchandisers, discount houses, photo locations and all stores now handling the company's blank tape lines.

The hardware division will be directed by Bob Murphey, product

manager; Jerry Berberian, national sales manager of audio/video products; and Heinz Kreuels, marketing manager of audio/video products.

BASF's audio/video products division now will include blank tape, video tape and consumer electronics, Dempsey stated.

The company's music division plans to release disks and prerecorded cartridges and cassettes in the U.S. (and world) market, beginning in May, according to Juergen Broeker, product manager of recorded music.

Broeker is setting up distribution in the U.S. and is in the process of looking for custom tape duplicators and record pressing facilities. BASF's music company, based in Bedford, Mass., corporate headquarters of BASF Systems, will service Canada with product from the U.S., but it will be marketed through BASF Canada in Montreal.

"The company (in the U.S.) will have its own music identity," Broeker said, "and will develop its own graphics, marketing concepts, promotion, advertising and distribution. There are no immediate plans to sign artists or develop an a&r staff in America, but it is certainly a future option."

600 Possible Titles

Repertoire will come from BASF's sources in Germany, Holland, France and the United Kingdom, with more than 600 titles available for worldwide release.

In all cases, Broeker said, product will be issued in disk and prerecorded tape. Titles will be new to the U.S. consumers, and the initial release includes 20 titles, among them Oscar Peterson, Ella Fitzgerald, Earl "Fatha" Hines, Don Cherry and Herb Ellis.

The company is planning a regular monthly release of six to 10 titles or about 90 titles in its first year of operation.

All product will be manufactured in the U.S. and distributed through a major national music distributor, independent distributors or a combination of both, according to Dempsey. BASF's blank tape sales organization will not be involved with the music division.

A separate marketing and sales staff is being developed for the music division by Boeker. Prerecorded tape and disks will be sold at full line prices. No budget lines are immediately planned.

BASF has gained worldwide distribution rights on prerecorded tape and disk from several independent labels in Germany, including Harmonia Mundi (classical), Cornet (pop) featuring German artists, MPS (contemporary and jazz), the company's own record label, and Poly-band, a tape only company.

The American-based company will not do its own record pressing or tape duplicating.

PANASONIC PRICES UP

NEW YORK — Matsushita Electrical Industrial Co., Tokyo, said it will raise prices about 10 percent for its products sold in the United States under the Panasonic brand name.

The increase will go into effect on May 1 and will affect both old and new products, including tape equipment, radio, television and small appliances.

The price hike represents the second attempt by the company to realign prices with the change in currency value. In January, Panasonic raised its prices on selected items about 5 to 13 percent.

(Continued on page 45)

Knowledgeable Retailers See Dolby As Sales Help

LOS ANGELES—Dolby noise reduction systems are making a lot of noise on the West Coast—sales noise.

Equipment and software retailers report a steady increase in the sale of Dolby units, and several major department store buyers who characteristically do not carry the units plan to do so by mid-fall.

The cassette decks now found mainly in specialty tape/audio stores are selling for between \$150 and \$300. The specialty outlets are advertising the Dolby-outfitted models, and, although buyers and store owners report increasing consumer inquiries, actual sales are coming slowly, though a steady increase is being noted.

Buyers agree that, as the price on the hardware comes down, and the selection of prerecorded Dolbyized tapes goes up, sales will increase significantly.

Ken Platt of Platt Music Corp., which owns the leased home electronics and tape/audio departments in all May Co. stores, said he expects to include cassette tape decks with built-in Dolby systems in his stores' merchandise mix by this fall. He plans also to increase his mix in direct proportion to the availability of prerecorded Dolbyized cassettes.

Without exception the retailers queried agreed that when consumers ask about noise suppression systems, they invariably say, "What's a Dolby?"

Schwartz Gets Queries

Wilfred Schwartz of Federated Electronics, a stereo specialty store in West Los Angeles, said that although he does not expect sales of Dolbyized cassette decks to increase significantly until later this year, his sales personnel have had many inquiries from consumers who are interested in equipment priced around \$200.

Federated carries cassette decks with the Dolby system from Teac, Concord and Fisher, with prices ranging between \$279 and \$299. In addition, the store features two noise suppression adaptor units from Teac and Concord priced between \$99.95 and \$299.95.

Scott Mintz of the Hungry Ear, Beverly Hills, said he gets numerous inquiries on Dolby from both average consumers and audiophiles, but that right now the majority of Dolby equipment sales are made to audiophiles. Mintz carries the Concord recorder, with the Dolby system, at \$274.95.

At the retail level, particularly in the department and discount stores, dealership education will be a factor in consumer acceptance of Dolbyized hardware and software.

Although most buyers know something about the Dolby B-Type noise reduction system, a great number of assistant buyers and floor sales personnel have only the vaguest, if any, idea about any type of noise suppression system.

One department store assistant buyer in Los Angeles said, "Tell me what it is and I'll tell you if we have it."

Furthermore, say the specialty store owners who do carry the units, the manufacturers need to provide more point-of-purchase material, consumer advertising and promotional literature to explain the concept.

Demonstration Difficult

In-store demonstrations, although difficult in a noisy or crowded store, are equally as important, several retailers admit, in order to justify additional expense, particularly for consumers who are not necessarily sophisticated audiophiles, but who are nevertheless interested in good sound and are willing to spend money.

Comments from several stereo specialty store owners reveal the types of confusion that mass merchandisers should be aware of once they include the Dolbyized hard-

ware and software selections in their merchandise mix.

A San Francisco area retailer indicated he has had several repeat visits from consumers who purchased a cassette deck with a noise suppression system, and the customers are back complaining that the decks seemed to add little or nothing to the quality of prerecorded music.

The reason, especially in the case of Dolbyized equipment, is that recordings that were not originally produced using Dolby Type-A studio processing equipment will not improve by being played back on a Dolby-outfitted model; music that has contained hiss from the original recording master will not have the hiss removed by Dolby processing, although additional hiss can be avoided.

For this reason, more and more record companies are now beginning to give Dolbyized masters to tape duplicators for prerecorded processing.

Lack of sufficient knowledge by the dealer and the consumer contains the threat of confusing the noise reduction concept.

3M/Wollensak Upgrades Line

ST. PAUL—3M/Wollensak has incorporated new operational features in its line of audiovisual cassette recorders.

An end-of-tape sensing has been added to all of the model 2500AV series portables and decks, except the remotely-controlled model 2540AV.

The end-of-tape sensing, called "cassette guardian," automatically stops the tape and disengages the mechanism when the end of a cassette is reached. "Cassette guardian" performs the same function should the cassette jam or the tape wrap around the capstan.

A review feature has been added to cassette models which are used primarily for language study. Instant review of previously recorded material is accomplished by shifting and releasing the rewind lever. Upon release, the recorder automatically goes back into the play mode for repeat listening.

Tape Happenings

Gibbs Sound Products, subsidiary of California Auto Radio, Downey, Calif., has named the following representatives to handle automotive/electronic equipment: **Electro-Tek Sales** in Montana, Wyoming, Utah, Colorado, New Mexico and Idaho; **Roach & Associates** in Kansas, Iowa, Missouri and Nebraska; **Foodym & Associates** in northern California and northern Nevada; **Sal Bova Sales** in Arizona and Las Vegas; and **Bob and Art Lee** in Washington and Oregon.

Topps Selling 2 Mono Units

MIAMI—Topps Electronics has introduced two monaural 8-track players as part of its new line of Juliette branded products.

Model 8TP-527 retails at under \$50, while 8TPR-528 featuring an AM radio retails at \$62.95. The 8TP-527 is available in red, blue and olive green, and the 8TPR-528 comes in charcoal gray.

APRIL 8, 1972, BILLBOARD

Japanese Entry Bodes U.K. Marketing Changes

LONDON—A prediction of "radical changes in the marketing of tape hardware in the next two or three years" was made by Philip Ashworth, chairman of the British Tape Industry Association.

"There is already a discernable emphasis on the part of Japanese producers to come here and do their own manufacturing," he said.

The result would be a much tighter control of trading terms. This would, in turn, bring about a decline in "exaggerated discounts" which would become mainly associated with "products of lower quality and companies of lesser repute."

Giving his opinions about the prices and profitability of stocking

prerecorded tape, Ashworth said, "I have never encountered a marketing situation where there is a new product available at lesser discounts than its predecessor, innovative products should carry higher margins," he stated. "Until that happens, it will be a considerable brake on the whole situation."

The biggest problem facing dealers interested in stocking tape is that they couldn't make enough money, even to the extent of finding the handling of software an unprofitable venture, Ashworth said.

One way around the problem is to stock hardware as well as software, thereby becoming a "tape one-stop operation," he said. "Going half-way is dangerous."

Software/Hardware Adjacency Aids Sale

LOS ANGELES—Retailers have learned to marry tape hardware and software.

Physical integration of the two, promotion of both in ads and tie-in gimmicks are being used successfully by a growing number of dealers.

Although proximity between tape hardware and software would be a prerequisite to a happy sales marriage, many retailers still keep tape and equipment a good distance apart.

Sam Goody's, with two store locations across the street from one another in Manhattan, very definitely identifies its tape software with its hardware by including all tape software in the audio department instead of in the record outlet across the street.

On the other end of the spectrum, mass merchandisers, like Korvettes (34th Street location in New York), separate the hardware and software on opposite ends of the selling floor with no integration of merchandise.

Other New York-based stores, including Alexander's and Gimbels, have isolated tape equipment in a section of the camera department, but still keep their tape software with disks.

Tape clubs have epitomized the marriage between hardware and software, but some retailers, notably car stereo outlets, have come close.

Wally Stereo Tape City, New York, merchandises tape software with its car stereos. It offers an 8-track player, which uses the car radio's amplifier and speakers, at

\$29.95. The monophonic unit offers a lifetime guarantee and comes with the same heads and transport mechanism found in two major U.S. manufacturers auto tape units.

The unit is not used to sell up, but instead to acquaint customers with 8-track tape. The store originally tried a shotgun approach to unite its hardware and software by offering the player free with the purchase of 10 discounted prerecorded tapes.

Wally has 40,000 tapes and 9,000 selections in stock, each with a one-year guarantee and discount-price.

Carl Payne, manager of Schirmer Sound Center, New York, an audio retailer, said, "What customers desperately need is education, not an introduction to the tape medium."

"Our merchandise is intermingled somewhat, but we don't like to bargain," Payne said. "Many of our customers are musicians and their standards are higher than the average consumer."

"We expose customers to their needs first and then show them what is available both in hardware and software to match their requirements."

Wellington Tape Centers, a 20-outlet car home stereo chain, practices another form of merchandise mix.

In order to insure a customer returns for software, the company will, on occasion, give hardware purchasers a coupon good for a discount on software. "It insures a return visit, but eliminates the burden placed on the customer of

STEREO

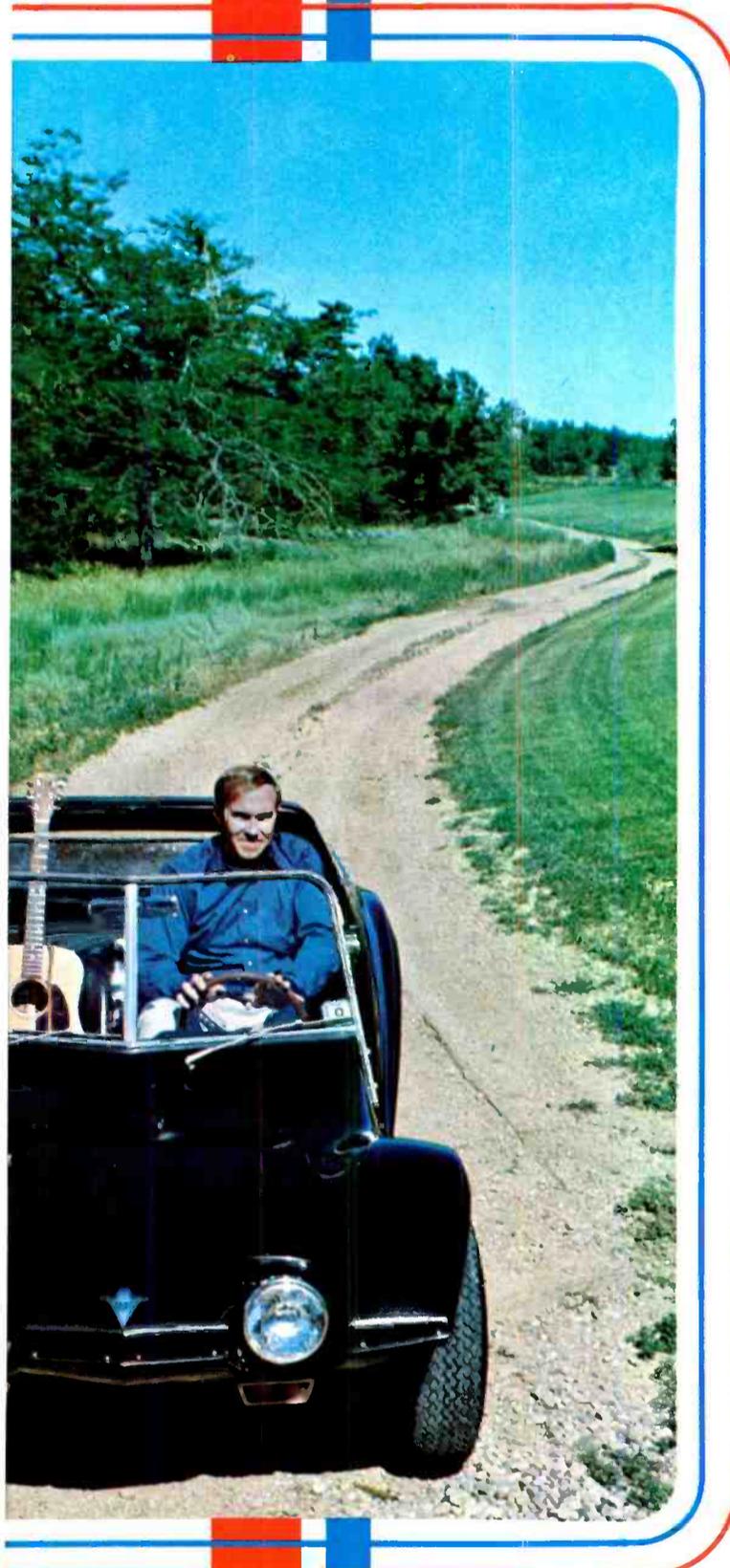
GRAMM

Harrison

Spirit Movin'

Records

PRESENTERS



IS

- R-18
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- R-28
- R-28
- R-24

Kobs;

Cartridge: (2 home models); (1 portable model)
 Cassette: (1 home model); (1 portable model)
 Brand name: Amico
 Aristocrat: see Dejay
 Arvin Inds. Inc., 1531 13 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Pres.: Eugene Anderson; Sales Mgr.: Harlan Scheidt; Adv. Mgr.: Glenn Flint.
 Cartridge: (6 home models) 8-tr.; (2 portable models) 8-tr. Price range: \$69.95-\$149.95
 Cassette: (4 portable models). Price range: \$29.95-\$79.95
 Brand name: Arvin.
 Product: Quadrasonic adaptors.
 Astropulse: see Marshall Electronics.
 Audiosonic Corp. (div. of Amertape Corp.), 807 Railroad Ave., Asbury Park, N.J. 07712. Tel: (201) 988-7771. Pres.: Ike Cabasso; Sales Mgr.: Ralph Kraiem.
 Cartridge: (2 auto models) 8-tr.; (6 home models) 5 B-tr.; 1 quadrasonic 8-tr.; discrete; (2 portable models) 8-tr. Price range: \$20.00-\$125.00
 Cassette: (2 portable models). Price range: \$24.95-\$59.95
 Brand name: Audiosonic.
 Audiovox Corp., 150 Marcus Blvd., Hauppauge, L.I., N.Y. 11787. Tel: (516) 231-7750. Pres.: John Shalam; VP

Cartridge: (3 auto models) 8-tr.; (3 home models) 8-tr.; (8 portable models) 8-tr. Price range: \$49.95-\$119.95
 Cassette: (2 portable models). Price range: \$79.95-\$109.95
 Brand name: Belar.
 Bell & Howell Co., 7235 N. Linder, Skokie, Ill. 60076. Tel: (312) 677-2100. Consumer Electronics Sales Mgr.: Joseph T. Kazimer.
 Cartridge: (2 home models) 1 B-tr.; 1 quadrasonic 8-tr.; discrete; (2 portable models) 8-tr. Price range: \$79.95-\$169.95
 Cassette: (1 home model); (11 portable models). Price range: \$29.95-\$254.95
 Brand name: Bell & Howell.
 Beltok: see Teloem.
 Bentley: see GCL Mercantile.
 Boman Astrosonix (div. of California Auto Radio), 9426 Stewart & Gay Rd., Downey, Calif. 90241. Tel: (213) 923-9846. Pres.: Robert Maniaci; VP Sales & Mktg.: Jim Russo; Adv. Mgr.: Milt Mohr.
 Cartridge: (1 auto model) 8-tr.; quadrasonic 8-tr.; discrete; (1 home & auto model) 8-tr. Price range: \$89.95-\$99.95

discrete; (4 portable models) 8-tr. Price range: \$49.95-\$300.00
 Cassette: (5 portable models)
 Brand name: Channel Master.
 Claricon: see Gladding-Claricon.
 Columbia Masterwork, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Sales & Dist. Dir.: Donald England.
 Cartridge: (9 home models) 6 B-tr.; 3 quadrasonic 8-tr.; matrix; (2 portable models) 8-tr. Price range: \$49.95-\$299.95
 Cassette: (1 home model); (4 portable models). Price range: \$39.95-\$99.95
 Open reel: (1 portable model) 2-tr. Price: \$149.95
 Brand name: Masterwork.
 Product: Quadrasonic adaptors.
 Commodore Import Corp., 507 Flushing Ave., Brooklyn, N.Y. 11205. Tel: (212) 522-3407. Pres.: Sandy Schneider; Gen. Mgr.: Jack Schneider; Contact: Mike Simon.
 Cartridge: (2 auto models) 8-tr.; (1 home model) 8-tr. Price range: \$30.00-\$50.00
 Cassette: (4 portable models). Price range: \$16.88-\$89.95
 Brand name: Commodore.

art Scholle, VP Sales; Hy Foster, Sales Mgr.; Irv Murray; Adv. Mgr.: Herb Zucker.
 Cartridge: (1 home model) 8-tr. Price: \$59.95
 Cassette: (5 portable models). Price range: \$29.95-\$79.95
 Brand name: Elgin.
 Oenon Div., Nippon Columbia Corp. of America, 6 E. 43 St., New York, N.Y. 10017. Tel: (212) 661-5530. Pres.: Unosuke Mura; VP Sales & Adv.: Milton Dolnick; Sales Admin. Mgr.: Shojo Kyutoku.
 Cartridge: (2 home models) 8-tr. Price range: \$179.95-\$229.95
 Cassette: (2 home models); (2 portable models). Price range: \$24.95-\$249.95
 Brand name: Denon.
 Product: Quadrasonic adaptors.
 Devon: see Peerless Telerad.
 Dynavox Electronics Corp., 40-05 21 St., Long Island City, N.Y. 11101. Tel: (212) 786-3770. Pres.: Joseph Dworken; Sales Mgr.: Irving Pincus.
 Cartridge: (2 home models) 8-tr. Price range: \$44.95-\$119.95

Continued on page TR-3



CREATIVE PACKAGING'S OPEN-AND-SHUT CASE FOR CASSETTES

Exhibit "A"

The box. Made of heat resistant, medium impact polystyrene, it's designed to protect, store and rack all cassettes. The highest quality cassette case available today at competitive prices. And backed by a complete packaging design and manufacturing facility.

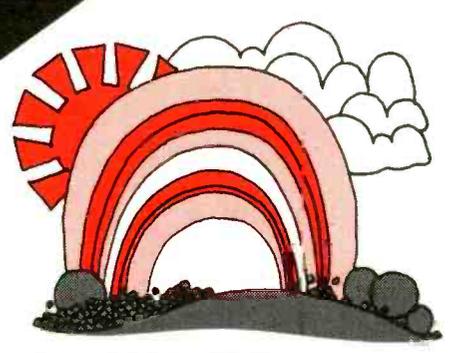


Exhibit "B"

The colors. Select your own case-look with an opaque base available in seven of Creative Packaging's standard colors or in an endless array of special colors.



Exhibit "C"

The name. Imprint the case cover or backbone with your own logo, company name, cassette title or what-have-you. Creative's facilities and experience in hotstamping assure highest quality workmanship. We will reproduce your art or will help with graphic concepts keyed to your special promotional objectives.

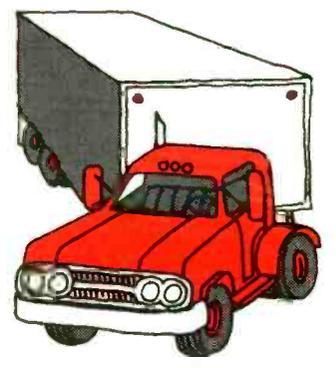
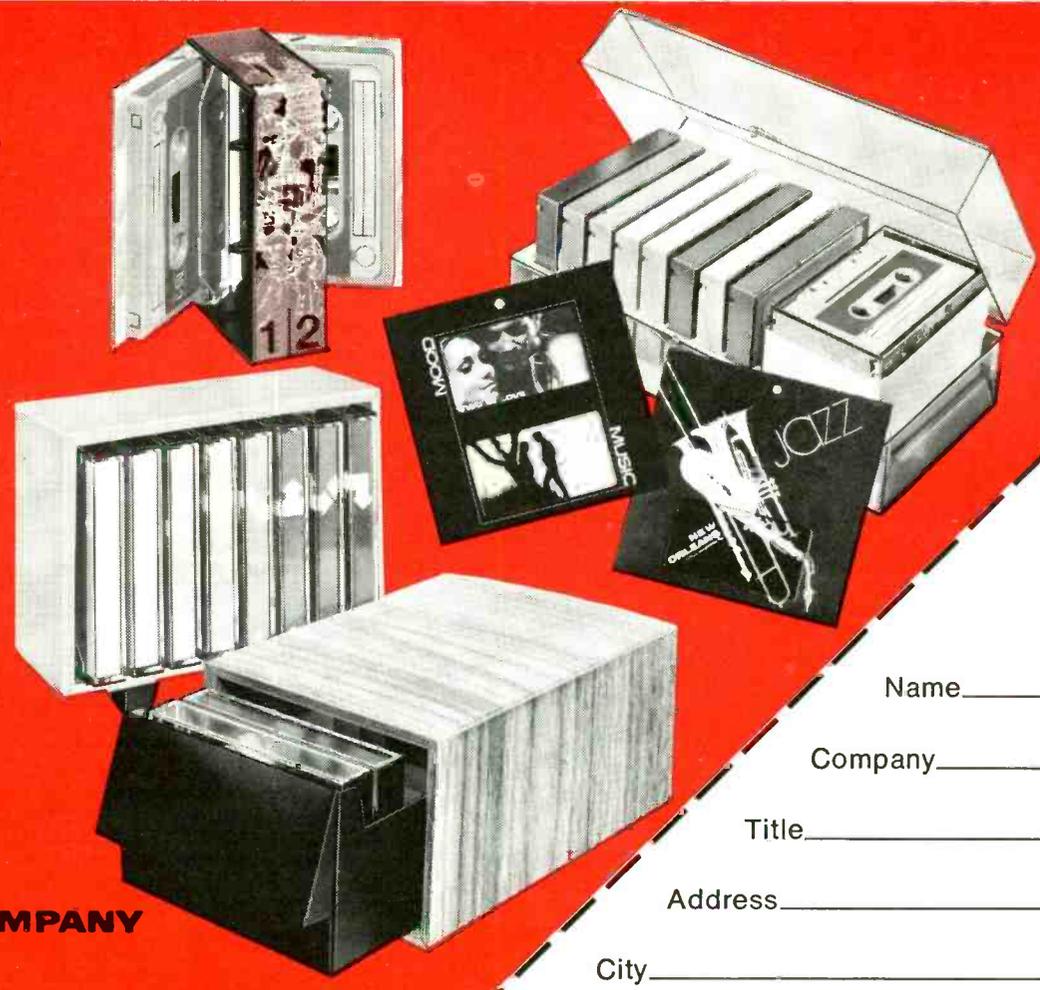


Exhibit "D"

Stock availability. Creative's new cases are ready for quick delivery on small or large orders from stock. Stock case features crystal clear cover and black base.

Summation

The conclusive facts are that there's really no limit to what Creative Packaging can do to customize, display or store your cassettes. There's the "bookbinder" with two cases joined back-to-back, a file drawer, miniature bookshelf, cassette merchandiser card, or library box. And that's just a sampling of what imagination with paperboard and plastic can do at Creative. Whatever your marketing objective, Creative Packaging's ideas for visual excitement and functional convenience can sparkle your cassette promotions and brighten profit potential.



Please send me your new Case for Cassettes idea folio by return mail.



CREATIVE PACKAGING COMPANY

A Division of Eli Lilly and Company
P. O. Box 444, Indianapolis, Ind. 46206

Name _____
 Company _____
 Title _____
 Address _____
 City _____ State _____ Zip _____

PLAYBACK EQUIPMENT

Continued from page TR-1

Brand name Dynavox
Oyn Electronics Inc. 3095 NW 77 Ave. Miami Fla 33122 Tel (305) 885 0711 Pres. Charles Dascal Gen & Adv Mgr. S. Yuken Sales Mgr. Ray Lavin
Cartridge (12 auto models) 11 8 tr 1 quadrasonic 8 tr —matrix (1 home model) 10 8 tr 1 quadrasonic 8 tr —matrix (5 portable models) 8 tr
Cassette (1 home model) (3 portable models)
Brand name Dyn
E 1 see Electronic Inds
Eastern Specialties Corp. 169 Rt. 46 Dover N.J. 07801 Tel (201) 361 7990 Pres. Bob Kenny
Cartridge (3 auto models) 8 tr (4 home models) 8 tr (2 portable models) 8 tr
Cassette (2 portable models)

Brand name Electro
Electro Radio Corp. 95 New Hook Rd. Bayonne N.J. 07002 Tel (201) 436 7332 NYC Tel (212) 675 7640 Pres. Richard Beda Gen Mgr. David Silverman Sales Mgr. Jules K. Roth
Cartridge (3 home models) 2 8 tr 1 quadrasonic 8 tr —discrete (2 portable models) 8 tr Price range \$30.00—\$120.00
Cassette (1 home model) (4 portable models) Price range \$24.95—\$150.00
Open reel (1 portable model) 2 tr Price \$12.95
Brand name Electro Radio
Electro Brand Inc. 2340 W. Nelson Chicago Ill. 60618 Tel (312) 549 5825 Pres. Sam Dryg VP Richard Eitel son

Cartridge (4 auto models) 3 8 tr 1 quadrasonic 8 tr —discrete (10 home models) 9 8 tr 1 quadrasonic 8 tr —discrete (4 portable models) 8 tr Price range \$49.95—\$199.95
Cassette (1 home model) (5 portable models) Price range \$29.95—\$149.95
Brand name Electro Brand
Product Quadrasonic adaptors
Electron Inc. 3412 N. River Rd. Franklin Park Ill. 60131 Tel (312) 242 1633 Pres. Jack Halleck VP & Adv Mgr. R. H. Juhn Sales Mgr. Robert Cole
Cartridge (140 home models) 8 tr (6 portable models) 8 tr Price range \$25.00—\$250.00
Brand name Electone & private brands
Electronic Inds Inc. 137 W. 154 St. South Holland Ill. 60473 Tel (312) 339 6263 Pres. William R. Sadtel Sales & Mktg. Dir. Ray E. Hauch Adv. Mgr. Jack R. Sadtel

Cartridge (2 auto models) 1 8 tr 1 quadrasonic 8 tr —discrete (1 home model) 8 tr (1 portable model) 8 tr Price range \$29.95—\$129.95
Brand name Electro Brand
Product Quadrasonic adaptors
Electrographic see Morse Electro Prods
Elgin see Delmonico
Emerson Television Sales Corp. 66 Field Point Rd. Green wich Conn 06830 Tel (203) 661 1900 Pres. J.V. McKee Sales Mgr. VP. Branson Adv. Mgr. A. Rosen

Cartridge (5 home models) 4 8 tr 1 quadrasonic 8 tr —matrix (2 portable models) 8 tr Price range \$60.00—\$300.00
Cassette (1 home model) (3 portable models) Price range \$30.00—\$200.00
Brand name Emerson
Encorder see Caltrate
Encore see Caltrate
Faraday Inc. 805 S. Maumee St. Tecumseh Mich 49286 Tel (313) 423 2111 Pres. Fred J. Klun Sales Mgr. Dale C. Koopman Adv. Dir. A. B. Thomas
Cartridge (6 auto models) 8 tr (3 home models) 8 tr Price range \$38.00—\$113.00
Cartridge (3 auto models) (4 home models) (5 portable models) Price range \$20.00—\$169.95

Brand names Faraday, Orionics
Federal Transistor Co. Inc. 519 S. Broadway Los Angeles Calif 90013 Tel (213) 625 1304 Pres. Ray Pinto Sales Mgr. David Munqua
Cartridge (2 auto models) 1 4 8 tr compatible 1 8 tr (4 home models) 8 tr (1 portable model) 8 tr Price range \$49.95—\$69.95
Cassette (4 portable models) Price range \$19.95—\$49.95
Brand name Federal
Fisher Radio 11 40 45 Rd. Long Island City N.Y. 11101 Tel (212) 937 2100 Pres. Don Harper Sales Mgr. W. Kist

Cartridge (1 home model) quadrasonic 8 tr —matrix Price \$169.95
Cassette (1 home model) w/ noise reduction system—Dolby Price \$229.95
Brand name Fisher
Product Quadrasonic adaptors
Anha. Fulmer Co. 260 Monroe Ave. Memphis Tenn 38101 Tel (901) 525 5711 Pres. Arthur Fulmer Jr. Sales Mgr. Ron Edmundson Adv. Mgr. Jerry Aubu chon

Cartridge (8 auto models) 7 8 tr 1 quadrasonic 8 tr —discrete (3 home models) 8 tr (4 portable models) 8 tr
Cassette (17 auto models) (2 portable models)
Brand names Arthur Fulmer—Stereosonic
G. C. L. Mercantile Corp. 36 Utter Ave. Hawthorne N.J. 07057 Tel (201) 427 3114 Owners Charles & Har old Chapler Sales Charles Frost
Cartridge (10 home models) 8 tr Price range \$49.95—\$499.95
Brand names Bentley & private brands
G. T. E. Sylvania Inc. 700 Ellicott St. Batavia N.Y. 14020 Tel (716) 343 3470 Stereo Prods Mktg. Mgr. William C. Sullivan Sales Mgr. G. L. Thompson Adv. Mgr. W. R. Dixon

Cartridge (10 home models) 8 tr Price \$149.95
Cassette (3 home models) (4 portable models) Price range \$29.00—\$159.00
Brand name Sylvania
Product Quadrasonic adaptors
General Electric Co. Audio Electronics Prods Dept. North- 406 Concourse North Syracuse N.Y. 13212 Tel (315) 456 2049 Pres. F. J. Borch Sales Planning Mgr. J. Mendelsohn Sales Mgr. R. T. Gratton Adv. Mgr. N. H. Huey

Cartridge (9 home models) 7 8 tr 2 quadrasonic 8 tr —discrete (2 portable models) 8 tr Price range \$49.95—\$499.95
Cassette (3 home models) 1 w/ noise reduction system—Noise Suspension (13 portable models) Price range \$27.95—\$449.95
Brand name General Electric
Gibbs Sound Prod. (div. of California Auto Radio Inc.) 101 Rockport Rd. Janelville Wis 53545 Tel (608) 756 2329 Pres. Robert Maniaci Mdsq. & Adv. Mgr. How ard J. Sayre Sales Mgr. Stan Surlow
Cartridge (6 auto models) 8 tr (1 home model) 8 tr Price range \$29.95—\$99.95
Brand names Gibbs, Hammond
Product Quadrasonic adaptors
Gladding-Clarion Inc. 663 Dowd Ave. Elizabeth N.J. 07208 Tel (201) 289 4600 VP Sales Robert Kotovsky Gen. Mgr. David Rivkin Sales Admin. Mgr. K. T. Zades

Cartridge (7 home models) 6 8 tr 1 quadrasonic 8 tr —discrete & matrix Price range \$75.00—\$350.00
Brand name Clarion
Grundig Electronic Sales Inc. 355 Lexington Ave. New York N.Y. 10017 Tel (212) 661 2020 Sales Mgr. K. M. Emmet Adv. Mgr. W. L. Buhmann
Cassette (2 auto models) (1 portable model) Price range \$89.95—\$189.95
Open reel (3 home models) 4 tr (1 portable model) 2 tr Price range \$249.95—\$429.95
Brand name Grundig
Guild Radio & TV Corp. 460 N. Eucalyptus Ave. Inglewood Calif 90302 Tel (213) 678 7771 Pres. Jack A. Ackerman
Cassette (4 home models) Price range \$273.95—\$819.50
Brand name Guild
Hammond see Gibbs
Harm-Kardon Inc. 55 Ames Ct. Plainview L.I. N.Y. 11803 Tel (516) 681-4000 Pres. Herman Starobin VP Mktg. Leon Kubo Sales Mgr. John Kearney
Cartridge (1 home model) quadrasonic 8 tr —discrete Price \$169.95

Cassette (1 home model) w/ noise reduction system—Dolby B Price \$139.95
Brand name Harm-Kardon
Hitachi Sales Corp. of America 48 50 34 St. Long Island City N.Y. 11101 Tel (212) 361 3090 Pres. Eizo Matsumura VP Mktg. Morton M. Schwartz Sales Mgr. Gene Schillingler Adv. Mgr. Mr. Oshima
Cartridge (5 auto models) 8 tr (2 home models) 8 tr Price range \$54.95—\$94.95
Cassette (2 auto models) (2 home models) (7 portable models) Price range \$22.95—\$219.95
Brand name Hitachi
I. D. 1 see Inland Dynafonics
Inland Dynafonics Inc. 10 Horizon Blvd. South Hacken sack N.J. 07066 Tel (201) 641 3600 Pres. Samuel Levitt VP Donald Bein Sales Mgr. Maurice Powers
Cartridge (8 auto models) 8 tr (2 home & auto mod els) 8 tr Price range \$39.95—\$119.95
Cassette (1 auto model) Price \$94.95
Brand name ID 1
Product Quadrasonic adaptors
International Transistor Corp. (sub. of Major Electronics Corp.) 4140 Vanowen Pl. Burbank Calif 91504 Tel (213) 849 1337 Pres. Gene Gibbs VP Sales Al Siegal
Cartridge (2 home models) 8 tr Price range \$49.95—\$79.95

Cassette (3 portable models) Price range \$17.95—\$59.95
Brand name AITC
J. V. America Inc. 50 35 56 Rd. Massport N.Y. 11378 Tel (212) 392 4400 Pres. T. Masuda Mktg. Mgr. G. Obach Adv. Mgr. T. Tamaki (distributed by Del monico)
Cartridge (3 auto models) 1 8 tr 2 quadrasonic 8 tr —1 discrete & matrix 1 matrix (2 home models) quad rasonic 8 tr —discrete Price range \$49.95—\$249.95
Cassette (1 auto model) (1 home model) (9 portable models) Price range \$29.95—\$99.95
Brand name JVC
Juliette see Topp
Katione Corp. 37 W. 28 St. New York N.Y. 10001 Tel (212) 889 6240 Pres. Maurice Katz Sales Mgr. Jack Katz

Cartridge (6 auto models) 5 8 tr 1 4 8 tr compatible (1 home model) 8 tr (1 portable model) 8 tr Price range \$29.00—\$99.00
Cassette (2 portable models) Price range \$30.00—\$39.00
Brand name Kenwood
Kenwood Electronics Inc. 15777 S. Broadway Gardena Calif 90248 Tel (213) 323 1400 Pres. George T. Ariatani Sales Mgr. William Kasuga
Cassette (2 home models) 2 tr w/ noise reduction sys- tem—Dolby
Open reel (2 home models) 1 4 tr 1 quadrasonic—dis crete
Brand name Kenwood
Product Quadrasonic adaptors
Keynote see B&B Sales
Kraaco Prods Inc. 24 11 N. Santa Fe Ave. Compton Calif 90224 Tel (213) 774 2550 Pres. Laurence M. Kraanes VP Sales Steve Kraanes Adv. Mgr. Owen Gil liran

Cartridge (11 auto models) 8 tr (3 portable models) 8 tr Price range \$39.95—\$139.95
Cassette (2 auto models) Price range \$99.95—\$119.95
Brand name Kraco
Product Quadrasonic adaptors
Lafayette Radio Electronics 111 Jericho Tpk. Syosset L.I. N.Y. 11791 Tel (516) 921-7700 Bd. Chm. A. Bergman Pres. Leonard Pearman Sales Mgr. M. Gle berman Adv. Mgr. C. Piotrowski
Cartridge (2 auto models) 8 tr (8 home models) 8 tr Price range \$49.05—\$268.45
Cassette (2 home models) (6 portable models) Price range \$20.99—\$238.09
Brand name Lafayette
Product Quadrasonic adaptors
Lake Electronics Inc. 8504 Lyndon Detroit Mich 48238 Tel (313) 834 2660 Pres. & Sales Mgr. Leo Kassin Adv. Mgr. Jack Kassin
Cartridge (2 auto models) 8 tr (2 home models) 8 tr (1 portable model) 8 tr Price range \$29.95—\$129.95
Cassette (1 portable model) Price \$25.00
Brand name Lake
Lear Jet Stereo Inc. 6888 S. Plumer Tucson Ariz 85706 Tel (602) 294 4461 Pres. Edward G. Campbell VP Mktg. & Advertising William Williams
Cartridge (7 auto models) 8 tr (4 home models) 8 tr (2 portable models) 8 tr Price range \$39.95—\$249.95
Brand name Lear Jet
Lloyd's Electronics Inc. 5 Paul Kohner Pl. East Paterson N.J. 07407 Tel (201) 791 8100 Pres. Abe Zagha Sales Mgr. Thomas J. Pacon
Cartridge (3 auto models) 2 8 tr 1 quadrasonic 8 tr —matrix (5 home models) 4 8 tr 1 quadrasonic 8 tr —matrix (1 portable model) 8 tr Price range \$60.00—\$250.00
Cassette (11 auto models) (4 portable models) Price range \$20.00—\$50.00
Brand name Lloyd's
M. G. A. Div. Mitsubishi Int'l Corp. 7045 N. Ridgeway Ave. Lincolnwood Ill. 60465 Tel (312) 973 2000 Mktg. Dir. Gordon C. MacDonald Adv. & Mdsq. Mgr. M. B. Swallenberger
Cartridge (11 home model) 8 tr Price \$169.95
Cassette (3 portable models) Price range \$39.95—\$49.95
Brand name MGA
M. P. Audio Corp. Fairfield Conn 06430 Tel (203) 268 4385 Pres. M. Panewick
Cassette/open reel (1 home model) available as cas sette or open reel 4 tr Price \$430.00
Brand name MP Audio
Magnavox Consumer Electronics Co. 345 Park Ave. New York N.Y. 10022 Tel (212) 758 6600 Pres. George H. Ferrell Sales Mgr. James Egan PR Mgr. Richard Bu ke
Branch Fort Wayne, Ind. 1700 Magnavox Way Zip 46805 Tel (219) 432 6511 Adv. Mgr. Karl Car- tiens Prod. Mgr. Stanley F. Gray
Cartridge (9 home models) 8 tr
Cassette (3 home models) (8 portable models)
Open reel (2 home models)
Brand name Magnavox
Major Electronics Corp. 649 39 St. Brooklyn N.Y. 11232 Tel (212) 854 2100 Pres. Stephen Lane Sales Mgr. J. D. Mandrell
Cartridge (2 home models) 8 tr
Brand name Major
Marlin Radio Corp. 45 W. 27 St. New York N.Y. 10001 Tel (212) 686-8630 Pres. Morris Dweck VP & Sales Mgr. Elliot Dweck Adv. Mgr. Jack Wellington
Cartridge (6 home models) 5 8 tr 1 quadrasonic 8 tr —discrete (3 portable models) 8 tr Price range \$29.00—\$129.00
Cassette (1 portable model) Price \$24.95
Brand name Marlin
Marshall Electronics Inc. Astropulse Div. 7440 N. Long Ave. Skokie Ill. 60076 Tel (312) 583-6060 Gen. Mgr. Michael Bisulca
Cartridge (5 auto models) 4 8 tr 1 quadrasonic 8 tr (1 home model) 8 tr Price range \$39.95—\$164.95
Brand name Astropulse
Martel Electronics 2339 S. Cotner Ave. Los Angeles Calif 90064 Tel (213) 479 4491 Pres. David Krechman Sales Mgr. George A. Rose
Cassette (1 home model) Price \$510.95
Open reel (3 home models) available as 4 tr or 2 tr (1 portable model) available as 4 tr or 2 tr Price range \$417.45—\$576.00
Brand name Usher
Masterwork see Columbia Masterwork
Matsushita Electric Corp. of America, 200 Park Ave. New York, N.Y. 10017 Tel (212) 973 5700 Pres. H. Ya- mato Sales Mgr. Jeffery C. Berkowitz Adv. Dir. Russ Johnson
Cartridge (9 auto models) 8 8 tr 1 quadrasonic 8 tr —discrete (5 home models) 4 8 tr 1 quadrasonic 8 tr —discrete Price range \$49.95—\$399.95
Cassette (3 auto models) (4 home models) (13 por- table models) Price range \$29.95—\$329.95
Brand name Panasonic
Major Sound Prods. Inc. 666 W. Kinzie St. Chicago Ill 60610 Tel (312) 423-8050 Bd. Chm. Art Braver Pres. Gary Braver Mktg. Dir. East. Larry Hartman Mktg. Dir. West. Skip Braver
Cartridge (8 home models) 8 tr (6 portable models) 8 tr Price range \$29.95—\$199.95
Cassette (3 portable models) Price range \$24.95—\$49.95
Brand name Mayfair
Mecca see Mikado
Mercury Electronics Corp. 315 Roslyn Rd. Mineola L.I. N.Y. 11501 Tel (516) 742-5400 Bd. Chm. Stanley Abrams Pres. Fred Abrams Exec. VP & Sales Mgr. H. Rich
Cartridge (11 home models) 8 tr (4 portable models) 8 tr Price range \$39.95—\$279.95
Brand name Westbury
Mercury/Fax see Pax
Midland see Micotron
Metro Sound (div. of RS Inds. Inc.), 4861 Santa Monica Blvd. Los Angeles Calif 90029 Tel (213) 664 1908 Pres. Ralph Slotnick Sales Mgr. Manny Cavello
Cartridge (12 auto models) 3 4 8 tr compatible, 8 8 tr 1 quadrasonic 8 tr —matrix (3 home models) 8 tr (3 portable models) 8 tr Price range \$29.95—\$139.95
Cassette (2 auto models) (2 portable models) Price range \$19.95—\$179.95
Brand names Metro Sound (MS)
Product Quadrasonic adaptors
Micotron (div. of Midland Int'l Corp.) 1909 Vernon North Kansas City Mo 64116 Tel (816) 842-0511 Pres. Edward L. Benson Sales Mgr. Donald C. Brown Jr., Regional Sales Mgr. Joseph A. Mandile Adv. Mgr. Rob ert A. Caldwell
Cartridge (10 home models) 9 8 tr 1 quadrasonic 8 tr —discrete (2 portable models) 8 tr Price range \$59.00—\$199.00
Cassette (5 portable models) Price range \$19.00—\$79.00
Brand name Midland
Muda Electronics 2 Hammarskjöld Plaza New York N.Y. 10017 Tel (212) 973-4905 Sales Mgr. Jerry Met- zler
Cartridge (4 home models) 8 tr Price range \$99.95—\$219.95
Brand name Muda
Mikado Electronics Corp. 1072 Bryant St., San Francisco Calif 94103 Tel (415) 861 1811 Pres. & Adv. Mgr. Edwin Samn Ass't Sales Mgr. Paulette S. Minch
Cartridge (7 auto models) 8 tr 1 quadrasonic 8 tr —discrete (2 home models) 8 tr 1 quadrasonic 8 tr —discrete Price range \$29.95—\$119.95
Brand name Mikado
Cassette (2 home models) Price range \$120.00—\$200.00
Brand names Mikado, Mecca
Milovac Int'l Co. Inc. 4215 W. 45 St. Chicago Ill. 60632 Tel (312) 254 7900 Pres. Nicholas Milovac VP

Mktg. J.R. Peterson
Cartridge (3 portable models) 8 tr (7 home models) 8 tr Price range \$49.95—\$199.95
Brand names AIWA, Milovac
Cassette (5 auto models) (4 home models) (14 port- able models) Price range \$24.95—\$199.95
Brand names AIWA, Milovac
Open reel (1 portable model) 4 tr Price \$219.95
Brand name AIWA
Morse Electro Prods Corp. 101 10 Foster Ave. Brooklyn N.Y. 11236 Tel (212) 949-4343 Pres. Philip Morse Adv. Dir. Howard Cuveron
Cartridge (64 home models) 60 8 tr 4 quadrasonic 8 tr (3 portable models) 8 tr Price range \$100.00—\$470.00
Brand name Electrophonic
Motorola Automotive Prods. 9401 W. Grand Ave. Franklin Park Ill. 60131 Tel (312) 451 1000 Pres. Oscar P. Kusisto Mktg. Dir. C. J. Gentry Sales Mgr. T. P. Car- roll Adv. Mgr. George Mahoney
Cartridge (41 auto models) 40 8 tr 1 quadrasonic 8 tr —discrete (23 home models) 19 8 tr 4 quadrasonic 8 tr —discrete (3 portable models) 8 tr Price range from \$39.95

Brand names Motorola & private brands
Open reel (2 home models) 4 tr
Brand name Motorola
Munz Stereo Corp. of America 7715 Denmore Ave. Van Nuys Calif 91406 Tel (213) 989 5000 Pres. Barney Phillips VP H. B. Fenenbock Sales Mgr. Reg- ge Williams
Cartridge (8 auto models) 8 tr (4 home models) 3 8 tr 1 4 8 tr compatible (1 portable model) 8 tr Price range \$39.95—\$139.95
Cassette (2 auto models) (1 home model) (1 portab- le model) w adaptor for 8 tr Price range \$59.95—\$89.95
Brand name Munz
Mura Corp. 50 S. Service Rd. Jericho L.I. N.Y. 11753 Tel (516) 334 2700 Pres. Everett Gellert VP Sales Edwin Wersl Jr. Adv. Edward Bassuk
Product Quadrasonic adaptors
Nordmeide see Sterling Hi Fidelity
Norelco see North American Philips
North American Foreign Trading Corp. 1115 Broadway New York N.Y. 10010 Tel (212) 255 5400 Pres. Maurice Lowinger Mgr. Andrew Lowinger
Cartridge (2 auto models) 8 tr (5 home models) 8 tr (3 portable models) 8 tr Price range \$39.00—\$195.00
Cassette (2 portable models)
Open reel (1 portable model) 2 tr Price \$19.95
Brand name Unisonic
North American Philips Corp. 100 E. 42 St. New York N.Y. 10017 Tel (212) 697 3600 Home Entertainment & Tape Adv. Mgr. Tony Reynes Adv. Dir. George A. Gaines
Cassette (3 home models) (4 portable models) Price range \$24.95—\$199.95
Brand name Norelco
Nuvox Electronics Corp. 150 Fifth Ave. New York N.Y. 10011 Tel (212) 243 2110, 1161 Pres. Edmond Sassoun Sales & Adv. Mgr. Abr. Linadon
Cartridge (4 auto models) 8 tr (5 home models) 8 tr (3 portable models) 8 tr Price range \$39.95—\$299.95
Brand name Nuvox
Olympic Int'l Ltd. 89 89 Union Tpk. Glendale N.Y. 11227 Tel (212) 261 9300 Pres. Herb Kabat VP Stanley R. Seltzer Sales Mgr. Ber. Jacobs Adv. Mgr. Gerald Wisset
Cartridge (13 home models) 8 tr (1 portable model) 8 tr Price range \$120.00—\$200.00
Orionics see Faraday
Panasonic see Matsushita
Pax Tel. 5125 Church St. Skokie Ill. 60076 Tel (312) 966 1690 Pres. Harry Gray VP Sales Jack Dewis
Cartridge (2 auto models) 8 tr (4 home models) 8 tr Price range \$29.95—\$249.95
Cassette (6 portable models) Price range \$29.95—\$79.95
Brand name Mercury Pax
Peerless Telerad Inc. (sub. of Dero Inds.) 37 15 61 St. Woodside N.Y. 11377 Tel (212) 729 1515 Pres. Samuel Cohen Gen. Mgr. Harvey L. Stetson Sales Mgr. Ralph Setton
Cartridge (6 auto models) 5 8 tr 1 quadrasonic 8 tr —discrete (21 auto models) 8 tr (3 portable models) 8 tr Price range \$29.95—\$279.95
Brand names Peerless, Devon
Cassette (1 home model) (2 portable models) Price range \$29.95—\$199.95
Brand name Peerless
Penncrest see J.C. Penney
J. C. Penney Co. Inc. 1301 Ave. of the Americas New York N.Y. 10019 Tel (212) 957-4321 Pres. C. Wright Home Electronics Dept. Head K. Matthews Home Stereo Equip. Buyer Robert Reynolds
Cartridge (5 home models) 4 8 tr 1 quadrasonic 8 tr —discrete (5 home models) 8 tr Price range \$119.95—\$249.95
Cassette (2 home models) Price range \$199.95—\$299.95
Brand name Penncrest
Philco-Ford Corp. C & Tioga St. Philadelphia Pa 19134 Tel (215) 443-5015 Mktg. Mgr. Charles S. Gill
Cartridge (5 home models) 4 8 tr 1 quadrasonic 8 tr —discrete
Brand name Philco Ford
Pilot Radio-Television Corp. (sub. of National Union Electric Corp.) 66 Field Point Rd. Greenwich Conn 06830 Tel (203) 661 1900 VP & Sales Mgr. William Hooper
Cartridge (1 home model) 8 tr Price \$119.95
Cassette (1 home model) Price \$169.95
Brand name Pilot
Qatron Corp. 12000 Old Georgetown Rd. Rockville Md 20852 Tel (301) 881 1810 Pres. & Sales Mgr. Dan- iel A. Horns Adv. Mgr. William Hooper
Cartridge (2 home models) 8 tr Price range \$180.00—\$300.00
Brand name Qatron
R. C. A. Sales Corp. 600 N. Sherman Rd. Indianapolis Ind 46201 Tel (317) 635-9000 Pres. Harvey Ludwig Sales Mgr. M. E. Kramer Radio/Tape Prod. Planning Admin. A. F. Ashworth Adv. Mgr. R. E. Eddy
Cartridge (9 home models) 5 8 tr 1 quadrasonic 8 tr —discrete (3 portable models) 8 tr Price range \$49.95—\$299.95
Cassette (8 portable models) Price range \$29.95—\$79.95
Open reel (2 home models) 4 tr (1 portable model) 2 tr Price range \$19.95—\$249.95
Brand name RCA
R. S. C. see Royal Sound Co.
Radio Shack (A Tandy Corp.) 2617 W. Seventh St. Fort Worth, Tex 76107 Tel (817) 335-3211 Pres. Lewis F. Kornfeld Jr. Gen. Mdsq. Mgr. Bernard Appel Adv. Mgr. Larry Blostein
Cartridge (5 auto models) 4 8 tr 1 quadrasonic 8 tr —discrete (6 home models) 3 8 tr 3 quadrasonic 8 tr —discrete (2 portable models) 2 8 tr Price range \$49.95—\$169.95
Brand names Realistic, Allied
Cassette (2 auto models) (5 home models) 1 w/ noise reduction system—Dolby (12 portable models) Price range \$24.95—\$199.95
Open reel (1 home model) 2/4 tr compatible, (1 port- able model) 2 tr Price range \$59.95—\$179.95
Brand name Realistic
Product Quadrasonic adaptors
Ramson Trading Co. Inc., 1185 Broadway, New York, N.Y. N.Y. 10001 Tel (212) 679-9066 Pres. K. D. Ramsey Sales Mgr. M. K. Ramsey
Cartridge (4 auto models) 8 tr (2 home models) 8 tr (2 portable models) 8 tr Price range \$39.00—\$79.00
Cassette (1 home model) (4 portable models) Price range \$29.95—\$79.95
Brand name Sublime
Product Quadrasonic adaptors
Ranger see Tenna
Realistic see Radio Shack
Realtone see Soundesign
Resonic see B&B Sales
Revco Corp. 155 Michael Dr. Syosset, L.I. N.Y. 11791 Tel (516) 364-1900 Pres. Colm Hammond Sales Mgr. Stanley Somers, Adv. Mgr. Royce Richard PR Dir. Marsha Siegel
Open reel (1 home model) optional 2-tr or 4 tr, w/ noise reduction system—Dolby B, optional Price range \$79.00—\$1000.00
Cassette (1 home model) (1 portable model) Price range \$69.95—\$159.50
Brand name Dokorder
Open reel (6 home models) 4 tr Price range \$299.00—\$725.00
Brand name Dokorder
S. A. B. & U.S.A. William P. Co. 724 N. Seventh St. Allen town Pa 18102 Tel (215) 437 0537 Owner. Wil- iam Pany
Cassette (3 portable models) Price range \$75.00—\$120.00
Open reel (1 portable model) 2, 4 tr compatible Price \$92.00
Brand name SABA

Sanyo Electric Inc. 1200 W. Walnut St. Compton Calif 90220 Tel (213) 537 5830 VP H. P. Ladd Sales Mgr. S. Sulet
Cartridge (6 auto models) 5 8 tr 1 quadrasonic 8 tr —discrete & matrix (3 home models) 2 8 tr 1 quadraso- nic 8 tr —discrete & matrix Price range \$49.95—\$400.00
Cassette (3 auto models) (4 home models) (6 portab- le models) Price range \$79.00—\$300.00
Brand name Sanyo
Sharp Electronics Corp. 10 Keystone Pl. Paramus N.J. 07652 Tel (201) 265 5600 Exec. VP S. Kato VP Sales & Mktg. Gene Gold Mktg. Mgr. Charles H. Win- ter
Cartridge (3 home models) 8 tr Price range \$64.95—\$149.95
Cassette (3 home models) (9 portable models) Price range \$32.95—\$189.95
Open reel (2 portable models) 4 tr Price range \$179.95—\$299.50
Brand name Sharp
Sheraton Electronics Co. Inc. 310 Fifth Ave. New York N.Y. 10001 Tel (212) 244-3718 Pres. Herman Mar- sen Sales & Adv. Mgr. Jack M. Marsen
Product Quadrasonic adaptors
Sony see Superscope
Soundesign Corp. 34 Exchange Pl. Jersey City N.J. 07302 Tel (201) 434 1050 NYC Tel (212) 227 6040 Sr. VP Harry Franco Winthrop Audio Systems Div. VP Robert Winer Ass't VP Ron Tawil
Cartridge (13 home models) 8 tr (4 portable models) 8 tr Price range \$89.00—\$369.00
Brand names Realtone, Soundesign, Winthrop
Sparkomatic Corp. Milford Pa. 18337 Tel (717) 296 6444 Pres. Edward Anchel VP & Adv. Mgr. Richard A. Sabel Sales Mgr. Jim Pedranti
Product Quadrasonic adaptors
Standard Radio Corp. 60 09 39 Ave. Woodside N.Y. 11377 Tel (212) 651 5100 Pres. S. Matsumoto Sales Mgr. M. J. Kaplan Adv. Mgr. Y. Goto
Cartridge (1 home model) 8 tr Price \$129.95
Cassette (1 home model) (1 portable model) Price range \$44.95—\$199.95
Brand name Standard Radio
Sterling Hi Fidelity Inc. 22 20 40 Ave. Long Island City N.Y. 11101 Tel (212) 361 8989 Pres. Louis Silver VP Sales & Adv. Bob Silver
Cartridge (2 home models) 8 tr Price range \$99.95—\$149.95
Cassette (1 home model) (3 portable models) Price range \$59.95—\$179.95
Open reel (1 home model) 2 4 tr compatible Price \$299.95
Brand name Nordmeide
Sublime see Ramson Trading
Superscope Inc. 8150 Vineland Ave. Sun Valley Calif 91352 Tel (213) 767 9750 Pres. Joseph S. Tushinsky Sales Mgr. Paul Markoff Adv. Mgr. Alan Hirsch- field PR Dir. Florence S. Towers
Cartridge (1 auto model) quadrasonic 8 tr —discrete Price \$159.95
Cassette (2 auto models) (3 home models) (15 por- table models) Price range \$52.95—\$312.95
Open reel (5 home models) 2 tr 4 tr (1 portable model) 2 tr Price range \$169.95—\$419.95
Brand name Sony
Sylvania see GE Sylvania
Symphonix Radio & Electronix Corp. 100 John St. Lowell Mass. 08152 Tel (617) 454-7871 NYC Tel (212) 899 5800 Pres. N. Richard Miller Exec. VP Mktg. Ar- nold Singer Mktg. Serv. Or. Robert J. Higgins
Cartridge (3 home models) 8 tr Price range \$199.95—\$249.95
Cassette (3 home models) Price range \$199.00—\$268.00
Brand name Symphonix Radio
T. E. A. Corp. of America 7733 Telegraph Rd. Montebello Calif 90640 Tel (213) 726 0303 Pres. Tomoma Tani Sales Mgr. Mikio Matsubayashi Adv. Mgr. John Cook
Cassette (1 auto model) (1 home model)
T. M. A. Co. 1020 Noel Ave. Wheeling Ill. 60090 Tel (312) 537-5700 Pres. Daniel J. Dorn
Cartridge (6 home models) 8 tr Price range \$299.00—\$899.00
Brand name T. M. A.
Tandberg of America Inc. 8 Third Ave. Pelham N.Y. 10803 Tel (914) 738-0772 Pres. Kjell S. Hoel Sales Mgr. Robert J. Bowman Jr. Adv. Mgr. Marie Quin- ones
Open reel (3 home models) 2 tr 4 tr quadrasonic—discrete (2 portable models) 1 2 tr 1 4 tr Price range \$300.00—\$500.00
Brand name Tandberg
Teledyne Packard Bell Sales Co. 12333 W. Olympic Blvd. Los Angeles Calif 90064 Tel (213) 272 6141 Pres. George P. Connor Mktg. Admin. Mgr. Hank R. Rich- ard Sales Mgr. Joseph Anlauf Adv. Mgr. W. T. Reddy
Product Quadrasonic adaptors
Telphone Co. Inc. 444 S. Ninth Ave. Mount Vernon N.Y. 10560 Tel (914) 699-2100 Pres. I. Rothman Sales Mgr. M. C. Perimutter
Cartridge (1 home model) 8 tr Price \$39.95
Brand name Telphone
Telex see Royal Sound
Telex Communications Div. 9600 Aldrich Ave. S. Min- neapolis Minn 55420 Tel (612

TAPE SUPPLIES

RAW TAPE MANUFACTURERS

Agfa-Gevaert Inc., 275 North St., Teterboro, N.J. 07608
Tel (201) 288-4100, NYC Tel (212) 565-7850 Pres.
R.A.M. Coppenrath, VP Sales A.P. Germer, Technical
Mgr., Magnetic Tape Dept. Maria A. Curry
Home office: West Germany
Branches: Brisbane, Calif., 1 West Hill Dr., Crocker
Ind'l Park, Zip 94005 Tel (415) 467-2330 District
Mgr. J. Heller—Glendale, Calif., 1025 Grand Central

Ave Zip 91201, Tel (213) 246-8141 District Mgr.
A. Carleton—Atlanta, Ga., 1019-C Collier Rd NW Zip
30324, Tel (404) 875-5548 District Mgr. F. Cole—
Chicago, Ill., 6601 N. Lincoln Ave Zip 60645 Tel
(312) 267-9100, 675-6000 District Mgr. A. Bias—
Waltham, Mass., 440 Totten Pond Rd Zip 02154
Tel (617) 891-5430 District Mgr. E. Newman—Dal-
las, Tex., 1355 Conant St Zip 75207 Tel (214) 631-
7290 District Mgr. Richard Korte
Brand names: Low Noise Stereochrom, Super High
Dynamic
Amertape Corp., 807 Railroad Ave. Asbury Park, N.J.
07712 Tel (201) 988-7771 Pres. Ike Cabasso, Sales
Mgr. Ralph Kraem
Brand names: Amertone, Stereo Sound

Amertone, see Amertape
Amper Corp. Magnetic Tape Div., 401 Broadway, Redwood
City, Calif. 94063 Tel (415) 367-2011 Gen. Mgr. J.
L. Porter, Mktg. Mgr. Paul Weber, Sales Mgr. Bruce
C. McGilway
Audio, see Audio Magnetics
Audio Devices, see Emirate
Audio Dynamic Ent's, 1281 Logan St., Bldg. 8 Costa Mesa,
Calif. 92626 Tel (714) 549-2271 Pres. Gene Ed-
wards
Audio Magnetics Corp., 14600 S. Broadway, Gardena Calif.
90248 Tel (213) 532-2950 Pres. Irving B. Katz, VP
Robert Harris, VP Sales Scott Conover, Sales Mgr. Ted
Inahara
Branch: New York, N.Y., 2 Pennsylvania Plaza Zip
10001 Tel (212) 594-9400 Sales Mgr. Gary
Schwartz
Int'l branches: Canada, Switzerland
Brand name: Audio

Spitters, VP & Gen. Mgr. R. Jaunich, Sales Mgr. B.K.
Berghorn
Motone, see Redisco
Park, see Robins
Poli-Craft, see Soundcraft-CBS
R.S.C., see Royal Sound Co.
Redisco (The Records Dist'g Co.), 1815 Guilford Ave., Balti-
more, Md. 21202 Tel (301) 727-6420 Pres. & Gen.
Mgr. Oscar Buchman, Sales Mgr. Joe Sadler
Brand name: Motone
Robins Inds. Corp., 15-58 127 St., Flushing, N.Y. 11356
Tel (212) 445-7200 Pres. Herman D. Post, VP Jack
Friedland, Sales Mgr. Lawrence Post
Brand names: Brand 5, Brand 7, Park, Robins, Sono-
ramic
Rochester, see Dictation Prods
Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I. N.Y.
11520 Tel (516) 868-2880 Pres. & Gen. Mgr. Mer-
vin A. Dayan, Sales Mgr. John E. Corbin
Brand name: RSC
Scotch, see 3M
Sonaramic, see Robins
Soundcraft-CBS Recs. (div. of CBS Inc.), 15 Great Pasture
Rd., Danbury, Conn. 06810 Tel (203) 744-3555
Gen. Mgr. P. Landskroener, Sales Mgr. Richard O.
Ware
Brand names: Magna-See, Poli-Craft, Soundcraft
Stereochrom, see Agfa-Gevaert
Stereo Sound, see Amertape
Super High Dynamic, see Agfa-Gevaert

Brand name: Amertone
Amertone, see Amertape Corp.
Amper Corp. Magnetic Tape Div., 401 Broadway, Redwood
City, Calif. 94063 Tel (415) 367-2011 Gen. Mgr. J.
L. Porter, Mktg. Mgr. Paul Weber, Sales Mgr. Bruce C.
McGilway
Configurations: Cartridge 8-tr., cassette & open reel
Audio Dynamic Ent's, 1281 Logan St., Bldg. 8, Costa Mesa,
Calif. 92626 Tel (714) 549-2271 Pres. Gene Ed-
wards
Configuration: Cartridge 8-tr.
Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif.
90248 Tel (213) 532-2950 Pres. Irving B. Katz, VP
Robert Harris, VP Sales Scott Conover, Sales Mgr. Ted
Inahara
Branch: New York, N.Y., 2 Pennsylvania Plaza Zip
10001 Tel (212) 594-9400 Sales Mgr. Gary
Schwartz
Int'l branches: Canada, Switzerland
Configurations: Cartridge 8-tr. & cassette
Audiomasters Corp., 7053 1/2 Vineland Ave., North Holly-
wood, Calif. 91605 Tel (213) 765-5435 Pres.
George Panos

Continued on page TR-8



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B.A.S.F. Systems Inc., Crosby Dr., Bedford Mass. 01730
Tel (617) 271-4000 Pres. Franz Leibenfrost Gen.
Mgr. Werner Balz, Sales Mgr. Gerard H. Berberian
Ass't Prod. Mgr. R. E. Dalessio
Sales office: Los Angeles, Calif., 1313 W. Eighth St.
Suite 207 Zip 90017 Tel (213) 483-8456 Sales
Mgr. Patrick J. Kenny—Palatine, Ill., 800 E. North-
west Hwy Zip 60067 Tel (312) 359-2100 Midwest-
ern Regional Mgr. Edward Hefron—Carlstadt, N.J., 40
Broad St. Zip 07072 Tel (201) 939-2550 Eastern
Regional Mgr. Robert Patterson
Home office: West Germany
Brand 5, see Robins
Brand 7, see Robins
C.M.C., see Cassette Magnetics Corp.
Capitol, see Emirate
Cassette Magnetics Corp. 916 E. 92 St. Brooklyn N.Y.
11236 Tel (212) 949-0470 Pres. Erwin Damsy,
Gen. Mgr. Martin Migdall
Brand names: CMC & private labels
Cassette Masters Corp. 2 Bashford St. Yonkers N.Y.
10701 Tel (914) 968-1605 Pres. & Gen. Mgr. Leon-
ard Ripley
Celanese Plastics Co. (div. of Celanese Corp.), 550 Broad St.
Newark, N.J. 07102 Tel (201) 877-2300 Pres. Rob-
ert T. Daily, VP & Gen. Mgr. T. E. Brydon, Sales Mgr.
G. J. Monaghan
Product: Celanar polyester film tape base acetate film
base
Centron Corp., 1701 State College Blvd. Anaheim Calif.
92806 Tel (714) 633-4280 Pres. Ed. Gamson, VP
Opns. Ed. Koeppe, VP Mktg. Ray Allen, Mktg. Mgr.
Ray Arbuckle
Dictation Prods. Inc. 2525 Park Ln. Hallandale Fla.
33009 Tel (305) 981-6161 Pres. S. M. Scher, Sales
Mgr. S. Beis
Brand name: Rochester
E.I. du Pont de Nemours & Co. Inc. Film Dept. Recording
Substrates Div. 10 & Market Sts. Wilmington Del.
19898 Tel (302) 774-6968 Mktg. Dir. George L.
Moore, Sales Mgr. R. D. Grise
Product: Mylar polyester film types AB, PB & T
Emirate Inc. 100 Research Dr., Glenbrook Conn. 06906
Tel (203) 324-2151 Pres. Anthony P. Cunha, Sales
Mgr. J. De Barros
Int'l branches: England, Emirate Mexico Audio De-
vices, Singapore, Emirate
Brand names: Audio Devices Capitol, Emirate
Finebilt Mfg. Co. 931 N. Citrus Ave. Los Angeles Calif.
90038 Tel (213) 466-9511 Pres. Alwin P. Schmid,
Gen. Mgr. Joe Bouzaglou
Brand name: Finecoat
Finecoat, see Finebilt
Gabriel Mfg. Co. 125 S. Liberty Dr. Stony Point N.Y.
10980 Tel (914) 942-0100 Gen. Mgr. Jules L. Sack
Branch: Bloomfield Hills, Mich., PO Box 548 Zip
48013 Tel (313) 338-4017
Irish Magnetic Rec'g. Tape (div. of Morhan Nat'l Sales Co.
Inc.) 270 Newtown Rd. Plainview, L.I. N.Y. 11803
Tel (516) 293-5522 Pres. Sol Zigman, Gen. Mgr. Hy
Zigman, Sales Mgr. George Krug, Ass't Sales Mgr. Ira
Zigman
Low Noise, see Agfa-Gevaert
Magna-See, see Soundcraft-CBS
Magnetic Media Corp. 616 Fayette Ave. Mamaroneck, N.Y.
10543 Tel (914) 698-8660 Pres. Aaron Wasser-
strom
Maxell Corp. of America 501 Fifth Ave. New York, N.Y.
10017 Tel (212) 986-1844 Pres. Hideo Kadoi, Gen.
Mgr. Tadao Okada, Sales Mgr. Gene LaBrie
Memorex Corp. Consumer Prods. Div. PO Box 420, Santa
Clara Calif. 95052 Tel (408) 987-1000 Pres. L.L.

3M Co., Magnetic Prods. Div., 3M Center Bldg. 224 61
St. Paul, Minn. 55101 Tel (612) 733-1110 Pres. R.
Herzog, VP Mktg. R. L. Sheppard, Gen. Mgr. D. E.
Denham, Mktg. Dir. W. H. Madder
Branches: Anchorage, Alaska, 3934 Spenard Rd. Zip
99503 Tel (907) 279-6481—Burbank, Calif., 126
W. Elm Ct. Zip 91502 Tel (213) 848-5534—Los An-
geles, Calif., 6023 S. Garfield Ave. Zip 90022 Tel
(213) 726-1511—South San Francisco, Calif., 320
Shaw Rd. Zip 94080 Tel (415) 761-1155—Wash-
ington, D.C., 1750 Pennsylvania Ave. NW, Suite
1100 Zip 20006 Tel (202) 298-9200—Chamblee,
Ga., 5925 Peachtree Ind'l Blvd. Zip 30341 Tel (404)
451-1661—Honolulu, Hawaii, 2880 Ulenia St. Zip
96819 Tel (808) 941-0147—Argo, Ill., 6850 S. Har-
lem Ave. Zip 60501 Tel (312) 585-7800—Needham
Heights, Mass., 155 Fourth Ave. Zip 02194 Tel
(617) 449-0300—Farmington, Mich., 23923 Re-
search Dr. Zip 48024 Tel (313) 477-5000—St.
Louis, Mo., PO Box 516, 10725 Baur Blvd. Zip
63166 Tel (314) 991-1320—West Caldwell, N.J.,
PO Box 76, 15 Henderson Dr. Zip 07006 Tel (201)
227-9100 NYC Tel (212) 285-9600—Buffalo, N.Y.,
PO Box 369, 330 Greene St. Zip 14240 Tel (716)
894-5214—High Point, N.C., PO Box 151 2401 Bre-
vard St. Zip 27261 Tel (919) 883-0141—Cincin-
nati, Ohio, 4835 Para Dr. Zip 45237 Tel (513) 242-
2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip
44130 Tel (216) 267-1800—Philadelphia, Pa.,
5698 Rising Sun Ave. Zip 19120 Tel (215) 742-
0200—Dallas, Tex., 2121 Santa Anna Ave. Zip
75228 Tel (214) 327-7311—Seattle, Wash., 100
Andover Park W. Andover Ind'l Park. Zip 98188 Tel
(206) 244-7200
Brand name: Scotch
Universal Tape Corp., PO Box 1536, 1940 W. 144 St., Gar-
dena, Calif. 90249 Tel (213) 327-1540 VP & Gen.
Mgr. Edward O. Praeger
Brand names: Universal & private labels

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Action Tapes Inc., PO Box 265, Cherry Hill, N.J. 08034 Tel
(609) 424-0973 Gen. Mgr. Arnold Kammer
Configurations: Cartridge 8-tr. & cassette
Amertape Corp., 807 Railroad Ave., Asbury Park N.J.
07712 Tel (201) 988-7771 Pres. Ike Cabasso, Sales
Mgr. Ralph Kraem
Configurations: Cartridge 8-tr., cassette & open reel

IRISH

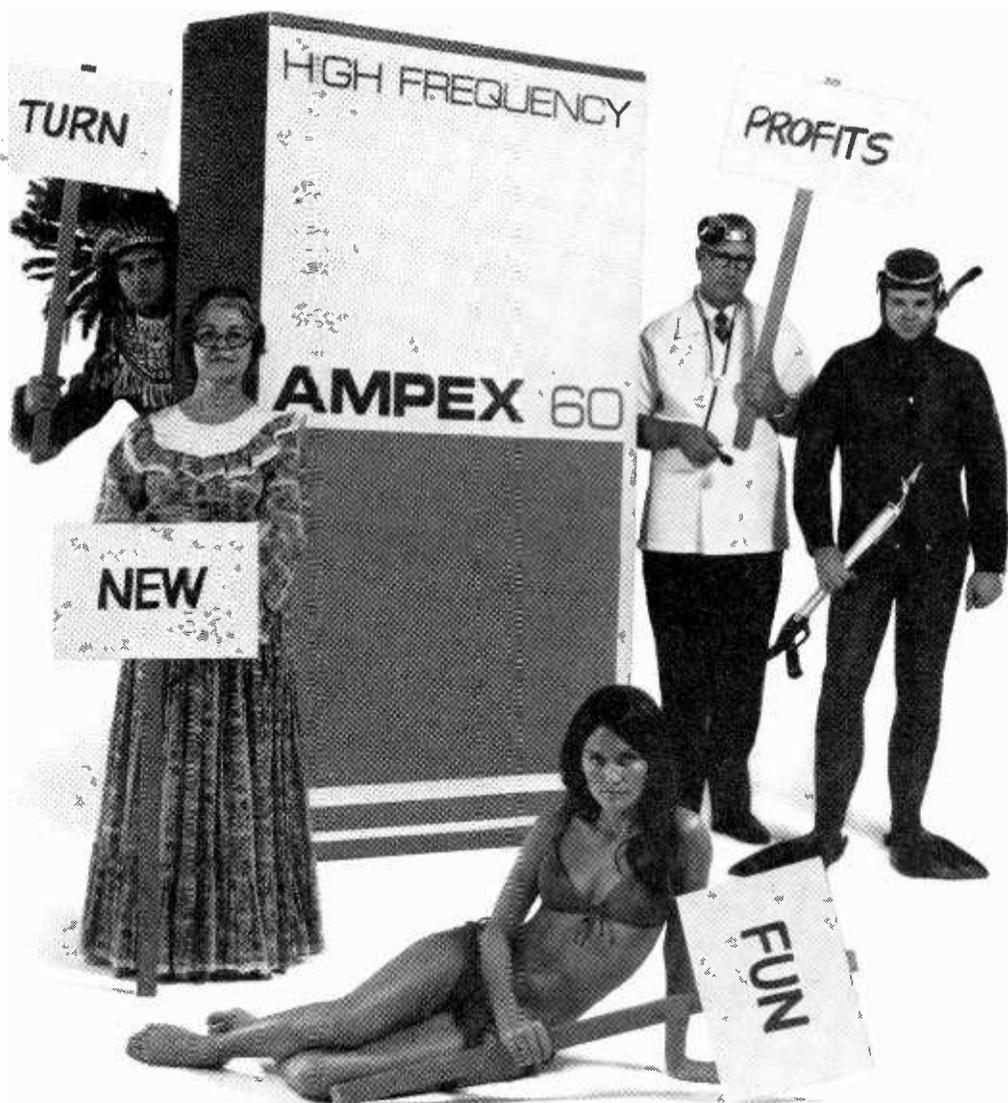
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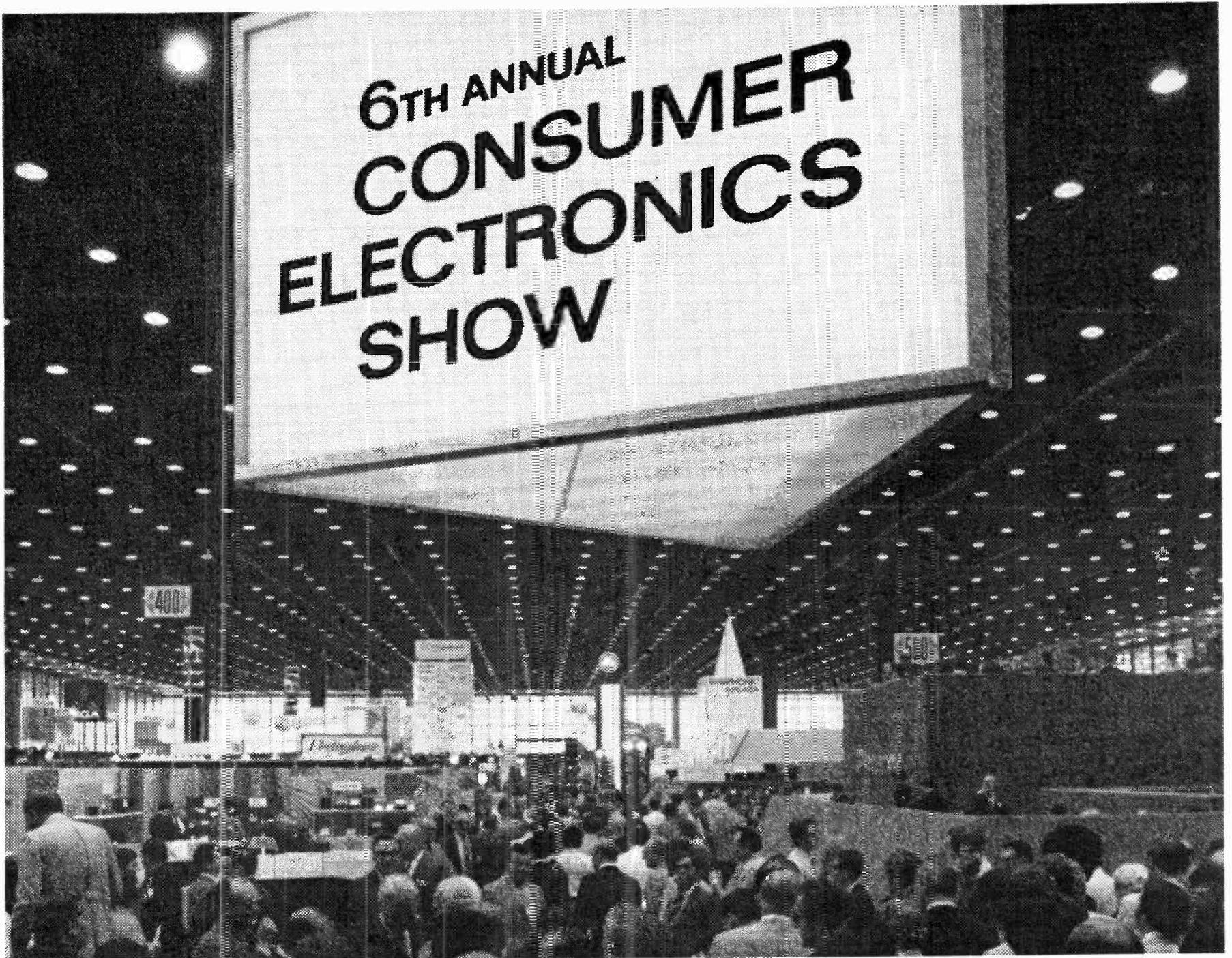
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the program

exhibits

- Sun., June 11 12 noon-6 pm
- Mon., June 12 9 am - 6 pm
- Tues., June 13 9 am - 6 pm
- Wed., June 14 9 am - 3 pm

conferences

- Mon.—Retail Marketing Conference
- Tues.—Video Conference
- Wed.—Audio Conference

social highlight

CES Champagne Party on the exhibit floor
Monday, June 12, 5 pm-6 pm

the products over 300 exhibitors will introduce the 1973 lines of television, radios, phonographs, audio components, tape equipment and accessories, displaying over 25,000 products in the world's largest trade show devoted exclusively to consumer electronics.

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OTHER _____

Minors under 18 years of age will not be admitted under any circumstances

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TAPE SUPPLIES

Continued from page TR-8

Brand name: Amertone
Amertone see Amertape
Ampex Corp Magnetic Tape Div. 401 Broadway, Redwood City, Calif. 94063 Tel. (415) 367-2011 Gen. Mgr. J. L. Porter, Mktg. Mgr. Paul Weber, Sales Mgr. Bruce C. McGilway
Configurations: Cartridge 8-tr. cassette & open reel
Arista Entis Inc. 1760 W. Fifth St., Brooklyn, N.Y. 11223 Tel. (212) 998-5454 Pres. Howard C. Leifer, Gen. & Sales Mgr. Alan Leifer
Configuration: Cassette
Audio see Audio Magnetics
Audio Dimension see Elipás Inds.
Audio Dynamic Entis 1281 Logan St., Bldg. 8, Costa Mesa, Calif. 92626 Tel. (714) 549-2271 Pres. Gene Edwards
Configuration: Cartridge 8-tr.
Audiodyne Co. PO Box 825, San Jose, Calif. 95113 Tel. (408) 281-3520 Pres. & Gen. Mgr. L. R. Chiaramonte
Configurations: Cartridge 4-tr. 8-tr. & cassette
Audio Magnetics Corp. 14600 S. Broadway, Gardena, Calif. 90248 Tel. (213) 532-2950 Pres. Irving B. Katz, VP. Robert Harris, VP. Sales. Scott Conover, Sales Mgr. Ted Inahara
Branch: New York, N.Y., 2 Pennsylvania Plaza, Zip 10001 Tel. (212) 594-9400 Sales Mgr. Gary Schwarz
Int'l. branches: Canada, Switzerland
Configurations: Cartridge 8-tr. cassette & open reel
Brand name: Audio
Audiomasters Corp. 705 1/2 Vineland Ave., North Hollywood, Calif. 91605 Tel. (213) 765-5435 Pres. George Panos
Configurations: Cartridge 8-tr. cassette & open reel
Audiopak see Emtape
Audio Recs. of Arizona Inc. 3830 N. Seventh St., Phoenix

Ariz. 85014 Tel. (602) 277-4723 Pres. & Gen. Mgr. Floyd Ramsey
Configurations: Cassette & open reel
Audio Supply Inc. Cherry Hill Ind'l Center 36C, Cherry Hill, N.J. 08034 Tel. (609) 424-1060 Pres. Wayne D. Moyers
Configurations: Cartridge 4-tr. & 8-tr.
Audiotex see GC Electronics
Auncoard Div., Conrac Corp. 36-41 29 St., Long Island City, N.Y. 11106 Tel. (212) 361-7400 Gen. Mgr. L. Rosenblatt
Configuration: Cassette
Automate 8 see Faraday
Auto Tapes Unlimited PO Box 757, 9261 W. Third St., Beverly Hills, Calif. 90213 Tel. (213) 278-0107 Pres. Barry L. Caren, Gen. Mgr. Terry Lewis, Sales Mgr. Dave Gurian
Configuration: Cartridge 8-tr.
Brand name: Magnadyne
B. A. S. F. Systems Inc. Crosby Dr., Bedford, Mass. 01730 Tel. (617) 271-4000 Pres. Franz Leibentrost, Gen. Mgr. Werner Balz, Sales Mgr. Gerard H. Berberian, Asst. Prod. Mgr. R. E. Dalesio
Sales offices: Los Angeles, Calif., 1313 W. Eighth St., Suite 207, Zip 90017 Tel. (213) 483-8456 Sales Mgr. Patrick J. Kenny—Palatine, Ill., 800 E. North West Hwy., Zip 60067 Tel. (312) 359-2100 Midwest-Regional Mgr. Edward Helfron—Carlstadt, N.J., 40 Broad St., Zip 07072 Tel. (201) 939-2550 Eastern Regional Mgr. Robert Patterson
Home office: West Germany
Configurations: Cartridge 8-tr. cassette & open reel
B. & B. Import-Export Inc. 185 Park St., Troy, Mich. 48064 Tel. (313) 585-8400 Pres. Bernard Klein, VP. & Sales Alexander Ehrmann, Gen. Mgr. Emery I. Klein
Configuration: Cassette
Brand name: Alaron
Becht Electronics 3515 Burbank Blvd., Burbank, Calif. 91505 Tel. (213) 842-2144 Pres. Andrew Becht, Gen. Mgr. Bo Becht, Sales Mgr. Tony Carter
Configurations: Cartridge 8-tr. cassette & open reel
Best & Howell Consumer Prods. Group 7235 N. Linder, Skokie, Ill. 60076 Tel. (312) 677-2100 VP. Mktg. George Simkowski, Nat'l. Sales Mgr. Joseph Kazmier
Configurations: Cartridge 8-tr. cassette & open reel

Brand 5 see Robins
Brand 7 see Robins
C. B. R. see Magnetic Tape Eng'g
C. M. C. see Custom Music Corp.
C. S. I. see Cassette Servs. Inc.
Capitol see Emtape
The Captor Corp. 5040 S. County Rd. 25A, Tipp City, Ohio 45371 Tel. (513) 667-8484 Pres. & Gen. Mgr. Don Cooper, Sales Mgr. Omer B. Bruns
Configuration: Cassette
Cartridge Control Corp. 2091 Faulkner Rd. N.E., Atlanta, Ga. 30324 Tel. (404) 633-4577 Pres. Don Comstock, Gen. Mgr. Bill Evans
Configurations: Cartridge 8-tr. & cassette
Cassette Magnetics Corp. 916 E. 92 St., Brooklyn, N.Y. 11236 Tel. (212) 949-0470 Pres. Erwin Damsky, Gen. Mgr. Martin Miggall
Cassette Masters Corp. 2 Bashford St., Yonkers, N.Y. 10701 Tel. (914) 968-1605 Pres. & Gen. Mgr. Leonard Ripley
Configuration: Cassette
Cassette Servs. Inc. PO Box 6, Delair, N.J. 08110 Tel. (609) 685-3326 Pres. Ed Dixon, Sales Mgr. David Sykes
Configurations: Cartridge 8-tr. & cassette
Brand name: CSI
Century Recs. Corp. 1220 NW 39, Oklahoma City, Okla. 73118 Tel. (405) 528-4077 Pres. & Gen. Mgr. Richard Gilleland, Sales Mgr. Ron Bullock
Configuration: Cassette
Brand name: Private labels
Centron Corp. 1701 State College Blvd., Anaheim, Calif. 92806 Tel. (714) 633-4280 Pres. Ed Gamson, VP. Jons. Ed Koeppe, VP. Mktg. Ray Allen, Mktg. Mgr. Ray Arbuckle
Configurations: Cartridge 8-tr. & cassette
Brand names: Centron & private brands
M. M. Cole Publ'g Co. 251 E. Grand Ave., Chicago, Ill. 60611 Tel. (312) 527-2160 Pres. Shepard Stern
Configurations: Cartridge 8-tr. cassette & open reel
Concord Consumer Div., Benjamin Electronic Sound Corp. 40 Smith St., Farmingdale, L.I., N.Y. 11735 Tel. (516) 694-7960 Pres. Joseph W. Benjamin, VP. Sales. A. Platt, Sales Mgr. Don Gerwin, Adv. Dir. Steven D. Sussman
Configurations: Cartridge 8-tr. & quadasonic 8-tr.

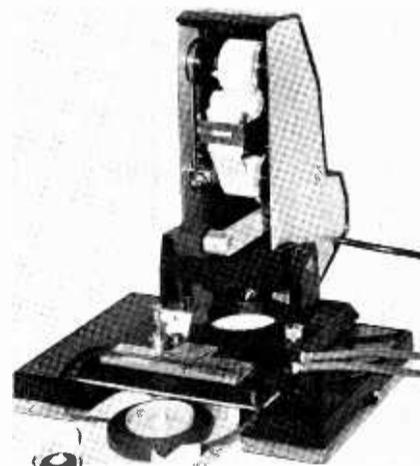
Mallory Battery Co. S. Broadway & Sunnyside, Tarrytown, N.Y. 10591 Tel. (914) 591-7000 Pres. M.E. Christensen, Gen. Mgr. J. Dallonso, Mktg. Dir. H.R. Roberts, Consumer Prods. Mktg. Mgr. K. Bakowsky, Sales Mgr. J. McKinley
Configuration: Cassette
Brand names: Duratape, Fliptape, Voicetape
Mann Cassette Inds. PO Box 1121, San Francisco, Calif. 94101 Tel. (415) 221-2000 Pres. Donald Mann
Configuration: Endless loop cassette
Marathon Prods. Corp. 334 W. Boylston St., West Boylston, Mass. 01583 Tel. (617) 853-0988 Pres. Richard D. Myers
Configuration: Cartridge 4-tr.
J. L. Marsh—Heilicher (div. of Pickwick Int'l. Inc.) 7600 Wavayata Blvd., Minneapolis, Minn. 55426 Tel. (612) 554-4201 Music Master, Gen. Mgr. Bob Mitchell, Soma Gen. Mgr. Howard Holkestad
Configurations: Cartridge 8-tr. cassette & open reel
Brand name: Music Master
Maxell Corp. of America 501 Fifth Ave., New York, N.Y. 10017 Tel. (212) 986-1844 Pres. Hideo Kadoi, Gen. Mgr. Tadao Okada, Sales Mgr. Gene LaBrie
Configurations: Cartridge 8-tr. cassette & open reel
Memorex Corp., Consumer Prods. Div. PO Box 420, Santa Clara, Calif. 95052 Tel. (408) 987-1000 Pres. L.L. Spitters, VP. & Gen. Mgr. J. Jaunich, Sales Mgr. B.K. Berghorn
Configurations: Cassette & open reel
Metra Electronics Corp. 660 McDonald Ave., Brooklyn, N.Y. 11218 Tel. (212) 871-4100 Pres. Charles R. Fox, Gen. & Sales Mgr. W.P. Noble
Micaset see Jechan Scientific
Mitape see Jechan Scientific
Mortone see Irish
Motone see Redisco
Music Master see J. L. Marsh
Nassau see Telephone Dynamics
National Cinematape Inc. 24 W. Sheffield Ave., Englewood, N.J. 07631 Tel. (201) 871-3000 Pres. Alexander Magocis Jr.
Configurations: Cartridge 8-tr. cassette & open reel
Norelco see North American Philips
Norelco Challenger see North American Philips
North American Philips Corp. 100 E. 42 St., New York, N.Y. 10017 Tel. (212) 697-3600 Pres. Richard Kress

Gen. Mgr. Gerry Citron, Mktg. Dir. Fred Negin, Mdsgr. Judith Gerrard
Configuration: Cassette
Brand names: Norelco, Norelco Challenger
Onpa see Jechan Scientific
P & P Studios Inc. 17 Viaduct Rd., Stamford, Conn. 06907 Tel. (203) 327-9204 Pres. Victor E. Paric, Gen. Mgr. Terry L. Puffer
Configuration: Cassette
Park see Robins
Pianstiel Chemical Corp. 3300 Washington St., Waukegan, Ill. 60085 Tel. (312) 623-1360 Pres. & Gen. Mgr. R. Bruce Wight, Sales Mgr. C.A. Clinton
Configurations: Cartridge cassette & open reel
Phlips Rec. Co. Inc. 609 Fifth Ave., New York, N.Y. 10019 Tel. (212) 486-9614 Pres. & Gen. Mgr. Robert Tenelman, Sales Mgr. David Grant
Branch: Richmond, Ind., 1600 Rich Rd., Zip 47374 Tel. (317) 962-9511 Gen. Mgr. Curt Albright
Configurations: Cartridge 8-tr. cassette & open reel
Primus see Sound Track & Washburn
Pro-Tronics Co. 2199 El Camino Real, San Mateo, Calif. 94403 Tel. (415) 574-8511 Sales Mgr. Mike Sandberg
Configuration: Cassette
Qualitape Dupl'n Labs Inc. 101 Broadway, Rummelmead, N.J. 08078 Tel. (609) 933-2600 Pres. & Gen. Mgr. Wayne E. Wilfong
Configurations: Cartridge 8-tr. & cassette
R. C. A. Electronic Components—Distributor Prods. 415 S. Fifth St., Harrisburg, Pa. 17102 Tel. (717) 485-3900 VP. J.A. Haines
Configurations: Cartridge 8-tr. cassette & open reel
n. S. C. see Royal Sound
Radio Shack (A Tandy Corp. Co.) 2617 W. Seventh St., Fort Worth, Tex. 76107 Tel. (817) 335-3711 Pres. Lewis F. Kornfeld Jr., Buyer, Soli Greisky
Configurations: Cartridge 8-tr. cassette & open reel
Raynor Sales Co. Inc. 2698 W. Pico Blvd., Los Angeles, Calif. 90006 Tel. (213) 737-3737 Pres. Fred M. Ray, Sales Mgr. Nori Abrams, Sales Mgr. Fred M. Ray Jr.
Configurations: Cartridge 4-tr. & 8-tr.
Recording Specialties 1030J E. Duane St., Sunnyvale, Calif. 94086 Tel. (408) 248-3880 Pres. & Gen. Mgr. Michael Papp
Configuration: Cartridge 8-tr.
Recotone Corp. 46-23 Crane St., Long Island City, N.Y. 11101 Tel. (212) 392-6442 Pres. Herbert H. Borchardt, Exec. VP. Robert L. Borchardt, Sales Mgr. Peter Wist
Configurations: Cartridge 8-tr. & cassette
Redisco (The Records Dist. Co.) 1815 Guilford Ave., Baltimore, Md. 21202 Tel. (301) 727-6420 Pres. & Gen. Mgr. Oscar Buchman, Sales Mgr. Joe Sadler
Configurations: Cartridge 8-tr. & cassette
Brand name: Motone
Riverton Stylus Co. Inc. Dillon Rd., Monticello, N.Y. 12701 Tel. (914) 794-8888 Pres. & Gen. Mgr. W. Adamson, Sales Mgr. M. Adamson
Robins Inds. Corp. 15-58 127 St., Flushing, N.Y. 11356 Tel. (212) 445-7200 Pres. Herman D. Post, VP. Jack Friedland, Sales Mgr. Lawrence Post
Configurations: Cartridge 8-tr. cassette & open reel
Brand names: Brand 5, Brand 7, Park, Robins, Sonora, mic
Rochester see Dictation Prods.
Rosette see Dictation Prods.
Ross Electronics Corp. 2834 S. Lock St., Chicago, Ill. 60608 Tel. (312) 376-9660 Pres. Irvin Zimet, VP. & Gen. Mgr. Paul A. Floman, Sales Mgr. Bernard Leavitt, Premium & Adv. Mgr. Samuel H. Levin
Configurations: Cartridge 8-tr. & cassette
Royal Sound Co. Inc. 409 N. Main St., Freeport, L.I., N.Y. 11520 Tel. (516) 868-2880 Pres. & Gen. Mgr. Merwin A. Dayan, Sales Mgr. John E. Corbin
Configurations: Cartridge 8-tr. cassette & open reel
Brand name: RSO
S. M. G. Dist. Inc. (div. of Sam Goody Inc.) 46-35 54 Rd., Maspeth, N.Y. 11378 Tel. (212) 786-3337 Mgr. Richard Aquilina
Configuration: Cassette
Scotch see 3M
Sentry Inds. Inc. 221 N. MacQuessen Pkwy., Mount Vernon, N.Y. 10550 Tel. (914) 664-2909 Pres. Harold Rosen, Gen. Mgr. Barry Rosen
Configurations: Cartridge 8-tr. cassette & open reel
Shamrock see Irish
Sonoramic see Robins
Soundcraft-CBS Recs. (div. of CBS Inc.) 15 Great Pasture Rd., Danbury, Conn. 06810 Tel. (203) 744-3555 Gen. Mgr. P. Landskroener, Sales Mgr. Richard O. Ware
Configurations: Cassette & open reel
Sound Track Music East 810 E. 13 St., Wilmington, Del. 19801 Tel. (302) 652-1303 Gen. Mgr. T.H. Willis, Sales Mgr. J.R. Roberts
Configurations: Cartridge 8-tr. & cassette.
Brand names: Primus, Swan
Specialty Sounds Inc. 33490 Groesbeck Hwy., Fraser, Mich. 48026 Tel. (313) 294-5200 Pres. Raymond Czarnik
Configurations: Cartridge 8-tr. & cassette
Spectrotape see Jechan Scientific
Stereochrom see Agfa-Gevaert
Super High Dynamic see Agfa-Gevaert
Swan see Sound Track
T. D. K. Electronics Corp. 23-73 48 St., Long Island City, N.Y. 11103 Tel. (212) 721-6881 Gen. Mgr. Akira Otsuka, Mktg. Mgr. George T. Saddler
Home office: Japan
Configurations: Cartridge 8-tr. cassette, cartridge & hi-pac
Tape Servs. Inc. 7015 Westfield Ave., Pennsauken, N.J. 08110 Tel. (609) 665-3323 Pres. William F. Mulcahy, VP. Sales. Marv Rabbin
Configurations: Cartridge 8-tr. & cassette
Brand names: Private labels
Tape-Tronics Inc. 750 Mandoline, Madison Heights, Mich. 48071 Tel. (313) 588-8281 Pres. Burt Mahler, Gen. Mgr. Al Hart
Configuration: Cartridge 8-tr.
Telephone Dynamics Corp. 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11710 Tel. (516) 221-9870 Pres. Leonard Young
Configurations: Cartridge 8-tr. cassette & open reel
Brand name: Nassau
TelePro Inds. Inc. 3 Olney Ave., Cherry Hill, N.J. 08034 Tel. (609) 424-1234 Pres. Dennis Boardman, Sales Mgr. Roger W. Cappello
Configuration: Broadcast cartridges
Texas Electronics Tape Co. Inc. 1003 E. 14 St., Brownsville, Tex. 78520 Tel. (512) 546-5915 Pres. Luis L. Isnard, Gen. Mgr. A.C. Grippo
Configuration: Cartridge 8-tr. cassette & open reel
Brand name: Imperial
3 M Co., Magnetic Prods. Div. 3M Center, Bldg. 224-61, St. Paul, Minn. 55101 Tel. (612) 733-1110 Pres. R. Herzog, VP. Mktg. R.L. Sheppard, Gen. Mgr. D.E. Denham, Mktg. Dir. W.H. Madden
Branches: Anchorage, Alaska, 3934 Spenard Rd., Zip 99503 Tel. (907) 279-6481—Burbank, Calif., 126 W. Elm St., Zip 91502 Tel. (213) 848-5534—Los Angeles, Calif., 6023 S. Gardfield Ave., Zip 90022 Tel. (213) 726-1511—South San Francisco, Calif., 320 Shaw Rd., Zip 94080 Tel. (415) 761-1155—Washington, D.C., 1750 Pennsylvania Ave. NW, Suite 1100, Zip 20006 Tel. (202) 298-9200—Chamblee, Ga., 5925 Peachtree Ind'l Blvd., Zip 30341 Tel. (404) 451-1661—Honolulu, Hawaii, 2880 Ulenia St., Zip 96819 Tel. (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave., Zip 60501 Tel. (312) 585-7800—Needham Heights, Mass., 155 Fourth Ave., Zip 02194 Tel. (617) 449-0300—Farmington, Mich., 23923 Research Dr., Zip 48024 Tel. (313) 477-5000—St. Louis, Mo., PO Box 510, 1025 Baur Blvd., Zip 63166 Tel. (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr., Zip 07006 Tel. (201) 227-9100, NYC Tel. (212) 285-9600—Buffalo, N.Y., PO Box 369, 330 Greene St., Zip 14240 Tel. (716) 894-5214—High Point, N.C., PO Box 151, 2401 Brevard St., Zip 27261 Tel. (919) 883-0141—Cincinnati, Ohio, 4835 Para Dr., Zip 45237 Tel. (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd., Zip 44130 Tel. (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave., Zip 19120 Tel. (215) 742-0200—Dallas, Tex., 2121 Santa Anna Ave., Zip 75228 Tel. (214) 327-7311—Seattle, Wash., 100 Andover Park W., Andover Ind'l Park, Zip 98188 Tel. (206) 244-7200
Configurations: Cartridge 8-tr. cassette & open reel
Brand names: Highlander, Scotch
Tono-Tapes Inc. 57 W. Grand Ave., Chicago, Ill. 60610 Tel. (312) 828-9357 Pres. & Gen. Mgr. A.B. Clapper, Sales Mgr. Charles Farmer
Configuration: Cassette
Topp Electronics Inc. 4201 NW 77 Ave., Miami, Fla. 33166 Tel. (305) 887-6201 Pres. David Topp, Sales Mgr. Charles Kates, Adv. Dir. Selwyn Kent
Configurations: Cassette & open reel
Brand name: Juliette
Transcriber Co. Inc. Lower County St., Attleboro, Mass. 02703 Tel. (617) 222-3525 8-tr. Robert B. Plesson, Sales Mgr. Bruce Butterworth
Branch: Montebello, Calif., Transcriber-West 3318 W. Beverly Blvd., Zip 90640 Tel. (213) 728-5407 Gen. Mgr. Ted Smithers
Configurations: Cartridge 8-tr. cassette & open reel
Ultrone Int'l. 6306 York Blvd., Los Angeles, Calif. 90042 Tel. (213) 254-5131 Pres. Art Goldman
Configurations: Cartridge 8-tr. & cassette
Universal Tape Corp. PO Box 1536, 1940 W. 144 St., Gardena, Calif. 90249 Tel. (213) 327-1540 VP. & Gen. Mgr. Edward O. Praeger
Configurations: Cartridge 8-tr. quadasonic 8-tr. cassette & open reel
Brand names: Universal & private labels
Vista see Craig
Voicetape see Mallory Battery

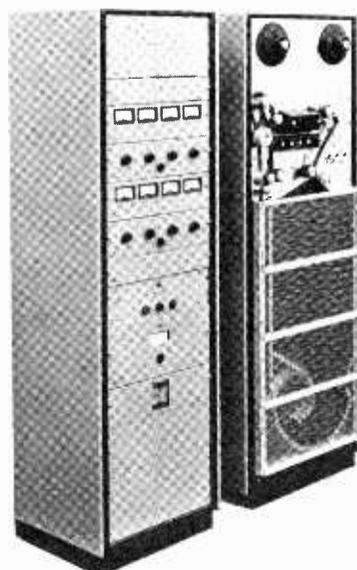
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We offer winders and automatic splicers which have become the industry standard the world over.



The Electro Sound 200 automatic tape splicer is tops in popularity because, at modest cost, it greatly increases production and makes uniform, perfect splices. (Shown here is the cartridge splicer. A cassette model is also available which mounts right on our winder.)



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Wabash Tape Corp. (sub. of Wabash Magnetics Inc.), 221 E. Main St., Huntley, Ill. 60142 Tel. (312) 669-5181. Pres. George Dashiell; VP & Gen. Mgr. Don Lub; Audio Prods. Mgr. Mike Barkman.
Configurations: Cassette & open reel
Brand name: Primus
Configuration: Cassette
 Craig Corp., 921 W. Artesia Blvd., Compton, Calif. 90220 Tel. (213) 537-1233 Pres. Peter Behrendt, Mktg. Mgr. Donald MacGregor, Sales Mgr. Laurin Davies, Adv. Mgr. John S. Romain
Configurations: Cartridge 8-tr & cassette
Brand name: Craig Vista
 Criticon, see Lafayette Radio
 Custom Music Corp., 1283 Research Blvd., St. Louis, Mo. 63132 Tel. (314) 997-7100 Pres. Byrnie A. Northup, VP Ops. John K. Sullivan, Gen. Mgr. D. A. Allen, Nat'l Sales Mgr. James Oldani, Regional Sales Mgr. J. L. Hammack
Configurations: Cartridge 8-tr, cassette & open reel.
Brand name: CMC
 Custom-Pak, see Custom Rec. Mfg.
 Custom Rec. Mfg. Co. (Div. of Cadet Recs. Inc.), 5810 S. Normandie Ave., Los Angeles, Calif. 90044 Tel. (213) 753-5121 Pres. Jules Bihari, Gen. Mgr. Donald Macmillan, Sales Mgr. Robert Herrington
Configuration: Cartridge 8-tr
Brand name: Custom-Pak
 Dalsung Ind'l Corp., 1182 Broadway, New York, N.Y. 10001 Tel. (212) 685-5608 Gen. Mgr. Hongsoo Chun, Sales Mgr. Shin M. Hong
Home office: Korea
Configuration: Cassette
 Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139 Tel. (617) 868-6200 Pres. Otto Morningstar, Gen. Mgr. William Stevens, Sales Mgr. Larry Hockemeyer
Configurations: Cartridge & cassette
Brand name: Dynasound
 Dictation Prods. Inc., 2525 Park Ln., Hallandale, Fla. 33009 Tel. (305) 981-6161 Pres. S.M. Scher, Sales Mgr. S. Bets
Configurations: Cartridge & cassette
Brand name: Dyna Pak, Rochester, Rosette
 Dubbing Electronics (div. of North American Philips Corp.), 1305 S. Strong Ave., Copague, L.I. N.Y. 11726 Tel. (516) 226-6000 Pres. William F. Callahan, Sales Mgr. & Adv. Dir. Michael Thaler
Configurations: Cartridge 8-tr & cassette
Brand name: Dubbing Superior
 Duocassette, see Duotone
 Duotape, see Duotone
 Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143 Tel. (305) 665-1121 Pres. & Sales Mgr. Stephen Nester, Gen. Mgr. Benjamin Rosenberg
Configurations: Cartridge 8-tr, cassette & open reel
Brand name: Duocassette, Duotape
 Duratape, see Mallory Battery
 Dyna Pak, see Dictation Prods.
 Dynasound, see Data Packaging
 E-V Game Inc. (div. of Electro-Voice Inc., a sub. of Gulton Inds. Inc.), PO Box 711, 80 Commercial St., Freeport, L.I., N.Y. 11520 Tel. (516) 378-0440 Pres. Mike Damsky, Sales Mgr. Syl Landro
Configuration: Cassette
Brand name: Gamepak
 Electra Radio Corp., 75 New Hook Rd., Bayonne, N.J. 07002 Tel. (201) 436-7337 NYC Tel. (212) 675-7640 Pres. Richard Beda, Gen. Mgr. Dave Silverman, Sales Mgr. Jules K. Roth

Branch: Northridge, Calif., 19426 Londelius St. Zip 91324 Tel. (213) 873-5234 Gen. Mgr. Gene Lieberman
Configurations: Cassette & open reel
 Elpis Inds., 2342 Sawdell Blvd., Los Angeles, Calif. 90064 Tel. (213) 478-0811 Pres. Elliot Peikoff, Gen. Mgr. R. Pacana, Sales Mgr. Gary Young
Configurations: Cartridge 8-tr, cassette & open reel
Brand name: Audio Dimension
 El Mar Plastics Inc., 1940 W. 144 St., Gardena, Calif. 90249 Tel. (213) 327-1540 Pres. Harry Schor, VP Sales, Allen Schor
Configurations: Cartridge 8-tr, quadrasonic 8-tr & cassette
 Emerald, see Irish
 Emitape Inc., 100 Research Dr., Glenbrook, Conn. 06906 Tel. (203) 324-2151 Pres. Anthony P. Cunha, Sales Mgr. J. De Barros
 Int'l branches: England, Emitape, Mexico, Audio Devices, Singapore, Emitape
Configurations: Cartridge 8-tr, cassette & broadcast cartridges
Brand name: Audiopak, Capitol, Emitape
 Faraday Inc., 805 S. Maumee, Tecumseh, Mich. 49286 Tel. (313) 423-2111 Pres. F.J. Klum, Gen. Mgr. A.B. Thomas, Sales Mgr. O.C. Koopman
Configurations: Cartridge 8-tr, cartridge
Brand name: Automate B, Faraday
 Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill. 60626 Tel. (312) 274-0075 Pres. Douglas F. Hudson, VP & Gen. Mgr. W.R. Anton, Sales Mgr. H.A. Price
Configurations: Cartridge 8-tr, cassette & open reel
 Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223 Tel. (212) 336-6662 Pres. Leonard Finckel, Gen. Mgr. Stuart Mont, Mktg. Dir. Irving Glasser, Sales Mgr. Jack Haddad
Configuration: Open reel
 Fleetwood Rec. Co. Inc., 321 Revere St., Revere, Mass. 02151 Tel. (617) 289-6800 Pres. Vincent P. Giarrusso, Gen. Mgr. Raymond Samora
Configurations: Cartridge 8-tr & cassette
 Flupipe, see Mallory Battery
 G.C. Electronics (div. of Hydrometals Inc.), 400 S. Wyman St., Rockford, Ill. 61101 Tel. (815) 968-9661 Pres. A.C. Valulis, VP Mktg. S.J. Hennigan, Sales Mgr. T.A. Peterson, Sales Promo Mgr. Paul J. Laues
Configuration: Cassette
Brand name: Audioteq
 G.R.T. Corp., Custom Prods. Div., 1286 N. Lawrence Station Rd., Sunnyvale, Calif. 94086 Tel. (408) 734-2910, Pres. Alan J. Bayley, Mgr. Dave Travis
Configurations: Cartridge 8-tr & cassette
 Gabriel Mfg. Co., 125 S. Liberty Dr., Stony Point, N.Y. 10980 Tel. (914) 942-0100 Gen. Mgr. Jules L. Sack
Branch: Bloomfield Hills, Mich., PO Box 548, Zip 48013 Tel. (313) 338-4017
 Gamepak, see E-V Game
 General Cassette Corp., 1324 N. 22 Ave., Phoenix, Ariz. 85009 Tel. (602) 258-7059 Pres. Bill L. Johnson, Gen. Mgr. William Turner, Sales Mgr. Bill White
Configurations: Cartridge 8-tr & cassette
 Highlander, see 3M
 I.T.I., see International Telecomm. Inc.
 Imperial, see Texas Electronics
 Infodex Cassette Corp., 7 Cherry Ave., Waterbury, Conn. 06702 Tel. (203) 757-9291 Pres. Roger S. Swain, Sales Mgr. John W. Berry
Configuration: Cassette
 Information Terminals Corp., 1160 Terra Bella Ave., Moun-

tain View, Calif. 94040 Tel. (415) 964-3600 Pres. J.R. Anderson, Mktg. Dir. Robert H. Johnston
Configuration: Cassette
 International Telecomm. Inc., McCormick Rd. & Schilling Circle, Cockeysville, Md. 21039 Tel. (301) 666-7770 Pres. F.J. Beste, VP & Sales Mgr. Burgess Macneal
Configuration: Cassette
Brand name: I.T.I.
 Irish Magnetic Rec. Tape (div. of Michan. Nat'l Sales Co. Inc.), 270 Newtown Rd., Plainville, L.I., N.Y. 11803 Tel. (516) 293-5582 Pres. Sol Zigman, Gen. Mgr. Hy Zigman, Sales Mgr. George Krug, Ass't Sales Mgr. Ira Zigman
Configurations: Cartridge 8-tr, cassette & open reel
Brand names: Emerald, Irish, Mortone, Shamrock
 Jechan Scientific Co., Spectrotape Co., 345 W. Valley Blvd., Colton, Calif. 92324 Tel. (714) 825-6744 Pres. Dr. John Chan, Gen. Mgr. Mrs. Elsie Chan, Sales Mgr. Richard F. Hathaway
Configurations: Cartridge 8-tr, cassette & open reel
Brand name: Micaset, Mitape, (Inpa, Spectrotape, Juliette, see Topp
 Keycor-Century Corp., 26000 Springsbrook Rd., Saugus, Calif. 91350 Tel. (805) 259-2360 Pres. Richard B. Keyser, Gen. Mgr. H.R. Jepsen Jr., Sales Mgr. Robert G. Lyman
Configurations: Cartridge 8-tr, cassette & open reel
 Keystone (div. of Berkeley Photo Inc.), Keystone P., Paramus, N.J. 07652 Tel. (201) 262-7500 Pres. Sam Zauser, Exec. VP Phil Rosen
Configuration: Cassette
 Lafayette Radio Electronics, 111 Jencho Tripk, Syosset, L.I., N.Y. 11791 Tel. (516) 921-7700 Bd. Chm. A. Pietman, Pres. Leonard Pearlman, Adv. Mgr. C. Piotrowski
Configurations: Cartridge 8-tr, cassette & open reel
Brand name: Cinetron, Lafayette
 Le Bo Prods. Co. Inc., 7108 51 Ave., Woodside, N.Y. 11377 Tel. (212) 458-7700 Pres. Leslie Bokor, VP Leslie Dame, Gen. Mgr. Al Alexander, Sales Mgr. Marvin Paris

Configurations: Cartridge 8-tr & cassette
Brand name: Lebotone
 Lenco Co., 3901 N. 69, Lincoln, Neb. 68507 Tel. (402) 434-7488 Pres. John Leonhardt, Sales Mgr. Dean Anderson
Configuration: Cassette
 Libery/UA Tape Dupl. Inc., 1201 Pacific St., Omaha, Neb. 68108 Tel. (402) 348-1770 Gen. Mgr. Marvin King
Configuration: Cassette
 Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006 Tel. (201) 575-8300 Pres. Darrell D. Schotten, VP Sales Thomas J. Holbauer, Gen. Mgr. Carl Volpe
Configuration: Cartridge 8-tr
 Low Noise, see Agfa-Gevaert
 Magcom, see Magnetic Communications
 Magnadine, see Auto Tape: Unlimited
 Magnetic Communications Inc., Emery Ave., Rt. 10, Dover, N.J. 07801 Tel. (201) 361-0055 Pres. Warren E. Dunn
Configuration: Cassette
Brand name: Magcom
 Magnetic Tape Eng. Corp., 8120 Webb Ave., North Hollywood, Calif. 91605 Tel. (213) 768-6100 Pres. S. Gerald Stone, Exec. VP Julian S. Weinstein, VP Mktg. James S. Walker
Configurations: Cartridge 8-tr & cassette
Brand name: CBR
 Magnetic Video Corp., 23434 Industrial Park Ct., Farmington, Mich. 48024 Tel. (313) 477-6066 Pres. Andre Blay, Opns. Mgr. Thomas Pagan, Sales Mgr. Lee Nicholson
Configurations: Cartridge 8-tr, quadrasonic 8-tr & cassette
 Magnetec Corp., 770 W. Bay St., Winter Garden, Fla. 32787 Tel. (305) 656-4494 Pres. John Lory, VP & Gen. Mgr. Dick Camnatz, Sales Mgr. Bill Raynes
Configurations: Cartridge 8-tr, cassette & open reel
 Make-A-Tape Inc., 33490 Griesbeck, Fraser, Mich. 48026 Tel. (313) 294-0500 Pres. Robert J. Gasiorowski, Gen. Mgr. Joseph M. Novak

CARTRIDGE & CASSETTE PARTS MANUFACTURERS

Action Tapes Inc., PO Box 265, Cherry Hill, N.J. 08034 Tel. (609) 424-0973 Gen. Mgr. Arnold Kammer
Chief product: Parts for 8-tr. cartridges & cassettes
 Amertape Corp., 807 Railroad Ave., Asbury Park, N.J. 07712 Tel. (201) 988-7771 Pres. Ike Cabasso, Sales Mgr. Ralph Kraem
Chief product: All cartridge parts
 Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063 Tel. (415) 367-2011 Gen. Mgr. J. L. Porter, Mktg. Mgr. Paul Weber, Sales Mgr. Bruce C. McGilway
 Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248 Tel. (213) 532-2950 Pres. Irving B. Katz, VP Robert Harris, VP Sales Scott Conover, Sales Mgr. Ted Inahara
Branch: New York, N.Y., 2 Pennsylvania Plaza, Zip 10001 Tel. (212) 594-9400 Sales Mgr. Gary Schwartz
 Int'l branches: Canada, Switzerland
Chief product: All parts for 8-tr. cartridges & cassettes
 Audiomasters Corp., 7053 1/2 Vineland Ave., North Hollywood, Calif. 91605 Tel. (213) 765-5435 Pres. George Panos
Chief product: Cassette boxes
 B.A.S.F. Systems Inc., Crosby Dr., Bedford, Mass. 01730 Tel. (617) 271-4000 Pres. Franz Leibenfrost, Gen. Mgr. Werner Baiz, Sales Mgr. Gerard H. Berberian, Ass't Prod. Mgr. R. E. Dalessio

Continued on page TR-12

Grand opening

When we first introduced our LH tape, we opened a few doors that had never been opened before. Like a neat, little plastic box for storing or mailing all your favorite cassettes, 3" reels and Super-8 or 8mm films. Just think. The world's quietest, most sensitive tape together with the world's finest tape package. BASF LH. Not bad for openers. Write BASF Systems, Inc. Bedford, Massachusetts 01730



BASF AUDIO/VIDEO PRODUCTS

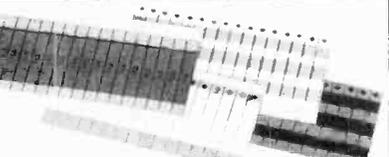


NEW! ONE-STOP SHOPPING



ALUMINIZED SENSING TAPE, TYPE CC-3807

The perfect sensing tape for splicing 8 track stereo cartridges and new cassettes. Aluminum foil and Mylar* maintains essential strength characteristics with minimum thickness. Also available in new "Lower Profile" Sensing Tape, Type CC-3810.



END TABS

Specially designed paper fasteners for blank or pre-recorded tapes. Easy placement and pickup. Color coded, up to 3-color imprint.

SPLICING TAPE, TYPE WST-12 OPAQUE

For magnetic tape and film; maximum strength with minimum thickness; excellent characteristics through all temperature ranges and processing chemicals. Close tolerance width ideal for automatic equipment. Also available in new extra thin type: ask for WST-10.



CARTRIDGE AND CASSETTE LABELS

Self-adhesive, available for imprinting on C60, C90, C120 or custom sizes. Uniform and accurate printing and die cutting.

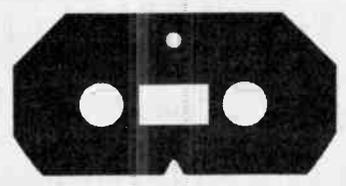


PROMOTION LABELS

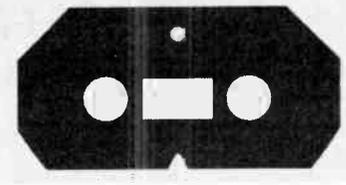
Complete range of standard sizes and shapes for any use—record jackets, albums, covers, sets, awards, featured hits, inserts, special sales; round, square, special-shape; 1, 2 or 3 colors, FAST, FAST delivery.

*Registered trademark of Dupont

Write or call for samples and technical data. Dealer inquiries invited.
SAXON ADHESIVE PRODUCTS, Inc.
 A Subsidiary of Saxon Industries, Inc.
 57-01 37th Avenue/Woodside, N.Y. 11377/(212) 672-8200



Which cassette liner material has the lowest friction and least static?



Dixon Compound 954*

Superior to all other materials, non-coated solid Compound 954 has a static coefficient of friction of .194 foil to foil, requires only .34-.38 grams centimeter of torque and is under 50,000 ohms resistance across and through the liner. Contact Matt White for test data and samples. DIXON CORPORATION, Bristol, Rhode Island 02909. Tel: 401-253-7500. Subsidiary of Dixon Industries.

*Patent Applied For.

DIXON CORPORATION
 New dimensions in engineered materials.



TAPE SUPPLIES

Continued from page TR-11

Sales offices: Los Angeles, Calif., 1313 W. Eighth St., Suite 207 Zip 90017 Tel (213) 483-8456 Sales Mgr Patrick J. Kenny—Palatine, Ill., 800 E. North-west Hwy Zip 60067 Tel (312) 359-2100 Midwest-Regional Mgr Edward Hefron—Carlisle, Pa., 40 Broad St Zip 07072 Tel (201) 939-2550 Eastern Regional Mgr Robert Patterson
Home office: West Germany
Chief product: All cassette parts
W. Brady Co., 727 W. Glendale Ave., Milwaukee, Wis 53201 Tel (414) 332-8100 Pres. W. H. Brady Jr. Gen. Mgr. C. W. Schumacher, Prod. Mgr. John Arnold
Chief product: Cassette leader splicing tape, conductive splicing tape for 8-tr. cartridges, felt for pressure pads
By-Buk Co. (sub. of Webtek Corp.) 4326 W. Pico Blvd., Los Angeles, Calif. 90019 Tel (213) 937-3511 Pres. J. J. Klien, Gen. Mgr. & Mktg. Dir. R. C. Conner
Chief product: Cassette slip sheets, cartridge retainer rings
Cassette Magnetics Corp., 916 E. 92 St. Brooklyn N.Y. 11236 Tel (212) 949-0470 Pres. Erwin Damsky Gen. Mgr. Martin Migdall
Chief product: All parts for 8-tr. cartridges & cassettes
Celanese Plastics Co. (div. of Celanese Corp.), 550 Broad St. Newark, N.J. 07102 Tel (201) 877-2300 Pres. Robert T. Daily VP & Gen. Mgr. T. E. Brydon Sales Mgr. G. J. Monaghan
Chief product: Celcon acetal copolymer resin for reels, platforms & wafers
Centrex Corp., PO Box 707, Findlay, Ohio 45850 Tel (419) 423-1213 Pres. James I. Poole Gen. Mgr. Fernley

Smith, Sales Mgr. Gene Beggs
Chief product: All plastic parts for cassettes
Data Technology Corp., 1600 Las Plumas, San Jose, Calif. 95133 Tel (408) 272-0300 Pres. Andrew S. Huson
Chief product: All cassette parts
Dixon Corp., Bristol, R.I. 02809 Tel (401) 253 7500 Pres. John M. Feeley, Prod. Mgr. Matt White
Chief product: Foils & washers for cassettes & cartridges, machined roller guides, Teflon processors
Dow Corning Corp., Saginaw Rd., Midland, Mich. 48640 Tel (517) 636-8000 Pres. & Gen. Mgr. William Goggin, VP Mktg. William Pedersen, Dist. Serv. Mgr. J. Cross
Chief product: Silicone rubber raw material for cartridge 8-tr. pinch rolls
Duton Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143 Tel (305) 665-121 Pres. & Sales Mgr. Stephen Nestler, Gen. Mgr. Benjamin Rosenberg
Chief product: Guide pins for cassettes
Dyna-Day Plastics Corp., 1451 E. Nine Mile Rd., Hazel Park, Mich. 48030 Tel (313) 399 4880 Gen. Mgr. Paul Hayes, Sales Mgr. Harris Osborn
Chief product: Cartridge 8-tr. & cassette components
El Mar Plastics Inc., 1940 W. 144 St., Gardena, Calif. 90249 Tel (213) 327-1540 Pres. Harry Schor, VP Sales Allen Schor
Chief product: All plastic molded parts for all configurations
Faraday Inc., 805 S. Maumee, Tecumseh, Mich. 49286 Tel (313) 423-2111 Pres. F. J. Klun Gen. Mgr. A. B. Thomas, Sales Mgr. D. C. Koopman
Chief product: All cartridge 8-tr. parts
Gabriel Mfg. Co., 125 S. Liberty Dr., Stony Point, N.Y. 10980 Tel (914) 942-0100 Gen. Mgr. Jules L. Sack
Branch: Bloomfield Hills, Mich., PO Box 548 Zip 48013 Tel (313) 338-4017
Indiana Molding Co. Inc., PO Box 444, Huntington, Ind. 46750 Tel (219) 356-4810 Pres. J. J. Abbott Sales Mgr. W. P. Kelley, Gen. Mgr. G. G. Meyers
Chief product: Cartridge 8-tr. pinch rollers
Information Terminals Corp., 1160 Terra Bella Ave., Mountain View, Calif. 94040 Tel (415) 964-3600 Pres. J.

R. Anderson, Mktg. Dir. Robert H. Johnston
Lenco Co., 3901 N. 69, Lincoln, Neb. 68507 Tel (402) 434-7488 Pres. John Leonhardt, Sales Mgr. Dean Anderson
Chief product: Hubs & rollers
Liberty/UA Tape Dupl'g Inc., 1201 Pacific St., Omaha, Neb. 68108 Tel (402) 348-1770 Gen. Mgr. Marvin King
Chief product: Hinged & sleeve type cassette boxes
Mann Cassette Inds., PO Box 1121, San Francisco, Calif. 94101 Tel (415) 221-2000 Pres. Donald Mann
Chief product: Cartridge platforms
Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel (212) 547 5600 Pres. Mario Maccaterrri, Ass't Gen. Mgr. Marco Maccaterrri
Chief product: All parts for cartridge 8-tr.
Maxell Corp. of America, 501 Fifth Ave., New York, N.Y. 10017 Tel (212) 986-1844 Pres. Hideo Kadoi, Gen. Mgr. Tadao Okada, Sales Mgr. Gene LaBrie
Chief product: Cassette parts
Minnesota Rubber Co., 3030 Wooddale Ave. S., Minneapolis, Minn. 55416 Tel (612) 929-6781 Pres. L. J. Sewall, VP Sales R. G. Wells
Int'l branch: France
Chief product: Pinch rollers & drive rollers
Overland Prods. Co., 515 Pierce, Fremont, Neb. 68025 Tel (402) 721-7270 Pres. & Gen. Mgr. Howard J. Pearson
Chief product: Pressure pads, shields, windows & pins for cartridges & cassettes
Plastic-Ware Inc., 1100 Leggett Ave., Bronx, N.Y. 10474 Tel (212) 991-0100 Gen. Mgr. William deMucca, Nat'l Sales Mgr. George Elliot
Chief product: All cassette parts & boxes
Pro-Aut Inc., Rt. 1, Waconia, Minn. 55387 Tel (612) 442-1247 Pres. M. B. Wilcox, VP Walter L. Terzich
Chief product: Shields & springs for cassettes
Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080 Tel (201) 757-7330 Pres. Edward Monett, Gen. Mgr. Joseph F. Simmons, Sales Mgr. Jack E. Monett
Chief product: Pinch rollers
Saxon Adhesive Prods. Inc., 57-01 37 Ave., Woodside, N.Y. 11377 Tel (212) 672 8200 Gen. Mgr. Steven Dau-

man, Sales Mgr. Martin Goldberg
Chief product: Conductive cueing & film splicing tape for cassettes & cartridges
Simpac Int'l Inc., 1643 19 St., Santa Monica, Calif. 90404 Tel (213) 828-0594 Pres. Robert Wallace, Gen. Mgr. A. R. Robbins
Chief product: Polypropylene cassette boxes
Specialty Converters Inc., 650 Dawson Dr., Newark, Del. 19711 Tel (302) 738-6800 Pres. William R. Powers, Sales Mgr. Robert W. Bogan
Chief product: Adhesive-free 8-tr. foam pressure pad, felt-foam shielding device, composite for cassette
T D K Electronics Corp., 23 73 48 St., Long Island City, N.Y. 11103 Tel (212) 721-6881 Gen. Mgr. Akira Otsuka
Mktg. Mgr. George T. Saddler
Home office: Japan
Chief product: All cassette parts
TelePro Inds. Inc., 3 Olney Ave., Cherry Hill, N.J. 08034 Tel (609) 424-1234 Pres. Dennis Boardman, Sales Mgr. Roger W. Cappello
Troy Machinery Corp., 114 Beach St., Rockaway, N.J. 07866 Tel (201) 627-4456 Pres. & Gen. Mgr. Edward F. Joyce
Chief product: Pinch rolls & pressure pads for 8-tr. cartridges
Unique Prods. Inc., 1233 Combermere, Troy, Mich. 48084 Tel (313) 583-9636 Pres. & Sales Mgr. George Lusko
Chief product: Pressure pads, shields, digital pressure pads, steel pins, components for automation for cassettes
Universal Tape Corp., PO Box 1536, 1940 W. 144 St., Gardena, Calif. 90249 Tel (213) 327-1540 VP & Gen. Mgr. Edward O. Praeger
Chief product: Cartridges—unassembled housings tops & bottoms for 8-tr., quadrasonic 8-tr., snap & screw type, bronze & foam pressure pad type, platforms, Cassettes—C-zero sonic & screw type, sonic screw & snap type unassembled housings, stainless steel pins, pressure pads, metal shields, hubs, double flanged idler rollers, windows, teflon & polyester shield gaskets & liners, boxes

MANUFACTURERS OF TAPE DUPLICATING & PROCESSING EQUIPMENT

A & B Dupl'rs Ltd. (sub. of Viewlex Inc.), 237 W. 54 St., New York, N.Y. 10019 Tel (212) 582-4812 Pres. A. Weintraub, VP Sales Irv. Jerome, Gen. Mgr. William Nitenale
Sales office: New York, N.Y., Viewlex Inc., 1700 Broadway Zip 10019 Tel (212) 581-5641 Pres. David Perez, Nat'l Sales Dir. Frank Nunnery, Sales Mgr. Neil Mager
Chief product: Complete tape duplicating systems (Electro-Sound)
Allen-Martin Prod'n Inc. (Audio Div.), 9912 Taylorsville Rd., Louisville, Ky. 40299 Tel (502) 267-5466 Pres. Ray Allen, Gen. & Sales Mgr. David H. Snowden
Chief product: Mixers, consoles & other duplicating audio equip.
Amper Corp. Audio-Video Systems Div., 401 Broadway, Redwood City, Calif. 94063 Tel (415) 367-2011 Gen. Mgr. C. A. Steinberg, Mktg. Mgr. Al Sroka, Sales Mgr. Richard Sirinsky
Chief product: High speed tape duplication equip.
Arvin Magnetics (div. of Arvin Inds. Inc.), 5950 Washington Ave. S., Eden Prairie, Minn. 55343 Tel (612) 941-6700 Pres. Ron Smith, Gen. Mgr. David Puterbaugh, Sales Mgr. Ted Liberowski
Chief product: Magnetic heads
Associated Audio Servs., 13 Irving Pl., Mount Vernon, N.Y. 10550 Tel (914) 668-4977 Pres. Robert L. Piselli, Gen. Mgr. Allan Johnston
Chief product: Continuous loop master transport & tape mastering equip., cassette tape winders
Audio Dynamic Ents., 1281 Logan St., Bldg. B, Costa Mesa, Calif. 92626 Tel (714) 549-2271 Pres. Gene Edwards
Chief product: Duplicating, loading & verifying equip., L-sealers, tunnels & shrink film, sensing & splicing tape
Audiodyne Co., PO Box 825, San Jose, Calif. 95113 Tel (408) 287-3520 Pres. & Gen. Mgr. L. R. Charamonte
Chief product: Winders & run-in machines, also custom eng'g & fabrication servs. are available which include complete custom built duplicators
Audiomasters Corp., 7053 1/2 Vineland Ave., North Hollywood, Calif. 91605 Tel (213) 765-5435 Pres. George Panos
Chief product: 8-tr. lube tape
Automatic Corp., 237 W. 54 St., New York, N.Y. 10019 Tel (212) 582-4810 Pres. Milton Gelfand, Gen. Mgr. S. Berman, Sales Mgr. C. De Vries
Chief product: All duplicating equip., masters, slaves, winders, splicers, loaders, exercisers, etc.
Audio/Tek Inc., 2968 Scott Blvd., Santa Clara, Calif. 95050 Tel (408) 244-1776 Pres. Robert W. Kratt, Gen. Mgr. James B. Wood
Chief product: Complete duplicating equip.—all formats, winders, mastering equip.
Auto Tapes Unlimited, PO Box 757, 9261 W. Third St., Beverly Hills, Calif. 90213 Tel (213) 278-0107 Pres. Barry L. Caren, Gen. Mgr. Terry Lewis, Sales Mgr. Dan Gurrin
Chief product: Duplicators, shrink packaging equip. (Magnadyne)
Becht Electronics, 3515 Burbank Blvd., Burbank, Calif. 91505 Tel (213) 842-2144 Pres. Andrew Becht, Gen. Mgr. Bo Becht, Sales Mgr. Tony Carter
Chief product: Duplicators for cartridge 8-tr., quadrasonic 8-tr. & cassette
F. T. C. Brewer Co., PO Box 8057, Town & Country Plaza, Pensacola Fla. 32505 Tel (904) 433-7932 Owner Frederic T. C. Brewer
Chief product: Professional tape players & equip.
By-Buk Co. (sub. of Webtek Corp.), 4326 W. Pico Blvd., Los Angeles, Calif. 90019 Tel (213) 937-3511 Pres. J. J. Klien, Gen. Mgr. & Mktg. Dir. R. C. Conner
Chief product: Q-Splice & Spicette splicing prods.
C A D O Audio Inds. Corp., 55 Oak St., Norwood, N.J. 07648 Tel (201) 767-1787 Pres. H. Philip Lehle
Chief product: Mastering equip.
Custom Rec'd Tape of Dallas, 4354 Middleton Rd., Dallas, Tex. 75229 Tel (214) 351-1052 Pres. Jerry McKinney
Branch: Lubbock, Tex., Custom Rec'd Tape, 3304 24 St. Zip 79401 Tel (806) 799-8834 Gen. Mgr. Vince Baldino
Product: Mixers
Custom Rec. Mfg. Co. (div. of Cadet Recs. Inc.), 5810 S. Normandie Ave., Los Angeles, Calif. 90044 Tel (213) 753-5121 Pres. Jules Bihari, Gen. Mgr. Donald Macmillan, Sales Mgr. Robert Herrington
Chief product: Cartridge 8-tr. & cassette duplicators
D S C Inc., 49 Lombard Ave., Danbury, Conn. 06810 Tel (203) 748-3231 Pres. & Gen. Mgr. H. J. Muller
Chief product: Coating, winding, slitting, calendaring, cassette cartridge assembly automation
Dolby Labs Inc., 333 Ave. of the Americas, New York, N.Y. 10014 Tel (212) 243-2525 VP & Mgr. U.S. Opns. Morley Kahn
Home office: England
Chief product: Professional noise reduction equip.—Dolby "A" System & Dolby Model 320 "B" Type Processor
Ed-Pac Dupl'rs, 9102 Firestone Unit "D", Downey, Calif. 90241 Tel (213) 923-4314 Gen. Mgr. Edward F. Pickering
Chief product: High speed tape duplicating systems & related equip.
Electro-Sound, see A&B Dupl'rs Ltd
Eipa Mktg. Inds. Inc., 11040 Atlantic & Thorens Ave., New Hyde Park, L.I., N.Y. 11040 Tel (516) 746-3002 Pres. E. L. Childs, Sales Mgr. P. A. Stone
Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip 85253 Tel (602) 948-1070 Sales Mgr. P. W. Kind
Chief product: Professional open reel tape recorder
Fanta Sound Inc., 1811 Division St., Nashville, Tenn. 37203 Tel (615) 327-7371 Pres. Johnny Rosen
Chief product: Custom design of tape duplicating studios
Ferrocube Corp., Mount Marion Rd., Saugerties, N.Y. 12477 Tel (914) 246-2811 Pres. J. J. Sacco, Gen. Mgr. J. A. Robinson, Sales Mgr. J. L. Turnbull
Chief product: Cartridge, cassette & quadrasonic sound recording heads
Gabriel Mfg. Co., 125 S. Liberty Dr., Stony Point, N.Y. 10980 Tel (914) 942-0100 Gen. Mgr. Jules L. Sack
Branch: Bloomfield Hills, Mich., PO Box 548 Zip 48013 Tel (313) 338-4017
Gauss Electrophysics, see MCA
Grandy Inc., 1275 Bloomfield Ave., Fairfield, N.J. 07006 Tel (201) 575-1433 Pres. John French, VP. Gerald Barnett
Chief product: Magnetic tape heads, cartridge 8-tr., cassette & open reel duplicating systems
Infonics Inc., 1723 Cloverfield Blvd., Santa Monica, Calif. 90404 Tel (213) 828-6471 Pres. Peter H. Stanton, Gen. Mgr. Philip G. Patch, Sales Mgr. Lynn M. Rogge
Chief product: Complete cartridge 8-tr., cassette & open reel duplicators
The Integro Corp., 1512 W. Glendale Blvd., Glendale, Calif. 91201 Tel (213) 246-5282 Pres. Larry Blakeley, Gen. Mgr. Greg Williams
Chief product: Signal processing equip., remixing consoles, noise reduction systems, monitor systems
International Telecomm Inc., McCormick Rd. & Schilling Circle, Cockeysville, Md. 21030 Tel (301) 666-7770 Pres. J. Beste, VP & Sales Mgr. Burgess Macneal
Chief product: Cassette loaders, consoles, equalizers, limiters
King Instrument Corp., 8 Kane Ind'l Dr., Hudson, Mass. 01749 Tel (617) 568-8771 Pres. James L. King, Gen. Mgr. James L. King Jr., Sales Mgr. Paul McGonigle
Chief product: Cassette loaders, 8-tr. cartridge loaders, digital cassette loaders
Lang Electronics Inc., 14 E. 39 St., New York, N.Y. 10016 Tel (212) 725-8110 Pres. L. Lang, Gen. Mgr. T. M. Maloney
Chief product: Recorders, remasters, mastering & checking equip., mixers, equalizers, cassette & cartridge duplicators
Langevin, see MCA
Liberty/UA Tape Dupl'g Inc., 1201 Pacific St., Omaha, Neb. 68108 Tel (402) 348-1770 Gen. Mgr. Marvin King
Chief product: Cartridge 8-tr. & cassette duplicators, loop bins, winders, loaders, splicers, 8-tr. rewinders, precision footage counters
Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006 Tel (201) 575-1900 Pres. Donald D. Scholten, VP Sales Thomas J. Hofbauer, Gen. Mgr. Carl Volpe
Chief product: Sidewinders, degaussers, decks, loaders, splicers
MCA Tech. (an MCA Inc. company), 13035 Saticoy St., North Hollywood, Calif. 91605 Tel (213) 875-1900 Gauss Sales Mgr. Bart Bingham, Langevin Sales Mgr. Phil Hanson
Chief product: High-speed tape duplicating systems (Gauss Electrophysics), tape transports (Langevin), cassette-to-cassette high-speed copier
Magnadyne, see Auto Tapes Unlimited
Make-A-Tape Inc., 33490 Groesbeck, Fraser, Mich. 48026 Tel (313) 294-0500 Pres. Robert J. Gasiorowski, Gen. Mgr. Joseph M. Novak
Chief product: In-cartridge 8-tr. duplicator
J. S. Maloney Assocs., Box 628, Rt. 1, Batavia, Ill. 60510 Tel (312) 879-5998 Pres. John S. Maloney

NOT ALL CHROMIUM DIOXIDE CASSETTES ARE EQUAL...



ONE IS MORE EQUAL THAN THE OTHERS

KR
Krom-O₂

There's a lot of performance capability locked up inside chromium dioxide, but it takes the right know-how to liberate it. There is the basic tape, there is the accuracy in slitting, there are the dozens of little cassette-housing construction details and the over-all skill of a world renowned company, like TDK, that altogether will make the difference. Yes, not all chromium dioxide cassettes are equal. Now you can have chromium dioxide tape with TDK's own special touch. Of course KROM-O₂ is the cassette that gives you the widest

possible range of frequency response, the famous dynamic range and the complete reliability that only TDK can offer. But all these will only be of benefit to you if you have a cassette machine that can properly be biased for chromium dioxide. If you have only standard bias, use any of the TDK superior tapes and cassettes, either the famous TDK Super-Dynamic or the Low-Noise. TDK cassettes are just a little more equal than the others.



Purity in sound. Surety in use.
If TDK can't combine them in a unique way, who else can?

World's leader in tape technology.

TDK ELECTRONICS CORP.
LONG ISLAND CITY, NEW YORK 11103



TDK



TAPE SERVICES

CUSTOM DUPLICATORS

ALABAMA

• BIRMINGHAM (Area Code 205)

Sargent Sound Systems Inc. 213 S 80 St Zip 35206 Tel 836-6274 Pres & Gen Mgr James D Sargent
Configurations: Cartridge 8-tr cassette & open reel

• MOBILE (Area Code 205)

Channel 1 Productions 1061 Elmira St Zip 36604 Tel 432-4845, 471-3613 Owner Lee A Pistole Jr
Configuration: Open reel

• TRUSSVILLE (Area Code 205)

Jones & Assoc Box 52E RR 2 Zip 35173 Tel 665-2569 Pres & Gen Mgr James D Jones
Configuration: Open reel

ARIZONA

• PHOENIX (Area Code 602)

Audio Recs of Arizona Inc 3830 N Seventh St Zip 85014 Tel 277-4723 Pres & Gen Mgr Floyd Ramsey

Configurations: Cassette & open reel
General Cassette Corp 1324 N 22 Ave Zip 85009 Tel 258-7059 Pres Bill L Johnson Gen Mgr William Turner Sales Mgr Bill White
Configurations: Cartridge 8-tr cassette & open reel
Southwest Audio Inc 5230 E Washington St Zip 85034 Tel 275-9731 Pres Scott Fresener
Configurations: Cartridge 8-tr & cassette

• SCOTTSDALE (Area Code 602)

Universal Audio Rec 6736 E Avaton Dr Zip 85251 Tel 947-2596 Pres John A Michaelson Sales Mgr Wade Bray
Branch: Minneapolis, Minn
Configurations: Cassette & open reel

• TUCSON (Area Code 602)

Audio Dynamics Rec 100 E Alameda St Suite 112 Zip 85701 Tel 624-1252 Owners Leland E Oliver Rod Shields
Configuration: Open reel

ARKANSAS

• LITTLE ROCK (Area Code 501)

Jaggars Audio Productions 6720 Mabelvale Cut Off Zip 72209 Tel 565-2800 Pres S J Jaggars
Configurations: Cassette & open reel

CALIFORNIA

• ANAHEIM (Area Code 714)

Certron Corp 1701 State College Blvd Zip 92806 Tel 633-4280 Pres Ed Ganson VP Ops Ed Koeppe VP Mktg Ray Allen Mktg Mgr Ray Arbuckle
Configurations: Cartridge 8-tr & cassette

• COSTA MESA (Area Code 714)

Audio Dynamic Ents 1281 Logan St Bldg B Zip 92626 Tel 549-2271 Pres Gene Edwards
Configurations: Cartridge 8-tr, cassette & open reel

• FRESNO (Area Code 209)

California Artists Corp PO Box 3374 Zip 93766 Tel 266-9570 Pres Ray Camacho VP & Gen Mgr Joe Cruz Sales Mgr Martina Calles
Configurations: Cartridge 8-tr & cassette

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Abbey Tape Duplrs 5358 Cartwright Ave North Hollywood 91601 Tel 877-3136 Owner & Mgr Norman C Cooke

Configurations: Cartridge 8-tr, cassette & open reel
Able Turntable & Tape 6912 Hollywood Blvd, Hollywood 90028 Tel 466-8338 Pres Ted Gardner Gen Mgr Mike LaPuma
Configurations: Cassette & open reel

Alco Research & Engg Inc 6201 Santa Monica Blvd Zip 90038 Tel 466-1101 Pres Lester A Cottrell Gen Mgr Al Levine
Configuration: Cartridge 8-tr

Alto Fonic Programming Inc 6362 Hollywood Blvd Hollywood 90028 Tel 466-9261 Pres D Alan Clark Gen Mgr Bill Ezell Sales Mgr Bob Mayfield
Configuration: Open reel

Ampex Music Div 500 Rodier Dr Glendale 91201 Tel 245-9373
Home office: Chicago, Ill
Configurations: Cartridge 8-tr, cassette & open reel

Audio-Video Communications Inc 5727 W Jefferson Blvd Zip 90016 Tel 870-6832 Pres & Gen Mgr Donald E Anderson Sales Mgr Herbert S Dale
Configurations: Cartridge 8-tr, cassette & open reel
Capitol Recs Inc 1750 N Vine St Hollywood 90028 Tel 462-6252 Pres Baskar Menon VP & Gen Mgr George R Jones Ops Dir Robert E Dempster Western Sales Mgr John Leffler
District offices: Chicago, Ill, New York, N.Y.
Configurations: Cartridge 8-tr & cassette

Coast Recs Inc 8000 Sunset Blvd Hollywood 90028 Tel 469-3983 Pres M T Putnam Gen Mgr R W Doherty
Studio: San Francisco Calif
Configuration: Open reel

Columbia Rec Productions 6430 Sunset Blvd Hollywood 90028 Tel 466-2481 Mgr Mike Coolidge
Configurations: Cartridge 8-tr, cassette & open reel

Conway Recs Inc 655 N St Andrews Pl Hollywood 90004 Tel 463-2175 Pres Phil A Yeend Gen Mgr Ken Sweet
Configuration: Cassette

The Custom Fidelity Co Inc 7925 Santa Monica Blvd Hollywood 90046 Tel 654-4522 Pres David W Berkus Sales Mgr Ellis Fertig Chief Eng Michael Levey
Configurations: Cassette & open reel

Custom Rec Mfg (div of Cadet Recs Inc) 5810 S Normandie Ave Zip 90044 Tel 753-5121 Pres Jules Bihari Gen Mgr Donald Macmillan Sales Mgr Robert Herrington
Configurations: Cartridge 8-tr, cassette & open reel

E M C Corp Radio Recs Div 7000 Santa Monica Blvd Hollywood 90038 Tel 463-3282 Gen Mgr Jerry Greenfield Sales Mgr D Cimminelli
Home office: Minneapolis-St Paul, Minn
Configurations: Cassette & open reel

I D Sound Studios Inc 1556 N La Brea Ave Zip 90028 Tel 462-6477 Pres Ivan Fisher
Configuration: Open reel

Linden Dis 1831 Prosser Ave Suite 315 Zip 90025
Configuration: Cartridge 8-tr

M C A Recs 100 Universal City Plaza Universal City 91608 Tel 985-4321
Configurations: Cartridge 8-tr, cassette & open reel

Magnetic Tape Engg Corp 8120 Webb Ave North Hollywood 91605 Tel 768-6100 Pres S Gerald Stone Exec VP Julian S Weinstein VP Mktg James S Walker
Configurations: Cartridge 8-tr cassette & open reel

Monarch Tape Dupl (sub of Viewlex Inc) 3416-20 Vineyard Ave Zip 90016 Tel 731-2228 Gen & Sales Mgr Harry Goldstein
Sales office: New York, N.Y. Viewlex Inc
Configurations: Cartridge 8-tr, cassette & open reel

RCA Recs Special Prods Mktg 6363 Sunset Blvd Hollywood 90028 Tel 461-9171 Sales Reps Bill Leonard Bernie Silverman
Configurations: Cartridge 8-tr quadrasonic 8-tr & cassette

Sunset Sound Recs 6650 Sunset Blvd Hollywood 90028 Tel 469-1186 Pres T Camarata Gen Mgr G Belew Sales Mgr J Saunders
Configuration: Cassette

Superscope Rec Tapes 155 Fox St San Fernando 91340 Tel 365-1191 Pres Joseph S Tushinsky Gen Mgr R L Stover
Configurations: Cartridge 8-tr, cassette & open reel

Ultrasonic Int'l 6306 York Blvd Zip 90042 Tel 254-5131 Pres Art Goldman
Configurations: Cartridge 8-tr & cassette

United Sound Recs 1805 W Magnolia Blvd Burbank 91506 Tel 845-7435 Pres Glen Glancy VP Jim Auchterlone
Configurations: Cartridge 8-tr cassette & open reel

Universal Tape Corp PO Box 1536 1940 W 144 St Gardena 90249 Tel 327-1540 VP & Gen Mgr Edward O Praeger
Configurations: Cartridge 8-tr quadrasonic 8-tr cassette & open reel

Whitney Recg Studio Inc 1516 W Glenoaks Blvd Glendale 91201 Tel 245-6801 Owner & Pres Lorin J Whitney
Configurations: Cassette & open reel

• SACRAMENTO (Area Code 916)

Brandt's Recg Studios 1030 48 St Zip 95819 Tel 451-3400 Owners C M & E A Brandt Mgr Charles M Brandt
Configurations: Cartridge 8-tr, cassette & open reel
Bill Rase Recg & Film Studios 2904 Franklin Blvd Zip 95818 Tel 452-4266 Pres & Gen Mgr Bill Rase
Configurations: Cartridge 8-tr cassette & open reel

• SAN BERNARDINO (Area Code 714)

Stereo Mobile Inc 214 W Highland Ave Zip 92405 Tel 882-7116 Pres Hal Ludwig VP & Gen Mgr Mrs Naomi Ludwig Sales Mgr Mike Pope
Configuration: Cartridge 8-tr

• SAN FRANCISCO & BAY AREA (Area Code 415)

Action Recs Inc 2207 El Camino Real San Mateo 94403 Tel 574-1500
Configuration: Open reel
Coast Recs Inc 829 Folsom St Zip 94107 Tel 397-7676 VP Lloyd A Pratt Jr
Home office: Los Angeles Calif
Configuration: Open reel
Fred Fox Music Co 15 Ontario San Mateo 94401 Tel 343-7222 Owner & Gen Mgr F H Nesbitt Jr
Configurations: Cartridge 8-tr, cassette & open reel
Donald Jones Cassette Prod'n 42 Second St Zip 94105 Tel 982-4432 6287 Owner Donald Jones
Configuration: Cassette

Mann Cassette Inds PO Box 1121 Zip 94101 Tel 221-2000 Pres Donald Mann
Configuration: Cassette
McCune Studios 915 Howard St Zip 94107 Tel 433-0850 Pres Harry D McCune Sr Gen Mgr Don Geis
Configurations: Cassette & open reel
Newcomb Recg Studio 4834 Bissell Ave Richmond 94805 Tel 233-7487 Pres William S Newcomb Gen Mgr Tim O Maley
Configuration: Open reel
Protronics Co 2199 El Camino Real San Mateo 94403 Tel 574-8511 Sales Mgr Mike Sandifer
Configurations: Cassette & open reel
Studio 10 Inc Ltd 354 Shoreline Hwy Mill Valley 94941

Tel 388-9860 Pres Tom Preuss Sales Mgr Clint Wilson
Configurations: Cartridge 8-tr cassette & open reel
• SAN JOSE (Area Code 408)
Audiodyne Co PO Box 825 Zip 95113 Tel 287-3520 Pres & Gen Mgr L R Chiaramonte
Configurations: Cartridge 8-tr cassette & open reel
• SANTA CLARA (Area Code 408)
Precision Tape Dupl'g Inc 2968 Scott Blvd Zip 95050 Tel 244-1776 Pres Robert W Kratt
Configurations: Cartridge 8-tr quadrasonic 8-tr & cassette

Continued on page TR-14

Why the new King 8-Track Winder costs so damn much.

After almost three years of making the world's fastest cassette winders, we've just come out with an 8-track model.

Its price: \$4,850. O.K. Why so damn much?

Performance. One operator on one King Two Spindle 8-Track Winder can produce 2,400 beautifully wound cartridges in an 8-hour shift.

Compare this to any other 8-track winder. Take three of them and one operator.

You'll get about 1,600 cartridges per shift.

You'll spend about \$300 more on machines.

And you'll pay rent on three times the floor space.

Plus, you won't get: A footage count accurate to within 2%.

Accurate drop loop length control.

And unmatched tension control.

All of which you do get with the King 8-Track.

(Incidentally, we've also got an incredible Automatic Splicer to go with it.)

What we've already done for cassettes.

Of course, if you also need a high-speed cassette winder, there's still the King Cassette Winder.

And, of course, it's pretty damn costly too: \$6,995.

But, while one operator on any two other machines is putting out a mere 500 cassettes per shift, one operator on two King Cassette Winders

will put out 1,800 to 2,000 per shift.

And all the King operator has to do is simply place the empty cassette on the machine.

Because ours is the only cassette winder with consistent, repeatable, automatic splicing and wind-in of leader.

In addition, we've got the industry's most accurate tension control,

and tape handling so precise and gentle that even 1/4 mil (C-120) is no problem.



Small wonder that anybody who's anybody is now using King Cassette Winders.

How we do it all.

Look. You either design and build things to the highest possible standards or you don't.

At King, we design and build tape winders to the highest possible standards.

All our machines are virtually hand-made. (We sub-contract the paint job.)

The guys that make them are all highly skilled experimental machinists.

And 30% of their time is spent on research and development.

If you want to make the most absolutely precise, reliable, and advanced tape tailoring systems available today, this is the only way to do it.

Wanna see it?

We'd like you to see our operation firsthand. Anytime. If that's inconvenient, we've got machines in use all over the world, so we should be able to set up a demo either at or near your factory.

Just write or call our Paul McGonigle

at: King Instrument Corporation, Kane Industrial Drive, Hudson, MA 01749, 617-568-8771 (Telex 94-8485).

He'll be happy to show you why you can buy a cheaper winder than a King.

And pay more money.



The King. In tape tailoring systems.



TAPE SERVICES

Continued from page TR-13

SANTA MARIA (Area Code 805)
Columbia Rec. Prod. ns 900 E. Stowell Rd. Zip 93454 Tel 922-4511 Mgr. Ric Daluse
Configurations: Cartridge 8-tr. cassette & open reel

SAUGUS (Area Code 805)
Keyser-Century Corp. 26000 Springbrook Rd. Zip 91350 Tel 259-2360 Pres. Richard Keyser. Gen. Mgr. H.R. Jepsen Jr. Sales Mgr. Robert G. Lyman
Configurations: Cartridge 8-tr. cassette & open reel

SUNNYVALE (Area Code 408)
G.R.T. Corp. Custom Prods. Div. 1286 N. Lawrence Station Rd. Zip 94086 Tel 734-2910 Pres. Alan J. Bayley, Mgr. Dave Travis
Configurations: Cartridge 8-tr. cassette & open reel
Recording Specialties 1030J E. Duane St. Zip 94086 Tel 248-3880 Pres. & Gen. Mgr. Michael Papp
Configurations: Cartridge 8-tr. & cassette

COLORADO

DENVER (Area Code 303)
Audicom Corp. 995 S. Clermont. Zip 80222 Tel 757-3377 Pres. & Gen. Mgr. Jack H. Dunham Sales Mgr. Bill Rehm
Configurations: Cassette & open reel
Communi-Creations Inc. 312 S. Pearl. Zip 80209 Tel 744-6005 Pres. Harry F. Landon. Exec. VP. Donald Spencer
Configuration: Open reel
Jackson Sound Prods. Ltd. 1403 S. Lipan. Zip 80223 Tel 722-7019 Pres. Joseph K. Jackson
Configurations: Cassette & open reel

CONNECTICUT

HAMDEN (Area Code 203)
Sleeping Giant Films Inc. 3019 Dixwell Ave. Zip 06518 Tel 248-9323 Pres. David K. Harris. VP. Anthony Guarino Jr. Sales Mgr. Richard Harris
Configurations: Cassette & open reel

NORWALK (Area Code 203)
Cook Labs Inc. 375 Ely Ave. Zip 06854 Tel 853-3641 Pres. Emory Cook. Sales Mgr. John Moriarty
Configuration: Cassette

STAMFORD (Area Code 203)
P & P Studios Inc. 17 Viaduct Rd. Zip 06907 Tel 327-9204 Pres. Victor E. Paric. Gen. Mgr. Terry L. Puffer.
Configurations: Cassette & open reel.

WATERBURY (Area Code 203)
Infodex Cassette Corp. 7 Cherry Ave. Zip 06702 Tel 757-9291 Pres. Roger S. Swain. Sales Mgr. John W. Berry
Configurations: Cartridge 8-tr. & cassette

DELAWARE

WILMINGTON (Area Code 302)
Ken-Del Prod. ns Inc. 111 Valley Rd., Richardson Park. Zip 19804 Tel 655-7488 Pres. H. Edwin Kennedy. Gen. Mgr. M. Leap
Configurations: Cartridge 8-tr., cassette & open reel
Sound Track Music East. 810 E. 13 St. Zip 19801 Tel 652-1303 Gen. Mgr. T.H. Willis. Sales Mgr. J.R. Roberts
Configurations: Cartridge 8-tr. & cassette

DISTRICT OF COLUMBIA

WASHINGTON (Area Code 202)
Lion Rec. g Servs. Inc. 1905 Fairview Ave. NE Zip 20002 Tel 832-7885 Pres. Harold H. Lion
Configurations: Cassette & open reel

FLORIDA

FORT LAUDERDALE (Area Code 305)
Audio Adv. Prods. ns (div. of SRS Int'l) 790 NE 45 St. Zip 33308 Tel 772-0008 Pres. & Gen. Mgr. J. Michelle Scott. Prod. Mgr. David P. Chiodo
Configuration: Open reel
The Smith Studio Inc. 3141 SW 22 Ct. Zip 33312 Tel 581-7300 Pres. & Sales Mgr. Fletcher Smith. Gen. Mgr. Janet Smith
Configurations: Cassette & open reel

HOLLYWOOD (Area Code 305)
Custom Audio Inc. 1846 Wilson. Zip 33020 Tel 920-0220
Home office: Chicago, Ill.
Configurations: Cassette & open reel

JACKSONVILLE (Area Code 904)
Vincent Sound Rec. g Studios Inc. 4551 Brown Ave. Zip 32207 Tel 396-2529 Pres. & Gen. Mgr. Norman F. Vincent. Sales Mgr. Tom Markham
Configuration: Open reel

MELBOURNE (Area Code 305)
Tavis Int'l Inc. PO Box 68 Zip 32901 Tel 727-7202 Pres. John J. Brennan. Gen. Mgr. Earl D. Witherby. Sales Mgr. Allan Koalades
Configuration: Cassette

MIAMI METROPOLITAN AREA (Area Code 305)
Adnan Assoc. Inc. 6660 Biscayne Blvd. Zip 33138 Tel 757-1626 Pres. Michael Adnan. Gen. Mgr. Curt Witt. Sales Mgr. Gene Sayet
Configurations: Cartridge 8-tr. cassette & open reel
Ben-Scott Rec. g Inc. 1995 NE 150 St. North Miami 33161 Tel 945-5465 Pres. Murry Woroner. Gen. Mgr. Frank Lialie
Configuration: Open reel

Criteria Rec. g Co. Inc. 1755 NE 149 St. Zip 33161 Tel 947-5611 Owner. M.L. Emerman. Mgr. Edith L. Murphy
Configurations: Cartridge 8-tr. cassette & open reel
Professional Programming Inc. 4925 SW 93 Ct. Zip 33165 Tel 279-3673 Pres. & Gen. Mgr. Dick Starr. Sales Mgr. Carole Stambaugh
Configuration: Cassette
South Eastern Rec. Mfg. Corp. 4380 NW 128 St. Opa Locka 33054 Tel 685-6211 Pres. Matthew San Martin. Sales Mgr. Eugenio Olanaga
Configurations: Cartridge 8-tr. & cassette
Tape Dupl. rs of Florida Inc. 785 W. 83 St. Hialeah 33145 Tel 785-7585 Pres. Aldo Vazquez. Gen. & Sales Mgr. Carlos Garcia
Configurations: Cartridge 8-tr. & cassette
Voice Inc. 5810 W. Flagler St. Zip 33144 Tel 661-3164 Pres. Jim Lowe
Configurations: Cartridge 8-tr. cassette & open reel

PENSACOLA (Area Code 904)
F. T. C. Brewer Co. PO Box 8057 Town & Country Plaza Zip 32505 Tel 433-7932 Owner. Frederic T. C. Brewer
Configuration: Open reel

WINTER GARDEN (Area Code 305)
Magnetic Corp. 770 W. Bay St. Zip 32787 Tel 656-4494 Pres. John Lory. Gen. Mgr. Dick Camnitz. Sales Mgr. Bill Raynes
Configurations: Cartridge 8-tr. cassette & open reel

GEORGIA

ATLANTA METROPOLITAN AREA (Area Code 404)
Cartridge Control Corp. 2091 Faulkner Rd. NE Zip 30324 Tel 633-4577 Pres. Don Comstock. Gen. Mgr. Bill Evans
Configurations: Cartridge 8-tr. cassette & open reel
Doppler Studios Inc. 417 Peachtree St. Zip 30308 Tel 873-6941 Pres. Pete Caldwell
Configuration: Open reel

Foundation Sound Studios Inc. 2080 Peachtree Ind'l Ct. Chamblee 30341 Tel 458-3589 Pres. & Chief Eng. Michael J. Schenman. VP & Studio Mgr. C.J. Shubert Jr. Chief Technician Richard L. Clark
Configurations: Cassette & open reel

Kin-Tel Prod. ns & Sound Studios. 1200 Spring St. NW Zip 30309 Tel 874-3668 Owner. Rod Kinder
Configurations: Cassette & open reel

LeFevre Sound Corp. 1314 Elsworth Ind'l Dr. NW Zip 30318 Tel 355-8680 Pres. Pierce LeFevre. Gen. Mgr. Maurice LeFevre
Configurations: Cartridge 8-tr. cassette & open reel
Mark Custom Rec. g Serv. 2543 Raintree Dr. NE Zip 30329 Tel 636-0289 Gen. Mgr. William D. Bailey Jr.
Home office: Clarence Center, N.Y.
Configurations: Cassette & open reel

Project 70 Audio Servs. 1127 Spring St. NW Zip 30309 Tel 874-5232 Mgr. Jerry L. Connell
Configurations: Cassette & open reel

Recordex Corp. 3227 Cam's Hill Pl. NW Zip 30305 Tel 237-7000 7122 Pres. Mort N. Miller. VP & Gen. Mgr. Robert Nemo
Configuration: Cassette

DEMOREST (Area Code 404)
Ralph S. Radio Music Box 127 Zip 30535 Tel 723-3884 Pres. Ralph Raper
Configuration: Cartridge 8-tr.

ILLINOIS

CHICAGO METROPOLITAN AREA (Area Code 312)
Agency Rec. g Studios Inc. 20 N. Wacker Dr. Zip 60606 Tel 236-3632 Pres. John G. Garamoni
Configuration: Open reel
Ampex Music Div. 2201 Lunt Ave. Elk Grove Village 60007 Tel 593-6000 Nat'l Sales Mgr. Matt Hoey
Branches: Los Angeles Calif. Hackensack N.J. New York N.Y. Dallas Tex.
Configurations: Cartridge 8-tr. cassette & open reel
Baikan Rec. g Studio. 6917 W. Cermak Rd. Berwyn 60402 Tel GU 4-6436 Owner & Mgr. Slavko A.V. Hlad
Configurations: Cartridge 8-tr. & cassette
Boulevard Rec. g Studios Inc. 609 N. LaSalle St. Zip 60610 Tel 944-2752 Pres. & Gen. Mgr. Hal Kait. Chuck Sales Mgr. Eleanor Kaitchuck
Configurations: Cassette & open reel
Capitol Recs. Inc. 6401 Gross Point Rd. Niles 60648 Mid-West Sales Mgr. Max K. Calison
Configurations: Cartridge 8-tr. & cassette
Cassette Dupl. rs Inc. 3132 N. Natchez Ave. Zip 60634 Tel 889-4888 Gen. Mgr. Nero Lebmertz
Configuration: Cassette
Chicago Album & Specialty Corp. 417 S. Jefferson St. Zip 60607 Tel 427-0113 Pres. & Sales Mgr. Adolph Willinger. Gen. Mgr. Anthony Busse
Configurations: Cartridge 8-tr. & cassette
Columbia Rec. Prod. ns 630 N. McClurg Ct. Zip 60611 Tel 944-6000 Mgr. Dick Hutter
Configurations: Cartridge 8-tr. cassette & open reel
Custom Audio Inc. 110 S. River Rd. Des Plaines 60016 Tel 299-0220 298-6680 Pres. Paul H. Lutgens. Gen. & Sales Mgr. T. E. Larsen
Branch: Hollywood Fla.
Configurations: Cassette & open reel
Double Sweden Co. Box 1616 Wheaton 60187 Tel 653-1616 Pres. James W. Canon. Sales Mgr. Tom Canon
Configuration: Cassette
G.R.T. Ter. Mar. Rec. g Studios 320E 21 St. Zip 60616 Tel 225-2770 Mgr. Tony Di. Mana
Configuration: Open reel
International Rec. g Co. Inc. 1649 W. Evergreen. Zip 60622 Tel 227-2000 Pres. L. March. VP & Gen. Mgr. J. Van Man. Sales Mgr. Bill Bayer
Configurations: Cartridge 8-tr. cassette & open reel
Programming Technologies Inc. 215 W. Chicago Ave. Zip 60610 Tel 787-2700 Pres. William Bennett
Configurations: Cartridge 8-tr. cassette & open reel
R.C.A. Recs. Special Prods. Mktg. 1 N. Wacker Dr. Zip 60606 Tel 641-5880 Sales Repr. Bill Reilly Joe Pop
Configurations: Cartridge 8-tr. quadrasonic 8-tr. & cassette
Recordings Unlimited. 3132 N. Natchez. Zip 60634 Tel 889-4888 Pres. John Craig. Gen. Mgr. Bill Moore
Configurations: Cartridge 8-tr. cassette & open reel
Sound Market Rec. g Co. 664 N. Michigan Zip 60611 Tel 664-4335 Gen. Mgr. James Cunningham
Configuration: Open reel
Sound Studios Inc. 230 N. Michigan Ave. Zip 60601 Tel 236-48170 Pres. Michael P. Eisenmenger. Gen. Mgr. Gil Weinstein. Sales Mgr. Phil Waterman
Configurations: Cassette & open reel
Tono Tapes Inc. 57 W. Grand Ave. Zip 60610 Tel 828-9357 Pres. & Gen. Mgr. A. B. Clapper. Sales Mgr. Charles Farmer
Configurations: Cartridge 8-tr. cassette & open reel
Wright Assoc. 1158 Wincanton Or. Overfield 60015 Tel 945-6924 Pres. Rudy Wright
Configurations: Cartridge 8-tr. & cassette

DEARBORN (Area Code 313)
P.A.C.3 Rec. g Co. Inc. 7106 Greenfield Zip 48126 Tel 581-0520 Pres. Richard G. Becker
Configurations: Cartridge 8-tr. cassette & open reel

DETROIT METROPOLITAN AREA (Area Code 313)
Adell Int'l Inc. 43700 Adell Blvd. Novi 48050 Tel 349-6300 Pres. Robert Adell
Configurations: Cartridge 8-tr. & cassette
American Sound Corp. 3319 E. 10 Mile Rd. Warren 48091 Tel 539-2900 Pres. Frank S. Day. Gen. Mgr. Paul Hayes. Sales Mgr. Harris Osborn
Configurations: Cartridge 8-tr. cassette & open reel
Arts Fields Prod. ns Inc. 9430 Woodward Ave. Zip 48202 Tel 873-9900 Pres. Arthur H. Fields. VP & Gen. Mgr. M. O. Mounts. Sales Mgr. Thomas Aquino
Configuration: Open reel
Gabriel Mfg. Co. PO Box 548 Bloomfield Hills 48013 Tel 338-4017
Home office: Stony Point, N.Y.
Configurations: Cartridge 8-tr. cassette & open reel
Magnetic Video Corp. 23434 Industrial Park Ct. Farmington 48024 Tel 477-6066 Pres. Andre Blay. Opns Mgr. Thomas Pagan. Sales Mgr. Lee Nicholson
Configurations: Cartridge 8-tr. quadrasonic 8-tr. & cassette
Make-A-Tape Inc. 33490 Groesbeck Fraser 48026 Tel 294-0500 Pres. Robert J. Gasiorowski. Gen. Mgr. Joseph M. Novak
Configuration: Cartridge 8-tr.

Pioneer Rec. g Studio Inc. 20014 James Couzens Zip 48235 Tel 341-5668 Pres. & Gen. Mgr. Gary A. Rubin. Sales Mgr. Tom Hartkopf
Configurations: Cartridge 8-tr. cassette & open reel
R.C.A. Recs. Special Prods. Mktg. 24333 Southfield Rd. Suite 110. Southfield 48075 Tel 352-6610 Sales Rep. W. Carey
Configurations: Cartridge 8-tr. quadrasonic 8-tr. & cassette

Tape Trans Inc. 750 Mandoline. Madison Heights 48071 Tel 588-8281 Pres. Burt Mahler. Gen. Mgr. Al Hart. Configurations: Cartridge 8-tr. & cassette
United Sound Systems Inc. 5840 Second Ave. Zip 48202 Tel 871-2570 Pres. & Gen. Mgr. James V. Syracuse
Configurations: Cassette & open reel

GRAND RAPIDS (Area Code 616)
Sound Assoc. 894 Fuller NE Zip 49503 Tel 454-0228 Pres. Bob Miller. Gen. Mgr. Jim King
Branch: Hudsonville Mich.
Configurations: Cassette & open reel

HUDSONVILLE (Area Code 616)
Sound Assoc. 3546 Van Buren Zip 49426 Tel 669-1273 Gen. Mgr. L. C. Miller
Home office: Grand Rapids, Mich.
Configurations: Cassette & open reel

LANSING (Area Code 517)
Haka Prod. ns 3612 Tecumseh River Rd. Zip 48906 Tel 485-6137 Owner & Mgr. Philip G. Haka
Configurations: Cartridge 8-tr. cassette & open reel

TUCUMSEH (Area Code 313)
Faraday Inc. 805 S. Maumee Zip 49286 Tel 423-2111 Pres. F. J. Klun. Gen. Mgr. A. B. Thomas. Sales Mgr. O. C. Koopman
Configurations: Cartridge 8-tr. cassette open reel & cartridge

INDIANA

GARY (Area Code 219)
Bud Pressner Rec. g Serv. 4839 S. Broadway Zip 46409 Tel 884-5214 Owner & Pres. Bud Pressner
Configurations: Cartridge 8-tr. cassette & open reel

INDIANAPOLIS (Area Code 317)
Commercial Features Inc. 1411 N. Illinois St. Zip 46202 Tel 636-0170 Pres. Paul R. Bender. Gen. Mgr. Harold K. Jaynes
Configuration: Open reel
C.W. Fleetwood Agency. 3614 E. Southern Ave. Zip 46203 Tel 786-5111 Pres. Cliff Fleetwood. Gen. Mgr. J. A. Fleetwood. Sales Mgr. C. H. Fleetwood
Configurations: Cartridge 8-tr. cassette & open reel
Ohmit Rec. g Studio. 6102 E. 10 St. Zip 46219 Tel 356-9187 Owner & Pres. Leslie E. Ohmit
Configurations: Cassette & open reel

RICHMOND (Area Code 317)
Philips Rec. g Co. Inc. 1600 Rich Rd. Zip 47374 Tel 962-9511 Gen. Mgr. Curt Albright
Home office: New York, N.Y.
Configurations: Cartridge 8-tr. cassette & open reel

TERRE HAUTE (Area Code 812)
Columbia Rec. Prod. ns 1400 N. Fruitridge Ave. Zip 47805 Tel 466-4231 Tape Mgr. Gene Edwards
Configurations: Cartridge 8-tr. cassette & open reel

IOWA

COUNCIL BLUFFS (Area Code 712)
Moss Rec. g Serv. Box 417. 708 W. Broadway Zip 51501 Tel 322-4513 Owner & Pres. Terry L. Moss
Configuration: Open reel

DAVENPORT (Area Code 319)
Fredro Rec. g Studios. 2224 E. 12 St. Zip 52803 Tel 376-2841 Owner. Frederick R. Mauck. Mgr. Lois R. Mauck
Configurations: Cartridge 8-tr. cassette & open reel

DES MOINES (Area Code 515)
Lanam Assoc. Inc. 515 28 St. Zip 50312 Tel 282-8306 Pres. & Gen. Mgr. Larry A. McKeever
Configurations: Cassette & open reel

KANSAS

EMPORIA (Area Code 316)
Webb Recs. 1234 Luther St. Zip 66801 Tel 342-7405 Pres. & Gen. Mgr. J. Thomas Webb
Configurations: Cartridge 8-tr. & open reel

WICHITA (Area Code 316)
High Fidelity Rec. g Inc. 1059 Porter. Zip 67203 Tel 262-6456 Pres. Raymond O. Creely. Gen. Mgr. James Stratton
Configurations: Cartridge 8-tr. cassette & open reel

KENTUCKY

LEXINGTON (Area Code 606)
Lemco Sound Studio. 2518 Southview Dr. Zip 40503 Tel 277-1184 Owner & Mgr. Cecil Jones
Configurations: Cassette & open reel

LOUISVILLE (Area Code 502)
Allen-Martin Prod. ns Inc. (Audio Div.). 9912 Taylorsville Rd. Zip 40299 Tel 267-5468 Pres. Ray Allen. Gen. & Sales Mgr. David H. Snowden
Configurations: Cassette & open reel
Orbit Radin/Video. PO Box 1844 Zip 40201 Tel 584-5535 Pres. & Gen. Mgr. S. A. Gisler
Configurations: Cartridge 8-tr. cassette & open reel

LOUISIANA

NEW ORLEANS (Area Code 504)
Rosemont Rec. g Serv. Studios. 4634 Wilson Ave. Zip 70126 Tel 242-1581 Pres. & Gen. Mgr. Alfred E. Taylor Sr. Sales Mgr. Albert H. Tolbert
Configurations: Cartridge 8-tr. & open reel

RUSTON (Area Code 318)
Americana Rec. g Studios. PO Drawer L. 707-709 W. California Ave. Zip 71270 Tel 255-0287 Chief Eng. Phillip R. Lawson. Gen. Mgr. Roger W. Lawson Jr.
Configurations: Cartridge 8-tr. cassette & open reel

MARYLAND

BALTIMORE METROPOLITAN AREA (Area Code 301)
Bradley Rec. g Co. Inc. 531 N. Howard St. Zip 21201 Tel 727-0950 Pres. F. Joseph Bradley. Sales Mgr. Suzi Kawasoye

Configurations: Cassette & open reel
171/ Rec. gs Inc. McCormick Rd. & Schilling Circle. Cockeysville 21030 Tel 666-7774 Sales Mgr. Burgess Macmillan
Configurations: Cassette & open reel

SILVER SPRING (Area Code 202)
D.B. Sound Studios Inc. 8037 13 St. Zip 20910 Tel 333-7474 Pres. Jules M. Damian. Gen. Mgr. R. N. Rolason Jr.
Configurations: Cartridge 8-tr. cassette & open reel

MASSACHUSETTS

BOSTON METROPOLITAN AREA (Area Code 617)
Ace Rec. g Studios Inc. 1 Boylston Pl. Zip 02116 Tel 482-8550 Owners: Milton & Herbert Yakus. Studio Mgr. Milton Yakus
Configurations: Cassette & open reel
Continental Rec. gs Inc. 12 Irving St. Framingham 01701 Tel 879-2430 237-0568 Pres. & Sales Mgr. L. Dan. el Flynn. Gen. Mgr. John F. Flynn
Configuration: Open reel
Fleetwood Rec. g Co. Inc. 321 Revere St. Revere 02151 Tel 289-6800 Pres. Vincent P. Giarrusso. Gen. Mgr. Raymond Samora
Configurations: Cartridge 8-tr. cassette & open reel

MICHIGAN

DEARBORN (Area Code 313)
P.A.C.3 Rec. g Co. Inc. 7106 Greenfield Zip 48126 Tel 581-0520 Pres. Richard G. Becker
Configurations: Cartridge 8-tr. cassette & open reel

DETROIT METROPOLITAN AREA (Area Code 313)
Adell Int'l Inc. 43700 Adell Blvd. Novi 48050 Tel 349-6300 Pres. Robert Adell
Configurations: Cartridge 8-tr. & cassette
American Sound Corp. 3319 E. 10 Mile Rd. Warren 48091 Tel 539-2900 Pres. Frank S. Day. Gen. Mgr. Paul Hayes. Sales Mgr. Harris Osborn
Configurations: Cartridge 8-tr. cassette & open reel
Arts Fields Prod. ns Inc. 9430 Woodward Ave. Zip 48202 Tel 873-9900 Pres. Arthur H. Fields. VP & Gen. Mgr. M. O. Mounts. Sales Mgr. Thomas Aquino
Configuration: Open reel
Gabriel Mfg. Co. PO Box 548 Bloomfield Hills 48013 Tel 338-4017
Home office: Stony Point, N.Y.
Configurations: Cartridge 8-tr. cassette & open reel
Magnetic Video Corp. 23434 Industrial Park Ct. Farmington 48024 Tel 477-6066 Pres. Andre Blay. Opns Mgr. Thomas Pagan. Sales Mgr. Lee Nicholson
Configurations: Cartridge 8-tr. quadrasonic 8-tr. & cassette
Make-A-Tape Inc. 33490 Groesbeck Fraser 48026 Tel 294-0500 Pres. Robert J. Gasiorowski. Gen. Mgr. Joseph M. Novak
Configuration: Cartridge 8-tr.

Pioneer Rec. g Studio Inc. 20014 James Couzens Zip 48235 Tel 341-5668 Pres. & Gen. Mgr. Gary A. Rubin. Sales Mgr. Tom Hartkopf
Configurations: Cartridge 8-tr. cassette & open reel
R.C.A. Recs. Special Prods. Mktg. 24333 Southfield Rd. Suite 110. Southfield 48075 Tel 352-6610 Sales Rep. W. Carey
Configurations: Cartridge 8-tr. quadrasonic 8-tr. & cassette

Tape Trans Inc. 750 Mandoline. Madison Heights 48071 Tel 588-8281 Pres. Burt Mahler. Gen. Mgr. Al Hart. Configurations: Cartridge 8-tr. & cassette
United Sound Systems Inc. 5840 Second Ave. Zip 48202 Tel 871-2570 Pres. & Gen. Mgr. James V. Syracuse
Configurations: Cassette & open reel

GRAND RAPIDS (Area Code 616)
Sound Assoc. 894 Fuller NE Zip 49503 Tel 454-0228 Pres. Bob Miller. Gen. Mgr. Jim King
Branch: Hudsonville Mich.
Configurations: Cassette & open reel

HUDSONVILLE (Area Code 616)
Sound Assoc. 3546 Van Buren Zip 49426 Tel 669-1273 Gen. Mgr. L. C. Miller
Home office: Grand Rapids, Mich.
Configurations: Cassette & open reel

LANSING (Area Code 517)
Haka Prod. ns 3612 Tecumseh River Rd. Zip 48906 Tel 485-6137 Owner & Mgr. Philip G. Haka
Configurations: Cartridge 8-tr. cassette & open reel

TUCUMSEH (Area Code 313)
Faraday Inc. 805 S. Maumee Zip 49286 Tel 423-2111 Pres. F. J. Klun. Gen. Mgr. A. B. Thomas. Sales Mgr. O. C. Koopman
Configurations: Cartridge 8-tr. cassette open reel & cartridge

MINNESOTA

MINNEAPOLIS-ST. PAUL AREA (Area Code 612)
Audiotek Rec. g Studios. 711 W. Broadway. Minneapolis 55411 Tel 521-7631 Pres. Dan R. Holmes. Eng. John Calder
Configurations: Cartridge 8-tr. cassette & open reel
Dial Dupl. g Int'l. 2909 Wayzata Blvd. Minneapolis 55405 Tel 374-1400
Configurations: Cartridge 8-tr. cassette & open reel
E.M.C. Corp. 180 E. Smith St. St. Paul 55101 Tel 727-7366 Pres. David Feinberg. Gen. & Sales Mgr. W. Kraft
Branch: Los Angeles Calif.
Configurations: Cassette & open reel
Melo-Comic. 711 W. Broadway. Minneapolis 55411 Tel 521-9202 Pres. J. J. McCann. Gen. Mgr. J. R. Frey. Sales Mgr. P. T. Levin
Configuration: Cassette
Micside Inc. 2531 Nicollet Ave. S. Minneapolis 55404 Tel 827-5442 Pres. Robert Schultz
Configuration: Open reel
Sound 80 Inc. 2709 E. 25 St. Minneapolis 55406 Tel 721-6341 Pres. Herb Pilhofer. Sales Mgr. Gary Erickson
Configuration: Open reel
Universal Audio/Rec. g 4807 Upton Ave. S. Minneapolis 55410 Tel 927-3156 Gen. Mgr. James Michaelson
Home office: Scottsdale, Ariz.
Configurations: Cassette & open reel

INDEPENDENCE (Area Code 816)
Cavern Sound Corp. 16400 E. Truman Rd. Zip 64050 Tel 836-4000 Pres. Gerald W. Riegler. Gen. Mgr. John Pearson. Sales Mgr. Tom Plaster
Configurations: Cassette & open reel

KANSAS CITY (Area Code 816)
Fremmerman Rec. g & Tape Dupl. g Co. 4041 Central. Zip 64111 Tel 753-6868 Pres. Bernie Fremmerman
Configurations: Cassette & open reel
Stage 3 Sound Prod. ns Inc. 12 E. 39 St. Zip 64111 Tel 531-1375 Pres. Don Warnock. Gen. Mgr. Clara Warnock
Configurations: Cassette & open reel

ST. LOUIS (Area Code 314)
Allied Tape Corp. (sub. of Custom Music Corp.) 1283 Research Blvd. Zip 63132 Tel 997-7100 Pres. Byrle A. Northup. Gen. Mgr. Bob Walker. Sales Mgr. Roger Frederckson
Configurations: Cartridge 8-tr. cassette & open reel
Custom Music Corp. see Allied Tape Corp.
Technisound Studios Inc. 1201 S. Brentwood Blvd. Zip 63117 Tel 727-1055 Pres. Charles E. Harrison. VP & Mgr. Edward H. Carles
Configurations: Cassette & open reel

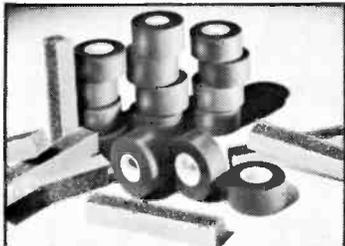
SPRINGFIELD (Area Code 417)
G.R.S. Rec. gs-KCOD Broadcasting Corp. MPO Box 801. Zip 65801 420 E. Chestnut St. Zip 65806 Tel 869-1296 Pres. & Gen. Mgr. Billy Wolfe. Sales Mgr. Lula Wolfe
Configurations: Cartridge 8-tr. & open reel

MONTANA

HELENA (Area Code 406)
Valtron Rec. g Studios. 305 Allen St. Zip 59601 Tel 442-0734 Pres. Lester L. Ledlie. Sales Mgr. Sandy Ledlie
Configurations: Cartridge 8-tr. cassette & open reel

NEBRASKA

LINCOLN (Area Code 402)
Williams Rec. g Serv. 2650 N. 48 Zip 68504 Tel 434-4745 Owner & Gen. Mgr. Lee A. Williams
Configuration: Open reel



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• **OMAHA (Area Code 402)**
 Liberty UA Tape Dupl Inc 1201 Pacific St Zip 68108
 Tel 348-1770 Gen Mgr Marvin King
 Configurations: Cartridge 8-tr cassette & open reel

NEW JERSEY

• **CAMDEN (Area Code 609)**
 Recorded Publ's Labs 1100 State St Zip 08105 Tel 963-3000 Pres Edward J Goodman VP Opns David H Goodman Sales Mgr Pat Landon
 Sales office: New York, N.Y.
 Configurations: Cassette & open reel

• **CHERRY HILL (Area Code 609)**
 AMP Rec'gs Inc (div of Intensive Programs Int'l Inc.) 900 Dudley Ave Zip 08034 Tel 667-1667 Gen Mgr Donald R Marsh
 Configurations: Cartridge 8-tr cassette & open reel
 Action Tapes Inc PO Box 265 Zip 08034 Tel 424-0973 Gen Mgr Arnold Kammer
 Configurations: Cartridge 8-tr cassette & open reel

• **ENGLEWOOD (Area Code 201)**
 National Cinematape Inc 24 W Sheffield Ave Zip 07631 Tel 871-3000 Pres Alexander Magocsi Jr
 Configurations: Cartridge 8-tr cassette & open reel

• **FAIRFIELD (Area Code 201)**
 Livingston Audio Prods Corp 1275 Bloomfield Ave Zip 07006 Tel 575-9300 Pres Daniel D Scholten VP Sales Thomas J Holbauer Gen Mgr Carl Volpe
 Configurations: Cartridge 8-tr & cassette

• **HACKENSACK (Area Code 201)**
 Ampex Music Div 65 Commerce Rd Zip 07601 Tel 736-6116
 Home office: Chicago, Ill
 Configurations: Cartridge 8-tr cassette & open reel

• **RIDGEFIELD PARK (Area Code 201)**
 American Tape Corp 11 Teaneck Rd Zip 07660 Tel 641-5202 Pres Donald H Gabor Gen Mgr Stanley Pessock
 Branch: New York, N.Y.
 Configurations: Cartridge 8-tr & cassette

• **RUNNEMEDE (Area Code 609)**
 Eastern Rec Mfg Co 901 E Clements Bridge Rd Zip 08078 Tel 931-0558 Pres John H Dunn Gen Mgr Joe Stewart
 Configurations: Cartridge 8-tr & cassette

• **SCOTCH PLAINS (Area Code 201)**
 H M R Prod's Inc 574 W Court Zip 07076 Tel 889-1767 Pres Lillian M Randel Gen Mgr Harry M Randel
 Configuration: Cassette

• **WEST CALDWELL (Area Code 201)**
 National Tape Serv Inc 3 Fairfield Crescent Zip 07006 Tel 228-2424 NYC Tel (212) 233-3520 Plant Mgr John Verille
 Home office: New York, N.Y. RKO Sound Nat'l Tape Serv
 Configurations: Cartridge 8-tr cassette & open reel

NEW YORK

• **BRONXVILLE (Area Code 914)**
 International Rec Co 49 Desmond Ave Zip 10708 Tel 337-5726 Owner & Gen Mgr C Re
 Configurations: Cartridge 8-tr cassette & open reel

• **CLARENCE CENTER (Area Code 716)**
 Mark Custom Rec Serv 6010 Goodrich Rd Zip 14032 Tel 741-3100 Pres & Sales Mgr Vincent Morette Gen Mgr Al Gibson
 Branch: Atlanta, Ga
 Configurations: Cassette & open reel

• **COPIAGUE, L.I. (Area Code 516)**
 Dubbing Electronics (div of North American Philips Corp.) 1305 S Strong Ave Zip 11726 Tel 226-6000 Pres William F Callahan Sales Mgr & Adv Dir Michael Thaler
 Configurations: Cartridge 8-tr cassette & open reel

• **GARDEN CITY, L.I. (Area Code 516)**
 Audio Rec g 64 Vassar St Zip 11530 Tel 437-6200 Pres Vince Mallard Gen Mgr Roy Musgnug
 Configuration: Open reel

• **GREAT NECK, L.I. (Area Code 516)**
 Track Studios 20 Welwyn Rd Zip 11021 Tel 482-4683 4697 Gen Mgr Richard Dostal
 Configurations: Cartridge 8-tr cassette & open reel

• **HAUPPAUGE, L.I. (Area Code 516)**
 Allison Audio Prods Inc 175 Bridge Rd Zip 11787 Tel 234-2010 Pres Louis Ligator Gen Mgr Rainer Zophy Sales Mgr Abe Chayot
 Sales office: New York, N.Y.
 Configurations: Cartridge 8-tr & cassette
 Keel Mfg Corp Motor Pkwy Zip 11787 Tel 234-0200 Pres G N Fishman Exec VP Ed Bevilke VP R C Williams
 Configurations: Cartridge 8-tr & cassette

• **MOUNT VERNON (Area Code 914)**
 Associated Audio Servs 13 Irving Pl Zip 10550 Tel 668-4977 Pres Robert L Piselli Gen Mgr Allan Johnson
 Configurations: Cassette & open reel

NEW YORK METROPOLITAN AREA (Area Code 212)

A & B Dupl's Ltd (sub of Viewlex Inc.) 237 W 54 St Zip 10019 Tel 582-4812 Pres A Weintraub VP Sales Irv Jerome Gen Mgr William Nitengate
 Sales office: Viewlex Inc 1700 Broadway Zip 10019 Tel 581-5641 Pres David Perez Nat'l Sales Dir Frank Nunery Sales Mgr Mel Mager
 Configurations: Cartridge 8-tr cassette & open reel
 Allison Audio Prods Inc 152 W 58 St Zip 10019 Tel 489-1596 Mgr Abe Chayot
 Home office: Hauppauge, L.I., N.Y.
 Configurations: Cartridge 8-tr & cassette
 American Tape Corp 250 W 57 St Zip 10019 Tel 765-1820
 Home office: Ridgefield Park, N.J.
 Configurations: Cartridge 8-tr & cassette

Ampex Music Div 555 Madison Ave Zip 10022 Tel 758-8900 Nat'l Mktg Mgr Jules Cohen
 Home office: Chicago, Ill
 Configurations: Cartridge 8-tr cassette & open reel

Audio Tech Labs 2819 Newkirk Ave Brooklyn 11226 Tel 469-7134 Owner & Pres Joseph Giovannelli
 Configurations: Cassette & open reel

Avery & Elkins Inc 295 Madison Ave Zip 10017 Tel 683-9811 Pres Morton Levine Gen Mgr Julius Elkins Exec VP & Sales Mgr Ron Silbermann Plant 653 11 Ave Zip 10036 Tel 586-6235
 Configurations: Cassette & open reel

Capitol Recs Inc 1370 Ave of the Americas Zip 10019 Eastern Sales Mgr Marty Weiss
 Configurations: Cartridge 8-tr & cassette
 Cassette Cartridge Corp 220 E 23 St Zip 10010 Tel 689-8861 Pres Lawrence Press VP Mgt Frank J Carroll Sales Mgr George Scott
 Configurations: Cartridge 8-tr quadrasonic 8-tr cassette & open reel

Cassette Development Corp 295 Madison Ave Zip 10017 Tel 683-9811 Pres Morton Levine Gen Mgr Julius Elkins Exec VP & Sales Mgr Ron Silbermann Plant 653 11 Ave Zip 10036 Tel 586-6235
 Configurations: Cassette & open reel

Cassette Rec g Corp 41-34 27 St Long Island City 11101 Tel 937-3344 Pres Carl Lusig Gen Mgr Matt Polakoff Sales Mgr Phyllis Newman
 Configurations: Cartridge 8-tr cassette & open reel

Columbia Rec Prod's 49 E 52 St Zip 10022 Tel 765-4321 VP Calvin Roberts Dir Tom Van Gessel
 Configurations: Cartridge 8-tr cassette & open reel

Cue Rec'gs 117 W 46 St Zip 10036 Tel 757-3641 Gen Mgr Mel Kaiser Sales Mgr Bernard Rubenstein
 Configurations: Cassette & open reel

Deliverance Recs 785 DeKalb Ave Brooklyn 11221 Tel 782-6300 Mgr Jasper Samuel
 Configurations: Cartridge 8-tr cassette & open reel

Delta Rec g Corp 1564 Broadway Zip 10036 Tel 757-6720 Pres Bernard Zimney Gen Mgr Joseph Garala
 Configurations: Cassette & open reel

Direct Rec'gs Inc 18 E 50 St Zip 10022 Tel 759-7979 Pres & Gen Mgr Norman Levin
 Configurations: Cassette & open reel

G & G Rec'g Serv 409 E 88 St Zip 10028 Tel 722-6433
 Home office: Peekskill, N.Y.
 Configurations: Cassette & open reel

Mic-Tone Printing Corp 1637 Utica Ave Brooklyn 11234 Tel 253-9696 Pres Jay Chernow Sales Mgr Richard Chernow
 Configurations: Cartridge 8-tr & cassette

National Music Corp 8 W 40 St Zip 10018 Tel 594-8469 Pres Boris Zlotich Gen Mgr Joseph N Zlotich
 Configurations: Cassette & open reel

National Rec g Studios 730 Fifth Ave Zip 10019 Tel 576-6440 Pres Harold Lustig
 Configurations: Cartridge 8-tr cassette & open reel

Olmsted Sound Studios Inc 80 W 40 St Zip 10018 Tel 888-3342 Pres Richard B Olmsted
 Configuration: Open reel

Philips Rec g Co Inc 609 Fifth Ave Zip 10019 Tel 486-9514 Pres Robert Teitelman Sales Mgr David A Grant (Exec office only)
 Plant: Richmond, Ind
 Configurations: Cartridge 8-tr cassette & open reel

Postman Rec'gs 185 Ave C Zip 10009 Tel 677-4082 Owner & Mgr Jerry Bruck
 Configuration: Open reel

RCA Recs Special Prods Mktg 1133 Ave of the Americas Zip 10036 Tel 586-3000 Mgr Bill Walsh Nat'l Sales Mgr Bill Mulligan Sales Rep Jim Head
 Configurations: Cartridge 8-tr quadrasonic 8-tr & cassette

R K C Sound Nat'l Tape Serv (div of RKO General Inc.) 1440 Broadway Zip 10018 Tel 564-8000 Pres John B Hayes Sales Mgr Lee H Gray
 Plant: West Caldwell, N.J. National Tape Serv Inc
 Configurations: Cartridge 8-tr cassette & open reel

Recorded Publ's Labs 2 Pennsylvania Plaza Zip 10001 Tel 868-3115 Sales Mgr Bob Fretzfeld (Sales office only)
 Home office: Camden, N.J.
 Configurations: Cassette & open reel

Richcraft Rec g Co 1206 Flatbush Ave Brooklyn 11210 Tel 377-1664 Owner & Gen Mgr Richard Rahmer
 Configurations: Cassette & open reel

T D K Electronics Corp 23-73 48 St Long Island City 11103 Tel 721-6881 Gen Mgr Akira Otsuka Mktg Mgr George T Sandler
 Configurations: Cartridge 8-tr cassette & open reel

TeleGeneral Studios Inc 2 W 46 St Zip 10036 Tel 586-5577 Bd Chm Stuart Sloves Pres Herbert M Moss Exec VP David Jensen
 Configurations: Cartridge 8-tr cassette & open reel

Variety Rec g Serv 130 W 42 St Suite 856 Zip 10036 Tel 594-7536 Pres Warren Allen Smith Gen Mgr Fred Vargas Sales Mgr Joseph F Cyr
 Configurations: Cartridge 8-tr cassette & open reel

Viewlex Inc 1700 Broadway Zip 10019 Tel 581-5641 Pres David Perez Nat'l Sales Dir Frank Nunery Sales Mgr Mel Mager
 Derrek Wang Rec'gs Inc 25 W 43 St Zip 10036 Tel 736-0878 Pres & Mgr Derrek H Wang
 Configurations: Cassette & open reel

• **NORTH BELLMORE, L.I. (Area Code 516)**
 Telephone Dynamics Corp 1333 Newbridge Rd Zip 11710 Tel 221-8870 Pres Leonard Young
 Configuration: Cassette

• **PEEKSKILL (Area Code 914)**
 G & G Rec g Serv 12 Lake Rd Zip 10566 Tel 737-2772 Gen Mgr Guy Heilmann
 Branch: New York, N.Y.
 Configurations: Cassette & open reel

• **RYE (Area Code 914)**
 Preferred Sounds Inc Nursery Ln Zip 10580 Tel 967-7721 Pres Nita Bruno Gen Mgr John Lanni
 Configurations: Cartridge 8-tr cassette & open reel

• **ST. JAMES, L.I. (Area Code 516)**
 Sound By St James Inc 699 Jericho Tpke Zip 11780 Tel 724-2828 Pres Arnie Schiff Gen Mgr Michael Ingram
 Configurations: Cartridge 8-tr cassette & open reel

• **STONY POINT (Area Code 914)**
 Gabriel Mfg Co 125 S Liberty Dr Zip 10980 Tel 942-0100 Gen Mgr Jules L Sack
 Branch: Detroit, Mich
 Configurations: Cartridge 8-tr cassette & open reel

• **UTICA (Area Code 315)**
 Oneida Video-Audio Tape Cassette Corp 760 Blandina St Zip 13501 Tel 735-6187 Pres Michael Cristalli Gen Mgr Joseph DeStanie Sales Mgr Stanley Markowski
 Configurations: Cartridge 8-tr cassette & open reel

NORTH CAROLINA

• **CHARLOTTE (Area Code 704)**
 Arthur Smith Studios 5457 Old Monroe Rd Zip 28211 Tel 536-0424 Pres & Sales Mgr Arthur Smith Gen Mgr Lynn B Ward
 Configurations: Cartridge 8-tr cassette & open reel

• **GREENSBORO (Area Code 919)**
 Crescent City Sound Studios Inc 1060 Gateway Ave Zip 27405 Tel 274-2441 Pres Julian Price II Gen & Sales Mgr Walt Copeland
 Configurations: Cartridge 8-tr cassette & open reel

• **RALEIGH (Area Code 919)**
 Audiophonics Inc 1101 Downtown Blvd Zip 27609 Tel 833-3924 Pres Larry Gardner Sales Mgr Ken Boyette
 Configurations: Cassette & open reel

• **WILMINGTON (Area Code 919)**
 Music Masters Network of America Prod's 1306 Castle St Zip 28401 Tel 763-8116 Pres Samuel M Kahn Gen Mgr John Lewis Jones Sales Mgr William Robinson Jr
 Configurations: Cartridge 8-tr & cassette

OHIO

• **CINCINNATI (Area Code 513)**
 Artist Rec g & Rec Pressing Inc 320 Mill St Zip 45215 Tel 761-0011 Pres & Gen Mgr Herbert Rawlings
 Configurations: Cartridge 8-tr & cassette

Queen City Album Inc 2832 Spring Grove Ave Zip 45225 Tel 681-8400 Pres Edward R Bosken Gen Mgr Arthur Chaney
 Configurations: Cartridge 8-tr & cassette

Rite Rec Prod's Inc 9745 Lockland Rd Zip 45215 Tel 733-5533 Pres Carl J Burkhardt Gen Mgr Bob Bowery Sales Mgr Ruth Lushey
 Configurations: Cartridge 8-tr & cassette

• **CLEVELAND (Area Code 216)**
 Agency Rec g Studios Inc 1730 E 24 St Zip 44114 Tel 621-0810 Pres Donald R White VP & Mgr William C Lauter
 Configurations: Cassette & open reel

Alcon Rec g Studios Inc 4435 Mayfield Rd Zip 44121 Tel 291-1616 Pres & Gen Mgr Robert J Nowac
 Sales Mgr Thomas A Ross
 Configurations: Cartridge 8-tr cassette & open reel

Boddie Rec g & Mfg Co 12202 Union Ave Zip 44105 Tel 752-3440 Owner & Mgr Thomas Boddie Sales Mgr Dennis Boddie
 Configuration: Open reel

Cleveland Rec g Co 1935 Euclid Ave Zip 44115 Tel 621-9662 Pres Ken Hamann Gen Mgr John Hanson
 Configurations: Cassette & open reel

Qualitapes Inc Penthouse East Terminal Tower Zip 44113 Tel 410-0900 VP & Gen Mgr Robert Conrad
 Configuration: Open reel

Syndicated Prod's Inc PO Box 03297 4614 Prospect Ave Zip 44103 Tel 881-9528 Sales Mgr J Carter
 Home office: Troy, Ohio Ohio Magnetics Inc
 Configurations: Cassette & open reel

• **COLUMBUS (Area Code 614)**
 Magnetic Studios (div of Lindy Prod's Inc.) 4784 N High St Zip 43085 Tel 889-4788 Pres Nils Lindqvist Gen Mgr Ock Hunzberger Chief Eng Gene Batey
 Configurations: Cassette & open reel

Larry McKenzie Rec g Studio 948 Studer Ave Zip 43206 Tel 252-7116 Pres Larry McKenzie Gen Mgr Carol McKenzie Sales Mgr David McKenzie
 Configurations: Cassette & open reel

Music Co Inc 780 Oakland Park Ave Zip 43224 Tel 267-3133 Pres Boyd P Niederlander VP John W Hull
 Configurations: Cassette & open reel

• **FREMONT (Area Code 419)**
 Courier Empire Rec g Ent's 414 Croghan St Zip 43420 Tel 332-4775 Pres Robert I Brown Gen Mgr B J Brown Sales Mgr G Coleman
 Configurations: Cartridge 8-tr & open reel

• **TROY (Area Code 513)**
 Ohio Magnetics Inc 1576 McKaig Ave Zip 45373 Tel 335-2600 Pres & Gen Mgr Robert G Newton Sales Mgr William Taylor
 Branch: Cleveland, Ohio Syndicated Prod's Inc
 Configurations: Cassette & open reel

• **YOUNGSTOWN (Area Code 216)**
 United Audio Rec g 2323 Glenwood Ave Zip 44511 Tel 783-1277 Pres & Gen Mgr Bill Warner Sales Mgr James Cole
 Configurations: Cartridge 8-tr cassette & open reel

OKLAHOMA

• **TULSA (Area Code 918)**
 Granada Ent's Inc 1448-52 N Harvard Zip 74110 Tel 936-3518 Pres William P Davis Gen Mgr Dale Watts
 Configurations: Cartridge 8-tr cassette & open reel

OREGON

• **PORTLAND (Area Code 503)**
 Rex Rec g Co 931 SW King Ave Zip 97205 Tel 226-6036 Pres Rodney F Johnson Gen Mgr Russ Gorsline
 Configurations: Cassette & open reel

PENNSYLVANIA

• **ALLENTOWN (Area Code 215)**
 Helfrich Rec g Labs East Texas Rd West Rd 2 Zip 18103 Tel 395-5511 Pres & Gen Mgr Peter Helfrich
 Configurations: Cartridge 8-tr cassette & open reel

• **FRANKLIN (Area Code 814)**
 Country Star Inc 439 Wiley Ave Zip 16323 Tel 432-4633 Pres Norman Kelly
 Configuration: Open reel

Continued on page TR-16

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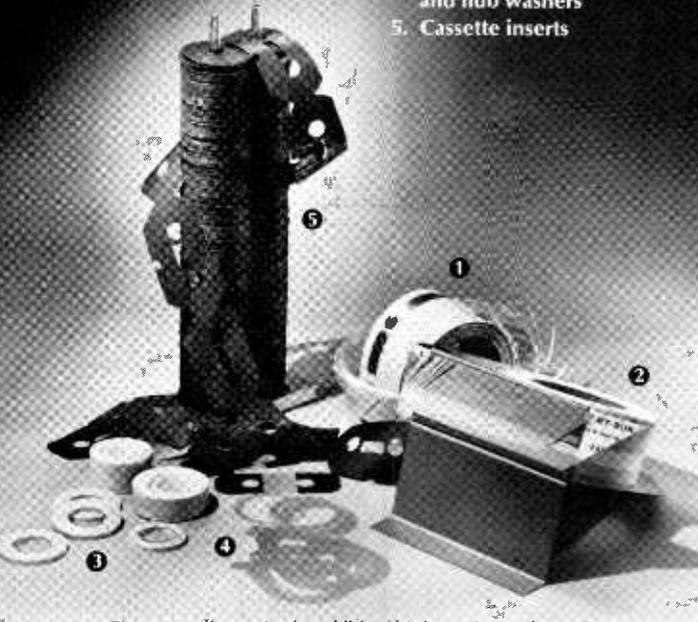
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TAPE SERVICES

Continued from page TR-15

- **HARRISBURG (Area Code 717)**
Laird Prod'n Inc. PO Box 3111 Zip 17105 Tel 697-9451 Owner J. Ira Laird Jr.
Configurations: Cassette & open reel
- **JENKINTOWN (Area Code 215)**
Thunder Recs. Box 271, Cedar & West Ave. Zip 19046 Tel 672-5929 Pres. Stan Peahota Gen. Mgr. Marian Ryan Sales Mgr. John Sokolis
Configurations: Cartridge 8-tr. cassette & open reel
- **MECHANICSBURG (Area Code 717)**
Baldwin Sound Prod'n Inc. 5252 E. Trindle Rd. Zip 17055 Tel 766-0787 Pres. Donald E. Baldwin Gen. Mgr. Donald P. Whitticar
Configurations: Cartridge 8-tr. cassette & open reel
- **MOHNTON (Area Code 215)**
James K. Hodgkins Audio-Visual Prod'n Box 33 Zip 19540 Tel 775-0697 372-8396 Owner & Gen. Mgr. James K. Hodgkins
Configurations: Cartridge 8-tr. cassette & open reel
- **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
Air-Tone Sound & Rec'g Co. 2330 Market St. Zip 19103 Tel 563-8388 Pres. Eugene Hessel Gen. Mgr. Peter Kiefer Sales Mgr. Nora Guller
Configurations: Cartridge 8-tr. cassette & open reel
Audio-Visual Communications Inc. PO Box 85 Radnor 19087 Tel 825-1813 Pres. J.L.C. Ulrich Jr. VP & Gen. Mgr. John L. Butterworth Sales Mgr. John W. Ballantyne
Configurations: Cassette & open reel
R.A. Campbell Studios c/o S.J.R. Communications, 4074 Thompson Rd. Lafayette Hill 19444 Tel 828-3907 Owner & Mgr. R.A. Campbell
Configurations: Cassette & open reel
Claron Rec. Mfg. Co. 1021 Ridge Ave. Zip 19123 Tel 235-5252 Pres. Nat. Niederman Gen. Mgr. Jack Rosengarten Sales Mgr. Janet Niederman
Configurations: Cartridge 8-tr. & cassette
Diskmakers Inc. 925 N. Third St. Zip 19123 Tel 627-2277 NYC Tel (212) 966-3185 Pres. Morris Bailen Gen. Mgr. Larry Bailen
Configurations: Cartridge 8-tr. & cassette
- **PITTSBURGH (Area Code 412)**
G & C Rec. Mfg. Co. 2724 Penn Ave. Zip 15222 Tel 281-9898 Pres. Glenn E. Campbell Gen. Mgr. Lillian Campbell Sales Mgr. Richard L. Pastor
Configurations: Cartridge 8-tr. & cassette
Hardman Assocs. Inc. 213 Smithfield St. Zip 15222 Tel 281-4450 Pres. Karl Hardman, VP & Sales Mgr. Frank Doak
Configurations: Cassette & open reel
Segue Recs. Inc. (sub of WRS Inc.) PO Box 7126 210 Semple St. Zip 15213 Tel 683-6300 Pres. & Gen. Mgr. F. Jack Napor VP. Olaf Kuuskler, Sales Mgr. Hal Smith
Configurations: Cartridge 8-tr., cassette & open reel
- **SCRANTON (Area Code 717)**
White Rock Recs. 401 Wintermantle Ave. Zip 18505 Tel 343-6718 Pres. & Gen. Mgr. Phil Ladd Sales Mgr. John Shandra
Configurations: Cassette & open reel
- **WINDSOR (Area Code 717)**
Dee-Bee Rec'g Serv., S. Camp St. Ext. Zip 17366 Tel 244-5411 Pres. Stan Deppen Jr. Gen. Mgr. Greg Utterback Sales Mgr. Pat Gerrick
Configurations: Cartridge 8-tr., cassette & open reel

TENNESSEE

- **KINGSPORT (Area Code 615)**
Tri-State Rec'g Co. 1767 Fort Henry Dr. Zip 37664 Tel 246-9701 Pres. Basil J. Palmer, Gen. Mgr. Tilford A. Salver
Configurations: Cartridge 8-tr. & cassette
- **MEMPHIS (Area Code 901)**
Northmoor Rec'g Co. 1229 East Parkway S. Zip 38114 Tel 274-0565 Pres. Dean Moore, Sales Mgr. Libby Moore
Configurations: Cassette & open reel
- **MORRISTOWN (Area Code 615)**
Album Co. of America, Box 374 Zip 37814 Tel 581-3488 Pres. Hal McGaha, Gen. & Sales Mgr. Charlene McGaha
Configurations: Cartridge 8-tr., cassette & open reel
- **NASHVILLE (Area Code 615)**
Columbia Rec. Prod'n, 804 16 Ave. S. Zip 37203 Tel 255-0371 Mgr. Cecil Scafe
Configurations: Cartridge 8-tr., cassette & open reel
Globe Rec'g Studios Inc., 1313 Dickerson Rd. Zip 37207 Tel 226-0811 Pres. James F. Maxwell
Configurations: Cassette & open reel
R.C.A. Recs., Special Prods. Mktg., 800 17 Ave. S. Zip 37203 Tel 255-5781 Sales Rep. Ed Hines
Configurations: Cartridge 8-tr., quadrasonic 8-tr. & cassette

TEXAS

- **ARLINGTON (Area Code 817)**
Rec-O-Press Inc., 609 N. Great Southwest Pkwy. Zip 76011 Tel 261-4941 Pres.: W.I. Spitzer, Gen. & Sales Mgr. Charles Spitzer
Configuration: Cassette
- **AUSTIN (Area Code 512)**
P.S.G. Rec'g Studio, 4322A Lamar Blvd. Zip 78756 Tel 454-5853 Owner & Pres. Pedro S. Gutierrez
Configurations: Cartridge 8-tr., cassette & open reel
- **BROWNSVILLE (Area Code 512)**
Texas Electronics Tape Co. Inc., 1003 E. 14 St. Zip 77520 Tel 546-5915 Pres. Luis L. Isnardi, Gen. Mgr. A.C. Grippo
Configurations: Cartridge 8-tr., cassette & open reel
- **DALLAS (Area Code 214)**
Amplex Music Div., 1615 Prudential Dr. Zip 75235 Tel 637-5100
Home office: Chicago, Ill.
Configurations: Cartridge 8-tr., cassette & open reel
Custom Rec'd Tapes of Dallas, 4354 Middleton Rd. Zip 75229 Tel 351-1052 Pres. Jerry McKinney
Branch: Lubbock, Tex., Custom Rec'd Tape
Configurations: Cartridge 8-tr. cassette & open reel
Taplex Co., 809 N. Hampton Rd. Zip 75208 Tel 946-1515 Owner Mrs. R.E. Thomas, Gen. Mgr. R.E. Thomas
Configurations: Cartridge 8-tr., cassette & open reel
- **HOUSTON (Area Code 713)**
Soundville (div. of Jimmy Duncan Prod'n Inc.), 8208 Westpark Dr. Zip 77042 Tel 781-6300 Pres. Jimmy Duncan, Gen. Mgr. Bill Gilliland, Sales Mgr. John Cleveland
Configuration: Open reel
- **LONGVIEW (Area Code 214)**
Curtis Ent's., Box 792, Curtis Bldg. Zip 75601 Tel 753-4461 Pres. James R. Curtis
Configurations: Cassette & open reel
- **LUBBOCK (Area Code 806)**
Custom Rec'd Tape, 3304 24 St. Zip 79401 Tel 799-8834 Gen. Mgr. Vince Baldino
Home office: Dallas, Tex., Custom Rec'd Tape of Dallas
Configurations: Cartridge 8-tr., cassette & open reel

UTAH

- **PROVO (Area Code 801)**
Sound Concepts Inc., 108 West Center Zip 84601 Tel 375-7333 Pres. Mr. Kaye Jensen Gen. Mgr. Roger Billings, Sales Mgr. Ron Payne
Configurations: Cassette & open reel

VERMONT

- **BRATTLEBORO (Area Code 802)**
Vanguard-Dasca, 8 Winter St. Zip 05301 Tel 257-7131 Pres. & Gen. Mgr. David S. Calef
Configuration: Open reel

VIRGINIA

- **RICHMOND (Area Code 703)**
Sound Stages Inc. 2314 W. Cary St. Zip 23220 Tel 355-5778 Pres. W.C. Pulley Prod'n Mgr. Frank Brooks
Configurations: Cassette & open reel

WASHINGTON

- **OLYMPIA (Area Code 206)**
Apollo Ent's Inc. 1915 N. Quince Zip 98501 Tel 352-9097 Pres. Allen P. Giles Gen. Mgr. George S. Barnes
Configurations: Cassette & open reel
- **TACOMA (Area Code 206)**
Wiley Sound Studios 5103 N. 46 St. Zip 98407 Tel 752-8583 Owner & Gen. Mgr. Bill Wiley
Configuration: Open reel

WISCONSIN

- **MILWAUKEE (Area Code 414)**
Dave Kennedy Rec'g Studios 231 W. Wisconsin Ave. 4th Fl. Zip 53203 Tel 273 5720 Pres. Dave Kennedy
Configurations: Cassette & open reel

SAUK CITY (Area Code 608)

- American Music Corp. 123 Water St. Zip 53583 Tel 643-3304 Pres. Jim Kuchstein Gen. Mgr. Marie Neely Sales Mgr. Cindy Accotta
Configuration: Cartridge 8-tr.

WYOMING

- **CHEYENNE (Area Code 307)**
Rocky Mountain Rec'g Co. PO Box 82 Zip 82001 Tel 638-8733 Pres. & Gen. Mgr. Ray Alexander
Configurations: Open reel

DESIGN & ARTWORK

ARIZONA

- **PHOENIX (Area Code 602)**
General Cassette Corp. 1324 N. 22 Ave. Zip 85009 Tel 258 7059 Pres. Bill L. Johnson Gen. Mgr. William Turner Sales Mgr. Bill White
- **SCOTTSDALE (Area Code 602)**
Universal Audio Rec'g Co. 6736 E. Avalon Dr. Zip 85251 Tel 947 2596 Pres. John A. Michelson Sales Mgr. Wade Bray
Branch: Minneapolis, Minn.
- **TUCSON (Area Code 602)**
Audio Dynamics Rec'g Co. 100 E. Alameda St. Suite 112 Zip 85701 Tel 624 1252 Owners: Letand E. Oliver, Rod Shields

CALIFORNIA

- **ANAHEIM (Area Code 714)**
Cerron Corp. 1701 State College Blvd. Zip 92806 Tel 633-4280 Pres. Ed Gamsan VP Ops. Ed Koeppe VP Mktg. Ray Allen Mktg. Mgr. Ray Arbuckle
- **COLTON (Area Code 714)**
Jechan Scientific Co. Spectrotape Co. 345 W. Valley Blvd. Zip 92324 Tel 825-6744 Pres. Or. John Chan Gen. Mgr. Mrs. Elsie Chan Sales Mgr. Richard F. Hathaway
- **COSTA MESA (Area Code 714)**
Audio Dynamic Ent's. 1281 Logan St. Bldg. B Zip 92626 Tel 549-2271 Pres. Gene Edwards
- **FRESNO (Area Code 209)**
California Artists Corp. PO Box 3374 Zip 93766 Tel 266-9570 Pres. Ray Carhacho VP & Gen. Mgr. Joe Cruz Sales Mgr. Martina Galles
- **LAGUNA BEACH (Area Code 714)**
Karass Media Works-West 250 Moss St. Zip 92651 Tel 494-9582 Gen. Mgr. Steve Sargent Sales Mgr. Randy Sutton
Home office: New York, N.Y.
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**
Album Graphics Inc., 408 N. Larchmont Hollywood 90004 Tel 862-0821 Gen. Mgr. Edward Dwyer
Home office: Chicago, Ill.
Audio-Video Communications Inc., 5727 W. Jefferson Blvd. Zip 90016 Tel 870-6832 Pres. & Gen. Mgr. Donald E. Anderson, Sales Mgr. Herbert S. Dale
B.A.S.F. Systems Inc., 1313 W. Eighth St. Suite 207 Zip 90017 Tel (213) 483-8456 Sales Mgr. Patrick J. Kenny
Home office: Bedford, Mass.
Bert-Co. Ent's. 1855 Glendale Blvd. Zip 90026 Tel 665-5137 Pres. B.P. Couturier VP & Gen. Mgr. R.L. Couturier, VP Sales. Leo Heydorn
Celestial Recs.-Hale-Ada Recs., 1560 N. La Brea, Suite M, Hollywood 90028 Tel 464-0411 Pres. Art Benson
Columbia Rec. Prod'n, 6430 Sunset Blvd., Hollywood 90028 Tel 466-2481 Mgr. Mike Coolidge
Conway Recs. Inc., 655 N. St. Andrews Pl., Hollywood 90004 Tel 463-2175 Pres. Phil A. Yeend Gen. Mgr. Ken Sweet
Creative Sound 6922 Hollywood Blvd. Zip 90028 Tel 461-4941 Pres. Bob Cotterell, Gen. Mgr. Barbara Berlin
Branch: Coldwater, Mich.
Custom Rec'g Mfg. Co. (div. of Cadet Recs. Inc.), 5810 S. Normandie Ave. Zip 90044 Tel 753-5121 Pres. Jules Bihan Gen. Mgr. Donald Macmillan, Sales Mgr. Robert Herrington
E.M.C. Corp. Radio Rec's Div. 7000 Santa Monica Blvd., Hollywood 90038 Tel 463 3282 Gen. Mgr. Jerry Greenfield, Sales Mgr. D. Cimmielli
Home office: Minneapolis-St. Paul, Minn.
Elpas Inds., 2342 Sawtelle Blvd. Zip 90064 Tel 478-0811 Pres. Elliot Peikoff, Gen. Mgr. R. Pacana, Sales Mgr. Gary Young
Gilmore Envelope Corp., 4000 Medford St. Zip 90063 Tel 268-3401 Pres. & Gen. Mgr. Howard Gilmore Jr., Sales Mgr. Tom Pettley
Globe Albums West (sub of Viewlex Inc.), 5811 S. San Pedro St. Zip 90011 Tel 232-8278 Gen. Mgr. Norman Ravis
Home office: Hauppauge, L.I. N.Y., Globe Albums & Prod'n Inc.
Sales office: New York, N.Y., Viewlex Inc.
Kittyhawk Graphics, 7783 Sunset Blvd., Hollywood 90028 Tel 874-1534 Pres. & Gen. Mgr. Dean O. Torrence
M.C.A. Recs., 100 Universal City Plaza Universal City 91608 Tel 965-4321
Magnetic Tape Eng'g Corp., 8120 Webb Ave., North Hollywood 91605 Tel 768-6100, Pres. S. Gerald Stone, Exec. VP Julian S. Weinstein VP Mktg. James S. Walker
Queen Envelope of California Corp., 2838 E. Pico Blvd. Zip 90023 Tel 264-1101 Gen. Mgr. Joseph Infuso
Home office: New York, N.Y., Queens Lithographing Corp.
R.C.A. Recs., Special Prods. Mktg., 6363 Sunset Blvd., Hollywood 90028 Tel 461-9171 Sales Reps. Bill Leonard, Bernie Silverman
Edward Shaw & Assocs. Inc., 9887 Santa Monica Blvd., Beverly Hills 90212 Tel 553-0307, 879-3602 Pres. Edward S. Shaw, Gen. Mgr. David Horne, Sales Mgr. Sandy Davis
Sound Packaging Corp., 6515 Sunset Blvd., Hollywood 90028 Tel 461-8101 Gen. Mgr. Anthony Grabos
Home office: New York, N.Y.
Superscope Rec'd Tapes, 455 Fox St., San Fernando 91340 Tel 365-1191 Pres. Joseph S. Tushinsky, Gen. Mgr. R.L. Stover
Teppe Graphics, 8255 Sunset Blvd., Hollywood 90046 Tel 854-1527 Gen. Mgr. David Larkham
Totem Pole Ltd., 8255 Sunset Blvd., Hollywood 90046 Tel 654-1473 Pres. Norman Winter
Ultronic Int'l., 6306 York Blvd. Zip 90042 Tel 254-5131 Pres. Ari Goldman
Universal Tape Corp., PO Box 1536, 1940 W. 144 St., Gardena 90249 Tel 327-1540, VP & Gen. Mgr. Edward O. Praeger
- **SACRAMENTO (Area Code 916)**
Bill Rase Rec'g & Film Studios, 2904 Franklin Blvd. Zip 95818 Tel 452-4266 Pres. & Gen. Mgr. Bill Rase
- **SAN DIEGO (Area Code 714)**
Page Ent's Inc., 5042 Ruffner St. Zip 92111 Tel 277-4786 Pres. Ron T. Page

SAN FRANCISCO & BAY AREA

- **(Area Code 415)**
Action Recs. Inc., 2207 El Camino Real, San Mateo 94403 Tel 574-1500
Conlan Creative Lithographers, 1655 Folsom St. Zip 94103 Tel 431-7373 Pres. Robert D. Conlan, Sales Mgr. Richard M. Cozian
Fred Fox Music Co., 15 Ontario, San Mateo 94401 Tel 343-7222 Owner & Gen. Mgr. F.H. Nesbitt Jr.
Image Integration, 2146 Stuart St. Berkeley 94705 Tel 841-8524 Pres. Vince Casalana, Gen. Mgr. John Frazer Sales Mgr. Scott Wallace
McCune Studios, 915 Howard St. Zip 94107 Tel 433-0850 Pres. Harry D. McCune Sr. Gen. Mgr. Don Geis
Pro Tronics Co., 2199 El Camino Real, San Mateo 94403 Tel 574-8511 Sales Mgr. Mike Sandifer
Studio 10, Inc. Ltd. 354 Shoreline Hwy. Mill Valley 94941 Tel 388-9860 Pres. Tom Preuss Sales Mgr. Clint Wilson
- **SANTA CLARA (Area Code 408)**
Precision Tape Dupl'g Inc., 2968 Scott Blvd. Zip 95050 Tel 244-1776 Pres. Robert W. Kratt
- **SANTA MARIA (Area Code 805)**
Columbia Rec. Prod'n, 900 E. Stowell Rd. Zip 93454 Tel 922-4511 Mgr. Ric Oaluse

COLORADO

- **DENVER AREA (Area Code 303)**
Jackson Sound Prod'n Ltd. 1403 S. Lipan Zip 80223 Tel 722 7019 Pres. Joseph K. Jackson
Tartol Prod'n, 9100 W. 35 Ave. Wheat Ridge 80033 Tel 237 6444 Pres. Ronald V. Valley Gen. Mgr. Brad Miller Sales Mgr. Mark Hartly

DELAWARE

- **WILMINGTON (Area Code 302)**
Ken-Dei Prod'n Inc., 1111 Valley Rd., Richardson Park Zip 19804 Tel 655-7488 Pres. H. Edwin Kennedy Gen. Mgr. M. Lane

DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**
Lion Rec'g Servs. Inc. 1905 Fairview Ave. NE Zip 20002 Tel 832-7885 Pres. Harold H. Lion

FLORIDA

- **FORT LAUDERDALE (Area Code 305)**
Audio Adv. Prod'n (div. of SRS Int'l.) 790 NE 45 St. Zip 33308 Tel 772 0008 Pres. & Gen. Mgr. J. Michelle Scott Prod'n Mgr. Frank P. Chiodo
The Smith Studio Inc., 3141 SW 22 Ct. Zip 33312 Tel 581 7300 Pres. & Sales Mgr. Fletcher Smith Gen. Mgr. Janet Smith
- **HOLLYWOOD (Area Code 305)**
Custom Audio Inc., 1846 Wilson Zip 33020 Tel 920-0220
Home office: Chicago, Ill.
- **MIAMI METROPOLITAN AREA (Area Code 305)**
Adrian Assocs. Inc. 6660 Biscayne Blvd. Zip 33138 Tel 757 1626 Pres. Michael Adrian Gen. Mgr. Curt Witt Sales Mgr. Gene Sayet
Ben-Scott Rec'g Inc., 1995 NE 150 St. North Miami 33161 Tel 945-5465 Pres. Murry Woroner Gen. Mgr. Frank Unale
Criteria Rec'g Co. Inc. 1755 NE 149 St. Zip 33161 Tel 947-5611 Owner M.L. Emerman Gen. Mgr. Edith L. Murphy
South Eastern Rec. Mfg. Corp. 4380 NW 128 St. Opa Locka 33054 Tel 685-5211 Pres. Matthew San Martin Sales Mgr. Eugenio Olaraga
Tape Dupl'rs of Florida Inc. 785 W. 83 St. Hialeah 33145 Tel 785-7585 Pres. Aldo Vazquez Gen. & Sales Mgr. Carlos Garcia
- **WINTER GARDEN (Area Code 305)**
Magnetic Corp. 770 W. Bay St. Zip 32787 Tel 656-4494 Pres. John Lory Gen. Mgr. Dick Camnitz Sales Mgr. Bill Raynes

GEORGIA

- **ATLANTA (Area Code 404)**
Advertising Unlimited, 410 Glen Ins. Dr. NE Zip 30308 Tel 523 3515 Gen. Mgr. N. Hillman
Home office: Chicago, Ill.
LeFevre Sound Corp. 1314 Ellsworth Ind. Dr. NW Zip 30318 Tel 355-8680 Pres. Pierce LeFevre Gen. Mgr. Maurice LeFevre
Mark Custom Rec'g, 2543 Raintree Dr. NE Zip 30329 Tel 636-0289 Gen. Mgr. William D. Bailey Jr.
Home office: Clarence Center, N.Y.
Project 70 Audio Servs., 1127 Spring St. NW Zip 30309 Tel 774-5232 Mgr. Jerry L. Connel
Recordex Corp. 3227 Cains Hill Pl. NW Zip 30305 Tel 237 7000/7122 Pres. Mort N. Miller VP & Gen. Mgr. Robert Nemo

ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**
Advertising Unlimited, PO Box 8135 Zip 60680 Tel 787-8220 Pres. R.C. Hillsman, Gen. Mgr. N.J. Hillsman Sales Mgr. Howard Pittman
Branch: Atlanta Ga.
Album Graphics Inc., 745 N. Dearborn St. Zip 60610 Tel 642-0161 Pres. Donald W. Kosteka VP. James Ludwig VP & Sales Mgr. Richard Block
Branches: Los Angeles, Calif. New York, N.Y.
B.A.S.F. Systems Inc., 800 E. Northwest Hwy. Palatine 60067 Tel 359-2100 Midwestern Regional Mgr. Edward Heiron
Home office: Bedford, Mass.
Bredun Assocs. PO Box 744, Skokie 60076 Tel 676-3722 Pres. William F. Dunn Gen. Mgr. Mrs. Grace Vandendorpe
Cassette Dupl'rs Inc. 3132 N. Natchez Ave. Zip 60634 Tel 889-4888 Gen. Mgr. Nero Lebnetz
Columbia Rec. Prod'n, 630 N. McClurg Ct. Zip 60611 Tel 944-6000 Mgr. Dick Hutter
Custom Audio Inc. 110 S. River Rd. Des Plaines 60016 Tel 299-0220 298-6680 Pres. Paul H. Luttgens Gen. & Sales Mgr. E. Larsen
Branch: Hollywood, Fla.
J.S. & A. Adv., 628 Michelle Northbrook 60062 Tel 498-4888 Pres. Joseph Sugarman, Gen. Mgr. Alan Angelacos
P.A. Ent's Inc. PO Box 3857, Merchandise Mart Zip 60654, John Hancock Center, Suite 6007 Zip 60611 Tel 375-4847 Pres. Andrew A. Pappas Gen. Mgr. Nicholas M. Krokidas
R.C.A. Recs., Special Prods. Mktg., 1 N. Wacker Dr. Zip 60606 Tel 641-5880 Sales Reps. Bill Reilly Joe Pop
Wright Assocs., 1158 Wincanton Dr., Deerfield 60015 Tel 945-6924 Pres. Rudy Wright

INDIANA

- **INDIANAPOLIS (Area Code 317)**
C.W. Fleetwood Agency, 3614 E. Southern Ave. Zip 46203 Tel 785-5111 Pres. Cliff Fleetwood Gen. Mgr. J.A. Fleetwood, Sales Mgr. C.H. Fleetwood
Paul Lennon Adv. Agency, 2123 N. Meridian St. Zip 46206 Tel 925-6417 Pres. Paul Lennon, Gen. Mgr. Jim Lennon, Creative Dir. Fred Stark
Technical Arts & Design, see C.W. Fleetwood

TERRE HAUTE (Area Code 812)

- Columbia Rec. Prod'n, 1400 N. Frustridge Ave. Zip 47805 Tel 466-4231 Tape Mgr. Gene Edwards

KANSAS

- **WICHITA (Area Code 316)**
High Fidelity Rec'g Inc., 1059 Porter Zip 67203 Tel 262-6456 Pres. Raymond D. Creely, Gen. Mgr. James Stratton

KENTUCKY

- **LEXINGTON (Area Code 606)**
Lemco Sound Studio, 2518 Southview Dr. Zip 40503 Tel 277-1184 Owner & Mgr. Cecil Jones

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• **NEW ORLEANS (Area Code 504)**
Rosemont Rec'g Serv Studios, 4634 Wilson Ave. Zip 70126 Tel 242-1581 Pres & Gen Mgr Alfred E Taylor Sr. Sales Mgr Albert H Tolbert

• **RUSTON (Area Code 318)**
Americana Rec'g Studios, PO Drawer L, 707-709 W California Ave. Zip 71270 Tel 255-0287 Chief Eng Phillip R Lawson. Gen Mgr Roger W Lawson Jr

MARYLAND

• **BALTIMORE METROPOLITAN AREA (Area Code 301)**
Bradley Rec'g Co. Inc., 531 N Howard St. Zip 21201 Tel 727-0950 Pres F Joseph Bradley Sales Mgr Suzi Kawasoye

IT11 Rec'gs Inc., McCormick Rd. & Schilling Circle, Cockeysville 21030 Tel 666-7774 Sales Mgr Burgess Macneal
Redisco (The Records Dist'g Co.), 1815 Guilford Ave. Zip 21202 Tel 727 6420 Pres & Gen Mgr Oscar Buchanan Sales Mgr Joe Sadler

MASSACHUSETTS

• **BEDFORD (Area Code 617)**
B A S F Systems Inc., Crosby Dr. Zip 01730 Tel 271-4000 Pres Franz Leibenfrost. Gen Mgr Werner Batz

Sales Mgr Gerard H Berberian Ass't Prod Mgr R E Dalesso
Sales offices: Los Angeles, Calif Chicago Ill Carlstadt N J
Home office: West Germany

• **BOSTON METROPOLITAN AREA (Area Code 617)**
Ace Rec'g Studios Inc., 180ylston Pl. Zip 02116 Tel 482-8580 Owners Milton & Herbert Yakus. Studio Mgr Milton Yakus

Fleurwood Rec'g Co. Inc., 321 Revere St. Revere 02151 Tel 289 6800 Pres Vincent P Giarrusso. Gen Mgr Raymond Samora

Music Prom Inc., 1126 Boylston St. Zip 02115 Tel 262 3546 Pres Dan Lipman. Gen Mgr H Drew Romanovitz Sales Mgr David Beiber

• **CHICOPEE (Area Code 413)**
Just For the Record, 40 Marion St. Zip 01013 Tel 592 1789 VP Celine T. Bator

MICHIGAN

• **COLDWATER (Area Code 517)**
Creative Sound, 450 N Hudson St. Zip 49036 Tel 278 4701 Sales Mgr Paul Lindner
Home office: Los Angeles, Calif

• **DETROIT METROPOLITAN AREA (Area Code 313)**
American Sound Corp., 3319 E 1C Mile Rd. Warren 48091 Tel 539 2900 Pres Frank S Day. Gen Mgr Paul Hayes. Sales Mgr Harris Osborn
Gabriel Mfg. Co., PO Box 548, Bloomfield Hills 48013 Tel 338 4017
Home office: Stony Point N Y
Graphic Design Inc., 650 E Mandoline, Madison Heights 48071 Tel 585 4142 Pres Richard G Heppard

Pioneer Rec'g Studio Inc., 20014 James Couzens Zip 48235 Tel 341 6868 Pres & Gen Mgr Gary A Rubin Sales Mgr Tom Hartkop
R C A Recs Special Prods Mktg, 24333 Southfield Rd Suite 110 Southfield 48075 Tel 352-6610 Sales Rep W Carey

• **GRAND RAPIDS (Area Code 616)**
Sound Assocs., 894 Fuller NE. Zip 49503 Tel 454-0228 Pres Bob Miller. Gen Mgr Jim King
Branch: Hudsonville Mich

• **HUDSONVILLE (Area Code 616)**
Sound Assocs., 3546 Van Buren Zip 49426 Tel 669 1273 Gen Mgr L C Miller
Home office: Grand Rapids Mich

MINNESOTA

• **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**
Audiotek Rec'g Studios, 711 W Broadway, Minneapolis 55411 Tel 521 7631 Pres Dan R Holmes Eng John Calder

E M C Corp., 180 E Sixth St. St Paul 55101 Tel 227 7365 Pres David Feinberg. Gen & Sales Mgr W Kraft
Branch: Los Angeles Calif

Meta-Com Inc., 711 W Broadway, Minneapolis 55411 Tel 521-9202 Pres J J McCann. Gen Mgr J R Frey. Sales Mgr P T Lewin

Micside Inc., 2541 Nicollet Ave S, Minneapolis 55404 Tel 827 5442 Pres Robert Schultz
Universal Audio/Rec'g, 4807 Upton Ave S, Minneapolis 55410 Tel 927-8156 Gen Mgr James Michaelson
Home office: Scottsdale Ariz

MISSOURI

• **INDEPENDENCE (Area Code 816)**
Cavern Sound Corp., 16400 E Truman Rd. Zip 64050 Tel 836 4000 Pres Gerald W Riegle. Gen Mgr John Pearson. Sales Mgr Tom Plaster

• **KANSAS CITY (Area Code 816)**
Stage 3 Sound Prod'n's Inc., 12 E 39 St. Zip 64111 Tel 531 1375 Pres Don Warnock. Gen Mgr Clara Warnock

• **KIRKSVILLE (Area Code 816)**
Red Flame Recs., PO Box 563, Zip 63501 Tel 665 4017 Pres & Gen Mgr Dick Lowrance

• **ST. LOUIS (Area Code 314)**
Allied Tape Corp. (sub of Custom Music Corp.), 1283 Research Blvd. Zip 63132 Tel 997 7100 Pres Byrle A Northup. Gen Mgr Bob Walker. Sales Mgr Roger Frederickson
Custom Music Corp. see Allied Tape Corp

• **SPRINGFIELD (Area Code 417)**
G R Rec'gs KXOD Broadcasting Corp., MPO Box 801, Zip 65801, 420 E Chestnut St. Zip 65806 Tel 869 1296 Pres & Gen Mgr Billy Wolfe. Sales Mgr Lula Wolfe

NEBRASKA

• **OMAHA (Area Code 402)**
Liberty UA Tape Dupl'g Inc., 1201 Pacific St. Zip 68108 Tel 348-1770 Gen Mgr Marvin King

NEW JERSEY

• **CAMDEN (Area Code 609)**
Recorded Publ'n's Labs., 1100 State St. Zip 08105 Tel 963 3000 Pres Edward J Goodman. VP Optrs David H Goodman. Sales Mgr Pat Landon
Sales office: New York N Y

• **CARLSTADT (Area Code 201)**
B A S F Systems Inc., 40 Broad St. Zip 07072 Tel 939 2550 Eastern Regional Mgr Robert Patterson
Home office: Bedford Mass

• **CHERRY HILL (Area Code 609)**
Intensive Programs Int'l Inc., 900 Oudley Ave. Zip 08034 Tel 667 1667 Pres Mark N Cohen. Exec VP Richard V Marsh

• **ENGLEWOOD (Area Code 201)**
National Cinematop Inc., 24 W Sheffield Ave. Zip 07631 Tel 871 3000 Pres Alexander Magocsi Jr

• **HACKENSACK (Area Code 201)**
Nickel & Dime Recs Inc., 20 Banta Pl. Zip 07601 Tel 488 2265 Pres Victor J Jaskot. Gen & Sales Mgr Kenneth M Ferguson

• **NEWARK (Area Code 201)**
Dynamic Press Inc., 1159 Broad St. Zip 07039 Tel 622 0024 Pres J Levinson. VP & Gen Mgr J Shifrin

• **RUNNEMEDE (Area Code 609)**
Qualitape Dupl'n Labs Inc., 101 Broadway. Zip 08078 Tel 933-2500 Pres & Gen Mgr Wayne E Wilfong

• **SCOTCH PLAINS (Area Code 201)**
H M R Prod'n's Inc., 574 W Court. Zip 07076 Tel 889 1767 Pres Lillian M Randel. Gen Mgr Harry M Randel

• **WEST CALDWELL (Area Code 201)**
National Tape Serv Inc., 3 Fairfield Crescent. Zip 07006 Tel 228-2424, NYC Tel (212) 233-3520 Plant Mgr John Verille
Home office: New York N Y. RKO Sound Nat'l Tape Serv

• **WEST KEANSBURG (Area Code 201)**
Stonehedge Prod'n's, 72 Thorne Pl. Zip 07734 Tel 787-3891 Pres Joe McHugh. Gen Mgr Steve Sargeant

NEW YORK

• **CLARENCE CENTER (Area Code 716)**
Mark Custom Rec'g Serv., 6010 Goodrich Rd. Zip 14032 Tel 741-3100 Pres & Sales Mgr Vincent Morette. Gen Mgr Al Gibson
Branch: Atlanta Ga

• **FARMINGDALE, L.I. (Area Code 516)**
Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip 11735 Tel 293-7300 Pres Dan Cooper. Gen Mgr Tom Bianco. Sales Mgr Michael Cooper

• **GLEN COVE, L.I. (Area Code 516)**
Squillit Prod'n's Inc. (sub of Memnon Ltd.), PO Box 84, Zip 11542 Tel 676-6753 Pres Krzysztof Z Purzycki. Gen Mgr Kazimir V Swier

• **HAUPPAUGE, L.I. (Area Code 516)**
Allison Audio Prods Inc., 175 Bridge Rd. Zip 11787 Tel 234-2010 Pres Louis Ligotter. Gen Mgr Rainer Zoply. Sales Mgr Abe Chayot
Sales office: New York, N Y

Disc Printing Corp., 915 Motor Pkwy. Zip 11787 Tel 234-1400 Pres George Fishman. Gen & Sales Mgr Frank D Martino
Globe Albums & Prod'n's Inc. (sub of Viewlex Inc.), Gilpin Ave., Cardinal Ind'l Park. Zip 11787 Tel 234 1100 NYC Tel (212) 291-7600 Pres & Sales Mgr Lee Halpern. Gen Mgr Leo Margolies
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• **MONTICELLO (Area Code 914)**
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• **NEW YORK METROPOLITAN AREA (Area Code 212)**
A D Adams Adv. Inc., 145 E 52 St. Zip 10022 Tel 755-0845 Pres A D Adams
Branch: Woodbury, L.I., N Y

Album Graphics Inc., 35 W 53 St. Zip 10019 Tel 489-0793 Gen Mgr Richard Block
Home office: Chicago Ill

George Alexander Group, 36-25 Prince St. Flushing 11354 Tel 886-5600 Pres Kev Devejan
Allison Audio Prods Inc., 152 W 58 St. Zip 10019 Tel 489-1596 Mgr Abe Chayot
Home office: Hauppauge, L.I. N Y

Artha Assocs., 44 W 85 St. Zip 10023 Tel 787 6336 Pres Deborah E Steinfirt
Artwork Plain & Fancy, 176 E 75 St. Zip 10021 Tel 734-4000 Pres Alan Hartwell

Atejer 57 Ltd., 24 W 57 St. Zip 10019 Tel 245-8938 Pres Stephen P Haas. VP & Gen Mgr Leo Blok
Avery & Elkins Inc., 295 Madison Ave. Zip 10017 Tel 683-9811 Pres Morton Levine. Gen Mgr Julius Elkins. Exec VP & Sales Mgr Ron Silberman. Plant 653 11 Ave. Zip 10036 Tel 586-6235

Ely Besalel Ltd., 156 E 52 St. Zip 10022 Tel 759-7820 Pres Ely Besalel. Gen Mgr Anita Calef
Cassette Cartridge Corp., 220 E 23 St. Zip 10010 Tel 689-8861 Pres Lorence Press. VP Mfg Frank J Carroll. Sales Mgr George Scott

Cassette Development Corp., 295 Madison Ave. Zip 10017 Tel 683-9811 Pres Morton Levine. Gen Mgr Julius Elkins. Exec VP & Sales Mgr Ron Silberman. Plant 653 11 Ave. Zip 10036 Tel 586-6235

Cassette Rec'g Corp., 41-34 27 St., Long Island City 11101 Tel 937-3344 Pres Carl Lustig. Gen Mgr Matt Polakoff. Sales Mgr Phyllis Newman

Columbia Rec. Prod'n's, 49 E 52 St. Zip 10022 Tel 765-4321 VP Calvin Roberts. Dir Tom Van Gessel
Cue Rec'gs, 117 W 46 St. Zip 10036 Tel 757-3641 Gen Mgr Mel Kaiser. Sales Mgr Bernard Rubinstein

Deliverance Recs., 785 DeKalb Ave., Brooklyn 11221 Tel 782-6300 Mgr Jasper Samuel
Farmlett, Barsanti & Wood Inc., 208 Fifth Ave. Zip 10010 Tel 686-8230 Pres Anthony Barsanti. VP Harry Farmlett

Guaranteed Printing Serv Co. Inc., 119 W 23 St. Zip 10011 Tel 929 2410 Pres Alexander Pollack. Gen Mgr Herbert Pollack. Sales Mgr Albert I Pollack
Hartwell Magcolor Printing, 1034A Lexington Ave. Zip 10021 Tel 734-4000 Pres Alan Hartwell. Sales Mgr Bill McCann

Karass Media Works, 138 W 13 St. Zip 10011 Tel 242-1997 Pres & Gen Mgr Joseph F McHugh Jr. Sales Mgr Joshua Ericson
Branch: Laguna Beach Calif

Le-Bo Prods Co. Inc., 71-08 51 Ave. Woodside 11377 Tel 458-7700 Pres Leslie Bokor. VP Leslie Dame. Gen Mgr Al Alexander. Sales Mgr Marvin Paris

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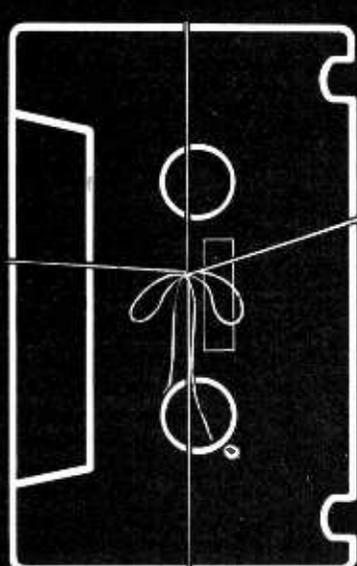
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DENVER (Area Code 303)
Audicom Corp 995 S Clermont St 80222 Tel 757 3377 Pres & Gen Mgr Jack H Dunham Sales Mgr Bill Rehm
Jackson Sound Prod ns Ltd 1403 S Lipan Zp 80223 Tel 722-7019 Pres Joseph K Jackson

CONNECTICUT

HAMDEN (Area Code 203)
Sleeping Giant Films Inc 3019 Drawell Ave Zip 06518 Tel 248-9323 Pres David K Harris VP Anthony Guarino Jr. Sales Mgr Richard Harris
NORWALK (Area Code 203)
Cook Labs Inc 375 Ely Ave Zip 06854 Tel 853-3641 Pres Emory Cook Sales Mgr John Moriarty
Tulox Plastics (div of Richardson-Merrell Inc) New Canaan Ave Zip 06850 Tel 847-2481 VP R L Goldthwaite Sales Mgr C Crane
STAMFORD (Area Code 203)
P & P Studios Inc 17 Viaduct Rd Zip 06907 Tel 327-9204 Pres Victor E Parnc Gen Mgr Terry L Puffer

DELAWARE

WILMINGTON (Area Code 302)
Ken-Del Prod ns Inc 111 Valley Rd Richardson Park Zip 19804 Tel 655-7488 Pres H Edwin Kennedy Gen Mgr M Leap
Sound Track Music East 810 E 13 St Zip 198C1 Tel 652-1303 Gen Mgr T H Willis, Sales Mgr J R Roberts

DISTRICT OF COLUMBIA

WASHINGTON (Area Code 202)
Lion Rec g Servs Inc 1905 Fairview Ave NE Zip 20002 Tel 832-7885 Pres Harold H Lion

FLORIDA

FORT LAUDERDALE (Area Code 305)
Audio Adv Prod ns (div of SRS Int'l) 790 NE 45 St Zip 33308 Tel 772-0008 Pres & Gen Mgr J Michelle Scott Prod n Mgr David P Chiodo
HOLLYWOOD (Area Code 305)
Custom Audio Inc 1846 Wilson Zip 33020 Tel 920-0220
Home office: Chicago Ill
MELBOURNE (Area Code 305)
Tavis Int'l Inc PO Box 68 Zip 32901 Tel 727-7202 Pres John J Brennan Gen Mgr Earl D Witherby Sales Mgr Allan Kotlades
MIAMI METROPOLITAN AREA (Area Code 305)
Adrian Assocs Inc 6660 Biscayne Blvd Zip 33138 Tel 757-1626 Pres Michael Adrian Gen Mgr Curt Witt Sales Mgr Gene Savet
Ben-Scott Rec'g Inc 1995 NE 150 St North Miami 33161 Tel 945-5465 Pres Murry Woroner Gen Mgr Frank Lunale
Criteria Rec'g Co Inc 1755 NE 149 St Zip 33161 Tel 947-5611 Owner M L Emerman Mgr Edith L Murphy
South Eastern Rec Mfg Corp 4380 NW 128 St Opa Locka 33054 Tel 685-6211 Pres Matthew San Martin Sales Mgr Eugenio Olanaga
Tape Dupl rs of Florida Inc 785 W 83 St Hialeah 33145 Tel 785-7585 Pres Aldo Vazquez Gen & Sales Mgr Carlos Garcia
WINTER GARDEN (Area Code 305)
Magnex Corp 770 W Bay St Zip 32787 Tel 656-4494 Pres John Lory Gen Mgr Dick Camnitz Sales Mgr Bill Raynes

GEORGIA

ATLANTA (Area Code 404)
Cartridge Control Corp 2091 Faulkner Rd NE Zip 30324 Tel 633 4577 Pres Don Comstock Gen Mgr Bill Evans
LeFevre Sound Corp 1314 Ellsworth Ind'l Dr NW Zip 30318 Tel 355-8680 Pres Pierce LeFevre Gen Mgr Maurice LeFevre
Mark Custom Rec'g Serv 2543 Raintree Dr NE Zip 30329 Tel 636-0289 Gen Mgr William D Bailey Jr
Home office: Clarence Center, N Y
Project 70 Audio Servs 1127 Spring St NW Zip 30309 Tel 874-5232 Mgr Jerry L Connell
Recordex Corp 3227 Cairns Hill Pl NW Zip 30305 Tel 237-7000/7122 Pres Mort N Miller VP & Gen Mgr Robert Nemo

ILLINOIS

CHICAGO METROPOLITAN AREA (Area Code 312)
B A S F Systems Inc 800 E Northwest Hwy Palatine 60067 Tel 359-2100 Midwestern Regional Mgr Edward Helron
Home office: Bedford, Mass
Boulevard Rec'g Studios Inc 609 N LaSalle St Zip 60610 Tel 944-2752 Pres & Gen Mgr Hal Kaitchuck Sales Mgr Eleanor Kaitchuck
Cassette Dupl'rs Inc 3132 N Natchez Ave Zip 60634 Tel 889-4888 Gen Mgr Nero Lebrmeiz
Chicago Album & Specialty Corp 417 S Jefferson St Zip 60607 Tel 427-0113 Pres & Sales Mgr Adolph Willinger Gen Mgr Anthony Busse
Columbia Rec Prod ns 630 N McClurg Ct Zip 60611 Tel 944-6000 Mgr Dick Hutter
Creative Packaging Co Oak Brook Exec Plaza Suite 300 1301 22 St Oak Brook 60521
Home office: Indianapolis, Ind
Custom Audio Inc 110 S River Rd Des Plaines 60016 Tel 299-0220, 298-6680 Pres Paul H Luttgens Gen & Sales Mgr T E Larsen
Branch: Hollywood, Fla
Double Sixteen Co Box 1616 Wheaton 60187 Tel 653-1616 Pres James W Canon Sales Mgr Tom Canon
Service: Permanent label printed directly on cassettes
Fidelityone Inc 6415 N Ravenswood Ave Zip 60626 Tel 274-0075 Pres Douglas F Hudson VP & Gen Mgr W R Anton Sales Mgr H A Prince
Product: Plastic mailing cases for cassette & open reel
R C A Recs Special Prods Mktg 1 N Wacker Dr Zip 60606 Tel 641-5880 Sales Reps Bill Reilly Joe Pop
Wright Assocs 1158 Wyncanter Dr Deerfield 60015 Tel 945-6924 Pres Rudy Wright

INDIANA

GARY (Area Code 219)
Bud Pressner Rec'g Serv 4839 S Broadway Zip 46409 Tel 884-5214 Owner & Pres Bud Pressner
INDIANAPOLIS (Area Code 317)
Creative Packaging Co PO Box 444 Zip 46206 Tel 635-6531 VP Mktg F M Siggins Sales Dir John S Bryan
Branches: Los Angeles, Calif, Chicago, Ill East Rutherford, N J
C W Fleetwood Agency 3614 E Southern Ave Zip 46203 Tel 786-5111 Pres Cliff Fleetwood Gen Mgr J A Fleetwood Sales Mgr C H Fleetwood
Imperial Packaging Co Inc 7800 Records St Zip 46226 Tel 545-7476 Gen Mgr Jordan Leibman
Ohmit Rec'g Studio 6102 E 10 St Zip 46219 Tel 356 9187 Owner & Pres Leslie E Ohmit
RICHMOND (Area Code 317)
Philips Rec g Co Inc 1600 Rich Rd Zip 47374 Tel 962-9511 Gen Mgr Curt Albright
Home office: New York, N Y
TERRE HAUTE (Area Code 812)
Artco Press Inc 133 S Sixth St Zip 47808 Tel 232-0926 Pres James S Roysse Jr Sales Mgr John Avellis
Columbia Rec Prod ns 1400 N Fruitridge Ave Zip 47805 Tel 468-4231 Tape Mgr Gene Edwards
Modern Album of Indiana Inc 1299 Voorhees St Zip 47808 Tel 235-6001 Gen Mgr Richard Fields
Home office: New York N Y Modern Album & Finishing Co Inc

KANSAS

EMPORIA (Area Code 316)
Webb Recs 1234 Luther St Zip 66801 Tel 342-7405 Pres & Gen Mgr J Thomas Webb
WICHITA (Area Code 316)
High Fidelity Rec g Inc 1059 Porter Zip 67203 Tel 262-6456 Pres Raymond O Creely Gen Mgr James Stratton

NEW JERSEY

CAMDEN (Area Code 609)
Recorded Publ ns Labs 1100 State St Zip 08105 Tel 963-3000 Pres Edward J Goodman VP Optrs David H Goodman Sales Mgr Pat Landon
Sales office: New York N Y
CARLSTADT (Area Code 201)
B A S F Systems Inc 40 Broad St Zip 07072 Tel 939-2550 Eastern Regional Mgr Robert Patterson
Home office: Bedford, Mass
Plastic Reel Corp of America 640 S Commercial Ave Zip 07072 Tel 933-9125 Pres Allen S Braverman VP Daniel A Sherman Mktg Dir Rita Rasnick Sales Dir Milt Blutter
Product: Strip & Sound Systems packaging to hold filmstrips & cassettes or filmstrips cassettes & records
CHERRY HILL (Area Code 609)
Intensive Programs Int'l Inc 900 Dudley Ave Zip 08034 Tel 667 1667 Pres Mark N Cohen Exec VP Richard V Marsh
CLIFTON (Area Code 201)
Scandia Packaging Machinery Co 180 Brighton Rd Zip 07012 Tel 473-6100 Pres W H Bronander Jr
Product: Packaging machinery for wrapping cartoning labeling & shrinking
DELAIR (Area Code 609)
Cassette Servs Inc PO Box 6 Zip 08110 Tel 665-3326 Pres Ed Dixon Sales Mgr David Sykes
Product: Empty plastic cassette boxes, blister packaging
EAST RUTHERFORD (Area Code 201)
Creative Packaging Co 185 E Union Ave Zip 07073
Home office: Indianapolis, Ind
ENGLEWOOD (Area Code 201)
National Cinematape Inc 24 W Sheffield Ave Zip 07631 Tel 871-3000 Pres Alexander Magocs Jr
FLEMINGTON (Area Code 201)
Modern Album of New Jersey Inc Highway 202 & 31 Zip 08822 Tel 783-4800 Gen Mgr Floyd Pawson
Home office: New York, N Y Modern Album & Finishing Co Inc
HOBOKEN (Area Code 201)
New Jersey Machine Corp 16 St & Willow Ave Zip 07030 Tel 659-0483 Pres Richard Wellbrock Sales Mgr Ken Leeson
Product: Semi-automatic & automatic labeling machines for cartridges, cassettes & cassette boxes, semi-automatic cartoning & printing equip
RIDGEFIELD PARK (Area Code 201)
American Tape Corp 11 Teaneck Rd Zip 07660 Tel 641-5202 Pres Donald H Gabor Gen Mgr Stanley Pessock
Branch: New York, N Y
RUNNEMEDE (Area Code 609)
Eastern Rec Mfg Co 901 E Clements Bridge Rd Zip 08078 Tel 931-0558 Pres John H Dunn Gen Mgr Joe Stewart
Qualitape Dupl'n Labs Inc 101 Broadway Zip 08078 Tel 933-2500 Pres & Gen Mgr Wayne E Willong

MASSACHUSETTS

ATTLEBORO (Area Code 617)
Transcriber Co Inc Lower County St Zip 02703 Tel 222-3525 Pres Robert B Puleston Sales Mgr Bruce Buttenworth
Branch: Montebello, Calif Transcriber-West
BEDFORD (Area Code 617)
B A S F Systems Inc Crosby Dr Zip 01730 Tel 271-4000 Pres Franz Leibentrost Gen Mgr Werner Balz Sales Mgr Gerard H Berberian Ass't Prod Mgr R E Dalessio
Sales office: Los Angeles, Calif Chicago, Ill Carlstadt, N J
Home office: West Germany
BOSTON METROPOLITAN AREA (Area Code 617)
Ace Rec'g Studios Inc 1 Boylston Pl Zip 02116 Tel 482-8580 Owners Milton & Herbert Yakus Studio Mgr Milton Yakus
Fleetwood Rec'g Co Inc 321 Revere St Revere 02151 Tel 289-6800 Pres Vmcent P Giarrusso Gen Mgr Raymond Samora

NEW YORK

CLARENCE CENTER (Area Code 716)
Mark Custom Rec'g Serv 6010 Goodrich Rd Zip 14032 Tel 741-3100 Pres & Sales Mgr Vincent Morette Gen Mgr Al Gibson
Branch: Atlanta, Ga
FARMINGDALE, L.I. (Area Code 516)
Pressure Sensitive Tape & Label Corp 135 Schmit Blvd Zip 11735 Tel 293-7300 Pres Dan Cooper Gen Mgr Tom Bianco Sales Mgr Michael Cooper
FREEPORT, L.I. (Area Code 516)
Royal Sound Co Inc 409 N Main St Zip 11520 Tel 888-2880 Pres & Gen Mgr Mervin A Dayan Sales Mgr John E Corbin
HAUPPAUGE, L.I. (Area Code 516)
Allison Audio Prods Inc 175 Bridge Rd Zip 11787 Tel 234-2010 Pres Louis Ligator Gen Mgr Rainer Zoply Sales Mgr Abe Chayot
Sales office: New York, N Y
Disc Printing Corp 915 Motor Pkwy Zip 11787 Tel 234-1400 Pres George Fishman Gen & Sales Mgr Frank D Martino
Globe Albums & Prod ns Inc (sub of Viewlex Inc) Gilpin Ave Cardinal Ind'l Park Zip 11787 Tel 234-1100 NYC Tel (212) 291-7600 Pres & Sales Mgr Lee Halpers Gen Mgr Leo Margolies
Branch: Los Angeles, Calif Globe Albums West
Sales office: New York, N Y Viewlex Inc
Keel Mfg Corp Motor Pkwy Zip 11787 Tel 234-0200 Pres G N Fishman Exec VP Ed Bevlvke VP R C Williams
MONTICELLO (Area Code 914)
Rivertone Stylus Co Inc Dillon Rd Zip 12701 Tel 794-8888 Pres & Gen Mgr W Adamson Sales Mgr M Adamson
MOUNT VERNON (Area Code 914)
Associated Audio Servs 13 Irving Pl Zip 10550 Tel 668-4977 Pres Robert L Pselili Gen Mgr Allan Johnson
NEW YORK METROPOLITAN AREA (Area Code 212)
A & B Dupl'rs Ltd (sub of Viewlex Inc) 237 W 54 St Zip 10019 Tel 582-4812 Pres A Weintraub VP Sales Irv Jerome Gen Mgr William Nitengale
Sales office: Viewlex Inc 1700 Broadway Zip 10019 Tel 581-5641 Pres David Perez Nat'l Sales Dir Frank Numery Sales Mgr Mel Mager
A D Adams Adv Inc 45 E 52 St Zip 10022 Tel 755-0845 Pres A D Adams
Branch: Woodbury LI N Y
Alison Audio Prods Inc 152 W 58 St Zip 10019 Tel 489-1596 Mgr Abe Chayot
Home office: Hauppauge L I N Y
American Tape Corp 250 W 57 St Zip 10019 Tel 765-1820
Home office: Ridgfield Park, N J
Avery & Elkins Inc 295 Madison Ave Zip 10017 Tel 683-9811 Pres Morton Levine Gen Mgr Julius Elkins Exec VP & Sales Mgr Ron Silberman Plant 653 11 Ave Zip 10036 Tel 586-6235
Cassette Cartridge Corp 220 E 23 St Zip 10010 Tel 689-8861 Pres Lorence Press VP Mfg Frank J Carroll Sales Mgr George Scott
Cassette Development Corp 295 Madison Ave Zip 10017 Tel 683-9811 Pres Morton Levine Gen Mgr Julius Elkins Exec VP & Sales Mgr Ron Silberman Plant 653 11 Ave Zip 10036 Tel 586-6235
Cassette Rec g Corp 41-34 27 St Long Island City 11101 Tel 937-3344 Pres Carl Lustig Gen Mgr Matt Polakoff Sales Mgr Phyllis Newman
Columbia Rec Prod ns 49 E 52 St Zip 10022 Tel 765 4321 VP Calvin Roberts Dir Tom Van Gessel
Cue Rec gs 117 W 46 St Zip 10036 Tel 757-3641 Gen Mgr Mel Kaiser Sales Mgr Bernard Rubinstein
Deliverance Recs 785 DeKaib Ave Brooklyn 11221 Tel 782-6300 Mgr Jasper Samuel
Farmlett Barsanti & Wood Inc 208 Fifth Ave Zip 10010 Tel 686-8230 Pres Anthony Barsanti VP Harry Farmlett
Guaranteed Printing Serv Co Inc 119 W 23 St Zip 10011 Tel 929-2410 Pres Alexander Pollack Gen Mgr Herbert Pollack Sales Mgr Albert I Pollack

Imperial Paper Box Corp 252 Newport St Brooklyn 11201 Tel 346-6100 Pres Morris Sukoff VP & Gen Mgr Louis Sukoff Sales Mgr Semuel Felder
Branches Los Angeles Calif Imperial Pacific Packaging Corp Indianapolis Ind Imperial Packaging Co Inc

KENTUCKY

LEXINGTON (Area Code 606)
Lemco Sound Studio 2518 Southview Dr Zip 40503 Tel 277-1184 Owner & Mgr Cecil Jones
LOUISVILLE (Area Code 502)
Allen-Martin Prod ns Inc (Audio Div.) 9912 Taylorsville Rd Zip 40299 Tel 267-5466 Pres Ray Allen Gen & Sales Mgr David H Snowden

LOUISIANA

NEW ORLEANS (Area Code 504)
Rosemont Rec g Serv Studios 4634 Wilson Ave Zip 70726 Tel 242 1581 Pres & Gen Mgr Alfred E Taylor Sr Sales Mgr Albert H Tolbert
RUSTON (Area Code 318)
Americana Rec'g Studios PO Drawer L 707-709 W Calitor na Ave Zip 71270 Tel 255-0287 Chief Eng Philip R Lawson Gen Mgr Roger W Lawson Jr

MARYLAND

BALTIMORE METROPOLITAN AREA (Area Code 301)
Bradley Rec g Co Inc 531 N Howard St Zip 21201 Tel 727-0950 Pres F Joseph Bradley Sales Mgr Suzi Kawasoye
I T / Rec g sine McCormick Rd & Schilling Circle Cockeysville 21030 Tel 666-7774 Sales Mgr Burgess Macneal
Redisco (The Records Orig'g Co) 1815 Guilford Ave Zip 21202 Tel 727-6420 Pres & Gen Mgr Oscar Buchanan Sales Mgr Joe Sadler

MASSACHUSETTS

ATTLEBORO (Area Code 617)
Transcriber Co Inc Lower County St Zip 02703 Tel 222-3525 Pres Robert B Puleston Sales Mgr Bruce Buttenworth
Branch: Montebello, Calif Transcriber-West
BEDFORD (Area Code 617)
B A S F Systems Inc Crosby Dr Zip 01730 Tel 271-4000 Pres Franz Leibentrost Gen Mgr Werner Balz Sales Mgr Gerard H Berberian Ass't Prod Mgr R E Dalessio
Sales office: Los Angeles, Calif Chicago, Ill Carlstadt, N J
Home office: West Germany
BOSTON METROPOLITAN AREA (Area Code 617)
Ace Rec'g Studios Inc 1 Boylston Pl Zip 02116 Tel 482-8580 Owners Milton & Herbert Yakus Studio Mgr Milton Yakus
Fleetwood Rec'g Co Inc 321 Revere St Revere 02151 Tel 289-6800 Pres Vmcent P Giarrusso Gen Mgr Raymond Samora

MICHIGAN

DETROIT METROPOLITAN AREA (Area Code 313)
American Sound Corp 3319 E 10 Mile Rd Warren 48091 Tel 539-2900 Pres Frank S Oay Gen Mgr Paul Hayes Sales Mgr Harris Osborn
Econprint 650 E Mandoline Madison Heights 48071 Tel 585-3146 Pres Richard G Heppard Gen Mgr Gary Heppard Sales Mgr Hugh McCluskey
Product: Labels

Gabriel Mfg Co PO Box 548 Bloomfield Hills 48013 Tel 338-4017
Home office: Stony Point N Y
Graphic Design Inc 650 E Mandoline Madison Heights 48071 Tel 585-4142 Pres Richard G Heppard
Pioneer Rec'g Studio Inc 20014 James Couzens Zip 48235 Tel 341-5865 Pres & Gen Mgr Gary A Rubin Sales Mgr Tom Hartkop
R C A Recs Special Prods Mktg 24333 Southfield Rd Suite 110 Southfield 48075 Tel 352-6610 Sales Rep W Carey

TECUMSEH (Area Code 313)
Faraday Inc 805 S Maumee Zip 49286 Tel 423-2111 Pres F J Klun Gen Mgr A B Thomas Sales Mgr D C Koopman

MINNESOTA

MINNEAPOLIS-ST. PAUL AREA (Area Code 612)
Audiotek Rec'g Studios 711 W Broadway Minneapolis 55411 Tel 521-7631 Pres Dan R Holmes Eng John Calder
E M C Corp 180 E Sixth St St Paul 55101 Tel 227-7366 Pres David Feinberg Gen & Sales Mgr W Kraft
Branch: Los Angeles, Calif
Meta-Com Inc 711 W Broadway Minneapolis 55411 Tel 521-9202 Pres J J McCann Gen Mgr J R Frey Sales Mgr P T Levin
Universal Audio/Rec g 4807 Upton Ave S Minneapolis 55410 Tel 927-8156 Gen Mgr James Michaelson
Home office: Scottsdale, Ariz

MISSOURI

INDEPENDENCE (Area Code 816)
Cavern Sound Corp 16400 E Truman Rd Zip 64050 Tel 836-4000 Pres Gerald W Riegle Gen Mgr John Pearson Sales Mgr Tom Plaster
KANSAS CITY (Area Code 816)
Innovations Inc 4127 Broadway Zip 64111 Tel 753-0029 Pres Fred O Nelson Gen Mgr Arthur S Katz
Product: Spaghetti boxes for 8-tr cartridges & cassettes cassette converter boxes
Stage 3 Sound Prod ns Inc 12 E 39 St Zip 64111 Tel 531-1375 Pres Don Warnock Gen Mgr Clara Warnock
ST. LOUIS (Area Code 314)
Allied Tape Corp (sub of Custom Music Corp) 1283 Research Blvd Zip 63132 Tel 997-7100 Pres Byrie A Northup Gen Mgr Bob Walker Sales Mgr Roger Frederickson

Custom Music Corp see Allied Tape Corp
Technicon Studios Inc 1201 S Brentwood Blvd Zip 63117 Tel 727-1055 Pres Charles E Harrison VP & Mgr Edward H Canter

SPRINGFIELD (Area Code 417)
G R S Rec gs KCOD Broadcasting Corp MPO Box 801 Zip 65801 420 E Chestnut St Zip 65806 Tel 869-1296 Pres & Gen Mgr Billy Wolfe Sales Mgr Lula Wolfe

NEBRASKA

LINCOLN (Area Code 402)
Lenco Co 3901 N 69 Zip 68507 Tel 434 7488 Pres John Leonhardt Sales Mgr Dean Anderson

OMAHA (Area Code 402)
Liberty/UA Tape Dupl g Inc 1201 Pacific St Zip 68108 Tel 348-1770 Gen Mgr Marvin King

Le-Bo Prods Co Inc 7108 51 Ave Woodside 11377 Tel 458 7700 Pres Leslie Bokor VP Leslie Dame Gen Mgr Al Alexander Sales Mgr Marvin Paris
Lee-Myles Assocs Inc 160 E 56 St Zip 10022 Tel 758 3232 Pres Robert M Miller
Merri-mac Color Graphics Inc 406 W 31 St Zip 10001 Tel 244-4145 Pres Louis Wasserstrom Gen Mgr George Glazer Sales Mgr Charles Markowitz
Mic Tone Printing Corp 1637 Ulica Ave Brooklyn 11234 Tel 253-9696 Pres Jay Chernow Sales Mgr Richard Chernow
Modern Album & Finishing Co Inc 119-01 22 Ave College Point 11356 Tel 353 5701 Pres G D Thomas Sales Mgr R A Froehling
Branches Los Angeles Calif Terre Haute Ind Flemington N J
Int'l branch Canada
National Rec g Studios 730 Fifth Ave Zip 10019 Tel 757 6440 Pres Harold Lustig
Philips Rec g Co Inc 609 Fifth Ave Zip 10019 Tel 486 9614 Pres Robert Teitelman Sales Mgr David A Grant (Exec office only)
Plant: Richmond Ind
The Printers V Inc 1034A Lexington Ave Zip 10021 Tel 861-2222 Gen & Sales Mgr William J McCann
Progressive Label & Litho Co 286-290 Stanhope St Brooklyn 11237 Tel 497-2320 Pres & Sales Mgr Jerome J Rood Gen Mgr Bernard Sien
Queens Lithographing Corp 52 35 Barnett Ave Long Island City 11104 Tel 457 7700 Pres Jack L Hecht Gen Mgr Eric Kaltman Sales Mgr Gerald Sanders
Branch Los Angeles Calif Queens Envelope of California Corp
Product: Stock boxes for cartridge 8-tr & cassette
R C A Recs Special Prods Mktg 1133 Ave of the Americas Zip 10036 Tel 586-3000 Mgr Bill Walsh Nat'l Sales Mgr Bill Mulligan Sales Rep Jim Head

Continued on page TR-20

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Atlanta, Georgia 30324
Telephone (404) 633-4577

TAPE SERVICES

Continued from page TR-19

R K O Sound Nat'l Tape Serv. (div of RKO General Inc.) 1440 Broadway Zip 10018 Tel 564-8000 Pres John B. Hayes, Sales Mgr Lee H. Gray
Plant: West Caldwell, N.J. National Tape Serv. Inc. Record Albums Inc. 286-290 Stanhope St., Brooklyn 11237 Tel 366-8171 Gen Mgr Bernard Stein Sales Mgr Jerome J. Rood
Recorded Publ's Labs, 2 Pennsylvania Plaza Zip 10001 Tel 868-3115 Sales Mgr Bob Freifeld (Sales office only)

Home office: Camden, N.J.
Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills 11375 Tel 544-9800 Pres Marshall Weingarten

Product: Plastic & paperboard packages for cassettes
Richcraft Rec'g Co., 1706 Flatbush Ave., Brooklyn 11210 Tel 377-1664 Owner & Gen Mgr Richard Rahmey
Saxon Adhesive Prods. Inc., 57-01 37 Ave., Woodside 11377 Tel 672-8200 Gen Mgr Steven Dauman Sales Mgr Martin Goldberg

Product: Plain & printed cassette & B-tr labels
Shorewood Packaging Corp., 724 Fifth Ave Zip 10019 Tel 582-6885 Pres Paul Shore, VP & Sales Mgr Floyd S. Ginert
Sound Packaging Corp., 56 E 53 St Zip 10022 Tel 421-8255 Pres & Sales Mgr Craig Braun

Branch: Los Angeles, Calif.
T K Electronics Corp., 23-73 48 St., Long Island City 11103 Tel 721-6981 Gen Mgr Akira Otsuka, Mktg Mgr George T. Sandler
TeleGeneral Studios Inc., 2 W 46 St Zip 10036 Tel 586-5577, Bd. Chm Stuart Sloves, Pres Herbert M. Moss, Exec VP David Jensen

Viewlex Inc., 1700 Broadway Zip 10019 Tel 581-5641 Pres David Peres, Nat'l Sales Dir Frank Nunneny, Sales Mgr Mel Mager
Edward R. White Inc., 18 E 41 St Zip 10017 Tel 687-2167, Pres & Sales Mgr Lawrence Goldstein
Product: Mailing envelopes, bags, boxes

• **OLO BETHPAGE, L.I. (Area Code 516)**
Vis-A-Pak Mfg Corp., 185 Bethpage Sweet Hollow Rd. Zip 11804 Tel 293-4242 Pres Don Hirschhorn, Gen Mgr Leonard Yellin

• **PLAINVIEW, L.I. (Area Code 516)**
Pres-Tige Label Corp., 49 S. Mall Zip 11803 Tel 249-2870 VP Ernie Menkes
Product: Cassette pressure sensitive labels

• **RYE (Area Code 914)**
Preferred Sounds Inc., Nursery Ln Zip 10580, Tel 967-7701 Pres. Nino Bruno, Gen. Mgr. John Lanni

• **ST. JAMES, L.I. (Area Code 516)**
Sound By St James Inc., 699 Jericho Tpke Zip 11780 Tel 724-2828 Pres Artie Schiff, Gen. Mgr. Michael Ingram

• **STONY POINT (Area Code 914)**
Gabriel Mfg. Co., 125 S. Liberty Dr. Zip 10980 Tel 942-0100 Gen. Mgr. Jules L. Sack
Branch: Detroit, Mich

• **UTICA (Area Code 315)**
Oneida Video-Audio Tape Cassette Corp., 760 Blandina St Zip 13501, Tel 735-6187 Pres Michael Cristalli Gen Mgr Joseph DeStante Sales Mgr Stanley Markowski

• **WOODBURY, L.I. (Area Code 516)**
A D Adams Adv. Inc., 8243 Jericho Tpke Zip 11797 Tel 692-5044 VP George M. Kovacs
Home office: New York, N.Y.

NORTH CAROLINA

• **WILMINGTON (Area Code 919)**
Music Makers Network of America-Prod ns, 1306 Castle St Zip 28401 Tel 763-8116 Pres Samuel M. Kahn, Gen Mgr John Lewis Jones, Sales Mgr William Robinson Jr

OHIO

• **CINCINNATI (Area Code 513)**
Artist Rec'g & Rec. Pressing Inc. 320 Mill St Zip 45215 Tel 761-0011 Pres & Gen Mgr Herbert Rawlings
Queen City Album Inc., 2832 Spring Grove Ave Zip 45225 Tel 681-8400 Pres Edward R. Bosken, Gen Mgr Arthur Chaney
Rite Rec. Prod'ns Inc., 9745 Lockland Rd Zip 45215 Tel 733-5533 Pres Carl J. Burkhardt, Gen Mgr Bob Bowery, Sales Mgr Ruth Lushy

• **CLEVELAND (Area Code 216)**
Agency Rec'g Studios Inc., 1730 E 24 St Zip 44114 Tel 621-0810 Pres Donald R. White, VP & Mgr William C. Laufer
Configurations: Cassette & open reel
Alcon Rec'g Studios Inc., 4435 Mayfield Rd Zip 44121 Tel 291-1616 Pres & Gen Mgr Robert J. Nowac, Sales Mgr Thomas A. Ross
Cleveland Rec'g Co., 1935 Euclid Ave Zip 44115 Tel 621-9362 Pres Ken Hamann, Gen Mgr John Hansen

Syndicated Prod'ns Inc., PO Box 03297, 4614 Carter Ave Zip 44103 Tel 881-9528 Sales Mgr J. Crisp
Home office: Troy, Ohio, Ohio Magnetics Inc

• **COLUMBUS (Area Code 614)**
Magnetic Studios (div of Lundy Prod'ns Inc.), 4784 N. High St Zip 43085 Tel 888-4788 Pres. Nils Lindquest, Gen Mgr Dick Hunsberger, Chief Eng. Gene Batey

• **TROY (Area Code 513)**
Ohio Magnetics Inc., 1576 McKaig Ave Zip 45373 Tel 335-2600 Pres & Gen Mgr Robert G. Newton, Sales Mgr William Taylor
Branch: Cleveland, Ohio, Syndicated Prod'ns Inc

• **YOUNGSTOWN (Area Code 216)**
United Audio Rec'g, 2323 Glenwood Ave Zip 44511 Tel 783-1277 Pres & Gen Mgr Bill Warner, Sales Mgr James Cole

OKLAHOMA

• **TULSA (Area Code 918)**
Granada Ent's Inc., 1448-52 N Harvard Zip 74110 Tel 936-3518 Pres. William P. Davis, Gen. Mgr. Dale Waits

PENNSYLVANIA

• **HARRISBURG (Area Code 717)**
Laird Prod'ns Inc., PO Box 3111 Zip 17105 Tel 697-9451 Owner J. Ira Laird Jr

• **JENKINTOWN (Area Code 215)**
Thunder Rec., Box 271, Cedar & West Ave Zip 19046 Tel 672-5929 Pres Stan Peahota, Gen Mgr Maran Ryan, Sales Mgr John Sokolis

• **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
Air-Tone Sound & Rec'g Co., 2330 Market St Zip 19103 Tel 563-8388 Pres Eugene Hessel, Gen Mgr Peter Kiefer, Sales Mgr Nora Guller
Audio Visual Communications Inc., PO Box 85, Radnor 19087 Tel 825-1813 Pres J.L.C. Ulrich Jr, VP & Gen Mgr John L. Butterworth, Sales Mgr John W. Ballantyne
Diskmakers Inc., 925 N. Third St Zip 19123 Tel 627-2277, NYC Tel (212) 966-3185 Pres Morris Bailen, Gen Mgr Larry Bailen
Fento Label Co., Coral & Buckus Sts Zip 19124 Tel 288-2910
Product: Labels

• **PITTSBURGH (Area Code 412)**
Segue Recs Inc. (sub of WRS Inc.), PO Box 7126, 210 Semple St Zip 15213 Tel 683-6300 Pres & Gen Mgr F. Jack Napor, VP Olaf Kuusker, Sales Mgr Hal Smith

• **WINOSOR (Area Code 717)**
Dee-Bee Rec'g Serv., S. Camp St, Ext Zip 17366 Tel 244-5411 Pres. Stan Deppen Jr., Gen Mgr Greg Utterback, Sales Mgr Pat Gerrick

• **SACRAMENTO (Area Code 916)**
Bill Rase Rec'g & Film Studios, 2904 Franklin Blvd Zip 95818, Tel 452-4266, Pres. & Gen Mgr Bill Rase

• **SAN FRANCISCO & BAY AREA (Area Code 415)**
Conlan Creative Lithographers, 1655 Folsom St. Zip 94103, Tel 431-7373, Pres. Robert D. Conlan, Sales Mgr Richard T. Conlan
Fred Fox Music Co., 15 Ontario, San Mateo 94401 Tel 343-7222, Owner & Gen. Mgr.: F. H. Nesbitt Jr
McCune Studios, 915 Howard St Zip 94107 Tel 433-0850, Pres Harry D. McCune Sr.: Gen Mgr Don Geis
Pro-Tronics Co., 2199 El Camino Real, San Mateo 94403 Tel 574-8511 Sales Mgr Mike Sandifer
Studio 10 Inc. Ltd., 354 Shoreline Hwy., Mill Valley 94941, Tel 388-9860, Pres. Tom Preuss: Sales Mgr.: Clint Wilson

• **SANTA CLARA (Area Code 408)**
Precision Tape Dupl'g Inc., 2968 Scott Blvd Zip 95050 Tel 244-1776 Pres. Robert W. Kratt

• **SANTA MARIA (Area Code 805)**
Columbia Rec. Prod'ns, 900 E. Stowell Rd Zip 93454 Tel 922-4511 Mgr Ric Daluse

• **TENNESSEE**
• **MEMPHIS (Area Code 901)**
Northmoor Rec'g, 1229 East Parkway S Zip 38114 Tel 274-0565 Pres Dean Moore, Sales Mgr Libby Moore

• **MORRISTOWN (Area Code 615)**
Album Co of America, Box 374 Zip 37814 Tel 581-3486 Pres Hal McGaha, Gen & Sales Mgr Charlene McGaha

• **NASHVILLE (Area Code 615)**
Columbia Rec. Prod'ns, 804 16 Ave S Zip 37203 Tel 255-0371 Mgr Cecil Scaife
R C A Recs., Special Prods Mktg 800 17 Ave S Zip 37203 Tel 255-5781 Sales Rep Ed Hines

• **TEXAS**
• **ARLINGTON (Area Code 817)**
Rec-O-Press Inc. 609 N Great Southwest Pkwy Zip 76011 Tel 261-4941 Pres W.I. Splitter Gen & Sales Mgr Charles Splitter

• **UTAH**
• **PROVO (Area Code 801)**
Sound Concepts Inc. 108 West Center Zip 84601 Tel 375-7333 Pres Mr. Kaye Jensen Gen Mgr Roger Billings, Sales Mgr Ron Payne

• **VERMONT**
• **SPRINGFIELD (Area Code 802)**
Gregorie Nelson Ficara Ent's, 40 Clinton St Zip 05156 Tel 885-3820 Pres & Gen Mgr Gregorie Nelson Ficara Sales Mgr Charlie Nelson

• **WISCONSIN**
• **SAUK CITY (Area Code 608)**
American Music Corp., 123 Water St Zip 53583 Tel 643-3304 Pres Jim Kirchstein Gen Mgr Marie Neely Sales Mgr Cindy Accola

• **PRINTING & LITHOGRAPHING**
• **ALABAMA**
• **BIRMINGHAM (Area Code 205)**
Sargent Sound Systems Inc. 213 S 80 St Zip 35206 Tel 836-6274 Pres & Gen Mgr James D Sargent

• **ARIZONA**
• **PHOENIX (Area Code 602)**
S & K (off of Linear Prods Inc.) 915 N Fourth St Zip 85004 Tel 252-6878 Mgr Craig Eckmann
Home office: New York N.Y. Linear Prods Inc

• **CALIFORNIA**
• **COLTON (Area Code 714)**
Jechan Scientific Co.-Spectrotape Co. 345 W Valley Blvd Zip 92324 Tel 825-6744 Pres Dr John Chan Gen Mgr Mrs Elsie Chan, Sales Mgr Richard F. Hathaway

• **COSTA MESA (Area Code 714)**
Audio Dynamic Ent's 1281 Logan St Bldg B Zip 92626 Tel 549-2271 Pres Gene Edwards

• **FRESNO (Area Code 209)**
California Artists Corp., PO Box 3374 Zip 93766 Tel 266-9570 Pres Ray Camacho, VP & Gen Mgr Joe Cruz, Sales Mgr Martina Calles

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**
Album Graphics Inc., 408 N Larchmont, Hollywood 90004 Tel 462-0821 Gen Mgr Edward Oywer
Home office: Chicago, Ill
Audio-Video Communications Inc., 5727 W Jefferson Blvd Zip 90016 Tel 870-6832 Pres & Gen Mgr Donald E. Anderson, Sales Mgr Herbert S. Dale
Bert-Co Ent's., 1855 Glendale Blvd Zip 90026 Tel 665-5137 Pres B.P. Couturier, VP & Gen Mgr R.L. Couturier VP Sales Leo Heydort
Columbia Rec. Prod'ns, 6430 Sunset Blvd., Hollywood 90028 Tel 466-2481 Mgr Mike Coolidge
Container-Kraft Inc., 724 E 61 St Zip 90001 Tel 232-3281 Pres Arthur Garson, Sales Mgr Russell Garson
Conway Rec'rs Inc., 655 N St Andrews Pl., Hollywood 90004 Tel 463-2175 Pres Phil A. Yeend, Gen Mgr Ken Sweet
Custom Rec. Mfg Co. (div of Cadet Recs Inc.), 5810 S Normandie Ave Zip 90044 Tel 753-5121 Pres Jules Bihari, Gen Mgr Donald Macmillan, Sales Mgr Robert Herrington
E M C Corp. Radio Rec's Div. 7000 Santa Monica Blvd Hollywood 90038 Tel 463-3282 Gen Mgr Jerry Greenfield Sales Mgr D. Cinnelli
Home office: Minneapolis-St Paul Minn
Elpas Inds., 2342 Sawtelle Blvd Zip 90064 Tel 478-0811 Pres Elliot Peikoff Gen Mgr R. Pacana, Sales Mgr Gary Young
Globe Albums West (sub of Viewlex Inc.) 5811 S San Pedro St Zip 90011 Tel 232-8278 Gen Mgr Nor-man Ravis
Home office: Hauppauge, L.I. N.Y. Globe Albums & Prod'ns Inc
Sales office: New York N.Y. Viewlex Inc

• **CHICAGO METROPOLITAN AREA (Area Code 312)**
Album Graphics Inc. 745 N Dearborn St Zip 60610 Tel 642-9161 Pres Donald W. Kosterka VP James Ladawa VP & Sales Mgr Richard Block
Branches: Los Angeles Calif. New York N.Y.
Cole Corp. 251 E Grand Ave Zip 60611 Tel 527-2160 Pres Shepard Stern
Columbia Rec. Prod'ns 630 N McClurg Ct Zip 60611 Tel 944-6000 Mgr Dick Hutter
Custom Audio Inc. 110 S River Rd. Des Plaines 60016 Tel 299-0220, 298-6680 Pres Paul H. Lutgens Gen & Sales Mgr T. E. Larsen
Branch: Hollywood, Fla
Double Sixteen Co. Box 1616 Wheaton 60187 Tel 653-1616 Pres James W. Canon Sales Mgr Tom Canon
Service: Permanent metal printed directly on cassettes
Fort Osborn Lithograph Co. 6035 W Gross Point Rd Zip 60648 Tel 774-4321 VP & Sales Mgr Richard Adler
Monarch Printing Corp. 1130 W Adams St Zip 60607 Tel 243-6000 Pres John Selig
R C A Recs. Special Prods Mktg 1 N Wacker Dr Zip 60606 Tel 641-5880 Sales Reps Bill Reilly Joe Pop

• **INDIANA**
• **GARY (Area Code 219)**
Bud Pressner Rec'g Serv. 4839 S Broadway Zip 46409 Tel 884-5214 Owner & Pres Bud Pressner
Ron Wheeler Ent's PO Box 1800 Zip 46409 Tel 887-7009 Pres Ronald E. Wheeler

• **INDIANAPOLIS (Area Code 317)**
C W Fleetwood Agency 3614 E Southern Ave Zip 46203 Tel 786-5111 Pres Cliff Fleetwood Gen Mgr J. A. Fleetwood Sales Mgr C. H. Fleetwood
Imperial Packaging Co. Inc. 7800 Records St Zip 46226 Tel 545-7476 Gen Mgr Jordan Leibman

• **RICHMOND (Area Code 327)**
Philips Rec'g Co. Inc. 1600 Rich Rd Zip 47374 Tel 962-9511 Gen Mgr Curt Albright
Home office: New York N.Y.

• **TERRE HAUTE (Area Code 812)**
Arco Press Inc. 133 S Sixth St Zip 47808 Tel 232-0926 Pres James S. Royse Jr.: Sales Mgr John Av

Imperial Pacific Packaging Corp., 1919 E 51 St. Zip 90058 Tel 583-1081 Gen Mgr William S. Pine, Ivy Hill Lithograph-Pacific Div., 4800 S Santa Fe Ave Zip 90058, Tel 583-8974, VPs Rusty Mur, Jack Sclar
Home office: Great Neck, L.I., N.Y.

Linear Prods. Inc., 704 S. Spring St. Zip 90014 Tel 622-0543 Gen Mgr E.A. Diamond
Home office: New York, N.Y.

M C A Recs., 100 Universal City Plaza, Universal City 91608 Tel 985-4321
Magnetic Tape Eng'g Corp., 8120 Webb Ave., North Hollywood 91605 Tel 768-8100 Pres S. Gerald Stone, Exec VP Julian S. Weinstein, VP Mktg James S. Walker
Queens Envelope of California Corp., 2838 E Pico Blvd Zip 90023 Tel 264-1101 Gen Mgr Joseph Infuso
Home office: New York, N.Y., Queens Lithographing Corp

R C A Recs. Special Prods. Mktg. 6363 Sunset Blvd., Hollywood 90028 Tel 461-9171 Sales Reps Bill Leonard, Bernie Silverman
Sound Packaging Corp., 6515 Sunset Blvd., Hollywood 90028, Tel 461-8101, Gen Mgr Anthony Grabois
Home office: New York, N.Y.
Ultro Int'l, 6306 York Blvd Zip 90042 Tel 254-5131 Pres Art Goldman
Universal Tape Corp., PO Box 1536, 1940 W 144 St., Gardena 90249 Tel 327-1540 VP & Gen Mgr Edward O. Praeger

• **SACRAMENTO (Area Code 916)**
Bill Rase Rec'g & Film Studios, 2904 Franklin Blvd Zip 95818, Tel 452-4266, Pres. & Gen Mgr Bill Rase

• **SAN FRANCISCO & BAY AREA (Area Code 415)**
Conlan Creative Lithographers, 1655 Folsom St. Zip 94103, Tel 431-7373, Pres. Robert D. Conlan, Sales Mgr Richard T. Conlan
Fred Fox Music Co., 15 Ontario, San Mateo 94401 Tel 343-7222, Owner & Gen. Mgr.: F. H. Nesbitt Jr
McCune Studios, 915 Howard St Zip 94107 Tel 433-0850, Pres Harry D. McCune Sr.: Gen Mgr Don Geis
Pro-Tronics Co., 2199 El Camino Real, San Mateo 94403 Tel 574-8511 Sales Mgr Mike Sandifer
Studio 10 Inc. Ltd., 354 Shoreline Hwy., Mill Valley 94941, Tel 388-9860, Pres. Tom Preuss: Sales Mgr.: Clint Wilson

• **SANTA CLARA (Area Code 408)**
Precision Tape Dupl'g Inc., 2968 Scott Blvd Zip 95050 Tel 244-1776 Pres. Robert W. Kratt

• **SANTA MARIA (Area Code 805)**
Columbia Rec. Prod'ns, 900 E. Stowell Rd Zip 93454 Tel 922-4511 Mgr Ric Daluse

• **COLORADO**
• **OENVER (Area Code 303)**
Audcom Corp., 995 S. Clermont Zip 80222 Tel 757-3377 Pres. & Gen Mgr. Jack H. Dunham, Sales Mgr Bill Rehm
Jackson Sound Prod'ns Ltd., 1403 S Lipan Zip 80223, Tel: 722-7019 Pres. Joseph K. Jackson

• **DELAWARE**
• **WILMINGTON (Area Code 302)**
Ken-Oel Prod'ns Inc., 111 Valley Rd., Richardson Park Zip 19804, Tel 655-7488 Pres H. Edwin Kennedy Gen Mgr M. Leap

• **DISTRICT OF COLUMBIA**
• **WASHINGTON (Area Code 202)**
Lion Rec'g Servs Inc., 1905 Fairview Ave NE Zip 20002 Tel 832-7885 Pres Harold H. Lion

• **FLORIDA**
• **HOLLYWOOD (Area Code 305)**
Custom Audio Inc., 1846 Wilson Zip 33020 Tel 920-0220
Home office: Chicago, Ill

• **MELBOURNE (Area Code 305)**
Tavis Int'l Inc. PO 68 Zip 32901 Tel 727-7202 Pres John J. Brennan, Gen Mgr Earl D. Witherby Sales Mgr Allan Kolades

• **MIAMI METROPOLITAN AREA (Area Code 305)**
Adrian Assoc's Inc., 6660 Biscayne Blvd Zip 33138 Tel 757-1626 Pres Michael Adrian Gen Mgr Curt Witt Sales Mgr Gene Sayet
Criteria Rec'g Co. Inc., 1755 NE 149 St Zip 33161 Tel 947-5611 Owner M. L. Emerman Mgr Edith L. Murphy
South Eastern Rec. Mfg. Corp., 4380 NW 128 St Opa Locka 33054 Tel 685-6211 Pres Matthew San Mar Tin Sales Mgr Eugenio Olaranga
Tape Dupl'rs of Florida Inc., 785 W 83 St Hialeah 33145 Tel 785-7585 Pres Aldo Vazquez Gen & Sales Mgr Carlos Garcia

• **WINTER GARDEN (Area Code 305)**
Magneix Corp. 770 W Bay St Zip 32787 Tel 656-4494 Pres John Lory Gen Mgr Dick Camnitz Sales Mgr Bill Raynes

• **GEORGIA**
• **ATLANTA (Area Code 404)**
Lefevre Sound Corp., 1314 Ellsworth Ind'l Dr. NW Zip 30318 Tel 355-8680 Pres Pierce Lefevre Gen Mgr Maurice Lefevre
Mark Custom Rec'g Serv., 2543 Raintree Dr NE Zip 30329 Tel 636-0289 Gen Mgr William O. Bailey Jr
Home office: Clarence Center, N.Y.
Project 70 Audio Servs. 1127 Spring St NW Zip 30309 Tel 874-5232 Mgr Jerry L. Connell

• **ILLINOIS**
• **CHICAGO METROPOLITAN AREA (Area Code 312)**
Album Graphics Inc. 745 N Dearborn St Zip 60610 Tel 642-9161 Pres Donald W. Kosterka VP James Ladawa VP & Sales Mgr Richard Block
Branches: Los Angeles Calif. New York N.Y.
Cole Corp. 251 E Grand Ave Zip 60611 Tel 527-2160 Pres Shepard Stern
Columbia Rec. Prod'ns 630 N McClurg Ct Zip 60611 Tel 944-6000 Mgr Dick Hutter
Custom Audio Inc. 110 S River Rd. Des Plaines 60016 Tel 299-0220, 298-6680 Pres Paul H. Lutgens Gen & Sales Mgr T. E. Larsen
Branch: Hollywood, Fla
Double Sixteen Co. Box 1616 Wheaton 60187 Tel 653-1616 Pres James W. Canon Sales Mgr Tom Canon
Service: Permanent metal printed directly on cassettes
Fort Osborn Lithograph Co. 6035 W Gross Point Rd Zip 60648 Tel 774-4321 VP & Sales Mgr Richard Adler
Monarch Printing Corp. 1130 W Adams St Zip 60607 Tel 243-6000 Pres John Selig
R C A Recs. Special Prods Mktg 1 N Wacker Dr Zip 60606 Tel 641-5880 Sales Reps Bill Reilly Joe Pop

• **INDIANA**
• **GARY (Area Code 219)**
Bud Pressner Rec'g Serv. 4839 S Broadway Zip 46409 Tel 884-5214 Owner & Pres Bud Pressner
Ron Wheeler Ent's PO Box 1800 Zip 46409 Tel 887-7009 Pres Ronald E. Wheeler

• **INDIANAPOLIS (Area Code 317)**
C W Fleetwood Agency 3614 E Southern Ave Zip 46203 Tel 786-5111 Pres Cliff Fleetwood Gen Mgr J. A. Fleetwood Sales Mgr C. H. Fleetwood
Imperial Packaging Co. Inc. 7800 Records St Zip 46226 Tel 545-7476 Gen Mgr Jordan Leibman

• **RICHMOND (Area Code 327)**
Philips Rec'g Co. Inc. 1600 Rich Rd Zip 47374 Tel 962-9511 Gen Mgr Curt Albright
Home office: New York N.Y.

• **TERRE HAUTE (Area Code 812)**
Arco Press Inc. 133 S Sixth St Zip 47808 Tel 232-0926 Pres James S. Royse Jr.: Sales Mgr John Av

els
Columbia Rec. Prod'ns, 1400 N Fruitridge Ave Zip 47805 Tel 466-4231 Tape Mgr Gene Edwards
Woodburn Printing Co. Inc., 25 S Sixth Zip 47808 Tel 232-0164, Gen. Mgr. Don Pendergast

• **KANSAS**
• **WICHITA (Area Code 316)**
High Fidelity Rec'g Inc., 1059 Porter Zip 67203 Tel 262-6456 Pres Raymond O. Creely, Gen Mgr James Strattan

• **KENTUCKY**
• **LEXINGTON (Area Code 606)**
Lemco Sound Studio, 2518 Southview Dr Zip 40503 Tel 277-1184 Owner & Mgr Cecil Jones

• **LOUISIANA**
• **NEW ORLEANS (Area Code 504)**
Rosemont Rec'g Serv. Studios, 4634 Wilson Ave Zip 70126, Tel 242-1581 Pres & Gen Mgr Alfred E. Taylor Sr.: Sales Mgr Albert H. Tolbert

• **RUSTON (Area Code 318)**
Americana Rec'g Studios, PO Drawer L, 707-709 W California Ave, Zip 71270 Tel 255-0287 Chief Eng Phillip R. Lawson, Gen Mgr Roger W. Lawson Jr

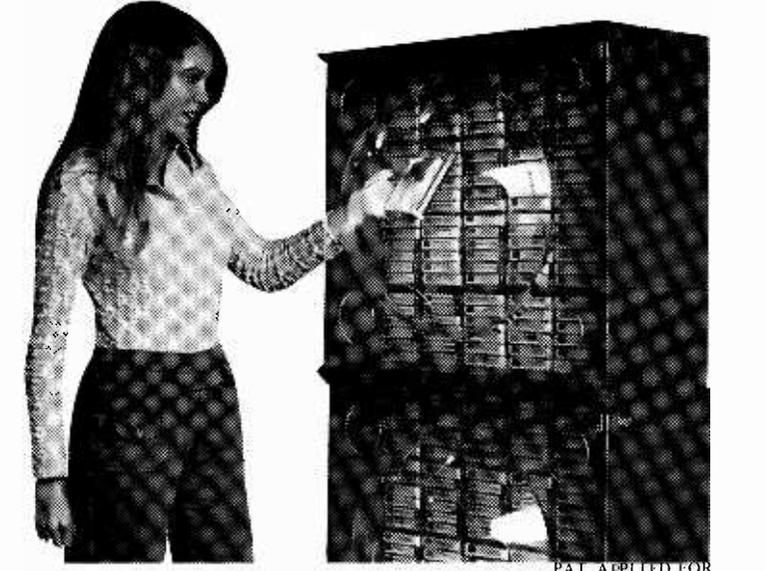
• **MARYLAND**
• **BALTIMORE METROPOLITAN AREA (Area Code 301)**
Bradley Rec'g Co. Inc., 531 N Howard St. Zip 21201, Tel 727-0950, Pres. F. Joseph Bradley: Sales Mgr. Suzi Kawasoye
I T I Rec'gs Inc., McCormick Rd & Schilling Circle, Cockeysville 21030, Tel: 666-7774 Sales Mgr. Burgess Macneal
Redisco (The Records Dist'g Co.), 1815 Guilford Ave. Zip 21102, Tel 727-6420, Pres. & Gen Mgr. Oscar Buchman: Sales Mgr.: Joe Sadler

• **MASSACHUSETTS**
• **BOSTON METROPOLITAN AREA**
Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151 Tel 289-6800, Pres: Vincent P. Giarrusso: Gen Mgr Raymond Samora

• **MICHIGAN**
• **DETROIT METROPOLITAN AREA (Area Code 313)**
American Sound Corp., 3319 E 10 Mile Rd., Warren 48091 Tel 539-2900, Pres Frank S. Day: Gen Mgr Paul Hayes: Sales Mgr Harris Osborn
Gabriel Mfg. Co., PO Box 548, Bloomfield Hills 48013 Tel 338-4017
Home office: Stony Point, N.Y.
Graphic Design Inc., 650 E. Madoline, Madison Heights 48071 Tel 585-4142, Pres Richard G. Heppard
R C A Recs., Special Prods Mktg., 24333 Southfield Rd., Suite 110, Southfield 48075 Tel 352-6610 Sales Rep W. Carey

• **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**
Audiotec Rec'g Studios, 711 W Broadway, Minneapolis 55411 Tel 521-7631 Pres Dan R. Holmes, Eng John Calder

Continued on page TR-28



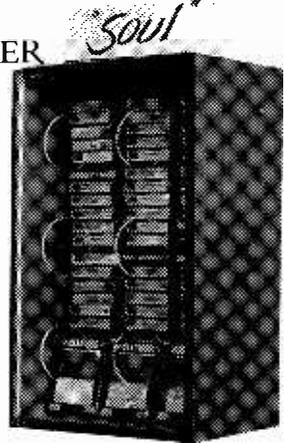
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8-TRACK TAPE DISTRIBUTORS

ACCESSORIES & SUPPLIES

The following is a Directory of Manufacturers, listing the product available from each firm. After this master list is a breakdown by product category.

Action Tapes Inc., PO Box 265, Cherry Hill, N.J. 08034 Tel (609) 424-0973 Gen. Mgr. Arnold Kammer
Product: Carrying & storage cases, head cleaners & demagnetizers

A. D. Adams Adv. Inc., 145 E. 52 St., New York, N.Y. 10022 Tel (212) 755-0845 Pres. A. D. Adams
Branch: Woodbury, L.I., N.Y., 8243 Jericho Tpke. Zip 11797 Tel (516) 692-5044 VP. George M. Kovacs
Product: Catalog servs.

Advanced Technological Concepts Inc., 2040 Corner Ave. Los Angeles, Calif. 90025 Tel (213) 879-1863 Pres. Rodney K. Scully, Comptroller, Sally Klein
Product: Carrying & storage cases, converters & tuners, display racks, wiring plugs, stereo mounts & speakers

Advertising Unlimited, PO Box 8135, Chicago, Ill. 60680 Tel (312) 787-8220 Pres. R.C. Hillman, Gen. Mgr. N.J. Hillman, Sales Mgr. Howard Pittman
Branch: Atlanta, Ga., 410 Glen Iris Dr. NE, Zip 30308 Tel (404) 523-3515 Gen. Mgr. + N. Hillsman
Product: Catalog servs., display racks

George Alexander Group, 36-25 Prince St., Flushing, N.Y. 11354 Tel (212) 886-5600 Pres. Kev. DeVejan
Product: Browser boxes, catalog servs., display racks

Amberg File & Index Co., 1625 Duane Blvd., Kankakee, Ill. 60901 Tel (815) 933-3351 Pres. John E. McPartlin, Sales Mgr. Ralph Pina Jr., Adv. Dir. Paul Hubart
Product: Carrying & storage cases (Ampak)

American Browser Cards, 3925 Oakton St., Skokie, Ill. 60076 Tel (312) 676-3270 Pres. Arnold Martin, Gen. Mgr. Lou Einhorn, Sales Mgr. Steve Matalon
Product: Dividers & indexes for all configurations

American Phono-Ton Inc., Kiamasha Lake, N.Y. 12751 Tel (914) 794-8888 Pres. W. Adamson, Gen. Mgr. R. Schluss, Sales Mgr. S. Adamson
Product: Browser boxes, carrying & storage cases, head cleaners & demagnetizers

American Sound Corp., 3319 E. 10 Mile Rd., Warren, Mich. 48091 Tel (313) 539-2900 Pres. Frank S. Day, Gen. Mgr. Paul Hayes, Sales Mgr. Harris Osborn
Product: Head cleaners & demagnetizers

American Tape Corp., 11 Teaneck Rd., Ridgefield Park, N.J. 07660 Tel (201) 641-5202 Pres. Donald H. Gabbor, Gen. Mgr. Stanley Pessock
Branch: New York, N.Y., 250 W. 57 St., Zip 10019 Tel (212) 765-1820
Product: Browser boxes, carrying & storage cases

Ampex Corp. Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063 Tel (415) 367-2011 Gen. Mgr. J.L. Porter, Mktg. Mgr. Paul Weber, Sales Mgr. Bruce C. McGilaway
Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape

Arista Ents. Inc., 1760 W. Fifth St., Brooklyn, N.Y. 11223 Tel (212) 998-5454 Pres. Howard C. Leifer, Gen. & Sales Mgr. Alan Leifer
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape

Arsey Display Mfg. Corp., PO Box 607, Patchogue, L.I., N.Y. 11772 Tel (516) 475-0194 Pres. A. Boden, Gen. Mgr. M. Boden, Sales Mgr. Charles Manganello
Product: Display racks

Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114 Tel (201) 248-5100 Sales Mgr. Art Hochman
Product: Display racks & pegboard hooks

Athena Inds. Inc., PO Drawer 688, LaGrange, Ill. 60525 Tel (312) 325-9670 Sales Mgr. Dale J. Razeo
Product: Carrying cases (Auto Butler)

Audio Dynamic Ents., 1281 Logan St., Bldg. B, Costa Mesa, Calif. 92626 Tel (714) 549-2271 Pres. Gene Edwards
Product: Head cleaners, splicing tape

Audio Supply Inc., Cherry Hill Ind. Center 36C, Cherry Hill, N.J. 08034 Tel (609) 424-1060 Pres. Wayne D. Moyers
Product: Head cleaners & demagnetizers

Auto Tapes Unlimited, PO Box 757, 9261 W. Third St., Beverly Hills, Calif. 90213 Tel (213) 278-0107 Pres. Barry L. Caren, Gen. Mgr. Terry Lewis, Sales Mgr. Dave Gurian
Product: Lockmounts, floor mounts, connector plugs, etc.

B. A. S. F. Systems Inc., Crosby Dr., Bedford, Mass. 01730 Tel (617) 271-4000 Pres. Franz Leibenzfrost, Gen. Mgr. Werner Balz, Sales Mgr. Gerard H. Berberian, Ass't Prod. Mgr. R. E. Dalessio
Sales offices: Los Angeles, Calif., 1313 W. Eighth St., Suite 207, Zip 90017 Tel (213) 483-8456, Sales Mgr. Patrick J. Kenny—Palatine, Ill., 900 E. North-west Hwy., Zip 60067 Tel (312) 359-2100, Midwestern Regional Mgr. Edward Helron—Carlstadt, N.J., 40 Broad St., Zip 07072 Tel (201) 939-2550 Eastern Regional Mgr. Robert Patterson
Home office: West Germany
Product: Head cleaners, pre-leadered & splicing tape

Guy Barry Ents. Inc., 92 Columbia Ave., Cadarhust, L.I., N.Y. 11516 Tel (516) 569-4227 Pres. Guy Barry, Gen. Mgr. M. Barry, Sales Mgr. S. Fetterman
Product: Browser boxes, carrying & storage cases, catalog servs., display racks & pillar-proof merchandisers

Bert Co. Ents., 1855 Glendale Blvd., Los Angeles, Calif. 90026 Tel (213) 665-5137 Pres. B.P. Couturier, VP & Gen. Mgr. R.L. Couturier, VP Sales, Leo Heydorff
Product: Catalog servs.

W. H. Brady Co., 727 W. Glendale Ave., Milwaukee, Wis. 53201 Tel (414) 332-8100 Pres. W. H. Brady Jr., Gen. Mgr. C. W. Schumacher, Prod. Mgr. John Arnold
Product: Cassette leader splicing tape, conductive splicing tape for 8-tr. cartridges

F. T. C. Brewer Co., PO Box 8057, Town & Country Plaza, Pensacola, Fla. 32505 Tel (904) 433-7932 Owner, Fredric T. C. Brewer
Product: Head cleaners & demagnetizers

By-Buk Co. (sub. of Webtek Corp.), 4326 W. Pico Blvd., Los Angeles, Calif. 90019 Tel (213) 937-3511 Pres. J.J. Klein, Gen. Mgr. & Mktg. Dir. R.C. Conner
Product: Pre-leadered & splicing tape

C.B.S. Recs., Masterwork Audio Prods. Dept., 51 W. 52 St., New York, N.Y. 10019 Tel (212) 765-4321 Masterwork Audio Prods. Dept. Dir. Milton Selkowitz
Product: Carrying cases (Columbia)

Cabinets Inc., PO Box 3023, Meridian, Miss. 39301 Tel (601) 485-8112 Pres. R.J. Reez
Product: Display racks

California Artists Corp., PO Box 3374, Fresno, Calif. 93766 Tel (209) 266-9570 Pres. Ray Camacho, VP & Gen. Mgr. Joe Cruz, Sales Mgr. Martina Calles
Product: Display racks

Carolina Dists., 111 Chestnut St., Wilmington, N.C. 28401 Tel (919) 763-6447 Pres. H.R. Pearson, Gen. Mgr. Lee Pearson
Product: Display racks (Astro Tape Center)

Cartridge Control Corp., 2091 Faulkner Rd. NE, Atlanta, Ga. 30324 Tel (404) 633-4577 Pres. Don Comstock, Gen. Mgr. Bill Evans
Product: Head cleaners

Casemakers Inc., 805 E. 31 St., LaGrange Park, Ill. 60525 Tel (312) 242-1430 Pres. Al Terman, Sales Mgr. Jack Scanlan
Product: Carrying & storage cases

Cassette Magnetics Corp., 916 E. 92 St., Brooklyn, N.Y. 11236 Tel (212) 945-0470 Pres. Erwin Damsky, Gen. Mgr. Martin Migdall
Product: Carrying & storage cases, display racks, head cleaners & demagnetizers, pre-leadered & splicing tape

Cassette Servs. Inc., PO Box 6, Delair, N.J. 08110 Tel (609) 665-3326 Pres. Ed Dixon, Sales Mgr. David Sykes
Product: Head cleaners

Cassettes Int'l Inc., PO Box 80, Elmwood Park Sta., Chicago, Ill. 60635 Tel (312) 989-0025 Gen. Mgr. Oren Stempel, Sales Mgr. Thomas Kilfoyle
Product: Storage cases, cassette storage cards

Chicago Album & Specialty Corp., 417 S. Jefferson St., Chicago, Ill. 60607 Tel (312) 427-0113 Pres. & Sales Mgr. Adolph Willinger, Gen. Mgr. Anthony Busse
Product: Carrying & storage cases, catalog servs.

Cole Corp., 251 E. Grand Ave., Chicago, Ill. 60611 Tel (312) 527-2160 Pres. Shepard Stern
Product: Catalog servs.

Communications Electronics Inc., 900 N. May Ave., Oklahoma City, Okla. 73126 Tel (405) 947-2537 Pres. L.Z. Gentry, Sales Mgr. Sam Ard
Product: Display racks

Concord Consumer Div., Benjamin Electronic Sound Corp., 40 Smith St., Farmingdale, L.I., N.Y. 11735 Tel (516) 694-7960 Pres. Joseph W. Benjamin, VP Sales, A. Platt, Sales Mgr. Don Gervin, Adv. Dir. Steven D. Susman
Product: Convertors & tuners, head cleaners & demagnetizers

Connelly/Stacy Adv. Inc., 416 W. Huron, Ann Arbor, Mich. 48103 Tel (313) 761-4444 Pres. Brian Connelly, Sales Mgr. James Stacy
Product: Catalog servs.

Creative Display Fixtures Inc., 1 Ferry St., Easthampton, Mass. 01027 Tel (413) 527-0300 Pres. & Sales Mgr. Louis N. Kostin, Gen. Mgr. Julian Kerwin
Product: Display racks

Creative Packaging Co., PO Box 444, Indianapolis, Ind. 46206 Tel (317) 635-6531 VP Mktg. F.M. Siggins, Sales Dir. John S. Bryan
Branches: Los Angeles, Calif., 11704 Wilshire Blvd., Suite 232, Zip 90025—Oak Brook, Ill., Oak Brook Exec. Plaza, Suite 300, 1301 22 St., Zip 60521—East Rutherford, N.J., 195 E. Union Ave., Zip 07073
Product: Carrying & storage cases

Creative Store Equip. Inc., PO Box 933, Airport Rd., Terrell, Tex. 75160 Tel (214) 563-5869 Dallas Tel (214) 226-7248 Pres. Jerry G. White, Gen. Mgr. John L. Bowen, Sales Mgr. Graydon E. Howell
Product: Display racks (Quick-View), complete store fixturing & decor

The Crest Mfg. Co., Box 488, Edgefield, S.C. 29824 Tel (803) 637-3171 Pres. D.C. Larkin Jr., Gen. Mgr. R.F. Korek, Sales Mgr. E.C. Fuller
Product: Carrying & storage cases

Custom Case Mfg. Co. Inc., PO Box 5625, 5511-19 Bragg Blvd., Fayetteville, N.C. 28303 Tel (919) 867-6165 Pres. Al Metzger, VP. George Huston, VP Sales, Bill Fulton, Gen. Mgr. Riley Clawson
Product: Carrying & storage cases

Custom Music Corp., 1283 Research Blvd., St. Louis, Mo. 63132 Tel (314) 997-7100 Pres. Byrle A. Northup, VP Ops. John K. Sullivan, Gen. Mgr. D.A. Allen, Nat'l Sales Mgr. James Oldani, Regional Sales Mgr. J.L. Hammack
Product: Head cleaners

Custom Rec. Mfg. Co. (div. of Cadet Recs. Inc.), 5810 S. Normandie Ave., Los Angeles, Calif. 90044 Tel (213) 753-5121 Pres. Jules Bihari, Gen. Mgr. Donald Mac-

millan, Sales Mgr. Robert Herrington
Product: Head cleaners & demagnetizers

Dictation Prods. Inc., 2525 Park Ln., Hallandale, Fla. 33009 Tel (305) 981-6161 Pres. S.M. Scher, Sales Mgr. S. Bets
Product: Head cleaners & demagnetizers

Display Equip. Mfg. Co., 1000 First Ave. S., Seattle, Wash. 98134 Tel (206) 623-0706 Pres. Louis Laventhal, Gen. & Sales Mgr. Weiden Doigoff
Product: Display racks

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101 Tel (312) 453-8330 Pres. & Sales Mgr. James R. Walsh, VP R.C. Gesler
Product: Library storage cases for cartridge 8-tr. & cassette

Double Sixteen Co., Box 1616, Wheaton, Ill. 60187 Tel (312) 653-1616 Pres. James W. Canon, Sales Mgr. Tom Canon
Product: Carrying & storage cases (Doxis Cassette Carousel stacking holders)

Dubbings Electronics (div. of North American Philips Corp.), 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726 Tel (516) 226-6000 Pres. William F. Callahan, Sales Mgr. & Adv. Dir. Michael Thaler
Product: Head cleaners & demagnetizers, tape strobes

Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143 Tel (305) 665-1121 Pres. & Sales Mgr. Stephen Nester, Gen. Mgr. Benjamin Rosenberg
Product: Carrying & storage cases, head cleaners & demagnetizers, splicing tape, bulk erasers, tape reel holders, mail boxes for tapes, sensing & cueing patches, E-Z

splice splicing tape strips, tape recorder head lubricant, head cleaning kit, tape reels, tape log discs, title labels, identification labels, tape splicer, tape end clips, auto & home tape care kit, cotton swabs

Dyna Multi-Corp. Inc., Box 5105, Trenton, N.J. 08638 Tel (609) 882-1660 Pres. Irving Rosenberg, Gen. Mgr. Arthur Brown, Sales Mgr. Steven Rothschild
Product: Convertors & tuners, head cleaners & demagnetizers, lock mounts, suppressors, car stereo plugs, speakers

E-V Game Inc. (div. of ElectroVoice Inc., a sub. of Gulton Inds. Inc.), PO Box 711, 80 Commercial St., Freeport, L.I., N.Y. 11520 Tel (516) 378-0440 Pres. Mike Damsky, Sales Mgr. Syl Landro
Product: Headphones, microphones, tape recorder belts

Eastern Specialties Corp., 169 Rt. 46, Mine Hill, N.J. 07801 Tel (201) 361-7990 Pres. Robert F. Kenny
Product: Burglar alarms & locks, carrying & storage cases, converters & tuners (Stereo Magic)

Electronic Inds. Inc., 137 W. 154 St., South Holland, Ill. 60473 Tel (312) 568-2121 Pres. William R. Saidei, Gen. Mgr. Jack R. Saidei, Sales Mgr. Ray E. Hauch
Product: Speakers, display racks of speakers

El Mar Plastics Inc., 1940 W. 144 St., Gardena, Calif. 90249 Tel (213) 327-1540 Pres. Harry Schor, VP Sales, Allen Schor
Product: Browser boxes, head cleaners, pre-leadered cassettes

Elpa Mktg. Inds. Inc., Atlantic & Thorens Ave., New Hyde Park, L.I., N.Y. 11040 Tel (516) 746-3002 Pres. E.L. Childs, Sales Mgr. P.A. Stone

Branch: Scottsdale, Ariz., 7301 E. Evans Rd., Zip 85253 Tel (602) 948-1070 Sales Mgr. P.W. Kind
Product: Tape editing equip., splicing blocks, splicing tabs (Edital)

Esmond Inds. Ltd., 666 Fifth Ave., New York, N.Y. 10019 Tel (212) 683-5319 Pres. Bennett Asquith
Product: Carrying & storage cases, display racks

Ess & Ess Music Prods. Inc., 95 Grand Ave., Brooklyn, N.Y. 11205 Tel (212) 789-3060 Pres. Martin E. Sandler, Sales Mgr. Julius Sandler
Product: Carrying & storage cases

Faraday Inc., 805 S. Maumee, Tecumseh, Mich. 49286 Tel (313) 423-2111 Pres. F.J. Klum, Gen. Mgr. A.B. Thomas, Sales Mgr. D.C. Koopman
Product: Burglar alarms & locks

Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill. 60626 Tel (312) 274-0075 Pres. Douglas F. Hudson, VP & Gen. Mgr. W.R. Anton, Sales Mgr. H.A. Prince
Product: Head cleaners, pre-leadered & splicing tape

Fidelity Prods. Co. Inc., 5201 W. Jefferson Blvd., Los Angeles, Calif. 90016 Tel (213) 934-1171 Pres. Sanford Sykes
Product: Carrying cases

Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223 Tel (212) 336-6662 Pres. Leonard Finckel, Gen. Mgr. Stuart Mont, Mktg. Dir. Irving Glasser, Sales Mgr. Jack Haddad

Continued on page TR-22

Scully would like to clear the air of the pollution you've been hearing.

Recently, we announced that the Scully Division of Dictaphone Corporation was moving its manufacturing facilities from Bridgeport, Connecticut to Mountain View, California.

Apparently, the reason for our move has caused some confusion in the recording industry which we would like to clear up.

The move was necessitated for one simple reason.

Sales of Scully/Metrotech professional recording equipment in 1971 were the highest in our history, and we had to expand to larger quarters in order to meet demand and maintain quality.

So in addition to our new manufacturing, engineering, and research facilities in Mountain View, which are more modern and much bigger, Scully will also maintain four regional offices in Los Angeles, New York, Chicago and Nashville. And we're expanding even further with representatives in Dallas, Washington, D.C., Toronto and London.

For more information about our new facilities, please feel free to write to us. In fact, by all means write to us.

 **Scully/Metrotech**

Divisions of the Dictaphone Corporation, 475 Ellis Street, Mountain View, California.

ACCESSORIES & SUPPLIES

Continued from page TR-21

Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape

Freedman Aircraft Eng'g Corp., PO Box 228, Charlevoix, Mich 49720 Tel (616) 547-6501 Pres Gordon L Freedman, Gen Mgr Jack C Grubough, Sales Mgr Leonard L Espich

Product: Browser boxes, self-service & security display fixtures

Arthur Fulmer Co., 260 Monroe Ave., Memphis, Tenn 38101 Tel (901) 525-5711 Owner & Gen Mgr Arthur Fulmer Jr., Sales Mgr Ron Edmundson

Branches: **Monrovia, Calif.,** 426 E Duarte Rd, Zip 91016 Mgr Ken Brown—**Orlando, Fla.,** 1415 N Orange Ave, Zip 32804 Mgr Dick Curle—**Indianapolis, Ind.,** 25 W Ninth St, Zip 46204 Mgr Jerry Kuhns—**Louisville, Ky.,** 950 S Third St, Zip 40201 Mgr Les Rushing—**St. Louis, Mo.,** 311-15 S 14 St, Zip 63103, Mgr Wally Hook—**Charlotte, N.C.,** 229 W Morehead, Zip 28201, Mgr E B Lewis—**Oklahoma City, Okla.,** 1112 W Main, Zip 73106 Mgr Ralph Mays—**Dallas, Tex.,** 2516 Hickory Zip 75226 Mgr Joe Finan—**Houston, Tex.,** 1109 Chenevert St, Zip 77003, Mgr Joe Savarese—**Richmond, Va.,** 2911 W Moore St, Zip 23230 Mgr Stewart Dillenger

Product: Convertors, headphones, portable power jacks, speakers

G C Electronics (div. of Hydrometals Inc.), 400 S Wyman St., Rockford, Ill 61101 Tel (815) 968-9661 Pres: A C Valiulis, VP Mktg. S J Hennigan, Sales Mgr T A Peterson, Sales Promo. Mgr. Paul J Laures

Product: Burglar alarms & locks, convertors & tuners, display racks with marketing programs, head cleaners & demagnetizers, pre-leadered & splicing tape

Gladding-Clarison Inc., 663 Dowd Ave., Elizabeth, N.J. 07201 Tel (201) 289-4600 Pres Dave Rivkin, VP Sales & Adv. Dir. Robert Katovsky

Product: Demagnetizers, splicing tape (Clarison)

Glass Publ'g Co., 120 S. Riverside Plaza, Rm. 770, Chicago, Ill 60606 Tel (312) 236-2448 Pres Paul Glass, Exec. Ed. Ralph Gadiel

Product: Glass List catalog serv

Gopher Prods. Corp., Box 812, Berkeley, Calif 94701, Tel (415) 843-5836 Pres Warren Perkins

Product: Dividers, divider labels, tape mailers

Graf-Pacific, 12222 Bristol Dr., La Mirada, Calif 90638 Tel (213) 943-8256 Pres Louis A Graf, Gen Mgr & Sales Mgr M F Graf

Product: Cassette motion indicator.

Guaranteed Printing Serv Co. Inc., 119 W 23 St, New York, N.Y. 10011 Tel (212) 929-2410 Pres Alexander Pollack, Gen. Mgr Herbert Pollack, Sales Mgr Albert I Pollack

Product: Inventory forms

Guard Alarms, 4450 N. Clark, Chicago, Ill 60640 Tel (312) 878-3483 Pres Bernard Ephram

Product: Burglar alarms & locks.

Harrison Tape Catalog, 143 W 20 St, New York, N.Y. 10011 Tel (212) 243-8912 Pres & Sales Mgr. Gerald Weiss, Ed. Molly Harrison

Product: Catalog servs

Intensive Programs Int'l Inc., 900 Dudley Ave., Cherry Hill, N.J. 08034, Tel (609) 667-1667 Pres Mark N. Cohen, Exec VP Richard V Marsh

Product: Display racks

International Rec'g Co. Inc., 1649 W Evergreen, Chicago, Ill 60622 Tel (312) 227-2000 Pres L March, VP & Gen Mgr J V Man, Sales Mgr. Bill Beyer

Product: Head cleaners & demagnetizers (Electro-Clean)

Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270 Newtown Rd., Plainville, L.I., N.Y. 11803, Tel (516) 293-5582 Pres. Sol Zigman; Gen. Mgr. Hy Zigman; Sales Mgr. George Krug; Ass't Sales Mgr. Ira Zigman.

Product: Display racks, pre-leadered & splicing tape, empty reels, splicers.

Jechan Scientific Co.-Spectrotape Co., 345 W Valley Blvd., Colton, Calif 92324, Tel (714) 825-8744 Pres. Dr. John Chan, Gen. Mgr Mrs. Elsie Chan, Sales Mgr Richard F. Hathaway

Int'l branch: Malaysia, Panda Infos

Product: Carrying & storage cases, display racks, head cleaners & demagnetizers

Donald Jones Cassette Prod'n, 42 Second St., San Francisco, Calif. 94105 Tel (415) 982-4432/6287 Owner: Donald Jones

Product: Display racks

Kulka Electro Acoustics Ltd., 665 Harrison, San Francisco, Calif. 94107, Tel (415) 781-8306 Pres Leo de Gar Kulka, Gen Mgr Herbert P Haas

Product: Cassette albums.

Kustom Kreations Inc., 19316 Londeluis St., Northridge, Calif 91324 Tel (213) 886-8383 Pres Keith F Keller, Sales Mgr John B Patterson

Product: Burglar alarms & locks, carrying & storage cases, convertors & tuners (car stereo-home conversion systems), "Lock Mount" & "Mini Mount" car stereo mounting brackets, speaker switches, home speakers

Lafayette Radio Electronics, 1111 Jericho Tpk., Syosset, L.I., N.Y. 11791 Tel (516) 921-7700 Bd Chm A Pletman, Pres. Leonard Pearlman, Adv Mgr C. Piotrowski

Product: Demagnetizers, tape splicers

Le-Bo Prods Co Inc., 71-08 51 Ave., Woodside, N.Y. 11377 Tel (212) 458-7700 Pres Leslie Bokor, VP Leslie Darme, Gen Mgr Al Alexander, Sales Mgr Marvin Paris

Product: Browser boxes, carrying & storage cases, display racks, head cleaners & demagnetizers, pre-leadered & splicing tape, audio connector cables

Linden Dist's., 1831 Prosser Ave., Suite 315, Los Angeles, Calif 90025

Product: Carrying & storage cases

List-O-Tapes (div. of Trade Serv. Publ'ns Inc.), 2720 Beverly Blvd., Los Angeles, Calif 90057 Tel (213) 385-4211 Pres A H Gудie, Gen. Mgr J F Simpson, Sales Mgr W A Mundy

Product: Catalog servs

Livingston Audio Prods Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006 Tel (201) 575-8300 Pres Darrell D. Scholten; VP Sales Thomas J Holbauer, Gen Mgr Carl Volpe

Product: Convertors & tuners, head cleaners

MacMurray Press Inc., 22 Jones St., New York, N.Y. 10014 Tel (212) 924-4300 Pres & Sales Mgr Max Finesmith, Gen Mgr Arthur Gray

Product: Catalog servs

Magnetic Communications Inc., Emery Ave., Rt. 10, Dover, N.J. 07801 Tel (201) 361-0055 Pres. Warren E Dunn

Product: Head cleaners

Magnetix Corp., 770 W Bay St., Winter Garden, Fla 32787 Tel (305) 656-4494, Pres John Loy, VP & Gen Mgr Dick Camnitz, Sales Mgr Bill Raynes

Product: Carrying & storage cases

Malloy Battery Co., S Broadway & Sunnyside, Tarrytown, N.Y. 10591, Tel (914) 591-7000 Pres M E Christensen, Gen. Mgr. J Dalfonso, Mktg. Dir. H R. Roberts; Consumer Prods Mktg Mgr K Bakowsky, Sales Mgr J McKinley

Batteries (Duracell)

J S Maloney Assocs., Box 628, Rt 1, Batavia, Ill 60510 Tel (312) 879-5998 Pres John S Maloney

Product: Head cleaners

Marathon Prods Corp., 334 W Boylston St., West Boylston, Mass 01583 Tel (617) 853-0988 Pres Richard D Myers

Product: Head cleaners & demagnetizers, torque testers & speed indicators

J L Marsh—Heilcher (div of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis, Minn. 55426 Tel (612) 544-4201 Music Master Gen Mgr Bob Mitchell

Soma Gen Mgr Howard Holkestad

Product: carrying & storage cases (Music Master, Soma), display racks (Music Master, Soma), head cleaners (Music Master), dust clips (Music Master), patch cords (Music Master), tape splicers (Music Master)

Mastro Inds Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel (212) 547-5600, Pres Mario Maccaferri, Ass't Gen Mgr Marco Maccaferri.

Product: Head cleaners

Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218 Tel (212) 971-4100 Pres Charles R Fox, Gen & Sales Mgr W P Nobile

Product: Burglar alarms & locks, convertors, head cleaners & demagnetizers

Metro Prods Inc., 11875 Stephens, Warren, Mich 48089 Tel (313) 754-2900 Pres Walter K Winkle, Gen Mgr Harry Froelich

Product: Carrying & storage cases

Modern Album & Finishing Co. Inc., 119-01 22 Ave., College Point, N.Y. 11356 Tel (212) 353-5701 Pres G D Thomas, Sales Mgr R E Froehling

Branches: **Burbank, Calif.,** Modern Album of California Inc., 3116 Van Owen St, Zip 91504 Tel (213) 845-7655 Gen Mgr James R Gordon, Sales Mgr Roland Froehling—**Terre Haute, Ind.,** Modern Album of Indiana Inc., 1299 Voorhees St, Zip 47808 Tel (812) 235-6001 Gen Mgr Richard Fields—**Flemington, N.J.,** Modern Album of New Jersey Inc., Highway 202 & 31 Zip 08822 Tel (201) 783-4800 Gen Mgr Floyd Pawson

Int'l branch: Canada, Modern Album of Canada Ltd

Product: Carrying & storage cases

Music City Album Co., 814 Cherokee Ave., Nashville, Tenn 37213 Tel (615) 226-3482 Pres Charles S Nichols, Gen Mgr Joe Cavanaugh

Product: Carrying cases

Nartrans Corp., 531 Mateo St., Los Angeles, Calif 90013 Tel (213) 627-8061 Pres Norm H Casson, Nat'l Sales Mgr Chauncey Jones

Product: Carrying & storage cases

Helen Neushaefer Div., Supronics Corp., 104 New Era Dr., South Plainfield, N.J. 07080 Tel (201) 561-6300 Pres Marc A Birnbaum, VP & Sales Mgr Frederick J Nowasky

Product: Carrying cases

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn 55427 Tel (612) 545-0401, Pres. John A Yngve, Mktg. Mgr. Mervin Kronfeld

Product: Display racks, head cleaners & demagnetizers, pre-leadered & splicing tape

One-Spot Publ'g (div. of Trade Serv. Publ'ns Inc.), 701 E Prospect Ave., Mount Prospect, Ill 60056 Tel (312) 392-1720 Pres A.H. Gудie, Gen Mgr. E.V. Mironko, Circulation Mgr. E Ness

Product: Catalog servs

On Tape, 2009 Ranstead St., Philadelphia, Pa 19103, Tel (215) 567-7065 Contact Don Kardon

Product: Catalog servs

Peerless-Vidtronic Corp., 94 Thames St., Brooklyn, N.Y. 11237, Tel (212) 967-7900 Pres Herb Ravis

Product: Carrying & storage cases.

Plantstiel Chemical Corp., 3300 Washington St., Waukegan, Ill 60085 Tel (312) 623-1360 Pres. & Gen Mgr R. Bruce Wight; Sales Mgr C A Clinton

Product: Head cleaners & demagnetizers

Phonolog Publ'g Co. (div. of Trade Serv. Publ'ns Inc.), 2720 Beverly Blvd., Los Angeles, Calif 90057 Tel (213) 385-4211 Pres A H Gудie, Gen. Mgr. J F. Simpson, Sales Mgr. W.A. Mundy

Product: Catalog servs

Pick-A-Tape Display Co., PO Box 75003, Oklahoma City, Okla. 73107, Tel (405) 943-0443

Product: Display racks

The Printing Press, 3925 Oakton St., Skokie, Ill 60076 Tel (312) 676-3270 Pres. Arnold Martin, Gen Mgr Steve Matalon; Sales Mgr. Lou Einhorn.

Product: Point of purchase displays & signs

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104, Tel. (212) 457-7700 Pres Jack L Hecht; Gen Mgr. Eric Kaltman; Sales Mgr Gerald Sanders

Branch: **Los Angeles, Calif.,** Queens Envelope of California Corp., 2838 E Pico Blvd, Zip: 90023, Tel (213) 264-1101, Gen. Mgr. Joseph Infuso

Product: Display racks

R C A Electronic Components—Distributor Prods., 415 S Fifth St., Harrison, N.J. 07029 Tel (201) 485-3900 VP J A Haines

Product: Carrying cases, display racks, head cleaners, pre-leadered & splicing tape.

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462 Tel (212) 892-6700 Pres Arthur A. Fink, Sales Mgr. Arthur Wasserman

Product: Carrying & storage cases, cassette albums

Radio Shack (A Tandy Corp. Co.), 2617 W Seventh St., Fort Worth, Tex. 76107 Tel (817) 335-3711 Pres Lewis F Kornfeld Jr., Buyer Sol Gresky

Product: Browser boxes, carrying cases, head cleaners & demagnetizers, pre-leadered & splicing tape, bulk tape erasers, foot switches, tape splicers, cueing labels

Raynor Sales Co. Inc., 2698 W Pico Blvd., Los Angeles, Calif 90006, Tel (213) 737-3737 Pres. Ray Abrams, Gen. Mgr. Non Abrams, Sales Mgr. Fred Muse Jr.

Product: browser boxes, carrying & storage cases, convertors & tuners, display racks, head cleaners & demagnetizers

Record Research, PO Box 82, Menomonee Falls, Wis. 53051, Tel (414) 251-5408 Pres Joel Whitburn.

Product: Catalog servs

Recotone Corp., 46-23 Crane St., Long Island City, N.Y.

11101 Tel (212) 392-6442 Pres Herbert B Borchardt, Exec VP Robert L Borchardt, Sales Mgr. Peter Wish

Product: Carrying & storage cases, display racks, head cleaners & demagnetizers, pre-leadered & splicing tape, divider cards

Redisco (The Records Dist'g Co.), 1815 Guilford Ave., Baltimore, Md 21202 Tel (301) 727-6420 Pres. & Gen Mgr Oscar Buchman, Sales Mgr Joe Sadler

Product: Head cleaners & demagnetizers

Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375 Tel (212) 544-9800 Pres Marshall Wengarden

Product: Carrying & storage cases (cassette albums)

Riverton Stylus Co. Inc., Dillon Rd., Monticello, N.Y. 12701 Tel (914) 794-8888 Pres & Gen Mgr W Adamson, Sales Mgr M Adamson

Product: Browser boxes, carrying & storage cases

Robins Inds Corp., 15-58 127 St., Flushing, N.Y. 11356 Tel (212) 445-7200 Pres Herman D Post, VP Jack Friedland, Sales Mgr Lawrence Post

Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape

Rose-Wood of California Inc., PO Box 347, Redondo Beach, Calif 90277 Tel (213) 373-3883 Pres Herbert M Rose

Product: Carrying & storage cases

Royal Rec & Tape Racks (div of Paramount Wire Prods.), 1035 Westminster Ave., Alhambra, Calif 91803, Tel (213) 283-0581 Pres & Gen Mgr Joseph D Winston

Product: Carrying & storage cases, display racks

Royal Sound Co Inc., 409 N Main St., Freeport, L.I., N.Y. 11520 Tel (516) 868-2880 Pres & Gen Mgr Mervin A Davan, Sales Mgr John E Corbin

Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape, Add 'N Stack tape library storage system

Rubbermaid Inc., 1205 E Bowman, Wooster, Ohio 44691 Tel (216) 264-6464 Pres Don Noble, Sales Mgr Jim Hamlin, Adv Mgr Jim Andres

Product: Carrying cases

Russell Inds Inc., 96 Station Plaza, Lynbrook, L.I., N.Y. 11563, Tel (516) 887-9000 Pres & Sales Mgr Hank Russell

Product: Carrying & storage cases

Saxon Adhesive Prods. Inc., 57 01 37 Ave., Woodside, N.Y. 11377 Tel (212) 672-8200 Gen Mgr Steven Dorman, Sales Mgr Martin Goldberg

Product: Splicing tape

W Schwann Inc., 137 Newbury St., Boston, Mass 02116 Tel (617) 261-3143 Pres William Schwann, Gen & Sales Mgr Franz Wolff

Product: Catalog servs (Schwann Rec & Tape Guide)

Schweizer Design of America, 1415 N. Liac Dr., Minneapolis, Minn 55422 Tel (612) 546-4343 Pres Stephen Goldfarb, VP Sales Steven Teachout, Gen Mgr William Morris

Product: Browser boxes, carrying & storage cases, display racks, head cleaners & demagnetizers

Seebro Prods Co., 2416 S Michigan Ave., Chicago, Ill 60616 Tel (312) 842-8221 Pres Irving Siegal, Sales Mgr Robert Siegal

Product: Wire storage racks for home use

Sentry Inds Inc., 221 N MacQuesten Pkwy., Mount Vernon, N.Y. 10550 Tel (914) 664-2909 Pres Harold Rosen, Gen Mgr Barry Rosen

Product: Browser boxes, carrying & storage cases, head cleaners & demagnetizers

Service Mfg Co Inc., 155 Saw Mill River Rd., Yonkers, N.Y. 10701 Tel (914) 476-1700 Pres Meyer Berkman, VP & Gen Mgr Joseph L Berkman

Product: Carrying & storage cases

Simpac Int'l Inc., 1643 19 St., Santa Monica, Calif 90404 Tel (213) 828-0594 Pres Robert Wallace, Gen. Mgr. A R Robbins

Product: Compact cassette organizer & carrying case (Casset-Rac)

Sound Track Music East, 810 E 13 St., Wilmington, Del 19801 Tel (302) 652-1303 Gen Mgr T H Willis, Sales Mgr J R Roberts

Continued on page TR-24

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Due to typographical error, price indicated in the March 11, 1972, issue was \$75.00. Should have read \$750.00.

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ACCESSORIES & SUPPLIES

Continued from page TR-22

Product: Head cleaners, load carts, splicing blocks
 Sparkomatic Corp., Milford, Pa. 18337 Tel (717) 296-6444 Pres. Edward Anchel. Sales Mgr. Jim Pedranti
Product: Carrying & storage cases
 Specialty Sounds Inc., 33490 Groesbeck Hwy., Fraser, Mich. 48026 Tel (313) 294-5200 Pres. Raymond

Czarnik
Product: Head cleaners & demagnetizers, pre-leaded & splicing tape, dust covers, capstan cleaners, audio level & balance test cartridges
 Squillit Prod. Inc. (sub of Memmon Ltd.), PO Box 84, Glen Cove, L.I., N.Y. 11542 Tel (516) 676-6753 Pres. Krzysztof Z. Purzycki. Gen. Mgr. Kazimir V. Swier
Product: Catalog servs
 Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa. 15233 Tel (412) 231-4314 Pres. Martin W. Schramm. Gen. Mgr. Norman W. Morgan. Sales Mgr. William Miller
Branch: Chicago, Ill., 1825 W. Chicago Ave. Zip 60622 Tel (312) 829-0550 Gen. Mgr. Donald Chak
Product: Display divider cards

Stereo Mobile Inc., 214 W. Highland Ave., San Bernardino, Calif. 92405 Tel (714) 882-7116 Pres. Hal Ludwig. VP & Gen. Mgr. Mrs. Naomi Ludwig. Sales Mgr. Mike Pope
Product: Head cleaners
 Superscope Rec'd Tapes, 455 Fox St., San Fernando, Calif. 91340 Tel (213) 365-1191 Pres. Joseph S. Tushinsky. Gen. Mgr. R.L. Stover
Product: Browser boxes, display racks
 T O K Electronics Corp., 23-73 48 St., Long Island City, N.Y. 11103 Tel (212) 721-6881 Gen. Mgr. Akira Otsuka. Mktg. Mgr. George Saddler
Home office: Japan
Product: Head cleaners & demagnetizers, pre-leaded & splicing tape

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 Artisan 50 see Automatic Radio
 Audio Reflex see AGS
 Automatic Radio of Canada Ltd., 460 Coronation Dr., West Hill, 78-5 Ont. Tel (416) 284-6171 Pres. A.B. McLeod. Sales Mgr. A.F. Icton. Adv. Mgr. O.H. Carnegie
Cartridge: (20 auto models) 19 8-tr. 1 quadrasonic 8-tr. -discrete (4 home models) 8-tr. (8 portable models) 8-tr. Price range \$59.95 - \$299.95 (Canadian dollars)
Brand names: AR Artisan 50 Titan
Cassette: (2 auto models) (1 home model) (2 portable models)
Price range: \$59.95 - \$219.95 (Canadian dollars)
Brand names: AR Titan
 Broadmoor see William Cohen
 William Cohen Corp. (div. of Superior Electronics Inds. Ltd.) 1330 Trans Canada Hwy. S. Dorval 740, P.Q. Tel (514) 883-6331 Pres. William Cohen. Sales Mgr. Syd Goldstein. Adv. Mgr. Miss R. Lavigne
Cartridge: (8 auto models) 8-tr. 1 quadrasonic 8-tr. -discrete (4 home models) 8-tr. Price range \$59.95 - \$339.95
Brand names: Superior, Broadmoor
Cassette: (1 auto model) (3 home models) 1 w. noise reduction system-Dolby (2 portable models) Price range \$79.95 - \$299.95
Brand name: Superior
 Muntz Stereo Pak (Canada) Ltd., 61 Sanford St. N. Hamilton Ont. Tel (416) 525-0268 Pres. David Hoffman. Mktg. Mgr. R.N. Simpson
Cartridge: (12 auto models) 11 8-tr. 1 quadrasonic 8-tr. (12 home models) 8-tr. (2 portable models) 8-tr. Price range \$29.95 - \$499.95
Brand name: Muntz
Superior see William Cohen
 Titan see Automatic Radio

Stereo Tape Prods. Ltd. (STP), 116 Tycoos Dr., Toronto 19, Ont. Tel (416) 787-4925. Pres. N. Bornstein. Gen. Mgr. S. Bornstein. Sales Mgr. M. Calthoun
Branch: Montreal, P.Q., 5337 Marquis St., St. Leonard Tel (514) 325-8048 Sales Mgr. C. Goulet
Configurations: Cartridge 8-tr. & cassette
Brand name: STP
CARTRIDGE & CASSETTE PARTS MANUFACTURERS
 Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel (416) 252-3531 Pres. Herbert A. Guinness. Sales Mgr. John Morgan
Home office: USA
Chief product: Cassette housings & parts
 Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel (514) 739-2281 Pres. Billy Sokoloff. Gen. & Sales Mgr. Isidore Philosophie
Chief product: Cartridge & cassette bodies, hubs, rollers, spools

MANUFACTURER OF TAPE DUPLICATING & PROCESSING EQUIPMENT
 Dynacom-Dynamic Communication Institute, 2955 Fendall, Montreal 250, P.Q. Tel (514) 739-5200. 342-2500
 Gen. Mgr. Dave Leonard
Chief product: Independent environmental design, acoustical & systems design consultants

tape services
CUSTOM DUPLICATION
 Ampex Music (div. of Ampex of Canada Ltd.), 2836 Slough St., Milton, Ont. Tel (416) 677-2370 Nat'l Mktg. Mgr. J.R. Pariselli. Nat'l Promo Mgr. J.D. Discoll
Branch: Dorval, P.Q., Ampex Music of Canada 681 Lepine Ave. Tel (514) 636-9173 Sales Mgr. Jean Luc Dionne
Configurations: Cartridge 8-tr. & cassette
 Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel (416) 252-3531 Pres. Herbert A. Guinness. Sales Mgr. John Morgan
Configurations: Cartridge 8-tr. & cassette
 Century 21 Studios Ltd., 654 King Edward St., Winnipeg, Man. R3H0P2 Tel (204) 775-8231 Pres. Ron Patley. VPs. Ted Paley, Harry Hildebrand. Gen. Mgr. John Hildebrand
Configurations: Cassette & open reel
 Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel (514) 739-2281 Pres. Billy Sokoloff. Gen. & Sales Mgr. Isidore Philosophie
Configurations: Cartridge 8-tr. & cassette
 Eastern Sound Co. Ltd., 48 Yorkville Ave. Toronto 5, Ont. Tel (416) 920-2211 Gen. Mgr. Murray A. Shields
Configurations: Cassette & open reel
 Monticiana Recs. & Ents., 2955 Fendall, Montreal 250, P.Q. Tel (514) 739-5200. 342-2500 Pres. & Gen. Mgr. Dave Leonard
Configurations: Cartridge 8-tr. & cassette & open reel
 PolyDor Recs. Canada Ltd., 4115 Sherbrooke St. W., Montreal, P.Q. Tel (514) 933-4201 Pres. E. Garretsen. Gen. Mgr. C. Petermann. Tape & Special Prod. Mktg. Mgr. Peter Horvath
Branches: Vancouver, B.C., 333 W. Broadway Tel (604) 873-2466 Sales Mgr. Ted Hopkins—Mississauga, Ont., 3279 Lenworth Dr. Tel (416) 625-3990 Sales Mgr. Dieter Radecki—Charlebourg, P.Q., CP 7190 Sales Mgr. Pierre Fyfe
Configuration: Cassette
 Quality Recs. Ltd., 380 Birchmount Rd., Scarborough Ont. Tel (416) 698-5511 VP. W.R. Bays. VP & Asst. Gen. Mgr. G.R. Struth. Sales Mgr. L.W. Farley
Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel (204) 943-6563 Mgr. Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel (416) 698-5643 Mgr. Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave., Suite 4 Zone 261 Tel (514) 481-1167 Mgr. Gilbert Gendron
Configurations: Cartridge 8-tr. & cassette
 Stereodyne (Canada) Ltd., 1320 Jane St., Toronto 15, Ont. Tel (416) 762-8311 Telex 06-217782 Pres. E. Jacobson. Gen. Mgr. H.R. Newman. Sales Mgr. R.B. Kerr. Adv. Dir. D.L.J. LaRoche
Branches: Calgary, Alta., 1303 45 Ave. NE, Rm 4 Tel (403) 276-1334 Telex 038-22884 Mgr. N. Wood—Vancouver, B.C., 1835 W. Fourth Ave. Zone 9 Tel (604) 732-8651 Telex 04-508666 Mgr. G. Paulley—Winnipeg, Man., 1676 St. James St. Zone 21 Tel (204) 772-4867 Telex 07-587819 Mgr. G. Mullin—Moncton, N.B., PO Box 722, GPO Mgr. K. Booth—Ville de Laval, P.Q., 1022 Auclair, Duvernay N. Tel (514) 661-3265 Mgr. R. Thurber
Configurations: Cartridge 8-tr. & cassette

EMPTY CARTRIDGE, CASSETTE & REEL MANUFACTURERS
 Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel (416) 252-3531 Pres. Herbert A. Guinness. Sales Mgr. John Morgan
Home office: USA
Configurations: Cassette & open reel
Brand name: Audio
 Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel (514) 739-2281 Pres. Billy Sokoloff. Gen. & Sales Mgr. Isidore Philosophie
Configurations: Cartridge 8-tr. & cassette
 Kramer Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. Tel (416) 278-9851 Pres. & Gen. Mgr. H.E. Woolley. Sales Mgr. E.N. Woolley
Configuration: Open reel
Brand name: KML
 Stereodyne (Canada) Ltd., 1320 Jane St., Toronto 15, Ont. Tel (416) 762-8311 Telex 06-217782 Pres. E. Jacobson. Gen. Mgr. H.R. Newman. Sales Mgr. R.B. Kerr. Adv. Dir. D.L.J. LaRoche
Branches: Calgary, Alta., 1303 45 Ave. NE, Rm 4 Tel (403) 276-1334 Telex 038-22884 Mgr. N. Wood—Vancouver, B.C., 1835 W. Fourth Ave. Zone 9 Tel (604) 732-8651 Telex 04-508666 Mgr. G. Paulley—Winnipeg, Man., 1676 St. James St. Zone 21 Tel (204) 772-4867 Telex 07-587819 Mgr. G. Mullin—Moncton, N.B., PO Box 722, GPO Mgr. K. Booth—Ville de Laval, P.Q., 1022 Auclair, Duvernay N. Tel (514) 661-3265 Mgr. R. Thurber
Configurations: Cartridge 8-tr. & cassette
Brand names: Dynapak, Stereodyne

BLANK LOADED TAPE MANUFACTURERS
 Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel (416) 252-3531 Pres. Herbert A. Guinness. Sales Mgr. John Morgan
Home office: USA
Configurations: Cartridge 8-tr., cassette & open reel
Brand name: Audio
 Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel (514) 739-2281 Pres. Billy Sokoloff. Gen. & Sales Mgr. Isidore Philosophie
Configurations: Cartridge 8-tr. & cassette
 Kramer Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. Tel (416) 278-9851 Pres. & Gen. Mgr. H.E. Woolley. Sales Mgr. E.N. Woolley
Configuration: Open reel
Brand name: KML
 Stereodyne (Canada) Ltd., 1320 Jane St., Toronto 15, Ont. Tel (416) 762-8311 Telex 06-217782 Pres. E. Jacobson. Gen. Mgr. H.R. Newman. Sales Mgr. R.B. Kerr. Adv. Dir. D.L.J. LaRoche
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Configurations: Cartridge 8-tr. & cassette

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 Gen. Mgr. Gerald Slamen
 The Inside Track, 583 Roosevelt Ave., Ottawa, Ont. K2A2A2 Tel (613) 224-9824, Owner & Gen. Mgr. Jim Nichols
 Lithobec Canada Ltd., 600 Port Royal St. W., Montreal 357, P.Q. Tel (514) 388-1133 Pres. Gerald King
 Monticiana Recs. & Ents., 2955 Fendall, Montreal 250, P.Q. Tel (514) 739-5200. 342-2500 Pres. & Gen. Mgr. Dave Leonard
 Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. Tel (416) 759-5601 Pres. Victor Parr. Sales Mgr. Dick Humphreys
 PolyDor Recs. Canada Ltd., 4115 Sherbrooke St. W., Montreal, P.Q. Tel (514) 933-4201 Pres. E. Garretsen. Gen. Mgr. C. Petermann. Tape & Special Prod. Mktg. Mgr. Peter Horvath
Branches: Vancouver, B.C., 333 W. Broadway Tel (604) 873-2466 Sales Mgr. Ted Hopkins—Mississauga, Ont., 3279 Lenworth Dr. Tel (416) 625-3990 Sales Mgr. Dieter Radecki—Charlebourg, P.Q., CP 7190 Sales Mgr. Pierre Fyfe
Configuration: Cassette
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Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel (204) 943-6563 Mgr. Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel (416) 698-5643 Mgr. Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave., Suite 4 Zone 261 Tel (514) 481-1167 Mgr. Gilbert Gendron
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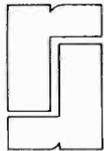
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Brand names: Dynapak, Stereodyne

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Brand names: Dynapak, Stereodyne



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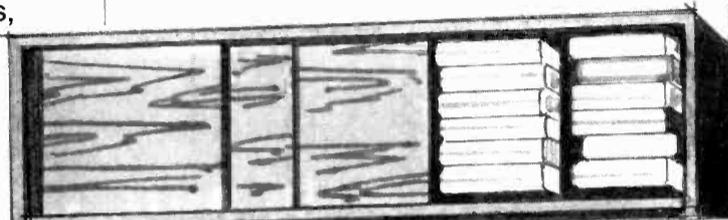


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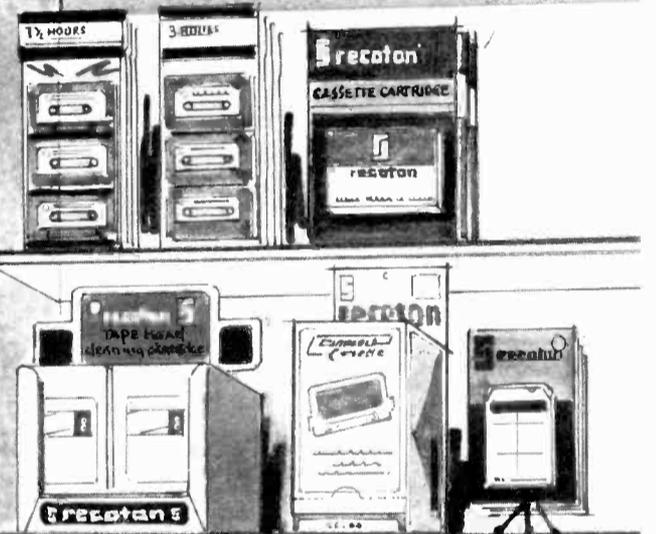


DIAMOND NEEDLES

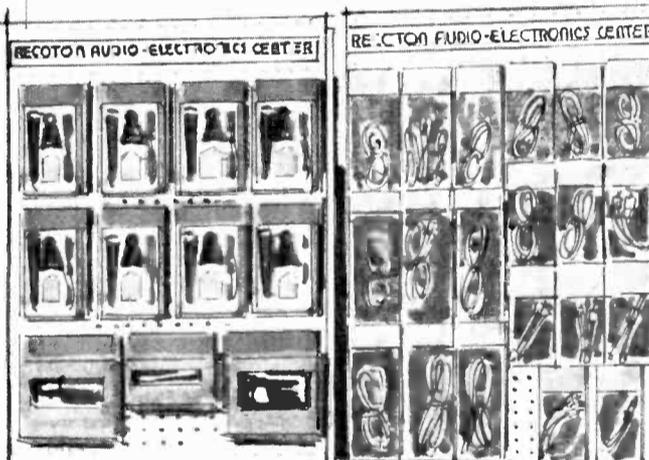
HOME STORAGE CABINETS



CASSETTES & CARTRIDGES



AUDIO PRODUCTS ASSORTMENTS



TAPE CARRYING CASES

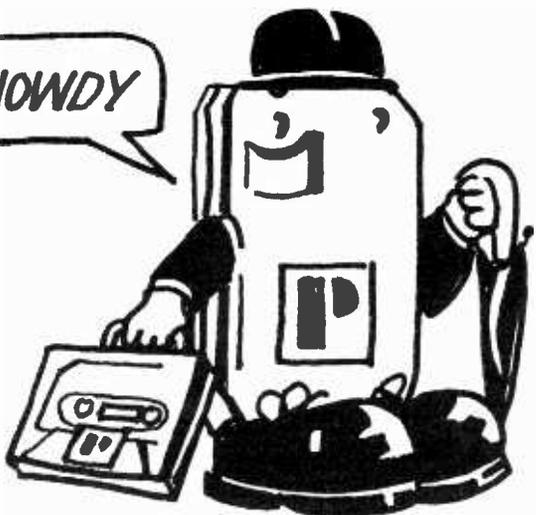


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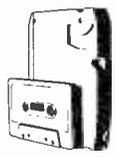
The only exclusive recorded tape organisation in the United Kingdom have swept the board with GRAMMY AWARDS

- Record of the year
CAROLE KING
"It's Too Late" from "Tapestry"
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- Album of the year
CAROLE KING
"Tapestry"
- Song of the year
CAROLE KING
"You've Got a Friend" from "Tapestry"
- Best pop female vocal performance
CAROLE KING
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ZCK4 42101 Y8K8 42101
- Best pop male vocal performance
JAMES TAYLOR
"You've Got a Friend" from "Mud Slide Slim"
ZCW 2561 Y8W 2561
- Best pop vocal by duo
CARPENTERS
"Carpenters"
ZCAM 63502 Y8AM 63502
- Best pop instrumental
QUINCY JONES
"Smackwater Jack"
ZCAM 63037 Y8AM 63037
- Best R&B female
ARETHA FRANKLIN
"Bridge Over Troubled Water" from Aretha Franklin's "Greatest Hits"
ZCK4 40279 Y8K8 40279
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"THEME FROM SUMMER OF '42"
Michel Le Grande
ZCK4 40692 Y8K8 40692
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Cables and Telegrams Pyrec London W1H 8AA

ACCESSORIES & SUPPLIES

Continued from page TR-24

meer—Montreal, P.Q., 2215 Beaconsfield Ave. Suite 4 Zone 261 Tel (514) 481-1167 Mgr Gilbert Gen-dron

Stereodyne (Canada) Ltd., 1320 Jane St. Toronto 15, Ont. Tel (416) 762-8311 Telex 06-217782 Pres E Jacobson, Gen Mgr H.R. Newman Sales Mgr R B Kerr Adv Dir D L J LaRoche

Branches: Calgary, Alta., 1303 45 Ave NE Rm 4 Tel (403) 276-1334 Telex 038-22884 Mgr N Wood—Vancouver, B.C., 1835 W Fourth Ave Zone 9 Tel (604) 732-8651 Telex 04-508666 Mgr G Paulty—Winnipeg, Man., 1676 St James St Zone 21 Tel (204) 772-4867 Telex 07-587819 Mgr K Mullin—Moncton, N.B., PO Box 722 GPO Mgr K Booth—Ville de Leval, P.Q., 1022 Auclair, Duvernay N Tel (514) 661-3265 Mgr R Thurber

Superior Sound Entis., 5841 Decarie, Montreal 252 P.Q. Tel (514) 737-7871 733-0971 Pres Sheldon Ka-gen Gen Mgr Ed Smeall Sales Mgr Bob Wade

DUPLICATOR/MARKETERS

Ampex Music (div. of Ampex of Canada Ltd.) 2836 Slough St. Malton, Ont. Tel (416) 677-2370 Nat'l Mktg Mgr J R Pariselli Nat'l Promo Mgr J D Driscoll

Branch: Dorval, P.Q., Ampex Music of Canada 681 Lepine Ave Tel (514) 636-9173 Sales Mgr Jean Luc Dionne

Cartridge 8-tr.: Ampex, Athena, Avco Embassy BT Puppy Bang, Bravo, Brunswick, Caprice, Caravan Chart Chisa Colossus Contemporary Deram, Disney Evolution Fantasy, Galaxy, Good Time Jazz Gordy Heritage HiFi/Lite, iLS Language, Jad, Project 3 Rare Earth, Rodeo Budget, Rodeo Int'l, Skye Soul Sussex Tamla/Motown, Time, Vanguard, Viva

Quadrasonic 8-tr. Evolution Project 3

Cassette: Same as cartridge 8-tr

Open reel: Ampex Audio Fidelity, BT Puppy Bang, Bravo Buena Vista Chart, Commonwealth United Con-temporary Fantasy iLS Language, Monitor, Nonesuch Project 3 Recorded Treasures Skye Vanguard, Viva

Quality Recs Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel (416) 698-5511 VP W.R. Bays VP & Ass't Gen Mgr G R Struth Sales Mgr L W Farley

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel (204) 943-6563 Mgr Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel (416) 698-5643 Mgr Jack Ver-meer—Montreal, P.Q., 2215 Beaconsfield Ave., Suite 4 Zone 261 Tel (514) 481-1167 Mgr Gilbert Gen-dron

Cartridge 8-tr. & cassette: Quality, Barry, Birchmount Reo, Ringside Affinity, Athena, Attarack, Bell, Buddha CTI, Casti, Celebration, CoBurt, Crescent Street, Crewe Custom, Cyclone, Dare, Dot, Douglas, Efr, Evolution Family Prod ns, Forward, Golden Archives Series, Hick-ory Hot Wax, Kama Sutra, Kudu, LHI, Laurie, Little David, MGM, MWC, Marina, Mega PIP, Pace Palette, Paramount, Pavilion, Philly Groove, Plantation, Poppy, Ramwood, SSS Int'l, Steed, Stormy Forest, Sun TA, T-Neck, Tamarac, Target, Tuesday, United Talent Verve, Verve/Forecast, Windfall

Stereodyne (Canada) Ltd., 1320 Jane St. Toronto 15, Ont. Tel (416) 762-8311 Telex 06-217782 Pres E Jacobson, Gen Mgr H.R. Newman Sales Mgr R B Kerr, Adv Dir D L J LaRoche

Branches: Calgary, Alta., 1303 45 Ave NE Rm 4 Tel (403) 276-1334 Telex 038-22884 Mgr N Wood—Vancouver, B.C., 1835 W Fourth Ave Zone 9 Tel (604) 732-8651 Telex 04-508666 Mgr G Paulty—Winnipeg, Man., 1676 St James St Zone 21 Tel (204) 772-4867 Telex 07-587819 Mgr K Mullin—Moncton, N.B., PO Box 722 GPO Mgr K Booth—Ville de Leval, P.Q., 1022 Auclair, Duvernay N Tel (514) 661-3265 Mgr R Thurber

Cartridge 8-tr. & cassette: Alshire, Canadian Talent Li-brary, Dominion, Galaxy, Marathon

PACKAGING & LABELING

Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel (514) 739-2281 Pres Billy Sokoloff, Gen & Sales Mgr Isidore Philosophie

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto 5, Ont. Tel (416) 920-2211 Gen Mgr Murray A Shields

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto, Ont. Tel (416) 534-7951 Gen Mgr William Hoover

Home office: USA, Modern Album & Finishing Co. Inc., New York, N.Y.

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. Tel (416) 759-5601 Pres Victor Parr Sales Mgr Dick Humphreys

Product: Pre-pack boxes

Polydor Recs. Canada Ltd., 4115 Sherbrooke St W., Mon-treal, P.Q. Tel (514) 933-4201 Pres E Garretsen Gen Mgr C Petermann, Tape & Special Prod Mktg Mgr Peter Horvath

Branches: Vancouver, B.C., 333 W Broadway Tel (604) 873-2466 Sales Mgr Ted Hopkins—Missis-sauga, Ont., 3279 Lenworth Dr. Tel (416) 625-3990 Sales Mgr Dieter Radecki—Charlebourg, P.Q., CP 7190 Sales Mgr Pierre Fyle

Quality Recs Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel (416) 698-5511 VP W.R. Bays VP & Ass't Gen Mgr G R Struth, Sales Mgr L W Farley

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel (204) 943-6563 Mgr Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel (416) 698-5643 Mgr Jack Ver-meer—Montreal, P.Q., 2215 Beaconsfield Ave., Suite 4 Zone 261 Tel (514) 481-1167 Mgr Gilbert Gen-dron

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Branches: Calgary, Alta., 1303 45 Ave NE, Rm 4 Tel (403) 276-1334 Telex 038-22884 Mgr N Wood—Vancouver, B.C., 1835 W Fourth Ave Zone 9 Tel (604) 732-8651 Telex 04-508666 Mgr G Paulty—Winnipeg, Man., 1676 St James St Zone 21 Tel (204) 772-4867 Telex 07-587819 Mgr K Mullin—Moncton, N.B., PO Box 722 GPO Mgr K Booth—Ville de Leval, P.Q., 1022 Auclair, Duvernay N Tel (514) 661-3265 Mgr R Thurber

PRINTING & LITHOGRAPHING

Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel (514) 739-2281 Pres Billy Sokoloff, Gen & Sales Mgr Isidore Philosophie

Ever-Reddy Dupl g Serv. Inc., 5505 Cote de Liesse, Moir-treal 378 P.Q. Tel (514) 747 1158 Pres Martin Tau-ber, Gen Mgr Gerald Slaman

Imperial Sample Card Co. Ltd., 600 Port Royal W., Montreal 357, P.Q. Tel (514) 384-6667 Gen Mgr T Tubie

Lithobac Canada Ltd., 600 Port Royal St W., Montreal 357 P.Q. Tel (514) 388 1133 Pres Gerald King

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. Tel (416) 759-5601 Pres Victor Parr Sales Mgr Dick Humphreys

Polydor Recs. Canada Ltd., 4115 Sherbrooke St W., Mon-treal, P.Q. Tel (514) 933-4201 Pres E Garretsen Gen Mgr C Petermann, Tape & Special Prod Mktg Mgr Peter Horvath

Branches: Vancouver, B.C., 333 W Broadway Tel (604) 873-2466 Sales Mgr Ted Hopkins—Missis-sauga, Ont., 3279 Lenworth Dr. Tel (416) 625-3990 Sales Mgr Dieter Radecki—Charlebourg, P.Q., CP 7190 Sales Mgr Pierre Fyle

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Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel (204) 943-6563 Mgr Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel (416) 698-5643 Mgr Jack Ver-meer—Montreal, P.Q., 2215 Beaconsfield Ave., Suite 4 Zone 261 Tel (514) 481-1167 Mgr Gilbert Gen-dron

● manufacturers of tape dealer accessories & supplies

Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel (416) 252-3531 Pres Herbert A Guinness Sales Mgr John Morgan

Home office: USA

Product: Carrying & storage cases, display racks, head cleaners & demagnetizers, pre-leadered & splicing tape

Lithobac Canada Ltd., 600 Port Royal St W., Montreal 357 P.Q. Tel (514) 388 1133 Pres Gerald King

Product: Catalog servs

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto, Ont. Tel (416) 534 7951 Gen Mgr Wil-liam Hoover

Home office: USA, Modern Album & Finishing Co. Inc., New York, N.Y.

Product: Carrying & storage cases

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. Tel (416) 759 5601 Pres Victor Parr Sales Mgr Dick Humphreys

Product: Counter merchandisers

Pickwick Recs. (Canada) Ltd., 460 Fairall St., Ajax, Ont. Tel (416) 942 1461 Gen Mgr John Leatham

Product: Cartridge 8-tr. & cassette carrying cases, floor display racks (Soma)

Quality Recs Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel (416) 698 5511 VP W.R. Bays VP & Ass't Gen

Mgr G R Struth Sales Mgr L W Farley

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel (204) 943-6563 Mgr Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel (416) 698-5643 Mgr Jack Ver-meer—Montreal, P.Q., 2215 Beaconsfield Ave., Suite 4 Zone 261 Tel (514) 481-1167 Mgr Gilbert Gen-dron

Product: Head cleaners

RCA Ltd., 333 Cavendish Blvd., Montreal 261 P.Q. Tel (514) 482-9913

Branches: Calgary, Alta., 4120 Sixth St SE Tel (403) 243-4661 Sales Rep K Clark—Vancouver, B.C., 2876 Rupert St. Tel (604) 433 1207 Regional Mgr Wayne Langton—Winnipeg, Man., 2070 Notre Dame Ave. St James 21 Tel (204) 772 0481 Sales Mgr D Bonnevillie—Halifax, N.S., PO Box 1045 Tel (902) 455-8015 Regional Mgr Hanson Josey—Toronto, Ont., 1450 Castlefield Ave. Tel (416) 651-6550 Mgr Jack Morrison—Montreal, P.Q., 910 Lagache-tiere E Tel (514) 849 5651 Regional Mgr J Desjar-dins

Product: Carrying cases, head cleaners

Stereodyne (Canada) Ltd., 1320 Jane St., Toronto 15 Ont

The following guide lists the names of manufacturers of Dealer Accessories & Supplies under each product category. For detailed information, refer to the preceding Directory of Manufacturers section.

CONVERTORS & TUNERS

Advanced Technological Concepts Inc. Concord Consumer Div., Benjamin Electronic Sound Corp Dyna Multi-Corp Inc. Eastern Specialties Corp.—Stereo Magic Arthur Fulmer Co.—convertors G C Electronics Kustom Kreations Inc.—car stereo-home conversion sys-tems Livingston Audio Prods Corp. Metra Electronics Corp.—convertors Raynor Sales Co Inc

DISPLAY RACKS

Advanced Technological Concepts Inc. Advertising Unlimited George Alexander Group Arsey Display Mfg Corp Art-Phyl Creations Guy Barry Entis Inc Cabinets Inc California Artists Corp Carolina Dist.—Astro Tape Center Cassette Magnetics Corp Communications Electronics Inc Creative Display Fixtures Inc Creative Store Equip Inc—Quick-View Display Equip Mfg Co Esmond Inds. Ltd. Freedman Artcraft Eng'g Corp—self-service & security display fixtures G C Electronics—display racks with marketing programs Intensive Programs Int'l Inc Irish Magnetic Rec'g Tape Jechan Scientific Co.—Spectrotape Co Donald Jones Cassette Prod'n Le-Bo Prods Co Inc J L Marsh—Heilicher—Music Master, Soma Nortronics Co Inc Pick-A-Tape Display Co Queens Lithographing Corp R C A Electronic Components—Distributor Prods Raynor Sales Co Inc Recoton Corp Royal Rec. & Tape Racks Schweizer Design of America Superscope Rec'd Tapes Transcriber Co Inc Vis-A-Pak Mfg Corp Wiremad Prods Corp

HEAD CLEANERS & DEMAGNETIZERS

Action Tapes Inc. American Phono-Ton Inc. American Sound Corp. Ampex Corp. Arista Entis Inc. Audio Dynamic Entis—head cleaners Audio Supply Inc. B A S F Systems Inc—head cleaners F. T. C. Brewer Co. Cartridge Control Corp—head cleaners Cassette Magnetics Corp. Cassette Servis Inc—head cleaners Concord Consumer Div., Benjamin Electronic Sound Corp. Custom Music Corp—head cleaners Custom Rec Mfg Co. Dictation Prods Inc. Dubbings Electronics. Duotone Co Inc. Dyna Multi-Corp Inc. El Mar Plastics Inc—head cleaners Fidelitytone Inc—head cleaners Fine-Tone Audio Prods Co. Inc. G C Electronics. Gladding-Clarison Inc—Clarison demagnetizers International Rec'g Co. Inc—Electro-Clean Jechan Scientific Co.—Spectrotape Co. Lafayette Radio Electronics—demagnetizers Le-Bo Prods Co Inc Livingston Audio Prods Corp—head cleaners Magnetic Communications Inc—head cleaners J S Maloney Assocs—head cleaners Marathon Prods Corp J L Marsh—Heilicher—Music Master head cleaners Mastro Inds Inc—head cleaners Metra Electronics Corp. Nortronics Co. Inc. Planstehel Chemical Corp. R C A Electronic Components—Distributor Prods Radio Shack. Raynor Sales Co Inc. Recoton Corp. Robins Inds. Corp. Royal Sound Co. Inc. Schweizer Design of America. Sentry Inds Inc. Sound Track Music East—head cleaners Specialty Sounds Inc. Stereo Mobile Inc—head cleaners T K Electronics Corp. T E A Corp. of America. Tapemaker Sales Co Inc.

Tel (416) 762-8311 Telex 06-217782 Pres E Jacobson Gen Mgr H.R. Newman Sales Mgr R B Kerr Adv Dir D L J LaRoche

Branches: Calgary, Alta., 1303 45 Ave NE Rm 4 Tel (403) 276-1334 Telex 038-22884 Mgr N Wood—Vancouver, B.C., 1835 W Fourth Ave Zone 9 Tel (604) 732-8651 Telex 04-508666 Mgr G Paulty—Winnipeg, Man., 1676 St James St Zone 21 Tel (204) 772-4867 Telex 07-587819 Mgr K Mullin—Moncton, N.B., PO Box 722 GPO Mgr K Booth—Ville de Leval, P.Q., 1022 Auclair, Duvernay N Tel (514) 661-3265 Mgr R Thurber

Product: Browser boxes carrying cases (Dynamap) display racks head cleaners & demagnetizers speakers (Dynamap)

Stereo Tape Prods Ltd (STP) 116 Tycoos Dr. Toronto 19 Ont. Tel (416) 787-4925 Pres N Bornstein, Gen Mgr S Bornstein Sales Mgr M Calhoun Branch Montreal, P.Q., 5337 Marquis St. St Leon-ard Tel (514) 325 8048 Sales Mgr C Goulet

Product: Carrying cases (STP), head cleaners (STP) lock mounts

The following guide lists the names of manufacturers of Dealer Accessories & Supplies under each product category. For detailed information, refer to the preceding Directory of Manufacturers section.

PRE-LEADERED & SPLICING TAPE

Ampex Corp. Arista Entis Inc. Audio Dynamic Entis—splicing tape B A S F Systems Inc W H Brady Co. By-Buk Co. Cassette Magnetics Corp. Duotone Co Inc. El Mar Plastics Inc—pre-leadered cassettes Fidelitytone Inc. Fine-Tone Audio Prods Co Inc G C Electronics. Gladding-Clarison Inc—Clarison splicing tape Irish Magnetic Rec'g Tape Le-Bo Prods Co Inc Nortronics Co Inc R C A Electronic Components—Distributor Prods Radio Shack. Recoton Corp. Robins Inds Corp. Royal Sound Co Inc. Saxon Adhesive Prods Inc—splicing tape Specialty Sounds Inc. T K Electronics Corp. Tapemaker Sales Co Inc. 3 M Co—Scotch splicing, sensing, leader & timing tapes. Transcriber Co Inc. Universal Tape Corp.

BLANK LOADED TAPE, see Tape Supplies section

BROWSER BOXES

George Alexander Group. American Phono-Ton Inc. American Tape Corp. Guy Barry Entis Inc. El Mar Plastics Inc. Freedman Artcraft Eng'g Corp. Le-Bo Prods Co Inc. Radio Shack. Raynor Sales Co Inc. Rivertone Stylus Co. Inc. Schweizer Design of America. Sentry Inds Inc. Superscope Rec'd Tapes. Vis-A-Pak Mfg Corp.

BURGLAR ALARMS & LOCKS

Eastern Specialties Corp—Stereo Magic. Faraday Inc. G C Electronics. Guard Alarms. Kustom Kreations Inc. Metra Electronics Corp. Tapemaker Sales Co Inc. Tape Servis Inc. Universal Security Instruments Inc.

CARRYING & STORAGE CASES

Action Tapes Inc. Advanced Technological Concepts Inc. Amberg File & Index Co—Ampak. American Phono-Ton Inc. American Tape Corp. Ampex Corp. Arista Entis Inc. Auto Butler. Guy Barry Entis Inc. C B S Recs—Columbia. Casemakers Inc. Cassette Magnetics Corp. Cassettes Int'l Inc—storage cases, cassette storage cards. Chicago Album & Specialty Corp. Creative Packaging Co. The Crest Mfg Co. Custom Case Mfg Co Inc. Display Media Inc—library storage cases. Double Sixteen Co—Doxis Cassette Carousel stacking holders. Duotone Co Inc. Eastern Specialties Corp—Stereo Magic. Esmond Inds. Ltd. Ess & Ess Music Prods Inc.

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Holds 24 8-Track Tapes or 48 Cassettes Covered in handsome Alligator Vinyl Red Flocked High Impact Styrene insert.

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500 pcs. 2.65 each

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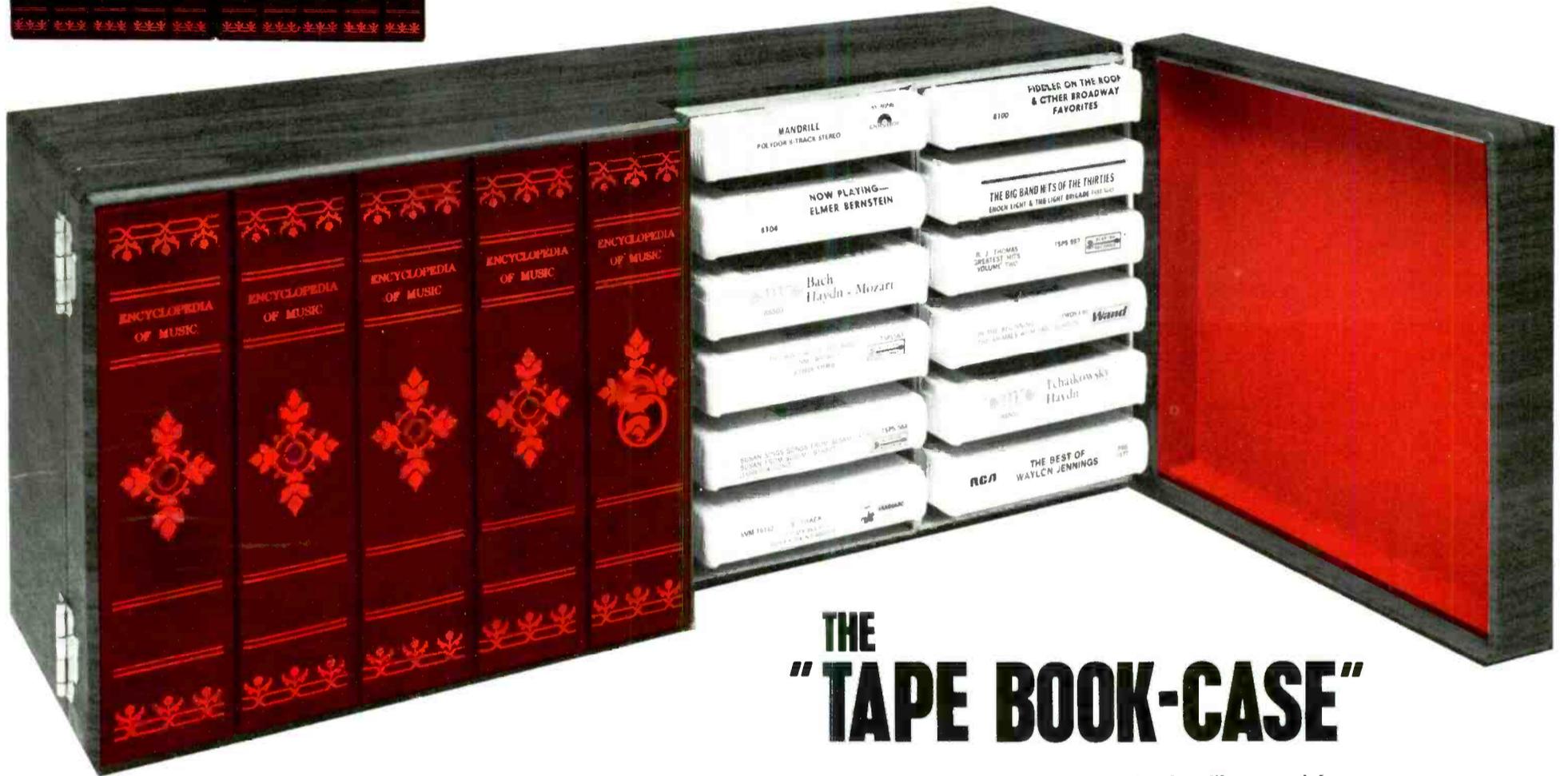
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LS-8
Revolves on Ball Bearings
Holds 48 8-Track Cartridges



LS-C
Revolves on Ball Bearings
Holds 48 Cassettes



C-107-36
Holds 36 Cassettes -
Labels Clearly Visible



8-101-24 Holds 24 8-Track Cartridges
8-106-28 Holds 28 8-Track Cartridges
8-102-15 Holds 15 8-Track Cartridges



8-103-15
Fastest Selling Promotional Case
Holds 15 8-Track Cartridges
Available in Black

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TAPE SUPPLIES

Continued from page TR-12

Chief product: Consulting engineers to companies making all components & assemblies in cartridges, cassettes & reels.
Martin Audio Corp., 320 W. 46 St., New York, N.Y. 10036. Tel. (212) 265-6470. Pres. Bruce Martin. VP. Larry Grossberg.
Chief product: Console mixers, equalizers, VFO.
Metra Electronics Corp., 680 McDonald Ave., Brooklyn, N.Y. 11218. Tel. (212) 871-4100. Pres. Charles R. Fox. Gen. & Sales Mgr. W.P. Nobile.
Chief product: Automatic splicer.
New Jersey Machine Corp., 16 St. & Willow Ave., Hoboken, N.J. 07030. Tel. (201) 659-0483. Pres. Richard Wellbrock. Sales Mgr. Ken Leeson.
Chief product: Semi-automatic & automatic labeling machines for cartridges, cassettes & cassette boxes.

semi-automatic cartoning & printing equip.
Nontronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel. (612) 545-0401. Pres. John A. Yngve.
Mktg. Mgr. Mervin Kronfeld.
Chief product: Magnetic tape heads, splicers, splicing blocks, bulk erasers.
Orbit Radio/Video, PO Box 1644, Louisville, Ky. 40201. Tel. (502) 584-5535. Pres. & Gen. Mgr. S.A. Ciesler.
Chief product: Mixers.
Otari of America Ltd., 8295 S. La Cienega Blvd., Inglewood, Calif. 90301. Tel. (213) 678-1442. Pres. Jack Sain. Gen. Mgr. Alex Paul.
Chief product: Duplicators, loaders, QC monitors, run-in machines.
Pulse Techniques Inc., 1411 Palisade Ave., West Englewood, N.J. 07666. Tel. (201) 837-2575. Pres. Eugene R. Shenk.
Chief product: Pultec equalizers, filters, panners & mixers.
Pultec, see Pulse Techniques.
Bill Rase Rec'g & Film Studios, 2904 Franklin Blvd., Sacramento, Calif. 95818. Tel. (916) 452-4266. Pres. & Gen. Mgr. Bill Rase.
Chief product: Easy Leader tape dispenser.
Recordex Corp., 3227 Cains Hill Pl. NW, Atlanta, Ga. 30305. Tel. (404) 237-7000/7122. Pres. Mort N.

Miller, VP & Gen. Mgr. Robert Nemo.
Chief product: High speed cassette-to-cassette & reel-to-cassette duplicators & high speed winders.
Recortec Inc., 160 E. Dana St., Mountain View, Calif. 94040. Tel. (415) 961-8821. Pres. Lester H. Lee. VP. Eldon A. Carl.
Chief product: Cassette tape loaders, high speed projection winders.
Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel. (516) 868-2880. Pres. & Gen. Mgr. Mervin A. Dayan. Sales Mgr. John E. Corbin.
Chief product: Cassette loaders, duplicators & copiers.
S.T.M. Electronics Inc., 1208 Market St., Wilmington, Del. 19801. Tel. (302) 652-1303. Co-Pres. J.R. Roberts, T.H. Willis. Sales Mgr. C. Sayers.
Chief product: 8-tr. in-cartridge-to-cartridge duplicators, high speed loading equip., reel-to-reel cassette duplicators.
Scully/Metrictech (div. of Dictaphone Corp.), 475 Ellis St., Mountain View, Calif. 94040. Tel. (415) 968-8389. VP. Mktg. Edward C. Ittner. VP. Eng. E. Earl Peterman. VP. Mfg. Phil Petruzzellis.
Chief product: Professional tape recorders from single-track to 24-track, cassette loaders, cartridge winders, splicers, cartridge exercisers, QC machines, 4-tr., 8-tr. & quadrasonic master makers.

K. Rey Smith Assocs., 24119 Summerhill Ave., Los Altos, Calif. 94022. Tel. (415) 948-8317. Pres. K.R. Smith.
Chief product: Design consultant.
Specialty Sounds Inc., 33490 Groesbeck Hwy., Fraser, Mich. 48026. Tel. (313) 294-5200. Pres. Raymond Czarnik.
Chief product: Cartridge-to-cartridge duplicator.
Stevenson Packaging Equip. Co. Inc., 18745 Napa St., Northridge, Calif. 91324. Tel. (213) 349-1710. Pres. Joseph Goldstein. Sales Mgr. Steven L. Goldstein.
Chief product: Shrink film packaging equip. for over-wrapping tapes & cassettes.
Switchcraft Inc., 5555 N. Elston Ave., Chicago, Ill. 60630. Tel. (312) 792-2700. Pres. W.L. Larson. Sales Mgr. C.J. Schultz.
Chief product: Microphone mixers for tape recorders, amplifiers, adapters, connectors, plugs, jacks & cable assemblies.
Tapemakers Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024. Tel. (212) 874-0800. Pres. Arthur Brandwein.
Chief product: Beeper cleaners, coating equip. for magnetic tape, prefabricated loops, abrasive & non-abrasive for making 8-tr. head cleaners, sensing tabs, abrasive & non-abrasive head cleaning webs, tape wiping materials, sensing tape, automatic splicers, splicing tape, custom slitters, test loops, test cartridges, coated slip

sheet stock materials (webs & die-cut), single & 4-station exercisers for 8-tr. units, playback units.
Telectro Systems Corp., 96-18 43 Ave., Corona, N.Y. 11368. Tel. (212) 651-8900. Pres. & Sales Mgr. Harry Sussman. Gen. Mgr. Ralph Kurlander.
Chief product: Magnetic tape recorders/duplicators.
Telex Communications Div., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel. (612) 884-4051. Pres. Ansel Kleiman. VP. Mktg. James Arrington. Mktg. Dir. James Dow.
Chief product: Reel-to-reel, reel-to-cassette, cassette-to-cassette & cassette-to-reel duplicating systems.
Trayco Inds. Inc., 10500 E. Duane, Santa Clara, Calif. 95050. Tel. (408) 735-1414. Pres. Jerry Trayler. Eng. William Eddy.
Chief product: Cassette loaders, winders, high speed duplicators, mastering machines & all professional tape duplicating equip.
Ultratex Int'l., 6306 York Blvd., Los Angeles, Calif. 90042. Tel. (213) 254-5131. Pres. Art Goldman.
Chief product: Cartridge 8-tr. & cassette duplicators.
Universal Tape Corp., PO Box 1536, 1940 W. 144 St., Gardena, Calif. 90249. Tel. (213) 327-1540. VP & Gen. Mgr. Edward O. Praeger.
Chief product: Degaussers, automatic cassette roller pin inserters, sonic welders.
Viewlex, see A&B Dupli-Rs Ltd.

PRE-LEADERED & SPLICING TAPE, see Tape Dealer Accessories & Supplies Section

ACCESSORIES & SUPPLIES

Continued from page TR-26

Fidelity Prods. Co. Inc.—carrying cases.
Fine-Tone Audio Prods. Co. Inc.
Jechan Scientific Co.-Spectrotape Co.
Kulka Electro Acoustics Ltd.—cassette albums.
Kustom Creations Inc.
Le-Bo Prods. Co. Inc.
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Magnetix Corp.
J. L. Marsh-Helicher—Music Master. Soma.
Metro Prods. Inc.
Modern Album & Finishing Co. Inc.
Music City Album Co.—carrying cases.
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Helen Neutshaefer Div.—Supronics Corp.—carrying cases.
Peerless Vidronic Corp.
R.C.A. Electronic Components—Distributor Prods.
R.M.S. Electronics Inc.—cassette albums.
Radio Shack—carrying cases.
Raynor Sales Co. Inc.
Recoton Corp.
Reliance Folding Carton Corp.—cassette albums.
Rivertone Stylus Co. Inc.
Robins Inds. Corp.
Rose-Wood of California Inc.
Royal Rec. & Tape Racks
Royal Sound Co. Inc.
Rubbermaid Inc.—carrying cases.
Russell Inds. Inc.
Schweizer Design of America
Seebro Prods. Co.—wire storage racks for home use.
Sentry Inds. Inc.
Service Mfg. Co. Inc.
Simpac Int'l Inc.—Casset-Rac compact cassette organizer & carrying case.
Sparkomatic Corp.
Teletone Co. Inc.—carrying cases.
Transcriber Co. Inc.
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Walco Electronics

CATALOG SERVICES

A. D. Adams Adv. Inc.
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Chicago Album & Specialty Corp.
Cole Corp.
Connolly, Stacy Adv. Inc.
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Harrison Tape Catalog
List-O-Tapes
MacMurray Press Inc.
One-Spot Publ'g
On Tape
Phonolog Publ'g Co.
Record Research
W. Schwann Inc.—Schwann Rec. & Tape Guide.
Squillit Prods. Inc.

TAPE SERVICES

Continued from page TR-20

E.M.C. Corp., 180 E. Sixth St., St. Paul 55101. Tel. 227-7366. Pres. David Feinberg. Gen. & Sales Mgr. W. Kral.
Branch: Los Angeles, Calif.
Meta-Com Inc., 711 W. Broadway, Minneapolis 55411. Tel. 521-9202. Pres. J.I. McCann. Gen. Mgr. J.R. Frey. Sales Mgr. P.T. Levin.

MISSOURI

• **INDEPENDENCE (Area Code 816)**
Cavern Sound Corp., 16400 E. Truman Rd., Zip 64050. Tel. 836-4000. Pres. Gerald W. Riegler. Gen. Mgr. John Pearson. Sales Mgr. Tom Plaster.
• **ST. LOUIS (Area Code 314)**
Allied Tape Corp. (sub. of Custom Music Corp.), 1283 Research Blvd., Zip 63132. Tel. 997-7100. Pres. Byrle A. Northup. Gen. Mgr. Bob Walker. Sales Mgr. Roger Frederickson.
Custom Music Corp.—see Allied Tape Corp.
• **SPRINGFIELD (Area Code 417)**
G.R.S. Rec'gs. KCOD Broadcasting Corp., MPO Box 801. Zip 65801. 420 E. Chestnut St., Zip 65806. Tel. 869-1296. Pres. & Gen. Mgr. Billy Wolfe. Sales Mgr. Lula Wolfe.

NEBRASKA

• **OMAHA (Area Code 402)**
Liberty/UA Tape Dupl'g Inc., 1201 Pacific St., Zip 68108. Tel. 348-1770. Gen. Mgr. Marvin King.

NEW JERSEY

• **CAMDEN (Area Code 609)**
Recorded Publ'ns Labs., 1100 State St., Zip 08105. Tel. 963-3000. Pres. Edward J. Goodman. VP. Opns. David H. Goodman. Sales Mgr. Pat London.
Sales office: New York, N.Y.
• **CHERRY HILL (Area Code 609)**
Intensive Programs Int'l Inc., 900 Dudley Ave., Zip 08034. Tel. 667-1667. Pres. Mark N. Cohen. Exec. VP. Richard V. Marsh.
• **DUMONT (Area Code 201)**
Custom Label & Tag Corp., 11 McKinley Ave., Zip 07628. Tel. 384-8500. Pres. Ralph Kerner. Sales Mgr. Howard Kerner.
• **ENGLEWOOD (Area Code 201)**
National Cinematape Inc., 24 W. Sheffield Ave., Zip 07631. Tel. 871-3000. Pres. Alexander Magocsy, Jr.
• **FAIRFIELD (Area Code 201)**
New Jersey Packaging Corp., 6 Commerce Rd., Zip 07006. Tel. 227-9520. Pres. Richard Wellbrock. Gen. Mgr. Ernest D. Smith. Sales Mgr. Rollin T. White.

Continued on page 27

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TAPE SERVICES

NEWARK (Area Code 201)

Dynamic Press Inc. 1159 Broad St. Zip 07039 Tel 622-0024 Pres J Levinson VP & Gen Mgr J Shifrin

RUNNEMEDE (Area Code 609)

Qualitape Oupln Labs Inc. 101 Broadway Zip 08078 Tel 933-2500 Pres & Gen Mgr Wayne E Wilfong

SCOTCH PLAINS (Area Code 201)

H M R Prod ns Inc. 574 W Court Zip 07076 Tel 889-1767 Pres Lillian M Randal Gen Mgr Harry M Randal

WEST CALDWELL (Area Code 201)

National Tape Serv Inc. 3 Fairfield Crescent Zip 07006 Tel 228-2424 NYC Tel (212) 233-3520 Plant Mgr John Verille
Home office: New York, N.Y. RKO Sound Nat'l Tape Serv

NEW YORK

CLARENCE CENTER (Area Code 716)

Mark Custom Rec g Serv. 6010 Goodrich Rd. Zip 14032 Tel 741-3100 Pres & Sales Mgr Vincent Morette Gen Mgr Al Gibson
Branch: Atlanta, Ga

FARMINGDALE, L.I. (Area Code 516)

Pressure Sensitive Tape & Label Corp. 135 Schmitt Blvd Zip 11735 Tel 293-7300 Pres Dan Cooper Gen Mgr Tom Bianco Sales Mgr Michael Cooper

GARDEN CITY, L.I. (Area Code 516)

Audio Rec g. 64 Vassar St. Zip 11530 Tel 437-6200 Pres Vincent Mallardi Gen Mgr Roy Musgnug

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

Ivy Hill Lithograph. Community Dr. Zip 11022 Tel 487-0200 Bd Chm Lewis Garlick Pres Murray Gordon VP Murray Kurian
Branch: Los Angeles, Calif

HAUPPAUGE, L.I. (Area Code 516)

Allison Audio Prods. Inc. 175 Bridge Rd. Zip 11787 Tel 234-2010 Pres Louis Ligotier Gen Mgr Rainer Zopf Sales Mgr Abe Chayot
Sales office: New York, N.Y.

Disc Printing Corp. 915 Motor Pkwy Zip 11787 Tel 234-1400 Pres George Fishman Gen & Sales Mgr Frank D Martino

Globe Albums & Prod ns Inc. (sub. of Viewlex Inc.) Gilpin Ave. Cardinal Ind'l Park. Zip 11787 Tel 234-1100 NYC Tel (212) 291-7600 Pres & Sales Mgr Lee Halperin Gen Mgr Leo Margolies
Branch: Los Angeles, Calif. Globe Albums West

Sales office: New York, N.Y. Viewlex Inc. Keel Mfg Corp. Motor Pkwy Zip 11787 Tel 234-0200 Pres G. N. Fishman. Exec VP Ed Bevlake. VP R. C. Williams

MOUNT VERNON (Area Code 914)

Associated Audio Servs. 13 Irving Pl. Zip 10550 Tel 668-4977 Pres Robert L. Piselli Gen Mgr Allan Johnson

NEW YORK METROPOLITAN AREA (Area Code 212)

Album Graphics Inc. 35 W 53 St Zip 10019 Tel 489-0793 Gen Mgr Richard Block
Home office: Chicago, Ill

George Alexander Group. 36-25 Prince St. Flushing 11354 Tel 886-5800 Pres Kay Deweyan Allison Audio Prods. Inc. 152 W 58 St Zip 10019 Tel 489-1596 Mgr Abe Chayot
Home office: Hauppauge, L.I., N.Y.

Atelier 57 Ltd. 24 W 57 St Zip 10019 Tel 245-8938 Pres Stephen P. Haas VP & Gen Mgr Leo Block

Avery & Elkins Inc. 295 Madison Ave Zip 10017 Tel 683-9811 Pres Morton Levine Gen Mgr Julius Elkins Exec VP & Sales Mgr Ron Silberman Plant: 653 11 Ave Zip 10036 Tel 586-6235

Cassette Cartridge Corp. 220 E 23 St Zip 10010 Tel 689-8861 Pres Lorence Press VP Mfg. Frank J Carroll Sales Mgr George Scott

Cassette Development Corp. 295 Madison Ave Zip 10017 Tel 683-9811 Pres Marion Levine Gen Mgr Julius Elkins Exec VP & Sales Mgr Ron Silberman Plant: 653 11 Ave Zip 10036 Tel 586-6235

Cue Rec g. 117 W 46 St Zip 10036 Tel 757-3641 Gen Mgr Mel Kaiser Sales Mgr Bernard Rubenstein

Deliverance Recs. 785 DeKalb Ave. Brooklyn 11221 Tel 782-6300 Mgr Jasper Samuel

Guaranteed Printing Servs. Co. Inc. 119 W 23 St Zip 10011 Tel 929-2410 Pres Alexander Pollack Gen Mgr Herbert Pollack Sales Mgr Albert I. Pollack

Hartwell Magicolor Printing. 1034A Lexington Ave Zip 10021 Tel 734-4000 Pres Alan Hartwell Sales Mgr Bill McCann

Imperial Paper Box Corp. 252 Newport St. Brooklyn 11201 Tel 346-6100 Pres Morris Sukoff VP & Gen Mgr Louis Sukoff Sales Mgr Samuel Felner

Branches: Los Angeles, Calif. Imperial Pacific Packaging Corp. Indianapolis, Ind. Imperial Packaging Co. Inc.

Lee-Myles Assocs. Inc. 160 E 56 St Zip 10022 Tel 758-3232 Pres Robert M. Miller

Leo Litho Inc. 176 1/2 E 75 St Zip 10021 Tel 228-6200 Sales Mgr Leo Elner

Linear Prods Inc. 37 W 20 St Zip 10011 Tel 255-2917 Pres Robert Irwin Gen Mgr FR Vogel

Branches: Phoenix, Ariz. S&K. Los Angeles, Calif. Int'l branch: Puerto Rico

MacMurray Press Inc. 22 Jones St Zip 10014 Tel 924-1530 Pres & Sales Mgr Max Finesmith Gen Mgr Arthur Gray

Product: Labels

Merrimac Color Graphics Inc. 406 W 31 St Zip 10001 Tel 244-4145 Pres Louis Wasserstrom Gen Mgr George Glazer Sales Mgr Charles Markowitz

Mic-Tone Printing Corp. 1637 Utica Ave. Brooklyn 11234 Tel 253-9696 Pres Jay Chernow Sales Mgr Richard Chernow

National Rec g Studios. 730 Fifth Ave Zip 10019 Tel 757-6440 Pres Harold Lustig

Philips Rec g Co. Inc. 609 Fifth Ave Zip 10019 Tel 466-9614 Pres Robert Teitelman Sales Mgr David A Grant (Exec office only)

Plant: Richmond, Ind

The Printers V Inc. 1034A Lexington Ave Zip 10021 Tel 861-2222 Gen & Sales Mgr William J McCann

Progressive Label & Litho Co. 286-290 Stanhope St. Brooklyn 11237 Tel 497-2320 Pres & Sales Mgr Jerome J. Rood Gen Mgr Bernard Stein

Queens Lithographing Corp. 52-35 Barnett Ave. Long Island City 11104 Tel 457-7700 Pres Jack L Hecht Gen Mgr Eric Kaitman Sales Mgr Gerald Sanders

Branch: Los Angeles, Calif. Queens Envelope of California Corp

RCA Recs. Special Prods Mktg. 1133 Ave of the Americas Zip 10036 Tel 586-3000 Mgr Bill Walsh Nat'l Sales Mgr Bill Mulligan Sales Rep Jim Head

RKO Sound Nat'l Tape Serv. (div. of RKO General Inc.) 1440 Broadway Zip 10018 Tel 564-8000 Pres John B. Hayes Sales Mgr Lee H Gray

Plant: West Caldwell, N.J. National Tape Serv. Inc. Record Albums Inc. 286-290 Stanhope St. Brooklyn 11237 Tel 366-8171 Gen Mgr Bernard Stein Sales Mgr Jerome J. Rood

Recorded Publ'ns Latis. 2 Pennsylvania Plaza Zip 10001 Tel 868-3115 Sales Mgr Bob Freilied (Sales office only)

Home office: Camden, N.J. Reliance Folding Carton Corp. 108-18 Queens Blvd. Forest Hills 11375 Tel 544-9800 Pres Marshall Weingarden

Richtera Rec g Co. 1706 Flatbush Ave. Brooklyn 11210 Tel 377-1664 Owner & Gen Mgr Richard Rahmey

Sound Packaging Corp. 56 E 53 St Zip 10022 Tel 421-8255 Pres & Sales Mgr Craig Braun

Branch: Los Angeles, Calif. TDK Electronics Corp. 23-73 48 St. Long Island City 11103 Tel 721-6881 Gen Mgr Akira Otsuka

Mktg Mgr George I. Sandler TeleGeneral Studios Inc. 2 W 46 St Zip 10036 Tel 586-5577 Bd Chm Stuart Sloves Pres Herbert M. Moss Exec VP David Jensen

Viewlex Inc. 1700 Broadway Zip 10019 Tel 581-5641 Pres David Perez Nat'l Sales Dir Frank Nunnefy Sales Mgr Mel Mager

RYE (Area Code 914)

Preferred Sounds Inc. Nursery Ln Zip 10580 Tel 967-7701 Pres Nino Bruno Gen Mgr John Lanni

ST. JAMES, L.I. (Area Code 516)

Sound By St James Inc. 699 Jericho Trpk Zip 11780 Tel 724-2828 Pres Arnie Schiff Gen Mgr Michael Ingram

STONY POINT (Area Code 914)

Gabriel Mfg Co. 125 S Liberty Dr Zip 10980 Tel 942-0100 Gen Mgr Julius L Sack
Branch: Detroit, Mich

UTICA (Area Code 315)

Oneida Video Audio Tape Cassette Corp. 760 Blandina St Zip 13501 Tel 735-6187 Pres Michael Cristallo Gen Mgr Joseph DeStanie Sales Mgr Stanley Markowski

WINSTON-SALEM (Area Code 919)

Snyder Album Co. 3083 Indiana Ave Zip 27105 Tel 722-6768 723-8515 Pres Ernest E. Snyder

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CINCINNATI (Area Code 513)

Able Offset Serv Inc. 3461 Warsaw Ave Zip 45205 Tel 574-2731 Pres & Gen Mgr Fred A. Schmitz

Artist Rec g & Rec. Pressing Inc. 320 Mill St Zip 45215 Tel 761-0011 Pres & Gen Mgr Herbert Rawlings

Queen City Album Inc. 2832 Spring Grove Ave Zip 45225 Tel 681-8400 Pres Edward R. Bosken Gen Mgr Arthur Chaney

Rite Rec Prod ns Inc. 9745 Lockland Rd Zip 45215 Tel 733-5533 Pres Carl J. Burkhardt Gen Mgr Bob Bowery Sales Mgr RUTH LUSHEV

CLEVELAND (Area Code 216)

Alcon Rec g Studios Inc. 4435 Mayfield Rd. Zip 44121 Tel 291-1616 Pres & Gen Mgr Robert J. Nowak

Sales Mgr Thomas A. Ross Syndicated Prod ns Inc. PO Box 03297 4614 Prospect Ave Zip 44103 Tel 881-9528 Sales Mgr J. Garner

Home office: Troy, Ohio. Ohio Magnetics Inc.

TOLEDO (Area Code 419)

Pioneer Inds. PO Box 4653. Old West End Sta Zip 43620 Tel 691-2065 Mgr Lowell P. Amos

TROY (Area Code 513)

Ohio Magnetics Inc. 1576 McKaig Ave Zip 45373 Tel 335-2600 Pres & Gen Mgr Robert G. Newton Sales Mgr William Taylor

Branch: Cleveland, Ohio. Syndicated Prod ns Inc.

YOUNGSTOWN (Area Code 216)

United Audio Rec g. 2323 Glenwood Ave Zip 44511 Tel 783-1277 Pres & Gen Mgr Bill Warner Sales Mgr James Cole

OKLAHOMA

TULSA (Area Code 918)

Granada Entis Inc. 1448-52 N Harvard Zip 74110 Tel 936-3518 Pres William P. Davis Gen Mgr Dale Watts

PENNSYLVANIA

HARRISBURG (Area Code 717)

Laird Prod ns Inc. PO Box 3111 Zip 17105 Tel 697-9451 Owner J. Ira Laird Jr

JENKINTOWN (Area Code 215)

Thunder Recs. Box 271 Cedar & West Ave Zip 19046 Tel 672-5929 Pres Stan Peahotia Gen Mgr Marian Ryan Sales Mgr John Sokotas

MECHANICSBURG (Area Code 717)

HRC Printing (div. of Hymnline Rec. Co.) 5252 E. Trindle Rd Zip 17055 Tel 766-0943 Pres Donald E. Baldwin Gen Mgr D.P. Whitticar

MOHNTON (Area Code 215)

James K. Hodgkins Audio-Visual Prod ns. Box 33 Zip 19540 Tel 775-0687 872-8396 Owner & Gen Mgr James K. Hodgkins

PHILADELPHIA METROPOLITAN AREA (Area Code 215)

Audio Visual Communications Inc. PO Box 85 Radnor 19087 Tel 825-1813 Pres J.L.C. Ulrich Jr. VP & Gen Mgr John L. Butterworth Sales Mgr John W. Bailly

Disksmakers Inc. 925 N Third St Zip 19123 Tel 627-2277 NYC Tel (212) 966-3185 Pres Morris Ballen Gen Mgr Larry Ballen

PITTSBURGH (Area Code 412)

Segue Recs. Inc. (sub. of WRS Inc.) PO Box 7126 210 Semple St Zip 15213 Tel 683-6300 Pres & Gen Mgr F. Jack Napor VP Olaf Kuusker Sales Mgr: Hal Smith

SCRANTON (Area Code 717)

White Rock Recs. 401 Waterman Ave Zip 18505 Tel 343-6718 Pres & Gen Mgr Phil Ladd Sales Mgr John Shantra

WINDSOR (Area Code 717)

Dee-Bee Rec g Serv. S Camp St Ext Zip 17366 Tel 244-5411 Pres Stan Deppen Jr. Gen Mgr Greg Utterback Sales Mgr Pat Gerrick

TENNESSEE

KINGSPORT (Area Code 615)

Tri-State Rec g Co. 1767 Fort Henry Dr Zip 37664 Tel 246-9701 Pres Basil J. Palmer Gen Mgr Tilford A. Salyer

MEMPHIS (Area Code 901)

Northrup Rec g. 1229 East Parkway S Zip 38114 Tel 274-0565 Pres Dean Moore Sales Mgr Libby Moore

MORRISTOWN (Area Code 615)

Album Co of America. Box 374 Zip 37814 Tel 581-3486 Pres Hal McGaha Gen & Sales Mgr Charlene McGaha

NASHVILLE (Area Code 615)

Columbia Rec. Prod ns. 804 16 Ave S Zip 37203 Tel 255-0371 Mgr Cecil Scaife

RCA Recs. Special Prods Mktg. 800 17 Ave S Zip 37203 Tel 255-5781 Sales Rep Ed Hines

Southern Graphic Inds Inc. 321 Wilhagan Rd Zip 37217 Tel 385-1960 Pres Shelby S. Singleton Jr. Gen Mgr Gayle Allen

TEXAS

ARLINGTON (Area Code 817)

Sword & Shield Recs. PO Box 211 Zip 76010 Tel 274-6622 Owner & Pres Calvin Walls

HOUSTON (Area Code 713)

M & M Rec. Prod n Co. PO Box 36529 5828 Parkersburg Zip 77036 Tel 782-0129 Owner Olan C. Monds Jr

UTAH

PROVO (Area Code 801)

Sound Concepts Inc. 108 West Center Zip 84601 Tel 375-7333 Pres Mr Kaye Jensen Gen Mgr Roger Billings Sales Mgr Ron Payne

VERMONT

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WISCONSIN

MILWAUKEE (Area Code 414)

Neu Printing Serv. 836 N 28 St Zip 53208 Tel 344-7354 Pres Robert J. Neu

SAUK CITY (Area Code 608)

American Music Corp. 123 Water St Zip 53583 Tel 643-3304 Pres Jim Kirchstein Gen Mgr Marie Neely Sales Mgr Cindy Accola

WYOMING

CHEYENNE (Area Code 307)

Rocky Mountain Rec g. PO Box 82 Zip 82001 Tel 638-8733 Pres & Gen Mgr Ray Alexander

Cartridge TV

Preflight Instruction Pitches Vidtape Ideas

By ELIOT TIEGEL

LOS ANGELES—Record companies here are receiving their first pitches by a cartridge TV software company which feels it can develop promotional tools via videotape.

The company making the pitches is Preflight Instructions of San Francisco, which in a pioneering way is talking about CTV as it can be used by record firms in selling their artists to talent buyers at colleges.

An 11-minute videotape played on a Sony player and attached to a small Sony color TV set, is the vehicle with which Alan Benedit, the firm's executive producer and Jefferson Link, his associate, have been showing record executives what they have in mind.

And what they have in mind is utilizing the flexibility of videotape, integrating it with animation and film optical effects, in developing promotional tapes for artists.

Benedit sees these tapes being utilized by a record company's promotion department as a selling item for college talent bookers. A promotional representative would bring a video player on campus, slip in the cartridge and show the talent buyer exactly what the act looks and sounds like.

Among the labels the two are visiting are Columbia, Capitol, A&M, ABC/Dunhill, MCA, London, UA, Atlantic, and Elektra. In addition they plan meeting with Technicolor and Hollywood Video to work out technical projects.

Preflight, which hopes to build its own production studio in Stinson Beach outside San Francisco within the next six months, is one of the first CTV program houses

to actually go after record company clients.

The 11-minute demonstration tape, called "Welcome to Video Space," took eight hours of production time and was prepared with the aid of the Retina Circus, a film and opticals effect house in the Bay Area.

The demo tape shows how rock music groups can be presented within a studio setting, plus how a mood for an LP or a piece of music can be energized.

"We believe we can develop videocassettes for record companies which are a catalog of artists on tape," Benedit explains.

The company is aware of the foreign market for rock acts and plans researching this area for its tapes. If a record company buys the idea of videotapes exploiting the audio and visual impact of an artist, it has to acquire the playback unit plus a TV monitor on which the potential buyer views the sales pitch.

Record company programs are just one facet of Preflight's plans for videotaped entertainment. Since Benedit has done some elbow rubbing with the Sony Corp. of America, he has come up with several ideas for the hardware firm. One involves a documentary for TV which Sony would sponsor. A second idea is the development of demonstration tapes for the American consumer to view when a Sony U-Matic color cartridge TV set is being played for the first time.

Preflight with its hirsute personnel and closely aligned emotional feelings for contemporary music, wants to marry the excitement of

(Continued on page 45)

RCA Seeks Vid Licensees

LOS ANGELES—RCA is out to license hardware firms for its 3/4 inch videotape MagTape cartridge TV unit, and it will also make the deck available to other manufacturers as an OEM item.

RCA's first two associates in this new electronic venture are Bell & Howell and Magnavox. Bell & Howell will manufacture the tape transport component for RCA and will also provide the unit to other companies.

Magnavox will integrate a handheld color camera of its own design into the system, and also make it available to other companies.

The Magnavox camera will be demonstrated in New York on May 10 along with its own Mag-Tape unit. Magnavox plans having the videotape unit available for its franchised dealers this fall.

RCA on the other hand claims it will have its \$700 unit which records and plays back, on the market in late 1973.

RCA's price is around \$200 lower than that of a 1/2-inch videotape unit being readied by Cartrivision which Sears will debut in the Chicago area around June.

RCA's lower price is based on a design in the system which avoids a tape handling mechanism which is found in other videocartridge systems.

The RCA system uses a single-piece scanning device which is reportedly less susceptible to distortion and also reduces friction and stress.

Sony's 3/4-inch U-Matic color system has a player only deck for \$995, but it and the RCA system are incompatible.

RCA believes there is consumer appeal for a VTR unit in the \$700 range. It also acknowledges that the public likes the \$300-\$600

CTV Wires

The International Video Corp. of Sunnyvale, Calif., is working on a CTV unit, but it will not be a 3/4-inch formatted system, the company reports, but it won't say what its system will be. . . . Videorecord Corp. will distribute the "Show and Sew" fashion series from Doubleday Media of Santa Ana, Calif. There are six shows in the series covering the construction of women's clothing. . . . Dr. Stewart Kranz, Videorecord's director of research and development will speak at the American Institute for Preventive Dentistry in New York March 31. His topic naturally deals with new dimensions in communications. . . . Arnold Goodman is Cartrivision's Eastern consumer programming director responsible for signing up shows.

RCA has developed a mini TV camera measuring 2x2 1/2 x 3 3/4 inches. Considerable research is still required for the camera before it can be put into the public's hands. . . . Ampex has developed a new 2-inch videotape for use with four-head VTR systems. The 145 series tape comes in 30, 60 and 9

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 4/8/72

★ STAR Performer—Singles registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	MY HANG-UP IS YOU Freddie Hart, Capitol 3261 (Blue Book, BMI)	11	38	36	WE'VE GOT TO WORK IT OUT Diana Trask, Dot 17404 (Famous) (Daydan, ASCAP)	12
2	2	ALL HIS CHILDREN Charley Pride, RCA 74-0624 (Leeds, ASCAP)	8	39	34	WE'LL SING IN THE SUNSHINE Alice Creech, Target 0144 (Mega) (Lupercalia, ASCAP)	9
3	3	CHANTILLY LACE/THINK ABOUT IT DARLIN' Jerry Lee Lewis, Mercury 73273 (Glad, BMI/Jack & Bill, ASCAP)	5	40	41	LONELY PEOPLE Eddy Arnold, RCA 74-0541 (Wilderness, BMI)	7
4	16	DO YOU REMEMBER THESE Statler Bros. Mercury 73275 (House of Cash, BMI)	5	41	48	(Lost Her Love) ON OUR LAST DATE Conway Twitty, Decca 32945 (MCA) (Acuff-Rose, BMI)	2
5	5	CRY Lynn Anderson, Columbia 4-45529 (Shapiro-Bernstein, ASCAP)	11	42	44	BE MY BABY Jody Miller, Epic 5-10825 (CBS) (Mother Bertha/Trio, BMI)	3
6	8	WE CAN MAKE IT George Jones, Epic 5-10831 (CBS) (Algee/Flagship, BMI)	9	43	52	LOVE ME Jeanne Pruett, Decca 32929 (MCA) (Moss Rose, BMI)	5
7	4	A THING CALLED LOVE Johnny Cash and the Temple Evangel Choir, Columbia 4-45534 (Vector, BMI)	11	44	71	MANHATTAN, KANSAS Glen Campbell, Capitol 3305 (Tree, BMI)	2
8	7	ONLY LOVE CAN BREAK A HEART Sonny James, Capitol 3232 (Arch, ASCAP)	13	45	45	DRAGGIN' THE RIVER Warner Mack, Decca 32926 (MCA) (Page Boy, SESAC)	7
9	9	WHAT AIN'T TO BE, JUST MIGHT HAPPEN Porter Wagoner, RCA 74-0648 (Owpar, BMI)	7	46	43	SWEET, LOVE ME GOOD WOMAN Tompall & the Glaser Brothers, MGM 14339 (Glaser, BMI)	13
10	6	WHEN YOU SAY LOVE Bob Luman, Epic 5-10823 (CBS) (Jack & Bill, ASCAP)	11	47	46	MISTY MEMORIES Brenda Lee, Decca 32918 (MCA) (Playback, BMI)	11
11	12	COTTON JENNY Anne Murray, Capitol 3260 (Early Morning, CAPAC)	12	48	39	THE BEST IS YET TO COME Del Reeves, United Artists 50877 (Tree, BMI)	12
12	15	JUST FOR WHAT I AM Connie Smith, RCA 74-0655 (Blue Crest/Hill & Range, BMI)	6	49	49	YELLOW RIVER Compton Bros., Dot 17408 (Famous) (Noma, BMI)	7
13	13	FAR FAR AWAY Don Gibson, Hickory 1623 (Acuff-Rose, BMI)	8	50	51	ARKANSAS Wilburn Brothers, Decca 32921 (MCA) (Sure-Fire, BMI)	6
14	14	TO GET TO YOU Jerry Wallace, Decca 32914 (MCA) (4 Star, BMI)	15	51	54	SMELL THE FLOWERS Jerry Reed, RCA 74-0667 (Vector, BMI)	2
15	18	SOMEONE TO GIVE LOVE TO Johnny Paycheck, Epic 5-10836 (CBS) (Jack & Bill, ASCAP)	5	52	58	THAT'S ALL THIS OLD WORLD NEEDS Stonewall Jackson & the Brentwood Children's Choir, Columbia 4-45546 (Vintage, BMI)	5
16	17	I STARTED LOVING YOU AGAIN Charlie McCoy, Monument 8529 (CBS) (Blue Book, BMI)	10	53	70	THE HAPPIEST GIRL IN THE WHOLE U.S.A. Donna Fargo, Dot 17409 (Famous) (Prima Donna/Algee, BMI)	3
17	10	GOOD HEARTED WOMAN Waylon Jennings, RCA 74-0615 (Baron/Nelson, BMI)	14	54	—	LOST FOREVER IN YOUR KISS Porter Wagoner & Dolly Parton, RCA 74-0675 (Owpar, BMI)	1
18	11	I'LL STILL BE WAITING FOR YOU Buck Owens & his Buckaroos, Capitol 3262 (Blue Book, BMI)	9	55	55	EVENING Jim Ed Brown, RCA 74-0642 (Starsong, ASCAP)	6
19	19	THE DAY THAT LOVE WALKED IN David Houston, Epic 5-10830 (CBS) (Algee/Flagship, BMI)	8	56	57	THE KEY'S IN THE MAILBOX Tony Booth, Capitol 3269 (Tree, BMI)	3
20	21	EVERYBODY'S REACHING OUT FOR SOMEONE Pat Daisy, RCA 74-0637 (Jack, BMI)	8	57	59	WHAT AM I GONNA DO Bobby Bare, Mercury 73279 (Screen Gems-Columbia, BMI)	2
21	22	NEED YOU David Rogers, Columbia 4-45551 (Malapi, Jamie, BMI)	7	58	61	I'M THE MAN IN SUSIE'S MIND Glenn Barber, Hickory 1626 (Acuff-Rose, BMI)	3
22	23	AIN'T NOTHING SHARIN' Billy "Crash" Craddock, Cartwheel 210 (Arc, BMI)	6	59	42	TEN DEGREES AND GETTING COLDER George Hamilton IV, RCA 74-0570 (Early Morning, CAPAC)	10
23	27	TOUCH YOUR WOMAN Dolly Parton, RCA 74-0662 (Owpar, BMI)	5	60	60	I WISH I WAS A LITTLE BOY AGAIN Lawanda Lindsey, Chart 5153 (Flagship, BMI)	7
24	20	ANN (Don't Go Runnin') Tommy Overstreet, Dot 17402 (Famous) (Cason, ASCAP)	15	61	63	SEND ME SOME LOVIN' Hank Williams, Jr. & Lois Johnson, MGM 14356 (Venica, BMI)	2
25	24	THE WRITING'S ON THE WALL Jim Reeves, RCA 74-0626 (Tuckahoe, BMI)	11	62	64	IF YOU EVER NEED MY LOVE Jack Greene, Decca 32939 (MCA) (Sawgrass, BMI)	3
26	29	BALLAD OF A HILLBILLY Freddy Weller, Columbia 4-45542 (Green Grass, BMI)	8	63	65	SUNNY SIDE OF LIFE/WE FOUND IT IN EACH OTHER'S ARMS Roger Miller, Mercury 73268 (Miller/Dealousie, BMI/Tree, BMI)	3
27	38	GRANDMA HARP Merle Haggard, Capitol 3294 (Blue Book, BMI)	3	64	67	SWEET APPLE WINE Duane Dee, Cartwheel 207 (Jangle, ASCAP)	6
28	32	YOU'RE MY SHOULDER TO LEAN ON Lana Rae, Decca 32927 (MCA) (Forrest Hills, BMI)	8	65	66	A SONG TO SING Susan Raye, Capitol 3289 (Blue Book, BMI)	2
29	30	ALL THE LONELY WOMEN IN THE WORLD Bill Anderson, Decca 32930 (MCA) (Stallion, BMI)	4	66	69	YOU'RE EVERYTHING Tommy Cash, Epic 5-10838 (CBS) (Algee/Flagship, BMI)	3
30	33	ME & JESUS Tom T. Hall, Mercury 73278 (Hallnote, BMI)	4	67	53	TWO DIVIDED BY LOVE Kendalls, Dot 17405 (Famous) (Trousdate/Soldier, BMI)	9
31	28	THE BEST PART OF LIVING Marty Robbins, Columbia 4-45520 (Mariposa, BMI)	15	68	68	LEGENDARY CHICKEN FAIRY Jack Blanchard & Misty Morgan, Mega 615-0063 (100 Oaks/Birdwalk, BMI)	3
32	25	I SAW MY LADY Dickie Lee, RCA 74-0608 (April, ASCAP)	12	69	73	I AM I SAID Bill Phillips, United Artists 50879 (Prophet, ASCAP)	4
33	47	IF IT FEELS GOOD DO IT Dave Dudley, Mercury 73274 (Passkey, BMI)	4	70	—	ANYTHING'S BETTER THAN NOTHING Mel Tillis & Sherry Bryce, MGM 14365 (Sawgrass, BMI)	1
34	40	JANUARY, APRIL & ME Dick Curless, Capitol 3267 (Central Songs, BMI)	7	71	74	MR. FIDDLE MAN Johnny Russell, RCA 74-0664 (Glaser, BMI)	2
35	50	FOOLS Johnny Duncan, Columbia 4-4556 (Pi-Gem, BMI)	4	72	—	I'LL BE WHATEVER YOU SAY Wanda Jackson, Capitol 3293 (Conbrio, BMI)	1
36	26	HEARTACHES BY THE NUMBER Jack Reno, Target 01414 (Mega) (Tree, BMI)	12	73	75	SINCERELY Kitty Wells, Decca 32931 (MCA) (Arc, BMI)	2
37	35	IT'S FOUR IN THE MORNING Faron Young, Mercury 73250 (Passkey, BMI)	19	74	—	A GIRL LIKE HER IS HARD TO FIND Bill Rice, Epic 5-10833 (CBS) (Jack & Bill, ASCAP)	1
				75	—	I'LL NEVER FALL IN LOVE AGAIN Liz Anderson, Epic 5-10840 (CBS) (Blue Seas/Jac/Morris, ASCAP)	1

DRAGGIN' THE RIVER DECCA 32926

(Searchin' The Lonely Spots)

Buddy Lee
Attractions
Nashville

WARNER MACK



**The song that's come to
the top of the charts has
given birth to an album.
"A Thing Called Love" is
ten songs from the heart
of the man in black.**

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Country Music

Nashville Scene

• Continued from page 40

booked by Bob Neal. . . . Ray Griff was performing at Kingston when the power failed and the lights went out. He kept right on going, moving his acoustic guitar through the crowd and singing.

Linda K. Lance, after doing a batch of beer commercials, got a booking in Milwaukee. . . . David Rogers celebrated his birthday last week readying another session for Columbia. . . . Capitol has signed Hank Capps, a country singer-songwriter and actor. . . . Bobby Goldsboro has re-signed with United Artists. It's a long-term contract. . . . Minnie Pearl has agreed to play in the Dinah Shore golf tournament scheduled for California in April. . . . Johnny Cash has gone back to his prison songs for his next single, this one produced by Larry Butler. It was written by Marty Robbins. . . . The third annual Chet Atkins Celebrity Invitational Golf Tournament will be held during the first week of June in Knoxville. . . . Decca's Jerry Wallace is cutting an LP in Nashville. . . . Jim Hill, operations manager of K L U B in Wichita Falls, Texas, suggests that there is a turn, at least in requests, to the "country roots" sounds, with just a touch of the newer, modern country records being called for. The heavies, he says, are the old Porter Wagoner classics, Bob Wills and Hank Locklin. The new strength is in Jerry Wallace, Jeanne Pruitt and the like. . . . Jody Miller dropped in at KLUR while touring the area and joined Jim Hill on his afternoon show. . . . Several Nashville writers received cash awards from ASCAP. They include Urel Albert, Charlie Black, James Blackwood Sr., Ron Blackwood, Jim Ed Brown, Johnny Elgin, Bubba Fowler, Carolyn Gandy, Kermit Goell, Don Lewis, Dave Loggins, Ricci Mareno, Jack Moran, Ann Morton, Jim Mundy, Sorrells Pickard, Webb Pierce, Tupper Saussy, Janette Tooley and Bob Yarbrough.

WIL in St. Louis named Bill Anderson "Man of the Year." Past winners have been Buck Owens, Merle Haggard and Charley Pride. It's presented to the country artist who has made a "significant contribution to country music over a period of time." . . . The "Renfro Valley Barn Dance" opened its new season again in March. . . . Skeeter Davis has worked up her own self-promotion of her new record, "Sad Situation," by drawing a picture of herself to mail to disk jockeys with a message contained thereon. . . . Johnny Carver and his wife have taken Ann Cooper, secretary at the "Opry," on vacation with them to Florida. They are all very close friends. . . . Jim Ed Brown has added the Cates Sisters, Marcie and Margie, to his act. He also plans to produce them separately for a major label. Jimmy Newman bought a prize bull for \$3,700 at the recent Hereford Cattle auction at the "Opry." He says it was a steal, since the animal in reality was worth about four times that much, which is a lot of bull. . . . Jean Shepard has cut her very long hair. She says it was a matter of expedience because of the problems she had maintaining it on long trips. . . . The Bobby Bares are buying a house on wheels, and plan to spend the summer vacationing while touring. All five of them will go along, and live as simply as possible.

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 4/8/72

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	SINGS HEART SONGS Charley Pride, RCA LSP 4617	20
2	2	BEST OF CHARLEY PRIDE, VOL. 2 RCA LSP 4682	3
3	3	MY HANG-UP IS YOU Freddie Hart, Capitol SD 11014	5
4	5	LEAD ME ON Conway Twitty & Loretta Lynn, Decca DL 75326 (MCA)	9
5	4	EASY LOVING Freddie Hart, Capitol ST 838	29
6	6	I'M A TRUCK Red Simpson, Capitol ST 881	9
7	7	BIGGEST HITS OF SONNY JAMES Capitol ST 11013	5
8	17	ONE'S ON THE WAY Loretta Lynn, Decca DL 7-5334 (MCA)	2
9	9	BILL & JAN (Or Jan & Bill) Bill Anderson & Jan Howard, Decca DL 75293 (MCA)	9
10	10	FOR THE GOOD TIMES Ray Price, Columbia C 30105	84
11	8	SHE'S ALL I GOT Johnny Paycheck, Epic E 31141 (CBS)	16
12	12	GOOD HEARTED WOMAN Waylon Jennings, RCA LSP 4647	6
13	13	IT'S FOUR IN THE MORNING Faron Young, Mercury SR 61359	3
14	14	HOW CAN I UNLOVE YOU Lynn Anderson, Columbia C 30925	19
15	16	INNER VIEW Statler Brothers, Mercury SR 61358	4
16	—	LET ME TELL YOU ABOUT A SONG Merle Haggard, Capitol ST 882	1
17	25	BORDER LORD Kris Kristofferson, Monument KZ 31302 (CBS)	3
18	27	I CAN'T SEE ME WITHOUT YOU Conway Twitty, Decca DL 7-5335 (MCA)	2
19	18	WE GO TOGETHER George Jones & Tammy Wynette, Epic KE 30802 (CBS)	23
20	11	(I've Got A) HAPPY HEART Susan Raye, Capitol ST 875	9
21	20	THE RIGHT COMBINATION/BURNING THE MIDNIGHT OIL Porter Wagoner & Dolly Parton, RCA LSP 4628	11
22	22	ROSE GARDEN Lynn Anderson, Columbia C 30411	68
23	41	SMELL THE FLOWERS Jerry Reed, RCA LSP 4660	2
24	21	THE JOHNNY CASH COLLECTION: HIS GREATEST HITS, VOL. 2 Columbia KC 30510	25
25	15	RANGER'S WALTZ Mom and Dads, GNP Crescendo GNPS 2061	22
26	—	CRY Lynn Anderson, Columbia KC 31316	1
27	24	TURN YOUR RADIO ON Ray Stevens, Barnaby Z 20809 (CBS)	10
28	19	ANNE MURRAY & GLEN CAMPBELL Capitol SW 869	18
29	29	WHAT AIN'T TO BE, JUST MIGHT HAPPEN Porter Wagoner, RCA LSP 4661	5
30	28	BEST OF ROGER MILLER Mercury SR 61361	12
31	23	LAND OF MANY CHURCHES Merle Haggard, Capitol SWB0 803	16
32	30	WOULD YOU TAKE ANOTHER CHANCE ON ME Jerry Lee Lewis, Mercury SR 61346	22
33	31	COUNTRY GREEN Don Gibson, Hickory LPS 160	13
34	36	NEVER ENDING SONG OF LOVE Dickie Lee, RCA LSP 4637	14
35	35	HANK THOMPSON'S 25TH ANNIVERSARY ALBUM Dot DOS 2-200 (Famous)	18
36	34	VERY BEST OF MEL TILLIS MGM SE 4896	7
37	33	THIS IS TOMMY OVERSTREET Dot DOS 25994 (Famous)	7
38	38	MY FRIEND Jim Reeves, RCA LSP 4646	10
39	39	RINGS AND THINGS Tompall & the Glaser Brothers, MGM SE 4812	7
40	45	TOUCH YOUR WOMAN Dolly Parton, RCA LSP 4686	2
41	40	TAMMY'S GREATEST HITS, VOL. 2 Tammy Wynette, Epic E 30733 (CBS)	32
42	44	REAL McCOY Charley McCoy, Epic Z 31329 (CBS)	2
43	43	LINDA RONSTADT Capitol SMAS 635	8
44	37	FORGIVE ME FOR CALLING YOU DARLING Nat Stuckey, RCA LSP 4635	8
45	—	BEDTIME STORY Tammy Wynette, Epic KE 31285 (CBS)	1

ACTION Records

NATIONAL BREAKOUTS

SINGLES

I'LL TAKE YOU THERE Staple Singers, Stax 0125 (East/Memphis, BMI)
ALBUMS

CHASE Eneua, Epic KE 31097 (CBS)
GODFATHER Soundtrack, Paramount PAS 1003 (Famous)
LYNN ANDERSON Cry, Columbia KC 31316
LORETTA LYNN One's on the Way, Decca DL 75334 (MCA)

REGIONAL BREAKOUTS

SINGLES

There are no regional breakouts this week.

ALBUMS

BILLY JOEL Cold Spring Harbor, Family FPS 2700 (Famous)

Bubbling Under The HOT 100

101. SUGAREE Jerry Garcia, Warner Bros. 7569
102. IN & OUT OF MY LIFE Martha Reeves & Vandellas, Gordy 7113 (Motown)
103. BREAKING UP SOMEBODY'S HOME Ann Peebles, Hi 2205 (London)
104. IRON MAN Black Sabbath, Warner Bros. 7530
105. VAHEEVELLA Kenny Loggins & Jim Messina, Columbia 4-45990
106. THANK GOD FOR YOU BABY P G & E, Columbia 4-45519
107. DARLING BABY Jackie Moore, Atlantic 2861
108. SON OF MY FATHER Chicory, Epic 5-10837 (CBS)
109. CHANGES David Bowie, RCA 74-0605
110. LEAVIN' IT'S OVER Hudson, Playboy 50001
111. TRAIN OF GLORY Jonathan Edwards, Atco 6881
112. SING A SONG David Clayton-Thomas, Columbia 4-45569
113. ONE GOOD WOMAN Hamilton, Joe Frank & Reynolds, Dunhill 4305
114. TOO BEAUTIFUL TO LAST Engelbert Humperdinck, Parrot 40069 (London)
115. MANHATTAN KANSAS Glen Campbell, Capitol 3305
116. MY HONEY & ME Emotions, Volt 4077
117. LOVE THEME FROM "THE GODFATHER" Roger Williams, Kapp 3665 (MCA)
118. YOU AND I Black Ivory, Today 1508 (Perception)
119. (Straight to Your Heart) LIKE A CANNONBALL Van Morrison, Warner Bros. 7573
120. DOING MY OWN THING Johnnie Taylor, Stax 0122
121. HOT THANG Eddie Senay, Sussex 230 (Buddah)
122. I'M GETTING TIRED BABY Betty Wright, Alston 4609 (Atlantic)
123. LITTLE GHETTO BOY Donnie Hathaway, Atco 6880
124. LOVE THEME FROM "THE GODFATHER" Soundtrack, Paramount 0152 (Famous)
125. I'VE BEEN LONELY FOR SO LONG Frederick Knight, Stax 0117
126. IKO IKO Dr. John, Atco 6882
127. BEG, STEAL OR BORROW New Seekers, Elektra 45780
128. HOW DO YOU DO Mouth & McReal, Philips 40715 (Mercury)
129. DON'T WANT TO SAY GOODBYE Raspberries, Capitol 3425

Bubbling Under The TOP LPs

201. MAHAVISHNU ORCH/JOHN McLAUGHLIN The Inner-Mounting Flame, Columbia KC 31067
202. BILLY JOEL Cold Spring Harbor, Family FPS 2700 (Famous)
203. ASYLUM CHOIR Look Inside, Smash SRS 67107 (Mercury)
204. RATCHELL Decca DL 75330 (MCA)
205. YMA SUMAC Miracles, London XPS 608
206. MAC DAVIS I Believe In Music, Columbia C 30926
207. NITE-LITERS Instrumental Directions, RCA LSP 4580
208. BLACK IVORY Don't Turn Around, Today TLP 1005 (Perception)
209. RAIDERS Country Wine, Columbia KC 31106
210. EVERLY BROTHERS Stories We Could Tell, RCA LSP 4620
211. DAVID CLAY-THOMAS Columbia KC 31000
212. DAVID BOWIE Hunky Dory, RCA LSP 4623
213. DR. HOOK & THE MEDICINE SHOW Columbia C 30898
214. TONY MOTTOLA Superstar Guitar, Project 3 PR 5062 SD
215. CAROLE HALL Beads & Feathers, Elektra EKS 75018
216. DAVID BROMBERG Columbia C 31104

SPECIAL MERIT PICKS

POPULAR

ZZ TOP—Rio Grand Mud. London XPS 612
Z.Z. Top, a new three-man group, should make quite an impact on the listening audience with their initial LP offering. A tightly knit group, supercharged with excitement, exhilaration and electricity, their music is more than moderately stimulating. Knockout performances on "Sure Got Cold After the Rain Fell," "KoKo Blue" and "Francene."

GOSPEL

LEWIS FAMILY—Best By a Country Mile. Canaan CAS 9709
The Lewis Family happens to be one of the most exciting and most intriguing, musically, gospel groups on the horizon today. Tunes, all with a delightful basic country sound, on this LP include "I Saw the Light," "You've Got to Walk That Lonesome Road," and "Take Me Home, Please Jesus."

CLASSICAL

GLIERE: ILYA MUROMETZ (Symphony No. 3)—Philadelphia Orch. with Ormandy. RCA Red Seal LSC 3246
Excellent, crystal-clear reproduction and performance does more than justice to some typically bombastic Soviet program music about an empty-headed 10-foot-tall swordsman of Russian folklore.

VERDI: LA FORZA DEL DESTINO—HIGHLIGHTS—Gardelli. Angel S 36828
A fast-moving, dramatic selection of bold moments from Verdi's grimmest masterpiece.

BIZET: SYMPHONY IN C/LALO: SYMPHONY IN G MINOR—Beecham. Seraphim S 60192
A very pleasant Beecham reissue, as the late conductor has his way with the London Symphony in little-heard but elegant symphonies from Bizet and Lalo. Both pieces are top-form gallic elan.

Vox Jox

• Continued from page 27

with the station. Both had been at KFIV in Modesto. . . . **Terri Hemmert**, formerly of WGLD-FM, Chicago, is now with WCMF-FM, Rochester, N.Y. . . . **Ron Foster** is now with KRLY-FM, Houston.

★ ★ ★
Jim Dougherty is now with WGPA, Bethlehem, Pa., and doing two shows a day. It's the only MOR station in the Lehigh Valley. . . . **Dave Sturm**, 30, 501-442-9859, needs work. Has six year's experience in many formats. . . . **Larry Conti** is joining WWL, New Orleans. He'd been program director of WKBN, Youngstown, Ohio. I guess his ex-position is still open, if any of you guys would like to shoot for it. . . . **Stephen (Steve London) Appelbaum**, third phone, country music deejay for WNYR in Rochester, N.Y., part-time, has now graduated from Rochester Institute of Technology and seeks a country music job. Phone is 201-374-7073, his home.

★ ★ ★
The new weekend personality at WKYC, Cleveland, is **Bill Wilkins**, recently at WNIO, Youngstown, Ohio. . . . Lineup at WEKG, Greensburg, Ky., now includes **Chuck Lynch, Jim Maggard**, and **Ray Harmon. Mike Vance** and **Doug Back** do weekend stints. . . . **Eddie Lee Griffin**, music director of WQIC, Meridian, Miss., says that because of a Billboard item, **Dave Simmons** of BBC, Radio One, London, England, called and put him on his March 11 show heard all over England. . . . **Don**

3M Aims Big Guns

• Continued from page 29

markets, 3M is introducing an A/V series of low-noise polyester-based open reels, said **Jack Bondus**, sales manager, industrial and educational markets.

Line 176 is 1½ mil in 600 and 1,200 feet, 177 is 1 mil in 1,800 feet, 178 is ½ mil in 2,400 feet and 179 is ½ mil in 3,600 feet. The product will be marketed through 3M's A/V dealers.

"New ivory white reels and cataloging/index labels are functional for write-on use," Bondus said. "Permanent lubrication, splice free, wear resistant, professional quality low noise oxide make the A/V series a premium product for heavy duty and mastering recording applications."

3M has also added two new time lengths to its A/V cassette series—20 and 40 minutes—and now offers five lengths: 20, 30, 40, 60 and 90.

Software/Hardware

• Continued from page 30

making an immediate software selection," said **Irving Rosenberg**, president.

Goody's Vic Rothman, audio manager, said that his sales personnel place a good deal of emphasis on selling one particular category of software—head cleaning tapes.

"We find that most returns are made because of a lack of maintenance, so we stress cleaning tapes and usually sell them," he said. "Of course, we always try to acquaint consumers with the accessories available and, at the same time, try to educate him on product."



POPULAR ★★★★★

MAGIC ORGAN—Street Fair. Ranwood R 8092
STANLEY BLACK Conducting the London Festival Orch. & Chorus—Film Spectacular, Vol. 4 "The Epic."

INTERNATIONAL ★★★★★

ROSITA PERU—UA Latino L 31080

Martin, formerly of WNOE in New Orleans and WMC in Memphis, is now program director of WCHV, Charlottesville, Va. The station is uptempo MOR in the day and Top 40 at night with some progressive rock tossed in. Needs better record service on LPs "because what we don't get, we do without."

★ ★ ★
Trevor W. Cowling, program manager, 5AD, Adelaide, 121 King William St., Adelaide, South Australia 5000, would like me to write him information about obtaining "The Rock Genesis" from Cantaur Productions. I've got a better idea, why don't you write him and send him a demo, **Jim Nettleton**. Cowling also wanted some information on the 15-year reprise by Pepper-Tanner, but I guess all of you syndication firms ought to take advantage of this occasion to send him demos of your product.

★ ★ ★
Curtis Emerson, 208-438-5318, is 27, married, and has two kids and needs work. Rock station preferred. He's worked some decent markets, including Portland. . . . **Lee C. Hanson** is the new general manager of WKNR, Detroit. Hanson had been general manager of WDIA, Memphis. . . . **Victor K. Pryles** writes that he's now program director of WFEA, Manchester, N.H., and "we're now attempting to inject real empathy with our audience. There seems to be a flow of sensitivity going on in New England radio." Lineup at the station now includes **R.W. (Bob Cohen) Churchill** 6-10 a.m., Pryles under the air name of **Penrod** until 3 p.m., **Dana Gordon** 3-8 p.m., **Johnny Tripp** until 1 a.m.

★ ★ ★
Jack Reno, of Cincy's WUBE, whose "Heartaches By the Number," on Target is making a strong bid on the country charts, is in the midst of a two-week tour of military bases in Hawaii. . . . **Ginger Sutton** has departed progressive rock WEBN-FM, Cincinnati, as late-night spinner. Taking his place is **Ty Williams**, who moves over from the graveyard shift. . . . **WMOH-AM**, Hamilton, Ohio, has adopted what it calls a "great country-politan" format for its 7 p.m.-1 a.m. period, with **Bob Hoffman**, middle-of-the-road nighttimer, monitoring the new idea. The new seg will be sandwiched around the Cincinnati Reds' games on WMOH.

. . . **Bill Williams** has left WCKY Radio, Cincinnati, to hook up with WIXO, new Top 40 station in New Orleans. . . . **John Patton**, former P.D. at WKRC Radio, Cincinnati, is new general manager of WHEN, Syracuse, N.Y., where his sales manager is **Lu Strittmatter**, formerly at WUBE in Cincy. . . . **John Thomas** has left his morning spot at WWEZ, Cincy's good-music station, to become operations manager at Sudbrink Broadcasting's WPCH-FM in Atlanta. Taking his place at WWEX is **Larry Brunner**, formerly at WCKY and WKRC, Cincinnati.

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Pitch Vidtape Ideas

• Continued from page 35

visual imagery with the explosiveness of modern music.

"Ultimately we're translators of ideas," **Benedit** says, "translating people's thoughts in a commercial way."

Preflight plans stockpiling programs for the eventual breakout of the home market. **Benedit** doesn't feel there is any danger in the music or the material growing dated or stale. It's all in the proper selection, he points out.

A show in which a classic piece of music is interpreted can hold up over the years, **Benedit** and **Link** believe. When they speak of classic music, they refer to standards in rock which can stand the test of time.

A number of monied people are the financial backers in the company, which is also into TV commercials for Bay Area ad agencies and accounts.



Dear FIND Dealers:

First of all, thanks to all of you for the hundreds of contest entries. It was difficult to determine the winners because all of the entries contained wonderful ideas for improving FIND.

The winners are:

- Jacquie Clark, Sight and Sound Center, Wilmington, Ohio
- Barry Ware, Mr. Music, Costa Mesa, Calif.
- Wm. R. Koehler, Strictly Folk, Gainesville, Fla.
- Robt. Wright, Wrights World of Sound, San Diego, Calif.

The lucky winners have been notified.

FIND has concluded agreement with **Cecil Steen** of Records Etcetera, Woburn, Massachusetts, to represent FIND in Eastern Massachusetts, Rhode Island, New Hampshire and Maine. The salesmen of Records Etcetera will contact participating FIND dealers in those areas on a weekly basis, helping them with any FIND matters and expediting FIND orders to Terre Haute. A network of distributor salesmen will be set up in all the states to help expedite FIND orders and provide participating dealers with a FIND Rep who calls on them regularly.

The first FIND supplement will appear in Billboard in April. This supplement will list all new release product available from FIND since the January Catalog. The next complete FIND catalog will be out in May.

REMEMBER ON ORDERS FOR 25 OR MORE UNITS, THERE WILL BE NO POSTAGE OR HANDLING CHARGES, SO GET THOSE ORDERS IN!

Bice Warrillow

FIND Service International
P.O. Box 775
Terre Haute, Indiana 47803
A. C. 812-466-1282

and
FIND Service International
Suite 415

9000 Sunset Blvd.
Los Angeles, California 90069
A. C. 213-273-7040
Candy Tusken

(Advertisement)



Billboard Album Reviews

APRIL 8, 1972



POP
DELANEY & BONNIE & FRIENDS—
D & B Together.
Columbia KC 31377

Delaney & Bonnie's first album for Columbia Records includes some of their material recorded for Atlantic, their previous label. This delightful package includes "Only You Know and I Know," "Sound of the City" and an all-time D&B favorite "Comin' Home." A list of some twenty or more "friends" joined for the gathering. A heavy addition to the Columbia label.



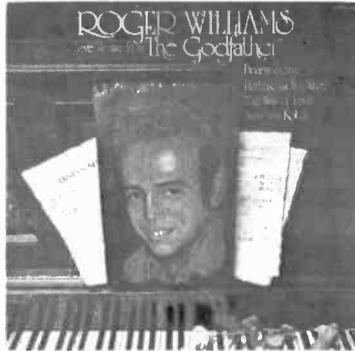
POP
THE BEST OF FREDA PAYNE—
Invictus.
ST 9804 (Capitol)

In just a short time Freda Payne has come up with two million sellers—"Band of Gold" and "Bring the Boys Home," both of which are included here. Other standouts are "Cherish What Is Dear to You," "Deeper & Deeper" and "The Road We Didn't Take."



POP
JOHN KAY—
Forgotten Songs & Unsung Heroes.
Dunhill DSX 50120

John Kay's first solo album since the interring of Steppenwolf comes not as a surprise but as simply an affirmation of the talent that was overshadowed by the latter's flashy pyrotechnics. He uses his voice as an instrument adding color and atmosphere delineating shade and light. The choice of material includes numbers by Patrick Sky ("Many a Mile"), Hank Williams ("You Win Again") and Richard Farina ("Bold Marauder").



POP
ROGER WILLIAMS—
Love Theme From
"The Godfather."
Kapp KS 3665 (MCA)

Williams delivers the much recorded "Godfather" film theme in his unique and beautiful style in this fine package that includes other top songs of the day. Among the highlights are his treatments of "Hurting Each Other," "Brian's Song," and "Until It's Time for You to Go." Equally a standout are his performances of two favorites by Chopin and Tchaikovsky.



POP
CHAIRMEN OF THE BOARD—
Bittersweet.
Invictus ST 9801 (Capitol)

Two past hits are included in this latest album by the Chairmen of the Board. The hits are "Men Are Getting Scarce" and "Working On a Building of Love." Add to this their latest single "Bittersweet" and "Elmo James" and you have a hot sales album by an exciting group.



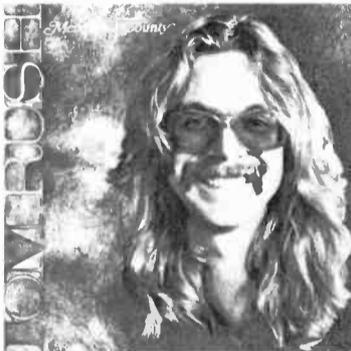
POP
EDWIN HAWKINS SINGERS—
I'd Like to Teach the
World to Sing.
Buddah BDS 5101

The rich warm voices of the internationally famous Edwin Hawkins' Singers are presented here in another album of inspirational songs. "Give Me a Star," "Oooh Child" and "I Don't Know How to Love Him" are included along with an arrangement of "Shine" that could prove to be the one to bring some of the "Oh Happy Day" success.



POP
VARIOUS ARTISTS—
Invictus' Greatest Hits.
Invictus ST 9807 (Capitol)

This album features Freda Payne's "Band of Gold," Chairmen of the Board's "Give Me Just a Little More Time," the Eighth Day's "She's Not Just Another Woman," as well as hits by the Glass House, Ruth Copeland and the Barrino Brothers. A super entry for the label formed just a few years ago.



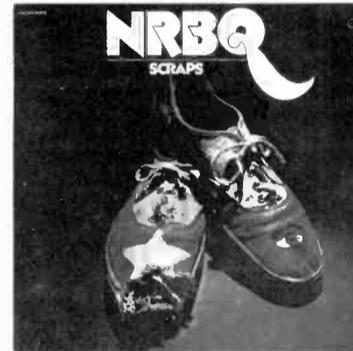
POP
TOM RUSH—
Merrimack County.
Columbia KC 31306

It's been a while between albums and Rush has used the time well. In addition to his own original material, as producer, he has included Jackson Browne's "Jamaica," "Say You Will," Eric Kaz's "Mother Earth" and "Gypsy Boy" and "Roll Away the Grey" penned by Bob Carpenter. Collaborating with Trevor Veitch (who shares guitar and vocals), Rush extols the virtues of his home state of New Hampshire in the title cut "Merrimack County."



POP
GENERAL JOHNSON—
Generally Speaking.
Invictus ST 9803 (Capitol)

Talented songwriter and lead singer of the Chairmen of the Board is presented here in a solo album sure to appeal to soul and pop buyers. "God's Gift to Man" offers good single potential. Other cuts include "It Was Almost Something," "Saginaw Country Line" and "I Never Get Tired of You." A strong package.



POP
NRBQ—
Scraps.
Kama Sutra KSBS 2045

NRBQ which stands for New Rhythm and Blues Quintet comes up with a real strong album. "Howard Johnson's Got His Ho-Jo Working" and "Don't Knock At My Door" are good boogies with more than a touch of blues. "Ain't It All Right" and "Do You Feel It" are also strong cuts.



POP
JIM DAWSON—
You'll Never Be Lonely With Me.
Kama Sutra KSBS 2049 (Buddah)

Those who had the good fortune of being introduced to Jim Dawson through his "Songman" LP will find his Kama Sutra follow-up equally as enchanting. The highlight of the album is the final cut, "The Ditty" which features a tape dance solo. Strong sales should follow immediately upon exposure of "The Other Side," "All I've Got Right Now," "When You Finally Come Around" and "This Good Earth."



POP
ELECTRIC LIGHT ORCHESTRA—
United Artists UAS 5573

Due to contractual difficulties the Move will continue to record for a year longer but the energy and the love of Roy Wood & Co. seems to be devoted to ELO. Their first LP is a revelation, a cataclysmic occurrence in the fired blood of mainstream pop. Their music is absurdly electric bordering on insanity but what delightful bedlam it is. Each groove is worthy of untiring devotion but if favorites must be picked then circle, "Look At Me Now," "Queen of the Hours" and "Mr. Radio."



COUNTRY
CONWAY TWITTY—
I Can't See Me Without You.
Decca DL 7-5335 (MCA)

With the title song, Twitty's recent hit single spotlighted, he comes up with another winner in this super program of strong material. Standouts include "She's All I Got," "Kiss An Angel Good Morning," the pop hit, "It's a Crying Shame," as well as two Twitty originals, "Looking Through My Glass," and "This Road That I Walk."



COUNTRY
KENNY PRICE—
Supersideman.
RCA LSP 4681

With the clever tune—a big hit incidentally—"Supersideman" to spur sales interest, this LP by Kenny Price will be a big winner for dealers. "Easy Lovin'" is tops and Price is in perfect form Rick Powell did some of the fine string arrangements. Ronny Light produced the LP.



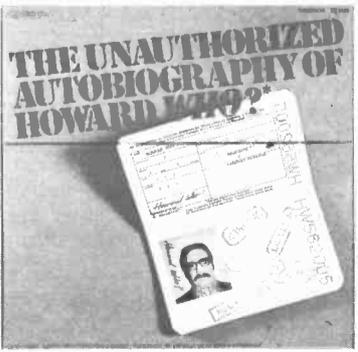
COUNTRY
O. B. McCLINTON
Country
Enterprise ENS 1023 (Stax/Volt)

O. B. McClinton, self-labeled "Black Irishman" of country music, makes his debut on Enterprise which is also Stax Records debut in the field of country. The composer-performer-comedian-impressionist (Elvis Presley, George Jones, Charley Pride) is in top form on "Ballad of a Stamp Licker," "Country Music That's My Thing" and "You Only Want Me for My Body." Also included is his current single, penned by his niece, "Deep in the Heart of Me."



COUNTRY
WANDA JACKSON—
Praise the Lord.
Capitol ST 11023

Here is a beautiful spiritual album, a very personal story by Wanda Jackson. This LP is her testimony of the Lord; she sings with warmth, a full heart and a fine voice. Spotlight cuts include "The King Is Coming," "Didn't He Shine" and "Am I Not My Brother's Keeper." Two super highlights are "My Testimony" (written by Miss Jackson) and "He's The Man" (by Goodman and Schultz). Terrific LP, a wonderful way to "Praise the Lord."



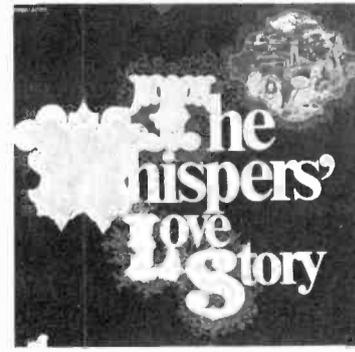
COMEDY
UNAUTHORIZED AUTOBIOGRAPHY OF HOWARD WHO?—
Caedmon TC 9100

Caedmon, famous for its quality product of poetry and drama, ventures into a more commercial enterprise in this funny and timely comedy LP, satirizing the mystery, wealth, and questionable associations of Howard Hughes. Among the funniest of the skits and shorter bits are "Day of Deposit," "Voice Expert," "Exploiters," and the song "Howard Who's Blues."



SOUL
EDDY SENAY—
Hot Thang.
Sussex SXBS 7013 (Buddah)

With "Hot Thang" the title track already getting soul airplay as a single and creating impressive sales, soul guitarist Eddy Senay debut album could break through as a major entry soul and pop. Other highlights are "Zambezi," "Just Feeling It" and Bill Withers' "Ain't No Sunshine."



SOUL
WHISPERS' LOVE STORY—
Janus JLS 3041

With the spotlight on two of their recent single hits such as "Can't Help But Love You" and "Your Love Is So Doggone Good" this hot LP can't miss spiraling up the chart in rapid fire. In this package the group also features "Only Meant to Wet My Feet" (feasible single), "Can't Stop Talkin'" and "A Hopeless Situation."



INTERNATIONAL
GRETTA KELLER & ROD MCKUEN—
An Evening in Vienna.
Stanyan SR 5040

One of the best of Rod McKuen's mail order LPs, this is the recording of the 1971 concert in the Brahms-Saal, Austria, where McKuen and one of his biggest fans, the renowned chanteuse Gretta Keller, paid tribute to the American art song. Miss Keller sounds superb on "Wanderin' Star," "My Ship," "Greenfield," and two McKuen songs, "If You Go Away" and "Thank You," while "And to Each Season" and the poem "Vienna/First Encounter."

Benny Gallagher Graham Lyle



Largs is a town of average size in Ayrshire, Firth of Clyde, West Scotland—at all times it's a place of great natural beauty, one of those spots where on a clear day you *can* actually see forever. At the same time it's close enough to Glasgow and the shipyards to feel every repercussion of urban change and industrial unrest, and there isn't much for a young lad to do except get drunk and make music. These are really the only alternatives to walks along the promenade, a nuzzle in the flicks, weekly ballroom dancing or pissing in telephone kiosks.

Benny Gallagher and Graham Lyle left Largs, the Clyde and went through one of those down-to-London-to-cut-a-single-and-a-back-home—and-see-what-happens scenes. Nothing happened. Then Gallagher and Lyle made the legendary trip all over again and went through the hard times documented in FAITH AND GRAVY and MRS CANATELLI'S.

They wrote hits. They performed hits. Which were endowed with a compulsive and natural tunefulness and asserted the simple, spunky, quirky nature of the Gallagher and Lyle writing ability.

They were the writing trigger of McGuinness Flint and they left. They think of themselves as song-writers first and foremost but certainly like to play everything they write . . . they played here and there . . . they played with Loudon Wainwright and George Gerdes—and with Buffy St. Marie (Benny thinks she has the most fantastic bum he has ever seen).

So this is their album—directed at anyone who happens to like it because, as they say, "it's not music designed at a certain frequency for a certain audience".

Finely, exquisitely produced by Glyn Johns—it's good to hear Gallagher and Lyle in a crystal-clear setting, their voices and guitars soaring off with each other in a manifestation of real inter-acting comradeship.
Al Clark / Rainbow programme



BENNY GALLAGHER GRAHAM LYLE ALBUM
ST-11016



International News Reports

From The Music Capitals of the World

LONDON

Derek Green, general manager of the A&M music publishing company in the UK, Rondor Music, has acquired **Lou Adler's** firms for U.K. representation. Green concluded the deals on his recent American trip and through the contract Rondor will handle Adler's Hollenbeckbulge Music and its subsidiaries. First major copyrights in the firm are "Run Run Run" by **Jo Jo Gunne** and the tracks on an album by **Cheech and Chong**. Green also acquired worldwide representation outside America and Canada for Muscle Shoals Music, the publishing offshoot of the Alabama recording studios of the same name, and renewed the Rondor deals with **Hoyt Axton's** Lady Jane Music and **Leon Russell's** Skyhill Music. In America Green arranged for Rondor's American counterpart, **Almo Music**, to sub-publish the U.K. catalog in America and Canada and for Rondor Music Pty. to handle the U.K. catalog in Australia. The U.K. catalog will be handled throughout the rest of the world by Rondor Music Inc. sub-publishers. . . . RCA U.K. has received its biggest advance order for a single ever which is for a version of **Judy Collins'** recent hit, "Amazing Grace" by the **Pipes and Drums and the Military Band of the Royal Scots Guards** which has been taken from an RCA International album, "Farewell to the Greys." RCA reports that as of last week initial orders had reached 30,000 and were increasing rapidly. The record was first played on the Late Night Extra program and subsequently on "Worldwide Family Favourites," a BBC radio request show. Since then RCA has been inundated with orders from dealers. . . .

United Artists Music, the publishing arm of UA Records, will launch the Avalanche label in the U.K. later this month. UA Records will be responsible for distribution, sales and pressing through its deal with **EMI**. **Noel Rogers**, managing director of UA Music for the U.K. and Europe will head the operation and general manager **Roger Welch** will co-ordinate all record activities. First release on Avalanche will be **Ed Welch's** "I Should Have Been A Lady." Welch is scheduled to go to Japan in May to appear in a song festival there. Avalanche's U.K. future releases will be composed exclusively of material published by UA Music. The formation of the label is intended to encourage writers to publish material with the company which can also provide records that can be released throughout the world. . . . Although **McGuinness Flint** have left the Capitol label and have recently had a single released on Island Music's Blue Mountain label, DJM has acquired rights to a minimum of two albums by the act. Deal was set by **Stephen James of DJM** with **Harry Maloney**, manager of McGuinness Flint. Capitol, however, retains **Gallagher and Lyle**—formerly with the group—to a recording contract. **Manfred Mann** will produce McGuinness Flint for DJM release worldwide and the act's first album—currently in production—will include several hitherto unreleased **Bob Dylan** compositions. . . . **Geoff Wilkins**, general manager of the Radio Luxembourg publishing company, Louvigny-Marquee Music, is resigning this post to concentrate on the independent record production company—Wilmar—which he has formed with **Harold Pendleton**, chairman of the Marquee group of companies. A new boss of Louvigny-Marquee will be announced shortly. Other changes at the publishing company are those of **John**

Gee, for many years manager of the Marquee club, who has joined as copyright manager and **Terry Schindler** who has taken over the company's exploitation department.

A special sales campaign, which will include an incentive scheme for the sales force, is being started by RCA to boost sales of albums by **Jack Jones** who is in this country for a month long tour for **Harold Davison** and for selected TV appearances. The campaign is built around the singer's eight albums in the RCA catalog including his current release, "A Song For You." The company is making available the usual promotional aids to dealers to back up the efforts of the RCA sales force in the field.

James Fisher, the former BBC Radio 1 and 2 presentation editor, who now runs three companies, Very Good Music, Very Good Records and Very Good Artists with producer **Michael O'Keefe** and a financial backer, has arranged an exclusive first option deal with RCA on a worldwide basis for the company's product. RCA's Sunbury Music will co-publish Very Good Music copyrights which are released by RCA. . . . The Polygram Group has registered Polygram Leisure in the U.K. with **Steve Gottlieb** as chairman. Polydor managing director **John Fruin** is a director of the firm. . . . **Thomas Johansson** of European Music Agency of Stockholm comes to London soon to have meetings with **Colin Richardson** who runs the company's U.K. operation. In London Johansson will negotiate with various agencies for Scandinavian tours by U.K. acts. . . . **Neil Harrison**, Capitol manager at BMI for the past year, has left the company to develop his songwriting activities. Harrison is going to San Francisco where he will initially be associated with **Steve Miller's** production company. . . . **Ali Knoll** from the Australian record distributors, Avan-Guard Music arrives in London on May 2 to meet with various record companies. . . . **Olivia Newton John** has been presented with a silver disk for sales of her single, "Banks Of The Ohio." Presentation was made by **Peter Summerfield** of Pye and **Peter Hebbes** of Festival Records (U.K.) the company which supplies the singer's product to Pye.

A creditors meeting was held this week at the Rainbow Theater to discuss the debts of the Sundancer company which managed the theater. The venue was forced to close recently owing an estimated \$120,000.

PHILIP PALMER

BRUSSELS

Jose Feliciano was a great success recently in Antwerp and Belgium drawing crowds of 4,000 in each city. He also held a press conference which lasted two hours. . . . **Sweet** are touring Belgium for 10 days. . . . A third gold record was awarded to **Middle Of The Road** for the "Sacramento" hit. . . . In the local charts is the locally produced "No, No, Anyone But Me" by **Demsey and Dover**. . . . **Tony Ronald** just wound up a tour of Belgium. . . . Discobol record company has given gold awards to **Tony Marchal** for his "Schone Maid" hit and **Tony Ronald** for "Help"; also to the European version of "Top Of The Pops" and the local TV show "Een Lach En Een Traan."

Billy Preston to tour Belgium from May 12-20. . . . **Daniel Boone's** song "Mama" is high in the charts in a version by **Andy Free**. . . . Basart artist **Samantha** is at number one with "Viva Es-

(Continued on page 49)

Polydor Canada Successful With Centralized Distrib. Move

By RITCHIE YORKE

MONTREAL—Polydor Records, Canada's move to centralized distribution, has been "absolutely successful" reports Evert Garretsen, managing director of the company who was appointed to the position in September 1970.

He commented: "When we centralized our efforts into one Montreal warehouse, we were really attacked from all quarters. Retail outlets felt that we would not be able to provide fast service and the industry generally laughed at us.

"I was very much aware of the vastness of this territory, but what concerned me more was the population spread.

"The one big mistake that seems to have always been made in Canada is imitating big brother to the south—the U.S. Our distribution system is very similar to the U.S. but we only have one-tenth of the population.

"My concept was that it was not feasible to have warehouses scattered across the country. Branch distributors only make sense when you have a population of at least 40 or 50 million. Even moving your product by air makes more sense to me than losing stock control in branch warehouses.

"So we centralized our efforts into one Montreal warehouse, and I think I can say that it has been absolutely successful. We have proved that it works, and you can keep your retailers completely satisfied.

"We effectively organized our own transportation systems. Certainly there is a tremendous distance between Vancouver and Montreal, but it hasn't presented any terrible problem. Some of our product goes by air, some by rail, some by truck. Pop product is really the only repertoire which almost always goes by air.

"I think we've been able to set up a very good distribution system for Canada which will be functional for many years to come."

Distribution changes out of the way. Garretsen was able to concentrate on Canadian talent development. He stated that Polydor's hit-per-release ratio is among the highest in the country. So far Polydor has been able to launch four strong Canadian acts—the Bells, the Five Man Electrical

Band, Frank Mills and Joey Gregorash. All but Gregorash have succeeded in reaching prominent positions on the Hot 100.

"Last year, we were able to increase our total turnover by 70 percent," Garretsen says, "and I would think that Canadian content represents close to 10 percent of our total business.

"When I arrived from Holland, we went all out to build Canadian talent. It is one of the few challenges left in the international music business.

"Not that Canadian talent had been neglected before. Polydor started out in Canada in 1967, and we had no domestic talent. We started from nothing. It has become significantly easier for a record company to develop local talent because of the CRTC Canadian content legislation."

Garretsen is an earnest and persuasive supporter of Cancon. "The whole thing was an excellent idea on the part of the CRTC. It's been a fabulous thing for the industry as a whole.

"Apart from the 30 percent regulations for the broadcasters, the same 30 percent Cancon, turnover-wise, is a possibility in Canada. There is no reason why it cannot be done by any record company.

Garretsen says he is not exactly delighted about the new Maple Leaf System regulations requiring that all Cancon records submitted to the network of Top 40 stations be Canadian in all aspects, from material to site of recording.

"I'm sure the new rules were instituted with the best intentions,

but they really won't help the case. There should be, I feel, some sort of correlation between the CRTC regulations and the rules of the MLS. Frankly, I believe in evolution and not revolution.

"The most important aspect is residence. I'm worried that ruling out foreign repertoire may have ill affects of the development of Canadian music.

Garretsen is a wholehearted supporter of the Maple Music Junket plan to bring 100 leading European journalists, radio and TV programmers and film makers to Montreal and Toronto in June (4-8).

"The Maple Music Junket is, I think, the best thing that has ever happened for the Canadian record industry and all creative people in this country for the past 15 years. I base that opinion on 18 months of living here, and on 20 years of observing the world record market.

"The Junket could bring a tremendous breakthrough internationally for Canadian music, and it will also likely bring about a strong belief in Cancon from a national point of view.

"The Junket has had other important ramifications. It has brought about a real unity among Canadian Recording Manufacturers' Association (CRMA) members. There has been a lot of mental support from people who used to isolate themselves in their ivory towers. Now we feel a lot more together. The Junket board meetings take place every two or three weeks and they bring company presidents in close touch with one another."

Hungary Radio Fest Gets a New Look

BUDAPEST—Because only one pop festival can be held each year in Hungary, the Hungarian Broadcasting System (HBS) organizes several events throughout the year where listeners and viewers can participate.

Among these is the annual "Made In Hungary" event held every March.

For this 20 songs are broadcast live from the Szekesfehervar theatre and the listeners are invited to vote for their favorite. The final 20 songs are chosen from an initial entry of around 80-90 all of which are written specially for the contest.

This year the HBS introduced a "new look" to the show by having each song performed twice by different singers and with two separate arrangements.

There was a "jury" in the audience but the principal voters were

the listeners. They could either telephone in their votes before the next morning or send them by letter within 48 hours. The song chosen by the theatre jury actually ended up third in the overall voting.

Winner was "Ha Tudnek Hinni Meg" (If I Could Still Believe) written by **Andras Bagya** (60) and **Kalman Vancor** (55). The two singers who performed the song, **Katalin Sarosi** and **Janos Vamosi**, have both been singing for more than 20 years.

Younger stars such as **Kati Kovacs** and **Sarolta Zalotnay** found themselves well down the field on this occasion.

The 1972 challenge trophy, donated for the best performance in the contest was won by **Gyorgy Korda**. The trophy is sponsored by the Hungarian Radio and Television Magazine.

Luxembourg Win '72 Eurovision Song Contest

EDINBURGH—Eurovision song contestant **Vicky Leandros**, representing Luxembourg, won this year's Eurovision song contest held in the Usher Hall, here, March 25 with her song "Apres Toi."

The song received 128 votes from the judges and was followed by the U.K. entry "Beg Steal or Borrow" sung by the New Seekers with 114 votes. The West German entry, "Nur Dit Liebe Leesst Uns Leben" sung by **Mary Rose** came third with 107 votes.

The winning song has been re-

leased here with English lyrics by **Norman Newell** called "Come What May" by **Phonogram** and after the contest it was announced that **Vicky Leandros**—who comes from Greece—and who based her career in Luxembourg will now move to London. There she will be handled by agent **Tony Lewis** who plans to build her as an international artist.

Phonogram has also issued the song which came fourth in the contest, "Als Het Om De Liefde Gast" by **Sandra and Andres** who represented the Netherlands.

From The Music Capitals of the World

• Continued from page 48

pagna." . . . **Jerry Lee Lewis** will be at the Vorst National of May 13. . . . **The Big Secrets** have covered "Samson and Delilah" from **Middle Of The Road's** album. RCA will combat that with the original version released as a single and **Sheila** (Philips) will have another cover version issued in France. . . . **Hollies** will appear on BRT-TV show "Slalom."

AL DE BOECK

TORONTO

The **Irish Rovers**, enjoying national success through their weekly CBS TV series, have formed their own label, Potato Records. The label, based in Vancouver, will be distributed by Pacific North Music Ltd. Irish Rovers' manager, **Les Weinstein**, said the first release would be an album entitled "The Irish Rovers—Live," which was recorded during taping session for the TV series. Release date is Monday (10) but a single has already been issued. The group has had six albums released on the MCA label, including the million-selling single, "The Unicorn." . . . **Lighthouse** on an extensive U.S. tour, which includes a special Boston concert (April 26) in association with the Muscular Dystrophy Association of America. Prior to the tour, Lighthouse members in company with promotion representative, **Jutta Ney**, visited radio stations in Southern Ontario and the West in support of the new GRT single "I Just Wanna Be Your Friend."

Martin Onrot brought **Joe Cocker** to Toronto's Maple Leaf Gardens (April 5). . . . **George Johns** has been appointed program director of CFTR in Toronto. He was formerly holding down the same position at CFRA Ottawa, a CHUM network station. Coincidentally, CFTR reportedly plans to go into a Top 40 format against CHUM.

Donald K. Donald is presenting **David Cassidy** at the Montreal Forum (3). He also had **Kris Kristofferson** at Place des Arts. . . . Columbia's Mike Watson hosted an opening night press party at Grumbles for **James and the Good Brothers**. . . . Ampex promotion director, **John Driscoll**, and wife Dyana are parents of daughter, **Chantel Rene**. . . . Balmur Investments, Ltd., has signed Nova Scotian **John Allan Cameron** to a management contract. . . . Thundersound Studios busy with sessions by **Truck** with Dennis Murphy producing **Crowbar** (for Love) and **Lighthouse** set to cut a new album in May. . . . **Trio Meridan's** first single for Van Records is

Int'l Concerts Again in Israel

TEL AVIV—After a long period with no concerts by international artists in Israel because of the government's foreign currency restrictions, the Passover and Independence Day vacations later this month will feature folk-singer **Odetta** and the Dutch rock band **Exception**.

Also due to appear in Israel are **Jose Feliciano**, who will give four concerts, the Italian singer-songwriter **Sergio Endrigo**, and **Leonard Cohen**. For the Independence Day celebrations on April 19, there will be concerts by **Mary Hopkin**, **British band Middle of the Road** and the Spanish group **Los Diablos**.

Hits of the World
see page 57

titled "You're Gonna Miss Her."

Jack Richardson has been voted in for second year as president of CIRPA with **Terry Brown** as secretary/treasurer. . . . Toronto Sound Studios anticipating third gold record award for **Pagliari's** "Lovin' You Ain't Easy" (an English hit) with a fourth looming in **April Wine's** "Lady." Other acts recently at the studio include **Dr. Music**, **Fergus**, **Thunder Mug**, **Rain**, and **Ian and Sylvia**.

Daffodil is making available a 45-minute taped interview with **Crowbar's Kelly Jay** concerning the group's recent second meeting with Prime Minister **Trudeau**. . . . New single by **Rain** is called "Caught Right in the Middle of It"—it's from the group's first album.

RITCHIE YORKE

MEXICO CITY

The new executive board of AMPRODIS (Mexican Association of Record Producers) includes **Luis Baston**, president; **Luis A. Gil**, vice president; **Rafael Farfas**, secretary; **Heinz Klinckwort**, treasurer; **Victor Blanco**, manager; and **John Bush**, press and publicity. . . . San Remo winners, "Gold King" by **Nada**, "I'm Going To Work" **Gianni Morandi**, "Big Plaza," **Lucio Dalla**, "A Kick To the Town," **Domenico Modugno**, and "Rainbow Days," **Nicola & Di Bari**, have been released in the Spanish versions by RCA. . . . Gamma Records released the theme from "The Godfather," by **Carlo Savina**, under the Paramount logo. Another version by **Roger Williams** was released by Orfeon.

A live recording of the Avandaro Festival "Vibrations of Sept. 11, 1971" has been released by Fontana as a double LP. Featured are **Tinta Blanca**, **La Revolucion de Emiliano Zapata**, **Macho**, **Como Viepos Amigos**, **La Verdad Desnuda**, **Last Soul Division**, **La Tribu**, **Rosario La Division del Norte**. All the lyrics are in English and songs are locally composed. . . . Apolo Records released a **Tony Ronald** single, "I Love You Baby" which has already been recorded in English and Spanish by the artist.

ENRIQUE ORTIZ

DUBLIN

"Soul to Soul," the film featuring such artists as **Santana**, **Roberta Flack** and **Ike and Tina Turner**, is coming to Dublin's Astor Cinema shortly. . . . **Cleo Laine**, with the **John Dankworth Quartet**, will be at the Carlton Cinema on May 3 in one of **Robert Paterson's** "Spring Collection" concerts. . . . Singles and LP tracks by **Carly Simon** were included in RTE Radio's "Morning Airs" when she was featured in the "Songwriter of the Week" spot. . . . **Donovan** played the National Stadium (March 29). It was his first Dublin date since his Royal Dublin Society concert last year. All the proceeds of his recent Irish tour will go to the Simon Community. . . . **Solomon & Peres** released the new **Thin Lizzy** LP, "Shades of a Blue Orphanage," the title of which is taken from members of the group's previous outfits, **Shades of Blue** and **Orphanage**. . . . RTE TV will film the **Nana Mouskouri** concert at the National Stadium on April 27 for an hour-long special. **Kris Kristofferson** plays the same venue in May. . . . BMI Ireland issued such Irish-interest titles as "Sean Maguire," "An Tearrach Sings Irish Folk Songs," **Mary Larkin's** "Ireland My Ireland" and "The Liberties"—all LP's on **Talisman**—and **Alma Carroll's** "Yesterday I Heard the Rain," a single taken from her forthcoming album, which was produced by **Bob Barratt**. . . . Ireland's Eurovision song for this year, "Cool an Ghra" ("The Music of Love") will be issued worldwide by Polydor International. In Ireland it is on the Poly label. **KEN STEWART**

CBS-Israel Set A Song Series

TEL AVIV—CBS-Israel has launched a new "Song and Story" album series of traditional Jewish songs performed by the country's leading pop artists including **Yehoram Gaon**, **Cilla Dagan** and **Shulla Chen**.

The albums are released with both a Hebrew and English narration. The songs are traditional, although CBS has given them contemporary arrangements.

Comments **Simon Schmidt**, CBS managing director: "We believe that the series has potential in both the local and international markets. We see the series as both documentary, educational and entertainment."

Special French Award to Satchmo

PARIS—A special award, the Prix In Memoriam has been created by the French Academy of Jazz in honour of RCA's five-album re-issue of 67 **Louis Armstrong** titles.

The collection is compiled from various sources by **Jean-Paul Guittier** of RCA France.

The Academy's award for the top French musician went to the young trumpeter **Irakli**, who for several years has led one of the country's leading jazz bands.

The mainstream **Oscar** was awarded to RCA for its recording of **Johnny Hodges** and **Paul Gonsalves**, made in New York and not released until Hodges' death some 18 months ago.

The full awards were: **Prix Fats Waller—Bessie Smith** (CBS), **In Memoriam—Louis Armstrong** (RCA), **Prix Django Reinhardt—Bernard Lubat**, **Oscar Avant-Garde—Gato Barbieri**, **Oscar Middle Jazz—Johnny Hodges**, **Paul Gonsalves** (RCA), **Prix Sidney Bechet—Irakli**, **Gospel—Mahalia Jackson** (Vogue), **Prix Big Bill Broonzy—Memphis Slim**, **Roosevelt Sykes** (Barclay), **Prix Otis Redding—Curtis Mayfield** (Barclay), **Oscar Modern—Eddie Louiss** (MPS).

Donovan Leaves Ireland for U.K.

DUBLIN—After being based here for a year, **Donovan** has left Ireland and will probably settle for a while in the U.K. He has not yet decided where to live permanently.

Before he left, he did a short Irish tour for the **Simon Community**. This was filmed by RTE Television and the result will be edited into a 30-minute film to be shown later this year.

Czech State Agency Increase Tours in 1971

PRAGUE—During 1971 Pragoconcert, one of two Czechoslovakian state concert agencies (the other is Slovkoncert), handled performances by 2,200 foreign visiting artists.

Of these 164 solo acts and 24 groups were from the East European countries, a sizeable increase on the previous year when the figures were 126 and 24 respectively.

Among the most important visitors last year were the **Sofia**, **Beograd**, **Moscow** and **Katowice Philharmonic Orchestras**, the **London Contemporary Ballet**, the **Canadian Theatre of Montreal** and **Dizzy Gillespie's Jazz Giants** who appeared at the **Prague International Jazz Festival**.

The widening scope of Pragoconcert is shown in the list of artists who have appeared in Czechoslovakia during March. These include conductors **Serge Baudo** of France, **Angelo Shurev** (USSR), **Siegfried Geissler** (East Germany), **Arvin Aacel** (Rumania), **Miltiades Caridis** (Norway), and **Lothar Seyfarth** (East Germany). Many pianists also performed including **France Clidat** (France), **Bruno Mezzena** (Italy), **Erika Lux** (Hungary), **Paul Badura Skoda** (Aus-

tria), **Nelson Freire** (Brazil) and **Yaeko Yamane** (Japan).

Violinist **Igor Oistrakh** (USSR), guitarist **Konrad Ragossnig** (Switzerland), opera singers **Hana Rumowska**, **Assen Selimsky** and **Petr Gugalov** and the **Rhythm-Ballet Group** of the **State Philharmonic Orchestra** of **Omsk** also made appearances.

In addition Pragoconcert is organizing a series of 30 pop shows in which new talent from Czechoslovakia and other Socialist countries will appear. Most of the performers will be winners of the **Intertalent Pop Singers** contest of last year.

Austrian Co. Into Disk Production

VIENNA—**Bellaphon GmbH** (Grundsteingasse 5-7), the recently formed record distribution company in which **Bellaphon** (Germany) has a stake, is planning to enter record production in 1973, according to general manager **Gunther Zitha**.

The company currently represents 26 labels including **Fantasy**, **Penny Farthing**, **Roulette** and **Vogue**.

U.K. Tax Slash Disk Prices Down

LONDON—Although welcoming U.K. Chancellor **Anthony Barber's** decision last week to slash the purchase tax on records by 20 percent, the record industry as a whole was caught napping by the size of the reduction.

Everybody was confident of the tax being lowered, but the most optimistically tipped figure was 10 percent, with a further reduction in preparation for the final **Value Added Tax** levy on records coming either in the autumn or early in 1973.

But while the overall result of the lower purchase tax rate is of records being reduced in price to the customer, not all companies have passed on the full benefits of the changes.

So, while pre-budget announcement from manufacturers planning to restructure prices reflected a move towards a greater degree of uniformity, their hopes have been to some extent negated by the unexpectedly low rate of tax now in force.

The result is that record prices remain as confusing as they ever were. For instance, singles from their previously accepted price of \$1.25, now fluctuate between \$1.12 (**BMI**, **Decca**, **Pye**, **Phonogram**,

Polydor) and \$1.22 (**Kinney** and **CBS**), with **RCA** opting for a mid-way mark of \$1.17. However, some sales chiefs feel that it will not be many months before singles creep back to the old \$1.25 mark.

CBS and **WEA** (**Kinney**) have taken the opportunity for a rounding out of prices—to the nearest 22 cents. This puts full-price albums at a new level of \$5.22—but in so doing, the two companies have introduced an increase in the dealer price to \$3. "The reduction in purchase tax will more than compensate for the increased dealer prices," commented **WEA** financial controller, **Terry Stanley**.

Polydor has also taken the opportunity—as previously announced—to restructure prices, although not to the extent in all cases as had been decided. The standard range of albums goes up by 12 cents to \$3.75 (pop) and by 37 cents to \$4 (classical). However, the **Super** line, previously retailing at \$5.37, now drops down to \$5, while the **De Luxe** series also drops by 25 cents to \$5.62—**De Luxe** albums were due to be increased to \$6.25.

Concurrent with the changes in
(Continued on page 57)

LONDON

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The records listed on this page represent the new additions and picks of more than 150 radio stations in 50 markets polled each week for Top 40, MOR, country and soul, along with the picks of the Billboard Review Board. The picks are based upon the commercial potency of the disc.

POP

SLY & THE FAMILY STONE—SMILIN' (2:53)

(prod. Sly Stone) (writer: Stewart) (Stone Flower, BMI) Flip: No info available. EPIC 5-10850 (CBS)

BILL WITHERS—LEAN ON ME (3:45)

(pro. Bill Withers) (writer: Withers) (Interior, BMI) Flip: No info available. SUSSEX 235 (Buddah)
RADIO ACTION: KRCC (Omaha)

TOM JONES—YOUNG NEW MEXICAN PUPPETEER (4:33)

(prod. Gordon Mills) (writer: Carr-Shuman) (Pincus & Sons, ASCAP) Flip: No info available. PARROT 40070 (London)

WAYNE NEWTON—DADDY DON'T YOU WALK SO FAST (3:18)

(prod. Wes Farrell) (writers: Callabder-Stephens) (Jewel, ASCAP) CHelsea 78-0100 (RCA)
RADIO ACTION: WIFE (Indianapolis), WAIT (Milwaukee), KNUZ (Houston)

EDDIE KENDRICKS—LET ME RUN INTO YOUR LONELY HEART (3:09)

(prod. Frank Wilson) (writers: Wilson-Podee) (Jobete, BMI) Flip: No info available. TAMLA 542 (Motown)

B.B. KING—I GOT SOME HELP I DON'T NEED (3:07)

(prod. Ed Michel) (writer: King) (Pamco/Sounds of Lucille, BMI) Flip: "Lucille's Granny" (3:11) (Pamco/Sounds of Lucille, BMI) ABC 11321

LINDISFARNE—MEET ME ON THE CORNER (2:39)

(prod. Bob Johnston) (writer: Clements) (R&M, ASCAP) Flip: "Fog on the Tyne" (3:24) (R&M, ASCAP) ELEKTRA 45776
RADIO ACTION: WKOW (Nanuet, N.Y.)

SEDAKA—SUPERBIRD (3:38)

(prod. Wally Gold) (writers: Sedaka-Greenfield) (Kirshner/ATV, BMI) Flip: "Rosemary Blue" (3:38) (Kirshner/ATV, BMI) KIRSHNER 63-5020 (RCA)

COASTERS—COOL JERK (2:55)

(prod. Leiber-Stoller Prod.) (writer: Storboll) (Hudson Bay, BMI) Flip: "Talkin' 'Bout a Woman" (2:45) (Yellow Dog, ASCAP) KING 6389

NEWPORT NEWS—WHEN THE BELL RINGS (2:45)

(prod. Chris Welch & Austin Roberts) (writers: Roberts-Welch) (Famous, ASCAP) Flip: "We Never Said Forever" (2:57) (Famous, ASCAP) RCA 48-1023

also recommended

BUDDY MILES—Life Is What You Make It (3:25) (prod. Buddy Miles) (writer: Miles) (Miles Ahead, ASCAP) Flip: "Part Two" (3:00) (Miles Ahead, ASCAP) MERCURY 73277

J. GEILS BAND—I Don't Need You No More (2:35) (prod. Bill Szmczyk) (writers: Wolf-Justman) (Juke Joint-Walden, ASCAP) ATLANTIC 2843

BANG—Questions (3:15) (prod. Michael Sunday) (writers: D'Iorio-Glicken-Ferrara) (C.A.M.-U.S.A., BMI) CAPITOL 3304

RADIO ACTION: WSGN (Birmingham); KLIF (Dallas)
HOT SAUCE—Bring It Home (And Give It To Me) (3:03) (prod. Irene Productions) (writer: Allen) (Perk's Music/Su-Ma, BMI) VOLT 4076

RADIO ACTION: CKLW (Detroit)
TONY & CAROL—You And I (2:55) (prod. Bert Keyes & Myrna March) (writers: Hodges-Gentile) (Jamf, BMI) ROULETTE 7123

HENRY MANCINI AND DOC SEVERINSEN with Orchestra and Chorus—Brass On Ivory (2:45) (prod. Joe Reisman) (writer: Mancini) (Southdale, ASCAP) RCA 74-0685

PAUL MAURIAT—Love Theme From "The Godfather"/Butterfly (2:37/2:25) (Famous, ASCAP/Pending, ASCAP) MGM 14378

FROGS—I Dig Rock 'n Roll Music (2:56) (prod. Hal Blaine) (writers: Stookey-Mason-Dixon) (Pepamar, ASCAP) MUMS 6006 (CBS)

ANDY BOWN—Open Your Eyes (3:27) (prod. Jimmy Horowitz) (writer: Bown) (G.H., ASCAP) MERCURY 73282
RADIO ACTION: WMAZ (Macon)

KIN VASSY—My First Night Alone Without You (3:15) (prod. Jimmy Bowen) (writer: Vassy) (Quill, ASCAP) AMOS 168 (Bell)

CHRIS DARROW—Alligator Man (2:22) (writer: Newman-Chance) (Newkeys, BM) FANTASY 675

CORRECTION. PLEASE NOTE:
In last week's Also Recommended Pick of L.A.X., the label should have read MUMS 6005 (CBS).

COUNTRY

BUCK OWENS—MADE IN JAPAN (2:42)

(writer: Morris-Morris) (Blue Book, BMI) Flip: "Black Texas Dirt" (3:15) (Blue Book, BMI) CAPITOL 3314

HANK WILLIAMS, JR.—ELEVEN ROSES (2:41)

(prod. Jim Vienneau) (writers: McCall-Morris) (Williams, Jr., BMI) Flip: No info available. MGM 14371

DON GIBSON & SUE THOMPSON—DID YOU EVER THINK (2:25)

(prod. Wesley Rose & Don Gant) (writer: Gibson) (Acuff-Rose, BMI) Flip: "Love's Garden" (2:20) (Acuff-Rose, BMI) HICKORY 1629
RADIO ACTION: KOKE (Austin), WSL (Roanoke), KTLR (Minneapolis), WBAP (Ft. Worth), KIKK (Houston)

ROY CLARK—ODE TO A CRITTER (3:04)

(prod. Joe Allison) (writers: Henley-Lane) (Tree, BMI) Flip: "I'll Take the Time" (2:19) (Tree, BMI) DOT 17413
RADIO ACTION: WINN (Louisville), KIKK (Houston), WBAP (Ft. Worth)

SAMMI SMITH—GIRL IN NEW ORLEANS (2:08)

(prod. Jim Malloy) (writers: Seals-Goodman) (Danor, BMI) Flip: No info available. MEDIA 615-0068.
RADIO ACTION: KVET & KOKE (Austin), WINN (Louisville), KIKK (Houston)

NAT STUCKEY—IS IT ANY WONDER THAT I LOVE YOU (2:29)

(prod. Jerry Bradley) (writers: Foster-Rice) (Jack & Bill, ASCAP) Flip: "Got It Comin' Day" (2:04) (Monkhouse, BMI) RCA 74-0687
RADIO ACTION: WBAP (Ft. Worth)

HANK THOMPSON—CAB DRIVER (2:21)

(prod. Joe Allison) (writer: Parks) (Blackhawk, BMI) Flip: "Gloria" (2:53) (Rene, ASCAP) DOT 17410
RADIO ACTION: WBAP (Ft. Worth)

JOHNNY WILLIAMS—HE WILL BREAK YOUR HEART (3:11)

(prod. Larry Butler) (writers: Butler-Mayfield-Carter) (Conrad, BMI) Flip: No info available. EPIC 5-10845 (CBS)
RADIO ACTION: KIKK (Houston), KBBQ (Burbank), WINN (Louisville)

JEAN SHEPARD—VIRGINIA (2:45)

(prod. Earl Ball) (writer: Reid) (House of Cash, BMI) Flip: "We Go Good Together" (2:10) (Jangle, ASCAP) CAPITOL 3315

also recommended

DORSEY BURNETTE—In The Spring (The Roses Always Turn Red) (3:05) (prod. Steve Stone) (writer: Burnette) (Brother Karl's Music, BMI) CAPITOL 3307

RADIO ACTION: WBAP (Ft. Worth); KBBQ (Burbank); KTCR (Minneapolis); KIKK (Houston)

BENNY BARNES—Woman, Leave My Mind Alone (2:08) (prod. Bill Hall & Bill Rice) (writers: Eldridge-Stewart) (Forrest Hills, BMI) MEGA 615-0071

RADIO ACTION: KOKE (Austin); KUET (Austin); KIKK (Houston); WDXN (Clarksville)

LESTER FLATT—Backin To Birmingham (2:42) (prod. Bob Ferguson) (writers: Flatt-Graves) (Peer Int'l., BMI) RCA 74-0680

RADIO ACTION: WBAP (Ft. Worth); KIKK (Houston)

TONY VALENTINE—I Came By Last Night (3:05) (writers: Taylor-Thomas) (Con Brio, BMI) TARGET 0149 (Mega)

KATHY OWENS—Just As Good As Gone (2:25) (prod. Bill Owens) (writer: Parton) (Owepar, BMI) ROYAL AMERICAN 49

PAUL OTT—Danny Boy (3:09) (prod. Hall-Graham) (writer: Weatherly) (Show Biz-Boosey & Hawkes, ASCAP) SHOW BIZ 0503 (Mega)

SOUL

SLY & THE FAMILY STONE—SMILIN' (See Pop Pick)

BILL WITHERS—LEAN ON ME (See Pop Pick)

EDDIE KENDRICKS—LET ME RUN INTO YOUR LONELY HEART (See Pop Pick)

B.B. KING—I GOT SOME HELP I DON'T NEED (See Pop Pick)

COASTERS—COOL JERK (See Pop Pick)

BUDDY MILES—LIFE IS WHAT YOU MAKE IT (See Pop Pick)

HOT SAUCE—BRING IT HOME (AND GIVE IT TO ME) (See Pop Pick)

TONY & CAROL—YOU AND I (See Pop Pick)

also recommended

INDEPENDENTS—Just As Long As You Need Me, Part 1 (3:32) (prod. Art Prod) (writers: Jackson-Yancy-Butler) (Butler, ASCAP) WAND 11245 (Scepter)

RADIO ACTION: WGRT (Chicago); WAWA (Milwaukee); KXAC (Seattle); WMBM (Miami)

LOWELL FULSOM—Every Second a Fool Is Born (3:00) (writers: Fulsom-Lewis) (Pollyday, BMI) JEWEL 827

HOT CHART ACTION

24 * (41) DOCTOR MY EYES—Jackson Browne, Asylum (Atlantic)

26 * (42) BABY BLUE—Badfinger, Apple

32 * (51) JUMP INTO THE FIRE—Nilsson, RCA

38 * (59) HELP ME MAKE IT THROUGH THE NIGHT—Gladys Knight & the Pips, Soul (Motown)

42 * (88) BACK OFF BOOGALOO—Ringo Starr, Apple

48 * (61) RUN RUN RUN—Jo Jo Gunne, Asylum (Atlantic)

63 * (new) I'LL TAKE YOU THERE—Staple Singers, (Stax)



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CONGRATULATIONS TO ALL OF THE COMPOSERS AND/OR PUBLISHERS WHOSE PERFORMING RIGHTS WE LICENSE AND WHOSE MUSIC WAS AN INTEGRAL PART OF 30 OF THIS YEAR'S 44 COVETED NARAS AWARDS

• **Record of the Year**

IT'S TOO LATE
Recorded by Carole King
Composers: Carole King
Toni Stern
Publisher: Screen Gems—Columbia
Music, Inc.

• **Album of the Year**

• **Best Pop Vocal Performance,
Female**

TAPESTRY
An album recorded by Carole King and
containing these BMI-licensed works:
I FEEL THE EARTH MOVE
SO FAR AWAY
HOME AGAIN
BEAUTIFUL
WAY OVER YONDER
YOU'VE GOT A FRIEND
WHERE YOU LEAD
TAPESTRY
Composer: Carole King
WILL YOU LOVE ME TOMORROW?
SMACKWATER JACK
Composers: Carole King
Gerry Goffin

IT'S TOO LATE
Composers: Carole King
Toni Stern
(YOU MAKE ME FEEL LIKE)
A NATURAL WOMAN
Composers: Carole King
Gerry Goffin
Jerry Wexler
Publisher: All above. Screen Gems—
Columbia Music, Inc.

• **Song of the Year**

• **Best Pop Vocal Performance,
Male**

YOU'VE GOT A FRIEND
Recorded by James Taylor
Composer: Carole King
Publisher: Screen Gems—Columbia
Music, Inc.

• **Best Engineered Recording**

• **Best Instrumental Arrangement**
THEME FROM SHAFT
Recorded by Isaac Hayes,
arranged by Isaac Hayes and Johnny Allen
Composer: Isaac Hayes
Publisher: East/Memphis Music Corp.

• **Best Arrangement
Accompanying Vocalists**
UNCLE ALBERT/ADMIRAL HALSEY
Recorded by Paul and Linda McCartney,
arranged by Paul McCartney
Composers: Paul McCartney
Linda McCartney
Publishers: Maclen Music, Inc./
McCartney Music, Inc.

• **Best Album Notes**
SAM, HARD AND HEAVY
Written and recorded by Sam Samudio

• **Best Pop Vocal Performance,
Duo**
CARPENTERS
An album recorded by the Carpenters
and containing these BMI-licensed works:
SATURDAY
DRUSCILLA PENNY
ONE LOVE

Composers: Richard Carpenter
John Bettis
Publisher: Irving Music, Inc.
SUPERSTAR
Composers: Leon Russell
Bonnie Bramlett
Publishers: Skyhill Publishing Co.
Delbon Publishing
FOR ALL WE KNOW
Composers: Fred Karlin
Robb Wilson
Arthur James
Publishers: Pamco Music, Inc.
Al Gallico Music Corp.

• **Best Pop Instrumental Performance**

SMACKWATER JACK
An album recorded by Quincy Jones and
containing these BMI-licensed works:
SMACKWATER JACK
Composers: Carole King
Gerry Goffin

Publisher: Screen Gems—Columbia
Music, Inc.
CAST YOUR FATE TO THE WIND
Composer: Vince Guaraldi
Publisher: Atzal Music, Inc.
THEME FROM 'THE ANDERSON TAPES'
Composer: Quincy Jones
Publisher: Screen Gems—Columbia
Music, Inc.

BROWN BALLAD
Composer: Ray Brown
Publisher: Quicksand Music Co.

HIKKY-BURR
Composers: Quincy Jones
Bill Cosby
Publisher: Makalotta Music
**GUITAR BLUES ODYSSEY:
FROM ROOTS TO FRUITS**
Composer: Quincy Jones
Publisher: Quicksand Music Co.

• **Best R&B Female**

Vocal Performance
BRIDGE OVER TROUBLED WATER
Recorded by Aretha Franklin
Composer: Paul Simon
Publisher: Charing Cross Music

• **Best R&B Male**

Vocal Performance
A NATURAL MAN
Recorded by Lou Rawls
Composers: Bobby Hebb
Sandy Baron
Publisher: Beresofsky Hebb, Unlimited

• **Best R&B Vocal
Performance, Duo**

PROUD MARY
Recorded by Ike and Tina Turner
Composer: John Fogerty
Publisher: Jondora Music

• **Best R&B Song**

AIN'T NO SUNSHINE
Composer: Bill Withers
Publisher: Interior Music

• **Best Soul Gospel
Performance**

PUT YOUR HAND IN THE HAND
Recorded by Shirley Caesar
Composer: Gene MacLellan
Publisher: Beechwood Music Corp.

• **Best Country Song**

• **Best Country Vocal
Performance, Female**
**HELP ME MAKE IT THROUGH
THE NIGHT**
Recorded by Sammi Smith
Composer: Kris Kristofferson
Publisher: Combine Music Corp.

• **Best Country Vocal
Performance, Male**
WHEN YOU'RE HOT, YOU'RE HOT
Recorded by Jerry Reed
Composer: Jerry Reed
Publisher: Guitar Man Music

• **Best Country Vocal
Performance, Duo**
AFTER THE FIRE IS GONE
Recorded by Conway Twitty and
Loretta Lynn
Composer: L. E. White
Publisher: Twitty Bird Music Co.

• **Best Country Instrumental
Performance**

SNOWBIRD
Recorded by Chet Atkins
Composer: Gene MacLellan
Publisher: Beechwood Music Corp.

• **Best Sacred Performance**

DID YOU THINK TO PRAY
Recorded by Charley Pride
Composer: W. O. Perkins
Publisher: Sacred Music Foundation

• **Best Gospel Performance**

LET ME LIVE
Recorded by Charley Pride
Composer: Ben Peters
Publisher: Pi-Gem Music
Publishing Co., Inc.

• **Best Ethnic Recording**

THEY CALL ME MUDDY WATERS
An album recorded by Muddy Waters
and containing these BMI-licensed works:

IT'S ALL OVER
COUNTY JAIL
THEY CALL ME MUDDY WATERS
FIND YOURSELF ANOTHER FOOL
KINFOLK'S BLUES
MAKING FRIENDS
BLIND MAN
TWO STEPS FORWARD
HOWLING WOLF
Composer: McKinley Morganfield
Publisher: Heavy Music, Inc.
WHEN THE EAGLE FLIES
Composer: Willie Dixon
Publisher: Arc Music Corp.
BIRD NEST ON THE GROUND
Composers: M. Higgins
M. Dollison
Publisher: Arc Music Corp.
CRAWLIN' KINGSSNAKE
Composer: W. Glasco
Publishers: Arc Music Corp.
Olivia Publishing Co.

• **Best Original Score**

Written for a Motion Picture
SHAFT
Composer: Isaac Hayes
Publisher: East/Memphis Music Corp.

• **Best Recording for Children**

**BILL COSBY TALKS TO KIDS
ABOUT DRUGS**
Publisher: Turtlehead Music, Inc.

• **Best Comedy Recording**

**LILY TOMLIN—THIS IS A
RECORDING**
Publisher: Omnipotent Publishing

• **Best Jazz Performance
by a Soloist**

• **Best Jazz Performance
by a Group**
THE BILL EVANS ALBUM
An album recorded by Bill Evans
and his trio and containing these
BMI-licensed works:
FUNKALLERO
WALTZ FOR DEBBIE
RE: PERSON I KNEW
Publisher: Acorn Music Corp.
T. T. T. (TWELVE TONE TUNE)
COMRADE CONRAD
Publisher: Orpheum Music Co., Inc.
THE TWO LONELY PEOPLE
SUGAR PLUM
Composer: All above, Bill Evans
Publisher: Bill Evans

• **Best Classical Performance—
Instrumental Soloist**

CONCERTO FOR GUITAR
Recorded by Julian Bream
Composer: Heitor Villa-Lobos
Publisher: Max Eschig (Paris)/
Associated Music Publishers, Inc.

BMI

All the worlds of music

for all of today's audience

STAR PERFORMER—Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.

Records Industry Association of America seal of certification as "million seller." (Seal indicated by bullet.)

For Week Ending April 8, 1972



Billboard

THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)
1	1	A HORSE WITH NO NAME	America (Ian Samwell), Warner Bros. 7555	35	39	SLIPPIN' INTO DARKNESS	War (Jerry Goldstein), United Artists 50867	70	71	JOSIE	Kris Kristofferson (Fred Foster), Monument 8536 (CBS)
2	2	HEART OF GOLD	Neil Young (Elliot Mazer & Neil Young), Reprise 1065	36	27	WE'VE GOT TO GET IT ON AGAIN	Addisi Brothers (Norbert Putnam), Columbia 4-45521	71	84	NUT ROCKER	Emerson, Lake & Palmer (Greg Lake), Cotillion 44151
3	10	THE FIRST TIME EVER I SAW YOUR FACE	Roberta Flack (Joel Dorn), Atlantic 2864	37	23	AIN'T UNDERSTANDING MELLOW	Jerry Butler & Brenda Lee Eager (Gerald Sims & Jerry Butler), Mercury 73255	72	89	MISTER CAN'T YOU SEE	Buffy Sainte Marie (Buffy Sainte Marie & Norbert Putnam), Vanguard 35151
4	6	I GOTCHA	Joe Tex (Buddy Killen), Dial 1010 (Mercury)	38	59	HELP ME MAKE IT THROUGH THE NIGHT	Gladys Knight & the Pips (Johnny Bristol), Soul 35394 (Motown)	73	90	AM I LOSING YOU	Partridge Family starring Shirley Jones & featuring David Cassidy (Wes Farrell), Bell 45-200
5	9	ROCKIN' ROBIN	Michael Jackson (Mel Larson & Jerry Marcellino), Motown 1197	39	30	TAKE A LOOK AROUND	Temptations (Norman Whitfield), Gordy 7115 (Motown)	74	74	YOUR PRECIOUS LOVE	Linda Jones (J. Robinson & G. Harris), Turbo 021 (All Platinum)
6	3	PUPPY LOVE	Donny Osmond (Mike Curb & Don Costa), MGM 14367	40	40	KING HEROIN	James Brown (James Brown), Polydor 14116	75	80	YOU COULD HAVE BEEN A LADY	April Wine (Ralph Murphy) Big Tree 133 (Bell)
7	4	MOTHER AND CHILD REUNION	Paul Simon (Roy Halee/Paul Simon), Columbia 4-45547	41	43	TINY DANCER	Elton John (Gus Dudgeon), Uni 55318 (MCA)	76	81	I HAD IT ALL THE TIME	Tyrone Davis (Willie Henderson) Dakar 4501 (Brunswick)
8	8	JUNGLE FEVER	Chakachas (Roland Kluger), Polydor 15030	42	88	BACK OFF BOOGALOO	Ringo Starr (George Harrison), Apple 1849	77	82	LEGEND IN YOUR OWN TIME	Carly Simon (Paul Samwell-Smith) Elektra 45774
9	11	IN THE RAIN	Dramatics (Tony Hester under the supervision of Don Davis), Volt 4075	43	37	COULD IT BE FOREVER	David Cassidy (Wes Farrell), Bell 45-187	78	79	HEARSAY	Soul Children (Jim Stewart & Al Jackson), Stax 0119
10	5	LION SLEEPS TONIGHT	Robert John (Hank Medress & Dave Appell), Atlantic 2846	44	34	GLORY BOUND	Grass Roots (Steve Barri), Dunhill 4302	79	83	COTTON JENNY	Anne Murray (Brian Aherne), Capitol 3260
11	14	BETCHA BY GOLLY, WOW	Stylists Featuring Russell Thompkins Jr. (Thom Bell), Avco 4591	45	47	CHANTILLY LACE	Jerry Lee Lewis (Jerry Kennedy), Mercury 73273	80	—	OH GIRL	Chi-Lites (Eugene Records) Brunswick 55471
12	19	DAY DREAMING	Aretha Franklin (Jerry Wexler-Tom Dowd-Arif Mardin), Atlantic 2866	46	50	SON OF MY FATHER	Giorgio (Stop International Prod.), Dunhill 4304	81	86	WALK IN THE NIGHT	Jr. Walker & the All Stars (Johnny Bristol), Soul 35095 (Motown)
13	16	A COWBOY'S WORK IS NEVER DONE	Sonny & Cher (Sonny Bono & Snuff Garrett), Kapp 2163 (MCA)	47	48	HEARTBROKEN BOPPER	Guess Who (Jack Richardson for Nimbus 9), RCA 74-0659	82	85	ASK ME WHAT YOU WANT	Millie Jackson (Raeford Gerald & Don French), Spring 123 (Polydor)
14	17	ROUNDAABOUT	Yes (Yes and Eddie Offord), Atlantic 2854	48	61	RUN, RUN, RUN	Jo Jo Gunne (Jo Jo Gunne), Asylum 11003 (Atlantic)	83	—	WHAT'D I SAY	Rare Earth (Rare Earth) Rare Earth 5043
15	15	ROCK AND ROLL LULLABY	B. J. Thomas (Steve Tyrell-Al Gorgoni), Scepter 12344	49	49	AFRO STRUT	Nite-Lites (Fuqua III Productions), RCA 74-0591	84	—	I SAW THE LIGHT	Todd Rundgren (Todd Rundgren) Bearsville 0003 (Warner Bros)
16	13	THE WAY OF LOVE	Cher (Snuff Garrett), Kapp 215B (MCA)	50	28	RUNNIN' AWAY	Sly & the Family Stone (Sly Stone), Epic 5-10829 (CBS)	85	87	JAMBALAYA	Nitty Gritty Dirt Band (William E. McEuen), United Artists 50890
17	7	WITHOUT YOU	Nilsson (Richard Perry), RCA 74-0604	51	53	ROCK AND ROLL	Led Zeppelin (Jimmy Page), Atlantic 2865	86	92	TO GET TO YOU	Jerry Wallace (Joe Johnson), Decca 32914 (MCA)
18	12	EVERYTHING I OWN	Bread (David Gates), Elektra 45765	52	55	TAXI	Harry Chapin (Jac Holzman), Elektra 45770	87	94	JUBILATION	Paul Anka (Johnny Harris) Buddah 294
19	26	TAURUS	Dennis Coffey and the Detroit Guitar Band (Mike Theodore), Sussex 233 (Buddah)	53	57	CANDY MAN	Sammy Davis Jr. (Mike Curb & Don Costa),	88	96	EVERYTHING GOOD IS BAD, EVERYTHING BAD IS GOOD	100 Proof (Aged in Soul) (Greg Perry & General Johnson), Hot Wax 7202
20	18	DOWN BY THE LAZY RIVER	Osmonds (Michael Lloyd & Alan Osmond), MGM 14324	54	38	NO ONE TO DEPEND ON	Santana (Santana), Columbia 4-4552	89	—	LOVE THEME FROM "THE GODFATHER"	Andy Williams (Dick Glasser) Columbia 4-45579
21	22	GIVE IRELAND BACK TO THE IRISH	Wings (The McCartneys), Apple 1847	55	65	HOT ROD LINCOLN	Commander Cody & His Lost Planet Airmen (Bob Cohen & Commander Cody) Paramount 0146 (Famous)	90	—	ME AND JULIO DOWN BY THE SCHOOLYARD	Paul Simon (Roy Halee/Paul Simon) Columbia 4-45585
22	25	CRAZY MAMA	J. J. Cale (Audie Ashworth), Shelter 7314 (Capitol)	56	46	NOW RUN AND TELL THAT	Denise LaSalle (Crajon Ent.), Westbound 201 (Chess/Janus)	91	91	ROCKIN' WITH THE KING	Canned Heat (Skip & Jim Taylor), United Artists 50892
23	24	(The Day I Lost You Was) THE DAY I FOUND MYSELF	Honey Cone (Staff), Hot Wax 7113 (Buddah)	57	60	MONEY RUNNER	Quincy Jones (Quincy Jones), Reprise 1072	92	95	ALL HIS CHILDREN	Charley Pride (Jack Clement), RCA 74-0624
24	41	DOCTOR MY EYES	Jackson Browne (Richard Sanford Orshoff), Asylum 11004 (Atlantic)	58	67	LET'S STAY TOGETHER	Isaac Hayes (Isaac Hayes) Enterprise 9045 (Stax/Volt)	93	93	YOU ARE THE ONE	Sugar Bears (Jimmy Bowen), Big Tree 122 (Bell)
25	35	VINCENT	Don McLean (Ed Freeman), United Artists 50887	59	62	BE MY LOVER	Alice Cooper (Bob Ezrin), Warner Bros. 7568	94	—	EVE	Jim Capaldi (Chris Blackwell & Jim Capaldi) Island 1204 (Capitol)
26	42	BABY BLUE	Badfinger (Todd Rundgren) Apple 1844	60	63	WAKING UP ALONE	Paul Williams (Michael Jackson), A&M 1325	95	97	WALKING IN THE RAIN WITH THE ONE I LOVE	Love Unlimited (Barry White), Uni 55319 (MCA)
27	36	THE FAMILY OF MAN	Three Dog Night (Richard Podolor) Dunhill 4306	61	78	MORNING HAS BROKEN	Cat Stevens (Paul Samwell-Smith), A & M 1335	96	—	YOU WERE MADE FOR ME	Luther Ingram (Johnny Baylor) Koko 2110 (Stax/Volt)
28	29	EVERY DAY OF MY LIFE	Bobby Vinton (Jimmy Bowen), Epic 5-10822 (CBS)	62	64	LOUISIANA	Mike Kennedy (Alain Milhaud), ABC 11309	97	100	SYLVIA'S MOTHER	Dr. Hook and the Medicine Show (Ron Haffkine), Columbia 4-45562
29	32	SUAVECITO	Melo (David Rubinson), Warner Bros. 7559	63	—	I'LL TAKE YOU THERE	Staple Singers (Al Bell) Stax 0125	98	98	SIMPLE SONG OF FREEDOM	Buckwheat (Andy DiMartino), London 176
30	31	DO YOUR THING	Isaac Hayes (Isaac Hayes), Enterprise 9042 (Stax/Volt)	64	77	(Last Night) I DIDN'T GET TO SLEEP AT ALL	5th Dimension (Bones Howe), Bell 45-195	99	99	SCHOOL TEACHER	Kenny Rogers & the First Edition (Kenny Rogers), Reprise 1069
31	20	PRECIOUS & FEW	Climax (Larry Cox), Rocky Road 30,055 (Bell)	65	72	POOL OF BAD LUCK	Joe Simon (Staff) Spring 124 (Polydor)	100	—	DON'T EVER TAKE AWAY MY FREEDOM	Peter Yarrow (Phil Ramone & Milt Okun) Warner Bros. 7567
32	51	JUMP INTO THE FIRE	Nilsson (Richard Perry), RCA 74-0673	66	66	CHEER	Potliquo (Jim Brown), Janus 179				
33	44	LOOK WHAT YOU DONE FOR ME	Al Green (Willie Mitchell) Hi 2211 (London)	67	75	LAY-AWAY	Isley Brothers (R., O. & R. Isley),				
34	21	BANG A GONG (Get It On)	T. Rex (Tony Visconti), Reprise 1032	68	73	NICE TO BE WITH YOU	Gallery (Mike Theodore & Dennis Coffey), Sussex 232 (Buddah)				
				69	70	LIVING WITHOUT YOU	Manfred Mann's Earth Band (David Mackay), Polydor 14113				

HOT 100 A-Z - (Publisher - Licensee)

Afro Strut (Dunbar, BMI)	49	Cheer (Flypaper, BMI)	66	Eve (Freedom Songs, ASCAP)	94	Help Me Make It Through The Night (Combine, BMI)	38	Jungle Fever (Intersong, USA/Chappell, ASCAP)	8	Morning Has Broken (Irving, BMI)	61	Rockin' Robin (Records, BMI)	5	Vincent (Mayday/Yahwoh Tunes, BMI)	25
Ain't Understanding Mellow (Butler/Chappell, ASCAP)	37	Cotton Jenny (Early Morning, CAPAC)	79	Every Day of My Life (Miller, ASCAP)	28	A Horse With No Name (WB, ASCAP)	1	King Heroin (Dynatone/Belinda, BMI)	40	Mother and Child Reunion (Charing, Cross, BMI)	7	Rockin' With the King (Unart/Payton, BMI)	91	Walk In the Night (Jobete, BMI)	81
All His Children (Leeds, ASCAP)	92	Could It Be Forever (Pocketful of Tunes, BMI)	43	Everything Good Is Bad, Everything Bad Is Good (Gold Forever, BMI)	88	Hot Rod Lincoln (4 Star, BMI)	55	Lay-Away (Triple Three, BMI)	67	Nice to Be With You (Interior, BMI)	68	Run, Run, Run (Hollenbeck, BMI)	48	Walkin' in the Rain With the One I Love (January/SaVette, BMI)	95
Am I Losing You (Screen Gems-Columbia, BMI)	73	Day Dreaming (Pandit, BMI)	12	Give Ireland Back to the Irish (Maclean/Kidney Punch, BMI)	21	(Last Night) I Didn't Get to Sleep at All (January, BMI)	64	Legend in Your Own Time (Quackenbush, ASCAP)	77	No One to Depend On (Peteo, BMI)	54	Runnin' Away (Stone Lover, BMI)	50	Waking Up Alone (Alme, ASCAP)	60
Ask Me What You Want (Willie-Du/Bill-Lee/Gaucho/Belinda, BMI)	82	Day Dreaming (Pandit, BMI)	12	I Had It All the Time (Julio-Brian, BMI)	18	Let's Stay Together (Joe, BMI)	58	Let's Stay Together (Joe, BMI)	58	Now Run and Tell That (Ordona/Bridgeport, BMI)	56	School Teacher (Mar-Ken, BMI)	99	The Way of Love (Chappell, ASCAP)	98
Baby Blue (Apple, ASCAP)	26	Do Your Thing (East/Memphis, BMI)	42	I Saw the Light (Earmark/Screen Gems-Columbia, BMI)	27	Lion Sleeps Tonight (Folkways, BMI)	76	Let's Stay Together (Joe, BMI)	58	Nut Rocker (Room Seven, BMI)	71	Slippin' into Darkness (Hudson Bay, BMI)	35	We've Got to Get It on Again (Key, BMI)	36
Back Off Boogaloo (Starling, BMI)	42	Do Your Thing (East/Memphis, BMI)	42	I'll Take You There (East/Memphis, BMI)	3	Louisiana (Wingate, ASCAP)	63	Love Theme From "The Godfather" (Famous, ASCAP)	89	Oh Girl (Julio-Brian, BMI)	80	Son of My Father (Trousdale, BMI)	46	What'd I Say (Progressive, BMI)	83
Bang a Gong (Get It On) (Tro-Essex, ASCAP)	34	Doctor My Eyes (Open Window/Companion, BMI)	30	Jambalaya (Rose, BMI)	85	Love Theme From "The Godfather" (Famous, ASCAP)	89	Me and Julio Down by the Schoolyard (Charing Cross, BMI)	69	Puppy Love (Spanka, BMI)	6	Suavecito (Centerbury, BMI)	29	Without You (Apple, ASCAP)	17
Be My Lover (Ezra, BMI)	59	Don't Ever Take Away My Freedom (Marty Beth, ASCAP)	10	Josie (Resaca, BMI)	70	Me and Julio Down by the Schoolyard (Charing Cross, BMI)	69	Mister Can't You See (Acuff-Rose, BMI)	72	Rock and Roll Lullaby (Sumner-Hill Songs/Screen Gems-Columbia, BMI)	51	Sylvia's Mother (Evil Eye, BMI)	97	You Are the One (Town Crier, BMI)	93
Betcha By Golly, Wow (Bellboy/Assorted, BMI)	11	Down by the Lazy River (Koloh, BMI)	20	Jump into the Fire (Blackwood, BMI)	47	Money Runner (Pawnbroke, ASCAP)	57	Rock and Roll Lullaby (Sumner-Hill Songs/Screen Gems-Columbia, BMI)	57	Simple Song of Freedom (Buckwheat, BMI)	176	Take a Look Around (Jobete, BMI)	39	You Could Have Been a Lady (Buddah, ASCAP)	75
Candy Man (Taradam, BMI)	53									Suavecito (Centerbury, BMI)	29	Taxi (Story Songs, ASCAP)	52	You Were Made for Me (Kagi, BMI)	96
Chantilly Lace (Glad, BMI)	45									Tiny Dancer (James, BMI)	41	Your Precious Love (Conrad, BMI)	74		

Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.

isn't life strange!

The new single from the Moody Blues.



67009

Judge Denies NBC, ABC Motion Bid

NEW YORK — Federal Court judge Morris E. Lasker, has denied a motion for a summary judgment by two defendants in the \$77,000,000 suit of Broadcast Music, Inc., (BMI) against Columbia Broadcasting Systems (CBS), American Broadcasting Co., (ABC), National Broadcasting Co., (NBC), and the American Society of Composers, Authors and Publishers (ASCAP).

The two networks, NBC and ABC, had been charged along with ASCAP and CBS, with violations of the antitrust laws, breach

of contract and fraud, had sought summary judgment in the case pursuant to Rule 56, F.R. Civ. P. ABC had also moved that in the event its motion for summary judgment was granted, the state law contract claim against it be dismissed.

Alternatively, ABC had moved that if its application for summary judgment was denied, the antitrust claim should be severed for trial and discovery be limited to that cause of action in the first instance.

In discussing his decision to dismiss the motion, for Summary Judgment, Lasker said the networks' move was predicated on the proposition that on the record before the court the only permissible inference that may be drawn is that the payment to ASCAP were prompted by business considerations.

"However," he continued, "without indicating any view, and we hold none, we disagree that it will be impossible as a matter of law for BMI to prove that the payments were made as part of a conspiracy in violation of law."

He added, "The network's positions on these motions do not eliminate factual issues, but, to the contrary, simply establish factual questions on the material proposition of motive."

"Although the explanations that NBC and ABC offer for the payments may constitute valid defenses, it is impossible, on the basis of the record before us, to determine that all possibility of illegal motive is disproved."

According to the original suit, filed by BMI in January, 1970, CBS, NBC and ABC agreed, in 1969, to pay ASCAP, "extraordinary" payments, as part of a conspiracy to drive BMI out of business.

It also alleged that ASCAP's purpose in entering into the conspiracy, was to regain its former monopoly as a licensing agent in the music industry, by using the payment from the networks to lure away BMI affiliates and thereby obtain greater royalties from users of music.

Although denying the motion for summary judgment, Lasker decided to sever the antitrust claim from other aspects of the BMI suit. He said, "It would be unfair at this point to permit BMI to gain access to ABC's and NBC's books and documents and thereby perhaps allow BMI to achieve a competitive advantage."

James Bracken Dies; r&b Vet

CHICAGO—The death recently of James Bracken, co-founder with his wife, Vivian Carter Bracken, of Vee Jay Records, saddened people in all phases of the record-tape business here. Comments and recollections about Bracken, who was 63, leave no doubt as to his pioneering influence in soul and pop music.

The Bracken's label grew out of Vivian's Record Shop, opened in Gary, Ind., in the early 1950's and spanned a music era of just over a dozen years during which rhythm & blues emerged as a force in the industry with Vee Jay reaching a peak in 1964 prior to a series of administrative and legal entanglements resulting in its shuttering in mid-1966.

Mrs. Bracken, known professionally as Vivian Carter, is working at two stations now: WHCA (Gary, Ind.) and WGRT (locally). She started in radio at WGRY in Gary.

Artists who achieved prominence on Vee Jay included the Spaniels, Jimmy Reed, El Doradoes, Impressions with Curtis Mayfield and Jerry Butler, Gene Chandler, Dee Clark, Wade Hemon, Eddie Harris, the 4 Seasons and several spiritual acts.



BATDORF & RODNEY are hosted at New York's Bitter End by Atlantic Records. The duo performed various selections from their debut album for the label, "Off the Shelf." From left are John Batdorf; Dick Kline, Atlantic's national pop promotion director; Gary Cohen, editor of the College Radio Report; Vince Faraci, Atlantic's national custom labels promotion director; Gunter Hauer, the company's college promotion director; and Mark Rodney. "Can You See Him," the act's new single, was recently released.

Thiele: Indie in New Maturity

• Continued from page 1

only road for the indie manufacturer these days is to the indie distributor, who right now is hungry for good lines and looking to do a job.

"With an independent distributor, I now know day to day what's going on, what's moving. And the distributors themselves will be in touch with other independents to let them know if a record is breaking."

Citing one example—Schwartz Bros. in the Washington-Philadelphia area—Thiele reported that through the efforts of individual promotion men personal visits have been arranged for Flying Dutchman artists, Leon Thomas, Gato Barbieri and black poet Gil Scott Heron in these areas.

He also reports sales figures of 7,000 in two weeks in Washington-Philadelphia for the "Pieces of a Man" album by Scott Heron. He commented: "This is such an encouraging reaction that we have delayed release of Scott Heron's second album to concentrate on this one, which was originally issued last November."

"I've also observed a greater percentage of young black promotion men in the independent distribution companies... people who are tuned into the soul-jazz scene. It wasn't always so and it's a considerable improvement."

Employers Find

• Continued from page 3

stock easily," the distribution chief stated.

The executive and owner of the distributorship pointed out how the employment of the two exceptional young men upgraded the human relations in his own warehouse. "It has improved the human point of view of everybody in our warehouse from the boss on down."

Sly Will Appear

• Continued from page 3

puses. Booking of Sly & the Family Stone was made through William Morris Agency, Inc.

Also featured in the concert will be Ruth Copeland, Invictus Records artist, and Shawn Phillips, A&M Records artist.

A general admission price of \$3 has been set for all three campuses. A portion of the box-office receipts will be remitted to the schools for contribution to the universities scholarship funds.

Alice Cooper & WB Sued

LOS ANGELES — Bizarre Prodn. and Straight Records, operated by personal manager Herb Cohen here, have started suit in Superior Court here against Alice Cooper and Warner Bros. records, charging contract violations and seeking damages.

Complaint, filed by Maurice J. Attie of Cohen & Boyle, claims that Michael Bruce, Glen Borton, Dennis Dunaway, Vince Furnier and Neal Smith of Alice Cooper signed a Bizarre pact which called for Bizarre to acquire two-thirds of eight songs, which were released in the group's best-selling album, "Killer." Suit claims group appropriated songs for their own use and asks \$100,000 general damages and \$500,000 punitive and exemplary damages. Suit also seeks damages from WB records, for

whom Alice Cooper recorded the songs in 1971.

Suit also claims that WB records violated a recording contract that Straight records had with Alice Cooper when WB signed an exclusive pact with the group in mid-1971. It is contended that Alice Cooper's going with WB records hurt Straight records internationally with its BMI global commitment, in that EMI lost the group because WB distributed through a different organization. Suit contends, too, that WB violated its Dec. 11, 1969, agreement with Straight by not properly identifying Straight records' connection with album products derived from that label as per the contract.

SURGERY OK FOR H. LONG

NASHVILLE—Hubert Long, president of Hubert Long Int'l here, underwent brain surgery Wednesday at Mid-State Baptist Hospital Wednesday (29). He was stricken Saturday (25). His condition is satisfactory.

New Riders LP to Tie With Tour

NEW YORK — Columbia Records is readying release of a second album by the New Riders of the Purple Sage to coincide with the group's upcoming East Coast tour. The album is titled "Powerglide."

Following a date at the Academy of Music in New York on May 2-3, the New Riders are set for several major concerts in Europe, two with the Grateful Dead.

New Label of Starday-King

NEW YORK — A new label, Good Medicine, has begun operations in New York and Nashville. Good Medicine is a joint venture of Starday-King executives Hal Neely, Jerry Lieber, Mike Stoller and Freddie Bienstock, and producer-arranger-composer Thomas Jefferson Kaye.

The first product from the new company is "Collection Box" b/w "Hound Dog," by White Cloud, a New York-based group of which Kaye is a member. White Cloud's initial album for Good Medicine is set for April release.

Starday-King holds exclusive rights to worldwide distribution of all Good Medicine releases.

Unlicensed Duplicators Aid Backing of New Disk Label

• Continued from page 1

R&B also will be a strong part of the operation. One producer already has been retained, Des Maris, and others will be added.

Don Hauser, one of the veterans of the radio and record industry here, will handle promotion for the new company. Bob Rudolph, formerly with Monument, will take over sales.

The new company has 20 equal investors. Among them are Autry Inman, David Grigsby, Bill Wilbourne, Gary Murphy, Boyce Edwards and Cliff Tent.

Inman and his partners in another group of operations were subjects of a lawsuit filed last week in Chancery Court in Gallatin, Tenn. A former partner, Joe B. Shrum Jr., accused them of breach of contract. After the suit was filed, Attorney Eugene Jarrud of Cookeville, Tenn., representing the plaintiff, said a cash settlement had been reached during conferences with the defendants, and that the case was getting a "volunteer dismissal."

Shrum Sues

Shrum had sued Inman, Inman Enterprises, Rackers, Inc., Alabama Custom Tape, the Tennessee Custom Tape Corp., National Custom Tape Services, Independent Distributing Co., National Merchandising Co., Inc., and Tape Merchandising Association of America. In two separate complaints, he had asked for a total of \$800,000 in damages. The individuals named in the suit, aside from Inman, were Chester Watkins, James Patrick, Douglas Martin, Charles Riggsby and Herman Clark.

It was the second time around in recent litigation for some of them. In April, 1971, Attorney William Castleman, acting on behalf of Columbia, Mercury and Stax Records, went into the same Chancery Court seeking a temporary and then a permanent restraining order enjoining Inman, Independent Distribut-

ing Co., National Custom Tape Services and International Tape Custom Service from doing any further business in the state of Tennessee. Charging that they were illegal tape duplicators, Castleman was successful last October, following a hearing, in shutting down the operation at nearby Hendersonville, Tenn. The permanent restraining order from Chancellor Edward Turner, enjoined Inman, other individuals, other proprietorships, partnerships and corporations with which he was involved at the time from further tape duplication. Castleman said the restraining order likely would apply in all states, although the laws would vary in some.

Hill, when he purchased Stop last year, said he would seek a way to deal directly with the dealer. He said the only way he could do this, as things developed, was to work with rackers already established who were willing to invest in the corporation.

IMIC on Cassette

• Continued from page 1

price of \$85 will be offered at IMIC and that will be the price for each unit if quantities of 10 or more are ordered after the conference.

The cassettes should be ready for delivery two weeks after the conference.

Taping the seminars will free registrants from bringing their own tape equipment and will allow persons who were unable to attend to learn the salient points of each seminar.

Each tape will be introduced by a professional announcer explaining the significance of each session and pointing out the key points to listen for.

Magtec will take three people to IMIC to work on the project and it will have a sales booth to take advance orders.

Good Radio Response To Col Oldies

NEW YORK — "20 Years of Hits," a nine-LP package of top 10 records scored by Columbia Records during the past 20 years, is receiving encouraging response from radio personnel, reports Columbia Records national promotion manager Steve Popovich.

The set of albums, all classic oldies, was sent to CBS distributors recently and is now being distributed to radio stations. It was assembled by CBS promotion executive Jim Brown over a period of six months and those radio stations not receiving a set can write Brown. Liner notes, detailing a comprehensive history behind each individual hit tune, were written by Joe Taras of Billboard.

So far, the set has not been made available on a commercial basis, but Popovich said there was a lot of interest in making the set available to record retailers.

Pact Helps Output

• Continued from page 1

AFM, results of the vote will be known in about two weeks. Eligible to vote are nearly 4,000 musicians who have earned a minimum of \$1,000 from recording in the calendar year 1971.

Davis Heads Team

Labels accounting for most of the recordings produced in the U.S. and Canada participated in the negotiations. Davis headed the Federation's negotiating team, which included the union's general counsel, Henry Kaiser; Victor Fuentealba, vice president; J. Alan Wood, vice president from Canada; Stanley Ballard, secretary-treasurer; and David Winstein, executive officer. The AFM team also was comprised of musicians who perform record dates ranging from classical to rock; spokesmen for members active in music preparation; and officers and representatives of Federation locals in New York, Los Angeles, Chicago, Cleveland, Nashville and Montreal.

If approved, the contract will be retroactive to April 1, 1972.

The previous three-year contract between the AFM and the record companies expired March 31.

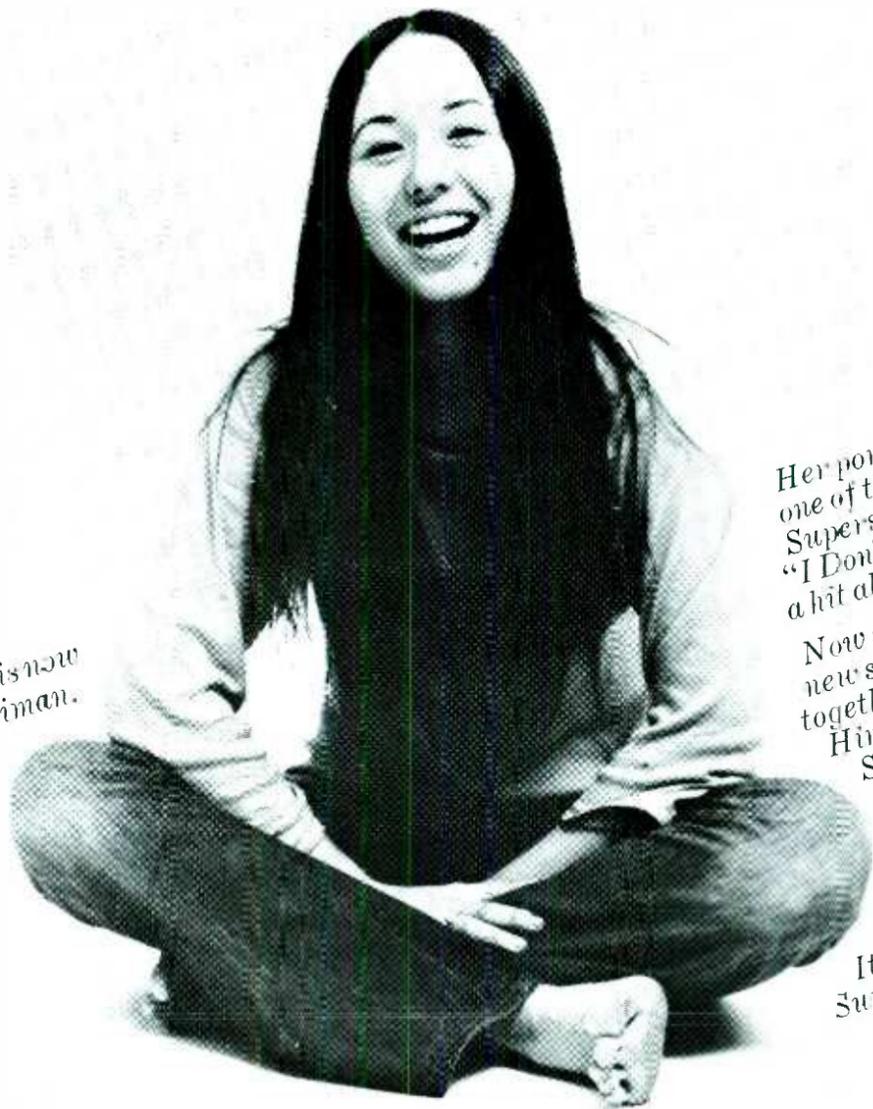
The American Arbitration Association will count the ballots.

Jones/Lewis Unit to Russia

NEW YORK — The Thad Jones/Mel Lewis Jazz Orchestra will tour Russia for five weeks, beginning Saturday (1), under the auspices of the U.S. State Department.

The 17-piece aggregation, which features two vocalists, will travel to Moscow, Leningrad, Kiev and other major Soviet cities. Abby Hoffer, of International Famous Agency, is handling arrangements for the trip.

An unforgettable Mary Magdalene is now
the unforgettable Yvonne Elliman.



Her portrayal of Mary Magdalene is
one of the high points of Jesus Christ
Superstar. And her definitive version of
"I Don't Know How To Love Him" has been
a hit all over the world.

Now she has her own album, containing her
new single "Can't Find My Way Home,"
together with "I Don't Know How To Love
Him." And songs by Dave Mason,
Stephen Stills, Gilbert O'Sullivan, Marc
Benno, and herself.

It's also the first album Tim Rice and
Andrew Lloyd Webber have produced
together since Superstar.
It's something special from a
Superstar's star.



DL 75341



On Decca Records and Tapes.

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