1975-76 Billboard
international buyer's guide

International Sales Wrapup
A Wholesale's Who's Who
Where to Find a Recording Producer
A To Z Disk-Tape Manufacturers
Where To Buy Sheet Music
Music Publisher’s Who’s Who
Societies, Organizations, Associations
Pressing Plants, Tape Duplicators,
How You Find a Needle, Carrying Case, Whatever
Publicity Firms, Mailing Services, Labeling Machines

Section 2
September 20, 1975
Billboard Subscription Order
P.O. Box 2156, Radnor, Pa. 19089

**Continental U.S. & Canada**
- 3 years (156 issues) $110
- 2 years (104 issues) $85
- 1 year (52 issues) $50
- 1 year via Air Mail $100
- 6 months (26 issues) $30

**Payment Enclosed**

- Card No.
- Card Expires
- Master Charge
- Bank No. Required

**Rates outside Continental U.S. and Canada:**
- Hawaii and Puerto Rico (via Air Jet) $75
- Mexico, Caribbean, Central America (via Air Jet) $85
- Alaska (available via Air Mail only) $100

- Continental Europe and Great Britain (via Air Jet) $105
- South America, Africa, USSR, Japan, New Zealand, Australia, Asia, Pacific, all others (via Air Jet) $110

**Important**

Please Indicate Nature of Business
- 02 Independent record and/or tape store
- 03 Audio/high fidelity/stereo dealer
- 04 Radio-TV appliance store
- 05 Auto Tape Center
- 06 Department Store
- 07 Mass Merchandiser
- 11 Rack jobbers, record & tape distributors, one stop, juke box operators, exporters & importers of records & tapes
- 21 Radio-TV station management, music & program directors, station librarians, air personalities
- 22 Discoteques & their programmers
- 31 Manufacturers of records, tapes & accessories, videocassettes, video-recordings, playback hardware, juke boxes, recording studios and professional equipment
- 41 Recording artists, performers, attorneys, agents, managers & buyers of talent
- 50 Schools, Colleges, Public Libraries, Audiophiles
- 51 Investment houses, banks, government and/or embassy officials
- 52 Music publishers, song writers, performing unions, licensing and performance rights organizations
- 53 Writers and reviewers, public relations, newspaper and magazine executives
- 54 Other

Name

Company

Address (☐ business ☐ home)

City State/Province/Country Zip

Signature ☐ new ☐ renewal

☐ I do not wish to receive industry related promotional mail.

50914

---

Billboard Subscription Order
P.O. Box 2156, Radnor, Pa. 19089

**Important**

Please Indicate Nature of Business
- 02 Independent record and/or tape store
- 03 Audio/high fidelity/stereo dealer
- 04 Radio-TV appliance store
- 05 Auto Tape Center
- 06 Department Store
- 07 Mass Merchandiser
- 11 Rack jobbers, record & tape distributors, one stop, juke box operators, exporters & importers of records & tapes
- 21 Radio-TV station management, music & program directors, station librarians, air personalities
- 22 Discoteques & their programmers
- 31 Manufacturers of records, tapes & accessories, videocassettes, video-recordings, playback hardware, juke boxes, recording studios and professional equipment
- 41 Recording artists, performers, attorneys, agents, managers & buyers of talent
- 50 Schools, Colleges, Public Libraries, Audiophiles
- 51 Investment houses, banks, government and/or embassy officials
- 52 Music publishers, song writers, performing unions, licensing and performance rights organizations
- 53 Writers and reviewers, public relations, newspaper and magazine executives
- 54 Other

50915
Editorial

Publisher & Editor-in-Chief: Lee Zito (L.A.)
Editor Emeritus: Paul Ackerman (L.A.)
Managing Editor: Eliot Tiegel (L.A.)

EDITORIAL STAFF

EDITOR: Earl Paige
Manager of Directory Services: John P. Hays
Assistant Manager of Directory Services: Robert Hudoba
Directory Editors: Bill Lee, Robert Hudoba, Roy Crosthwaite, Sheila Patterson, Jonathan Braude
Art: D. Daniel Chapman, Steve R. Brown

EXECUTIVE EDITORIAL BOARD

Lee Zito, Eliot Tiegel, Claude Hall, John Sippel, Mildred Hall, H. Horowitz, Paul Ackerman

EDITORS

Classical & International: Bob Sobel (N.Y.); Copy: Dave Dexter (L.A.); Country & Gospel: Colleen Clark, Editorial Assistant; Country West Coast: Bob Knich (L.A.); Latin: Jim Melanson (N.Y.); Marketing: John Sippel (L.A.); Radio-Television Programming & Billboard Radio Programming Conference Director: Claude Hall (L.A.); Record Reviews: Bob Knich (L.A.); Special Issues: Earl Paige (L.A.); Talent: Nat Freedland (N.Y.); Tape/Audio/Video: Stephen Traiman (N.Y.); Associate Tape/Audio/Video: Radcliffe Joe (N.Y.)

NEWS BUREAUS & REGIONAL OFFICES

Chicago, Ill. 60606: 150 N. Wacker Dr., Area Code 312, C66-9181, Editorial, Anne Duston; Sales, Bill Kanzer-Cincinnati, Ohio 45214, 2160 Patterson St., Area Code 513, 381-6450-London: 7 Carnaby St., London W1. Tel: 01-2621013; Tel: 437-4090; Cable: Billboard London, Bureau Chief, Mike Hanham-Milan: Piazzale Loreto 9, Milan, Italy. Tel: 28.29-158; Bureau Chief, Gerardo Ruscelli, Cable: Billboard Milan-Nashville, Tenn. 37203, 1717 West End Ave., Area Code 615, 329-3925, Editorial, Colleen Clark; Sales, John McCarty-New York, N.Y. 10036: 1 Astor Plaza, Area Code 212, 764-7300; Bureau Chief, J. Horowitz-Yokohama: Hidoshi-chi, Kohoku-ku, Yokohama 223. Tel: 044-61-6665; Bureau Chief, Hideo Eguchi-

FOREIGN CORRESPONDENTS


Sales

Director of Sales: Peter Heine (L.A.)
Assistant Sales Director: Steve Lapin (L.A.)
Eastern Sales Manager: Ron Willman (N.Y.)
National Talent Coordinator: Bill Moran (L.A.)
Production Manager: John Halloran (L.A.)
Classified Advertising Manager: Murray Doff (N.Y.)
Circulation Manager: Jack Sherman (N.Y.)

MARKETING SERVICES

Director, Marketing Services: Bill Wardlow (L.A.)
Chart Manager: Bob White (L.A.)

PUBLISHING

Associate Publisher: Brian Wardlow
Business Manager: Pete Heine
Special Projects: Andrew Cisda (N.Y.)
Production Coordinators: Ward Meehlin, Val Karches (Cincy)

SALES REGIONAL OFFICES


INTERNATIONAL SALES


BILLBOARD PUBLICATIONS, INC.

President: W. D. Littlefield; Senior Vice Presidents: corporate development, Joel Novak; administration, David Lunsford; Vice president, director of sales: Maynard L. Reuter; Divisional vice presidents: Jules Peru; American Artist; Watson-Coplitt, Whitney Group; Most Valuable, international operations; Secretary, Ernest Lorch; Assistant Secretary: John Ross; Treasurer: Lawrence Gatloh, President, Music Lab (point venture): Ben Okano.

The microfilm edition of Billboard is available from the KTO Microform, Route 100, and Millwood, N.Y. 10546. For details, contact the company, at the above address.


# CONTENTS

<table>
<thead>
<tr>
<th>Category</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Record Manufacturers</td>
<td>16</td>
</tr>
<tr>
<td>Independent Record Producers</td>
<td>55</td>
</tr>
<tr>
<td>U.S. Music Publishers</td>
<td>64</td>
</tr>
<tr>
<td>U.S. Sheet Music Jobbers &amp; Suppliers</td>
<td>108</td>
</tr>
<tr>
<td>U.S. Record &amp; Tape Wholesalers</td>
<td>110</td>
</tr>
<tr>
<td><strong>Services for the U.S. Music—Record—</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Tape Industry</strong></td>
<td>154</td>
</tr>
<tr>
<td>Associations &amp; Professional Organizations</td>
<td>154</td>
</tr>
<tr>
<td>Design &amp; Artwork</td>
<td>155</td>
</tr>
<tr>
<td>Direct Mail Service</td>
<td>159</td>
</tr>
<tr>
<td>Licensing Organizations, Music</td>
<td>162</td>
</tr>
<tr>
<td>Plating, Processing &amp; Pressing Plants</td>
<td>165</td>
</tr>
<tr>
<td>Printers &amp; Lithographers</td>
<td>169</td>
</tr>
<tr>
<td>Record Promotion</td>
<td>171</td>
</tr>
<tr>
<td>Tape Custom Duplicators</td>
<td>175</td>
</tr>
<tr>
<td>Tape Duplicator/Marketers</td>
<td>180</td>
</tr>
<tr>
<td>Tape Packaging &amp; Labeling</td>
<td>180</td>
</tr>
<tr>
<td><strong>Supplies for the U.S. Music—Record—</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Tape Industry</strong></td>
<td>182</td>
</tr>
<tr>
<td>Cartridge &amp; Cassette Manufacturers</td>
<td>182</td>
</tr>
<tr>
<td>Empty Cartridge, Cassette &amp; Reel Manufacturers</td>
<td>183</td>
</tr>
<tr>
<td>Envelope &amp; Mailer Manufacturers</td>
<td>182</td>
</tr>
<tr>
<td>Jacket &amp; Sleeve Manufacturers</td>
<td>185</td>
</tr>
<tr>
<td>Label Manufacturers</td>
<td>190</td>
</tr>
<tr>
<td>Polyethylene Bag Manufacturers</td>
<td>194</td>
</tr>
<tr>
<td>Record Processing Equipment Manufacturers/Importers</td>
<td>194</td>
</tr>
<tr>
<td>Tape, Raw &amp; Blank Loaded, Manufacturers</td>
<td>195</td>
</tr>
<tr>
<td>Tape Duplicating &amp; Processing Equipment Manufacturers</td>
<td>206</td>
</tr>
<tr>
<td>Importers</td>
<td></td>
</tr>
<tr>
<td><strong>Accessories Manufacturers</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Store Fixtures &amp; Merchandising Aids Manufacturers</strong></td>
<td>208</td>
</tr>
<tr>
<td><strong>Jukebox Manufacturers</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Jukebox Title Strip Manufacturers</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Tape Playback Equipment Manufacturers</strong></td>
<td></td>
</tr>
<tr>
<td><strong>International Music—Record Section</strong></td>
<td>226</td>
</tr>
<tr>
<td>Argentina</td>
<td>226</td>
</tr>
<tr>
<td>Australia</td>
<td>228</td>
</tr>
<tr>
<td>Austria</td>
<td>232</td>
</tr>
<tr>
<td>Bahamas</td>
<td>233</td>
</tr>
<tr>
<td>Belgium</td>
<td>234</td>
</tr>
<tr>
<td>Bermuda</td>
<td>236</td>
</tr>
<tr>
<td>Bolivia</td>
<td>237</td>
</tr>
<tr>
<td>Brazil</td>
<td>237</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>239</td>
</tr>
<tr>
<td>Canada</td>
<td>239</td>
</tr>
<tr>
<td>Chile</td>
<td>250</td>
</tr>
<tr>
<td>China</td>
<td>253</td>
</tr>
<tr>
<td>Colombia</td>
<td>253</td>
</tr>
<tr>
<td>Costa Rica</td>
<td>254</td>
</tr>
<tr>
<td>Cyprus</td>
<td>254</td>
</tr>
<tr>
<td>Czechoslovakia</td>
<td>255</td>
</tr>
<tr>
<td>Denmark</td>
<td>255</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>257</td>
</tr>
<tr>
<td>Ecuador</td>
<td>257</td>
</tr>
<tr>
<td>Egypt</td>
<td>258</td>
</tr>
<tr>
<td>El Salvador</td>
<td>258</td>
</tr>
<tr>
<td>England, see United Kingdom</td>
<td>258</td>
</tr>
<tr>
<td>Finland</td>
<td>258</td>
</tr>
<tr>
<td>France</td>
<td>260</td>
</tr>
<tr>
<td>German Democratic Republic (East)</td>
<td>269</td>
</tr>
<tr>
<td>German Federal Republic (West)</td>
<td>269</td>
</tr>
<tr>
<td>Greece</td>
<td>279</td>
</tr>
<tr>
<td>Guatemala</td>
<td>281</td>
</tr>
<tr>
<td>Holland, see Netherlands</td>
<td>283</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>281</td>
</tr>
<tr>
<td>Hungary</td>
<td>282</td>
</tr>
<tr>
<td>Iceland</td>
<td>283</td>
</tr>
<tr>
<td>India</td>
<td>283</td>
</tr>
<tr>
<td>Ireland</td>
<td>284</td>
</tr>
<tr>
<td>Israel</td>
<td>285</td>
</tr>
<tr>
<td>Italy</td>
<td>285</td>
</tr>
<tr>
<td>Jamaica</td>
<td>289</td>
</tr>
<tr>
<td>Japan</td>
<td>289</td>
</tr>
<tr>
<td>Kenya</td>
<td>314</td>
</tr>
<tr>
<td>Lebanon</td>
<td>314</td>
</tr>
<tr>
<td>Malaysia</td>
<td>314</td>
</tr>
<tr>
<td>Mexico</td>
<td>315</td>
</tr>
<tr>
<td>Netherlands</td>
<td>321</td>
</tr>
<tr>
<td>New Zealand</td>
<td>326</td>
</tr>
<tr>
<td>Nicaragua</td>
<td>327</td>
</tr>
<tr>
<td>Nigeria</td>
<td>327</td>
</tr>
<tr>
<td>Norway</td>
<td>328</td>
</tr>
<tr>
<td>Pakistan</td>
<td>329</td>
</tr>
<tr>
<td>Panama</td>
<td>329</td>
</tr>
<tr>
<td>Peru</td>
<td>329</td>
</tr>
<tr>
<td>Philippines</td>
<td>330</td>
</tr>
<tr>
<td>Poland</td>
<td>332</td>
</tr>
<tr>
<td>Portugal</td>
<td>332</td>
</tr>
<tr>
<td>Puerto Rico</td>
<td>333</td>
</tr>
<tr>
<td>Singapore</td>
<td>335</td>
</tr>
<tr>
<td>South Africa, Republic Of</td>
<td>336</td>
</tr>
<tr>
<td>Spain</td>
<td>338</td>
</tr>
<tr>
<td>Sudan</td>
<td>343</td>
</tr>
<tr>
<td>Surinam</td>
<td>343</td>
</tr>
<tr>
<td>Sweden</td>
<td>343</td>
</tr>
<tr>
<td>Switzerland</td>
<td>347</td>
</tr>
<tr>
<td>Taiwan, see China (Republic Of)</td>
<td></td>
</tr>
<tr>
<td>Thailand</td>
<td>349</td>
</tr>
<tr>
<td>Trinidad &amp; Tobago</td>
<td>350</td>
</tr>
<tr>
<td>Turkey</td>
<td>350</td>
</tr>
<tr>
<td>USSR</td>
<td>350</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>351</td>
</tr>
<tr>
<td>Uruguay</td>
<td>379</td>
</tr>
<tr>
<td>Venezuela</td>
<td>390</td>
</tr>
<tr>
<td>Virgin Islands</td>
<td>381</td>
</tr>
<tr>
<td>Yugoslavia</td>
<td>381</td>
</tr>
</tbody>
</table>

*Billboard 1975-1976 International Music-Record Directory*
THE WORLD IS OUR ROSTER

AUSTRALIA
WEA Records Pty. Ltd.
7/9 George Place, Artarmon, Sydney 2064 N.S.W.
Managing Director: Paul M. Turner

BRAZIL
WEA Discos Ltda.
85 Avenida Rio Branco – 8º Andar
Rio De Janeiro

CANADA
WEA Music of Canada Ltd.
1810 Birchmount Road, Scarborough, Ontario
President: Kenneth Middleton

FRANCE
WEA Filipacchi Music S.A.
70 Champs Elysees, Paris 75008
President: Daniel Filipacchi
Managing Director: Bernard de Bosson

GERMANY
WEA Musik GmbH
Gustav-Freytag-Strasse 15, 2 Hamburg 76
Managing Director: Siegfried Loch

ITALY
WEA Italiana S.p.A.
Galleria del Corso 4, Milan 20122
Managing Director: Giuseppe Velona

JAPAN
Warner-Pioneer Corp.
Fuji Building, 4-11-10 Roppongi, Minato-ku, Tokyo
President: Shin Watanabe
Resident Representative: Sheldon Heller

NETHERLANDS
WEA Records B.V.
Konninginneweg 49, Hilversum, Holland
Managing Director: Ben Bunders

NEW ZEALAND
WEA Records Ltd.
8 Britomart Place, Auckland
Managing Director: Tim Murdoch

SOUTH AFRICA
WEA Records (Pty.) Ltd.
24 St. Andrews Road, Parktown, Johannesburg 2001
Managing Director: Derek Hannan

UNITED KINGDOM
WEA Records Ltd.
69 New Oxford Street, London W.C.1
Managing Director: Richard Robinson

Nesuhi Ertegun, President
WEA International Inc.
75 Rockefeller Plaza
New York, N.Y. 10019

Phil Rose, Executive V.P.
WEA International Inc.
3330 Warner Boulevard
Burbank, California 91505

What in the world are you doing?
1974 U.S. Disk & Tape Sales Survey

Disk and tape recordings of music sales in America continue to climb and the surge continues to be supported by growing tape sales, up 11.9 in 1974 for the biggest jump since the plateau year 1971. Disk sales are up 7.9 for a total prerecorded software figure of $2,200,000 or a 9.1 rise over 1973 (a rise before doubling 1973, but under 1972's plus 10.6).

Disk sales by configuration reflect the general trend with LPs up 8.8 over 1973 but not up as much as the 10.8 plus in 1972. Singles, however, are plunging, with a meager growth of only 2.1 as opposed to successive rises of 5.6 and 9.1 after the plateau years '68-'71.

Tape sales continue strong but uneven as to configuration. Prerecorded 8-track continues rising but at 12.3 percent as opposed to 15.1 in 1973, though still up dramatically from the bottom year 1971. And quad 8-tracks (grouped with quad open reel) slumped -5.8 after an initial surge in '73.

Prerecorded cassettes continue, though modestly, to pull upward from a 1972 drop. Sales in '74 were 14.7 up but 25.5 up a year previous to that.

For stereo open reel, about all that can be said is it's braking its disastrous dive of -50.0 in '73 and is down only 35.0 percent.

On a world scale, prerecorded tape continues the same rapid growth as in America, though much more decidedly in favor of cassette in almost all countries (see separate breakdowns in country-by-country section).

One of the wildest growth curves is in West Germany where budget tapes are jumping 146.6 percent and cartridges and cassettes generally are up 56.4 percent, though there is a recession in cartridges.

In another hot spot, tapes sales in Spain are predicted to eclipse disk sales this current year. Cartridges are up 250 percent, due it's believed, to lowered-priced more widely available playback equipment. Cassette increase is more modest at around 25 percent.

Turning to hardware, the growth of tape is all the more substantiated. Magnetic tape recording and playback equipment in the U.S. is only second behind color TV as a consumer electronics segment representing a $1 billion a year business at factory and import level, according to the Electronics Industry Assn. latest factbook.

Over all, tape equipment sales are off for 1974 as compared to 1973, the peak year in terms of this category of playback, according to EIA's composite of U.S. factory and import sales 1965-1974. Total tape equipment hit $886 million, down from $998 million, out of the total $6.2 billion U.S. consumer electronics year, the third highest in the industry's history (other highs: $6.9 in '73, $6.6 in '72). The tape equipment figure is an estimate.

All consumer electronic items in this EIA marketing study are off except Electronic organs. A general category reflects the diversity of items from citizen's band radio and hi-fi components to home security devices and boating equipment:

**FACTORY SALES PLUS IMPORTS**

(In Millions of Dollars)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Monochrome TV Receivers</td>
<td>621</td>
<td>649</td>
<td>560</td>
<td>543</td>
</tr>
<tr>
<td>Color TV Receivers</td>
<td>2,355</td>
<td>2,825</td>
<td>3,097</td>
<td>2,658</td>
</tr>
<tr>
<td>Radios</td>
<td>487</td>
<td>606</td>
<td>572</td>
<td>559</td>
</tr>
<tr>
<td>Auto Radios</td>
<td>315</td>
<td>377</td>
<td>391</td>
<td>370</td>
</tr>
<tr>
<td>Phonographs</td>
<td>425</td>
<td>577</td>
<td>502</td>
<td>398</td>
</tr>
<tr>
<td>Tape Equipment*</td>
<td>707</td>
<td>861</td>
<td>998</td>
<td>886</td>
</tr>
<tr>
<td>Electronic Organs*</td>
<td>147</td>
<td>177</td>
<td>207</td>
<td>233</td>
</tr>
<tr>
<td>Other Electronic Musical Instruments*</td>
<td>46</td>
<td>51</td>
<td>54</td>
<td>49</td>
</tr>
<tr>
<td>Electronic Kits*</td>
<td>49</td>
<td>54</td>
<td>56</td>
<td>52</td>
</tr>
<tr>
<td>Hearing Aids*</td>
<td>42</td>
<td>48</td>
<td>51</td>
<td>45</td>
</tr>
<tr>
<td>Other Consumer Products*</td>
<td>347</td>
<td>417</td>
<td>433</td>
<td>392</td>
</tr>
</tbody>
</table>

TOTAL ELECTRONIC

$5,541 $6,642 $6,921 $6,185

*First year report on factory production plus imports

8-Year Chart Of Pre-Recorded Music Sales

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td></td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td></td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>$</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td>Records</td>
<td>1,051</td>
<td>89.6</td>
<td>1,124</td>
<td>6.9</td>
<td>82.8</td>
<td>$1,170</td>
<td>4.0</td>
<td>73.9</td>
</tr>
<tr>
<td>Tapes</td>
<td>122</td>
<td>10.4</td>
<td>234</td>
<td>91.8</td>
<td>17.2</td>
<td>416</td>
<td>77.8</td>
<td>26.2</td>
</tr>
<tr>
<td>Total Sales</td>
<td>1,173</td>
<td>100.0</td>
<td>1,358</td>
<td>15.8</td>
<td>100.0</td>
<td>1,586</td>
<td>16.8</td>
<td>100.0</td>
</tr>
<tr>
<td>Records</td>
<td>1,251</td>
<td>5.8</td>
<td>1,383</td>
<td>10.6</td>
<td>71.9</td>
<td>$1,436</td>
<td>3.8</td>
<td>71.2</td>
</tr>
<tr>
<td>Tapes</td>
<td>493</td>
<td>3.1</td>
<td>541</td>
<td>9.7</td>
<td>28.1</td>
<td>581</td>
<td>7.4</td>
<td>28.8</td>
</tr>
<tr>
<td>Total Sales</td>
<td>1,744</td>
<td>5.1</td>
<td>1,924</td>
<td>10.3</td>
<td>100.0</td>
<td>2,017</td>
<td>4.8</td>
<td>100.0</td>
</tr>
</tbody>
</table>

(Source RIAA)
# LP & Singles Sales Totals For 8 Years

<table>
<thead>
<tr>
<th>Year</th>
<th>LP's</th>
<th>Singles</th>
<th>Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1967</td>
<td>$874</td>
<td>177</td>
<td>$1,051</td>
</tr>
<tr>
<td>1968</td>
<td>$949</td>
<td>175</td>
<td>$1,124</td>
</tr>
<tr>
<td>1969</td>
<td>$995</td>
<td>175</td>
<td>$1,170</td>
</tr>
<tr>
<td>1970</td>
<td>$1,017</td>
<td>165</td>
<td>$1,182</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>1971</th>
<th>1972</th>
<th>1973</th>
<th>1974</th>
</tr>
</thead>
<tbody>
<tr>
<td>LP's</td>
<td>$1,086</td>
<td>6.8</td>
<td>$1,203</td>
<td>10.8</td>
</tr>
<tr>
<td>Singles</td>
<td>165</td>
<td>0.132</td>
<td>180</td>
<td>0.6</td>
</tr>
<tr>
<td>Total Sales</td>
<td>$1,251</td>
<td>100.0</td>
<td>$1,383</td>
<td>100.0</td>
</tr>
</tbody>
</table>

(Source RIAA)

---

# History Of Prerecorded Tapes By Configuration

<table>
<thead>
<tr>
<th>Year</th>
<th>8-Track</th>
<th>Cassettes</th>
<th>Reel to Reel</th>
<th>4-Track Cart. &amp; Others</th>
<th>Quad 8T &amp; Reel to Reel</th>
<th>Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1967</td>
<td>$60</td>
<td>6</td>
<td>20</td>
<td>36</td>
<td>-</td>
<td>$122</td>
</tr>
<tr>
<td>1968</td>
<td>$155</td>
<td>158.3</td>
<td>66.2</td>
<td>$300</td>
<td>93.5</td>
<td>72.1</td>
</tr>
<tr>
<td>1969</td>
<td>$300</td>
<td>93.5</td>
<td>72.1</td>
<td>$75</td>
<td>341.2</td>
<td>18.0</td>
</tr>
<tr>
<td>1970</td>
<td>$378</td>
<td>26.0</td>
<td>79.1</td>
<td>$77</td>
<td>2.7</td>
<td>16.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>1971</th>
<th>1972</th>
<th>1973</th>
<th>1974</th>
</tr>
</thead>
<tbody>
<tr>
<td>8-Track</td>
<td>$385</td>
<td>1.8</td>
<td>$425</td>
<td>10.4</td>
</tr>
<tr>
<td>Cassettes</td>
<td>96</td>
<td>24.7</td>
<td>19.5</td>
<td>102</td>
</tr>
<tr>
<td>Reel to Reel</td>
<td>12</td>
<td>-33.3</td>
<td>2.4</td>
<td>8</td>
</tr>
<tr>
<td>Quad 8T &amp; Reel to Reel</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total Sales</td>
<td>$493</td>
<td>9.7</td>
<td>$541</td>
<td>9.7</td>
</tr>
</tbody>
</table>

(Source RIAA)

(Reported in Millions of Dollars)
1941—Authorization
1947—Bell
1923—NAB
1920—First
1910—Enrico
1897—International
1887—First
1877—First
1895—Wireless
1903—First royalty system for compensation of recording artists.
1906—Three-element vacuum tube invented by Lee DeForest.
1910—Enrico Caruso's radiophone broadcasts from backstage of Metropolitan Opera.
1912—Abandonment of cylinder recording and dawn of recording industry "Golden Age" with many new labels formed.
1920—First radio receivers advertised for sale, followed next year by first sports broadcasts and following year by first commercial broadcast over WEAF, New York.
1923—NAB formed, patents applied for on TV camera tube and TV demonstrated by Dr. Vladimir K. Zworykin.
1924—General sluggishness of recording industry as appeal of radio grows.
1925—Electrical recording process developed, microphones replace recording horn, loudspeakers replace earphones.
1927—First car radios, initial transcontinental radio link, Phil Farnsworth's electronic TV patent application.
1928—Government issues first experimental TV station permits.
1930—Depression finds second recording industry decline but at same time radio turns more and more to recordings.
1934—American Decca Record Co. formed, FCC established.
1936—British begin first regular TV service.
1939—U.S. introduction of TV at New York World's Fair, first experimental FM's go on air.
1940—Recording industry's charts bow in Billboard (Tommy Dorsey, "I'll Never Smile Again," Bing Crosby's "Only Forever" and Artie Shaw's "Frenesi" leading titles).
1941—Authorization (later rescinded) of 21 TV stations, formation of more labels as decade will bring forth MGM, Capitol, Mercury, London and others.
1945—Airwaves fill up (9 TV stations, 46 FM's and 943 AM's), first magnetic wire recorders on market.
1947—Bell demonstration of transistor, first magnetic tape recorders introduced in U.S.
1948—Dawn of high fidelity with Columbia's LPs and Victor's 45s.
1949—Three-speed phonograph introduced.
1950—Color TV non-compatible field-sequential system authorized.

1952—RIAA formed, 70-channel UHF band added.
1954—"Sh-Boom" by Crew-Cuts heralds dawn of rock 'n' roll, first mass-market pocket radio ($49.95).
1955—Columbia starts record club.
1956—Elvis Presley popularity soars, TV stations start using video tape, B&W portable TV bows.
1958—First stereo LP's.
1959—LP sales surge ("Flower Drum Song," Mancini's "Peter Gunn," "Kingston Trio at Large").
1960—Stereo surges to offset singles dip ("Persuasive Percussion" LP scores big).
1961—FM stereo broadcasting gets FCC okay, racks show gains.
1962—Summer season one of best for singles in history of business. Racks register 24 percent gain over 1961 as they take on more leased departments; stores up close to 5 percent.
1963—In a normal growth period for records and in a time of national prosperity, record sales in 1963 did not keep pace. A Christmas sales that did not come up to expectations, combined with changes in the marketing and merchandising of records, held 1963 down to a 1% increase over 1962.
1964—Year noted for Beatles invasion followed by approximately three dozen other British artists. LP sales registered greatest gain. August 1964 one of the best months ever for singles sales. Good Christmas season plus good third quarter edged industry over previous year by approximately 5 percent.
1965—U.S. Excise Tax on records rescinded.
1966—Breakthrough of tape CARtridge, with the nation's three major automobile manufacturers promoting tape units in new cars.
1967—Manufacturers raise monaural prices to stereo level as major step in creation of all-stereo industry.
1969—Conglomerate became a much used word as there was a trend towards bigness on all levels of the music business. Rackjobbers, record companies, music publishers, tape firms—all were involved in the merger game.
1970—RCA and Motorola introduce a compatible 4-channel 8-track cartridge system, Quad-8 at Billboard's International Music Industry Conference, Majorca, Spain.
1971—CBS/Sony preview their "SQ" disk—a compatible 4-channel disk system—at Billboard's Montreux conference. First international conference on video recording at Cannes (Billboard Publications VIDCA).
1972—RCA, Japan Victor Co. and Panasonic debuted a 4-channel, discrete disk system at the Billboard sponsored fourth International Music Industry Conference in Acapulco.
1973—Surge of new state piracy statute passages saw illicit tape flow diminish, as more than 20 states added such laws. Shortage of essential materials, such as chemical bases for record manufacture and wood pulp for paper, hit industry. Resultant smaller number of LP and single releases saw hit product sell longer and greater individual sales totals. More universal quadrasynchronous equipment as WEA labels go discrete.
1974—Continuing material shortages elevated production costs of record product by 35 percent in singles and 60 percent in album production. Labels initiated intensive secondary market promotion, when major market radio stations restricted playlists. Tape piracy was further crippled when Richard Taxe was convicted on all counts of recorded music copyright infringement and mail fraud in federal district court. Sound-alike labels mushroomed.
1975—Spiralling inflation forced labels to raise singles from $1 to $1.29, while LP and tape price rose $1 to $6.98 and $7.98, respectively. Budget lines from the majors disappeared. Replacing them were $4.98 lines of steady catalog sellers. National and regional retail record-tape chains proliferated, becoming key sales point for new product.
How Repertoire Looks By Category In 1974 Sales

<table>
<thead>
<tr>
<th>Category</th>
<th>% of Dollar Volume</th>
<th>% Change from 1973</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contemporary (includes pop, rock soul)</td>
<td>61.1</td>
<td>-4.8</td>
</tr>
<tr>
<td>Country</td>
<td>11.6</td>
<td>10.5</td>
</tr>
<tr>
<td>Middle of the Road (MOR)</td>
<td>10.4</td>
<td>-5.5</td>
</tr>
<tr>
<td>Classical</td>
<td>5.2</td>
<td>10.6</td>
</tr>
<tr>
<td>Children's</td>
<td>4.5</td>
<td>28.6</td>
</tr>
<tr>
<td>Jazz</td>
<td>4.1</td>
<td>20.6</td>
</tr>
<tr>
<td>Comedy</td>
<td>1.5</td>
<td>-6.3</td>
</tr>
<tr>
<td>Other (includes spoken word, ethnic, language)</td>
<td>1.6</td>
<td>45.5</td>
</tr>
</tbody>
</table>

Source: NARM

A Quick Look At Unit Sales

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Sales (Millions of $)</th>
<th>Estimated # Units Sold (Millions)</th>
<th>% Change from 1973</th>
</tr>
</thead>
<tbody>
<tr>
<td>LP's</td>
<td>1,356</td>
<td>276</td>
<td>-1.4</td>
</tr>
<tr>
<td>Single</td>
<td>194</td>
<td>204</td>
<td>-10.5</td>
</tr>
<tr>
<td>8-tr. Cartridges</td>
<td>549.2</td>
<td>96.7</td>
<td>6.2</td>
</tr>
<tr>
<td>Cassettes</td>
<td>87.2</td>
<td>15.3</td>
<td>2.0</td>
</tr>
<tr>
<td>Reel to Reel</td>
<td>2.6</td>
<td>0.5</td>
<td>-28.6</td>
</tr>
<tr>
<td>Quadraphonic</td>
<td>11.3</td>
<td>1.4</td>
<td>-6.7</td>
</tr>
</tbody>
</table>

Source: RIAA

### Year By Year Comparison 1921-1974

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

<table>
<thead>
<tr>
<th>YEAR</th>
<th>SALES IN MILLIONS OF DOLLARS</th>
<th>YEAR</th>
<th>SALES IN MILLIONS OF DOLLARS</th>
<th>YEAR</th>
<th>SALES IN MILLIONS OF DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1921</td>
<td>$106</td>
<td>1939</td>
<td>44</td>
<td>1957</td>
<td>460</td>
</tr>
<tr>
<td>1922</td>
<td>92</td>
<td>1940</td>
<td>48</td>
<td>1958</td>
<td>511</td>
</tr>
<tr>
<td>1923</td>
<td>79</td>
<td>1941</td>
<td>51</td>
<td>1959</td>
<td>603</td>
</tr>
<tr>
<td>1924</td>
<td>68</td>
<td>1942</td>
<td>55</td>
<td>1960</td>
<td>600</td>
</tr>
<tr>
<td>1925</td>
<td>59</td>
<td>1943</td>
<td>66</td>
<td>1961</td>
<td>640</td>
</tr>
<tr>
<td>1926</td>
<td>70</td>
<td>1944</td>
<td>66</td>
<td>1962</td>
<td>687</td>
</tr>
<tr>
<td>1927</td>
<td>70</td>
<td>1945</td>
<td>109</td>
<td>1963</td>
<td>698</td>
</tr>
<tr>
<td>1928</td>
<td>73</td>
<td>1946</td>
<td>218</td>
<td>1964</td>
<td>758</td>
</tr>
<tr>
<td>1929</td>
<td>75</td>
<td>1947</td>
<td>224</td>
<td>1965</td>
<td>862</td>
</tr>
<tr>
<td>1930</td>
<td>46</td>
<td>1948</td>
<td>189</td>
<td>1966</td>
<td>959</td>
</tr>
<tr>
<td>1931</td>
<td>18</td>
<td>1949</td>
<td>173</td>
<td>1967</td>
<td>1051</td>
</tr>
<tr>
<td>1932</td>
<td>11</td>
<td>1950</td>
<td>189</td>
<td>1968</td>
<td>1124</td>
</tr>
<tr>
<td>1933</td>
<td>6</td>
<td>1951</td>
<td>199</td>
<td>1969</td>
<td>1170</td>
</tr>
<tr>
<td>1934</td>
<td>7</td>
<td>1952</td>
<td>214</td>
<td>1970</td>
<td>1182</td>
</tr>
<tr>
<td>1935</td>
<td>9</td>
<td>1953</td>
<td>219</td>
<td>1971</td>
<td>1251</td>
</tr>
<tr>
<td>1936</td>
<td>11</td>
<td>1954</td>
<td>213</td>
<td>1972</td>
<td>1383</td>
</tr>
<tr>
<td>1937</td>
<td>13</td>
<td>1955</td>
<td>277</td>
<td>1973</td>
<td>1436</td>
</tr>
<tr>
<td>1938</td>
<td>26</td>
<td>1956</td>
<td>377</td>
<td>1974</td>
<td>2200</td>
</tr>
</tbody>
</table>

### 54 Years Of U.S. Record/Tape Sales

Records  Pre-Recorded Tapes

![Graph showing 54 years of U.S. Record/Tape Sales](Billboard 1975-1976 International Music-Record Directory)
### America's Commercial Radio Stations

<table>
<thead>
<tr>
<th>Year</th>
<th>MIDYEAR TOTAL</th>
<th>AM</th>
<th>FM</th>
</tr>
</thead>
<tbody>
<tr>
<td>1950</td>
<td>2,114</td>
<td>691</td>
<td>2,805</td>
</tr>
<tr>
<td>1951</td>
<td>2,281</td>
<td>649</td>
<td>2,930</td>
</tr>
<tr>
<td>1952</td>
<td>2,355</td>
<td>629</td>
<td>2,984</td>
</tr>
<tr>
<td>1953</td>
<td>2,458</td>
<td>580</td>
<td>3,038</td>
</tr>
<tr>
<td>1954</td>
<td>2,583</td>
<td>553</td>
<td>3,136</td>
</tr>
<tr>
<td>1955</td>
<td>2,732</td>
<td>540</td>
<td>3,272</td>
</tr>
<tr>
<td>1956</td>
<td>2,896</td>
<td>530</td>
<td>3,426</td>
</tr>
<tr>
<td>1957</td>
<td>3,079</td>
<td>530</td>
<td>3,609</td>
</tr>
<tr>
<td>1958</td>
<td>3,253</td>
<td>548</td>
<td>3,801</td>
</tr>
<tr>
<td>1959</td>
<td>3,377</td>
<td>622</td>
<td>3,999</td>
</tr>
<tr>
<td>1960</td>
<td>3,483</td>
<td>741</td>
<td>4,224</td>
</tr>
<tr>
<td>1961</td>
<td>3,602</td>
<td>889</td>
<td>4,491</td>
</tr>
</tbody>
</table>

### Playback Equipment Units In Use

#### (in millions on units)

<table>
<thead>
<tr>
<th>Year</th>
<th>Auto Radios</th>
<th>Home Radios</th>
<th>Total Radios</th>
<th>Television Receivers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Monochrome</td>
</tr>
<tr>
<td>1950</td>
<td>18</td>
<td>81</td>
<td>99</td>
<td>10.6</td>
</tr>
<tr>
<td>1951</td>
<td>21</td>
<td>84</td>
<td>105</td>
<td>15.8</td>
</tr>
<tr>
<td>1952</td>
<td>23</td>
<td>87</td>
<td>110</td>
<td>21.2</td>
</tr>
<tr>
<td>1953</td>
<td>25</td>
<td>88</td>
<td>113</td>
<td>27.3</td>
</tr>
<tr>
<td>1954</td>
<td>27</td>
<td>89</td>
<td>116</td>
<td>32.4</td>
</tr>
<tr>
<td>1955</td>
<td>29</td>
<td>91</td>
<td>120</td>
<td>37.6</td>
</tr>
<tr>
<td>1956</td>
<td>32</td>
<td>93</td>
<td>125</td>
<td>42.6</td>
</tr>
<tr>
<td>1957</td>
<td>35</td>
<td>95</td>
<td>130</td>
<td>46.8</td>
</tr>
<tr>
<td>1958</td>
<td>37</td>
<td>97</td>
<td>134</td>
<td>49.7</td>
</tr>
<tr>
<td>1959</td>
<td>39</td>
<td>107</td>
<td>146</td>
<td>52.9</td>
</tr>
<tr>
<td>1960</td>
<td>40</td>
<td>116</td>
<td>156</td>
<td>55.1</td>
</tr>
<tr>
<td>1961</td>
<td>41</td>
<td>127</td>
<td>168</td>
<td>57.5</td>
</tr>
<tr>
<td>1962</td>
<td>43</td>
<td>140</td>
<td>183</td>
<td>61.8</td>
</tr>
<tr>
<td>1963</td>
<td>45</td>
<td>151</td>
<td>196</td>
<td>62.4</td>
</tr>
<tr>
<td>1964</td>
<td>47</td>
<td>161</td>
<td>208</td>
<td>64.1</td>
</tr>
<tr>
<td>1965</td>
<td>55</td>
<td>172</td>
<td>227</td>
<td>64.8</td>
</tr>
<tr>
<td>1966</td>
<td>64</td>
<td>188</td>
<td>252</td>
<td>64.8</td>
</tr>
<tr>
<td>1967</td>
<td>73</td>
<td>195</td>
<td>268</td>
<td>63.7</td>
</tr>
<tr>
<td>1968</td>
<td>64</td>
<td>188</td>
<td>252</td>
<td>64.8</td>
</tr>
<tr>
<td>1970</td>
<td>55</td>
<td>172</td>
<td>227</td>
<td>64.8</td>
</tr>
<tr>
<td>1971</td>
<td>47</td>
<td>161</td>
<td>208</td>
<td>64.1</td>
</tr>
<tr>
<td>1972</td>
<td>45</td>
<td>151</td>
<td>196</td>
<td>62.4</td>
</tr>
<tr>
<td>1973</td>
<td>43</td>
<td>140</td>
<td>183</td>
<td>61.8</td>
</tr>
<tr>
<td>1974</td>
<td>40</td>
<td>127</td>
<td>168</td>
<td>57.5</td>
</tr>
</tbody>
</table>

### Source

EIA.
International Perspective Of Recordings Sales

The following is an estimated country-by-country share of global sales of records and tapes at retail level.

### Western Countries

<table>
<thead>
<tr>
<th>Country</th>
<th>1974 Sales of Records &amp; Tapes (Retail—U.S. $)</th>
<th>%</th>
<th>Population Adjusted to 1973 Estimate</th>
<th>Per Capita Expend</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>2,200,000,000</td>
<td>42.4</td>
<td>213,203,059</td>
<td>10.32</td>
</tr>
<tr>
<td>Japan</td>
<td>723,000,000</td>
<td>13.9</td>
<td>110,000,000</td>
<td>6.57</td>
</tr>
<tr>
<td>German Federal</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Republic West</td>
<td>459,000,000</td>
<td>8.8</td>
<td>61,200,000</td>
<td>7.50</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>453,000,000</td>
<td>8.7</td>
<td>55,900,000</td>
<td>8.10</td>
</tr>
<tr>
<td>France</td>
<td>283,000,000</td>
<td>5.1</td>
<td>51,921,000</td>
<td>5.07</td>
</tr>
<tr>
<td>Canada</td>
<td>210,000,000</td>
<td>4.0</td>
<td>22,737,000</td>
<td>9.24</td>
</tr>
<tr>
<td>Australia</td>
<td>138,000,000</td>
<td>2.7</td>
<td>13,090,000</td>
<td>10.61</td>
</tr>
<tr>
<td>Netherlands</td>
<td>117,000,000</td>
<td>2.2</td>
<td>13,388,000</td>
<td>9.00</td>
</tr>
<tr>
<td>Brazil</td>
<td>87,000,000</td>
<td>1.7</td>
<td>106,000,000</td>
<td>8.2</td>
</tr>
<tr>
<td>Mexico</td>
<td>84,000,000</td>
<td>1.6</td>
<td>54,963,000</td>
<td>1.55</td>
</tr>
<tr>
<td>Italy</td>
<td>80,500,000</td>
<td>1.5</td>
<td>55,500,000</td>
<td>1.45</td>
</tr>
<tr>
<td>Sweden</td>
<td>67,000,000</td>
<td>1.3</td>
<td>8,175,000</td>
<td>8.20</td>
</tr>
<tr>
<td>Spain</td>
<td>59,000,000</td>
<td>1.1</td>
<td>34,675,000</td>
<td>1.70</td>
</tr>
<tr>
<td>Belgium</td>
<td>59,000,000</td>
<td>1.1</td>
<td>9,727,000</td>
<td>6.55</td>
</tr>
<tr>
<td>Argentina</td>
<td>59,000,000</td>
<td>1.1</td>
<td>25,018,000</td>
<td>2.36</td>
</tr>
<tr>
<td>South Africa</td>
<td>43,000,000</td>
<td>.8</td>
<td>23,288,000</td>
<td>1.85</td>
</tr>
<tr>
<td>Denmark</td>
<td>29,600,000</td>
<td>.6</td>
<td>5,100,000</td>
<td>5.80</td>
</tr>
<tr>
<td>Austria</td>
<td>29,500,000</td>
<td>.6</td>
<td>7,550,000</td>
<td>3.91</td>
</tr>
<tr>
<td>Finland</td>
<td>20,036,000</td>
<td>.4</td>
<td>4,634,000</td>
<td>4.32</td>
</tr>
<tr>
<td>Norway</td>
<td>20,000,000</td>
<td>.4</td>
<td>3,960,000</td>
<td>5.05</td>
</tr>
<tr>
<td>Total</td>
<td>5,200,636,000</td>
<td>100.0</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Eastern European Countries

<table>
<thead>
<tr>
<th>Country</th>
<th>1974 Sales of Records &amp; Tapes</th>
<th>Population Adjusted to 1973 Estimate</th>
<th>Per Capita Expend</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.S.R.</td>
<td>512,000,000</td>
<td>248,626,000</td>
<td>2.06</td>
</tr>
<tr>
<td>Yugoslavia</td>
<td>57,550,000</td>
<td>21,300,000</td>
<td>2.71</td>
</tr>
<tr>
<td>Czechoslovakia</td>
<td>36,668,312</td>
<td>14,600,000</td>
<td>2.51</td>
</tr>
<tr>
<td>Poland</td>
<td>7,088,000</td>
<td>33,202,000</td>
<td>.21</td>
</tr>
<tr>
<td>Hungary</td>
<td>2,513,128</td>
<td>10,510,000</td>
<td>.20</td>
</tr>
</tbody>
</table>
## The Audio Tape Recorder Market In The U.S.

**U.S. IMPORTS OF MAGNETIC TAPE EQUIPMENT, 1969-1974**

(Add 000)

<table>
<thead>
<tr>
<th>Tape Recorders/Players</th>
<th>Audio Units</th>
<th>Audio Dollars</th>
<th>Video Units</th>
<th>Video Dollars</th>
<th>Total Units</th>
<th>Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1969</td>
<td>6,253</td>
<td>142,743</td>
<td>13</td>
<td>5,186</td>
<td>6,266</td>
<td>147,929</td>
</tr>
<tr>
<td>1970</td>
<td>8,078</td>
<td>202,251</td>
<td>24</td>
<td>8,779</td>
<td>8,102</td>
<td>211,030</td>
</tr>
<tr>
<td>1971</td>
<td>8,390</td>
<td>212,920</td>
<td>29</td>
<td>8,138</td>
<td>8,419</td>
<td>221,058</td>
</tr>
<tr>
<td>1972</td>
<td>9,873</td>
<td>266,698</td>
<td>42</td>
<td>16,351</td>
<td>9,915</td>
<td>283,049</td>
</tr>
<tr>
<td>1973</td>
<td>10,470</td>
<td>318,691</td>
<td>76</td>
<td>23,960</td>
<td>10,546</td>
<td>342,651</td>
</tr>
<tr>
<td>1974</td>
<td>9,087</td>
<td>310,653</td>
<td>34</td>
<td>20,388</td>
<td>9,121</td>
<td>331,041</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tape Players Only</th>
<th>Audio Units</th>
<th>Audio Dollars</th>
<th>Video Units</th>
<th>Video Dollars</th>
<th>Total Units</th>
<th>Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1969</td>
<td>2,505</td>
<td>61,117</td>
<td>na</td>
<td>na</td>
<td>2,505</td>
<td>61,117</td>
</tr>
<tr>
<td>1970</td>
<td>3,655</td>
<td>113,212</td>
<td>na</td>
<td>na</td>
<td>3,655</td>
<td>113,212</td>
</tr>
<tr>
<td>1971</td>
<td>5,158</td>
<td>145,298</td>
<td>na</td>
<td>na</td>
<td>5,158</td>
<td>145,298</td>
</tr>
<tr>
<td>1972</td>
<td>8,263</td>
<td>244,257</td>
<td>na</td>
<td>na</td>
<td>8,263</td>
<td>244,257</td>
</tr>
<tr>
<td>1973</td>
<td>7,181</td>
<td>235,522</td>
<td>196</td>
<td>11,441</td>
<td>7,377</td>
<td>246,963</td>
</tr>
<tr>
<td>1974</td>
<td>4,488</td>
<td>133,001</td>
<td>104</td>
<td>4,889</td>
<td>4,592</td>
<td>137,890</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Tape Recorders/Players Only</th>
<th>Audio Units</th>
<th>Audio Dollars</th>
<th>Video Units</th>
<th>Video Dollars</th>
<th>Total Units</th>
<th>Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1969</td>
<td>8,758</td>
<td>203,860</td>
<td>13</td>
<td>5,186</td>
<td>8,771</td>
<td>209,046</td>
</tr>
<tr>
<td>1970</td>
<td>11,733</td>
<td>315,463</td>
<td>24</td>
<td>8,779</td>
<td>11,757</td>
<td>324,242</td>
</tr>
<tr>
<td>1971</td>
<td>13,548</td>
<td>358,218</td>
<td>29</td>
<td>8,138</td>
<td>13,577</td>
<td>366,356</td>
</tr>
<tr>
<td>1972</td>
<td>18,136</td>
<td>510,955</td>
<td>42</td>
<td>16,351</td>
<td>18,179</td>
<td>527,306</td>
</tr>
<tr>
<td>1973</td>
<td>17,651</td>
<td>554,213</td>
<td>272</td>
<td>35,401</td>
<td>17,923</td>
<td>589,614</td>
</tr>
<tr>
<td>1974</td>
<td>13,575</td>
<td>443,654</td>
<td>138</td>
<td>25,277</td>
<td>13,713</td>
<td>468,931</td>
</tr>
</tbody>
</table>

## U.S. IMPORTS

<table>
<thead>
<tr>
<th>Automotive Tape Players</th>
<th>Units</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1969</td>
<td>2,527</td>
<td>58,090</td>
</tr>
<tr>
<td>1970</td>
<td>2,779</td>
<td>60,351</td>
</tr>
<tr>
<td>1971</td>
<td>2,739</td>
<td>51,136</td>
</tr>
<tr>
<td>1972</td>
<td>3,641</td>
<td>69,615</td>
</tr>
<tr>
<td>1973</td>
<td>4,687</td>
<td>102,327</td>
</tr>
<tr>
<td>1974</td>
<td>4,983</td>
<td>146,655</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Tape Equipment</th>
<th>Units</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1969</td>
<td>11,298</td>
<td>267,136</td>
</tr>
<tr>
<td>1970</td>
<td>14,536</td>
<td>384,593</td>
</tr>
<tr>
<td>1971</td>
<td>16,316</td>
<td>417,492</td>
</tr>
<tr>
<td>1972</td>
<td>21,819</td>
<td>596,921</td>
</tr>
<tr>
<td>1973</td>
<td>22,610</td>
<td>691,941</td>
</tr>
<tr>
<td>1974</td>
<td>18,696</td>
<td>615,586</td>
</tr>
</tbody>
</table>

## TOTAL U.S. EXPORTS

<table>
<thead>
<tr>
<th>Recorders* Units</th>
<th>Dollars*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1964</td>
<td>202</td>
</tr>
<tr>
<td>1965</td>
<td>320</td>
</tr>
<tr>
<td>1966</td>
<td>267</td>
</tr>
<tr>
<td>1967</td>
<td>98</td>
</tr>
<tr>
<td>1968</td>
<td>86</td>
</tr>
<tr>
<td>1969</td>
<td>92</td>
</tr>
<tr>
<td>1970</td>
<td>152</td>
</tr>
<tr>
<td>1971</td>
<td>209</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tape Recorders* Units</th>
<th>Dollars*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1964</td>
<td>51,136</td>
</tr>
<tr>
<td>1965</td>
<td>60,351</td>
</tr>
<tr>
<td>1966</td>
<td>51,136</td>
</tr>
<tr>
<td>1967</td>
<td>615,586</td>
</tr>
</tbody>
</table>

**SOURCE:** U.S. Department of Commerce

* Dollar value shown is defined generally as the value at the U.S. port of export, based on selling price, including inland freight, insurance, and other charges to the U.S. port of export.

* Excludes office type.

## TOTAL U.S. IMPORTS OF SELECTED CONSUMER ELECTRONIC PRODUCTS, 1964-1974

(ADD 000)

<table>
<thead>
<tr>
<th>Tape Recorders* Units</th>
<th>Dollars*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1964</td>
<td>6,254</td>
</tr>
<tr>
<td>1965</td>
<td>8,076</td>
</tr>
<tr>
<td>1966</td>
<td>8,390</td>
</tr>
<tr>
<td>1967</td>
<td>9,873</td>
</tr>
<tr>
<td>1968</td>
<td>10,470</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Home Tape Players* Units</th>
<th>Dollars*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1964</td>
<td>1,254</td>
</tr>
<tr>
<td>1965</td>
<td>3,655</td>
</tr>
<tr>
<td>1966</td>
<td>5,158</td>
</tr>
<tr>
<td>1967</td>
<td>8,263</td>
</tr>
<tr>
<td>1968</td>
<td>7,377</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Auto Tape Players* Units</th>
<th>Dollars*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1964</td>
<td>1,224</td>
</tr>
<tr>
<td>1965</td>
<td>2,527</td>
</tr>
<tr>
<td>1966</td>
<td>2,779</td>
</tr>
<tr>
<td>1967</td>
<td>3,641</td>
</tr>
<tr>
<td>1968</td>
<td>4,687</td>
</tr>
<tr>
<td>1969</td>
<td>5,983</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Video Tape Recorders* Units</th>
<th>Dollars*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1964</td>
<td>28,017</td>
</tr>
<tr>
<td>1965</td>
<td>58,090</td>
</tr>
<tr>
<td>1966</td>
<td>60,351</td>
</tr>
<tr>
<td>1967</td>
<td>69,615</td>
</tr>
<tr>
<td>1968</td>
<td>102,327</td>
</tr>
<tr>
<td>1969</td>
<td>146,654</td>
</tr>
</tbody>
</table>

**SOURCE:** U.S. Department of Commerce

* 1964 thru 1967 include Monochrome and Color Television.

* Dollar value is defined generally as the market value in the foreign country (FOB) and excludes U.S. import duties, freight charges from the foreign country to the U.S. and insurance.
### Sales Of Radios 1955-1974

**TOTAL U.S. MARKET**

<table>
<thead>
<tr>
<th>YEAR</th>
<th>TABLE</th>
<th>CLOCK</th>
<th>PORTABLE</th>
<th>TOTAL TABLE</th>
<th>AUTO</th>
<th>TOTAL RADIO</th>
</tr>
</thead>
<tbody>
<tr>
<td>1955</td>
<td>2,741</td>
<td>261</td>
<td>154</td>
<td>9,603</td>
<td>137</td>
<td>16,983</td>
</tr>
<tr>
<td>1956</td>
<td>3,126</td>
<td>234</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1957</td>
<td>3,167</td>
<td>193</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1958</td>
<td>2,964</td>
<td>266</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1959</td>
<td>3,648</td>
<td>508</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1960</td>
<td>3,754</td>
<td>757</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1961</td>
<td>4,163</td>
<td>849</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1962</td>
<td>3,355</td>
<td>978</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1963</td>
<td>2,522</td>
<td>1,118</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1964</td>
<td>2,831</td>
<td>1,189</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1965</td>
<td>2,971</td>
<td>1,399</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1966</td>
<td>4,149</td>
<td>2,080</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1967</td>
<td>2,371</td>
<td>1,745</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1968</td>
<td>3,068</td>
<td>3,115</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1969</td>
<td>2,401</td>
<td>2,800</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1970</td>
<td>1,557</td>
<td>4,157</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1971</td>
<td>1,244</td>
<td>3,516</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1972</td>
<td>1,132</td>
<td>3,754</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
<tr>
<td>1973</td>
<td>497</td>
<td>2,526</td>
<td>193</td>
<td>15,155</td>
<td>805</td>
<td>22,802</td>
</tr>
<tr>
<td>1974</td>
<td>595</td>
<td>2,259</td>
<td>193</td>
<td>14,303</td>
<td>348</td>
<td>22,338</td>
</tr>
</tbody>
</table>

Prior to 1971, data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

*1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.*

### SOURCE: EIA

### Phonograph Unit Sales In U.S.

#### Portable and Table (Includes Compact and Component Systems)

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1955</td>
<td>2,430</td>
<td>197</td>
</tr>
<tr>
<td>1956</td>
<td>3,257</td>
<td>531</td>
</tr>
<tr>
<td>1957</td>
<td>3,402</td>
<td>1,256</td>
</tr>
<tr>
<td>1958</td>
<td>2,758</td>
<td>1,215</td>
</tr>
<tr>
<td>1959</td>
<td>2,917</td>
<td>1,387</td>
</tr>
<tr>
<td>1960</td>
<td>3,075</td>
<td>1,448</td>
</tr>
<tr>
<td>1961</td>
<td>2,538</td>
<td>1,451</td>
</tr>
<tr>
<td>1962</td>
<td>3,329</td>
<td>1,625</td>
</tr>
<tr>
<td>1963</td>
<td>3,474</td>
<td>1,668</td>
</tr>
<tr>
<td>1964</td>
<td>3,455</td>
<td>1,704</td>
</tr>
<tr>
<td>1965</td>
<td>4,363</td>
<td>1,767</td>
</tr>
<tr>
<td>1966</td>
<td>4,504</td>
<td>1,799</td>
</tr>
<tr>
<td>1967</td>
<td>5,134</td>
<td>1,942</td>
</tr>
<tr>
<td>1968</td>
<td>4,925</td>
<td>1,570</td>
</tr>
<tr>
<td>1969</td>
<td>4,958</td>
<td>1,362</td>
</tr>
<tr>
<td>1970</td>
<td>4,572</td>
<td>1,048</td>
</tr>
<tr>
<td>1971</td>
<td>4,972</td>
<td>1,062</td>
</tr>
<tr>
<td>1972</td>
<td>6,279</td>
<td>928</td>
</tr>
<tr>
<td>1973</td>
<td>5,234</td>
<td>901</td>
</tr>
<tr>
<td>1974</td>
<td>3,942</td>
<td>865</td>
</tr>
</tbody>
</table>

Prior to 1971, data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

*1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.*

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1955</td>
<td>2,430</td>
<td>197</td>
</tr>
<tr>
<td>1956</td>
<td>3,257</td>
<td>531</td>
</tr>
<tr>
<td>1957</td>
<td>3,402</td>
<td>1,256</td>
</tr>
<tr>
<td>1958</td>
<td>2,758</td>
<td>1,215</td>
</tr>
<tr>
<td>1959</td>
<td>2,917</td>
<td>1,387</td>
</tr>
<tr>
<td>1960</td>
<td>3,075</td>
<td>1,448</td>
</tr>
<tr>
<td>1961</td>
<td>2,538</td>
<td>1,451</td>
</tr>
<tr>
<td>1962</td>
<td>3,329</td>
<td>1,625</td>
</tr>
<tr>
<td>1963</td>
<td>3,474</td>
<td>1,668</td>
</tr>
<tr>
<td>1964</td>
<td>3,455</td>
<td>1,704</td>
</tr>
<tr>
<td>1965</td>
<td>4,363</td>
<td>1,767</td>
</tr>
<tr>
<td>1966</td>
<td>4,504</td>
<td>1,799</td>
</tr>
<tr>
<td>1967</td>
<td>5,134</td>
<td>1,942</td>
</tr>
<tr>
<td>1968</td>
<td>4,925</td>
<td>1,570</td>
</tr>
<tr>
<td>1969</td>
<td>4,958</td>
<td>1,362</td>
</tr>
<tr>
<td>1970</td>
<td>4,572</td>
<td>1,048</td>
</tr>
<tr>
<td>1971</td>
<td>4,972</td>
<td>1,062</td>
</tr>
<tr>
<td>1972</td>
<td>6,279</td>
<td>928</td>
</tr>
<tr>
<td>1973</td>
<td>5,234</td>
<td>901</td>
</tr>
<tr>
<td>1974</td>
<td>3,942</td>
<td>865</td>
</tr>
</tbody>
</table>

Prior to 1971, data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

*1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.*
The complete record company.
after 18 years
"THE SOUNDS OF SUCCESS"
are still on

B. T. EXPRESS
COOKER
GENERAL CROOK
THE INDEPENDENTS
DON DOWNING
SMALLWOOD BROTHERS
SOUTHSHORE COMMISSION
SECRETS
EON
BOBBY MOORE
BIMBO JET
SHIRLEY CAESAR
SWAN SILVERTONES
REV. MILTON BRUNSON
VICTORY CHORAL ENSEMBLE
WHITE ROCK CHOIR
EDDIE "THE SHEIK" KOCHAK
DAWSON SMITH
PHILADELPHIA STORY
WILL HATCHER
BANZAI
CHEQUERS
THE FUNKIES
THE ARMADA ORCHESTRA
PHILLIP & LLOYD (THE BLUES BUSTERS)

... with the support of the country’s foremost independent distributors

Scepter Records • 254 W. 54 St., New York, N.Y. 10019 / (212) 245-5515
6430 Sunset Blvd. • Suite 1013 • Los Angeles, Calif. 90028 / (213) 464-7237
Angola/Telecra Empresa
Tecnica de Equipamentos Electricos, SARL
Argentina/RCA Ltd.
Australia/RCA Ltd.
Austria/Musica Schallplatten Vertrieb GmbH
Belgium/Inelco Belgium, S.A.
Bolivia/Lauro & Cia Ltda.
Brazil/RCA S.A. Electronica
Canada/RCA Ltd.
Chile/Industria de Radio y Television S.A.
Colombia/Sonux
Denmark/Hede Nielsen A/S
Dominican Republic/Distribuidores Musicales del Caribe CXA
Ecuador/Fad sa
El Salvador/Dicesa
England/RCA Ltd.
Fiji Islands/Kumar Industries Limited
Finland/AB Discophon OY
France/RCA S.A.
Germany/RCA Schallplatten GmbH
Greece/Minos Matsas & Son Co. Ltd.
Holland/Inelco Nederland B.V.
India/The Gramophone Company of India Ltd.
Iran/Ahang Rooz Manufacturing Co., Ltd.
Israel/Eastronics, Ltd.
Italy/RCA S.p.A
Jamaica/Federal Record Mfg. Co. Ltd.
Japan/Victor Musical Industries Inc.
Kenya/A.I.T. (Kenya) Ltd.
Korea/Ji:u Record Company
Mexico/RCA S.A. de C.V.
New Zealand/Radio Corporation of New Zealand, Ltd.
Nigeria/Decca (West Africa) Limited
Norway/As Disco
Pakistan/The Gramophone Co. of Pakistan, Ltd.
Panama/Pedisco
Peru/FTA, S.A.
Philippines/Filipinas Record Corporation
Portugal/Telecra
Puerto Rico/Kelvinator Sales of Puerto Rico, Inc.
South East Asia/Cosdel (Far East) Ltd.
South Africa/Tea. Fecord Company, Ltd.
Spain/RCA S.A.
Sweden/Grammofon AB Electra
Switzerland/Musikvertrieb AG
Turkey/Melodi Records
Uruguay/APSA
Venezuela/Cordica
Yugoslavia/Jugoton Records
FOREWARNED AND FOREARMED

When you have Dr. Joseph Taubman to guide your defense in your fight to manage the performing arts profitably. Your best weapon is his comprehensive treatment of . . .

PERFORMING ARTS MANAGEMENT AND LAW
(Introduction by Jed Harris)

"A definitive guide through chapter and verse of performing arts management and law." —Theatre Crafts

Three volumes will be issued this year

Vol. III of Text
Tax Shelters and Tax Aspects of Performing Arts

Vol. III & IV of Forms
Theatre and Dance Live Performance, Managers, Agents, Publishing

Supplements to Vols. I & II already issued cover:
Actors, Authors, Composers, Budgets, Cable TV, Dubbing, Distribution, Insurance, Video Cassettes and many more. New Supplements issued annually.

A Partial Table of Contents

The Arts Market Place, Copyright, & Contracts:
Market Mechanisms, Copyright and Creativity; Authorship & Ownership; Derivation; Duration; Renewals; Joint Authorship/Ownership/Co-Authorship; Copyright Jurisdiction; Rights in Other Media

Rights in Performance:
Music, Theatre; Performers'; Performance; Clearances & Subsidiary Rights; Theory of Rights; Torts & Crimes—Rights and Remedies; Infringement; and Public Performance for Profit; Fair Use; Damages and Other Remedies.

THE SEVEN VOLUME SET—$270.00
(Texts, Forms & Supplements)
Sold Separately
Texts (3) & Supps. $95.00 Forms (4) & Supps. $200.00

COMING IN WINTER, 1976
Volume V & VI of FORMS
Supplements 3-4 of Text Supplements 3-4 of Forms

Examine the whole set for 10 days without obligation.

ORDER FORM

Law-Arts Publishers, Inc.
453 Greenwich Street
New York, N.Y. 10013
Date or Order #__________

Spend $25.00 over individual price.

Send me the complete set of PERFORMING ARTS MANAGEMENT & LAW (7 vol. set @ $270.00) *

Send only the FORMS books. (4 vol. set + supps. @ $200.00) *

Send only the TEXT books. (3 vol. set + supps. @ $95.00) *

Examination set please. (To be returned in 10 days) ******

Send me RECORD & MUSIC PUBLISHING FORMS OF AGREEMENT @ $42.50.*

Name__________________________________________
Address________________________________________
City__________________________________________State__________Zip__________
Signature__________________________

* Plus applicable sales tax and postage.
SOUL
&
FAR BEYOND
ON BRUNSWICK
AND
DAKAR RECORDS
“WATCH FOR NEW FINEBILT PRODUCTS TO BE INTRODUCED SHORTLY”

Join the several hundred world-wide users who, day in and day out, press such renowned records as: RCA, CBS, Capitol, Polydor, EMI and many others.

Join the several hundred world-wide users who, day in and day out, press such renowned records as: RCA, CBS, Capitol, Polydor, EMI and many others.

PRESES ARE AVAILABLE AS:
Self contained units with individual hydraulic system or ready for connection to a central hydraulic system, with a choice of manual controls, automatic temperature cycle controls, automatic push-pull of the record mold, automatic opening-closing of the record mold or as straight up and down presses.

7" 45 RPM TRIMMER AND
12" LP TRIMMER WITH AUTOMATIC BURNISHING TOOL

FINEBILT Record Press Control Z-30
The only logical cycle control engineered specifically for the record industry, it operates steam, water and hydraulic valves based on actual mold temperature. It is accurate to within ½°F., and insures complete quality control.

FINEBILT Compouders
Our compounds are more reliable, perform better, use either granules, pellets or dry-blend, and can be either electrically or steam heated.
Type A: Delivers an LP patty every 8 seconds, feeds 4 LP presses.
Type B: Delivers an LP patty every 12 seconds, feeds 2 LP presses.

COMPOUNDERS: Available in a variety of capacities & speeds for your pressing needs.

FINEBILT FULLY AUTOMATIC Hi-Speed Rotary Nickel Plating System
FINEBILT installations are completely self-contained and available as individual modules, each with 200 AMP 20 Volt rectifier, ampere hour meter, warning light and bell, filter pump, electronically controlled heating and cooling, prepiped and ready to operate. Produces stampers in 1 hour. We supply detailed plating manual. No chemist required.
Provide your customers with better service, get records on the market faster.

FINEBILT is the world’s most complete supplier to record pressing plants. We offer everything required to produce a phonograph record. Please write, cable or telephone us. We are ready to serve you.

931 NORTH CITRUS AVENUE / HOLLYWOOD, CALIFORNIA 90038
Telephone 466-9511 / Area Code 213
CABLE "COEXPORT"
K-TEL MEANS BUSINESS IN

CANADA USA ENGLAND IRELAND
AUSTRALIA USA IRELAND
BRAZIL SWITZERLAND
NEW ZEALAND BELGIUM
JAPAN DENMARK
GERMANY FRANCE

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY

HOLLAND/BELGIUM

109

AUSTRIA

SWITZERLAND

FRANCE

BRAZIL

JAPAN

51

SWITZERLAND

BELGIUM

101

ENGLAND/EIRE

HOLLAND/BELGIUM

GERMANY

AUSTRIA

FRANCE

BRAZIL

JAPAN

325

USA/CANADA

NEW ZEALAND

JAPAN

GERMANY

FRANCE

BRAZIL

JAPAN

189

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY

AUSTRIA

SWITZERLAND

FRANCE

BRAZIL

JAPAN

325

USA/CANADA

NEW ZEALAND

JAPAN

GERMANY

FRANCE

BRAZIL

JAPAN

189

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY

AUSTRIA

SWITZERLAND

FRANCE

BRAZIL

JAPAN

325

USA/CANADA

NEW ZEALAND

JAPAN

GERMANY

FRANCE

BRAZIL

JAPAN

189

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY

AUSTRIA

SWITZERLAND

FRANCE

BRAZIL

JAPAN

325

USA/CANADA

NEW ZEALAND

JAPAN

GERMANY

FRANCE

BRAZIL

JAPAN

189

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY

AUSTRIA

SWITZERLAND

FRANCE

BRAZIL

JAPAN

325

USA/CANADA

NEW ZEALAND

JAPAN

GERMANY

FRANCE

BRAZIL

JAPAN

189

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY

AUSTRIA

SWITZERLAND

FRANCE

BRAZIL

JAPAN

325

USA/CANADA

NEW ZEALAND

JAPAN

GERMANY

FRANCE

BRAZIL

JAPAN

189

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY

AUSTRIA

SWITZERLAND

FRANCE

BRAZIL

JAPAN

325

USA/CANADA

NEW ZEALAND

JAPAN

GERMANY

FRANCE

BRAZIL

JAPAN

189

ARE YOU A WRITER, COMPOSER, ARTIST, PUBLISHER OR RECORD EXECUTIVE?
DO YOU WANT TO EARN MORE MONEY FROM YOUR MASTERS AND HAVE MORE PEOPLE LISTEN TO YOUR SONGS?
FOR MORE INFORMATION ABOUT K-TEL CONTACT:

NEW ZEALAND
Diana Creighton 371166/364660 (Auckland)
Ken McDonald 660001 (Pyrmont)
Dave Milner 204/6338860 (Winnipeg)

AUSTRALIA
Don Reedman 612/9324000 (Minnetonka)
Carol Foster 01/9928000 (London)

USA/CANADA

ENGLAND/EIRE

GERMANY
Turning the tide with pride.

And a little bit of music.

Kevin Ayers
Blackfoot
J. D. Bryant
John Cale
Jim Capaldi
Jack Carone
Jimmy Cliff
Peter Cook
Nat Cross
Denise Dale
Sandy Denny
East Wind
Eno
Fairport Convention
Georgie Fame
Free
Owen Gray
Bryn Haworth
Paul Horn
Ashley Hutchings
Jade Warrior
Basil Kirchin
Klaatu
Paul Kossoff
John Martyn
The Meters
Dudley Moore
New World Electronic Chambre Ensemble
Nico
Augustus Pablo
Robert Palmer
Robert Palmer
The Pasadenas
Roof Orchestra
Prelude
Rabbitt (John Bundrick)
Jess Roden
Del Shannon
Soul Makers
Sparks
Spooky Tooth
Swampdogg
Third World
Richard & Linda Thompson
Traffic
Bob Marley and The Wailers
Wild Lightnin'
Charlie Whitehead
Pete Wingfield
Slomu Yamashita

Island Records
Manufacturers

Bergen everlove'n

Scala, (Gamma).

Patrick: 91607

Wash see Communications, (614)

Stradivari, 289-1220

Tel. 377 428-0888

Dickel 95113.

Falcon

see Musical.

Green. see Prestige.

Tom

Ave., 16 City, N.Y

see Prestige.

Walker

K.

see Prestige.

Joel

see Prestige.

see Prestige.

Porch.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.

see Prestige.
Learn how to guard against heart attack

Ask your Heart Association for vital information on the early warning signs of heart attack and what you should do to reduce your risk. You can also learn more about high blood pressure, stroke, inborn heart defects and other heart and blood vessel diseases in interesting booklets prepared by medical experts. They are free — an educational service made possible by your gifts to the Heart Fund.

GIVE...so more will live HEART FUND

Co-sponsored by the Publisher

---

OVATION INCORPORATED

Where the artist is foremost

Recording • Publishing • TV & Film Production - We're Totally Involved

Corporate Offices: 1249 Waukegan Road, Glenview, Ill. 60025
Telephone 312/729-7300 TWX 910/651-4865
PHILIPS Accounting Computers
For The
RECORDING INDUSTRY

Complete in-house Accounting and Royalty Accrual from
Original Invoice Creation through General Ledger Reports

PHILIPS BUSINESS SYSTEMS, INC. 2500 Wilshire Boulevard, Los Angeles, California 90057 • (213) 381-5891
A NORTH AMERICAN PHILIPS COMPANY

CAYTRONICS
“The Latin Music Company”

We have the largest selection of Best Selling Latin Records and Tapes as well as Promotional Prepacks. Exclusive Spanish Catalogs of CBS International, RCA and Ariola. Over 10,000 titles to choose from.

Contact us at any one of our branch locations:

New York, New York (212) 889-0044  San Juan, Puerto Rico (809) 726-5205
Miami, Florida (305) 822-6967  San Antonio, Texas (512) 222-0106
Los Angeles, California (213) 737-0197
Your One Complete Source for All Kinds of Gospel

Here are the five major types of religious products, and a few of the best from each category:

**Traditional Gospel**
- Norma Zimmer
  - In the Garden
  - WST-8641
- Anita Bryant
  - WST-8652
- Roy Rogers and Dale Evans
  - WST-8589
- Johnny Mann Singers
  - The Choir of Our Foundation
  - LS-5656
- Anita Kerr Singers
  - WST-8646

**Contemporary Gospel**
- Barry McGuire
  - MSA-6531
- Love Song
  - GNR-8101
- Evie
  - WST-8642
- Second Chapter of Acts
  - MSA-6542
- Lamb
  - LBA-1002

**Gospel Quartet**
- Happy Goodman Family
  - CAS-9755
- The Inspirations
  - CAS-9769
- Wendy Bagwell and The Sunliters
  - CAS-9763
- Jimmie Davis
  - CAS-9760
- The Kingsmen
  - CAS-9762

**Black Gospel**
- Andraé Crouch and The Disciples
  - LS-5637
- Andraé Crouch and The Disciples
  - LS-5602
- Beautiful Zion Choir
  - MSA-6521
- Henry Jackson Company
  - MSA-6535
- Andraé Crouch and The Disciples
  - LS-5581

**Country Gospel**
- Roy Clark
  - WST-8654
- Ray Price
  - MSA-6532
- Wanda Jackson
  - MSA-6533
- Marjohn Wilkin
  - MSA-6537

Order from your Word representative or Word, Inc., Waco, Texas 76703 (817) 772-7650

In Canada: Word Records, Ltd., Box 2500, Vancouver, B.C. V6B 3W7
On the charts in '75 with:

THE BLACKBYRDS, STANLEY TURRENTINE, McCOY TYNER,
FLORA PURIM, LENNY BRUCE,
CANNONBALL ADDERLEY,
JOHNNY 'GUITAR' WATSON,
PLEASURE, BILL EVANS, SONNY ROLLINS, GENE AMMONS,
THE THREE PIECES, WOODY HERMAN, JOE HENDERSON,
GARY BARTZ, BETTY EVERETT

Our best selling 'Twofer' Jazz and Blues series has grown to over 100 titles...

... and we're proud to welcome:

TOMMY JAMES, COUNTRY JOE
McDONALD, JOHNNY HAMMOND,
ANGELO, AND HARVEY FUQUA
PRODUCTIONS (with JANICE,
WATER & POWER and JEAN
SHY) and TONY BENNETT'S
guest appearance

Quality.

Fantasy/Prestige/Milestone

Tenth and Parker, Berkeley, Calif. 94710
THE BEST OF ALL WORLDS

Sire
Climax Blues Band
Renaissance
Trace
Stackridge
Ian Carr's Nucleus
Martha Velez
Chilliwack
City Lights
Flamin' Groovies
Sandy Davis
Fruup
History of British Rock Series
Vintage Years Series

Passport
Nektar
Synergy
Fireballet
Omega
Kraan
Lucifer's Friend
Shadowfax
(Passport/Billingsgate)
Capability Brown

Sire Records—Passport Records
165 West 74th Street
New York, N.Y. 10033
(212) 595-5500 Cable: BLUHORIZON Telex: 62622
KEEP SOME OF THE
GOLD
FOR YOURSELF

IN THESE TIMES, CAN YOUR PROMOTION
DOLLARS STRETCH FAR ENOUGH FOR YOU TO SAY
"THANKS A MILLION"
TO THOSE WHO HAVE MADE IT A MILLION-SELLER?

We Can Help
We are able to stretch your existing budget by one third...

Here's How
A unique new process of producing simulated golden discs has
enabled us to drastically cut costs without cutting quality.

To order simulated gold replicas of a vinyl album or single...
complete with your label copy...with a 4" x 6" photo-etched
black imprinted dedication plate...mounted on an attractive
walnut plaque...here's all you have to provide:
paper labels — two for each plaque ordered
copy and suggested layout for the dedication plate
a typewritten list of recipients' names
and, if desired, your company logo
and actual size artwork for the album cover

NOTE: The manufacturer of this product is in no way
affiliated, sponsored, endorsed or otherwise connected with any industry association or any other
manufacturer, sponsor or promoter of gold records or gold albums. The product itself is not intended to imply that the performance cited thereon has achieved a specific unit sale.

You may order your gold record presentation plaques for just
$60 per album plaque (15” x 18”)
$40 per singles plaque (10” x 14”)
All prices FOB Los Angeles, Calif.
Subject to state and local taxes.
Special price quotation on quantities of 100 or more.

For further information or to order, mail
the following coupon to: Box 1,000,000, Billboard
Publications, 9000 Sunset Blvd., Los Angeles, CA 90069

Name  Title

Company

Address

City  State  Zip

Please supply: plaques.  Size: album  single
Enclosed are: labels (2 for each record ordered)  copy desired for dedication plate

Please send me further information  

Signature
The rat race has given you skills the human race desperately needs.

We know you’re busy, so we won’t take much of your time. All we want is to make you a simple business proposition.

You lend your expertise for a few hours a week and we’ll give you the chance to prove that you’re not such a rat after all.

What do you have to do? Nothing more than what you do everyday.

If that’s finance, then you’d be a lot of help in assisting the local Boy Scouts in stretching their badly needed dollars.

If it’s behavioral science, perhaps you could be the key to getting a ghetto youngster headed in the right direction.

If it’s marketing, how about helping a minority businessman get started with a workable merchandising plan.

Whatever you do for a living, you can do a lot for the people living in your community. Simply write Volunteer, Washington, D.C. 20013, and we’ll direct you to where your talents are most urgently needed.

You may work for free. But you won’t work for nothing.

Volunteer.
It’ll make you a better human being.

A Public Service of
This Magazine &
The Advertising Council

COCO RECORDS
“El Sonido Creativo” (The Creative Sound)

WE’VE COME A LONG WAY BABY-IN 3 YEARS

Thanks to everyone for making this possible

Lo Mejor En Salsa:
(The Best in Salsa)

EDDIE PALMIERI
RAFAEL CORTIJO
JOE QUIJANO
CESTA ALL-STARS

VICTOR VELAZQUEZ
MIGUELITO
TORO
LALO

HARVEY AVERNE
BARRIO BAND
CHE DELGADO
FE CORTIJO

Lo Mejor En Charanga:
(The Best in Charanga)

JOSE FAJARDO
ORQUESTA BROADWAY

We welcome YOLANDITA MONGE
as an exclusive artist on Coco Records

We are proud to announce the formation of
GRAFFITI RECORDS featuring LA CORPORACION LATINA

COCO RECORDS, INC. 254 West 54th St., New York, NY 10019 (212) 582-6886
**TEN PURPOSEFUL PROPOSALS for PROLIFERATING PRODS.**

From a Prominent Producer of Profitable Products

(That's Us Folks)

1. Try and set up a separate children's department.
   - Don't lump us together with cutouts.
2. Have children's record inventories checked regularly.
3. Carry a variety of products.
4. Keep a reasonable spread of inventory on hand.
5. Use multiple exposure programs where possible, (we do get in toy books, and children's wear departments).
6. Use consumer advertising year round. Product is the perfect gift. Low cost, entertaining, educational.
7. Be wary of low-ball, one-way deals. They tie up needed dollars unnecessarily.
8. You can buy our product with confidence: It's always current.
9. Minimal obsolescence, lowest return percentages.
10. Let us help you paint a prettier profit picture.

Contact your local distributor or jobber, or:
Bob Goeman c/o
A. A. RECORDS
250 W. 57th St. New York, N.Y. 10019

Edward Grossi: Tres. Jeffrey Tenenbaum. (Distributed by ABO)
Id: branch: England
Labels: Owned. Passport: (distributed) Billingsgate
Path: see McGinniss
Path-Marconi EMI (France); see ConnuSatie Society.
Labels: (Owned) Pathways of Sound, Credo.
Pathway, see Jewish.
Pawl, see Recs.
Peaceful Country, see Rockmasters.
Pearl, see Damaris.
Pearl Harbor, see Associated Recs.
Peek, see Jim Hall.
Peers. see Record Dist. of America.
Pegasus, see Pannos.
Labels: (Owned) Grove, Pellegrino.
People see Polytory.
People's Music Works, see Jazz Composer's Orchestra Ass'n.
Per alto, see Fermata.
Period, see Everest.
Personal/s, see Antler.
Peter Rabbit, see Alshire.
Peters Recs. (div. of Paul Johnson Prod's.), PO Box 1325. 2933 Woodland Hills, Calif. 91369. Tel: (213) 887-0982. Pres. Paul Johnson.
Phantom, see Windfall & RCA.
regro irish

MANUFACTURERS & DISTRIBUTORS OF
IRISH, SCOTTISH, & FOLK
LP’s, 45’s, 8 track, cassettes, "Irish Records & Tapes, Inc.
MIDDLE VILLAGE, N. Y.
44-86 62nd Drive, 11379
(212) 476-8475

MIDDLE VILLAGE, N. Y.
irishmusic@usa.net

record labels:

MUSIC-RECORDING IMPORTANT TO YOUR BUSINESS SUCCESS ???
of KORS it is!

Tuneful, see Vonk
Tempo Recs., Inc., 1900 W. 47 Pl., Mission, Kan. 66205
Tel: (913) 384-1756. Pros. Dr. Joseph Peterson. Opns. Dr. Ken Barber. Sales & Mktg. Dr. Lee Neuens. Ad-
min. Ass’t. Maury Willink
Labels: Owned Sound London of Texas Capitol City, (dis-
tributed) Hosanna
Tempo Recs., Inc., 1015 Lafayette St., Geneva, N. Y. 14456
Tel: (585) 366-0201. Pros. Sam C Territo
Labels: Owned Samper (distributed) Bayou Country
Testament, Adv., see Productions, Inc.
Testament, N.Y., see Jazz Composer’s Orchestra’s Ass’n
Toral, see Western World
Texas-Mex, seeTERNAL
Third St., see Jazz Composer’s Orchestra’s Ass’n
This Page was the only page containing the extracted content.
FROM BILLBOARD. . . .
FOUR OF A KIND!

❑ International Buyer’s Guide
❑ International Recording Studio Directory
❑ Year-End Talent in Action
❑ Annual Tape/Audio/Video Report

The four most complete directory issues serving the industry—all year long.

BILLBOARD MEANS INDUSTRY SERVICE!
WHATEVER YOUR MUSIC, WHEREVER YOU ARE, WE CAN OFFER YOU THE WORLD.
IF YOU'RE IN THE NEIGHBORHOOD, GIVE US A CALL.

Charles Koppelman, V.P. General Manager
Music Publishing, CBS Records Group
Sol Rabinowitz, V.P. A&R and Music Publishing (International)
Eric Grunenberg, Manager, Europe
Ulpio Mimucci, Film and T.V., Projects Music Publishing
Betty Edell, Assistant to the V.P.
Howard Dean McCluskey
Melografi, S.R.L.
Sulpacha 476
Buenos Aires, Argentina
John Egginton
April Music Pty., Ltd.
11-19 Hargrave Street
East Sydney 2010
New South Wales, Australia
Antonio Pinheiro da Silva
Editora Mundo Musical, S.A.
Caia Postal 7023
Z.C.-58
Rio de Janeiro, Gb., Brazil
Editora Latino Americana
De Musica "ELAM", S.A.
Caia Postal 7035
Z.C.-58
Rio de Janeiro, Gb., Brazil
Vivien Hicks
April/Blackwood Music Ltd.
234 Eglinton Avenue, East
Suite 404
Toronto, Ontario
Canada M4P 1K3
Mundo Musical S.A.
c/o Indica S.A.
Apartado 4093
San Jose, Costa Rica
Pierre Helbrard
Editions April Music, S.A.R.L.
3, Rue Freycinet
75116 Paris, France
Gustaaf van Manen
April Musikverlag GmbH
6 Frankfurt/Main
Bleichstrasse 64-66A
Germany
Marika Gesar
Greco Phon Editions Musicales
3, Karagiorgi Servias Street
Athens 126, Greece
Ran Kedar
April Music, Ltd.
P.O. Box 681
Tel Aviv, Israel
Ettore Carrera
Edizioni April Music
Via M.F. Quiritilliano, 40
20138, Milan, Italy
Toshiro Nirasuka
April Music, Inc.
P.O. Box 17
Tokyo International Airport P.O.
Tokyo, Japan
Manuel Cervantes Rivera
Mundo Musical S.A.
P.O. Box 24-471 Mexico 7,
D.F. Mexico
Bas Mul
April Music Holland B.V.
Kruisstraat 8-10
Haarlem, 1501 Netherlands
Ralph Trehwela
April Music Publishing Co.
(PTY) Ltd.
P.O. Box 6216
Gallo Centre
Johannesburg, 2000
Republic of South Africa
Oscar Gomez
April Music, S.R.L.
Princesa #1
Torre de Madrid
Madrid 13, Spain
Johan Langer
April Music Scandinavia AB
Box 20037
Mariestadsvagen 40
161 20 Bromma, Sweden
Brian Hutchinson
April Music, Ltd.
17-19 Soho Square
London W.1, England
Victor Marti
Mundo Musical
A Division of CBS/Columbia C.A.
Apartado 70-169
Los Ruices
Caracas, Venezuela
Zeljko Gugo
Favorite Music
41000 Zagreb-PP 543
Maticeva 21/11, Yugoslavia
Bob Esposito
Larry Fogel
April/Blackwood
51 West 52nd Street
New York, New York
Marvin Mattis
April/Blackwood
6430 Sunset Boulevard
Hollywood, California

THE CBS MUSIC PUBLISHING GROUP
Throughout the world... the symbol of creative music publishing and promotion for composers, authors, publishers and producers.

IRO The RICHMOND ORGANIZATION
10 Columbus Circle, New York, New York 10019

IRO The ESSEX MUSIC GROUP
Essex House, 19/20 Poland St., London WIV 3DD, England • DAVID PLATZ, Director of International Operations

IRO ESSEX MUSIC OF AUSTRALIA PTY. LTD.
Uniline House, 5 13 Northcrt St., Milsons Point, N.S.W. 2061, Australia • Barry Kimberley, Managing Director

IRO EDITIONS ESSEX S.A.
34, Avenue des Champs Elysées, Paris 8, France • Ellen Nathan, Gerant

IRO ESSEX MUSIKVERTRIEB G.m.b.H.
Dresdengasse 7-9, Cologne 1, Germany

IRO EDIZIONI MUSICALI MARIO AROMANDO S.r.l.
Via Quintiliano 40, 20138 Milan, Italy • Sandro Pieralli, Professional Manager

IRO ESSEX MUZIEK HOLLAND N.V.
Singel 512, Amsterdam C., Holland • Ferry Wiemeke, Manager

IRO MUSIKFÖRLAGET ESSEX A/B
Oxenstiernsgatan 37, 11527 Stockholm, Sweden • Sture Bergedahl, General Manager

IRO EDICIONES ESSEX ESPANOLA S.A.
Diputacion 337-1, 2, Barcelona 9, Spain

IRO ESSEX JAPAN LTD.
2 Chome, Kanda-Tokihachimachi, Chiyodaku, Tokyo, Japan • Shosichi Kusano, General Manager

IRO ESSEX DE MEXICO S.A.
c/o Melodias Universales, S.A. (USA), Darwin 142, Colonia Anzures, Mexico 5, D.F., Mexico.

IRO ESSEX MUSIC GROUP PTY. LTD.
P.O. Box 6957, Johannesburg, South Africa • Kevin O'Hara, Manager
Around The World In 18 Offices!

Affiliated Offices:

1133 Avenue of the Americas
New York, N.Y. 10036
Warren Schutz (Prof. Mgr.) Harold Fine (Mgr. Admin.)

2. Sunbury/Dunbar/Sunbar
1605 Hawkins Street
Nashville, Tenn. 37203
Pat Carter

3. Sunbury/Dunbar/Sunbar
6363 Sunset Blvd., Hollywood, Calif. 90028
Dick Burns (Prof. Mgr.) J.E. Norman (Asst. Prof. Mgr.)

4. CANADA—Sunbury Music Canada Ltd.
Dunbar Music Canada Ltd.
225 Mutual Street, Toronto, Ontario
Barry Keane

5. MEXICO—E.D.I.M.
Av. Curtlahua 2519 Mexico City 16, D.F.
Enrique Gutierrez Zamora

Rua Dona Veridiana 172, Sao Paulo
Hortesio Gentalhalle

7. ARGENTINA—Ediciones Musicales Relay
Paroissien 2960, Buenos Aires
Beatriz Lupa

8. SPAIN—Ediciones Musicales RCA
Españas, S.A.
Dr. Fleming 43, Madrid 16
Antonio Martínez

9. ENGLAND—Sunbury Music Ltd.
1 Derby Street, London W1Y 7HD
John Morris

10. France—RCA, S.A.
6 Rond-Point des Champs Elysees, Paris 8
Rolande Richesser

11. GERMANY—RCA Musik GmbH
Hallerstrasse 76, 2 Hamburg 13
Peter Ingwersen

12. ITALY—Edizioni Musicali RCA S.p.A.
Via Tiburtina Km 12, Rome
Mario Camini

13. AUSTRALIA—Associated Music Pty., Ltd.
11 Khartoum Road, North Ryde NSW 2113
Ron Wills

Also Represented in:

14. BELGIUM—Universal Songs
Rue J. Lebrunstraat, 2, Brussels 1030

15. FINLAND—Edition Coda
Lansisportti 4 A, SF-02210 Ruomela

16. HOLLAND—Universal Songs
Michelangelostraat 79, Amsterdam 9

17. SOUTH AFRICA—Laetrec Music Ltd.
P.O. Box 4015, Johannesburg

18. SWEDEN—Edition Liberty AB
Ankdammsgaran 5, Solna 1

Allen Stanton, Vice-President and General Manager, 6363 Sunset Blvd., Hollywood, Calif. 90028.

SUNBURY MUSIC, INC., DUNBAR MUSIC, INC., SUNBAR MUSIC
1133 Avenue of the Americas, New York, N.Y. 10036
The Hallmark* of Total Involvement

In every territory throughout the world... in all media using music... signifying integrity... creativity... aggressive exploitation and complete commitment to the highest ideals of the music industry

*Hallmark n: a mark or device placed or stamped upon an article of trade to indicate genuineness.

A. SCHROEDER INTERNATIONAL LTD.

ARCH MUSIC CO., INC. • JANUARY MUSIC CORPORATION • SEA-LARK ENTERPRISES, INC.
SA-VETTE MUSIC CO. • PAST, PRESENT AND FUTURE (RECORD) PRODUCTIONS, INC. • MAINSTAY MANAGEMENT CORP.

Executive Office: 25 West 56th St., New York, N.Y. 10019 (212) 582-8810/Cable: SCHROMUS, N.Y.
Los Angeles: 9000 Sunset Blvd. 90069 (213) 274-7351/London: 15 Berkeley St., W.IX 5AE 493-2506
North American Music Industries

is #1

THROUGHOUT THE WORLD IN CUSTOM PRESSING WITH OVER 50,000,000 UNIT CAPACITY

MARTY WEISS
West Coast Sales Rep
(213) 761-5313

GENE WEISS
East Coast Sales Rep
(717) 344-9634

PLANT LOCATION
300 Brook Street
Scranton, Pa. 18505
(717) 346-9781
TELEX (501) 656-5325

LOU GUARINO
President
Corporate & Sales Offices
North American Music Industries
Manor Oak #2, 1910 Cochran Road, Pittsburgh, Pa. 15220 • (412) 344-6700
We Can SHOWHITS!

Coming to Broadway:

Leonard Bernstein & Alan Jay Lerner's "1600 Pennsylvania Avenue"
Richard Adler, Will Holt, & George Abbott's "Minsky's"
A Murder Mystery Musical, "Something's Afoot"

The New York Times Music Corporation
Music Of The Times Publishing Corporation
Murray Deutch
President & Chief Executive Officer

655 Madison Ave., New York 10021  Tel: 212-591-8200

Lee Lichtman, professional manager, east coast
Johnny Davis, national promotion director

625 Sunset Blvd., Hollywood, Calif. 90028  Tel: 213-469-8101
Don Shain, professional manager, west coast
Randy Myers, professional department
The Complete Publisher

Professional Department
Total coverage from our headquarter-centers in Los Angeles, New York, Nashville, and London. Irwin Schuster, Vice President, is the man in charge, with Roger Gordon, Ira Jaffe and Jack Leonard in Los Angeles; Paul Tannen and Charlie Feldman in Nashville; and Ray Walter in London.

Record Promotion
A national promotion operation headed by Danny Davis, Vice President.

Foreign

Print
A national sales and distribution organization featuring a new 50,000-square foot facility in Miami. Headed by Frank Hackinson, Vice President, with Jack Rosner, West Coast Business Affairs, and Steve Francis, License Coordinator.

Motion Pictures and Television
Corporate affiliation with Columbia Pictures and Columbia Pictures Television.

Administration
Copyright services, computerized royalty collection and payments and exploitation—national and foreign. Irwin Griggs, Manager of Finances; Irwin Snyder, Manager of Copyright Department; Dick Jacobs, Manager of Licensing Department.

Lester Sill, President
Irwin Z. Robinson, Vice President and General Manager
Screen Gems-Columbia Music/Colgems Music
Screen Gems-Columbia Publications
The music publishing division of Columbia Pictures Industries, Inc.
Everything in music publishing. Everywhere.
ARGENTINA: Editorial Musical Korn S.A.I.C.
Cordoba 1351 — 2.P.
Buenos Aires, Argentina

AUSTRALIA: United Artists Music (Aust.) Pty. Limited
63-79 Miller Street
P.O. Box 16, Pyrmont 2009
N.S.W., Australia

BRAZIL: Irmaos Vitale S.A. Industria E. Commercio
Rua Franca Pinto, 42
Caixa Postal 380, Sao Paulo, Brazil

CANADA: United Artists Music (Canada), Ltd.
6 Lansing Square, Suite 205
Willowdale, Ontario, Canada M2J 1T8

ENGLAND: United Artists Music Ltd.
37-41 Mortimer Street
London W1A 2JL, England

FRANCE: United Artists Music (France)
48, Avenue Victor-Hugo
75783 Paris Cedex 16, France

GERMANY: United Artists Musik G.M.B.H.
Herzog-Rudolf-Strasse 3
8 Munchen 22, Postfach 201, Germany

HOLLAND: United Artists Music (Nederland) B.V.
Postbus 338
Bussum, Holland

HONG KONG: Pathe Publications (Far East) Limited
11 Fa Po Street, Yau Yat Tsuen
P.O. Box 5263, Tsimshatsui Post Office
Kowloon, Hong Kong

ISRAEL: Subar-Music Publishing Co. Ltd.
21, Any Ma'amin Street
Ramat-Hasharon 47 212, Israel

ITALY: United Artists (Italy) Edizioni Musicali S.r.L.
Via Quintiliano, 40
20138 Milano, Italy

JAPAN: United Artists Music (Japan), Inc.
Maruyama Blvd., 25 3-chome
Iikura, Azabu, Minato-ku
Azabu P.O. Box 20, Tokyo, Japan

MEXICO: United Artists Music de Mexico, S.A.
Laguna de Mayran 258 (2.Piso)
Mexico 17, D.F.

SOUTH AFRICA: United Artists Music South Africa (Pty.) Ltd
3rd Floor, Craftsman Centre
288 Commissioner Street
Johannesburg, South Africa

SPAIN: Ediciones Musicales Hispavox, S.A.
Navas de Tolosa, 3-3
Madrid 13, Spain

SWEDEN: United Artists Musikforlag AB
Nybrogatan 53
P.O. Box 5265
S-102 45 Stockholm 5, Sweden

UNITED STATES: Hollywood • New York
Robbins Music Corporation
Leo Feist Inc.
Miller Music Corporation
The Big 3 Music Corporation
Unart Music Corporation
United Artists Music
Hastings Music Corporation
Metric Music Company

UNITED ARTISTS MUSIC PUBLISHING GROUP, INC.

6920 Sunset Boulevard, Hollywood, California 90028
Think for a moment about the number of elementary, junior high, high school, and college band and orchestra musicians in the United States. Then add all of the aspiring guitarists and beginning keyboard musicians. Now picture them all practicing your song for their premier performance—whether that's at their first paying "gig" or the Annual Concert for Moms and Dads.

With this kind of exposure to each new generation of budding musicians and their families and friends, you’re talking about longevity for your copyrights and substantially increased royalties for your coffers. We’re experts in the exploitation of pop material in the educational markets (ask any major publisher). We’re producing, promoting, and marketing an incredible diversity of band, orchestra, keyboard, general music, choral, and even electronic music publications.

Many of our publications are also "customized" for use with specific musical instruments, and are backed with the exclusive support of major instrument manufacturers. We’re a high-volume marketing pipeline for your songs to virtually every band instrument and keyboard dealer and overseas distributor—over 9,000 in the U.S. alone.

It's a huge and virtually untapped source of domestic and international royalty income. We're ready to add our kind of coverage to your songs. Whenever you're ready, we'll show you our samples—and our results!

HAL LEONARD PUBLISHING CORPORATION
WINONA MN 55987

Milwaukee: KEITH MARDAK
8112 W. Bluemound Road,
Milwaukee, WI 53213
Phone: 414 774-3630 • Telex: 2-6668

Hollywood: DON KAHN
6223 Selma Ave.
Hollywood, CA 90028
Phone: 213 262-6088

London: ROBERT HIRSCHMAN
Suite 18, Claridge House,
32 Davies Street
London W1Y 1LG, England
Phone: 01-499-8527 • Telex: 26-1415

The most diversified creator of musical and instructional materials in music publishing.
Bourne Records

1212 Avenue of the Americas
New York, NY 10036

6381 Hollywood Blvd.
Hollywood, Ca.
90028

BACH MUSIC
BEN BLOOM MUSIC DIV.
BOURNE-FILM MUSIC
BOURNE MUSIC (ASCAP)
BOYAT MUSIC
BURE & VAN HEUSEN CO., a division of BOURNE CO.
GOLDMINE MUSIC, INC.
LADY MAC MUSIC
MURBO MUSIC PUB. INC.
SCHUMANN MUSIC CO.

MURBO RECORDS

england
Bourne Records Ltd.
34/36 Maddox Street, London W1, England

france
Bourne Records
10 Rue Washington, Paris Be, France

affiliates
austria—boose & hawkes (804)-7903, boose & hawkes publishing co.
guatemala—ivan mogull central america ltd.
italy—e-music ltd.
 japan—high note publishing co. ltd.
mexico—mexico, s.a.

"music born to live"
SONGS BY SONGMEN ARE BETTER NUMBERS!

They represent an unexcelled combination of lyric and melody! Not merely exploited songs, but the best! Songs, such as, "Lovers' Roundup"; "I Love Somebody Who Doesn't Love Me"; "Ole Country Music"; "Actions Speak Louder Than Words"; "My Ladder of Dreams"; "What Time Does He Last Moon Leave?"; "Reminiscing Days Gone By"; "There's Green Grass Growing on Those Hills"; "I'm Gonna Board That Train"; etc.

For the latest releases, contact:

Henry J. Sommers
P. O. Box 322, Silver Spring, Maryland 20907
Telephone (301) 946-8039

Page 101
Controlled Sheet Music Service, a rack specialist whose only business is sheet music and books, has a unique and totally flexible program to meet the needs of all retailers. CSMS provides you with the fastest moving mix of pop single sheets and folios (music books) from all the major publishers. All product is delivered pre-priced and color coded. As sales are made the colored tickets are removed and the count passed on to CSMS by mail or our special WATS telephone ordering program. An inexperienced clerk can sell, reorder and control the inventory in a few minutes each day. For more information about your place in this multi-million dollar industry call or write today.

NEW JERSEY

- CARLSTADT (Area Code 201)
  Music Dealers Serv. Inc., 243 Varian Plaza, Blvd. Zip 07072
  Tel: 935-5050; Pres. Danny Kane

- CHERRY HILL (Area Code 609)
  Charles Dumont & Son Inc., 18 Onley Ave. Zip 08003

- FAIRFIELD (Area Code 201)
  Publisher Sales Inc., 16 Passaic Ave. Zip 07006
  Tel: 575-1804; Pres. Louis Artieres; Gen. Mgr. Tom Massarella.
  Sales Mgr. Dick Duffy.

- HILLSDALE (Area Code 201)
  Tel: 391-2339

- NEWARK (Area Code 201)
  Medallion Songs Inc., 56 Ferry St. Zip 07105
  Tel: 344-1400; NYC Tel: (212) 962-3354; Pres. Fred Mendelsohn.
  Mgr. H. Gottharnmann

- PARAMUS (Area Code 201)
  Chain Dist., 10301, 17 Zip 07652.
  652-5300
  Home office: (New York Metropolitan Area), N.Y.

- TRENTON (Area Code 609)
  Big Bells Inc., 33 Hayes Ave. Zip 08610
  Tel: 586-2622; Pres. Richard Fingerman

NEW YORK

- COPiAGUE, L.I. (Area Code 516)
  Controlled Sheet Music Serv. Inc., 112 Hudson St., Zip 11728
  Tel: 842-8080; Pres. Ronald Ravitz; Sales Mgr. Jack Kaye.
  Branch: Fort Lauderdale, Fl. (See ADVERTISEMENT)

- FARMINGDALE, L.I. (Area Code 516)
  Cimino, Publ'res Inc., 1845 New Highway Zip 11735
  Pres. Mike Cimino; VP's Peter & Ed Cimino. (See ADVERTISEMENT)

- HUNTINGTON STATION, L.I. (Area Code 516)
  Marks Music Serv. Ltd., 326 West Halls Rd, Zip 11746
  Sales Mgr. Marvin Kozak.

- MELVILLE, L.I. (Area Code 516)
  Belwin-Mills Publ'g Corp., 25 Doshen Dr. Zip 11746
  Tel: 293-3400; Pres. Martin Winiker.

- NEW YORK METROPOLITAN AREA
  (Area Code 212)
  Big 3 Music Corp., 729 Seventh Ave. Zip 10019
  Tel: 575-4981; VP Print Div. Herman Seiger
  Chain Dist., Inc., 406 E. 189 St., Bronx 10458
  Tel: 289-3350; Pres. M. Bronen; Gen. Sales Mgr. Sid Bronen.
  Branch: Paramus, N.J.
  Chappell Music Co., 810 Seventh Ave. Zip 10019
  Tel: 517-7300; Pres. Norman S. Weiser.
  Sales Mgr. Charles Ryman.
  Calif.; Nashville, Tenn.
  Cherry Lane Music Co. Inc., 17 W. 60 St. Zip 10023
  Tel: 245-7236; Pres. Joseph Goldfeder.
  Criterion Music Corp., 17 W. 60 St. Zip 10023
  Tel: 245-7235; Pres. Michael H. Golden.
  Calif.
  Peer-Davis Music Headquarters, 133 Seventh Ave. S. Zip 10001
  Tel: 243-2090; Pres. Pietro Davas.
  Sales Mgr. Jose Vega.
  Carl Fischer Inc., 50-62 Coop Ave. Zip 10003
  Tel: 777-0900.
  Branches: Los Angeles, Calif.; Chicago, Ill.; Boston, Mass.
  Doris Fisher Music Corp., 1619 Broadway Zip 10019
  Tel: 586-1545; Pres. Doris Fisher.
  Charles Hansen Educational Music & Books, 1860 Broadway,
  Zip 10023
  Tel: 348-8159; Pres. Charles Hansen.
  Home office: Miami, Fla.; Hansen Publishing.
  Walter Kane & Son Inc., 351 W. 52 St. Zip 10019
  Tel: 586-4470; Pres. Stanley Kane; Gen. Mgrs. George Chacona,
  Mickey Schouman; Sales Mgrs. Gary Rappaport.
  Branches: Torrance, Los Angeles Metropolitan Area.
  Calif.
  MCA Music, 449 Park Ave. Zip 10022
  Tel: 759-7500; Branches: Los Angeles, Calif.
  Edward B. Marks Music Corp., 1790 Broadway Zip 10019
  Tel: 247-7277; Pres. Joseph Austerland; VP Bernard Ketten.
  Tel: 973-7272; Sales Mgr. Elza S. Lauber.
  Music Sales Corp., 33 W. 60 St. Zip 10023
  Tel: 245-0355; Pres. Herbert Weis; Gen. Mgr. Bert Snyder.
  Int'l branches: Australia, Music Sales Australia Pty Ltd.; England, Music Sales Ltd.
  Peer-Southern Org., 1740 Broadway, Zip 10019
  Tel: 265-3910; Pres. Monique I. Peer; Sales Mgr. Al Kugler.
  Calif.; Miami, Fla.; Nashville, Tenn. (See ADVERTISEMENT)
  Plymouth Music Co. Inc., 17 W. 60 St. Zip 10023

(Continued on page 219)
ALABAMA

• ATTALLA (Area Code 205)
  Reliable Rec. & Tape Co. Inc. 1152 3 Zip 35554 Tel: 538-6433 Owner: Mr. & Mrs. B. O. Neal (Rec. & Tape R J)
• BIRMINGHAM (Area Code 205)
  Angel Tape Dist Co. Inc. 3003 Sixth Ave S 5 Zip 35233 Tel: 328-2540 Owner: Robert H. Angel, Mgr. David Ivy, Owner: Robert Angel, David Ivy
  (Tape D & OS)
  Playback equipment: Crew.
  Accessories: GRT, LE, BO, Trace.
  Ray Royeser Prod's, PO Box 4171 Zip 35206 Tel: 833-0550 Owner: Don Royeser. Rec. labels: Gateway, January, Super Star

• DECATUR (Area Code 205)
  Rec. labels: Adelphi, Adelphi, American Heritage, Archoole, Bay, Big Star, Biograph, Blue Canary, Blue Goose, Blue Lake, Blues Classics, Bomp, Brier, Cadem, Canyon, Cro-Hon, Davis Unlimited, Delmar, FAW, Flying Fish, Folk Legacy. Folk Lyric, Folkways. Green Tree, Fretless, HAFM, Hermon, Historical, Jalan, Jazz, Jazz, Juke Box, Kicking Mule, Kim-Fat, King Bluegrass, La Louissiane, Lamco, Lyndoch, Mast- er Jazz, Melody, Monitor, Morning Star, Mountain Road, Old Timey, Phihe, Pino Mountain, Pine Tree, Purlin, Rebel, Rounder, Skyline, Southern Folklore, Spivey, Stonewall, Swallow, Symposium, Takoma, Ten- nuate, Thistle, Trix, Vestco, Voyager, Yazoo.

• MOBILE (Area Code 205)
  Robin Allsion Sr. (Rec. D).
  Tape lines: ABC, Ampex, Amply, Ashley, Avco, Back beat, Bang, Bell, Bluesway, Bonde, Cede, Chart, Checker, Chess, Command, Doris Horse, O'aram, Dia- mond, Doone, Dot, Chilie, Bunsil, Fantasy, GRT, Hh, Hob, Imperial, Janus, Living Language, London, Mega, Mercury, Muscle, Ode, Original Sound, Parni, Paol, Paol, Philips, Phillips, Philips Inc 3, Philips, SSS III, Sceptor, Sire, Sun, 20th Century, Amph, Accessories: Carrying cases (Le-Bo), needles (Fidel- tone), records (Seebro).
  Arizona One Stop (Rec. & Tape OS)—Mgr & Buyer: Margo Grover—see also Altanta's Co. Dir.
  Arizona Rec & Tape Dist. 3249 Roosevelt St Zip 85004 Tel: 224-8455. Rec. & Tape OS, (Rec. & Tape OS & RJ)
  Tape lines: Aboho, Alcina Atten, Amper, Audio Fidel- ity, Avco, Aware, BASF, Black Jazz, Black Lion, Bold CT, Caesarin, Cen, Caytronics, Crescendo, Crossover, Disneyland, ESP, Fast Track, Fiesta, GRC, GIT, Gmme, Gordy, Greatful Dead, Island, Jan, Jewit, Kidd, Main- stream, Manse, Mineoone, Muses, Mount, Mozart, Music, Munson, Musicar, Original Sound, Ovboy, Ove- nation, Ovation, Paula, Panor, Parrot, Philly Grooves, Prestige, Private Stock, Prodigal, Project 3, Rare Earth, Re- bel, Request, Ronn Round, Stainy Soul, TK, Ta- coma, Truth, Ward World
  Accessories: Le-Bo.
  (Rec. & Tape OS & RJ).
  Home office: Minneapolis Minnesota.

• TUCSON (Area Code 602)
  Smash Rec. Dist., 2981 W Fairmount Zip 85707 Tel 264-5659 Owners: Jack Caprence Megs Mgr & Singles Buyer: Jackie Eagles. (Rec. OS).

• TUSCANC (Area Code 602)
  Empire Inds. (Rec. OS & RJ), see Disc Rec. Jobbers.

ARKANSAS

• HOTSPRING (Area Code 501)
  Country Music Sales, PO Box 886 Zip 71901 Owner: Slim McComas. (Rec. D & E ...mail order only).

• LITTLE ROCK (Area Code 501)
  Dickerson Rec. & Tape Co., 3318 S Blevon St Zip 72204 Tel: 565-9854. (Rec. OS & RJ).
  playback eqpu.: BSR, EAT, Panasonic, Teltex.
  Accessories: Blank loaded tape, storage cases, various accessories (Hitachi, Leer Jet, LE-Bo).
  Accessories: Le-Bo. Marmorex.

CALIFORNIA

• BUENA PARK (Area Code 714)

• COSTA MESA (Area Code 714)
  Living Water Prod's, PO Box 3316 Zip 92626 Tel: 979-3373 Owner: Richard B. Handy-Buyer, Vladimir Sireso
Chapman Distributing Co.
LA's Finest Distributor

Manufacturers' Inquiries Most Welcome
Your Product Deserves Personal Attention.
Complete Lines of Religious, Gospel and Sacred.

Contact:
CHAPMAN DISTRIBUTING CO.
1212 S. Albany St.
Los Angeles, Calif. 90015
Phone: (213) 749-9484

Reg. labels: Discuba, Eco, Elk, Musart, Mutant Norteno, Peerless.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.

Phonics Inc., 1115 S. Western Ave., Los Angeles 31, Zip 90048.


Rec. Tape & Disc Inc. see Chapman Disq. Corp.

Rec. labels: Decca, Flyright, MGM, Rhythm, Stor-Andre, Tri-Tone.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.

Phonics Inc., 1115 S. Western Ave., Los Angeles 31, Zip 90048.


Rec. Tape & Disc Inc. see Chapman Disq. Corp.

Rec. labels: Decca, Flyright, MGM, Rhythm, Stor-Andre, Tri-Tone.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.

Phonics Inc., 1115 S. Western Ave., Los Angeles 31, Zip 90048.


Rec. Tape & Disc Inc. see Chapman Disq. Corp.

Rec. labels: Decca, Flyright, MGM, Rhythm, Stor-Andre, Tri-Tone.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.

Phonics Inc., 1115 S. Western Ave., Los Angeles 31, Zip 90048.


Rec. Tape & Disc Inc. see Chapman Disq. Corp.

Rec. labels: Decca, Flyright, MGM, Rhythm, Stor-Andre, Tri-Tone.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.

Phonics Inc., 1115 S. Western Ave., Los Angeles 31, Zip 90048.


Rec. Tape & Disc Inc. see Chapman Disq. Corp.

Rec. labels: Decca, Flyright, MGM, Rhythm, Stor-Andre, Tri-Tone.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.

Phonics Inc., 1115 S. Western Ave., Los Angeles 31, Zip 90048.


Rec. Tape & Disc Inc. see Chapman Disq. Corp.

Rec. labels: Decca, Flyright, MGM, Rhythm, Stor-Andre, Tri-Tone.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.

Phonics Inc., 1115 S. Western Ave., Los Angeles 31, Zip 90048.


Rec. Tape & Disc Inc. see Chapman Disq. Corp.

Rec. labels: Decca, Flyright, MGM, Rhythm, Stor-Andre, Tri-Tone.

Tape lines: Same as reg. labels

MusaTapes Inc. see Musical Tapes Inc. / Musical Tapes Inc.


Mfg.: Wayne Voiles; Buyers: Singles, Wayne Voiles, Mike Basack.

Chapman Disq. Corp., 3333 7th St. @ Youse.

Branch: Houston Texas. (Rec. & Tape Rj).

Rec. labels: Challenge, Movie, Kent, Laurie, Modern, Plantage, SS Int, St.
WE’VE GOT’EM
CUTOUT SOUL SINGLES
Send For Our Catalogue & List

FLORIDA INDEPENDENT PROMOTIONS
12951 Port Said Rd.
(N.W. 32nd Court) BAY #3
Opa Locka, Florida 33054

United Record & Tape Industries, Inc.

PRES. — Allan Wolk
V.P. MKT. — Sydney Silverman
V.P. FINANCE — David Jackowitz
BUYER — Jack Roberge

9880 NORTHWEST 77TH AVENUE • HIALEAH GARDENS, FLORIDA 33016 • PHONE (305) 821-3100

DISTRICT OF COLUMBIA

RIDGEFIELD (Area Code 203)

WASHINGTON (Area Code 202)

DISTRICT OF COLUMBIA

WASHTOWN (Area Code 202)

FLORIDA

BAKER (Area Code 904)
World Music Co., Box 176, Rt. 1, Zip 32251 Tel. 537-...

721 Owner, Mgr. & Buyer: Robert C. Goodchild. (Tape O).
Tape lines: Ampex, GRT, major cut-outs.
Playback equip.: Altecnic, Mecca, Samsonic.
Accessories: Blank tape (Capitol), carrying & storage kits.

- **DANIA (Area Code 305)**

- **DUNEDIN (Area Code 813)**

- **FORT LAUDERDALE (Area Code 305)**

- **GAINESVILLE (Area Code 904)**

- **JACKSONVILLE (Area Code 904)**
  Budisco One Stop (div. of Rowe Int'l) (Rec. & Tape OS & E).
  Home office: Miami, Fla.

- **MIAMI METROPOLITAN AREA**
  (Area Code 305)
  A B Co., 10104 NW 80 Ave., Hialeah Gardens 33016. Tel: 558-1030. Sales Mgr.: Joe Reilly. (Rec. & Tape O).
  Budisco One Stop (div. of Rowe Int'l) (Rec. & Tape OS & E), see Rowe Int'l.

---

**DON'T LET THE U.S. MAIL SLOW YOU DOWN!**
You Dial—We Pay—You Save

800-631-8672 TOLL FREE

for the best prices and fastest service on ALL singles, LP's, 8-tracks, cassettes, Oldies, special orders.

**DOUBLE B RECORDS & TAPE CORP.**
16 Fenwick Street, Newark, N.J. 07114

**TOLL FREE IN THESE STATES**

<table>
<thead>
<tr>
<th>Alabama</th>
<th>Illinois</th>
<th>Maryland</th>
<th>New York</th>
<th>South Carolina</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arkansas</td>
<td>Indiana</td>
<td>Massachusetts</td>
<td>North Carolina</td>
<td>Tennessee</td>
</tr>
<tr>
<td>Connecticut</td>
<td>Iowa</td>
<td>Michigan</td>
<td>Ohio</td>
<td>Vermont</td>
</tr>
<tr>
<td>Delaware</td>
<td>Kansas</td>
<td>Minnesota</td>
<td>Oklahoma</td>
<td>Virginia</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>Kentucky</td>
<td>Mississippi</td>
<td>Pennsylvania</td>
<td>West Virginia</td>
</tr>
<tr>
<td>Florida</td>
<td>Louisiana</td>
<td>Maryland</td>
<td>Michigan</td>
<td>Wisconsin</td>
</tr>
<tr>
<td>Georgia</td>
<td>Maine</td>
<td>New Hampshire</td>
<td>Rhode Island</td>
<td></td>
</tr>
</tbody>
</table>

* Orders shipped same day received via UPS

---

**MJS International, Inc.**

8230 N.W. 56th Street • Miami, Florida 33166 • Phone (305) 592-6085

Telex: 519739

Cable: MJS MUSIC MIA

We are an exporter serving all of the Caribbean, Latin America, and Western Europe with low prices, prompt service and a great fill. We are your one-stop for all Records, Tapes, and Accessories.

Write or cable us for our weekly specials!

**Michael J. Spector**
President

**Christopher Barr**
Sales Manager
Wholesalers

**ORLANDO (Area Code 305)**
Southern Music 30 S. Orange Ave Zip 32801 Tele 422-5119 Owner: Ron Reed (Rec. OS) Distributes oldies 45's

**SARASOTA (Area Code 813)**
Distributors Inc 258 Shopping Ave Zip 33577 Tel 959-2321 Owner: Gary Kuban. Buyer: Gary Kuban (Rec. OS & RJ)
Vaugn Assoc PO Box 5808 Zip 33797 Tel 924-3724 Pres. Mgr & Buyer: Richard H Vaughan (Rec. D & OS)

**TALLAHASSEE (Area Code 904)**
Merlin Rec. 8516 SW 13th St 32303 Tel 385-3330 Mgr: John Montgomery (Rec. OS) Home Office: Pittsburgh Pa (Rec. D & OS)

**TAMPA (Area Code 813)**
March Rec. 3639 W Cypress Zip 33607 Tel 879-1304 Owner: Manuel Alonso Mgr: L. Alonso Buyer: Villa Mendez (Rec. OS)
Record's Unlimited PO Box 952 Zip 33601 2110 W Main St Zip 33607 Tel 251-1186 Mgr & Buyer: Joe Brown Tape Buyer Linda L Sanis (Rec. OS & RJ)
Tape Parallels PO Box 1416 74th Ave Zip 33605 Tel 876-5314 Owner & Buyer S Delgado (Rec. & Tape RJ)

**VENICE (Area Code 813)**
Shore Rec. 3808 46th St Zip 33595 Tel 488-0645 Owner & Mgr: Stephen R Hatch (Rec. & Tape OS) Label: Importer: Merengue. Salsa. Sel-soul. (Dominican Republic)

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

**ATLANTA METROPOLITAN AREA** (**Area Code 404)**
A & B Rec. 3193 A Peachtree Rd Zip 30341 Tel 458-8721 Branch: Skip Byrd Buyer: Len Ward (Rec. & Tape D)
A & B Rec. Tape Sales 2115 Hills Ave NW Zip 30318 Tel 757-1020 Owner: Merv Levinson Mgr: Fred Wartra Sales: Mgrs. Charles Smith (Rec. & Tape OS & RJ)
Capitol Recs PO Box 270 N Mobile, Ala 36602 Access Rd Zip 30329 Tel 321-5441 (Rec & Tape D & OS)
Rec: labels: ABC, ABC-All American, Capital, Har Mar, Harvest, Melody-Ma Angular, Ring-O, Seraphim Tape Lines: Angel, Angel Capital Harvest, Haven, Melody-Angel, Ring-O
Columbia Recs Sales 12 Executive Park Dr NE Zip 30329 Tel 321-4553 Sales Mgr: Joe Mansfield. Reg: Promo: Mgr Fred Waves, Promo Mgr: Curt Dunbar Mgr: Tee Em Grosses, Leslie Lamar (Rec. & Tape D)
Rec: labels: Blue Boop, CBS, Carolwood, Epic, Fresh, Full Moon, Golden Fleece, Harmony Krishan, Magnet, (UK) Maxim, National L independent, Odyssey, Philadelphia Int, Prophecy, Salourse, Sound Stage Tape Lines: T-Neck, 1507, Thunder Tape Lines: Same as rec labels Accessory: Carrying cases, storage cases, accessory car Burgundy (Columbia)
Godwin Dist'g Co 1270 Tacona Dr NW Zip 33018 Tel 757-2100 Mgr: W. Godwin, Mgr: R. Godwin Mgr: Rec. (Rec. Tape D & RJ) (Rec. & Tape OS as Godwin Mu

**ALBANY (Area Code 912)**
Gwen Rec. Serv. Inc PO Box 3338 319 Highland Ave Zip 31701 Owner: & Mgr. Jesse Brown Mgr: Larry Johnson (Rec. OS & Tape OS)

**GEORGIA**

**ALBANY (Area Code 912)**
Green Rec. Serv. Inc PO Box 3338 319 Highland Ave Zip 31701 Owner: & Mgr. Jesse Brown Mgr: Larry Johnson (Rec. OS & Tape OS)

**ATLANTA METROPOLITAN AREA** (**Area Code 404)**
ABC Recs 33193 A Peachtree Rd Zip 30341 Tel 458-8721 Branch: Skip Byrd Buyer: Len Ward (Rec. & Tape OS & R)
B & C Rec. Tape Sales 2115 Hills Ave NW Zip 30318 Tel 757-1020 Owner: Merv Levinson Mgr: Fred Wartra Sales: Mgrs. Charles Smith (Rec. & Tape OS & RJ)

**TARAS Rec. Tape Dist Co Inc 563 Armour Circle Zip 30324 Tel 875-2555 Pres. Gus Ketler, VP: Randy Sanders Buyer: James Waters (Rec. Tape OS & RJ)

---

**THANK YOU!**

for giving us five years of steady growth! Today we stock over 150 labels representing the finest in new record and reissue production on LPs and tapes,

---

**WHERE BUT WOULD WE BE WITHOUT YOU?**

---

**HINNARAA Record and Tape Distributors**

2432 N. Elston Ave., Chicago, Ill. 60641 (312) 588-7735 (Office: 493-8110)
SOUND UNLIMITED
(A One Stop For All Your Needs)

We carry all Labels, Albums, Tapes, 45's, Selected English Imports, Selected Cutouts, Accessories & Head Supplies.

We Carry All Labels, Tapes, Albums & 45's
ABC
A&M
ASYLUM
ATLANTIC
SIRE
BUDDHA
CAPITOL
20TH CENTURY
UNITED ARTISTS
COLUMBIA
WARNER BROS.
CTI
WOODEN NICKEL
DUNHILL
ELEKTRA
EPIC
LONDON
PRESTIGE
& MANY, MANY MORE

Retail Wholesale Cost
LP's $6.98 $3.75
TAPES $7.98 $4.70
45's $1.29

On Misc. Items You'll Pay the Same as if Dealing Direct

MISC. ITEMS

Misc. Items
1. Pfalstielh (Needles)
2. Watts Discount Dust Bugs
3. Blank Tape
4. Spool Tape
5. Papers
6. Head Supplies
7. Magazine Rolling Stone
8. Vac-O-Rec
9. D. Stat
10. Disc. Washer and Fluid

Directory of Music Record Buyers & Wholesalers

Table of Contents
Accessories: Carrying & storing cases, audio accessory catalogs (Columbia)
Ernie's One Stop Recs., Inc., 1247 S. Michigan Ave. Zip 60618 Tel: 224-4213 Owner Ernie Leiner; Mgr. & Buyer: Ben Sheets Local Branch: 824 E. 79 St Zip 60618 Tel: 674-7600 Mgr. Bill Leiner; Buyer: Ben Sheets (Rec. & Tape D.)

Footer:
Gibson's, Fletcher Kinnara, Billboard, CTI, DOT, ATLANTIC
Accessories:
Tape, Fresh Rec., Sheats
Phonographs:
Burn Branch

Town / Kehr labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.

M ANY
s-1
60641
[begin
Town
/Kehr
labels:
Skylight, Hike, Kid.
linee:
TSOP, Tel

Buyers
Lewis.
specialized wholesaler with extensive knowledge of the retail market - complete record inventory in rock, jazz, cut-outs, imports, 8 track & cassette, pre-recorded tape - full accessory line in blank tape, Savoy tape carriers, record care products - experienced international exporters

Father's & Sun's Inc. • 4100 Industrial Blvd. • Park 65 West • Indianapolis, Indiana 46254 • (317) 293-5310 • Telex 27-2157 attn. Karma
MARYLAND

• BALTIMORE METROPOLITAN AREA (Area Code 301)


BELTSVILLE (Area Code 301)


COLUMBIA (Area Code 301)


GERMANTOWN (Area Code 301)


HAGERSTOWN (Area Code 301)


LANDOVER (Area Code 301)


Rec. labels: Abc, Apollo, Arista America, Capitol, Har- vett, Haven, Melodyia/Angel, Ring-O, Seagull, Tenderlove.

HYATTSVILLE (Area Code 301)


BOSTON METROPOLITAN AREA (Area Code 617)


Rec. labels: Abc, Apple, Arista America, Capitol, Har- vett, Haven, Melodyia/Angel, Ring-O, Seagull, Tenderlove.

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)


Rec. labels: Abc, Apollo, Arista America, Capitol, Har- vett, Haven, Melodyia/Angel, Ring-O, Seagull, Tenderlove.

Rec. & Tape: Same as rec. labels.

MASSACHUSETTS
record flights

JEM RECORDS, INC.  JEM RECORDS WEST, INC.  PACIFIC RECORDS, LTD.  PASSPORT RECORDS

Providing Retailers, Rack Jobbers, One Stops & Distributors with

- The finest of new, emerging European groups
- Imported products never released in America
- JEM world-wide exclusives
- Direct air shipments from Europe to both coasts
- Fastest service to any point in the country
- High Quality European pressings of all rock albums

New 1975
56 Page
Illustrated Catalogue
THE MOST PROGRESSIVE ROCK CATALOGUE
EVER COMPILED
Over 1300 Titles Specializing in Rock, Jazz from England, Germany, Italy, Holland & France.
(Sorry, nothing from Greece)
Also Available: Melody Maker Magazine, Monty Python Books and Roger Dean Posters
The Musical Tape

Rest, Temponic, Bums, Mgr.
American Blunda.
63103 (Rec.
Accessories: Roberts Sackville, Old Homestead.
Tape, Fayette, Bob Rogers.
6277. Linda Soundbird, Mgr.
Treasury, Shame, Milestone.
Nashboro, Folkways.
6240. Bingo, Bernie Rogers.
Horne 2420.

Labels:
Sunbeam, JMI.
Century-Westbound, Tennessee.
Roulette.

Languages:
Folk, Folkways.

Buyers & Owners:
Bernie Rogers.
Commercial Genovese Minneapolis, Minn.
Tel 997-1800 (Rec.

16 YEARS OF RELIABLE SERVICE
APEX-MARTIN RECORD SALES, INC.
467 Mundet Place
Hillside, N.J. 07205
(201) 923-7474/(201) 923-6472
DISTRIBUTOR/RACK
JOBBER/ONE STOP

Get The Best In Rock, R&B, and Country & Western On Cut-outs, Over-runs, and Special Products

If you are a distributor, rack jobber, one stop, exporter or importer, we have the most complete selection and lowest prices on major labels and original artists. Call or write today for a complete list of available L.P.'s, 8-tracks, cassettes.

SUTTON
DISTRIBUTORS, INC.
960 East Hazelwood Ave.
Rahway, N. J. 07065
201-382-7770

West Coast Office: Pacoima, Calif.
Canadian Office: Toronto, Ont.

SUTTON RECORD COMPANY

TWX 710 996-5850 SUTTON RWAY
SAVE • SAVE • SAVE

SEND FOR FREE CATALOG for the BEST

CUT-OUT & PROMOTIONAL
TAPE LIST IN AMERICA!

8-TRACK & CASSETTE
MAJOR LABELS • MAJOR ARTISTS
Not Bootleg • PROMOTIONAL PRICES

Araco Records & Tapes
507 High St., Burlington, N.J. 08016
Tel: (609) 386-3288

---

Playback equip., Federal Treasurer.
Accessories: Blank loaded tape (Capitol, Memorex),
head cleaners (Memorex)
Labels: Audio, Deutsche Grammophon (DG), Dial. EMI, Event, Fontana, Hickory, Identity, Limelight, MGM, MGM Kibbo, Mercury, People, Philips, Polydor, Rorier, Smash, Spring, Stormy Forest, Vertigo, Verve
RCA Rec., 11710 Administration Dr. Zip: 63141. Tel: 567-5081. Sales Mgr.: Don Swengro. (Rec. & Tape Dl)
Tape lines: Same as sec. labels.
Record/Wide Dist. Inc., 1755 Chase Dr., Fenton 63026. Tel: 343-7100. Owner & Buyer: Gaynor Lytle Mgr.: Randall Lyle. (Rec. & Tape RJ)
Home office: Los Angeles, Calif., Musical Isles of America Inc. (Exec. office only)
Rec. labels: A-1, Accent, All Platinum, Aware, Bang, Barney Tree, Bell, Beverly Hills, Big Tree, Blue Note, Blue Thumb, Brunswick, Burt, Buddha, Cadet, Carol, Ceres, Candle, Cardinal, Checker, Cherry Red, Chess, Cobblestone, Coliseum; Colonial; Custom, Daybreak, Deram, Disneysound, Dojo, Dono, Don, Everyman; Family, GNP Crescendo, GRT, GSF, Gamble, Golden, Goldwater, Grateful Dead, Hand Warming, Hi, Hobbit, Hot Wax, Impact, Increase, Jamie, Jetstar, Jewel, Just Sunshine, Kama Sutra, Laurie, Living Language, London, Mainstream, Million, Myrth, Neighborhood, Original Sound, Orphic Egg, Paramount, Parrot, Parma, Paula, Pavilion, Phil-LA, of Soul, Pilly Groove, Playboy, Prestige, Prophecy, P.F., Respect, Richmond, Rocky Road, Ronn, Royal American, Round, Shout, Sire, Stang, Sussex, TA, T-Neck, Threshold, Treasury, Turnaround, Turbo, Turnabout, Unidad America, Vanguard, Vista, Vox, World
Tape lines: Ampex, GRT, Prestige, United Artists, the Sound Affair, 364 Mission Court. Zip: 63130. Tel: 853-8037. Owner & Mgr.: Jeff Horan. (Rec. & Tape I & E)
Rec. labels imported: BASF (Germany), CBS (Germany, UK), Decca (UK), EMI (UK), MGS (Germany), RCA (Germany, UK), Saba (Germany)

---

custom pressings

by Bestway ... where a promise is something special and has to be kept.
Maybe that accounts for our fine reputation for quality and delivery when you want it (if not sooner).
Bestway offers the most modern technology, equipment and facilities under one roof . . .
from plate to completed marketable product including the preparation of labels and sleeves. Efficient warehousing and drop shipping too!
A truly rapid custom service, accomplished by professional music people at competitive prices. Test us! . . . ooooh, do we worry . . .
just as if it were a release of our very own.

Bestway (201) 232-8383

Bestway Products, Mountainside, N.J. 07092
A Respected Name in Record Manufacturing Since 1945

---

Page 130
The Definitive Difference!

abc RECORD AND TAPE SALES CORP.

Music Merchants To The Nation

**East Coast Headquarters**
114 Clinton Road
Fairfield, NJ 07006
201-575-1190

**West Coast Headquarters**
729 South Fidalgo Street
Seattle, Washington 98108
206-763-8600

**ABC Record and Tape Sales / Warehouse Locations**

<table>
<thead>
<tr>
<th>Location</th>
<th>Address</th>
<th>Phone Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>East Coast Headquarters</td>
<td>114 Clinton Road, Fairfield, NJ 07006</td>
<td>201-575-1190</td>
</tr>
<tr>
<td>West Coast Headquarters</td>
<td>729 South Fidalgo Street, Seattle, WA 98108</td>
<td>206-763-8600</td>
</tr>
<tr>
<td>ABC Record and Tape Sales</td>
<td>5500 Progress Road, Indianapolis, IN 46241</td>
<td>317-247-8491</td>
</tr>
<tr>
<td>Locations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>729 South Fidalgo Street</td>
<td>Seattle, WA 98108</td>
<td>206-763-8600</td>
</tr>
<tr>
<td>3301 McKinley Avenue</td>
<td>Des Moines, IA 50321</td>
<td>515-285-0551</td>
</tr>
<tr>
<td>20218 South Doogan Avenue</td>
<td>Compton, CA 90220</td>
<td>213-537-3191</td>
</tr>
<tr>
<td>4841 Topline Drive</td>
<td>Dallas, TX 75247</td>
<td>214-637-4580</td>
</tr>
<tr>
<td>5140 E. 39th St.</td>
<td>Denver, CO 80239</td>
<td>303-320-0453</td>
</tr>
<tr>
<td>5150 Progress Road</td>
<td>Indianapolis, IN 46241</td>
<td>317-247-8491</td>
</tr>
<tr>
<td>2135 Hills Ave N.W.</td>
<td>Atlanta, GA 30318</td>
<td>404-351-9200</td>
</tr>
<tr>
<td>14300 Puritan</td>
<td>Detroit, MI 48227</td>
<td>313-272-6620</td>
</tr>
<tr>
<td>114 Clinton Road</td>
<td>Fairfield, NJ 07006</td>
<td>201-575-1190</td>
</tr>
</tbody>
</table>

**Record and Tape Sales Corp.**
A Subsidiary of American Broadcasting Companies, Inc.
Hear all about it — Call Steve Kugel (201) 575-1190

Billings Rec. (Area Code 406)


Great Falls (Area Code 406)


Wholesalers

Wholesalers

EURO-AMERICAN INDUSTRIES, INC.

Rack Jobbers Wholesaler
Current Product Cut-Out Product

Euro-American Industries, Inc. Pres.: Richard Fernandez 204 Vanderpool St. Newark, N.J. 07114 (201) 243-0518

WHOLESALE SOURCES

NEVADA

Las Vegas (Area Code 702)

Mowar Edison Inc., 2200 San Jose Ave. Zip. 89104. Tel. 457-7255. Owner: Joseph E. Zerga (Tape D & E). Imports pre-recorded tape from Austria, Germany, Switzerland, UK.

RENO (Area Code 702)

Nite City, PO Box 3595, Zip 89505, Tel. 323-4313 Exec. Jim & Annette Mercier. (Rec. D).

NEVADA

• Las Vegas (Area Code 702)
  Mowar Edison Inc., 2200 San Jose Ave. Zip. 89104. Tel. 457-7255. Owner: Joseph E. Zerga (Tape D & E). Imports pre-recorded tape from Austria, Germany, Switzerland, UK.

NEW HAMPSHIRE

Lebanon (Area Code 603)


NEW JERSEY

Burlington Area (Area Code 609)

Alex Araco Co. Inc., 507 High St. Zip 08016 Tel. 386-3288/3286. Owner: Alex Araco; Mgr. & Buyer: Rob Rusen (Rec. & Tape D OS & RJ). Distributes cut-out albums & tapes. (See Advertisers)

Camden (Area Code 609)


CHERRY HILL (Area Code 609)


East Brunswick (Area Code 732)


SURPLUS RECORD & TAPE DISTRIBUTORS

Records...8 Track Tapes...Cassettes

Outstanding Selection of Manufacturers Deletions, Overruns & Surplus Merchandise Write for FREE Catalogues

IMMEDIATE DELIVERY

Surplus Record & Tape Dist.
68 West Passaic Street
Rochelle Park, N.J. 07662
Phone (201) 843-2870 • (212) 695-6117
Manny Wells
Pete Hyman

WE BUY AND SELL SURPLUS

World Wide Telex 133404

Look For Us At...

NARM RACK JOBBER CONFERENCE, San Francisco NATIONAL MERCHANDISE SHOW, Coliseum, New York CIty MUSEXPO '75, Civic Center, Las Vegas

Surplus Record & Tape Dist.
1801 South Lumber
Chicago, Illinois 60616
Phone (312) 421-1003
Merrill Rose
Jack Rose
Looking For Latin Music?
We are the largest Latin Distributor in the country. We will be glad to assist you in selecting top-selling product in the fastest growing market in the record business.

Exclusive Distributors of:

**R & J Records Inc.**
108 SHERMAN AVENUE • NEW YORK, N.Y. 10034
(212) 942-8185

- **PATERSON** (Area Code 201)
  Distributed cuts-outs. (SEE ADVERTISMENT)

- **PAUL** (Area Code 201)

- **RAHAYW** (Area Code 201)

- **ROCHELLE PARK** (Area Code 201)
  Distributed cuts-outs. over-runs, special prods. (SEE ADVERTISMENT)

- **SOMERVILLE** (Area Code 201)

- **NORTH BERGEN** (Area Code 201)
  Rec. label: Xandu. (SEE ADVERTISMENT)

- **SOUTH PLAINFIELD** (Area Code 201)

- **TEANECK** (Area Code 201)

- **WEST CALDWELL** (Area Code 201)

- **WESTVILLE** (Area Code 206)
  Rec. labels: etc. all rnm oldes.
28 Years of Experience

ALPHA Distributing Corp.

IN
NEW YORK
NEW JERSEY
CONNECTICUT
MASSACHUSETTS

20 WEST END AVENUE, NEW YORK, N.Y. 10023
212-586-6200
Telex: 236581 ALCO
THE ONE WAY CONCERTO
THE 1st MOVEMENT

One Way Records is proud to announce that they have moved to new and larger head-quarters. Our people in Albany, N.Y. are awaiting eagerly to help supply you with the best of manufacturers overstocks and closeouts in the record industry.

Please take note of our new address and phone number.

ONE WAY RECORDS, INC.

12 Commercial Road
Albany, N.Y. 12205
(518) 489-3288

Looking Forward to Hearing From You.

NEW MEXICO

• ALBUQUERQUE (Area Code 505)
  Tape lines: Same as rec. labels.
  Rec. labels: Casanova, Cristy, Del Norte, Hurricane, Kiva, Mother Lode.
  Tape lines: Same as rec. labels.
  Accessories: Recoton.

NEW YORK

• ALBANY AREA (Area Code 518)
  Rec. labels: AA: Ace of Hearts, Ayla, Ambassador, Audio Fidelity, Berlitz, Bert & I, CMS, Cadet, Canada, Charnooyco, Connoisseur Society, Converse-Phone, Creative Sound, Crown, Dana, Daybreak, Dyno, ESP, Everest, Fiesta, First Component, Fleetwood, Golden,

RECORD SHACK CORPORATION • RECORD SHACK CORPORATION • RECORD SHACK CORPORATION

Stop at the Record Shack For The Best In One-Stop Record Service

We guarantee 24-hour service anywhere in the world and carry the most complete stock of all labels.

With offices in New York, Atlanta and Cleveland, The Record Shack’s large organization is equipped to service you.

ALL ORDERS C.O.D.—SHIPPED
F.O.B. NEW YORK
WHOLESALE ONLY
All Payments Must Be U.S. Currency

RECORD SHACK CORPORATION
2132 Second Avenue
Manhattan, N.Y. 10029
(212) 369-8600
Telex 125614.

RECORD SHACK CORPORATION
3123 Oakcliff Industrial Street
Atlanta, Ga. 30340
(404) 455-6886

RECORD SHACK CORPORATION
7171 Industrial Park Blvd.
Menasha, Ohio 43082
(216) 951-6650

Low Low Prices for All 45 RPM Records Special Quantity Prices for Box Lots (25 per box)
Mr. TOPP TAPE CO., INC.
239 Sunrise Highway • Rockville Center, N.Y. 11570
(516) 764-2512 • Telex: 14-3156 MR. TOPP RCVC

Relieves high prices—poor service

DOSE: As often as needed

• Guaranteed low prices
• Large inventory
• Complete catalog of all labels
• Old, hard to get items supplied
• Immediate delivery of new releases
• Our own forwarding department
• Free new release information via Telex
• 24 hour Telex department
• Shipments via air or sea

A TONIC FOR ALL RECORD & TAPE DEALERS
Malverne Distributors, Inc.

Our 30th Year of Successful Record Distribution in the New York/New Jersey Area and our 2nd Anniversary in the New England Territory

10 Salesmen and 4 Promotion Men covering the entire territory. Toll free wats lines for speedy service.

E. Hartford Office: 1128 Main St. Tel: (203) 528-4576
Boston Office: 77 Summer St. Tel: (617) 423-3820

Malverne Distributors, Inc.

New York and New Jersey Offices and Warehouse:
35-35 35th St., L.I.C., N.Y. 11106
Tel: (212) 392-5700 — Toll free wats line: 800-221-1406

Jerry Winston, President; Joe Grippa, V.P. & Dir of Marketing; Harvey Maybrown, Sales Mgr; George Mull, Sales Mgr for New England Territory

TAPE KING INC.
220 West 19th Street, New York, N.Y. 10011
212-675-0800 Telex: 667377

The Fastest Growing One Stop In The Country
LP’s • 45’s • Tapes
Any Artist • Any Label

Call us for the lowest prices anywhere

Put Yourself In The Profit Picture With The Largest Selection Of Major Label Promotional Records & Tapes At Realistic Prices.

promo record distributing co.
160 EAST 5th STREET
PATERSON NEW JERSEY
07524
(201)279-2010

Records & Tapes
Cartridges & Cassettes
ALL AMERICAN BRANDS COMBINED IN ONE SHIPMENT

ELTRON EXPORT COMPANY
159 Maiden Lane, New York, N.Y. 10038
Telex: 412134 cable: ELTRONCOMP
TOWN HALL RECORD ONE-STOP
New York’s Major One-Stop

Now celebrating our 29th successful year servicing dealers throughout the U.S.A. and all over the world.

Complete inventory—we stock everything that sells: 45 RPM singles — LP’s — Tapes — Needles — Accessories

- First with new releases—45’s—LP’s—Tapes
- Absolutely dependable same-day service
- Low, low prices—weekly super specials
- Most complete fill of your orders
- World’s largest inventory of 45 RPM oldies

(Write for free giant oldie catalog)

- Complete stock of Reggae and Calypso 45’s—LP’s—Tapes
- Export specialists—“Super Speed” same day export shipments

To receive—FREE—giant oldies catalog and “Super Specials” price lists on late LP’s & 45’s, fill in and mail coupon below: (kindly attach company letterhead or business card)

---

RECORDS and TAPES
All American Labels,
Extremely Attractive Prices
and
Speedy Service
“Clossout Specials”

CARDINAL EXPORT CORP.
LARGEST AND OLDEST EXPORTER
135 West 29th St.
New York, N.Y. 10001
Cable: COCARDINAL—TELEX: 233486

---

PROCIANAY’S
POLKA PALACE

IF IT’S POLKAS
WE’VE GOT ‘EM!
The most complete selection of Polka’s in the U. S. A.
Phone—Write

WALTER PROCIANAY

40-22 61st Street, Woodside, N.Y. 11377 (212) 898-9346

---

TOWN HALL RECORD ONE STOP Inc.
9131 Bedell Lane, Brooklyn, N.Y. 11234 • Phones: 212-272-9702 • 212-272-9707 (Telex available very soon)

---

### Billboard 1975-1976 International Music-Record Directory

- **FREEPORT, L.I. (Area Code 516)**
  - Branch: Newark, N.J. (SEE ADVERTISEMENT)

- **GLOVERSVILLE (Area Code 518)**
  - Tape labels: Coral, MCA, Rocket, Shelter, Tally, Track. Tape lines: Same as rec. labels.

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

- **HEMPSTEAD, L.I. (Area Code 516)**

- **HICKSVILLE, L.I. (Area Code 516)**

- **HUNTINGSTON STATION, L.I. (Area Code 516)**
  - Precision Electronics-The Stereo Center, 1335 New York Ave. Zep 11746. Tel. 427-6900. (Tape OS).

- **ISLAND PARK, L.I. (Area Code 516)**
  - Accessories: Le-Ro (SEE ADVERTISEMENT)

- **JAMESTOWN (Area Code 716)**

- **JERICHO, L.I. (Area Code 516)**

- **KAUNEOGA LAKE (Area Code 914)**
  - Branch: Brooklyn (New York Metropolitan Area). N Y

- **LATHAM (Area Code 518)**

- **LYON MOUNTAIN (Area Code 518)**
  - Delta Recs., Ltd., PO Box 2, Zep 12952. Tel. 735-4721. Owner, Mgr. & Buyer Harold Martin. (Rec. & Tape RJ).

- **MELVILLE, L.I. (Area Code 516)**

- **MOUNT VERNON (Area Code 914)**

---

- **Town Hall Record One Stop**
  - Town Hall Record One Stop
  - 9131 Bedell Lane, Brooklyn, N.Y. 11234

---

- **Kindly rush FREE—Town Hall Giant 45 RPM Oldie Catalog and “Super Special” Price Lists on Latest LP’s and 45’s**

---

- **Company Name:**
  - Attn: Mr.

- **Address, City, State, Zip:**
  - Kindly put us on regular Town Hall mailing list. We are particularly interested in: [ ]
EXPORT ONLY

PHONOGRAPH RECORDS AND PRE-RECORDED TAPES
—ALL BRANDS

SENSATIONAL CLOSEOUT LOTS OF BRAND NEW LP’S, 45’S AND TAPES AT LOW, LOW PRICES.

COMPLETE LINE OF RECORD AND TAPE ACCESSORIES

Export Sales Representatives for:

KLIPSCH & ASSOCIATES, INC.—“Klipsch” Speakers (except Europe, Japan, Australia, N.Z.)

“EARTH SCENTS” Brand Incense (sticks, Cones & Essential Oils)

KRYPTON ELECTRONICS, INC.—Consumer Electronic Products

AUDIOVOX CORPORATION—Car Radios, Tape Players and Accessories

Our name is our reputation—More than 29 years of specialized service to record and tape importers throughout the world.

Dealers and Distributors Only.

ALBERT SCHULTZ, INC.

116 West 14th Street/New York, N.Y. 10011 U.S.A.

Telephone: (212) 924-1122 Cable: ALBYREP, NEW YORK Telex: 236569 (ALBY UR)
For aggressive and reliable distribution

**BETA PUTS STRENGTH IN YOUR DISTRIBUTION**

**TOP PROMOTION**
**TOP SERVICE**
**TOP SALES**

**BETA RECORD DISTRIBUTORS**
599 10th Avenue, New York, N.Y.
(212) 239-0440
JOHNNY HALONKA, President

---

**ATTENTION RECORD IMPORTERS**

Export is our only business - Round the clock service - New releases - Same day delivery - Complete on hand catalog of all LP's, 45's, cassettes, 8 track cartridges.

Advance Information on all upcoming new records—ROCK-SOUL, JAZZ, DISCOTHEQUE & AFRO-CUBAN RECORD SPECIALISTS.

Full line of all classical records

**LOWEST EXPORT PRICES ANYWHERE**

Largest selection of Cut out (deletions) LP's, cassettes and 8 track cartridges at a fraction of their original prices.

Free catalogues on request

**DAVID ESKIN**
International Sales
400 Riverside Drive
New York 10025 USA

Tel. (212) 749-4257
Telex 237460 ESKIN UR

---

**ATTN! OVERSEAS IMPORTERS & U.S.A. EXPORTERS**

We transport Records, Tapes, etc. from U.S.A. Offering: Great savings, low freight rates—New American Suppliers for buyers—Assemble various orders—Welcome you when you arrive in N.Y.

Contact:
BERKLAY AIR SVCES, MARKETING
P.O. Box 665, JFK Airport
Jamaica, N.Y. 11430, U.S.A.
ATTENTION DEALERS!
SAME DAY SERVICE
VIA TELEX 236601
THE MOST COMPLETELY STOCKED RECORD and TAPE OPERATION IN THE COUNTRY IS WORLD FAMOUS.

KING KAROL ONE STOP!!
WE SHIP ALL OVER THE WORLD — WRITE FOR DETAILS!
SUPER SERVICE ON FOREIGN ORDERS!
ALL ORDERS ARE PROCESSED THE DAY RECEIVED!

FASTEST SERVICE AT LOWEST PRICES!
FOR BEST FILL & PROMPT SHIPMENT ... USE OUR FACILITIES TO BUILD YOUR BUSINESS!
1 Record or 1,000,000 — No Order Too Large or Too Small!
Nothing Too Old — Nothing Too New!

WE CAN SUPPLY ANY RECORD or TAPE IN ANY FORM — IMMEDIATELY!
DON'T LOSE SALES
USE OUR INVENTORY TO GIVE YOUR CUSTOMERS THE SERVICE THEY WANT!

444 West 42nd Street, New York City 10036
(Between 9th & 10th Aves.) Dept. BG (212) 594-5550

NEW YORK'S MOST ACTIVE ONE STOP
STRATFORD DISTRIBUTORS
184-23 Jamaica Avenue, Hollis, N.Y. 11423 212 454-8800
Suppliers of Records and Tapes Throughout The World

Exporting Our Specialty
TELEX #62303
COMPLETE ONE STOP SERVICE
With 20 Years Experience
• Full Inventory of 8 Track Tapes
• Huge Selection of 45RPM Oldies
• Complete Fills on Cassettes
• 1st With The Fast Breaking Hits

We Carry A Complete Line of Quadrasonic LP's & Tapes
Fast Service—Our Merchandise Guaranteed

Send a Copy of Your Special List.

Store Name

Address

City State Zip

749-4257 Telex 2319660 Beil U.S. Pres. David Eskin
(Rec. & Tape E). (SEE ADVERTISEMENT)
Fineline Dists Inc. 24 Cobek Court, Brooklyn 11223. Tel. 326-6622 Owner Leonard Finkle, Mgr. Herb Harman. Buyer Irvine Glasser
Rec. Label: Gold
Tape line: Superscope Storyteller
Phonographs: Garrard, Lloyd's, Emerson-Mayer
Playback equipment: Clarion, Lloyd's Accessories: Anti-static spray, audio accessories, blank loaded tape, brushes, cleaning cases, cleaning kits, demagnetizers, divider cards, domes, earphones, empty cartridge & reel, head cleaners, head phones, inserts, intercoms, maintenance kits, microphones, needles, racks, sleeves, splicers, storage album cases & boxes (Fineline). Batteries (Eveready: Mallory) blank loaded tape (Ampex, BASF, Capitol, Cernier, Columbia, Maxell, Memorex, TDK). Home storage units (Tedrub). rec. care equipment (Watts). rec. & tape carrying cases (Ambros). rec. storage cabinets. home stereo centers (Luxman).

Rec. labels imported: Anal, Baccantia, Barremerete, Cantate, Discophilie, Eurodisc, Fontana Historica, Metro, music fur alle, Philips, Polydor, Perser, Telefunken, Top Classic (all Germany). Club 99
Tape lines imported: Anal, Eurodisc, Metronome, Phil. Polydor, Telefunken (all Germany).

Harbor Rec Export Corp. PO Box 191, Brooklyn 11209 Tel. 748-5307 Pres. Jerome Harom. (Rec. & Tape E)

Home office: Kaufmann's Lake, N.Y. Halvorsen Cooperative Inc. 670 W, 125 St, Zip 10027 Tel. 662-0307. Pres. W. Delaney, Buyer M.D. Locus. (Rec. & Tape O'S)
House of Memorex. Inc. 36 Edinburg St, Zip 10002 Tel. 975-7573 Gen. Mgr. Buyer Sol Tischler. (Rec. & Tape D & J)
Rec. labels: (Hebrew & Yiddish prod) only: Adar, Artistic, Banner, CBS Israel, Record Collector's Guild, Columbus, Elektra, Ems, Epstein, Famous, GIL, Gal-Ton, Harkotik, Had Arc, I.M.T. Isakov, Israel calcite, Kolephon, MG, Malakot, Malot, Memorex, Monitor, Nachas, Negev, Noam, Noam, Polydor, RCA, Requiem, Roiante, Rozanna, Tikva, Vangard, Zimmam, Zimray


J A S Co. PO Box 58, Middle Village 11379 Tel. 894-3130 Owner & Buyer J. Allen Schwerr, RJ Mgr. C. Switzer, Export Mgr. C. Reilly (Rec. & Tape R & E)
J C A O Recs Dist'n Serv. (Rec. D & E). see New Music Dist'n Serv.

Jay Bob Ent Inc. (Rec. & Tape O'S & R)., see Leso Inc.
KingXeno Inc., 444 W 43 St, Zip 10036, Tel. 594-5550 (Rec. & Tape O'S). (SEE ADVERTISEMENT)

Lesso Inc. 501 Fifth Ave, Zip 10017 Tel. 597-8970 Owner Mgr. & Buyer, Jay Sonen. (Rec. & Tape O'S & R)., Rec. & Tape I & E as All Brands Rec. & Tape Export Corp. Local branch: Jay Bob Ent Inc. 501 Lexington Ave, Zip 10017 Tel. 421-6875 (Rec. & Tape O'S & R).

Herbert A. Linsky Assoc. 888 Seventh Ave, Zip 10019 Tel. 583-4354 (Rec. D) Distributions, surplus inventories (SEE ADVERTISEMENT)


M. SULIS CO., INC.
15 PARK ROW
NEW YORK, N.Y. 10038
CABLE ADDRESS: CINACO
TELEX #23068

EXPORTERS OF ALL AMERICAN LABELS OF PHONOGRAPH RECORDS AND PRE-RECORDED TAPES, CLOSE OUTS AND STOCK LOTS. ADD BLANK CASSETTE AND CARTIDGE TAPES.
Leader in the field of imported music from the four corners of the world.

The World's Great Recorded Artists

- Jazz
- Classical
- Rock
- Pop
- Italian
- German
- Greek
- French
- Israeli/Yiddish
- Latin American
- Middle Eastern
- Russian
- Scottish
- Irish

From the World's Major Catalogs

LP's - 8-Track - Cassette

Write or Call:

Peters International, Inc.

619 West 54th Street, New York, N.Y. 10019
Tel: (212) 977-5600
Cable: Petersrecs • Telex: 666262

Highest Caliber of Sales and Marketing Representation in the Record Industry... Specializing in the Field of Surplus Inventories

HERBERT A. LINKSY
ASSOC.

888 SEVENTH AVE.
NEW YORK, N.Y. 10019

(212) 582-2594

Candy Stripe Records Inc.

17 Alabama Avenue
Island Park, N.Y. 11558—U.S.A.

of

NARH

Hot Prices

KNOCK INFLATION DOWN

ALL $6.98 LP's—ALL LABELS COMPLETE CATALOGUES $3.50 EACH

ALL $7.98 LIST TAPES $4.40 EACH

CUT-OUT LP's $1.10 EACH

Free Catalogs & Weekly Specials

WE EXIST TO ALL NATIONS • TELEX 126851

Members of

Candy Stripe's 20th ANNIVERSARY SALE

RACK JOBBERS

WHOLESALE DISTRIBUTORS

TAPE & RECORD PROMOTIONS

212-243-2363

NARH

Wholesales
NEW YORK'S LARGEST AND MOST COMPLETE ONE-STOP SPECIALIZING IN OLDIES BUT GOODIES

• Same Day Service • Full Satisfaction
• Complete Fill • Fast Dependable Service
• Write today for our FREE catalog

PARAMOUNT RECORDS, INC.
1 Colonial Gate, Plainview, N. Y. 11803
(516) 822-1404

FROM RECORDS ISRAEL

ZEMERON TRADING, Inc.
Is Proud to Announce the Distribution Of

HED-ARZ

RECORDS OF ISRAEL

complete line of records, cassettes & 8-track cartridges

For information and free catalogue contact:

ZEMERON TRADING, Inc.
111 West 40th Street • New York, N.Y. 10016 • Tel: (212) 594-5215
A & L DISTRIBUTORS

Providing a New Dimension in Service
AL MELNICK, President • 451 Penn St., Yeardon, Pa. 19050
(215) 474-3300

PROMOTIONS • SALES • SERVICE • TAPES
LP'S • SINGLES • ACCESSORIES

(Panasonic Batteries—Blank Tape: Memorex, Maxell, Columbia Magnetics—Soundcraft)

SUPERSCOPE CHILDREN'S BOOK TAPE

A complete line of Consumer Electronics for the home and auto including
(Home Entertainment: JVC, Sankyo, Record-A-Call, Cal Convertor, Mikado)

OKLAHOMA

A & L DISTRIBUTORS
Providing a New Dimension in Service
AL MELNICK, President • 451 Penn St., Yeardon, Pa. 19050
(215) 474-3300

PROMOTIONS • SALES • SERVICE • TAPES
LP'S • SINGLES • ACCESSORIES

(Panasonic Batteries—Blank Tape: Memorex, Maxell, Columbia Magnetics—Soundcraft)

SUPERSCOPE CHILDREN'S BOOK TAPE

A complete line of Consumer Electronics for the home and auto including
(Home Entertainment: JVC, Sankyo, Record-A-Call, Cal Convertor, Mikado)

OKLAHOMA

A & L DISTRIBUTORS
Providing a New Dimension in Service
AL MELNICK, President • 451 Penn St., Yeardon, Pa. 19050
(215) 474-3300

PROMOTIONS • SALES • SERVICE • TAPES
LP'S • SINGLES • ACCESSORIES

(Panasonic Batteries—Blank Tape: Memorex, Maxell, Columbia Magnetics—Soundcraft)

SUPERSCOPE CHILDREN'S BOOK TAPE

A complete line of Consumer Electronics for the home and auto including
(Home Entertainment: JVC, Sankyo, Record-A-Call, Cal Convertor, Mikado)

OKLAHOMA

A & L DISTRIBUTORS
Providing a New Dimension in Service
AL MELNICK, President • 451 Penn St., Yeardon, Pa. 19050
(215) 474-3300

PROMOTIONS • SALES • SERVICE • TAPES
LP'S • SINGLES • ACCESSORIES

(Panasonic Batteries—Blank Tape: Memorex, Maxell, Columbia Magnetics—Soundcraft)

SUPERSCOPE CHILDREN'S BOOK TAPE

A complete line of Consumer Electronics for the home and auto including
(Home Entertainment: JVC, Sankyo, Record-A-Call, Cal Convertor, Mikado)
CUTOUTS—OVERSTOCKS—DELETIONS
Buy Direct & Save
Always the Lowest Prices
Always the Largest Selection

Phone—Write—Telex For Our Complete Listings

SCORPIO
MUSIC DISTRIBUTORS, Dept. BG
2933 River Road
Croydon, Penna. 19020
Phone: (215) 785-1541 • Telex: 843366

FOR
RECORDS AT RIGHTEOUS PRICES
We Ship Everywhere—We Export
VIRGINIA

ALEXANDRIA (Area Code 703)

BURLINGTON (Area Code 802)

(Continued on page 223)
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A C A, see American Composers Alliance
A F T R A see American Federation of Telecommunication & Radio Artists
A G A C, see American Guild of Authors & Composers
A G V A, see American Guild of Variety Artists
Alfred Publishers Inc., 155 W. 68 St. Suite 35-E, New York, N.Y. 10023 Tel: (212) 874-6021 Pres Richard C. Clark; VPs Anderson D. Clark, Rita Kasovan
Alto-American Opportunities Ass'n Inc., 186 W. 81 St., New York, N.Y. 10023 Tel: (212) 489-0255 Dir C. Edward Thomas
Amateur Chamber Music Players Inc., c/o American Symphonic Orchestra League, PO Box 547, Vienna, Va. 22180 Tel: (703) 938-2822 Chmn Samuel P. Hayes Sec'y, Helen Rice
American Academy of Arts & Letters, 533 W. 155 St., New York, N.Y. 10032 Tel: (212) 285-1480 Pres Richard Wilbur; Librarian Harriet Zeman
American Academy of Teachers of Singing, 15 W 67 St. New York, N.Y. 10023 Tel: (212) 877-5889 Cm'l Dolfi
American Accordionists Ass'n 165 W. 10 St., New York, N.Y. 10014 Tel: (212) 989-7050 Pres Madalena Fialho
American Choral Director's Ass'n PO Box 17736, Tampa, Fla. 33682 Tel (813) 935-9351 Pres Russell Mechav
American Choral Foundation Inc., 130 W. 55 St., New York, N.Y. 10019 Tel: (212) 246-3361 Dir - Sheldon Soper
American College of Musicians, PO Box 1807, 888 R. Grove, Austin, Texas 78767 Tel (512) 478-5775 Pres J. Allston Jr.
American Composers Alliance (ACA), 170 W 74 St., New York, N.Y. 10023 Tel: (212) 873-1250 Pres Charles Davis
American Federation of Musicians, 1500 Broadway, New York, N.Y. 10036 Tel: (212) 889-1330 Pres Hal C. Davis
American Federation of Television & Radio Artists (AFTRA) 1350 Ave. of the Americas, New York, N.Y. 10019 Tel: (212) 255-7100 Natl Exec. C'y Sanford J. Wolf
American Guild of Authors & Composers (AGAC), 40 W. 57 St., New York, N.Y. 10019 Tel: (212) 757-8833 Sec-Treas Elmer Hendrick
American Guild of Musicians, PO Box 3, Downers Grove, Ill. 60515 Exec. C'y Ted Hunter
American Guild of Musical Artists (AGMA), 141 Broadway, New York, N.Y. 10023 Tel: (212) 265-3687 Exec. C'y Robert Marcelli
American Guild of Organists, 530 Fifth Ave., New York, N.Y. 10017 Exec Dir Paul Metz
American Guild of Variety Artists (ADVA), 1540 Broadway, New York, N.Y. 10036 Tel: (212) 765-8000 Sec-Treas Perlmutter
American Harp Society Inc., 43748 N. Waddington Ave Lancaster, Calif. 93534 Tel (805) 948-9997 Pres Dr. Robert Mann
American Lalti Society, Univ of Florida, Dept of Music, Gainesville, Fla. 32611 Tel (904) 392-6674 Bd Chm Dr. David Z. Kuschnir
American Matthay Ass'n, 834 Riverview Terr, Dayton, Ohio 43407 Tel (513) 228-5802 Pres Donald Hageman

GUARANTEED SERVICE

Overnight - Delivery by 9:00 A.M.

New York

Philadelphia • Baltimore • Washington, D.C.

Call For Lowest Rates

(212) 867-3250

Bradish Courier and Messenger Service, Inc.

Music Services
FOR THE U.S. RECORD-INDUSTRY

Institute of Audio Research Inc., 64 University Pl, New York, N.Y. 10003 Tel (212) 677-7000 Pres Albert B. Grau
Institute of Film & Radio Inc., 485 Ninth Ave., New York, N.Y. 10017 Tel (212) 682-5131 Pres Herb Horowitz
Interogate Music Council, PO Box 138, Bowring Green Sta, New York, N.Y. 10004 Pres Bruce McIninnes
International Church Music Society, 160 West End Ave, New York, N.Y. 10023 Tel (212) 874-5470 Cm'l TURBACH Founder & Dir Rosalin Tureck Exec-Cord. Cheni Landry
International Physical & Blues Ass'n, 70-35 34 Blvd, Corona, NY 11368 Tel (718) 532-2333 Exec C'y C. Tyson
International Society for Contemporary Music; see League of Composers

International Society of Bassists; Univ of Cincinnati, College-

Conventary of Music, Cincinnati, Ohio 45221 Tel (513) 558-2450 Pres Richard D. Fry
International Trombone Ass'n, c/o Harvard Univ, Band, 5 Prescott St. Cambridge, Mass 02138 Pres Thomas J. Gaffney
International Trust Inc, 672-1654 Broadway, New York, N.Y. 10023 Tel: (212) 794-6265 Pres Dr. F. Marquardt
Joseph A. Ward: 2549 E. 105 St., New York, N.Y. 10027 Tel: (212) 948-2505 Cm'l BROADBOY MANAGEMENT Pres Seymour N. Siegel, VP & Exec Dir Donald K. Lany
Broadcasting Foundation of America, 52 Vandervelt Ave New York, N.Y. 10023 Tel: (212) 997-2275 Pres Robert Carvalie Exec Sec James B. Wright
Broadcasting Center Inc, 250 1st Ave, NY, City 02207 Tel (219) 338-3013 Pres Charles L. Wright
Center for Music, 1841 Broadway, Suite 1007, New York, N.Y. 10023 Tel: (212) 757-3035 Direct. Gregory Reave
Central Opera Serv. Metropolitan Opera-Lincoln Center, New York, N.Y. 10023 Tel: (212) 799-3467 Admin Dir. Marie F. Rich
Chamber Music School of Chautauqua, NY 14722 Tel: (716) 357-5555 Pres & Program Dir Dr. Oscar E. Remazes
Composers & Lyricists Guild of America Inc., 365 Sunset Blvd Suite 420, Hollywood, Calif. 90028 Tel (213) 267-5800 Exec Dir Robert Maraccini
Concert Music Broadcasters Ass'n, Terminal Tower, Pent.

Music Industry (U.S. Section), c/o American Music Center 250 W. 57 St. Suite 700, New York, N.Y. 10019 Tel: (212) 247-3121 Pres Hubert S. Howe Jr.
League of Composers, International Society for Contemporary

Music; see League of Composers

Music Publishers Ass'n of America, 67 Wall St., New York, N.Y. 1305 Tel (917) 525-1880 Exec Dir. Donald Randolph PR Dir. Lois B. Fest
Memorial Rec'd Fond. of America, PO Box 1350, Memphis, Tenn. 38101 Tel: (901) 525-1871 Exec Sec-Treas. THERACST. Sec-Treas. George F. Sabin
Memorial Opera Nat'l Council, Lincoln Center, New York, N.Y. 10023 Tel: (212) 799-3100 Sec-Treas. Alexander Saunders
Musicax Foundation Society, PO Box 347, Park Ridge, II 06068 Tel (201) 823-7148 Exec. Sec Francie M. Perrigrino
National Academy of Records Arts & Sciences (NARAS), 4444 Riverside Dr., Suite 202, Burbank, Calif. 91505 Tel: (213) 843-8233 Natl Exec. Dir. Christine M. Fanton


Page 154
We make perfect packages

for records, cartridges and cassettes.
We design them, we print them, and we fabricate them. Of course we also advertise them.

Lee-Myles Associates, Inc.
160 East SS Street, New York, NY 10022 • (212) 758-3232
Cable: LEMYLES • Plant: 645 West 44 Street
(Also preprinted full color; instant album covers, instant cartridge labels, instant cassette inserts)

CUSTOM AUDIO INC. • 110 S Rivera Rd, Dept PALMER 60016
Tel 299-6680 Pres Paul Fulton Gen Mgr Mike Jaffe

Dunn Design Group Hot Tomato Div PO Box 744 Siskiyou 60016
Tel 764-3722 Pres Bill Duran
Fun graphite (div. of Bellbender Ents) PO Box A3864 Zip 60650 Tel 733-0390 Pres J P Bell Gen Mgr Bruce Bell (Rec only)

International Rec'gs Corp 16144 W Evergreen Ave, 60626 Zip 722-2000 Pres Jerome V Main Gen Mgr Bill Beyer (Rec only)

Kidanet Rec's Inc PO Box 4926 W Gunvon Ave 60630 Zip 545-0861 Pres Raymond Peck Gen & Sales Mgr George Peck (Rec only)
Branch: Monroise (Los Angeles Metropolitan Area)
Cable Medusa 712 Glennwood Glenwood 60026 Tel 729-7180 Gen Mgr: Wulkan & Little Ltd (Rec only)
Home office: Kankakee Ill Imperial Int Learning Corp

Programming Technologies Inc 215 W Chicago Ave Zip 60610 Tel 787-2700 Pres William P Bennett Gen Mgr Stanly J Roy (Rec only)
1D X Electronics Corp 2997 W Peterson Ave Zip 60645 Tel 973-1222 Sales Mgr Tom Elling (Tape only)
Home office: Garden City, LI N Y

Universal Audio Inc (pub. of Pentagon Inc) Inc J 4751 N Oksett Ave Zip 60656 Tel 867-4363 Pres Tom Horton Gen Mgr Charles Wheeler Sales Mgr Bill Holland (Tape only)

KANKAKEE (Area Code 815)
Imperial Int Learning Corp PO Box 548 Rt 45 S Zip 60901 Tel 933-7735 Pres Spencer A Barnard Sales Mgr G T Searles Secy & Treas R F Ringfelt (Tape only)

Branch: Glenview (Chicago Metropolitan Area) III Media Five

LIBERTYVILLE (Area Code 312)
Plynth Ltd Box 537 117 Rockland Rd Zip 60048 Tel 367-4060 Pres Tom Losch Gen Mgr Patrick McBride Sales Mgr Ron Leslie

QUINCY (Area Code 217)
Armageddon Graphics, 611 Springfield Zip 62201 Tel 224-1659 Gen Mgr Fred Teiken Gen Mgr Donna Doss

ROCKFORD (Area Code 815)
Carter Corp, 1916 11 St Zip 61104 Tel 397-3200 Pres R L Fleming Gen Mgr G L McCammond Sales/Promo Mgr S I Fleming

WHI-EATON (Area Code 312)
Audio Artists Ltd PO Box 7 St Charles Rd & Main P Zip 60187 Tel 688-6862 Pres Arne Gustafson

INDIANA

EVANSVILLE (Area Code 812)
Seven Hills Pub & Rec's Inc 905 N Main St Zip 47711 Tel 423-1861 Pres Ed Kretemeyer Gen & Sales Mgr P H Haydan (Rec only)

INDIANAPOLIS (Area Code 317)
Bowers Rec Steves & Bay Co 5331 N Tacoma Ave Zip 46220 Tel 251-3918 Pres Robert Bowers; Gen Mgr Charles H Kaufman (Rec only)

SOUTH BEND (Area Code 219)
Horoscop Prod 3910 Longley Dr Zip 46164 Tel 291-3262 Owner Webb Foley Mgr: Ruth Brown Branches: Long Beach (Los Angeles Metropolitan Area)
Cable: Nashville Tenn

IOWA

CARLISLE (Area Code 515)
Kaye Rec Corp 155 Fred St Zip 50047 Tel 989-0794 Pres Harold L Luck Sales Mgr Jim Robinson

COUNCIL BLUFFS (Area Code 712)
Liberty/UA Tape Dup'g Inc 2101 S 35 St Zip 51501 Pres R L Fleming Gen Mgr G L McCammond Sales/Promo Mgr S I Fleming

KENTUCKY

LOUISVILLE (Area Code 502)
Allen Martin Prod Inc PO Box 99035, 5701 Taylorsville Rd Zip 40299 Tel 267-9658 Pres Ray Allen Gen & Sales Mgr: Handy Marlin Chief Eng Bob Ernspiker

LOUISIANA

RUSTON (Area Code 318)
Americana Rec'gs Studios, 703-709 W California Zip 71270 Tel 255-0279 Pres Roger W Lawson Jr Chief Eng Philip R Lawson Asst Eng H F Ambe

VILLE PLATTE (Area Code 318)
Villa Pierre Rec, Mfg Co, PO Drawer 10, 120 E Cypress St Zip 70586 Tel 263-2104, Owner, J Lloyd Soileau Plant Mgr: Joseph K Soileau (SEE ADVERTISEMENT)

Billboard 1937-1936 International Music Record Directory
**MARYLAND**

- **KENSINGTON (Area Code 301)**

- **SILVER SPRING (Area Code 301)**

- **SUITLAND (Area Code 301)**

**MASSACHUSETTS**

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

- **CHICOPEE (Area Code 413)**
  Robert Baro & Associates 40 Marion St. Zip 01013 Tel 592-1789

**MICHIGAN**

- **DEARBORN (Area Code 313)**

- **DETROIT METROPOLITAN AREA (Area Code 313)**

**MISSOURI**

- **ST. LOUIS (Area Code 314)**

**NEBRASKA**

- **OMAHA (Area Code 402)**

**NEVADA**

- **LAS VEGAS (Area Code 702)**

**NEW JERSEY**

- **ALLENDALE (Area Code 201)**

- **BLOOMFIELD (Area Code 201)**
  Peacock Video-Tronic Corp. 60 West St. Zip 07003 Tel 429-8600. Pres Herbert J. Riva. Sales Mgrs. Gerry Geller. (Tape only)

**NEW YORK**

- **CLARENCE (Area Code 716)**

- **FARMINGDALE, L.I. (Area Code 516)**
  Pressure Sensitive Tape & Label Corp. 135 Schmitt Blvd Zip 11735 Tel 293-7300. Pres Dan Cooper. Gen Mgr Mike Cooper. Sales Mgr Frank Camp

- **GARDEN CITY, L.I. (Area Code 516)**
  TDK Electronics Corp. 755 Eastgate Blvd Zip 11530 Tel 727-8333. Pres & Gen Mgr Stan Abrams. VP Dave Cibello. (Rec only)

**COURSES**

**STOCK BROWSER BOXES Immediate Delivery (at low prices)**

<table>
<thead>
<tr>
<th>STOCK CARTONS</th>
<th>Instan Products Corp.—Mfrs. and Designers—Inventories on:</th>
<th>single 8 track</th>
<th>double 8 track</th>
<th>single cassette</th>
<th>double cassette</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>single 8 track displays</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>double 8 track displays</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>record jackets</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

fits all packaged cartridges
ideal for repacking
and much, much more
call or write;

**LARRY WOODFIELD or PETER RILL**
RECORD PROFITS

#1 In The Industry For High-Speed, High-Profit Production of Phonograph Records

Aragon, a division of Certain-teed, is the originator of the first, the finest and the only vertical extruder designed specifically for production of vinyl phonograph records. The Aragon vertical extruder has the widest acceptance in the record industry, because it does the best job. Aragon offers you the advantages of simpler operation, greater output, less floor space and lower maintenance than any other machine on the market.

For record profits, get the Aragon story. It swings.

WE MAKE GREAT RECORDS . . . .
AND HAVE BEEN FOR OVER 25 YEARS

From mastering, metal plating and pressing (on pure KEYSOR virgin vinyl) to complete printing, fabrication, automated packaging & shipping fulfillment. CENTURY RECORDS DOES IT ALL UNDER ONE ROOF. Trust your total record manufacturing needs to CENTURY RECORDS... for 100% reliability in sound quality and service.

CENTURY RECORDS
A DIVISION OF

KEYSOR-CENTURY CORPORATION
26000 SPRINGBROOK ROAD • SAUGUS, CA. 91350 • 213-365-3991 / 805-259-2360
TENNESSEE

- MEMPHIS (Area Code 901)

- NASHVILLE (Area Code 615)
  B & L Inc. see Betty Cox Customer Serv.
  Homeward Prod. Inc. Apollo Bldg. 108 Oak Valley Dr. Zip 37203 Tel. 226-3133.
  Home office: South Bend Ind.
  Ron Manning Prod. Inc. 1703 Church St. Zip 37202 Tel. 327-3484.
  Branch: Houston, Tex.

Texas

- DALLAS (Area Code 214)
  Tel. 521-9199 Contact Johnny Chester.

- HOUSTON (Area Code 713)
  Gestation Mgmt, 9171 Jensen Zip 77016 Tel. 695-3648 Contact Jim D. Johnson.
  Houston Masters, 1023 Cowboy Wood Zip 77008 Tel. 862-1340 Contact Donna Hazard.
  Hanson-Tyner Prod. Inc. PO Box 27152 77207 Tel. 626-2171 Gen. Mgr. Gary Meeks.
  Home office: Nashville, Tenn.

- SAN BENITO (Area Code 512)

Utah

- PROVO (Area Code 801)

Vermont

- SPRINGFIELD (Area Code 802)

Licensing Organizations, Music

A.M.R.A. (American Mechanical Rights Ass'n) 250 W. 57 St., New York, N.Y. 10019 Tel. (212) 246-4077 Exec. Dir. Rosemary W. Miller. (Mechanical rights only)


Sing your song on a sheet of paper?

You know words can't play your music or your instrument—print won't convey the sound of your recording talent.

Yet to perform for every prospective buyer is too time-consuming and costly. Or is it?

Let your sound sing for itself. A high-fidelity Eva-Tone Soundsheet will carry your live performance directly to your audience of any size, anywhere, for pennies. Soundsheets are the least expensive audio you can buy.

Look at some Soundsheet uses and users:

Instrument Makers: Arp, Baldwin, Conn, Deagan, Gibson, Kimball, Leblanc, Lowrey, Moog, Univox, Yamaha.


These music people use Soundsheets because Soundsheets work. Soundsheets work for them in books & magazines, in stores and in the mail.

Call ustoll-free at 800-323-5845. In Illinois it's 312-945-5600. Find out right away how you can send your own sound to market.
ARE YOU LOOKING FOR TROUBLE?
sorry, we can't help you
We eliminate the hassle normally associated with getting your records pressed. You won't believe how easy it is to get pressings that are quiet, flat, pretty and on time unless you are already one of our hundreds of satisfied clients.

NEUMANN COMPUTERIZED MASTERING
36 POSITION PROCESSING
OFFSET, LETTERPRESS LABEL PRINTING
18 COMPRESSION MOLDING PRESSES
COMPLETE JACKET SERVICES
SHRINK WRAP

Call or write and one of our competent account executives will answer immediately.

WAKEFIELD MANUFACTURING, INC.
Custom Record Pressing
602-252-5644  P.O. BOX 6037  PHOENIX, AZ 85005

JOE TALBOT AND ASSOCIATES
1512 Hawkins St. Nashville, Tenn. 37203 (615) 244-7954

RONNIE YEARWOOD

PRECISION RECORD PRESSING, INC.

70 VISCO COURT • NASHVILLE, TENNESSEE 37210 • (615) 256-8978

OZELL SIMPKINS

UNITED RECORD PRESSING, INC.
453 CHESTNUT STREET NASHVILLE, TENNESSEE 37203 PHONE (615) 259-3149

RICHMOND (Area Code 317)
P R Rec Co, (Div of Richmond Rec Corp); 1600 Rich Rd; Zip 47374; Tel: 982-9511 Plant Mgr: Gerald E Sharp; Sales Mgr: Curt Albright; Home Office: New York, N.Y.; Richmond Rec Corp; see P R Rec Co.

TERRE HAUTE (Area Code 812)
Columbia Rec Prods, 1400 N. Frutridge Ave; Zip 47805; Tel: 466-4231 VP J Kenneth Lemley; Plant Mgr: Eric Czech. (Pressing only)

LOUISIANA

VILLE PLATTE (Area Code 318)
Ville Platte Rec Mfg Co; PO Drawer 10; 120 E Cypress St; Zip 70586; Tel: 383-2104 Owner: J Floyd Soileau; Plant Mgr: Joseph K Soileau. (Pressing only) (SEE ADVERTISEMENT)

MARYLAND

COCKEYSVILLE (Area Code 301)
Sontec Corp; 10120 Marble Court; Zip 21030; Tel: 628-2282 Pres' Burgess Macneal; Sales Mgr: Ronald Kramer. (Pressing only)

MASSACHUSETTS

BOSTON METROPOLITAN AREA
(Area Code 617)
Rik Tinory Prodns; 622 Rt 3A Cohasset 02025; Tel: 383-9494 Owner: Rik Tinory. (Pressing only)

MICHIGAN

DETROIT METROPOLITAN AREA
(Area Code 313)
Archer Rec Pressing Co; 1552 E Davison; Zip 48077; Tel: 385-9545 Pres: R J Archer. Gen Mgr: H K Weber

JOE TALBOT AND ASSOCIATES
1512 Hawkins St. Nashville, Tenn. 37203 (615) 244-7954

RONNIE YEARWOOD

PRECISION RECORD PRESSING, INC.

70 VISCO COURT • NASHVILLE, TENNESSEE 37210 • (615) 256-8978

OZELL SIMPKINS

UNITED RECORD PRESSING, INC.
453 CHESTNUT STREET NASHVILLE, TENNESSEE 37203 PHONE (615) 259-3149
MISSOURI
- ST. LOUIS (Area Code 314)

NEW JERSEY
- ALLENDALE (Area Code 201)
  United Masterworks Rec. Co., Ltd., 44 Canaan Pl, Zip 07401, Tel: 322-7737, Owner: Robert Chapman, VP Dan Wacht; (Pressing only)
- ANCOR (Area Code 609)
- CRANBURY (Area Code 609)
- LAKewood (Area Code 201)
  Audio Mfg. Rec. Co., 997 Towbin Zip 08701 Tel: 363-6233. (Pressing only)
- MAPLE SHADE (Area Code 609)
  A M Press & Co. (b.v. of P), 207 W. Main St, Zip 08052, Tel 667-1867, Pres.: Donald R. Marsh; Prod. Mgr.: Gerald Tyson. (Pressing & processing only)
- MOUNTAINSIDE (Area Code 201)
  Bestway Prods. Inc., 1106 Glove Ave. Zip 07092 Tel: 232-8383. (Pressing only) (SEE ADVERTISEMENT)
- NEWARK (Area Code 201)
  Peter Pan Inds., 145 Komorn St. Zip 07105 Tel: 344-4214, Pres.: Martin Rasen; Gen. Mgr.: Abe Rosenblatt. (Pressing only)
  Branch: Paramount (Los Angeles Metropolitan Area), Calif.
- NORTH Plainfield (Area Code 201)
  Peerless Plastic Molding Inc., 333 North Dr. Zip 07060 Tel: 755-7000. (Pressing only)
- PARK Ridge (Area Code 201)
- PITMAN (Area Code 609)
  Columbia Rec. Prods. Lab & Woodbury Rd. Zip 08071 Tel: 389-8000, Plant Mgr.: Joe Kroll. (Pressing only)
- ROCHELLE Park (Area Code 201)
  Fox Rec. Co. 150 Rochelle Ave. Zip 07662 Tel: 843-2305, Mgr.: Dave Blake, Robert Chapman. (Pressing only)
- RUNNEMEDE (Area Code 609)
- SCOTCH Plains (Area Code 201)
  H M Prod. Inc., 572 West Court, Zip 07076 Tel: 889-1767, Pres.: Edith M. Randall; Gen. & Sales Mgr.: Harry M. Randall. (Pressing only)
- SOMERDALE (Area Code 609)

NEW YORK
- BRONXVILLE (Area Code 914)
  International Rec. Co., 48 Desmond Ave. Zip 10708 Tel: 337-5726; NYC Tel: (212) 242-1455. (Pressing & processing only)
- GLOVERSVILLE (Area Code 518)
- HOLLbrook, L.I. (Area Code 516)
- HUNTINGTON Station, L.I. (Area Code 516)
- MOUNT Vernon (Area Code 914)
  Creative Disc Inc., 711 S. Fulton Ave. Zip 10560 Tel: 699-2993, Pres.: Carl Feurstein; Gen. & Sales Mgr.: Joseph Perillo. (Pressing only)

Our name tells only half the story. Along with 45's & LP's we also make 8-tracks & cassettes and deliver to N.Y. every day. Call us today for a quote on your requirements or send for our price list.

DISHMAKERS INC.
925 North Third St., Phila., Pa. 19123
Tel: (215) 627-2277 (212) 966-3185

ESTABLISHED alco SINCE 1942
RESEARCH AND ENGINEERING, INC.
CUSTOM AND PRODUCTION
RECORD MFG.
ONE RECORD OR A MILLION
FROM YOUR TAPE WE MAKE:
- STUDIO MASTER - MATRIX - LABELS - ALBUM JACKETS - FINISHED RECORD - PACKAGED AND DROPPED SHIPPED
6201 SANTA MONICA BOULEVARD, HOLLYWOOD, LA.
CALIFORNIA 90038 — PHONE (213) 466-1101

OUR SERVICE IS
THE FINEST
AND INCLUDES...
- PRESSING
- MASTERING
- LABELS
- WAREHOUSING
- DROP SHIPPING

Ideally located to serve the Midwest, South and Southwest

PLASTIC PRODUCTS
MANUFACTURERS OF PLASTIC PRODUCTS
1746 Chelsea Ave., Memphis 7, Tennessee 38108
Area Code (901) 276-7160

NEW YORK METROPOLITAN AREA
(Area Code 212)
Apon Rec. Co., Inc. PO Box 3082, Starway Stn. Long Is-
land Cty 11103. Tel: 721-5599 Pres. & Gen. Mgr.:
Howard M. Pontec. Sales Mgr. Don Zemann. (Pressing
only)
Audio Transcriptions Inc., 915 Westchester Ave.,Bronx
10459. Tel: 589-3500. (Plating & processing only)
Cassette Mfg. Corp., see National Rec’g Studios
Columbia Rec. Prod. 49 E 52 St. Zip: 10022. Tel.: 765-
4321 VP Tom Van Gessel. (Sales office only) (Pressing
only)
Direct Rec. Inc., 190 E. 50 St. Zip 10022. Tel.: 776-7979.
Pres. & Gen. Mgr. M. Jacobowitz. (Pressing only)
Disc Communications Ltd., 743 Fifth Ave. Zip 10022.
Tel.: 339-2720 Pres. Charles Blake. (Plating & process-
ing only)
Frankford/Wayne Mastering Labs Inc., 1697 Broadway.
Zip 10031. Tel: 462-6147. Pres. Tom Steinle. Studio
Mgmt: Kathy Huntz; Chg. Eng. Stewart Romani; Cut-
ing Eng. Dominic Romani. (Plating & processing only)
JVC/Columbia Central, 1550 St Rd. Massnet 11260.
Tel: 329-7113 En.: Gene Yamamoto. (Plating & pro-
cessing only)
Home office: Hollywood (Los Angeles Metropolitan
Area)
Longwear Stamper Corp., 609 W. 51 St. Zip 10019. Tel.: 765-
dauer. (Plating & processing only)
Tel: 255-6520 Pres. Len Frank. Gen. Mgr. David Mol-
dauer. (Plating & processing only)
National Rec’g Studios, 730 Fifth Ave. Zip 10019. Tel: 757-
6440 Pres. Harold Lustig. Gen. Mgr. William Deleasandro; Client Serv. Dir. Sandra Goldfarb. (Plat-
ing & processing only)
National Video Center, see National Rec’g Studios
R C Recs. Inc., 110 W. 44 St. Zip 10036. Tel.: 598-5000.
(Sales office only)
Plastics: Los Angeles, Calif. ; Indianapolis, Ind.
R K O Sound Studios (div. of RKO General Inc.), 1440 Broad-
Gen. Sales Mgr. Lee Gray. (Plating & processing only)
Sales Mgr. David Gram. (Plating & processing only)
Plant: Richard Recs. Inc. PR Rec Co. Inc.
Sales office: Hollywood (Los Angeles Metropolitan
Area). Calif. PR Rec Co. Inc.
Soundheak Inc., 50 W. 57 St. Zip 10019. Tel.: 489-0806.
(Sales office only)
Viewlex Custom Servs., 810 Seventh Ave. Zip 10019.
Tel.: 940511. Pres. Andrew Gutfel. VP: Richard H. Bur-
kett. (Retail sales only)
Plants: Los Angeles, Calif. ; Viewlex-Monarch Rec.
Altenton, Pa.; Atten room Rec. Co. Inc.
UTICA (Area Code 315)
Onedia Video Audio Tape Cassette Corp. 760 Blandinga St.
Zip 13501 Tel: 735-6187 Pres. Stanley Markowitz; 
Gen Mgr. Joyce Markowitz; Mgr. Michael Chris-
talli. (Pressing only)

OHIO

CANTON (Area Code 216)
G & S Sound Mfg. Co. PO Box 3335 Zip 44401. Tel: 452-
0127 Pres. Donald Martin. Gen. Mgr. Lou Har-
s. Sales Mgr. Alex Mass.
CINCINNATI (Area Code 513)
Ampex Rec. Co., Inc. 320 Mill St. Zip 45215. Tel.: 761-
Cort Counterpart Creative Studios, 3040 Appleage Ave. 
Zip 45227. Tel.: 773-7601 Pres. Shadr G. Shae. (Plating & process-
ing only)
Jovem Rec’s Inc., 1958 Kinney Ave. Zip 45231. Tel: 522-
9916 Owner: Rusty Young. Sales Mgr. Harry Uraich.
(Processing only)
Queen City Album Inc., 2832 Spring Grove Ave. Zip 45219. 
M. Martin; Sales Mgr. Joe Sluder.
Bower. Sales Mgr. Philip Burkhart.

CLEVELAND (Area Code 216)
Sales Mgr. Dennis H. Boddie

COLUMBUS (Area Code 614)
Hull. (Processing only)

PENNSYLVANIA

ALLENTOWN (Area Code 215)
Nat’s sales office: New York. N. Y.; Viewlex Custom 
Serves.

NEW KENNSINGTON (Area Code 412)
Vokey Recs., PO Box 12 Zip 15068 Tel.: 274-4602 Pres. Howard Vokey. (Processing only)

OLYPHANT (Area Code 717)
Speakman Recs., 201 N. Valley Ave. Zip 18447 Tel.: 489-4717 VP Richard C. Marquardt; Gen. Mgr. Jack 

WILLIAMS. Controller: Janis C. Vanko. (SEE ADVERTISE-
MENT)

PHILADELPHIA METROPOLITAN AREA
(Area Code 215)
Niederman; VP & Sales Mgr.: Alan Niederman. (Press-
ing only)

Diskmasters Inc., 925 N. Second St. Zip: 19123. Tel.: 927-
only) (SEE ADVERTISEMENT)

Hot Rod Records, Inc., 1214-25 S. Howard St. Zip: 
19147. Tel.: 373-7002 Pres. Sam Hodges. Sales Mgr.: 
Mark Appel. Gen. Mgr. Sam Appel. (Pressing only)

Panarama Rec. Mfg. Co., 3134 S. Howard St. Zip: 
19147. Tel.: 373-7001 Pres. Sam Hodges. Sales Mgr.: 
Mark Appel. Gen. Mgr. Sam Appel. (Processing only)

PITTSBURGH (Area Code 412)
N A M E (North American Music Inds.), Manor Oak No. II, 
1910 Cochran Rd. Zip: 15220. Tel.: 344-6700 Pres. & 
only) (Sales office only)
Plant: Scarsim. (SEE ADVERTISEMENT)

SCRANTON (Area Code 717)
N A M I (North American Music Inds.), 300 Brook St. Zip: 
18505. Tel.: 346-9781 VP: Donald D. Evans. (Pressing
only)
Home office: Pittsburgh. PA. (SEE ADVERTISEMENT)

SOUTHPHANTON (Area Code 215)
Plastic Ents. Corp., Industrial Hwy. Zip: 18966. Tel.: 355-
(Processing only)

TEXAS

ARLINGTON (Area Code 817)
Rec-O-Press Inc., 609 Great Southwest Ste Zip 76011. 
Tel.: 361-4911 Pres. W S Spiller; Gen. Mgr. Charles B. 
Spiller. (Pressing only)

SAN BENITO (Area Code 512)
Tel.: 369-1471 Pres. Lionel C. Beauregard, 
Gen. & Sales Mgr.: John F. Phillips. (Pressing only)

VIRGINIA

WINCHESTER (Area Code 703)
Capital Inds. 11 Kenneth St. Zip 22601. Tel.: 608-8125. 
(Processing only)

RECORD PRESSING IN LOUISIANA

SPEEDY, good ‘ole fashioned’ PERSONAL SERVICE on all orders! 
Quality 45 rpm and LP pressings! Just send us your tape and we’ll do
the rest . . . mastering, stampers, labels, album jackets, packaging, 
drop-shipping, warehousing. Also, tape duplicating. Call or write to
discuss your needs. Price list and samples on request.

VILET PLATRE RECORD MFG. CO.
P.O. Drawer 10-G
120 E. Cypress
Villette Platte, La.
(318) 363-2104

Rim Rock MANUFACTURING COMPANY, INC.

RIM ROCK RECORD MANUFACTURING CO.
Consists of complete Ampex Recording Studio with 20 inputs, 
16 outputs and Skully Mastering Lathe . . . Complete record
pressing plant . . . Complete full color printing shop and jacket
fabrication . . . We specialize in the highest quality with reason-
able prices on custom work . . . We also specialize in the manu-
facturing and sales of Bluegrass and old time country music.

CALL OR WRITE TODAY FOR MORE INFORMATION!

CONCORD, ARKANSAS 72523
(501) 668-3404
ILLINOIS

**CHICAGO METROPOLITAN AREA (Area Code 312)**

- **Glam-O-Phon**
  - Home office: New York, N.Y.
  - Long Distance: 800-827-2828
  - Promotions: 800-827-2828

- **OMAHA (Area Code 402)**

**NEW JERSEY**

- **CAMDEN (Area Code 609)**

- **PARK RIDGE (Area Code 201)**

**NEBRASKA**

- **Sontec (Area Code 402)**

**OHIO**

- **CINCINNATI (Area Code 513)**
  - Art's Recording Co., 320 Mill St, Zip 45215. Tel: 761-0011. Gen. Mgr.: Norwood Rawlings (Rec. only)

**OKLAHOMA**

- **TULSA (Area Code 918)**

**PENNSYLVANIA**

- **MECHANISCBURG (Area Code 724)**

**TENNESSEE**

- **FAYETTEVILLE (Area Code 515)**
  - King-Pat. Ens., PO Box 654, Hillwood Dr Zip 37334. Tel: 433-2323. Pres. Bill Trigg.

**MISSISSIPPI**

- **ST. LOUIS (Area Code 314)**
  - Sea Recordings Inc., PO Box 13692, Zip 63105. Tel: 314-746-778-2310. Pres. & Gen. Mgr.: Ken Keena; Sales Mgr.: Tom Pallardy (Rec. only)

**NEW YORK**

- **FARMINGDALE, L.I. (Area Code 516)**

**ORANGE COUNTY (Area Code 917)**

- **RIVERVILLE, L.I. (Area Code 516)**
  - Ivy Hill Printing Co. (dlv. of Ivy Hill Communications Inc.), 8400 Trestle Glen Rd, Zip 11755. Tel: 621-6500.

**VERMONT**

- **BURLINGTON, VT. (Area Code 802)**
JOSEPH STANZIONE'S Florida Independent Promotions with EDDIE LAMBERT Servicing:

• All Radio Stations • One-Stops • Rack Jobbers

305-685-7601 Office
305-944-7839 Home

Send all correspondence to
13145 NW 45th Ave., P.O. Box 118, Opa Locka, Fla. 33054
<table>
<thead>
<tr>
<th>Location</th>
<th>Address</th>
<th>Contact</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York</td>
<td>100 Fifth Ave</td>
<td>212-314-1000</td>
<td>Frank Gluckman, President (Audio only)</td>
</tr>
<tr>
<td>Brooklyn</td>
<td>150 Washington St</td>
<td>212-484-3000</td>
<td>Michael Silverman, Chief Executive Officer (Audio only)</td>
</tr>
</tbody>
</table>

**BIODEDGE (Area Code 207)**
Shape symmetry & Sun Inc. Bideloford Ind I Park Zip 04005 Tel 282-6156 Pres & Sales Mgr Anthony L Gerardi (See advertisement) |

**MAINE**

**SUITLAND (Area Code 301)**
Audio Video Concepts Inc 5408 Silver Hill Rd Suite 501 282-6800 Gen Mgr Marvin L King Sales Mgr Jim Cook (Audio & video) |

**MASSACHUSETTS**

**BOSTON METROPOLITAN AREA (Area Code 617)**
Flirt (Area Code 313) Helmac Prodks Corp PO Box 73 528 Keto St Zip 48501 Tel 236-787-528 Pres Nicholas D McKay Gen Mgr Walter Winkle Sales Mgr John G Edmon (Audio only) |

**INDIANA**

**INDIANAPOLIS (Area Code 317)**
Creation Packaging Corp PO Box 444 Zip 46207 740 S Albam St Zip 46234 Tel 261 2287 Pres A M McCutam VP Mktg T J Bradley Mktg Communications Mgr W W Deckamp (Audio only) Branches: Los Angeles Calif Oak Brink (Chicago Metropolitan Area) III Hackensack N J Ruppa Packaging Corp 620 S Baltimore Ave Zip 46221 Tel 356-7777 (Audio only) |

**KENTUCKY**

**LOUISVILLE (Area Code 502)**
Allen Martin Prodns Inc PO Box 98035 9701 Tautorsvll Rd Zip 40299 Tel 267-9368 Pres Ray Allen Gen & Sales Mgr Hardy Martin Chief Eng Bob Eversper (Audio & video) |

**MICHIGAN**

**DETROIT METROPOLITAN AREA (Area Code 313)**
Dyna Data Inc 1521 E Ave Dr Madison Heights 48071 Tel 585-6280 VP & Gen Mgr & Sales Mgr Paul Siergal (Audio & video) Artie Fields Prod Inc 9430 Woodward Ave Zip 48207 Tel 813-8900 Pres Arthur H Fields VP & Gen Mgr Thomas A Aquino Magnetic Video Corp 24380 Indapolk Carmon Hills 48024 Tel 477-6066 Pres Andre A Blay & Gen Mgr Al Iecher Sales Mgr Barry Vondrach (Audio & video) Pioneer Rec Studio Inc 20014 James Coulness Hwy Zip 48225 Tel 314-8566 Pres & Gen Mgr Gary A Rubin Sales Mgr Bob Molecho (Audio only) Video Group Inc 77 W Cannondale 48021 Tel 833-6420 Pres Sidney A Lutz Gen Mgr John C Fallon Sales Mgr Jake Taubler (Video only) |

**MINNESOTA**

**MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**
E C M Corp 180 E Sixth St St Paul 55101 Tel 227-7366 Pres David E Fernberg Sales Mgr Richard T Stevens Branch: Los Angeles Calif MetalsCom Inc 707 W Broadway Minneapolis 55411 Tel 588-2781 Pres & Mktg Dr James I McCann Sales Mgr Philip T Levin (Audio only) |

**MISSOURI**

**ST. LOUIS (Area Code 314)**
Clintonec Studios Inc 1201 S Brentwood Blvd Zip 63117 Tel 723-1055 Pres Charles Harris VP & Gen Mgr Edward H Canter (Audio & video) |

**NEBRASKA**

**LINCOLN (Area Code 412)**
Lenco Co Inc 3900 N 60 St Zip 68057 Tel 464-7488 Gen Mgr Dany D Chapelle Branch: Bozeman, Mont Lenco Plastics (Audio & video) |

**NEW JERSEY**

**BLOOMFIELD (Area Code 201)**
EverReady Packaging & Assembly Corp Reliance Folding Carton Corp 225 Belleville Ave Zip 07003 Tel 748-3585 Pres & Gen Mgr John T Mays Chair Mgr John T Mays (Audio only) |

**NEW YORK**

**COMMACK, L.I. (Area Code 516)**
Robins Inds Corp 75 Austin Blvd Zip 11725 Tel 543-5200 Pres Herman Post Gen Mgr Warren Muszelbach VP Sales Jack Friedlands Dist Sales Mgr Frank Glassman (Audio only) |

**FARMINGDALE, L.I. (Area Code 516)**
Pressure Sensitive Tape & Label Corp 135 Schmitt Blvd Zip 11735 Tel 293-7756 Pres Don Cooper Sales Mgr Mike Cooper Sales Mgr Frank Camp (Audio only) |

**FREEPORT, L.I. (Area Code 516)**
Royal Sound Co Inc 409 Main St Zip 11520 Tel 868-2880 Pres Mervin A Dayan Gen Mgr L Bernard (Audio only) |

**GARDEN CITY, L.I. (Area Code 516)**
D T Electronic Corp 755 Eastgate Blvd Zip 11530 Tel 746-0880 Pres & Gen Mgr John J Maloney & Gen Mgr Robert J Poppe (Audio only) |

**HAUPPAUGE, L.I. (Area Code 516)**
Alfaudio Products Inc 1290 Motor Pkwy Zip 11787 Tel 233-2040 Pres Louis J. Rains Sales Mgr Rainer Zophy Sales Mgr Abe Chayat (Audio only) |

**MARACONNE (Area Code 914)**
Magnetic Media Corp 816 Fayette Ave Zip 10543 Tel 698-2400 Pres & Gen Mgr Arnold Glazer Sales Mgr Franklin Lieberman (Audio only) Branch Kistinguished Int'l Inc |

**MOUNT VERNON (Area Code 914)**
Sentry Inds Inc 221 N MacQueen Pkwy Zip 10550 Tel 864-2900 Pres & Gen Mgr Barry Rosen Sales Mgr Norman Marshall (Audio only) |

**NEW YORK METROPOLITAN AREA (Area Code 212)**
Adwide Video Inc 200 Fifth Ave Zip 10011 Tel 691-0976 Pres & Gen Mgr Howard S Schatman SVP & Gen Mgr Michael Richy (Audio only) Andal Audio Products Inc 4212 14 Ave Brooklyn 11219 Tel 425-7322 Pres Anthony A Mancuso VP & Gen Mgr & Sales Mgr David Nocera (Audio only) Nelson Barry Corp 319 E 44 St Zip 10017 Tel 679-7800 Exec VP Frederick N Dolese Sales Mgr Arnold Glazer Sales Mgr Franklin Lieberman (Audio only) Broadcas...
LOW COST + LOW UPEKEEP + HIGH PRODUCTION ECONOMY

We are proud to offer our new economical completely pneumatic Label Cutting Press. Built with the same meticulous care and to the same close tolerances as our Hydraulic Press, but at a lower price.

For more information write:

SCHIFF MACHINE COMPANY, INC.
28 East Hanover Ave., Morris Plains, N.J. 07950

Audio & video: Plastic reels
R C A Electronic Components, 415 S. Fifth St., Harrison, N.J. 07029 Tel. (201) 385-3900
R C S see Royal Sound, Inc., South Brunswick, N.J.
Reconets Inc., 777 Palmer Ave. Sunnyvale, Calif. 94086 Tel. (408) 735-8221 Pres. & Gen. Mgr. Lester H. Lee
Program & Sales Manager: William F. Leewess
Audio Cassette: (SEE ADVERTISEMENT)
Silver King Corp., 75 Rockefeller Plaza, New York, N. Y. 10020 Tel. (212) 549-9625 Ex. W. H. Harkin, Ext. VG, Hugh Landy, Sales Mgr. David Grant
Audio: Cassette
Brand name: Plastic
Audio: B-r, open reel
Audio: B-r, cassette, open reel

ENVELOPE & MAILER MANUFACTURERS

ALABAMA

* SOUTH FAYETTE (Area Code 205) Alaska Paper Stock Co. Inc.
Zip 35550. Tel. 932-6722. Owner & Pres. Joe T. Couch

Billboard 1975-1978 International Music-Record Directory
Introducing Ultra Dynamic Maxell backcoated/open reel tape.

A professional studio engineer doesn't have time for dropouts, wow, flutter, tape noise, static, poor winding, edge damage or erratic tape traction.

Maxell Ultra Dynamic tape has the backcoating that eliminates these recording obstacles.

That's why the professionals use it. And why you should too.

While your Maxell UD tape is running (and the backcoating is protecting your music) you can concentrate on mike placement, sound levels and the more creative side of audio...like shushing the kids in the next room.

Maxell Corporation of America, Moonachie, New Jersey 07074. Also available in Canada.

maxell
For professional recordings at home.
MONARCH
Prime producers of high energy recording tape.
Specialists in C-60 • C-90 • C-120 tapes for cassette manufacturers, duplicators and exporters. Our prices are competitive.

MONARCH ELECTRONICS, INC.
76 Ainslie Street,
Brooklyn, N.Y. 11211 • 212/387-0240-1

Plant: Hicksville, L.I., N.Y., Andrews-Nunnery Envelope & Paper Corp. (Sleeves only)

• PLAINVIEW, L.I. (Area Code 516)
Deltrana Int’l, 37 Newtown Rd, Zip 11803, Tel. 293-8740
Pres. Thomas Delta-Rocca, Gen. Mgr. A. Herman, Sales Mgr. S. Frank

• CINCINNATI (Area Code 513)

• COLUMBUS (Area Code 614)
Graphics of Columbus Inc., 5211 N. High St, Zip 43214,
Tel. 846-6126. Pres. R.D. Kindred VP M.I. Kindred (Jackets only)

PENNSYLVANIA
• PHILADELPHIA (Area Code 215)
Community Press, 6047-49 Woodland Ave, Zip 19143
Tel. 729-4555. Owner Carmine D. Terracciano

• PITTSBURGH (Area Code 412)
Record-Rama, 835 Butler St, Zip 15223, Tel, 781-2155
Owner Paul C. Mawhinnery (Sleeves only)

• SCRANTON (Area Code 717)
SEE ADVERTISEMENT

TENNESSEE
• FAYETTEVILLE (Area Code 615)
Kum-Pat Envs., PO Box 654, Hickory Dr, Zip 37334, Tel 433-2323 Pres. Bill Trigg (Jackets only)

• MORRISTOWN (Area Code 615)
Album Co. of America, PO Box 374, Zip 37814, Tel. 581-3485 Pres & Gen Mgr Hal McGaha, Sales Mgr C. McGaha

• NASHVILLE AREA (Area Code 615)
Home office: Hauppauge, L.I., N.Y. Modern Album & Finishing Co Inc
Nashville Int’l Corp., 1006 17 Ave S Zip 37212 Tel 254-1049 Pres. & Gen Mgr Reggige M. Churchwell, Sales Mgr Ron Coats
Primewell Art & Photography Studios Inc., 1211 16 Ave S Zip 37212 Tel 385-0570 Pres. Herb Burnette
Gu鹌s Corp., PO Box 7219 S 919 Fourth Ave S Zip 37210 Tel 254-9426 Pres. Howard Byars, Gen. & Sales Mgr Ed Turner (Jackets only)
Sound of Nashville Inc., 160 Second Ave S Zip 37201 Tel 244-1124

TEXAS
• ARLINGTON (Area Code 817)

• HOUSTON (Area Code 713)
M & M Rec. Prod. Inc., 7204 Parkersburg, Zip 77036, Tel. 782-0120 (Jackets only)

VIRGINIA
• NORFOLK (Area Code 804)
Taraz Entertainment Envs., 638 Muskogee Ave, Zip 23509, Tel 853-2304 Pres. Gen. & Sales Mgr Ron aid C. Wagener (Jackets only)

• CHEYENNE (Area Code 307)
Rocky Mountain Rec. Envs. PO Box 82, Zip 82001, Tel 638-8733 Gen. Mgr. Ray Alexander

MASTRO INDUSTRIES, INC.
RELIABLE • FUNCTIONAL • SUPERIOR

• 8T Cartridges, assembled . . . ready for loading
• 8T Cartridges, tape loaded, 45 & 90 minutes, or made to order
• Cassette Parts: housing, hubs & roller guides
• C-O Cassettes
• *Cassettes, tape loaded: C-30, C-45, C-60, C-90, C-120, or made to order

European Distributor
M.I.P.
Corso Di Porta Vittoria 31
Milan, Italy
SIX WAYS TO GET THE QUALITY YOU WANT IN THE QUANTITY YOU NEED.

1. Jackie Selian
   205 Broadway
   Cambridge, MA 02139
   617/868-6200

2. Ken Hines
   3003 Concord Pike
   Wilmington, DE 19810
   302/478-9405

3. F.E. Hull
   819 East 64th Street
   Indianapolis, IN 46220
   317/257-4488

4. Scott Bartlett
   819 East 64th Street
   Indianapolis, IN 46220
   317/257-4488

5. Bob Kern
   28727 King Arthur Court
   Rancho Palos Verdes, CA 90274
   213/377-0115

6. Bill Starling
   1293 Landsburn Circle
   West Lake Village, CA 91316
   213/889-0901

With automated production facilities on both coasts, and a nationwide system of distribution and sales engineering, Data Packaging Corporation can deliver cassettes and cartridges in the quality you want, in the quantity you need.

DATA PACKAGING CORPORATION
205 Broadway
Cambridge, MA 02139
Tel: 617/868-6200

Manufacturers of:
Weld type audio cassettes
Screw type audio cassettes
Solid post audio cassettes
Digital cassettes
8-track stereo cartridges
Quadrasonic cartridges
U-Matic® type video cassettes
JEFMARN FEELS YOU DESERVE THE BEST!

Cassette splicing tape & 8-track sensing tape for manual & automatic application. Pre-cut sensing tabs for manual application on 8-track cartridges, tape wiper material, bin loop splicing tape, splicing blocks, leader tape.

Magnetic tape, abrasive & non-abrasive head cleaner tape, self-stick labels, tape dispensers for cassette & 8-track cartridges, automatic labeling equipment, automatic packaging equipment, as well as other items.

Export inquiries invited.

JEFMARN ENTERPRISES, INC.
16 Newcastle Ave., Plainview, New York 11803 • (516) 822-7277 • Allan Frost, Pres.

CALIFORNIA

• COSTA MESA (Area Code 714)

• LOS ANGELES METROPOLITAN AREA (Area Code 213)
  Branch: Park Ridge, N.J.

  Home office: St. Paul, Minn.
  Ivy Hill Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave., Zip: 90058. Tel: 583-8974.
  Home office: Great Neck, L.I., N.Y.
  Kalyn Mfgs., see Ivy Hill Packaging.
  Branch: New York, N.Y.

• SAN FRANCISCO & BAY AREA (Area Code 415)

• SAUGUS (Area Code 805)

COLORADO

• DENVER (Area Code 303)

CONNECTICUT

• UNION CITY (Area Code 203)

Traffic Builder
Profit Maker
Introducing another success-season for The Music Tape™ ... and you!

In our consumer ads, we're calling The Music Tape "Sound Gatherer, Music Giver."

And you're going to call it "Traffic Builder, Profit Maker!"

Here's why:

- Year-round National Advertising
- Network and spot television
- Consumer and audiophile magazines
- Consumer promotions throughout the year
- Dealer incentives
- Merchandising Assistance
- Floor and counter display racks
- Posters and banners
- Product brochures
- and sales aids

See Your Capitol Representative Now!

When they record music, sell them
The shape of things to come is here today. At least that's what our customers say.

You see, Shape Symmetry & Sun, Inc. is known as an innovator in the plastics and high-speed automation industry. No easy task.

Maybe it's because we manufacture the best C-O's and 8 tracks on the market. Or maybe it's because we offer the world's only modular Automatic Cassette Assembly System with built-in advantages like significant capital investment savings, easy maintenance, and the unique ability to increase production by plugging additional assembly stations into the line.

Like they say, the shape of things to come is here today.

- C-O CASSETTES
  SONIC SEALED, SCREW-TYPE, COMPUTER GRADE and/or OTHER CONFIGURATIONS
- NORELCO BOX
- BULK CASSETTE LOCKS
- HIGH-QUALITY CASSETTE COMPONENTS
- 8 TRACK and QUAD CARTRIDGES

The shape of things to come is here today. Call or write our President, Tony Gelardi, and let him tell you why.

Shape Symmetry & Sun, Inc.
Biddeford Industrial Park, Biddeford, Maine 04005
207-282-6155
IMPORTANT NOTICE

AUDIO INDUSTRIES

Announces
• C-O CASSETTES SONIC SCREW
• CASSETTE TAPE
• NORELCO BOXES
• VINYL CASSETTE ALBUMS
• BLANK CASSETTES C-30, C-60, C-90, HEAD CLEANERS
• 8-TRACK CARTRIDGES

HIGHEST QUALITY • LOW PRICES

Call or Write:

AUDIO INDUSTRIES

BROAD & LINDEN AVES.
RIDGEFIELD, N.J. 07657
Tele: 201-945-4545 • Telex: 133396

ATTENTION

RETAILERS, JOBBERS, DISTRIBUTORS
EXPORTERS, MASS MERCHANDISERS

IF YOU MARKET BLANK
CASSETTES and CARTRIDGES

If you want to deal directly with the manufacturer • If you want top quality

THEN CALL US FIRST

Top Quality, Private Label, Our Label, or Bulk, Complete Range of Colors, Lengths, and Package Configurations

PAP INDUSTRIES, INC.
95 Orville Dr. • Bohemia, N.Y. 11716 • 516–567-2900

Sales Reps: Choice Territories are still available: Call Now.
cassette tape / 1/4 in. lubed tape

Audio Magnetics industrial tape products satisfy the need for a high performance magnetic duplicating tape to match the performance of today’s and tomorrow’s critical audio systems.

The combination of ultra-high-density gamma ferric oxide particles and an advanced binder system gives Audio Magnetics’ tape the characteristics you require to create the finest quality recordings.

c-zero cassette

Every Audio Magnetics compact cassette strictly adheres to the Philips cassette specification.

Tape duplicators know that Audio Magnetics precise engineering, proven production techniques and years of professional experience will deliver the highest possible quality in their end product.

AudioMagnetics
Fulfilling Your Worldwide Duplicating Needs

234 W. 146th Street, Gardenia, California 90248 (213) 532-2950
Geneva, Switzerland 022 435115 Telex: 845-27152
1180 Martingrove Rd., Rexdale, Ontario, Canada
TAPEMAKER PRODUCTS
Are Universally Used by Tape Mfrs., Recording Studios & Tape Duplicators

BLANK & PRE-RECORDED CASSETTES
No. 25 Mylar Leader Tape—all colors
No. 28 Graphite Slip Sheet Material—solid or
No. 31 Non-Abrasive Head Cleaning Materials
No. 35 Green Abrasive Head Cleaning Materials
No. 54 Cassette Splicing Tape
No. 61 Non-Abrasive w/Mylar—spliceable
No. 78 Cassette Splicing Tabs

8 TRACK BLANKS OR PRE-RECORDED
No. 32 Non-Abrasive Head Cleaning Materials
No. 44 Tape Wiping Materials
No. 47/32" Splicing Tape for Lube Tape
No. 62 Non-Abrasive Wiping Material—spliceable
No. 71 Rolls of 7/32" Sensing Tape
No. 75 The "Q" Splice—pre-cut

RECORDING STUDIOS & A-V DEPTS.
No. 10 Paper Leader Tape—1/4"—2"
No. 25 Mylar Leader Tape—1/4"—2"
No. 54 Splicing Tape for Back-Coated Tape
No. 60 Splicing Blocks
No. 76 1/4" Mylar Splicing Tabs

TAPE Duplicators
No. 10 Paper Leader Tape
No. 25 Mylar Leader Tape
No. 44 Tape Wiping Materials
No. 54 Back Coated Splicing Tape
No. 70 Rolls of 7/32" Sensing Tape
No. 75 "Q" Splice
No. 78 Cassette Splicing Tabs

Write for FREE CATALOG

VEINTA
CONSISTENT QUALITY
WITH COMPETITIVE PRICES

C-O CASSETTES
SONIC OR SCREW

NORELCO STYLE
BOXES

CASSETTE PARTS

ATHENA INDUSTRIES INC.
For years high speed tape duplication has required two distinct operations. These are (1) Duplication using a bin loop master and open-reel slaves (2) Loading duplicated bulk tape into individual cassettes. This type of equipment is costly and makes the overall duplication operation inefficient, especially for short runs.

The new Automated Cassette Duplicator manufactured by Recortec is a simplified open-reel system combining high speed duplication with automatic cassette loading. It provides the least investment for small users to move into the open-reel type, and gives large volume users higher productivity at lower operating cost.

RECORTEC, INC. 777 PALOMAR AVE. SUNNYVALE, CALIF. 94086 TEL: (408) 735-8821 TELEX: 910 339 9367
OUR HIGH STANDARD OF QUALITY IS
WELL KNOWN IN THE INDUSTRY

El Mar Plastics manufactures a complete line of □ 8-track cartridges □ quadrasonic cartridges □ cassettes and component parts □ Norelco style, soft poly and Ampex style cassette boxes □ reels for ¼" tapes □ pre-leaded cassettes

and we can offer prompt delivery anywhere in the world! Please call or write:

El Mar Plastics, Inc.

821 E. Artesia Blvd., Carson, California 90746 • Telephone (213) 327-3180

OPEN YOUR DOOR TO A RESPECTED WORLD-WIDE SUPPLIER!
CASSETTE and 8-TRACK LABELER and IMPRINTER.

PRATT-STIX SENSING TABS

FAST • EFFICIENT
PRECISE • ECONOMICAL

The PS97 Labeler and Imprinter is a high speed semi-automatic machine capable of imprinting your logo or copy precisely and consistently on your cassette label before application.

Attachment for 8-Track available
PRATT-SPECTOR Sensing and Splicing Tapes, Dural Dispenser for same available.

For detailed information and prices on the above as well as Lease Plan data contact:

PRATT-SPECTOR CORPORATION
46 Merrick Road, Rockville Centre, N.Y. 11571 Phone: 212-227-0008

Makers of: SPlicing/SENSING TAPES, MACHINES, CASSETTE AND 8-TRACK LABELER, LABEL ACCESSORIES.

Ease of application
Economical
(Dispenser available)

SCANDIA

offers

automatic

packaging machinery & systems

designed for

stereo tape industry

labelling-cartoning

wrapping-bundling

inserting operations

For information, call or write
Scandia Packaging Machinery Co.
P.O. Box 575, Allwood Station
180 Brighton Road, Clifton, N.J. 07012 (201) 473-6100

over fifty years designing & building automatic packaging machinery and systems.
Good-bye, paper labels

On-cassette printing in up to 3 colors + full background color, at speeds up to 100 units per minute. Saves time, money and problems.

The APEX Printer from*
INTRODUCING THE KING WHO FEEDS HIMSELF.

The new King Self-Feed Cassette Winder.
See it position, load and eject blank or pre-recorded tape cassettes.
King manufactures the world's finest automatic cassette loaders, 8-track tape splicers, computer cassette loaders, and automatic videocassette loaders.

KING

World leader in tape tailoring systems
King Instrument Corporation
Brand new castle: 80 Turnpike Road, Westboro, Massachusetts 01581, U.S.A.
Phone (617) 366-9141

All King Instruments are manufactured under one or more of the following U.S. patents:
FINEBILT MAGNETIC TAPE INSTALLATIONS

Need a compact, automatic tape plant that can produce highest quality recording tape at a minimum investment? FINEBILT, the quality name in precision record pressing and plating equipment, can supply a complete plant package to meet your requirements. FINEBILT has gained unmatched experience in design and installation of sound industry facilities throughout the world. We can enable you to set up a modern plant with maximum efficiency.

We are marketing a self-contained business with an unlimited profit potential.

931 NORTH CITRUS AVENUE HOLLYWOOD, CALIFORNIA 90038
Telephone 466-9511 Area Code 213 CABLE "COEXPORT"

FINEBILT MANUFACTURING COMPANY
Prime source for all cassette and 8-track products for industry and for consumer sale. We have the very best quality and the most competitive prices on:

- C-0, sonic or screw cassettes. These cassettes are individually inspected, and they are used by duplicators all over the world.
- C-30, C-60, C-90, C-120, cassettes, bulk, unlabelled, featuring low priced tape, and also including 3M, BASF, TDK tape.

Loaded cassettes, all lengths, completely packaged in Philips type boxes, featuring 3M, BASF, TDK tape.

Pre-recorded cassettes at very low prices, also pre-recorded pancakes, with labels.

Cassette headcleaners, bulk, or labelled, in Philips type boxes.

ENORMOUS CATALOGUE AVAILABLE FOR LICENSE, INCLUDING MIDDLE OF THE ROAD, CLASSICS, SOUNDS LIKE, BACKGROUND MUSIC, JAZZ, SOME ORIGINAL ARTISTS. ALL OF THIS MATERIAL IS GUARANTEED AND ALL LICENSES HAVE COMPLETE WARRANTY.

Bulk tape for cassette or 8-track of all major brands in 3600, 6000, or 7200 foot lengths (1080, 1800, and 2160 meters).

We have the most competitive prices on major brand tape for duplicators, and recording studios, (master tapes, quarter inch, half inch, one inch, two inches, also running masters), book publishers, and industry.

Ask for information on highly sophisticated, yet low priced semi-automatic tape winders, and newly developed low priced tape duplicators. We quote all our prices C I F the nearest port for your country.

Shipment on cassette and 8-track products 30 days from receipt of letter of credit.

Shipment on all tape products, 15 days from receipt of letter of credit.

We also have an enormous selection of 4 color transparencies for cassette and 8-track labels.

AMPRO, LTD.
420 Lexington Avenue
New York, N.Y. 10017
Cable Address: TAPÆXTRON NEW YORK
Telex: 425233, Answerback, AMEX UI
Telephone: 212-683-7786, 5 lines, or 212-679-2809

Highly satisfied customers in 42 countries. Send for complete schedule of prices, and samples for laboratory evaluation.
That little package of patent pending rod makes the big difference in the quality of your cassette.

Our leader lock is better because our acetal is DOUBLE EXTRUDED, a process which delivers a rod diameter tolerance of not more than ± .0005" (.127mm).

- Sizes from .049" (1.246mm) to .068" (1.727mm)
- Exclusively available in increments of .001" (.0254mm)
- Tolerance more than ± .0005" (.0127mm)
- Popular sizes — .052" (1.320mm) and .063" (1.602mm) stocked for immediate shipment.

Designed and engineered for the cassette industry by the Burnhams of New York, our staking rod virtually eliminates cassette failure due to leader tape pull out.

Samples and pricing on request. Ask about our cassette windows and roller pins.

Exclusive Agents for the Burnhams:
For quality that can be duplicated

Gauss Ultra High Speed Tape Dup-licating Systems—they've set the industry standard for high-quality, high-speed, high volume tape duplication. Totally unique features, such as our horizontal tape loop bin for gentler tape handling at high speeds, and our exclusive 10 MHz bias recording process which allows truer reproduction of the higher frequency ranges, reduces long wave drop outs and intermodulation distortion, and ensures tape copies of clearly superior quality.

To guarantee the quality of your tapes, the Gauss magnetic Tape Quality Control Reproducer is unmatched. Convertible tape transport and head assemblies permit quick interchangeability between cassette and cartridge formats for fast, sure checking of your tapes.

For cassette duplication, Cetec offers its fully automatic Copy-Cass II. Simply load a master and 15 cassettes, and Copy-Cass II does the rest, copying both sides of the tape in one pass, either stereo or mono, and even signaling when the job is done.

Duplication is only part of the Cetec story. If you need sound reproduced

Gauss Loudspeakers are the finest, most powerful in the audio field — up to 200 watts of continuous power. Gauss Loudspeakers utilize a unique double-spider system which supports the entire voice coil, ensuring precise alignment and a richer, smoother sound. And they're warranted for a full five years.

If you need sound monitored

Cetec introduces its Series 20A Audio System with PDS (Pre-Set Distribution System). Designed for theatrical productions. PDS allows you to 'create effects', such as mixing, blending, and re-recording; 'reinforce' the system for true P.A. function; and 'reproduce effects,' allowing total flexibility in creating movement and mood in your production. With PDS, you can pre-design, pre-test and pre-set a total audio program.

Whether duplicating, reproducing or monitoring, Cetec Audio offers products of unmatched quality—quality you can count on.

DON'T MAKE A SOUND WITHOUT

Cetec audio

A DIVISION OF CETEC CORPORATION

13035 Saticoy St., North Hollywood, California 91605 • (213) 875-1900 • TWX: 9104992669
Cassettes are a tiny medium. Played by a huge market. A market that’s into everything from Shostakovich to Sly. The whole wide world of recorded entertainment.

To protect the medium and the message, Creative Packaging supplies cassette cases to major recording companies. Nationwide.

TAPKASE™, our stock cassette case, is made of high medium impact polystyrene. With crystal clear cover and black base. It’s designed to protect, store and rack all cassettes.

If you want an exclusive look, just add color and imprint. We can provide both. For a little more money, of course. Or how about a color to match the excitement of your sound? We have a kaleidoscope of special colors to pick from. Colors that sell the eye. While you sell the ear. And we can hotstamp almost anything your graphic artists can imagine. On the case cover or backbone.

We can even provide you with our TAPBOX™. It’s the “library” that holds up to 12 cassettes. Perfect for merchandising the complete works of your top performing artists.

Then there’s our new, economical TAPRAP™ “wrap around” thermformed plastic package. That snaps shut snugly. After the cassette is in place.

It’s lightweight construction and one-piece design saves time. And money.

In filling handling and shipping. So.

You record it. We can help you protect and merchandise it. In the miniature version.

For more information, call or write your Creative man.
What kind of a company should you hook up with to get your share of the audio accessory market?

A company that offers you:

1. A complete product line—Innovative, well-packaged, and competitive.
2. A powerful display program—Fastest selling items in colorful blister packs on a choice of displays.
3. A reliable source—21 years a leader, American made so supply is reliable, pricing stable.
4. Full profit—A program that offers healthy profit margins.
5. Choose from two programs—Robins brand. Or for volume users, private label or OEM programs.

Robins Industries Corp., 75 Austin Blvd., Commack, N.Y. 11725
Export: Morhan Export Corp., Plainview, N.Y. 11803


Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, L.I., N.Y. 11572. Tel: (516) 364-1900. Product: Cassettes, carping & carrying cases, cloths, clothes, brushes. audiovox Corp. see Data Packaging Corp.


LE-BO has the best known quality line in the industry featuring the mark IV line.

CASSETTE CASES
LOADED BLANKS, TAPE, RECORD AND AUDIO ACCESSORIES, HEADPHONES, NEEDLES, GUITAR ACCESSORIES.

FOR INFORMATION CONTACT YOUR NEAREST LE-BO DISTRIBUTOR OR WRITE FOR OUR CATALOG SHOWING OUR ENTIRE LINE OF TAPE CARRYING CASES, HEAD PHONES TAPE, RECORD AND AUDIO ACCESSORIES.

IMPORTERS & DISTRIBUTORS WANTED WORLDWIDE

LE-BO PRODUCTS CO. INC. 58-60 GRAND AVE. MASPETH, N.Y. 11378 (212) 894-5155
We put some of our best heads together and came up with a mike that will satisfy almost everybody. The multi-module AKG electret condenser system.

It's an AKG condenser microphone. It's an electret. It can be phantom powered also. (Your choice.)

A twist of the wrist changes modules from a cardioid-to a cardioid/integral windscreen-to a omni-directional-to a laveli".er.

To make sure the system performs at top specifications we make it with FET pre-amplifiers and gold-vapored Teflon™ diaphragms in the modules. Humidity can't hurt it. (Temperature/Humidity range from −5°F/99% to +125°F/95%) And aging won't cause deterioration either.

It's a professional system in every way. Sensitivity variance between modules is remarkably low.

College stations and studios on a tight budget find the AKG compact electret system an easy step-up to AKG quality without straining the budget. All four modules are interchangeable on the power supply/handle. That saves equipment purchases.

The AKG electret system components are all available separately or in several economical combinations. They're perfect for young recording outfits that need growing room without obsoleting anything.

See your professional equipment dealer. Or write to us. Good things happen when you put our heads together.

Four heads are better than one.

Introducing the AKG multi-module miracle mike.
The Finetone Line

Styed for Profits

NEWEST IN RECORD AND TAPE CARRYING CASES, HOME STORAGE CABINETS AND RECORD, TAPE AND AUDIO ACCESSORIES.

FT 1492—ROLL TOP TAPE HOME STORAGE CABINET.

P-24—DELUXE PADDED CASE—HOLDS 24

FT 1850—HEAVY DUTY MOLDED PLASTIC CARTRIDGE CASE—HOLDS 24

The Most Complete New Line of Record, Tape and Audio Accessories.

WE COVER THE COUNTRY

- Country Wide Reps Insure Prompt Personal Attention
- An Accessory Program to Fit Your Individual Needs
- Private Labeling Available
- Color Code Innovative Packaging for Faster Turnover and Impulse Buying

Write for current catalog and price sheet

24 COBEK COURT • BROOKLYN, N.Y. 11223 • (212) 336-6662
NEEDLE FINDER™ featuring NeedleDex™ Inventory Control System

NeedleDex™ Inventory Control System

QUALITY NEEDLES

Electro-Voice®

45 ADAPTORS & CENTERPOSTS

Exact & Original Replacement Phonograph CARTRIDGES

MICROPHONES

PHONO ACCESSORIES

PLUG IN HEADS

TAPE CARE ACCESSORIES

RECORD CARE ACCESSORIES

It's a company

EVG

The most complete audio line

Your complete source for quality, high profit accessories - backed up with consumer oriented packaging and merchandising programs. Featuring ELECTRO-VOICE® original and exact replacements.

SOUND EVG PRODUCTS

EV-GAME Inc.
Freeport, New York 11520 - (516) 378-0440
Copyright 1975 EV-GAME Inc.
When we got the bug it started the only complete record care line.

The Watts Dust Bug not only started the record care industry, its concept was also responsible for the development of the only professional and complete line of record care products. Dealers are finding that Watts offers fast turnover, high profit margin, repeat business and impulse sales — with a minimum investment in cash, care and space.

Aided by a comprehensive research program, each Watts cleaning tool was developed to solve a particular problem encountered by broadcasters, recording studios and audiophiles:

A. HI-FI PARASTAT — Used with low tracking cartridges, elliptical styli and 4-channel records. Creates correct degree of humidity to relax static charge.

B. MANUAL PARASTAT — Heavy duty cleaner for old and new records. Removes dust, dirt, grit, anti-static sprays.


D. HUMID MOP — Cleans and treats Parastats and Preener to prevent re-introduction of dirt on record surface.

E. STYLUS CLEANER — Removes accumulated pollution. Safe, it does not shed on stylus tip.

F. DUST BUG — The original Watts cleaning tool. Cleans records as they play. Inhibits static build-up. For turntables and automatics used in single play.

G. RECORD WASH BRUSH — For stubborn dirt accumulation, when washing is necessary.


In addition, combinations of these Watts record cleaners are attractively packaged to make up the Watts Record Maintenance Kit and the Watts Deluxe Record Care Kit. Both are ideal for record collectors and are priced right for gift giving.

Backed up by consistent advertising and Watts Record Care Center merchandising displays, dealers have proven that Watts’ sales are continuous all year round. Become a Watts dealer.

Write or call today for details.

Elpa Marketing Industries, Inc.,
East: New Hyde Park, N.Y. 11040
(516) 746-3002; West: 7301 E. Evans Rd.,
Scottsdale, Ariz. 85260 (602) 948-1070
**Billboard**

**Tele-3M**

**Teac Tape**

**Superscope**

**Sterling Stac-All**

**Syl-Fon Development Corp.** see Rivertone Corp.

**Techoscope Inc.** 6150 Vineyard Ave., Sun Valley, Calif. 91352. Tel: (213) 669-9750. VP Sales: Paul Markoff.

Product: Tape carrying & storage cases, head cleaners & demagnetizers.


Product: Tape carrying & storage cases, head cleaners & demagnetizers, leader tape.

**Tapemaker Sales Co. Inc.** 176 Casper St., Valley Stream, L.I., N.Y. 11582. Tel: (516) 581-6080. Pres.: Art Brandwein.

Product: Head cleaners, leader, splicing tape. (SEE ADVERTISEMENT)


Product: Head cleaners & demagnetizers, splicing tape.

**Teac Corp. of America** 7733 Telegraph Rd., Montebello, Calif. Pres.: (213) 726-0303.

Product: Head cleaners & demagnetizers.

**Tele-Measurements Inc.** 145 Main Ave., Clifton, N.J. 07014. Tel: (201) 473-8822. Pres: J.R. Poppele; Sales Mgr: William E. Endres; Office Mgr: June Poppele.

Product: Head cleaners & demagnetizers, splicing tape.


---

**Walco**

**CAN HELP YOU MAKE BIG SELLING NEEDLES—CUSTOM MADE FOR THESE SPECIAL CARTRIDGE TYPES!**

**These are the Big Ticket Special Needles for Magnetic and 4-Channel Cartridges!**

Most models are available with choice of conical, elliptical or parabolic (shibata) tips.

Walco makes and stocks a complete line of these fast-selling types, PLUS the hard-to-get ones as well (JVC, Sansui, Sony, Pioneer, etc.) You buy these at low prices, sell at a minimum average of $12 each! You make better than 200% profit on each sale, with the dollar amount per sale—and the profits FAR BETTER than an average 2 record sale! Learn how you can greatly increase your store's profit by stocking and selling the WALCO "500" Series Needle line (you don't have to give up your present line of regular diamond and sapphire needles).

---

**Walco ELECTRONICS**

**DIV. WALCO LINCK CORP.**

**JCT. RTS. 3 & 46 CLIFTON, N.J. 07013**

---

**BETTER BY DESIGN...**

We have used our 27 years experience in the manufacture of stereo fixtures to assure that fixtures are designed specifically for your store, will help you sell fixtures that really work for you.

- Fixtures that help you sell fixtures that won't sell for you.
- Fixtures that help you sell fixtures that really work for you.
- Fixtures that help you sell fixtures that are sold otherwise.

All this and INSTANT ACTION! Call for a FREE catalog.

---

**Walton Fixture**

1090 Irma Ave., Hamilton, Ohio 45012
513 868-2144

---

Page 217
Sheet Music Jobbers & Suppliers

**Staff continued from page 109**


**CINCINNATI (Area Code 513)**


**CLEVELAND (Area Code 216)**


**PENNSYLVANIA**

**PITTSBURGH (Area Code 412)**


**VALLEY FORGE (Area Code 215)**


**RODE ISLAND**

**PROVIDENCE (Area Code 401)**


**TENNESSEE**

**CLEVELAND (Area Code 615)**


**ENVILLE (Area Code 901)**

Massengill’s Data, Box 155, Hwy. 22 A. Zip 38332. Tel.: 687-6126. Owner: John and Marilyn Massengill.

**MEMPHIS (Area Code 901)**


**NASHVILLE (Area Code 615)**


**TEXAS**

**FORT WORTH (Area Code 817)**


**SAN ANTONIO (Area Code 512)**


**VIRGINIA**

**SPRINGFIELD (Area Code 703)**


**WASHINGTON**

**SEATTLE (Area Code 206)**


**WISCONSIN**

**MILWAUKEE (Area Code 414)**


**V**

V & L Recs., PO Box 1218, Chicago, Ill. 60690. Tel.: (312) 241-6212. Owner & Pres.: Leon Lambeth.


Labels: (Owned) GrooveSonic, VRA.

Vagelos, see AMU.


Labels: (Owned) Major, Majorite. SEE ADVERTISMENT.

Valerie, see Band Box.

Valton Rec’g Studio, 305 Allen St., Helena, Mont. 59610. Tel.: (406) 842-0734. President: Jay Haskin.

Wayne Vance Prod’n, PO Box 17006, Tucson, Ariz. 85730. Tel.: (602) 747-9777. Owner, Sales & Mgrs., Prod’r., Wayne Vance.

Labels: (Owned) Intellitech, Poke, Rurway.

Vance, see Gibson.

Vanguard Rec. Society Inc., 71 W. 23 St., New York, N.Y. 10010. Tel.: (212) 255-7732. CABLE: VANGUSICA.


Labels: (Owned) GrooveBuddy, Company, Everyman, Van guard; distributed Supersound Int’l rap.: Argentina (Sicemecanica), Austria (CBS), Australia (Astra), Belgium (Incile), Brazil (Sony), Canada (Capital), Colombia (Ela), Denmark (Danski), Finland (Sonet in Sweden), France (Musidisc), Germany (EMI), Greece (General Publ’g), India (Gramophone), Israel (CBS), Italy (Ricordi), Japan (King), Lebanon (EMI), Mexico (Gamma), Netherlands (Intercity), New Zealand (Int’l), Norway (Andre Bendtken), Pakistan (Gramp- phone), Portugal (Rhoda), South Africa (Team), Spain (Hisavox), Sweden (Sonet), Switzerland (Pro- gress), UK (RCA).

(Continued on page 222)
Continued from page 223

EAU CLAIRE (Area Code 715)


KENOSHA (Area Code 414)

Hoffman’s, 5707 Sixth Ave. Zip 53140 Tel: 657-7885. Owner: Joseph Hoffman; Mgr: Rose Hoffman; Buyers: Susan, S.C. Hoffman & Alva; Tape: Joseph Hoffman; Rec. & Tape OS)

MADISON (Area Code 608)

Ken Poulken Assoc., PO Box 501. Zip 53701. Tel: 223-0361. Owner & Mgr: Ken W. Poulken (Rec. & Tape I & B)

Imports & Exports: cutouts & surplus stocks

Rapid Sales Co. Inc. (Rec. RJ, Tape D & RJ) & Sales Mgr: Roger M. Johnson; Pres: Donald J. Johnson (Rec. & Tape TMX Inc)


Tape lines: All major lines.

MILWAUKEE AREA (Area Code 414)

Modern Rack Sales Inc. (Rec. & Tape OS) & John O’Brien Dist. Inc.


Playskool equip. Crag. JVC America, Panasonic, Sanyo, Sony


WAUSAU (Area Code 715)

B M Music Dist. 202 Third St Zip 54401 Tel: 842-3595. Owner: Robert Povouch; Mgr: Thomas Zarnoski; Buyer: Robert C. Elliott (Rec. & Tape OS)

Playskool equip. Crag. JVC America, Panasonic, Sanyo


Continued from page 181

Continued from page 223

EAU CLAIRE (Area Code 715)


KENOSHA (Area Code 414)

Hoffman’s, 5707 Sixth Ave. Zip 53140 Tel: 657-7885. Owner: Joseph Hoffman; Mgr: Rose Hoffman; Buyers: Susan, S.C. Hoffman & Alva; Tape: Joseph Hoffman; Rec. & Tape OS)

MADISON (Area Code 608)

Ken Poulken Assoc., PO Box 501. Zip 53701. Tel: 223-0361. Owner & Mgr: Ken W. Poulken (Rec. & Tape I & B)

Imports & Exports: cutouts & surplus stocks

Rapid Sales Co. Inc. (Rec. RJ, Tape D & RJ) & Sales Mgr: Roger M. Johnson; Pres: Donald J. Johnson (Rec. & Tape TMX Inc)


Tape lines: All major lines.

MILWAUKEE AREA (Area Code 414)

Modern Rack Sales Inc. (Rec. & Tape OS) & John O’Brien Dist. Inc.


Playskool equip. Crag. JVC America, Panasonic, Sanyo, Sony


WAUSAU (Area Code 715)

B M Music Dist. 202 Third St Zip 54401 Tel: 842-3595. Owner: Robert Povouch; Mgr: Thomas Zarnoski; Buyer: Robert C. Elliott (Rec. & Tape OS)

Playskool equip. Crag. JVC America, Panasonic, Sanyo

Relax.

You're with CBS Records International.

Take it easy and concentrate on doing what you do best. CBS Records International takes the weight of the world off your shoulders. Our commitment to total service includes world-wide manufacturing, distribution, recording studios, A&R personnel and local marketing expertise. We can offer all you need to happen big in your country, and all you need to happen big all over the world. Come to CBS Records International. We take the weight of the world off your shoulders.
International Music-Record Section

• accessories manufacturers


Manufacturers of wiring & storage cases, catalog servs., leader tape.


• tape audio/video playback & recording equipment


AUSTRALIA

Population: 13,900,000.

Rule of exchange: 11 (US) = 74 (Australian dollar).

Zodiac (New Zealand)

Holidays: January 1, January 27 (Australia Day), March 3 (Lab Day—Victoria), March 8 (Labor Day—Queensland), March 28 (Good Friday), March 31 (Easter Monday), April 1 (Anzac Day), April 4 (Tax Day), April 5 (Labor Day—South Australia), April 25 (Anzac Day), May 5 (Labor Day—Queensland), September 25 (Melbourne Show Day), October 12 (Labor Day—South Australia), November 4 (Melbourne Cup Day), December 25 (Boxing Day—all states except South Australia), December 29 (Proclamation Day—Tasmania).

RECORDS


Ave. retail price of tape (US$)—2.87, 2.71, 2.37.

Stereo sales: 75% of total.

Quadruplex sales: 0.8% of total.

Discounting: Frequently.

Type of Imp.: Manufacturer to retailer predominates for the major companies, with local independent firms using manufacturer-to-wholesaler-to-retailer. Budget-priced records retained at railway stations, chemists, motor service stations and news agents are becoming increasingly popular.

Type of promotion: Commercial and government-owned radio stations are the prime promotion for records. TV advertising is becoming more popular for full-priced products as well as budget and compacts records. Two popular music papers have recently appeared on sale, which must have definite promotional outlets.

Jukeboxes: 4,000.

• record & tape manufacturers / distributors / importers

A, see Crestr


Admark, see Crestr


Archie Productions, see Fonogram

Arrow'rr Artis, see EMI


Bluebird, see RCA

Bluegrass, see Capitol

Bootleg, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI


Bluebird, see RCA

Bluegrass, see Capitol

Bootleg, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.

Bluebird, see RCA

Booting, see EMI

W. A. Buchanan & Co., 132 Wickham St., Brisbane, Qld. Tel: 52-4004.
### International Music-Record Section

#### Australia

**Argentine**
- **Australia**: Southern Music Pty. Co. (Australihood Pty. Ltd.)
- **Austria**: Southern Music G.M.B.H.
- **Belgium**: Southern Music (Belgium) S.A.
- **Brazil**: Editora de Musica Brasileira Internacional S.A.
- **Canada**: Southern Music Pty. Co., Can (Canada) Ltd.
- **Chile**: Roca, Zoraida Valubdentos Ltda.
- **Colombia**: Peor Colombia Ltd.
- **France**: S.E.D. Editions Musicales Internationales
- **Germany**: Peer Music G.M.B.H.
- **Holland**: Southern Music B.V.
- **Italy**: Southern Music S.p.A.
- **Japan**: Peer International Corporation
- **Mexico**: Southern Music S.A.
- **New Zealand**: Southern Music Pty. Co., Ltd.
- **South Africa**: Southern Music Pty. Co. S.A.
- **Switzerland**: Southern Music S.A.

#### Argentina


- **Australia**: Southern Music Pty. Co. (Australihood Pty. Ltd.)
- **Austria**: Southern Music G.M.B.H.
- **Belgium**: Southern Music (Belgium) S.A.
- **Brazil**: Editora de Musica Brasileira Internacional S.A.
- **Canada**: Southern Music Pty. Co., Can (Canada) Ltd.
- **Chile**: Roca, Zoraida Valubdentos Ltda.
- **Colombia**: Peor Colombia Ltd.
- **France**: S.E.D. Editions Musicales Internationales
- **Germany**: Peer Music G.M.B.H.
- **Holland**: Southern Music B.V.
- **Italy**: Southern Music S.p.A.
- **Japan**: Peer International Corporation
- **Mexico**: Southern Music S.A.
- **New Zealand**: Southern Music Pty. Co., Ltd.
- **South Africa**: Southern Music Pty. Co. S.A.
- **Switzerland**: Southern Music S.A.

#### Argentina


- **Australia**: Southern Music Pty. Co. (Australihood Pty. Ltd.)
- **Austria**: Southern Music G.M.B.H.
- **Belgium**: Southern Music (Belgium) S.A.
- **Brazil**: Editora de Musica Brasileira Internacional S.A.
- **Canada**: Southern Music Pty. Co., Can (Canada) Ltd.
- **Chile**: Roca, Zoraida Valubdentos Ltda.
- **Colombia**: Peor Colombia Ltd.
- **France**: S.E.D. Editions Musicales Internationales
- **Germany**: Peer Music G.M.B.H.
- **Holland**: Southern Music B.V.
- **Italy**: Southern Music S.p.A.
- **Japan**: Peer International Corporation
- **Mexico**: Southern Music S.A.
- **New Zealand**: Southern Music Pty. Co., Ltd.
- **South Africa**: Southern Music Pty. Co. S.A.
- **Switzerland**: Southern Music S.A.

#### Argentina


- **Australia**: Southern Music Pty. Co. (Australihood Pty. Ltd.)
- **Austria**: Southern Music G.M.B.H.
- **Belgium**: Southern Music (Belgium) S.A.
- **Brazil**: Editora de Musica Brasileira Internacional S.A.
- **Canada**: Southern Music Pty. Co., Can (Canada) Ltd.
- **Chile**: Roca, Zoraida Valubdentos Ltda.
- **Colombia**: Peor Colombia Ltd.
- **France**: S.E.D. Editions Musicales Internationales
- **Germany**: Peer Music G.M.B.H.
- **Holland**: Southern Music B.V.
- **Italy**: Southern Music S.p.A.
- **Japan**: Peer International Corporation
- **Mexico**: Southern Music S.A.
- **New Zealand**: Southern Music Pty. Co., Ltd.
- **South Africa**: Southern Music Pty. Co. S.A.
- **Switzerland**: Southern Music S.A.

### Independent record producers

- **Coppperhead Sound Prod's, PACT Bldg., 173 Sussex St., Sydney, NSW, 2000**, Tel: (02) 29 84 29. Mgr. Dir.:
**music publishers**

A R T Music, see PJ Music Pty Ltd.

Allegri Music (Australia) Pty. Ltd., see Pajanne.

Accola Music Pty Ltd., see Pajanne.

Abigail Music (Australia) Pty. Ltd., see Pajanne.

Alice Music, see Pajanne.

Campbell, Abigail International Affiliates: Lebel (NSW), McDonagh: Intl (UK), Intl (USA), Intl (Argentina), 2041 Ply Music (Canada), Collins (Canada), 26-3080, 306-3086. Cable: DISCORD CHM. Mgr: Dir. Michael Godkin; Dir: Ray Evans, Gen: Tel 201-9821-84. Int’l firms represented: Elybel, Alexis Kornar.

Elstarr Music, see Pajanne.

Eugene Music (Australia) Pty. Ltd., see Pajanne.

Abigail Music (Australia) Pty. Ltd., see Pajanne.

International Music, see Pajanne.

Music, see Pajanne.

Art Music, see Pajanne.

Mill Music, see Pajanne.

 distinguishes: ABC/Dunhill (USA), Aloks (UK), American Broadcasting (USA), Anos (UK), Impar (USA), Ape (USA), Atria (UK), Barker (UK), Copper Canyon (UK), Miki: Dallion (UK), Devar (USA), Domino (USA), Door Chime (USA), Durbin-Sunbury (Canada), Erve (UK), Finger (Germany), Fah (UK), Homenaje (USA), Pedi (USA), Lastner (South Africa), Lion (USA), Maple Creek (Canada), Open Air (UK), Ode (USA), Ode (Germany), Parlo (UK), Parlo USA (UK), Pencil (UK), Porgie (USA), Wahl (UK), Quil (UK), RAC (Argentina, Brazil, France, Germany, Italy, Mexico, Spain), Reel (Argentina, Brazil, France, Germany, Italy, Mexico, Spain), Ray (Argentina, Brazil, France, Germany, Italy, Mexico, Spain), Rough Trade (Canada), Sunbury (UK), Sunbury-Durbin (USA), Town Creek (USA), Transworld (USA), Tyga (USA), United Artists (UK), USA, Youngblood (UK).

John, Tony Brazil, France, Germany, Italy, Mexico, Spain (all RIA), South Africa (Laetare), UK (Sunbury), USA (Durbin).

Barnes and Noble Music, see Pajanne.

Belinda Music, see Pajanne.

Castle Music Pty Ltd., see Pajanne.

Casablanca Music Pty Ltd., see Pajanne.


## A-League Music-Record Catalogues

**Printers & Lithographers**


**RECORD PROMOTION**


**TAPE CUSTOM Duplicators**

Cooperfield Sound Prod's, PACT Bldgs., 173 Sussex St, Sydney, NSW 2000. Tel: (02) 29-2824. Mgr: David Gibson.

**DIRECT MAIL SERVICE**

Concert Rec, P.O. Box 108, 10 Colac Rd, Wentworthville, NSW 2145. Tel: 63-6189. Mgr: John Clancy. Sales Mgr: Mary Candy.

**LICENSING ORGANIZATIONS, MUSIC**

APRA (Australasian Performing Rights Ltd) 25-27 Albany St, Clowes North, Sydney, NSW 2065. Tel (02) 4306988. Cable APRA. Mgr: J.L. Sturgis (Performing rights only).

**PACKAGING & LABELING** (only)


**PLATING, PROCESSING & PRESSING PLANTS**

E M I (Australia) Ltd., 301 Castlereagh St, Sydney, NSW 2000. Tel: (02) 20912. Cable EMITRON Telax 24182. Mgr: John Kupers. Gen Mgr Ron Caves. Sales Mgr Brian Harris. (Plating & processing only)

---

**TO: RECORD & MUSIC PUBLISHING COMPANIES WORLDWIDE**

FROM: BOBBY WEISS—ONE WORLD OF MUSIC SUBJECT: ACQUIRING OR PLACING RECORD & MUSIC PUBLISHING CATALOGUES INTERNATIONALLY

DEAR FRIENDS:

ONE WORLD OF MUSIC negotiates in your behalf in acquiring or placing record and/or music publishing catalogues in every area of the world. We have 25 years of global music business experience in making the best deals in behalf of satisfied clients. LET ONE WORLD OF MUSIC be your world of business!

Bobby Weiss

**ONE WORLD OF MUSIC**

1155 North LaCienega Blvd. #805
Los Angeles, Calif. 90069
Tel: (213) 659-2834

Cable: WEISSWORLD LOS ANGELES
AUSTRIA

• accessories manufacturers


KEVIN

• store fixtures & merchandising aids manufacturers


AUSTRIA

• tape audio/video playback & recording equipment


**International Music-Record Section**

**BELGIUM**

**NEW BIZET MUSIC GROUP**

13 MADELEINE ST.

1000 BRUSSELS

**F.R. FAECQ—President**

**LATEST PRODUCTIONS**

**SI BEN (Just fine)**

**LILY VINTEN**

(sung in French)

**On "BRAVO" records**

American version of "LE MERVEILLEUX VOYAGE" 1st prize contender

I WON'T CRY (When You Go)

ILENE GRAFF on "TRILLOGY" records

**ALBUMS**

1. The music of Peter Packay.
2. The multi-faceted talent of Fud Candid.
3. John Ouwers and his Piano
   "All full Liberty"
4. Adventure Para I
5. Adventure Para II
6. "Chansons Eternelles" (Lily Vincent in French)
7. The Synthesists Workshop (Symphonic Music)
8. Sadi's "More Vibes"
9. Sadi's Big Show Orch.
10. French Folkongs in Jazz.

**BRASS BAND MUSIC by the ROYAL BAND of the BELGIAN GUIDES**

**MEET US at "MUSEXPO" '75**
International Music-Record Section

Globe Music, 23 Sint-Catharinaplace, 1080 Brussels Tel (02) 28-30-07 Cable RONNECOR.
Gnome Music, 34 Rue Montmorency, 1510 Brussels Tel (02) 55-48-98, 56-20-70.
Artists & Models NV, 15 Vlaamse Staat Music NV Int’l firm represented: Bacillus (Benelux)
Int’l firm represented: France (Symia), Mexico (Intsong), UK (Cyn Shane).
Gold Crown Music (SABAM), 26 Av des Brusselsians, 1020 Brussels Tel (02) 289-08-43 Gen Mgr Roger D. Feinberg.
Granada Music Co., 13brs Woonde Haakendijk, 82100 Duine Tel (03) 21-55-81 Gen Mgr Roel Roeland.
Hebba Music, see: Word Music Belgium.
International Music, see: Rakk.
Intermission Music, see: Rakk.
International-Musikverlag, 1 Place du Samé, 1000 Brussels Tel (02) 271-54-01/53-80 Mgr Dr Max Amidin.
Int’l firm represented: Belgiana (Belgium), Cabaret, Carooulo, Vogue (all France).
Int’l firm represented: France (Symia), Mexico (Intsong), UK (Cyn Shane).

Vogue Int’l België Sprl, 35 Blvd Barthelemy, 1000 Brussels Tel (02) 11-54-17.
Vogue Int’l firms represented: Cabaret, Caroussel, Vogue (all France).

Vip de Rythme, 158 Blvd Amstalc, Brussels 1 Tel (02) 11-32-25.
Affiliate Sales 
World Soul Music, 2 Charleslet, 2130 Brasschaat Tel (03) 51-52-03.

World Music Group, 9 Rue Berlage, 1060 Brussels Tel (02) 334-48-40 Telex 263500 Felix F Renson.
Acoustic-Rose Music (UK), Avalon Bros.
Comubel, Italmusic, Kirshner Benelux, Peter Maurane, Southern Music Belgium SA, Vivace Music Belgium.
Int’l firms represented: Comunpa (France), Format (UK), Gom, Jovenco, Music Focus (UK), Rossa (USA), Thames (UK), Ray Ventura group (France), Irisimo Vivite (Brazil), partial catalogs represented: KPM (UK), Leeds (UK), MCA (UK).
Affiliates: Int’l reps.: Arfagene (Europe) (Australia), World (Australia), World (Austria), World (Benelux) (Canada), Czechoslovakia (State Pub’g House), France (Vendome), Germany (Ton & Kunst, Triumph, Oktav), Japan (Apollo), Japan (Shinlouk), Luxembourg (Gonduerre Music, Magicpell, Mexico (Brambila), Netherlands (IMC), New Zealand (Southern), Scandinavia (Inseecro), South Africa (Goff), Spain (Columbus, Compton, Zodiac).
Yeaye (Eds) Tel (031) 39-11-119 Brussels Tel (02) 334-81-96. Chief Exec. Antoine Yeaye. 
Int’l reps.: Business, Czechoslovakia, Germany, Hungary, Hungary, Romania, Scandinavia, Switzerland & Yugoslavia (Eds Scandinavian, Melo Europa, Japan (Academia), Netherlands (Broekman & Van Poppel), USA (Pirouxf).
Zoom Music (SABAM), 15 Rue lincoln, Brussels (02) 334-45-90 Gen Mgr Michel Hellowill.
Affiliate: Fr-Fun Music (SABAM).

**services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Canalé General des Fonctions d’Autorisation, 1 Rue de la Madeleine, 2 Brussels Tel (02) 511-51-20.
Chambre Syndicale des Musiciens de Belgique, 13 Rue de la Madeleine, Brussels, Tel (02) 120-41-90.
Chambre Syndicale des Compagnies de Spectacles, 13 Rue de la Madeleine, Brussels.

**supplies**

LABELS

Sobrelpress SA (Société Belge de Presse), 480-482 Avenue de la Couronne, 1050 Brussels Tel (02) 47-94-76. Pres & Gen. Mgr E. W. Pelgrims de Bigard; Sales Mgr. Georges Mantens.

**RECORD PROMOTION**


POLITICS & BUSINESS

Sobrelpress SA (Société Belge de Presse), 480-482 Avenue de la Couronne, 1050 Brussels Tel (02) 47-94-76. Pres & Gen. E.W. Pelgrims de Bigard; Sales Mgr. Georges Mantens.

**RECORD PROCESSING MACHINERY**

Fabri SA, 4 Rte Ste Claire-lez-Liège, 1018 Brussels Tel (02) 425-65-01, 426-83-17 Gen Mgr E. W. Pelgrims de Bigard; Sales Mgr. P. Cauwe; Technical Mgr. L. Dewailly.

Chief product: Faber pressets, Fabelmix extenders, Fabecell dies, Fabelmix, Fabelmix machines, Fabecell magnetic cutting press for 7".

**accessories manufacturer**


Product: Catalog servis.

**tape audio/ video playback & recording equipment**

Belgoennelec d’Electricité W. Luyckx SA, 108 Rue Hotel des Monnaies, Brussels 6 Tel (02) 38-28-84. Name: National (Japan).
JVC Nivico (Japan). TEAC (Japan), Voxson (Italy).

**record & tape manufacturers distributors/ importers**

Bermuda, see Edmar.
Brown Derby, PO Box 504, Hamilton. (One Stop).
BOLIVIA

Population: 3,500,000

Rate: 10 - 20 pesos

Per capita income: $20.3

Holidays: New Year's Day, Christmas Day (early February), Corpus Christi; Holy Week, May 1 (Labor Day), July 16 (La Paz Day—La Paz only), August 5 (Independence Day), October 12 (National Independence Day), December 25 (Christmas Day)


record & tape manufacturers/distributors/importers


store fixtures & merchandising aids manufacturer


BRAZIL

Population: 106,000,000

Rate of exchange: 7.975 cruzados

Per capita income: $6,570

Holidays: New Year's Day, Easter, Good Friday, Corpus Christi, May 1, September 7 (Independence Day), November 2 (Memorial Day), November 15 (Republic Day).

RECORDS:


Records sold domestically & factory value: LP's: 1974 - 3,096,000 units, 45,366,146, 1973 - 2,879,000 units, 45,276,136, 1972 - 3,516,000 units, 44,964,169, 1971 - 3,192,000 units, 413,189, 1970 - 1,920,000 units, 1,968,144.

Records, record blanks & pre-recorded media imported from USA: 1974 - 1,714,192, 1973 - 4,416,748.


Average retail price per record: LPs: $5 - $7.60. EPs: $2.11 - $5.61

Stereo sales: 100% of total

Record club sales: 2%

Discounting: Rare

Type of distribution: Manufacturer-to-retailer predominates. There are about 900 retailers. There is one rack jobbing company, Discolanta SA of Sao Paulo, which is quickly growing.

Type of promotion: Radio & TV stations are the most important means of promotion, although newspaper and magazine columns help spread sales. Some promotional music scores from television daytime serials lead up sales.

TAPE:

Market: The fastest growing market is the cassette. Cassette sales increase by 80% yearly, while the sales of B-Track and reel-to-reel records increase by only 21%. There are 2,620,000 families in Brazil and the equipment production is phasing out. There are 1,400 recording studios in Brazil. The open reel market is just beginning.


Average retail price per tape: Cassette - $1.75

FM STATIONS:

No of commercial 490. No of government 10. AM 445. FM 45

Comment: Popular music: both Brazilian and international. The predominant music format is the Psychedelic. The government stations transmit chiefly classical music.

TELEVISION STATIONS:


Comment: Daytime serials that run all week in prime time. Local shows, news and dubbed imported films are popular. Background music scores from the daytime serials always figure among the top five on the LP charts.

Henry T. Johnston & Jose Chaves
International Music-Record Section

Magic, see Company Ind 1 of Discos.
Music, see Company Ind 1 of Discos.
Eds. of Discs.
Radio (Sao Paulo, Brazil).
Radio (Sao Paulo, Brazil).
S RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
S. RECORDING.
supplies

EMPLOYED CARTRIDGE, CASSETTES, SELLS

A P Elektronica S.A., Caixa Postal 8458, Rua Funchal 314 04551 Sao Paulo. Tel: (011) 210-4755, 211-927. Audio: Cassette.

JACKETS & SLEEVES

C B Ltda. (Grilka), Rua Sande 559, Vila Leopoldina, Sao Paulo. Tel: 260-0043. Mng. Evaristo Ribeiro.

POLYETHYLENE BAGS

C B Ltda. com a comercializadora de gravações, com sede no então Rua 1221, Sao Paulo. Tel: (011) 221-7855. Mng. Evaristo Ribeiro.

TAPE, RAW & BLANK LOADED


PROFESSIONAL TAPE SUPPLIES


PLATING, PROCESSING & PRESSING PLANTS


TAPE CUSTOM DUPLICATORS


UNION OF MUSICIANS IN BULGARIA


BULGARIA

Population: 8,601,000

Rates of exchange: 1 US = 2.86 levos

Per capita income: US $100

Holiday(s): January 1, May 1, Labor Day, May 24, Education Day, September 9, 10 National Day, November 6, 7, 9, 10

Records, record blanks & pre-recorded media imported by Trakia Audio, Varna.


record & tape manufacturers/distributors/ importers

A B C/Dunhill, see RCA


services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Bulgarian Composers' Union, 2 ul Ivan Vazov, Sofia. Tel: (011) 445-3100. Audio: Bk & cassette.

CANADA

Population: 22,737,000

Rates of exchange: 1 US = 4.99 Canadian dollars

Per capita income: C$1635

No. of changes within one year: C$4,532,000

Holidays: January 1, Good Friday, Easter Monday, May 22 (Victoria Day), July 1 (Dominion Day), Labor Day (first Monday in September), Thanksgiving (second Monday in October), November 11 (Remembrance Day), Dec. 25, and traditional Christian holidays.

RECORDS:


Records imported from USA (factory value): 1974-7,381,053,300, 1973-7,469,000,000.

Records imported from countries other than USA (factory value): 1974-1,742,907,000, 1973-1,540,467,129.

Records exported to USA (factory value): 1974- 649,602,100, 1973-877,934,100.

Average retail price per record: LP's 79.29 singles - 17.98. Stereo sales: 99% of total. Retail price scale: 8% of total.

Discounting: Frequent.

Type of distribution: Canadian distribution is along the same lines as in the USA, with jobbers accounting for about 70% of the business in large cities and virtually 100% in the secondary markets. Manufacturer-to-retailer distribution does occur with large record store chains.

Type of promotion: The government's 30% Canadian content ruling for radio commercials states that music an added promotion boost. Television is dominated by MOR music shows. Press coverage is poor but improving.

TAPE:

Market: Tape sales increased 25% over 1973.


Average retail price per tape: Cassette: cassette operative - 1974-17.98.

RADIO STATIONS:

No. of stations: Commercial - 325; government - 115 (355 AM, 85 FM)

Comment: A majority of stations run an MOR format. It accounts for approximately 50% of all music formats with Top 40 & rock accounting for about 25% and country & ethnic & talk another 25%.

TELEVISION STATIONS:

No. of channels: 8

Comment: Programming is very similar to that in the USA but less commercial.

National Milkshu

record & tape manufacturers

Balkantone Rec., Haydovofya Polhna Strat. Sofia 12. Tel: 52- 54-51, 52-31-96


PLATE, PROCESSING & PRESSING PLANTS


Phonogram (Companhia Brasileira de Discos), Estrada das Furnas 1457, Rdu de Janeiro. (Pressing only).


TAPE CUSTOM DUPLICATORS


Unioh Of Musicians In Bulgaria, Abkin 2, Sofia.

PRESSING PLANT

Balkantone Rec., Haydovofya Polhna Strat. Sofia 12. Tel: 52- 54-51, 52-31-96

Bulgarian Composers' Union, 2 ul Ivan Vazov, Sofia. Tel: (011) 445-3100. Audio: Bk & cassette.

Unioh Of Musicians In Bulgaria, Abkin 2, Sofia.
Independent record production companies

Chad Allan Ltd., 77 University Crescent, Suite 1207, Winnipeg, Man., R3T 3N8 Tel: (204) 265-7097 Pres.: Chad Allan; Dir.: R. Harten; Exec. Dir.: David Gleed

Label credits: Frankin, GRT, London, Quality, Scepter, Herb Alpert

Bear Prod’s., 2485 Queen St. E., Toronto, M4E 1H8 Tel: (416) 860-1063 Pres.: Larry Evoy; Prod.: Gene Yaniv

Label credit: Capitol

Chesky Prod. Ltd., P.O. Box 94519, Richmond, B.C. V6Y 2V6 Tel: (604) 688-7438 Pres.: & Prod.: Daryl Burrows

Label credits: Casino, Mushroom

Cynda Music Prod. n. 91 Lynnhaven Rd., Toronto, M5A 1R4 Pres.: & Prod.: Mark Altman, John Kryskul

Label credits: Ireland, Ireland

Rato introduces: Cynda, Do-nson; J. Prodr; Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.

1G1. Label: don

son, J. Prodr

Call.
sheet music jobbers & suppliers

**sheet music jobbers & suppliers**

The wholesale function(s) of all companies is set in bold face and parentheses after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.

**record & tape wholesalers**

**record & tape wholesalers**

The wholesale function(s) of all companies is set in bold face and parentheses after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.

**ALBERTA**

**CALGARY** (Area Code 403)


**home office:** Agincourt (Calgary Metropolitan Area), Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES).

**Capitol Recs.-EMI of Canada** Ltd. (Calgary), 519 Ninian St. 3 Tel. 204-729-1818. Mgr. Gary Onions. (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).

**home office:** Agincourt (Calgary Metropolitan Area), Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).

**record titan** (Calgary), 68th Ave. & 176th St. Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).

**home office:** Agincourt (Calgary Metropolitan Area), Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).

**record titan** (Calgary), 68th Ave. & 176th St. Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).

**home office:** Agincourt (Calgary Metropolitan Area), Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).

**record titan** (Calgary), 68th Ave. & 176th St. Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).

**home office:** Agincourt (Calgary Metropolitan Area), Mgr. & Tapes. See also: Roberto, Miles & Morris. (Rec. & Tape RJ & ES). (Rec. & Tape OJ & ES). (Rec. & Tape OJ & ES).
International Music-Record Section

TORONTO METROPOLITAN AREA (Area Code 416)
A & M Recs. of Canada Ltd., 120 Milner Ave., Agincourt M3J 1R2 Tel: 215-426C (Rec. & Tape RJ) Brands Canada, 11314 Leslie St., Toronto M3J 2R3 Tel: 750-2451 (Rec. & Tape RJ)
Buck's Rec., 674 Beaches Rd., Birchcliffe J3C 3V9 Tel: 791-0921 (Rec. & Tape RJ)
Fleming Bros., 7001 Yonge St., Toronto M3J 3K9 Tel: 750-9211 (Rec. & Tape RJ)
Heddy Recs., 1005 Bathurst St., Toronto M5S 2L9 Tel: 721-2227 (Rec. & Tape RJ)
Laurel Mfg. Co., Ltd., 1318 Clayton St., Toronto M5K 1N7 Tel: 763-9573 (Rec. & Tape RJ)
Toronto Music Co. Ltd., 204-150A Sheppard Ave. E., Toronto M2K 1A5 Tel: 969-1543 (Rec. & Tape RJ)
W. A. E. Music Canada Ltd., 2471 Warden Ave., Scarborough M1K 2K1 Tel: 791-0921 (Rec. & Tape RJ)
Billboard 1975-1976 International Music-Record Section

![Image]

**Billboard**

**DIRECT MAIL SERVICE**

|-----------------------------|-----------------------------|-----------------------------|

**LICENSED ORGANIZATIONS, MUSIC**

|-----------------------------|-----------------------------|-----------------------------|

**RECORD PROMOTION**

| Chad Allan Ltd., 77 University Crescent, Suite 1207, Win- nipeg, Man. R3C 1Z5 (204) 984-6800 | Ave. Charles P. Ireland, 1001 Centre St. W., Suite 324, Toronto, Ont. M5H 1B7 (416) 866-6437 | Jean Claude Aubin, 7917 Chabit, Montreal, P.Q. H2E 2L8 (514) 374-1141 |

**TAPE DUPLICATOR/MAKERS**

| Ampere Ltd., Music Div., 132 East Dr., Bramalea, Ont. L6T 1C1 (905) 453-3100 | Arcadia Industries Ltd., 1401 Broadway, New York, NY 10018 (212) 564-2121 | Arcadia Industries Ltd., 1401 Broadway, New York, NY 10018 (212) 564-2121 |

**PACKAGING & LABELING (tape only)**

| Ampere Ltd., Music Div., 132 East Dr., Bramalea, Ont. L6T 1C1 (905) 453-3100 | Arcadia Industries Ltd., 1401 Broadway, New York, NY 10018 (212) 564-2121 | Arcadia Industries Ltd., 1401 Broadway, New York, NY 10018 (212) 564-2121 |

**DIRECT**

| F-Stop Grant, 2466 Clark St., N.Y. 2199, Ont. (416) 739-2281 | Graydon H. 2Y, 360 W. P.O., B.C., 2HK 2N2 (514) 736-7626 | Graydon H. 2Y, 360 W. P.O., B.C., 2HK 2N2 (514) 736-7626 |


International Music-Record Section

**supplies**

**CARTRIDGE & CASSETTE PARTS**

**EMPTY CARTRIDGES, CASSETTES & REELS**
Audio, see Audio Magnetics Corp. of Canada Ltd.

**JACKETS & SLEEVES**

**LABELS**
Arc Sound Co. Ltd., 142 Sparks Ave., Willowdale, Ont., Tel. (416) 499-5000

**TEAPE, RAW & BLANK LOADED**

*The following companies are assumed to manufacture both raw & blank loaded tape unless otherwise indicated.*

Ampex (blank loaded), see McKeen & Grabet Electronics Ltd.


Audio, see Audio Magnetics Corp. of Canada Ltd.


Capstar, see Will Farrar Assoc. Ltd.

Dynapak, see Star/Graphics Canada Ltd.

Dynapak, see Star/Graphics Canada Ltd.

Dynastar, see Star/Graphics Canada Ltd.

Elektra, see Elektra Canada Ltd.

Empire, see Empire Canada Ltd.

**store fixtures & merchandising aids manufacturers**

Unless otherwise indicated, products listed are for both records and tapes.

**TAPE AUDIO / VIDEO PLAYBACK & RECORDING equipment**


**record & tape manufacturers / distributors/ importers**

Alba, see Industria de Radio & Television. Angel, see EMI.

Archivo, see Philips.

COLOMBIA

Population: 23,716,000
Rate of exchange: 1 US$ = 28.99 pesos.
Per Capita Income: $1,530

Holidays: January 1, January 6 (Epiphany), March 19 (St. Joseph's Day), Holy Thursday, Good Friday (Labor Day), Ascension Day, Corpus Christi, Sacred Heart, June 29 (St. Peter & Paul Day), July 20 (Independence Day), August 7 (Battle of Boyaca), September 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), November 11 (Independence of Cartagena), December 8 (Immaculate Concepcion), December 25 (Christmas).
**COSTA RICA**

**Population:** 1,900,000  
**Exchange rate:** 1 US$ = 8.33 colon  
**Holidays:** January 1, Easter Monday, May 1, May 26 (National Revolution Day), August 15 (Independence Day), October 12 ( Columbus Day), December 25 & all important Christian religious holidays  
**Records, record blanks & pre-recorded media imported from:** USA: 1974—1976.  
**Records exported to USA:** 1974—2000 units, $400.

- **record & tape manufacturers/distributors/importers**
  - Coronado S.A. Apdo. 56B, Av. Central, San Jose. Tel: 21-12-12  
  - Importer/Exporter

**Muzik_publisher**

- Mundo Musical S.A. Apdo. 4093, San Jose Tel: 25-95-55  
- **Int'l branches:** El Salvador, Distribuidora Salvadoreña de Discos (E.S. Industry)  
- **C.C.A. (Industria de discos Centroamericana) S.A., Apdo. 4093, San Jose Tel: 25-95-55**

**services**

- **ASSOCIATION & PROFESSIONAL ORGANIZATION**
  - Asociación de discos & Compositores Costaricanos, Apdo. 4358, San José

**DESIGN & ARTWORK**

**DIRECT MAIL SERVICE**

**PLATING, PROCESSING & PRESSING**

**PRINTERS & LITHOGRAPHERS**

**TAPE CUSTOM DUPLICATORS**

**supplies**

- **CARTRIDGE & CASSETTE PARTS**

**EMPTY CARTRIDGES, CASSETTES & REELS**

- **COSTA RICA**

**Population:** 650,000  
**Rate of exchange:** 1 Cypriot pound = 12 US$  
**Population:** 650,000  
**Rate of exchange:** 1 Cypriot pound = 12 US$  
**Holidays:** January 1, January 6 (Epiphany), March 25 (Greek Independence Day), Good Friday, Easter Monday, August 15 (Independence Day), October 12 ( Columbus Day), December 25 & all important Christian religious holidays  
**Records, record blanks & pre-recorded media imported from:** USA: 1974—1976.  
**Records exported to USA:** 1974—2000 units, $400.

- **record & tape manufacturers/distributors/importers**

**Muzik_publisher**

- Indica (industria de discos Cantorromanos) S.A., Apdo. 4401, San Jose Tel: 25-95-55  
- **Com’In Mgr. Luis Enrique González**

**services**

- **ASSOCIATION & PROFESSIONAL ORGANIZATION**
  - Asociación de Músicos & Compositores Costarricenses, Apdo. 4358, San José

**DESIGN & ARTWORK**

**DIRECT MAIL SERVICE**

**PLATING, PROCESSING & PRESSING**

**PRINTERS & LITHOGRAPHERS**

**RECORD PROMOTION**

**Cyprus**

- **Population:** 650,000  
- **Rate of exchange:** 1 Cypriot pound = 12 US$  
- **Holidays:** January 1, January 6 (Epiphany), March 25 (Greek Independence Day), Good Friday, Easter Monday, August 15 (Independence Day), October 12 ( Columbus Day), December 25 & all important Christian religious holidays  
- **Records, record blanks & pre-recorded media imported from:** USA: 1974—1976.  
- **Records exported to USA:** 1974—2000 units, $400.

- **record & tape manufacturers/distributors/importers**

**Muzik_publisher**

- Mediterranean Music (UK)
CZCHOSLOVAKIA

Population: 14,600,000
Rate of exchange: 61 (US$) = 5.27 korun
No. of homes with record players: 28% of all households
Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), May 9 (Liberation Day), October 28 (Nationalization Day), December 25, 26.

RECORDS:
Records manufactured for domestic & export sales: LP's 115,900 units; 45's, 550,700 units; 78's, 106,500 units; 45's, 15,000 units = 1,566,100.

[some information about record shares and sales, including details about domestic and export sales]

m music publishers

[some information about music publishers, including details about different labels and their distributions]

services

[Services section has been omitted due to the nature of the content]


DENMARK

Population: 5,100,000
No. of exchange: 1 (US$) = 5.00 kroner
Holidays: January 1, Maundy Thursday, Good Friday, Easter Monday, Store Bededag (Danish Public Holiday—fourth Friday after Easter), Ascension Day, Whitmonday, June 5 (Constitution Day), December 25, 26.

RECORDS:


RAdio STATIONS:
No. of stations (1): government.

[Information about radio stations, including details about transmission times and programs]

TELEVISION STATIONS:
No. of channels (2): government.

[Information about television stations, including details about broadcast times and programs]
**International Music-Record Section**

Dansk, see Soner/Dansk
E. M. & Emil Jensen A/S, 50 Hordingsvej 18, DK-2500 Valby-Copenhagen. Tel. (01) 30-67-11 Cable: Grammophon
Labels: (Owned) Emi, Columbia, EMI, Philips, Mercury, Island, Atlantic, Arista, Geffen, MCA, Rhino, Capitol
Labels: (Owned) Emi, Columbia, EMI, Philips, Mercury, Island, Atlantic, Arista, Geffen, MCA, Rhino, Capitol
Labels: (Owned) Emi, Columbia, EMI, Philips, Mercury, Island, Atlantic, Arista, Geffen, MCA, Rhino, Capitol

Svensk, see EMI
!

**Foreign Magazines**

International Music-Record Section

Dansk, see Soner/Dansk
E. M. & Emil Jensen A/S, 50 Hordingsvej 18, DK-2500 Valby-Copenhagen. Tel. (01) 30-67-11 Cable: Grammophon
Labels: (Owned) Emi, Columbia, EMI, Philips, Mercury, Island, Atlantic, Arista, Geffen, MCA, Rhino, Capitol
Labels: (Owned) Emi, Columbia, EMI, Philips, Mercury, Island, Atlantic, Arista, Geffen, MCA, Rhino, Capitol
Labels: (Owned) Emi, Columbia, EMI, Philips, Mercury, Island, Atlantic, Arista, Geffen, MCA, Rhino, Capitol

Svensk, see EMI
!
DENMARK

Design & Artwork by

Steen Hauersbach, A/S, Ryvangs Alle 89, Hellerup-
Copenhagen Tél. (01) 28-96-86 Cable: DOUBLEJHENSEN

Licensing Organizations, Music
Gramex, Mysterietvej 1, DK-1827 Copenhagen Tél. (01) 21-93-11.

Packaging & Labeling (tape only)
Johnsen + Johnsen A/S, B Aldersroade, DK-2100
Copenhagen Tél. (01) 28-96-86 Cable: DOUBLEJHENSEN

Printing & Lithographers

Retail in Carl Hansen & Son, A/S, B Aldersroade, DK-2100
Copenhagen Tél. (01) 91-11-86 Cable: DOUBLEJHENSEN

Promotion

Scandinavian Sound Serv. Solfjædraasgade 32 DK-2750 Blovstrød Tél. (02) 91-71-10.

Society for Publishing Danish Music (Samfund for Udgivelse af Danske Musik), Graabrostr 7. DK-1154 Copenhagen K. Tél. (01) 11-12-86 Cm. Flemming Wiese.


Custom Duplcators

Audio: Cassette, open reel, open reel quadrangular.

Merchandise
Metroplast, Mjaersvej 31, DK-2400 Copenhagen NV. Tél. (01) 19-01-12 Cable MMDOMUSIC, Telex 27204 Mgr Dr. Svend Fabricius-Sjæller, Mgr. Joergen Holm.

Supplies
Empty Cartridges, Cassettes & Reels
Steen Hauersbach A/S, Ryvangs Alle 89, Hellerup-
Copenhagen Tél. (01) 20-96-86 Cable: MAGNETSEN
Tel. 16600 Mgr. Henning B. Petersen; Sales Mgr. Jens Hasgard (Importer).

Audio: C/O box boxes.

Name: Ampex.

Envelopes & Mailers
Foikladet Bogtrykkeri, Køgevej 14, Ringsted Tél. (01) 61-07-77 Pres. P. Borch (Jackets only).

Labels
Polyethylene Bags
Foikladet Bogtrykkeri, Køgevej 14, Ringsted Tél. (01) 61-07-77 Pres. P. Borch (Jackets only).

PROFESSIONAL TAPE SUPPLIES
E M I (Dans-Kongelige A/S, Hofodsgade, 18, DK-2500

Steen Hauersbach A/S, Ryvangs Alle 89, Hellerup-

Chief product: Cutting head & disk cutting systems.

Recording Processing Machinery
Ortolon Mfg. A/S, Mosedealve 11B, DK-2500 Valby-
Copenhagen Tél. (01) 30-67-11 (Blank only)

Audio: Cassettes.

Name: Ampex.

Tape, Raw & Blank Loaded
E M I (Dans-Kongelige A/S, Hofodsgade, 18, DK-2500
Valby-Copenhagen. Tél. (01) 30-67-11 (Blank only)

Audio: Cassettes.

Name: Ampex.

Plating, Processing & Pressing Plants
E M I (Dans-Kongelige A/S, Hofodsgade, 18, DK-2500
Valby-Copenhagen. Tél. (01) 30-67-11 Cable: TELEMAGNETSEN Tél. 18687.

Ortolon Mfg. A/S, Mosedealve 11B, DK-2500 Valby-

Audio: "H" cassette, open reel.

Name: Ampex.

Retail in Carl Hansen & Son, A/S, B Aldersroade, DK-2100
Copenhagen Tél. (01) 28-96-86 Cable: DOUBLEJHENSEN

Name: Ampex.

TAPE REPLACEMENT PARTS
Johnsen + Johnsen A/S, B Aldersroade, DK-2100


Product: Necklaces.


Record Fixtures & Merchandising Aids
Johnsen + Johnsen A/S, B Aldersroade, DK-2100


Product: Display racks (rec only).

Audio/Video Playback & Recording Equipment


Audio: cartridge & 6 X 4 compatible. Brand Name: Audio Master.

DOOMINICAN REPUBLIC

Population: 4,592,000.

Record & Tape Manufacturers/Distributors


Audio: cartridge & 6 X 4 compatible. Brand Name: Audio Master.

DOMINICAN REPUBLIC

Population: 4,592,000.

Record & Tape Manufacturers/Distributors


Audio: cartridge & 6 X 4 compatible. Brand Name: Audio Master.

DOMINICAN REPUBLIC

Population: 4,592,000.

Record & Tape Manufacturers/Distributors


Audio: cartridge & 6 X 4 compatible. Brand Name: Audio Master.

DOMINICAN REPUBLIC

Population: 4,592,000.

Record & Tape Manufacturers/Distributors


Audio: cartridge & 6 X 4 compatible. Brand Name: Audio Master.
International Music-Record Section

supplies

JACKETS & SLEEVES


accessories

manufacturer


jukebox

title strip

manufacturer


services

ASSOCIATIONS & PROFESSIONAL


DESIGN & ARTWORK


LICENSEING ORGANIZATION

S A D R A M (Sociedad Anónima de Representación y Administración Musical, S.A.) Apdo. 3456, Punto de Encuentro, 0281 Tel. 523-678.

PACKAGING & LABELLING


PLATING, PROCESSING & PRESSING

PRINTERS & LITHographers


TAPE CUSTOM Duplicators


International Music-Record Section

Tableau musicais, Ry (Ship Musicians), Minervakatu 2 A 15, 00100 Helsinki 10. Tel: 445-136.


Note: MAF is the controlling organization for the International Music Council, Ruusuvuortie 15 A 11, 00100 Helsinki 49. Tel: 454-136.

No. of home with record-players: 10,000,000 (55% of homes).


RECORDS:


Average retail price per record: Top classical LP's--87,9.68. Top variety singles--18,63. Budget LP's--37,9. EP's--63,4-3.8. singles--12,9 3.00.

Sales trends: 95% of total.

Type of distribution: Retailers 57% , rack jobbers 22%, wholesalers 20% (based on 1974 turnover).

Jukeboxes: 43,000.

TAPE:

Pre-recorded tape sold domestically--8 hr. 1973--6,201,603 units. cassette 1973--3,405,128. open reel 1973--6,011 units.

Pre-recorded tape imported: 8 hr. 1973--350,489 units. cassette 1973--419,812 units.

Pre-recorded tape exported: 8 hr. 1973--3,764,743. units. cassette 1973--1,039,094 units.

Average retail price per tape: 8 hr. --$10 75-11.25. Cassette 16,63-3.8.

RADIO STATIONS:

No. of commercial 6, No. of government 1, No. of Am 6, No. of FM 1.

TELEVISION STATIONS:

No. of government 3, No. of commercial 2 (RTL, TMC).

IMPORT/EXPORT REGULATIONS:

All imported records, cassettes and cases are subject to the French value added tax (33/4%). There are a customs duty to be paid if the commercial value of the product when sold in France. J. Masson-Forrestier -CIDD

supplies

ENVELOPES Art-Print Oy, Elmaanikatu 9, 00510 Helsinki 51. Tel: (90) 711-733.

JACKETS & SLEEVES Art-Print Oy, Elmaanikatu 9, 00510 Helsinki 51. Tel: (90) 711-733.

Kirapino E. Korinen, Takkkari 5 Helsinki 37 Tel: 453-893.

Kirapino Oy Nuova, Tehtaankatu 29 Helsinki 15 Tel: 658-968.

POLYETHYLENE BAGS Amerplat, 33730 Tampere 73

PROFESSIONAL TAPE SUPPLIES 3 M (Suomen 3M Oy), Simmaamies 20, 02180 Espoo 18 (90) 520-011 Sales D. P. Rananta Sales Mgr: C- E. Lindholm.

TAPE, BLANK LOADED E M I Suomen Ltd, Auraaie 6, 00370 Helsinki 37

France

Population: 51,921,000.

Rate of exchange: 100 francs = 4.00 francs.

Per capita income: 66,250.

record & tape manufacturers / distributors / importers

A FA (Disques) (Artiesten Francais Associés), 23 Rue Pierre Serard, 75009 Paris. Tel: (01) 526-52-47. Dir: Freddy Carrera.

Branch: 75019 Paris, 50 Blvd. Serurer. Tel: (01) 260-1818.

A M S (Société Ambiance Musicale Illustration Sonore), 18 Rue de Provence, 75009 Paris. Tel: (01) 224-84-36, 46, 24.4. (Mood music libraries).

Labels: (Owned) AMIS, Freesound, (distributed) Onomatopee (Cinemusic) (USA), Harmonic (UK), Studio G (UK).

AT S, see Karin &

A2, see Dac'AZ

Adexe, see WEA Filipachi.

Adexe SA, 54 Rue St. Lazare, 75009 Paris, Tel: (94) 87, 93-84, 93-38, 74.

Labels: (Owned) Adexe (Distributed by Polydor), Les Enfants Sages, Le Petit Menestrel, Salsa-Anthologie Sonore, Libératoires, Disneyland, Vitas.

African, see Société Francaise du Son.

Age d'Or, see DBS.

Agonale (Eds. Musicales), 10 Rue Frederic Bastiat, 64 Bayonne. Tel: 25, 18-73 Dir: Mr. Meyzen. (Distributed by Chant du Mardi).

Aigue (Disques), 64 Rue Richelieu, 75002 Paris. Tel: (01) 742-32-84.

Albatros Prod. 43, 43 Rue Fessart, 92007 Boulogne/Billancourt. Tel: (1) 40-44-30.

Labels: (Owned) Albatros.

Allegro, see RCA.

Alto music, 17 Rue Ballad, 75009 Paris, Tel: (01) 280-2007 (Dir). Mgr: Maurice Bouhoux.

Alphaphone, see Contact.

Alphaphone, see Société Francaise du Son.

Le Arme, see Hugues Deshaies.

Amade, see Maffei.

Ami, see Maxy.

Aranea, see Caravela.


Norte office: Germany, Ariola-Eurodisc.


Int'l reps: Netherlands, Spain (both Ariola-Eurodisc). Zara.

Arabella & WEA Filipachi, Arc En Ciel, see Studio SM.

Arch, see Polydor.

Archives Sonores, see RCA.

Arion (Disques), 36 Av. Hoche, 75008 Paris. Tel: (01) 79-10-19 Mgr: Arnaud Segal Technical

The quality of French wine is incomparable.

The quality of cassettes and cartridges duplicated by MOOD MUSIC is in the same class.

FRANCE

mood-music-duplicatcassette

28 rue Pasteur, 92210 Saint-Cloud, France
Tel: 602 4856  Telex: 60574 F

The page contains information about music labels, distributors, and producers, along with contact details for various music-related entities. The text is a list of labels, their locations, and associated contacts, including phone numbers and addresses. The page is structured in a format typical of a music industry directory, listing various music companies and their attributes such as country, address, and phone number.
**SUPPLIES**

**CARTRIDGE & CASSETTE PARTS**


**EMPTY CARTRIDGES, CASSETTES & REELS**


**ENVELOPES & MAILERS**


**JACKETS & SLEEVES**


**ACCESSORIES MANUFACTURERS**


**STORES FIXTURES & MERCHANDISING AIDS MANUFACTURER**

GERMAN FEDERAL REPUBLIC (WEST)

Population: 61,200,000
Rate of exchange: 1 (US) $ = 2.33 marks
Per capita income: $12,000
No. of homes with record players: 60% (20000)

Holidays: January 1. Good Friday, Easter Sunday & Monday, May 1 (Labour Day), Ascension Day, Whit Monday, November 25 (Reformation Day), December 25, 26

RECORDS:
Records & tapes manufactured for domestic & export sales: 1974: 165,600,000 units, 1973: 118,000,000 units.

RECORDS:
Records & tapes sold domestically (through retailer & bulk): 1974: 120,900,000 units, 1973: 130,900,000 units.

RECORDS:
Sales figures: France 1973: 19,200,000 units, 1974: 23,200,000 units. Low-priced LP's 1973: 32,700,000 units, 1974: 25,200,000 units. Low-priced LP's 78,000,000 units 1973: 52,200,000 units.


Average retail price per record: Full-priced LP's $16.30, 8 track: $12.00.

Type of distribution: Manufacturer to retailer accounts for 75% of sales, the remainder is divided among manufacturer-to-wholesaler-to-retailer, two rack jobbers (Record Recall, Records Waren), and 15% from direct imports by retailers.

Type of promotion: All radio and TV stations are important sources. Also, there are about 300 discothèques and 100 key public performance licenses. Two weekly hit parades, three nightly channels carry a monthly hit parade (Zweites Deutsches Fernsehen) with 13 singers. All stations have personal representatives of record companies and popular music.

Jazz sales: 82,000.

TAPE:
Market: Tape sales registered a big increase during 1974. Sales of 8-in. and cassettes were up by 4.4 million, an increase of 24.8% and 46%, respectively. Sales are down.

Budget tape sales 1974: 3,500,000 units, 1973: 4,400,000 units.

Average retail price per tape cassette: $12.25-

Wolfgang Spahr

GERMAN DEMOCRATIC REPUBLIC (EAST)

Population: 7,011,000
Rate of exchange: 1 (US) $ = 2.5 eastmarks
Per capita income: $2,000


record & tape manufacturers & distributors/importers

Buchreporter (Volkseilige Aussenhandelsbetrieb der Deutschen Demokratischen Republik), Leningrad. 16 DDR-701 Leipzig. Tel. (0351) 76-76. Deutsche Schallplatten Verlag, Rheinischer Hof (West Germany), 4-5, 108 Berlin. Tel. (030) 22-00-71.

musical publishers

Breitkopf & Haertel Musikverlag (VEB), Karlstr. 10, DDR-701 Leipzig. Tel. (0351) 13-51. Pres. Dr. Gunter Hempel. Gen. Mgr. Werner Henning. Affiliates: Deutscher Verlag für Musik VEB, Friedrich Hofmeister Musikverlag (VEB). Int'l reps.: Argentina (UCO), Austria (Globus) British Commonwealth: Austria, Belgium, Germany (Breitkopf & Haertel), Italy, Spain (Piazzolla), West Germany (Baierer, Breitkopf & Haertel, VEB), United States (KEE, Kalmus), Canada (Beecham), China (Pliatsch), Czechoslovakia (Slovak Music), France (Boulez, Alde, Ades), Italy (Elettrosonica), Japan (Sony), Korea (Shinharu), Mexico (Harmonia Mundi & Polydor), the Netherlands (Boosey & Hawkes, VEB), Norway (Einar), Spain (Escolar), Sweden (Red Music), Switzerland, (Airlift, Alco, Alphonse Desclaux), United Kingdom (Apex, EMI), USSR (VEB).

Deutscher Verlag für Musik VEB, see Breitkopf & Haertel.


Friedrich Hofmeister Musikverlag (VEB), Breitkopf & Haertel, Karlstr. 10, DDR-701 Leipzig. Tel. (0351) 22-00-71.

Lichtberg (VEB), Postfach 10, Rosa-Luxemburgstr. 41, DDR-102 Berlin. Tel. (030) 42-52-80.

Peter Groth (VEB), Postfach 10, DDR-102 Berlin. Tel. (030) 42-52-80.


Affiliate: Collection Ulof.

Int'l firms represented: Hinrichsen (UK), PWM (Poland), P更改 (Poland), WM (West Germany), Universal (Australia).

Int'l reps.: West Germany (C. F. Peters), UK (Hinrichsen).

record & tape manufacturers, distributing & importing

A.S.A. M 15, iss. 16

A.S.A. 5 16, iss. 16

Abaner-Schallplattenverlag, Neuenberg (UK), Tel. (011) 22-77-77.

Label: (Represented) Be-Ce Recs.

Int'l reps.: Switzerland (Oversa).

Accord, Beider Schöberlert 5, D-2000 Hamburg 50.


Ari-Archiv Tonnerre, Neufchâteau, Seine-et-Marne, France (Distributed).

Arista (UK), see Arista.


Air: (Distributed) Arion.

Angelo: (Distributed) EMI Electrola.

Angeli: (Distributed) EMI Electrola.


Int'l agents: Austria (Telefunken), Brazil (Sony), Canada (Philips), China (Philips), Czechoslovakia (Sagaphon-Auslese, Czechoslovakia), Denmark (Teldec), France (Sony), Germany (EMI), Italy (Decca), Japan (Decca), Mexico (EMI), Netherlands (Decca), Norway (BASF), Portugal (Columbia), South Africa (Teldec), Sweden (BASF), Switzerland (Odeon), Turkey (VEB), UK (EMI).

Int'l reps.: Australia (Columbia), Bangladesh (Pony-MPS), Belgium (Decca), Brazil (BASF), Canada (EMI), China (Philips), Czechoslovakia (Sagaphon-Auslese, Czechoslovakia), Denmark (Teldec), France (Sony), Germany (EMI), Italy (Decca), Japan (Decca), Mexico (EMI), Netherlands (Decca), Norway (BASF), Portugal (Columbia), South Africa (Teldec), Sweden (BASF), Switzerland (Odeon), Turkey (VEB), UK (EMI).

Int'l agents: Austria (Telefunken), Brazil (Sony), Canada (Philips), China (Philips), Czechoslovakia (Sagaphon-Auslese, Czechoslovakia), Denmark (Teldec), France (Sony), Germany (EMI), Italy (Decca), Japan (Decca), Mexico (EMI), Netherlands (Decca), Norway (BASF), Portugal (Columbia), South Africa (Teldec), Sweden (BASF), Switzerland (Odeon), Turkey (VEB), UK (EMI).

Int'l agents: Austria (Telefunken), Brazil (Sony), Canada (Philips), China (Philips), Czechoslovakia (Sagaphon-Auslese, Czechoslovakia), Denmark (Teldec), France (Sony), Germany (EMI), Italy (Decca), Japan (Decca), Mexico (EMI), Netherlands (Decca), Norway (BASF), Portugal (Columbia), South Africa (Teldec), Sweden (BASF), Switzerland (Odeon), Turkey (VEB), UK (EMI).

Int'l agents: Austria (Telefunken), Brazil (Sony), Canada (Philips), China (Philips), Czechoslovakia (Sagaphon-Auslese, Czechoslovakia), Denmark (Teldec), France (Sony), Germany (EMI), Italy (Decca), Japan (Decca), Mexico (EMI), Netherlands (Decca), Norway (BASF), Portugal (Columbia), South Africa (Teldec), Sweden (BASF), Switzerland (Odeon), Turkey (VEB), UK (EMI).

Int'l agents: Austria (Telefunken), Brazil (Sony), Canada (Philips), China (Philips), Czechoslovakia (Sagaphon-Auslese, Czechoslovakia), Denmark (Teldec), France (Sony), Germany (EMI), Italy (Decca), Japan (Decca), Mexico (EMI), Netherlands (Decca), Norway (BASF), Portugal (Columbia), South Africa (Teldec), Sweden (BASF), Switzerland (Odeon), Turkey (VEB), UK (EMI).
International Music-Record Section

Home office: USA, CBS Recs, Int'l.
GLOBAL MUSIC GROUP

GLOBAL MUSIC GROUP
FETER KIRSTEN
NEDERLINGSF. 21
D-8036 MUNCHEN 19
PHONE: 0049-18163
TELEX: GLOBALMUSIK
120 NCHI
THE MUSIC WORLD OF BASF


BASF-music in:

<table>
<thead>
<tr>
<th>Country</th>
<th>Company Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Argentina</td>
<td>Microfon Argentina S.R.L.</td>
</tr>
<tr>
<td>Australia</td>
<td>Maurice Chapman &amp; Co.</td>
</tr>
<tr>
<td>Belgium</td>
<td>BASF Chimie S.A.</td>
</tr>
<tr>
<td>Brazil</td>
<td>BASF Brasileira S.A.</td>
</tr>
<tr>
<td>Canada</td>
<td>BASF Canada Ltd.</td>
</tr>
<tr>
<td>Colombia</td>
<td>Discos Orbe Ltda.</td>
</tr>
<tr>
<td>Denmark</td>
<td>A/S Badkin</td>
</tr>
<tr>
<td>Finland</td>
<td>Oy Mercantile Ab</td>
</tr>
<tr>
<td>France</td>
<td>Compagnie Francaise BASF</td>
</tr>
<tr>
<td>Germany</td>
<td>BASF Aktiengesellschaft</td>
</tr>
<tr>
<td>Greece</td>
<td>Dr. Demetrius A. Deis</td>
</tr>
<tr>
<td>Guatemala</td>
<td>Grabaciones COLIBRI</td>
</tr>
<tr>
<td>Italy</td>
<td>(S.A.S.E.A.)</td>
</tr>
<tr>
<td>Japan</td>
<td>Teichiku Records</td>
</tr>
<tr>
<td>Netherlands</td>
<td>BASF Nederland N.V.</td>
</tr>
<tr>
<td>New Zealand</td>
<td>Viking Records Co., Ltd.</td>
</tr>
<tr>
<td>Norway</td>
<td>Ame Bendiksen A/S</td>
</tr>
<tr>
<td>Portugal</td>
<td>BASF Portuguesa, Lda.</td>
</tr>
<tr>
<td>Singapore</td>
<td>Decca Orientl</td>
</tr>
<tr>
<td>South Africa</td>
<td>The Record and Tape Co.</td>
</tr>
<tr>
<td>Spain</td>
<td>BASF Espanola S.A.</td>
</tr>
<tr>
<td>Sweden</td>
<td>BASF Svenska Ab</td>
</tr>
<tr>
<td>Switzerland</td>
<td>BASF Schweiz AG</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>The Decca Record Company Limited</td>
</tr>
<tr>
<td>Uruguay</td>
<td>American Products S. A.</td>
</tr>
<tr>
<td>USA</td>
<td>BASF Systems Inc.</td>
</tr>
<tr>
<td>Venezuela</td>
<td>BASF Venezolana S.A.</td>
</tr>
</tbody>
</table>

BASF Aktiengesellschaft · 68 Mannheim · Gottlieb-Daimler-Str. 10 · Tel: 0621/40081
International Music-Record Section

(distributed) Spot-Light
Int'l repts. Denmark (Dansk), Netherlands (Netherlands/Div.
Swan Song, see WEA.
T W R, see Trans World & Ariola-Eurodisc.
Teledex Telefunken-Decca Schallplatten GmbH, Heusweg 37,
Labelling: Decca, Telefunken, (represented) Bull, Continental (UK), Coral (USA), Dan (Dorak), Deram (London), Duophonic (UK), Electra (UK), EM (UK), MCA (USA), Mainstream (USA), Marques (UK), Numero Uno (Italy), Parlophone (UK), Seven Sun (UK), Threshold (UK), UK Variations, see Telefunken.
Telefunken, see Telec.
Telemusica International, 2, D-8000 Munich 23. Tel. (089)-358-53-66 (Distributed by Ariola-Eurodisc.)
Labelling: (Distributed) WTR
Teatro, see Olympic.
Tele-Disc, see Olympic.

**independent record producers**

Audio Musikproduktion, Ospreuspandamm 137, D-10000
Berlin 45. Tel. (030) 772-40-54 Prod. : Joerg Schmier.
Label credits: BASF, Hanta, Hot, Phonogram.
Tom Axer Musikproduktion, Mauritssteinweg 5, D-5000 Cologne (Tel. 0221)-25-54-9 Prod. & Tom Axer.
Label credits: BASF, EM, Electrola, Metronome.
Bosco Popmusikproduktion, (Mem. Prod.) Wolfgang Wiclin.
(See Lollipops)
Butterfly Prod. m/s Michael Kunze, Otto-Haaslmannring 8, D-
Label credits: Ariola, CBS, Juler, Telec.
Espelande (Ed.) Gertson, Alastorferstr. 385, D-2000 Hamburg 60. Tel. (040) 51-821-1 Prod Lozar Olie.
Label credits: Ariola, Electrola, Millenium, Miller Int. Music for Pleasure, Philips, Phonogram, Polytone.
Telefunken, see Int'l repts.
Label credits: BASF, Duraco (Netherlands), Duran (Turkey), Electrola, Polydor, Veyo, WAM.
Global Musikproduktion & Produktion, Niederdammstr. 21,
D-8000 Munich 19. Tel. (089)-580-55-81 Tel. 05 215005 Prod. Peter Kroen.
Label credits: Ariola, Barclay (France), Columbia (Spain), Decca (France), Electrola, Femra (Brazil), Forbes (New Zealand), GVT (Germany), Kansel (Sweden), Mercury (USA), Matronone, Nigram (Netherlands), Nov-Dis (Norway), Nordic Polyphon (Denmark), Page One (UK), Philips, Polydor (Chile, Germany), Polydor (Brazil), Polydor (Spain), Telec, Universales (Mexico), Vogue (See ADVERTISEMENT)
Irma (International Musikverlag) Jan Hanswijk & W. H. van Wijk & Franq, Josephstr. 2, D-8000 Munich 40. Tel. (099)-
Label credits: Ariola, BASIC Faster, Polya, Polydor, teichiku (Japan), Universal Music, Variloha, WAM.
Lollipops Records, Leopoldstr. 42, D-8000 Munich 40. Tel. (089)-
Label credits: Atlantic, Electrola, Phonogram, Polytone, Telec, U.A.
Olympia Musikproduktion, Pelargonienweg 41, D-8000 Munich 70. Tel. (089)-74-30-06 Prod. Label credits: RCA, Metronome, Telefunken.

**music publishers**

A M E Musikverlag Eduard Kassner GmbH, Ulhfnerring 1, D-
3000 Hannover-Kleefeld Tel. (05151)-55-52-62
A-Tempo-Verlag/Wirenutz Werks.
Abacus Music, see Bob.
Magdeburg 130, D-20000 Cologne 30. Tel. (0221)-54-30-37.
Tel. 8881290 Gen. Mgr. Rudy Petry
Int'lr firms represented: Aco, BB (USA), BB (Japan), Bochum & Lee (UK), Borstl (USA), Briska (USA), BB (Germany), CLU (USA), GLS (Germany), KC (USA), Konrad (USA), Muller (USA), Schallplatteninstitut (Britain), Sony (Japan), Stonebridge (USA).
Acoustic, see WEA.
Acoustic, see WEA.
Acoustic, see WEA.
Acoustic, see WEA.
Acoustic, see WEA.
International Music-Record Section

As ASONA machines are built to run 24 hours a day, our one-year warranty is worth three times as much!

AUVIS ASONA KG
D-8000 Munich 22
Stollbergstrasse 7
Telephone (089) 22 50 57
Telex: 05/22 084 Ausiv-d
**International Music-Record Section**

Pick Music, see Finger

Parlophone, see Fred Redbol

Peer Musicverlag GmbH, see Munchen 43 D-2000 Hamburg 3 Tel (040) 279-10-44

Musicverlag USA, see Southern


Int'l firm represented: Cedarmont (USA)

Pegasus GmbH (Ed.), see Heinschlohohen's

Parlophone, see Fred Redbol

F. C. Peters Musikverlag, Kennedyallee 101 D-6000 Frankfurt/Main (0611) 61-01-01

Home office: VWA

Phonogram Musikverlag GmbH, see United Artists

Plessow-Musikverlag, Neuerburgerstr. 17 D-1000 Berlin 30 Tel (030) 29-54-67


Pleschnag, see Hans Ges

Toni Precht Verlag, see also Rupprecht

Presso, see Hans Ges

Premus (Ed.) Rolf Budde KG, see Rolf Budde

Rheinhold Print (Verlag), see Hermann Loffler

Primus Musikverlag Rolf Budde KG, see Rolf Budde

Ruf Verlagsgesellschaft mbH, Ohrnner 1, D-2000 Munich 40 Tel (089) 33-50-01, Tel 52-75456

Qualphono (Ed.), see Werner H Theisen

Quint Musicverlag oHG, Allmotsstr. 911, D-8000 Munich 19 Tel (089) 13-81-88 Pres & Gen Mgr Hans Stein

Ed: Amati, Kronen Musikverlag, Stein Musikverlag

Int'l reps.: Austria (Weltmusik), Italy (Adora)

RCA Music GmbH, Halterstr. 72 D-2000 Hamburg 13 Tel (040) 2-02-71-00 Gen Mgr Peter A. Iverson

Affiliates: Alliance, Balchum Musik

Int'l firms represented: RCA group, Numero Uno Italy

Int'l reps.: Worldwide (RCA group)

R G S Musik Rudolf G. Slezak, see Rudolf Slezak

Fred Holst曼 Mann 70, Tel (0611) 61-01-01

Busenak (Tel 07243) 6-11-89 Dir Fred Redbol

Affiliates: Pauls Verlag, Per-Verlag

Radio Tele Musikverlag, see Intro Gebr. Messel

D. Rahn, see Alfred Vaghi

Record (Ed.) Rolf Budde KG, see Rolf Budde

Rhapodi (Musikverlag), Niddestr. 41 D-63700 Oberursel T 06102 Dir Dr. Peter Rahn

Rheinischer Musikverlag Kuhl & Co., see Otto Kuhl

Rhine Music, see Hans Ges

Rhythmus (Ed.) Rolf Budde KG, see Rolf Budde

Rioto, see Hans Ges

Ricardo-Ton, see Hans Ges

Ingram Musikveranstalt & Verlag, Pohlst. 58 D-1000 Berlin 30 Tel (030) 39-62-62-89

Ring Music GmbH, Oderweg 26, D-6000 Frankfurt/Main Tel (0611) 59-23-19 Cable WEIN/JOSS Gen Mgr Johann Michel, Adolph Wilms

Riva (Ed.), see August Sander


Affiliates: Abacus Music, Seslika Music, Big Sleep, Deline Music, Rubycon Music, Tammy Music

Robyland Music, Gartenstr. 15a, D-8011 Munich

Blaums (Tel 089) 106-15 Gen Mgr Robert Jung

Affiliates: Beldum Music

Robin Musikverlag Gmbh, see Peer

Ro Co (Ed.), Annabacher Weg 36, D-5300 Bonn/Valley, Tel 02221 28-77-06 Owner & Dir Heinz Romaine

Rollours (Ed.), see Montana

Royal (Musikverlag Ed.)—Hans Lang, Ohmstr. 9/D 8000 Munich 40 Tel (089) 39-68-74 Chief Exec. Hans Lang

Rutheon Music, see Roba

Robert Ruhet (Verlag für Deutsche Musik), see Siegel Musikverlag

Willy, Ruprecht (Musichaus), Weisbergasse 10 Neumarkterstr. 16, D-8500 Nuernberg Tel (011146 22-22, 22-46-80

Affiliates: Tom Precht Verlag, Verlag Willy Ruprecht

S N Music, see Maxum

Schenk Musikverlag, see Otakar

Peter Schaefers Musikverlag, see Europatom/Peter Schaefers

Jo Scrodt, see PA Records

Pop Scherlert (Ed.), see Werner H Theisen

Jupp Schmidt, see Hans Ges

Schlegel Musikverlag oHG (IEA), see Rudolf Slezak

August Sehnorenberg, see Horst

B Schott's Sohne, Weingarten 11, D-6500 Mainz Tel 06131-43-41 Cable COTTON Co-Exec Dir Peter Dr. Hansener-Schreier, G. Schneider-Schott; Dr. A. Volk Gen. Mgr Gerhard Kammers

Affiliates: Ars Vive Musikverlag GmbH, Ernst Eulenburg Musik, Music Factory, Eulenburg, GmbH, France (Schott/France), Italy

Int'l firms represented: max Eshag (France), Furstener (UK), Schott Freres (Belgium), Sugamusic (Italy) Ed Suurez Zerboni (Italy), Preschel (US), Universal (Australia)

Int'l reps.: Austria (Universal), France (Max Eshag), South America (Gmbh, in Argentina & Brazil), (Schott), USA (Belwin-Mills)

Schramm Musikverlag GmbH, 54, D-1000 Berlin 31 Tel (030) 87-07-40, 88S-12-21

Affiliates: Ed Continental Musikproduktion

Schulenburg Musikverlag, see Plessow-Musikverlag

Screen GEMS, Columbia Music GmbH, see Hans Ges

83 (Ed.), see Hans Ges

August Sheik Musikverlag, Haydstr 2/111, D-8000 Munich 2 Tel (089) 53-41-28-89

Affiliates: Florida Musikverlag, Palma Musikverlag, Ed Rosas

Int'l reps.: Switzerland (Ed Hablatoz)

Selected Sound Musikverlag GmbH & Co KG (IEA), Alter

**Musk, Edition Discothen**

The pop branch of our music publishing group

UFAB-Verlag

Wiener Bohême Verlag

Dreiklang Dreimien Verlag

Bad Musik-Edition Discotain
**International Music-Record Section**


**RECORD PROMOTION**

8 F Int'l Promo Co., PO Box 350245, D-5000 Cologne 17. Tel: (0221) 238-6711. Dir.: Guido Grunwald, Kampshuesen, Michael Krieges.


Octave Musikverlag, Adolstr. 45, D-2000 Hamburg 76. Tel: (040) 66-4-78. Mgr.: Birgit Zickes.


**STERNEMEDIEN (Starmaster) Media Serv. GmbH. see SPIROS DANCE**


**TAPE CUSTOM DUPLICATORS**


Arthur Shishmanian Export-Import, Boeckmannstr. 15, D-2000 Hamburg 1. Tel: (040) 246-77. Mgr.: SPIROS DANCE.

Sonopress/Rainhard Mohr ohG, Carl Bertelmannstr. 161, D-6000 Frankfurt. Tel: (069) 33-81-0. Mgr.: Uwe Swentek, Sales Mgr.: Heinz Kirchberg.

**POLYETHYLENE BAGS**


**LABELS**


**POLYDUPPLICATING & PROCESSING EQUIPMENT**

Afge-Gevaert AG, D-5090 Leverkusen-Bayernwerk. Tel: (02171) 301. Audio: Calibration tapes, cutter sets.

Ampeva Europa, Walter-Kolbstr. 9, D-6000 Frankfurt/Main. Tel: (069) 264-58-0. Audio: Complete professional audio tape duplicators, mixers, etc.


**supplies**

CARTRIDGE & CASSETTE PARTS

Arthur Shishmanian Export-Import, Boeckmannstr. 15, D-2000 Hamburg 1 Tel: (040) 24-67-74.

ENVELOPES & MAILERS


**RECORDS**


**Tape audio/video playback & recording equipment**

A 5 A Musik Vertrieb GmbH, Friedrichstr. 40, D-6000 Frankfurt/Main. Tel: (069) 24-6-50. D-5000 Cologne 1. Tel: (0221) 23-09-10. 430-7425. Owner: Klaus Schoenbrod.


**RADIO STATIONS**

No of government 22, No of AM 19; No of FM 3

Comments: 70% of the programs are recorded music, very few programs have live music. 30% of the programs are news reports, speeches, etc. There are two networks ERT (National Institute of Radio and Television) and YENED (Armed Forces Information Service). One ERT station broadcasts only classical music.

**RECORDS**


Records exported to USA: 1974–86 886 units

Population: 8 929 000

Rate of exchange: 1 US$ = 2.703 drachmas

Per capita income:

Holidays: January 1, Easter, May Day, August 15 (Assumption) and October 29 (On Day), December 25, 26.

**Greece**

RECORDS: curators@newtunia.com
International Music Record Section

Music Publishers

Burlington Palace Music Orient Ltd., PO Box 6403, Tsim Sha Tsui, 1113 Star House, 3 Salisbury Rd., Kowloon. Tel: (3) 676311. Mgr. Dr. Derrick J. Coupland; Far East Mgr.: Esther Lim.

Regional headquarters: Singapore

Int’l firms represented: ATV (UK), Angola (Africa), Aristocrat (UK), Bellbird (Australia), Burlington (UK), GH (UK), GMI (UK), Tony Hillier (UK), Island (UK), Jonjo (UK), Mervyn (UK), Ivan Mogull (UK), Palace (UK), RAK Publ. & (UK), Sunbury, Union Songs (Sweden).

Papel Pubns (Far East Ltd.): 11 Fa Po St., Yau Yat Chuen, Kowloon, Tel: (3) B10321/1 Cable: PATPUB Mgr. Dr. John Forrest.

Regional branches: Singapore

Int’l firms represented: J Albert & Son (Australia), Ampeco (Apt. Apt), Astar (Beachwood), BHL (Canada), Campbell Connelly (UK), Carlin (UK), Charing Cross (UK), Chrysalis (UK), Combine (UK), Cockaynow (UK), Daybreak (UK), The Dreamers (UK), Dwarf (UK), EMI Music (UK), Early Morning (Canada), EMI (France), David & Mums (UK), Robin Gross (UK), Grafito (UK), HEC (UK), Dick James (UK), Kennedy Street (UK), Magnet (UK), Mandarin (UK), Northern Songs (UK), Parco (UK), Porgie (UK), Cyber, Lane (UK), Warner Bros. (USA), Westar (USA), Wintage (USA), Lawrence Wright (UK).

Int’l reps.: Argentina (Odeon), Australia (Castle), Belgium (Arblewood & Beachwood), Brazil (EAST/BU), Canada (Beachwood), Denmark (Imudico), France (Pathe-Marcon), Germany (Acord), Italy (La Voce del Padrone), Japan (Toshiba), Mexico (Beachwood), Netherlands (Angon, New Zealand (Bilson)), South Africa (Arbrace & Beachwood), Spain (ECON), Sweden (Odent), UK (Arbrace & Beachwood), USA (Beachwood).

Services

design & artwork


Direct-mail service


Recordings

Revox (Hong Kong) Ltd., 11 Po St., Yau Yat Chuen, Kowloon, Tel: (3) 802525. Cable: REVOXSOUND Mgr. Dir. Klaus H. Heymann, Sales Mgr.: David Ling; Asst.’s Sales Mgr.: Samuel Hu.

Supplies

Cartridge & Cassette parts

E M I (Hong Kong) Ltd.: 11 Fa Po St., Yau Yat Chuen, Kowloon, Tel: (3) B10321/1 Cable: ETRON Mgr. Dir. John Forrest; Sales Mgr. Paul Ewing.

Empty cartridges, cassette & reel

E M I (Hong Kong) Ltd., 11 Fa Po St., Yau Yat Chuen, Kowloon, Tel: (3) B10321/1 Cable: ETRON Mgr. Dir. John Forrest; Sales Mgr. Paul Ewing.

Jackets & sleeves

Polyethylene bags


Raw & blank loaded

E M I (Hong Kong) Ltd., 11 Fa Po St., Yau Yat Chuen, Kowloon, Tel: (3) B10321/1 Cable: ETRON Mgr. Dir. John Forrest; Sales Mgr. Paul Ewing.

Accessories manufacturers


Products: Carrying & storage cases, catalog service.

Hungary

New Hungarian Recording Studio

You can have your recordings recorded by famous hungarian performers and orchestras in our new music studio where you can find the following technical equipment:

Neumann 28/8 mixing console
Amplex MM 1000/8 and Amplex AG 440B/2 tape recorders
Dolby noise reduction system
Our hall is of 4200 m² volume

Magyar Filmgyártó Vállalat
H-1441 Budapest, P.O. Box 69
Phones: 831-750, 831-550

Represented by: KULTURA Hungarian Foreign Trading Co.
H-1389 Budapest, P.O. Box 149, HUNGARY

Printer & Lithographer


Records

REVOXSOUND (Hong Kong) Ltd., Kowлоon, 58 Park Street, 9th Fl., Kowloon, Tel: (3) 8025251 Cable: REVOXSOUND Mgr. Dir. Klaus H. Heymann, Sales Mgr.: David Ling; Asst.’s Sales Mgr.: Samuel Hu.

Custom duplicator

Crown Rec. Co., 34 Kennedy Rd., 7th Fl., Hong Kong, Tel: (3) 237845 Mgr. Lai Tung.

Audio: Cassette

Jackets & sleeves

Polyethylene bags


Raw & blank loaded

E M I (Hong Kong) Ltd., 11 Fa Po St., Yau Yat Chuen, Kowloon, Tel: (3) B10321/1 Cable: ETRON Mgr. Dir. John Forrest; Sales Mgr. Paul Ewing.

Accessories manufacturers


Products: Carrying & storage cases, catalog service.

Hungary

Population: 10,510,000.
Rate of exchange: 1 US$ = 20.43 forints.
Per capita income: 11,543.
No. of homes with record players: 300,000.

Records

Imports: 1974—1,870,000 units. 1973—1,855,000 units.

Exports: 1974—72,000 units. 1973—1,010,000 units.

Records sold domestically: 1974—2,357,920 units. 1973—2,205,000 units.


Records imported from countries other than US: 1974—604,729 units. 1973—700,000 units.


Stereo sales: 100% of LP’s.

Record club sales: 2,444,458 per cent.

Discounts:

Type of distribution: Manufacturer-to-retailer.

Type of promotion: Promotions are advertised through are recorded play. Foreign and Hungarian music receive equal play with no restrictions. Selections are determined by editors (fns jockies) at some editors play requests to listeners.

Jukeboxes: 100

TAPE

Pre-recorded tape sold domestically: Cassettes 1974—17,840 units. 1973—3,000 units.

Radio stations

Comment: There are no pirate or private stations. There are two medium wave transmitters, one to all parts of the country. one medium wave transmitter to the Western and ultra-micro wave transmitter to the east. There are no beam wave transmitters.

Television station

Government—2 channels.

Comment: Part of one channel’s programming is in color. Only a few homes have color sets because of high costs, but cheaper sets are being developed.
IMPORT/EXPORT REGULATIONS: Records can be imported only by Kultura—Hungarian Foreign Trade Co., Ltd., Budapest, Hungary, and imports may require 20 records free of duty. Records arriving through parcel post are taxed at 80% of the inland sales price.

Paul Gyongy

**record & tape manufacturers/distributors/imports**

Hungarian Gramophon Recs., Vorosmary 1, Budapest V. Tel: 328-797 (distributed by Kultura)


**ICELAND**

Population: 123,000
Rate of exchange: 1 I.Kr. = 400 krona
Per capita income: 5,000 I.Kr.
Holidays: January 1, Good Friday, Easter Monday, First Day of Summer, May 1, Labor Day, Whitmon: June 17 (National Day), December 1 (Anniversary of Independence), December 25, 26
Records, record blanks & pre-recorded media imported from USA: 1974—2412,178:1973—1426,729

**record & tape manufacturers/distributors/imports**

Falkn Ltd., (FPI), PO Box 5420, Sudurlandabust 8, Reykjavik, Tel: (911) 8 46 70, Min. Dir: Bragi Olafsson. Sales Mgr: Olafur Heraldoon. Label credits: HMV, Parlophone

**services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Iceland Div. of Int'l Federation of the Phonographic Inds. (FPI), Sudurlandabust 8, Reykjavik, Tel: (911) 8 46 70, Min. Dir: Bragi Olafsson. Sales Mgr: Olafur Heraldoon. Label credits: HMV, Parlophone

**sales**

**RECORDS & TAPE MANUFACTURERS/DISTRIBUTORS/IMPORTERS**


**services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

The Madras Musical Ass'n, PO Box 4124, 53 Sir Thiagaraya Rd., T. Nagar, Madras 600017

DESIGN & ARTWORK

PLATING, PROCESSING & PRESSING PLANT

TAPE CUSTOM DUPLICATOR

The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001, 33 Jessore Rd., Dum Dum, Calcutta 700038. Tel: 57-2431, 57-4163. Cable: EMITRON TELE 201-7007 Min. Dir: Anil Sud. Sales Mgr: M.A. Ratique

**accessories manufacturer**

International Music-Record Section

IRELAND

Population: 3,032,000
Rate of exchange (US): $ 0.43 pound
Per capita income: $ 1,590

Holidays: January 1, March 17 (St. Patrick’s Day), Good Friday, Easter Monday, First Mondays in June & August. December 25, St. Stephen’s Day.

RECORDS:

Records, record blanks & pre-recorded media imported

Avalanche.

December 1973-26

is

of

mgr.

Labels:

USA:

22

March

2nd

by

she.

and

in.

spin

mfg.

209-209

Gen.

Mcname.

affiliates:

Eireann

2nd

if.'

¶

©

309-922,

2nd

259,

(USA),

UK

849-569

Vincent

Vincent

only).

International

Carrying

Carrying

ues.

brushes.

demagnetizers.

Budge

Derry.

TAPE:

Market:

Btr. is rapidly losing popularity. The ratio in sales in favor of cassettes is 4:5 to 1. 30-35% of all recordings sold are now in tape form. Initially, most tape players were reel-to-reel, but they are now being used much more in homes. In rural areas tape sales equal the sales of 45’s.

Avalanche.

Dublin

Telex:

WEA

784-755.

Chief

Obs.

Cable,

Dublin

Tape

Dublin

Dublin

Tape

Dublin

Tape

Dublin

RCA.

Dot,

RCA.

PROMOTION

Peres

Mng.

Promo.

11.11.

Eireann

11.

Eireann

2nd

by

she.

and

in.

spin

mfg.

209-209

Gen.

Mcname.

affiliates:

Eireann

2nd

if.'

¶

©

309-922,

2nd

259,

(USA),

UK

849-569

Vincent

Vincent

only).

International

Carrying

Carrying

ues.

brushes.

demagnetizers.

Budge

Derry.

TAPE:

Market:

Btr. is rapidly losing popularity. The ratio in sales in favor of cassettes is 4:5 to 1. 30-35% of all recordings sold are now in tape form. Initially, most tape players were reel-to-reel, but they are now being used much more in homes. In rural areas tape sales equal the sales of 45’s.

Avalanche.

Dublin

Telex:

WEA

784-755.

Chief

Obs.

Cable,

Dublin

Tape

Dublin

Tape

Dublin

RCA.

Dot,

RCA.

PROMOTION

Peres

Mng.

Promo.

11.11.

Eireann

2nd

if.'

¶

©

309-922,

2nd

259,

(USA),

UK

849-569

Vincent

Vincent

only).

International

Carrying

Carrying

ues.

brushes.

demagnetizers.

Budge

Derry.

TAPE:

Market:

Btr. is rapidly losing popularity. The ratio in sales in favor of cassettes is 4:5 to 1. 30-35% of all recordings sold are now in tape form. Initially, most tape players were reel-to-reel, but they are now being used much more in homes. In rural areas tape sales equal the sales of 45’s.

Avalanche.

Dublin

Telex:

WEA

784-755.

Chief

Obs.

Cable,

Dublin

Tape

Dublin

Tape

Dublin

RCA.

Dot,

RCA.

PROMOTION

Peres

Mng.

Promo.

11.11.

Eireann

2nd

if.'

¶

©

309-922,

2nd

259,

(USA),

UK

849-569

Vincent

Vincent

only).

International

Carrying

Carrying

ues.

brushes.

demagnetizers.

Budge

Derry.

TAPE:

Market:

Btr. is rapidly losing popularity. The ratio in sales in favor of cassettes is 4:5 to 1. 30-35% of all recordings sold are now in tape form. Initially, most tape players were reel-to-reel, but they are now being used much more in homes. In rural areas tape sales equal the sales of 45’s.

Avalanche.

Dublin

Telex:

WEA

784-755.

Chief

Obs.

Cable,

Dublin

Tape

Dublin

Tape

Dublin

RCA.

Dot,

RCA.

PROMOTION

Peres

Mng.

Promo.

11.11.

Eireann

2nd

if.'

¶

©

309-922,

2nd

259,

(USA),

UK

849-569

Vincent

Vincent

only).

International

Carrying

Carrying

ues.

brushes.

demagnetizers.

Budge

Derry.

TAPE:

Market:

Btr. is rapidly losing popularity. The ratio in sales in favor of cassettes is 4:5 to 1. 30-35% of all recordings sold are now in tape form. Initially, most tape players were reel-to-reel, but they are now being used much more in homes. In rural areas tape sales equal the sales of 45’s.

Avalanche.

Dublin

Telex:

WEA

784-755.

Chief

Obs.

Cable,

Dublin

Tape

Dublin

Tape

Dublin

RCA.

Dot,

RCA.

PROMOTION

Peres

Mng.

Promo.

11.11.

Eireann

2nd

if.'

¶

©

309-922,

2nd

259,

(USA),

UK

849-569

Vincent

Vincent

only).

International

Carrying

Carrying

ues.

brushes.

demagnetizers.

Budge

Derry.

TAPE:

Market:

Btr. is rapidly losing popularity. The ratio in sales in favor of cassettes is 4:5 to 1. 30-35% of all recordings sold are now in tape form. Initially, most tape players were reel-to-reel, but they are now being used much more in homes. In rural areas tape sales equal the sales of 45’s.

Avalanche.

Dublin

Telex:

WEA

784-755.

Chief

Obs.

Cable,

Dublin

Tape

Dublin

Tape

Dublin

RCA.

Dot,

RCA.

PROMOTION

Peres

Mng.

Promo.

11.11.

Eireann

2nd

if.'

¶

©

309-922,

2nd

259,

(USA),

UK

849-569

Vincent

Vincent

only).

International

Carrying

Carrying

ues.

brushes.

demagnetizers.

Budge

Derry.
ISRAEL

Population: 3,193,000
Rate of exchange: 1 US$ = 660 lire
Per capita income: $12,400
No. of homes with record players: 4,800,000
Holidays: New Year, January 19 (St. Joseph’s Day), Easter, Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), May 23 (Ascension Day), June 2 (Annunciation), June 13 (Corpus Christi), July 29 (St. Peter & Paul), August 15 (Assumption), November 1 (All Saints Day), November 4 (National Unity Day), December 8 (Immaculate Conception), December 25, December 26 (St. Stephen’s Day).

RECORDS:
Records sold domestically: LPs: 1974–9,000,000 units; 1973–9,200,000 units; 1972–10,000,000 units; 1971–19,000,000 units.
Records exported to USA: 1974–1,322,567 units; 1973–1,252,072 units; 1972–1,839,040 units.
Average retail price per record (excluding 12% sales tax): $1.65.
Stereo sales: 95% of total.
Record club sales: 5% of total.

DISTRIBUTING FIRM: Frequenz Musikvertrieb (representing EMI, Polydor & Hansa, Germany).

DISTRIBUTING FIRM: Record distribution in the world, except Italy, Belgium, Netherlands, France, Germany & Luxembourg, is handled by Colomert/Colrec Records Ltd., 125 Midland Ave., Hackensack, N.J. 07606.

ITALY

Population: 55,500,000
Rate of exchange: 1 US$ = 660 lire
Per capita income: $12,400
No. of homes with record players: 4,800,000
Holidays: New Year, January 19 (St. Joseph’s Day), Easter, Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), May 23 (Ascension Day), June 2 (Annunciation), June 13 (Corpus Christi), July 29 (St. Peter & Paul), August 15 (Assumption), November 1 (All Saints Day), November 4 (National Unity Day), December 8 (Immaculate Conception), December 25, December 26 (St. Stephen’s Day).

RECORDS:
Records sold domestically: LPs: 1974–9,000,000 units; 1973–9,200,000 units; 1972–10,000,000 units; 1971–19,000,000 units.
Records exported to USA: 1974–1,322,567 units; 1973–1,252,072 units; 1972–1,839,040 units.
Average retail price per record (excluding 12% sales tax): $1.65.
Stereo sales: 95% of total.
Record club sales: 5% of total.

DISTRIBUTING FIRM: Frequency Musikvertrieb (representing EMI, Polydor & Hansa, Germany).

DISTRIBUTING FIRM: Record distribution in the world, except Italy, Belgium, Netherlands, France, Germany & Luxembourg, is handled by Colomert/Colrec Records Ltd., 125 Midland Ave., Hackensack, N.J. 07606.
International Music-Record Section

MACHINERY Dept.

Why are you stillBoxing your Cassettes By Hand? 
We Have A New Fantastic Machine 
Which Put Cassettes 
And Inlaycard Into 
The Box Automatically

A New Automatic Winding Machine 
For C-O Cassettes
high quality level
coco cassettes
and component parts

- graphited mylar shims
- technically accurate hubs made of acetalic resin
- flanged guide rollers on precision plastic pin
- phosphorous-bronze spring pad
Available with or without lugs and pressure or screw closing

norelco - style boxes
for automatic inserting machine

SIAT s.r.l.
via Emanuella, 16
phone 02 - 9607450 9607485
21047 Saronno (VA) ITALY
International Music-Record Section

CURCI MUSIC PUBLISHERS SINCE 1860

STILL NUMBER ONE..... WITH
PIANGE..... IL TELEFONO - LU MARITIELLO - AFRICA..... -
L'ETE INDIEN.....

CAROSELLO RECORDS & TAPES
(Frog - Roulette - De Lite - Mustang - Pianeta)

THE ACTIVE RECORD COMPANY

DOMENICO MODUGNO - TONI SANTAGATA - GIORGIO GABER
ALBATROS - ASTOR PIAZZOLLA - GERRY MULLIGAN - TOPO
GIGIO - THE MIDDLE OF THE ROAD - KOOL & THE GANG -
ECSTASY, PASSION & PAIN.....

CAROSELLO - CURCI - (Cable: Curcimusic)
20122 Milan - Galleria del Corso, 4 - Tel. 794.746

Agfa-Gevaert
perfection in professional recording

FOR SOUNDTRACK
MF 5 PR - MF 5 AC
16 mm, 17.5 mm, 35 mm
magnetic film

FOR DUPLICATING
PE 66 - PE 68
PE 86 - PE 88
1/8" magnetic tape

FOR RECORDING
PER 525
PER 555 - PEM 468
1/4", 1/2", 1", 2"
magnetic tape
Here at *Ariston* we do everything ourselves, that way we're sure it gets done... and so are you

10,000 sq. meters are occupied by
- Pressing Plant turning out 40,000 records daily
- Tape Duplicators producing 5,000 tapes a day
- Two Recording Studios equipped with
  - 24 channel Siemens console
  - 16 track Studer
  - 16 channel Studer console
  - 16 track Studer
- Distribution Network
  - with 30 Salesmen
  - and 3 area Managers

**ARISTON PUBLISHING GROUP**
representing from abroad
- AVCO
- G.T.O
- MYSTERY MUSIC
- PALACE ITALIA
- ANGELA MUSIC
- GENESIS MUSIC
- VALENTINE MUSIC
- PAGE FULL OF HITS
- YOUNG BLOOD MUSIC
- TONY MACAULAY MUSIC

Head Office:
Via M. Gorki, 21-20098 SAN GUILIANO MILANESE
(Milan—Italy) Tel. (02) 984697/4/-5/6/7/8

Branch Office:
Via Cantore, 17-00100 ROME tel.(06) 3587870
Cables: ARISTONMUSIC
**International Music-Record Section**

Spark Italiana Srl, (890), Piazza del Libertà 2, 20121 Milan. Tel: (02) 796.180, Mng. Dir.: Alberto Carotech. Labels: (Owned) Spark, MRC, Orange.

**Spotify**

Ultime Spaggiare, see RCA.

Umbria Ltd, Corso di Porta Romana 106, 20122 Milan. Tel: (02) 54.83.755. Int'l reps: Austria (Ariola-Eurodisc), Belgium (Canon), France (Arabia), Germany (Ariola-Eurodisc), Ireland (Contour), Japan (Herald), Luxembourg (Canon), Netherlands (Canon), Portugal (Ariola-Eurodisc), South Africa (Arrow/twd), Spain (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc), UK (Arrow/twd), USA (capital). Universal: see Phonotype.

V.I.P. see Cielo-Video & Scielo.

Vicki, see Fonit-Cetra.

Vittoria, see Fonit-Cetra.

Vivarte, see Fonit-Cetra.

Victoria, see RCA.

Vivio: see Fonit-Cetra.

Vista, see RCA.

**Independent record producers**

Inseme Srl, Produzioni Musciani, Piazza Miasori 3, 20123 Milan, Tel: (02) 796.515, Pres.: Bob Lumbroso, Label credits: CBS, Ricordi.

Aldo Pagani, Via Correggio 27, 20143 Milan, Tel: (02) 482.81, Gen. Mng.: Aldo Pagani. Label credits: Analog, Bambara, Decibel, Eleven, Enterprise, FPA, Ili Ivanova, Onda Nueva, Originalidac, Panagamusic, RTV, Thunder.

**Music publishers**

Aberach (Rome) Ed. di Musica, see RCA.

Accademia Ed. Musicali, see Ariston.

Acqua Azzurra (Ed. Musicali), see Numero Uno.


Intercom (Germany).

Abramo Alibone Ed. di Musica (Siae), PO Box 1226, 20100 Milan, Via Enrico Toti 4, 20123 Milan. Tel: (02) 463.920, Pres.: Abramo Allione.

Analogy Ed. Musicali, see Pagamusic.

Arab: see Sugar Music.

Arca Ed. Musicali, Via Eleonora Pimentel 2, 00195 Rome. Tel: (06) 311.979, 312.290, Chief Exec.: Aldo Pomilla; Gen. Mgr.: Isabel Garcia Hernandez.

Int'l firms: represented: Croole (UK), PPX (UK).


Branch: 00195 Rome, Via Giurati 25. Tel: 06 38.62.50.


Mario Amano/E (Ed) Srl, Corso Europa 5/7, 20122 Milan. Prof. Mgr.: Sandra Pavia.

Int'l firm: represented: TRO.

Associated (Ed.), see G. Ricordi.

Bama, see Sugar Music.


Affiliates: Europeonm Music (Siae), Prima Ed. Musicali, Eds. 71 (Siae), West Eds Musicali (Siae).

Int'l firm: represented: Eurodisc (UK).

Int'l reps.: UK (Eurodisc).

Belwin: see La Voce del Padre.

Belwin-Mills Italiana, see Ricordi.

Bixio CEMA Srl, Via Lombardia 40, 20187 Milan. Tel: (02) 47.50.764, 461.814. Admin. by Carlo Bixo.

Branch: Milan, Via Borghina 7 Tel (02) 701.107.

Affiliates: Bixio, CA, Blue Sam, Galle Italiana Srl, Grandi Filme della Canzone Srl, Nido Srl (all SIAE).

Int'l reps.: Belgium, France, Germany (all Bixo).

Bixio San, see Bixio CEMA.


Blue Sky Ed. Musicali, see sider.


Int'l firm: represented: USA (Belwin-Mills).

La Rotonda Ed. Musicale, see Ariston.

Ca M Spa (Creatione Artistiche Musicali) (Siae), Via Virgilio 8, 00193 Rome. Tel: (06) 382.729. Telex 62374.
From an old photograph we have discovered that music isn't dead yet and we are doing our best to keep it alive.

Petersburg 1920. Concert of Tchaikovsky's 'sirens & steam whistles. Gastev and Mayakovsky

From an old photograph we have discovered that music isn't dead yet and we are doing our best to keep it alive.
International Music-Record Section

Brescia, Viale I Lomuratori 187, 41100 Modena. Tel: (02) 276 268.

Dukakis (Eindruck) - La Signoria. Dukakis (Edizioni Margherita) - Safe. Dukakis (Edizioni Margherita) - Unfinished Business.


Turin 10121. Tel: (011) 200 76 29.

Ravenna 41101. Tel: (051) 276 268.


Turin 10121. Tel: (011) 200 76 29.
FULL CARTRIDGES, Cassettes & Reels

A T B, see Apparecchiature Tecniche Bimartliche

EMPTY CARTRIDGES, Cassettes & Reels


UNIVERSAL PLASTIC, Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 954.07.09. Owner & Gen. Mgr: Buzzi Ottavo. Sales: Silvano Zaniboni. Product: Carrying & storage cases, cleaners cloths & brushes, 45 rpm adaptors, head cleaners & demagnetizers.

A store fixtures & merchandising aids manufacturers


A tape audio/video playback & recording equipment

International Music-Record Section


Audio: Cassette part.
Tape System, Via Vittori 55, 20158 Milan. Tel: 37.60.81. Owner: Achille lagondo.
University: Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 954.07.09. Owner: Gen. Mgr: Buzzi Ottavo. Sales: Silvano Zaniboni

EMPT V CARTRIDGES, Cassettes & Reels

A T B, see Apparecchiature Tecniche Bimartliche

FULL CARTRIDGES, Cassettes & Reels


UNIVERSAL PLASTIC, Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 954.07.09. Owner & Gen. Mgr: Buzzi Ottavo. Sales: Silvano Zaniboni. Product: Carrying & storage cases, cleaners cloths & brushes, 45 rpm adaptors, head cleaners & demagnetizers.

A store fixtures & merchandising aids manufacturers


**International Music-Record Section**

**JAPAN**

J.V.C. Via Lattuada 26, 10135 Milan
Laia Int SpA, Via Prendina 38/A, 10129 Milan, Tel: (02) 755 1322, Fax: (02) 755 1323<br>**Brand**<br>Audio: Cassette<br>Lesoni Co., Via Serbelloni 1, 10121 Milan, Tel: (02) 710 9117, Fax: (02) 710 9118<br>Audio: Cassette<br>\* Lesoni SpA, Via Prendina 38/A, 10129 Milan, Tel: (02) 755 1322, Fax: (02) 755 1323

**EXPORTS**

**Population:** 110,000,000

**Rate of exchange:** 1 (US$) = 292 yen

**Per capita income:** $2,500

**Holidays:** January 1, January 7 (Adult's Day), February 11 (Foundation Day), Vernal Equinox Day, April 29 (Greenery Day), May 3 (Constitution Memorial Day), May 5 (Children's Day), September 15 (Respect for Age Day), National Foundation Day, October 10 (Athletics Day), November 3 (Culture Day), November 23 (Labor Thanksgiving Day). (If a holiday falls on a Sunday, it is observed on Monday.)

**RECORDS:**


**Import/Export Regulations:** Automatic approval, customs duty free on LP, per national commodity tax on 15% on sales of records and 5% on prerecorded tapes.

---

**JAMAICA**

**Population:** 1,953,000

**Rate of exchange:** 1 (US$) = 1.14 Jamaican dollars.

**Per capita income:** $3,530

**Holidays:** January 1, May 23 (Labor Day), June 6 (Queen's Birthday), July 4 (Independence Day), December 25, December 26, December 27 (Public Holiday).

**Records, record blanks & pre-recorded media imported from USA:** 1974, 7,499,515 units, 1975, 8,433,512 units, 1976, 11,086,632 units, 1977, 9,860,875 units.

**Records exported to USA:** 1974-75, 189 units, 1981-82, 42,122 units.

---

**究Red & tape manufacturers/distributors/ importers**

Aquarius, see Dynamic Sounds.
Beverly's, see Dynamic Sounds.
Brand, see Dynamic Sounds.
Broadcast Music, see Dynamic Sounds.
C B S (Japan) Recs SpA, PO Box 27, Hagley Park, St. Norcia, QLD, 4068, Tel: (03) 366 7666, Fax: (03) 366 7667, Mgr. K. Kato, Sales Mgr. T. Kato, Brand: (CBS), Columbia, Epic, Harmony, Odyssey, represented RCA.
Carita, see Record Specialists.
Columbia, see CBS.
Dynamic, see Dynamic Sounds.

---

**supplies**

CARTRIDGE & CASSETTE PARTS

EMPT Y CARTRIDG E S, CASSETTES & REELS

JACKETS, LABELS

Dynamic Sounds Recs Co SpA, PO Box 308, 14 Northside Plaza, Kingston 6, Tel: 927-9397, Gen Mgr. Claude Chung
Home office: USA, Aries Int'l. Audio: 8-Tr. cassette, open reel

---

**RECORDS:**


**Records imported from USA:** 1974-75, 230,574 units; 1976-77, 1,058,805 units; 1978-79, 204,002 units; 1980-81, 1,096,069 units; 1976-77, 490,237 units.

**Import/Export Regulations:** Automatic approval, customs duty free on LP, per national commodity tax on 15% on sales of records and 5% on prerecorded tapes.

---

**music publishers**

Jamaica Music Publ's, see Woodwater
Mango (ASCAP), 530 5th Ave., New York, NY 10017, Tel: (212) 222 3655, 337, Mgr. F. Takeuchi, Sales Mgr. K. T. Nakamura, Brand: (Mango), Liberty/USA, Tropic史上最吸人眼球的唱片公司。

---

**services**

PACKAGING & LABELING

Dynamic Sounds Recs Co SpA, PO Box 308, 14 Northside Plaza, Kingston 6, Tel: 927-9397, Gen Mgr. Claude Chung
Home office: USA, Aries Int'l. Audio: 8-Tr. cassette, open reel

---

**record & tape manufacturers/distributors/ importers**

Aard Vark, see Carnival
Abenami-koyo, 4-47 Abenomachi, Abenomi, Osaka, Tel: (06) 822-0373, Rep. Kawasaki, Japanese Co. Ltd.
Adriatic Asso, Studio Caruso 84, 35150 San Mirtino, Udine, Italy, Tel: (0432) 924 266, 14, Mgr. T. Segato, Sales Mgr. A. Ghiglia, Brand: (Adriatic), Columbia, Liberty, USA.
Ahale Music Inc., PO Box 932, Jamaica 103, Tel: (535) 0319, Sales Mgr. M. Akashin.
Aldo, see Polydor.
Alain Music Serv Inc., 2-2-18 Chidorigahama Minamio, Oyodo, Osaka, Tel: (06) 458-5321, Mgr. T. Tsuzuki, Sales Mgr. T. Osaki, Brand: (Alain), Columbia, Liberty, USA.
Amechi Rec. Ind. Co. Ltd., 3-4-8 Ginza, Chuo-ku, Tokyo, Tel: (03) 542-9551, Mgr. H. Tsuchi, Sales Mgr. K. Kyumi, Brand: (Amechi), Columbia, Liberty, USA.
Anonic, see Warner-Pioneer.
B O M Serv, 6-5-15 Kawanob, Takara Kyo, Hyogo 655 807, Mgr. T. Kato, Sales Mgr. K. Nakamura, Brand: (B O M), Liberty, USA.
Brand: (B O M), Liberty, USA.
Bowell, see King.
Black, see Teichlin.
Bluegrass Ent, 515-15 Honkomagome, Bunkyo-ku, Tokyo, (Distributor)
Bruchan, see Tsukumo.
C B S (Sony) Inc., 1-4-1 Ichigaya-Tamachi, Shinagawa-ku, Tokyo 122, Tel: (03) 242-9882, Mgr. N. Ohara, Sales Mgr. T. Ishii, Brand: (CBS), Sony, Columbia, Epic, Harmony, Odyssey, represented RCA.
Carita, see Record Specialists.
Columbia, see CBS.
Dynamic, see Dynamic Sounds.

---

**Billboard 1975-1976 International Music-Record Directory**
Your profit will be guaranteed longer than forever. At the moment when you decide to choose us as your PARTNER in Japan.
International Music-Record Section

HERE COMES THE GREATEST MUSIC PUBLISHER AND MERCHANDISER

NIPPON TELEVISION MUSIC CORPORATION
12-2, NIBANCHO, CHIYODA-KU, TOKYO, JAPAN
PHONE: 261-5814, TELEX: 124566, CABLE: JOAXNTV

PACIFIC MUSIC PUBLISHING CO., LTD.
C/O NIPPON BROADCASTING SYS.
1-9-3 YURAKUCHO CHIYODA-KU, TOKYO 100 JAPAN
TEL (03) 214-5061

U.S. OFFICE
7000 HOLLYWOOD BLVD. SUITE 722
HOLLYWOOD, CALIFORNIA 90028
TEL (213) 461-4671

If you are looking for an active Japanese publisher

why don't you contact us today?
Please do not hesitate to contact us!

Japan Central Music, Ltd. is a subsidiary company of Bunka Hosho Broadcasting, Inc. (JOQR). JOQR is the Key Station of the biggest Radio Net-Work in Japan. Most of our golden time is waiting for your musical compositions. In the very near future, your songs will come over through JOQR and Net-Work in all Japan.

JAPAN CENTRAL MUSIC LTD.  

TOKYO, JAPAN  

PRESIDENT TAKAE MINAMI  

TEL. TOKYO 357-1111, 359-7825
International Music-Record Section

The Japanese Progressive Record Importers

WITH TASTE

FIVE NOTES MUSIC CORPORATION

New Address:
Asuka Bldg. 2-9, 1-chome, Hatagaya,
Shibuya-ku, Tokyo, Japan.
Tel: 374-6315 Cable: FIVENOTES, TOKYO

ALL AROUND MUSICIAN

BIGGEST PLUS MOST ACTIVE IN JAPAN

Nichion

- Subsidiary of 185, Tokyo Broadcasting System, Inc. (The Foremost Nationwide Radio & TV Network)
- Address 185 2nd Bldg., No.3, 5-chome, Akasaka, Minato-ku, Tokyo, Japan
- Cable: PUBLISHMUSIC TOKYO
- Phone: Tokyo 1854-4711
WATANABE PRODUCTION CO., LTD.

Music has no nationalities, nor songs have boundaries.

Music is the means of heart-to-heart communication of the peoples of the world.

It is a dream that lies in the bosom of our heart to raise internationally highly evaluated artists through the art of music, and thus to ornament the whole world with lovely flowers of entertainment.

We are proud of our participating in the development of the culture for the people today, by confronting with a difficulty involved in the modern show business circle, with the twenty years and more experience of our long career.

Here you find the core of business spirit of the Group of Watanabe and his staffs.

Mr. Shin Watanabe
President of Watanabe Production Co., Ltd
President of Warner Pioneer Co., Ltd.

WATANABE MUSIC PUBLISHING CORP.

It is our wish to contribute to the worldwide exchange of international culture through music, and for that purpose we have a sufficient number of highly capable staffs to work with us.

Hence we are confident of our success in rapid popularization of international talented artists and songs all over Japan.

On the other hand, we sincerely hope to offer wonderful Japanese songs and our outstanding artists to every part of the world.

It is our belief that these activities of Watanabe will certainly lead our show business to a higher level, resulting our own field progress.

Mrs. Misa Watanabe
President of Watanabe Music Publishing Corp.
President of Apollo Music Industrial Corp.

Chart of productive activities of Watanabe Production Group as talents recruiting agency

- Record co.
  - Warner Pioneer Co., Ltd
    (Warner Pioneer Co., Ltd-Watanabe Production stock enterprise)
  - Music tape co.
  - Apollon Music Industrial Corp.
- London office of the Watanabe Music
- Performance in theatres
- Performance in clubs
- Organization of the audience
- Radio station
- Television station
- Advertising agency
- Watanabe Kikaku Co., Ltd.
  - Planning and production of TV programs.
  - Production of CM films.
- General Affairs Section
- Nippon Reflex Publishing Co.
  - Production and sales of videocassette software.
- World Leisure
  - Cultural exchange in foreign countries.
  - Planning and production of programs on leisure, attractions for hotels, leisure center, department store, chain store, etc.
  - Booking of players

9 Affiliated companies:
1. Watanabe Production Co., Ltd.
2. Watanabe Kikaku Co., Ltd.
3. Watanabe Music Publishing Corp.
5. Tokyo Music School
6. Sun's Inc.
7. Mates Co., Ltd.
8. World Leisure Co., Ltd.
9. Production Michi

2 Correlated companies:
1. Apollon Music Industrial Corp.
2. Warner-Pioneer Corp.

Tel: 01-235-0525
Fax: 2224387

6-18, Yurakucho 1-chome, Chiyoda-ku, Tokyo
International Music-Record Section

WANT TO BE HAPPY IN JAPAN?

For the most aggressive exploitation and promotion of your catalog, try us!

Our organization, enjoys the backing of NET in JAPAN.

You’ll be happy, if you contact us today:

NET MUSIC PUBLISHING CO., LTD.
ADDRESS: 6-4-10 ROPPONGI, MINATO-KU TOKYO JAPAN
PHONE: TOKYO 405-3194
PRESIDENT: EIZO NAKAGAWA
MANAGING DIRECTOR: KIYOKAZE MATUSUBAYASHI
GENERAL MANAGER: ZENJIRO MORIYASU
PRODUCER: SHINICHIRO TAMURA

Hirotsubashi, Chiyoda-ku, Tokyo 100, Tel: (03) 284-4141, Pres. Kenji Ogimi (Distributor).
Red Cross, Shinjuku, Tel: SDM
Reprise, see Warner-Pioneer.
Labels: (Owned) Reality, Elephant, Maxim, Mimi-Chan
Ryo-gaiya & Co., Ltd., PO Box 10, 2-2-7 Honcho, Negoake, Nagata 940, Tel: (0258) 35-4500, Pres. Tamakiichi Shinoda; Gen. MGR: Noboru Aoki; Sales MGR: Katsunori Kodama
(Supplier) Seibu, see Warner-Pioneer
Sekubu Music Corp., 14-1-7 Higashi Ikebukuro, Toshima-ku, Tokyo 170, Tel: (03) 981-5285, 982-1223, Pres. Teruo Iyama; Gen. MGR: Mitsuoki Suzuki
Label: (Owned) Seibu
Sekko Co., Ltd., 2-6-5-8 Itabashi, Itabashi-ku, Tokyo 173, Tel: (03) 981-4561, Pres. Masanobu Itahara
Seven-Seas, see King
Shinsei Serv. Co., Ltd., 3-5-1 Ando-bijodori, Minami-ku, Osaka, Tel: (06) 251-1119/0755, Cable: SAUWELL, Teles: 3753
Branch: Tokyo, 2-10-3 Roppongi, Minato-ku
Shinseki, see Victor
Sound Trading Co., Ltd., Satoke Bldg., 2nd FL, 4-9-1 Roppongi, Minato-ku, Tokyo 106, Tel: (03) 404-5648, 402-4206, Cable: SOUNDER, Teles: J-28264, Pres. Masao Yorozu; Sales MGR: Makoto Takeuchi; Planning MGR: Hidetaka Ushiyama; Import MGR: Kunikiko Tashiro
(Supplier) Sumiyo Ltd., 1-6 Gofukucho, Shizuoka 420, Tel: (0542) 53-8161, Pres. Shigeru Kawabe; (Supplier)
Suniyo Muki Co., Ltd., Yamagata Bldg., 1-1-4-7 Nishi-Shimokitazawa, Minato-ku, Tokyo 105, Tel: (03) 501-2667, Pres. Ichiro Takasu; (Importer of recorded masters)
Syunbai, Nihombashi Bldg., 1-2-8 Nihombashi, Tokyo 103, Tel: (03) 274-4391, Teles: 781-24810, Home office: USA, K-Tel Int’l (SEE ADVERTISEMENT)
T K R, see Takara
Takara Mfg. Co., Ltd., 2-29-12 Tamagawa, Ohta-ku, Tokyo 144, Tel: (03) 759-3151, Exec. MGR: Y. Sato; Gen. MGR: K. Kikuchi; Sales MGR: Y. Kobayashi; Ass’t Sales MGR: M. Akiyama
Label: (Owned) Takara "TRC"
Ten, see Tomas
Techiku Recs. Co., Ltd., 1-2 Nishi-shinbashi, Minato-ku, Tokyo 105, Tel: (03) 502-6657, Pres. Shigeki Nanko; Gen. MGR: Tadashi Negame; Sales MGR: Kikuji Katsuragi; MGR: Ichiro Kinoya
Labels: (Owned) Techiku, Black Union, (represented) BASF (Germany), Chanscore (USA), Harmonia Mundii (Germany), MPS (Germany), Mainstream (USA), M_firstname (Germany), Orfeon (Mexico), Pye (UK), Scepter (USA), Storyville (Denmark) (SEE ADVERTISEMENT)
Toto Recs. Co., Ltd., 1-2-1 Yurakucho, Chiyoda-ku, Tokyo 100, Tel: (03) 3263-1801; Pres. Kenji Oda; MGR: Masato Kamakazi; Sales MGR: Y. Tomatsu; Planning MGR: Katsunori Kodama; Import MGR: Katsutoshi Tamura; (SEE ADVERTISEMENT)

SHINKO
MUSIC PUBLISHING CO., LTD.
2-chome, Tsukasa-cho Kanda, Chiyoda-ku, Tokyo Japan
tel (292) 2861-8
Cable Address
SHINKOMUSIC TOKYO
Why QS keeps growing

The advantages of the QS 4-channel system have never been greater.

For the record company, QS is totally compatible in 2-channel and 4-channel. And this means that "double inventory" of discs is unnecessary. If you were wondering why Sire and Passport Records, among other leading record companies, have decided to release their product in QS, this is one of the major reasons.

For the FM broadcaster, QS has unusual economy and versatility advantages. With QS, FM broadcasters can begin their 4-channel broadcasts immediately—and without modifying their existing facilities. Today in the U.S., more than 60 FM stations are using QS encoders to broadcast in QS 4-channel. They know something.

For the consumer, QS offers the unusually effective 2-channel to 4-channel synthesizer. No other system has the synthesizer, and this is just one of the reasons why audio equipment makers like Phase Linear and BGW have decided to build QS circuitry into their products.

QS keeps growing. The reasons are obvious now. What about you? Are you listening?

QS 4-Channel Stereo. Are you listening?
International Music-Record Section

Branches: Brazil, Italy, Hong Kong, USA
Labels: (Owned) Tino, Tam (represented) BYG (France), Black Jazz (USA), Volland (USA), Voge (France).
Tokyo Denko Co., Ltd. 577 Hamasakah, Asakusa-shi, Saitama-Ken. (Distributor)
Tokusha-EMI Ltd. 2-2-17 Akasaka, Minato-ku, Tokyo 107 Tel (03) 585-1111 Pres. Noboru Takamura, Gen. & Sales Mgr. Teruo Sakai
Labels: (Own) Express, Toshiba, (distributed) Alfa, (represented) Anchor (UK), Angel (UK), Apple (UK), Blue Note (USA), Capitol (USA), DJM (UK), De-Luxe (UK), Fantasy (USA), Impulse! (USA), Liberty (USA), Island (USA), Liberty (USA), Odeon (worldwide), Prestige (USA), Probe (USA), Rocket, Staredise (USA), Tambleweed (USA), Westminster (USA).
Int'l reps.: (France) Pathé Marconi EMI, (Germany) EMI Electrola, (Netherlands) Bovema, UK EMI USA (Capitol), (SEE ADVERTISEMENT).
Towa Kikaku & Co. Inc. Bluegrass Ens., 6-15-1 Honkomagome, Bunkyo-ku, Tokyo (Distributor)
Labels: (Owned) Triz, (represented) Aramoe (Australia), Black Lion (UK), Calig (Scotland), Charlin (France), Choice (USA), Da Camera (Germany), Delmark (USA), EMI (UK), Epic (USA), Flying Fish (USA), Freedom (UK), JCO (USA), Pallete (USA), Wengo (Germany). (SEE ADVERTISEMENT.)
U M I., see CBS/Sony
Union, see Teichiku
Universal Corp. of Japan Ltd. 1-17-9 Utchikanda, Chiyoda-ku, Tokyo 100 Tel (03) 291-4328 (Distributor). Vertigo, see Nippon Phonogram.
Verve, see Polydor
Int’l branch: USA.

Labels: (Owned) Victor, Globe, Pop, Shinskeki (distributed) Atron; (represented) Avco, Barrymore, Blue Thumb, Cadet, Camden, Capitolin, Capitolin, Casablanca, Checker, Chess, Coral, CRT, Hickey, Janus, Kent, MCA, Milestone, Mono/Monoever-Germany, Monsoon, Muciscor, Paramount, RCA, Rainwood, Rare Earth, Riverside, Sounds of Hawaii, Spectral (all USA); Aereo (Cuba), Dunum (Italy), ENJa (Germany), Electrec (Romania), Etato (France), GCT (Canada), Juglion (Yugoslavia), MCA (UK), Magnet (UK), Melodyia (URSR), Opus (Czechoslovakia), Panton (Czechoslovakia), Trova (Argentina)
Int’l reps.: Argentina (Ferrara), Brazil (Ferrara), Colombia (Ferrara), Ecuador (IFFA), Israel (Gil-Ron), Italy (Ri-Fi), Philippines (Victor), Spain (Zonal), Venezuela (Ferrara). (SEE ADVERTISEMENT.)
Warner Bros., see Warner-Pioneer
Labels: (Own) Assymy, Atlantic, Baltic, Eleksi, Nonsuch, Pioneer, Rapier, Warner Bros. (represented) Bronze (UK), Brother, Discjett USA, Grateful Dead USA, LMN (France), MH (France), Municone (UK), Rolling Stones (USA), Swan Song.
Yamanuchi Music Co. 4-5-6 Ginza, Chuo-ku, Tokyo 104 Tel (03) 562-5051 Pres. Seizo Yamano, Gen. Mgr. Masamitsu Yamano, Sales Mgr. Susumu Watanabe (Distributor)

— independent record producers —

All Staff Music Ltd. 5-13-13 Roppongi, Minato-ku, Tokyo 106 Tel (03) 583-9841 Pres. Takashi Fukazawa, Mgr. Dir. Seiko Shimizu
Affiliates: New Orient Music Inc.
April Music Inc (Japan) 3-17-7 Roppongi, Minato-ku, Tokyo 106 Tel (03) 583-9841 Pres. Takashi Fukazawa, Mgr. Dir. Seiko Shimizu
Affiliates: New Orient Music Inc.

— music publishers —

A M P (Associated Music Publ’rs) Co., Ltd. 5-2-6 Roppongi, Minato-ku, Tokyo 106 Tel (03) 404-9101 Exec VP: Takao Aoyama, Gen. Mgr. Juricho Ogawa
Int’l firms represented: Amak Bobby Anthony, Armonica, Mike Curbe, Dope, Dotted Lion, Daret Car, Gene, Happy Day, Kolob, Leo the Lion, Lion Tracks, Nap Unlimited.
Int’l reps.: France (Claude Pascal), USA (Taki).
Arikuk Music (Jasrac), Magatani Bldg. 21, Hachiman-cho, Minato-ku, Tokyo 105 Tel (03) 434-6688 Dr. Tomomi Aizuki, Gen. Mgr. Shuzo Ohtomo.
Alfa Music Ltd. Mita Tokyo Ages Bldg. 233, 4-15-23 Mita, Minato-ku, Tokyo 106 Tel (03) 452-7976 Pres. Kunihiro Murai
Affiliates: Bell Music, Toicia Music
Int’l firms represented: BYG (France), Eddy Banculli (France), East Memphis (USA), Joki Maruichi, (France), SEMI (France), Saravah (France), Screen Gams Columbia (UK, USA), Wrsak (UK) (SEE ADVERTISEMENT)
All Staff Music Co. Ltd. Fountain Bldg. 5-13-13 Roppongi, Minato-ku, Tokyo 106 Tel (03) 583-9841 Pres. Takashi Fukazawa, Mgr. Dir. Seiko Shimizu
Affiliates: New Orient Music Inc.
April Music Inc (Japan) 3-17-7 Roppongi, Minato-ku, Tokyo 106 Tel (03) 583-9841 Pres. Takashi Fukazawa, Mgr. Dir. Seiko Shimizu
Affiliates: New Orient Music Inc.

— Associated Music Publ’rs Co. Ltd. — see AMP.
Bell Music Co. see A Schroeder
Bell Music see A
Big Noise Music Publ’rs Co. Ltd. 6-5-22 Akasaka, Minato-ku, Tokyo 107 Tel (03) 582-7870 Contact Kiyoshi Sato

POLYDOR K.K. 8-4, Gohashi 1-Chome, Meguro, Tokyo, Japan
THIS IS THE DIFFERENCE WHEN YOU DEAL WITH THE KYODO GROUP

We are not just concert-promoters and music-publisher.
Whenever we get involved in an artist, we consider ourselves personal-managers, publicity-agent and "FRIEND" in Japan to the artist.
Whenever we get involved in a song, we treat it as if it were a human being...the same as an artist.
We never think of a one shot deal. We believe in longevity and will promote only according to what we believe is the best for the artist (or the song) and his future.
We have personnel in our promotion departments that are constantly in touch with every disc-jockey, TV producer, record producer, music critic and reporter for any magazine or newspaper.
We guarantee you that your artist (or song) will get the best promotion money or connections or anything else can buy.
You must have heard from your record licensees or sub-publishers how hard it is to get records (especially foreign) played over the air in Japan.
Well, we found our own solution.
We have our own radio programs in every city that counts (in major cities, we have 2 or 3 or more a week).
We have weekly 30 minutes-1 hour programs on the following stations...all sponsored by "Coca Cola":

<table>
<thead>
<tr>
<th>FM Radio, TOKYO</th>
<th>KBC Radio, FUKUOKA</th>
<th>SBC Radio, NAGANO</th>
</tr>
</thead>
<tbody>
<tr>
<td>TBS Radio, TOKYO</td>
<td>RAB Radio, FUKUOKA</td>
<td>RSK Radio, OKAYAMA</td>
</tr>
<tr>
<td>JOLF Radio, TOKYO</td>
<td>YBC Radio, AGOMORI</td>
<td>RKK Radio, KUMAMOTO</td>
</tr>
<tr>
<td>FM Radio, OSAKA</td>
<td>IBC Radio, IWATE</td>
<td>OBS Radio, OITA</td>
</tr>
<tr>
<td>ABC Radio, OSAKA</td>
<td>TBC Radio, SENDAI</td>
<td>MRT Radio, MYAZAKI</td>
</tr>
<tr>
<td>HBC Radio, SAPPORO</td>
<td>ABS Radio, AKITA</td>
<td>MBC Radio, KAGOSHIMA</td>
</tr>
<tr>
<td>STV Radio, SAPPORO</td>
<td>YBC Radio, YAMAGATA</td>
<td>KHR Radio, OKINAWA</td>
</tr>
<tr>
<td>FM Radio, FUKUOKA</td>
<td>RSC Radio, FUKUSHIMA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>BSN Radio, NIIGATA</td>
<td></td>
</tr>
</tbody>
</table>

Besides the above, we still have our daily "Love Sounds Special" programs on JOLF in Tokyo.

When we promote a concert, the stage is not just a wooden platform. We have a staff that does nothing else but figure out stage settings and how to present the artist where he can work the most comfortably and to the best of his ability.
We guarantee you that the sound and lighting will be the best available in Japan.
We guarantee you that the artist will be looked after and treated better than anywhere else in the world. We feel that this is essential to an artist for him to give his best performance on stage.
We have a staff of over 100 people that are trained to do all this.
We have offices all over Japan, some of the main ones being Kyodo Osaka, Kyodo Yokohama, Kyodo Sapporo, Kyodo Kanazawa, etc., and if we have to we can promote all by ourselves anywhere in Japan at any time.
Our policy has always been "to present an artist so he'll be wanted back again" and "to treat an artist so he'll want to come back again".
This policy of ours has paid off. Almost every artist we've toured has returned for return engagements. The "Ventures" have toured for us 15 times, "Carmen Cavallero", "Billy Vaughn", "Sam Taylor", "The Brothers Four", "Claude Ciari" and "Nini Rosso", have all toured over a dozen times.

Sergio Mendes, Paul Mauriat, Raymond Lefevre, Franck POURCEL, Bee Gees, Supremes, 4 Tops, Temptations, Cliff Richard, Percy Faith, Feliciano and the Lettermen, are among the many artists that we've toured annually for the past several years.

So why go anywhere else when our services are available to you.

---

KYODO TOKYO

Pres: Jiro Uchino
Add: Kyodo Bldg., 3-6-18, Kita-Aoyama, Minato-ku, Tokyo
Tel: 407-8131
Cable: KYOAGENCY TOKYO

---

TAIYO MUSIC

Pres: Tats Nagashima
Add: Azabu P.O. Box 20, Tokyo
Tel: 585-3481
Telex: J26512 TAIYOMUS
Cable: TAIYOMUSIC TOKYO

---

UDO ARTISTS

Pres: Seijiro Udo
Add: 5-9-15, Minami-Aoyama, Minato-ku, Tokyo
Tel: 400-6536/8
Telex: J26552
Cable: UDOARTISTSPRO TOKYO

---
International Music-Record Section

If you have a sound to offer the Japanese, turn to

TOKYO 12 MUSIC

* original numbers * music reviews * producing records * music publishing
* TV show music * merchandising

TOKYO 12 MUSIC is backed by CHANNEL 12 TOKYO outstanding TV STATION IN JAPAN.

TOKYO MUSIC PUBLISHING CO., LTD
ADDRESS: 4-4-7 SHIBA PARK, MINATO-KU, TOKYO, JAPAN.
CABLE: "TOKYO TWELVE MUSP"
PHONE: TOKYO 433-4211

NEW YORK LIASON OFFICE
ADDRESS: 155 EAST 55TH ST, (SUITE 9-H)
NEW YORK, N.Y. 10022
PHONE: (212) 768-7762
MGR: KENZO TATSUNO

Combining the best in international expertise with the finest in Japanese traditional and modern music.

TOSHIBA-EMI
IN JAPAN
IN TUNE WITH TODAY

Combining the best in international expertise with the finest in Japanese traditional and modern music.

ON TRACK FOR TOMORROW

Toshiba-EMI Ltd.
2-17 Akasaka 2 Chome
Minato-ku Tokyo Japan.
Toshiba Music Publishing Co., Ltd.
4-15 Akasaka 5 Chome Minato-ku
Tokyo Japan.
International Music-Record Section

[Embedded image of the page, presumably containing text about the music industry in Japan, including information about record labels, artists, and organizations.]

1. Oldest and largest importer in Japan
2. Havent you any trouble about stored records?
3. Arent you searching about for out-list records?
4. We are just the one who can settle this problem.

MUSE TRADING CO., INC.
Meiwa Bldg. #11 Shibaminokukoba-karagaya-cho
Minato-ku, Tokyo, Japan—Phone (0304) 2525

TRIO RECORDS
One of the most promising sons of TRIO-KENWON

[Contact information for various companies involved in the music industry, including addresses, phone numbers, and notes on services and organizations.]

SERVICES
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

[Information on various associations and professional organizations related to the music industry in Japan, including names, addresses, and contact details.]

DESIGN & ARTWORK


DIRECT MAIL SERVICE


LICENSED ORGANIZATIONS, MUSIC


TAPE CUSTOM DUPLICATORS

Apollon Music Ind., Corp. 1-5 Wakaba-cho, Shitamuku-ku
Tokyo 160 (03) 353-0512 Tel (0353) 0513 Pres. Masanobu Ihara
Gen Mgr. Yoichi Hayashi

Audio: 8-tr., cassette, open reel, open reel quadraphonic

Eastern Sun Ents Co., Ltd., Hirasawa Bldg. 34 Kotocho-cho
Shibuya, Minato-ku, Tokyo 105 (03) 501-0344
Cable: EPMUSIN/LSERV Mgr. Masami Ishimura
Audio: B-tr. quadrophonic, cassette, open reel

Promotions
Tokyo 112 Tel (03) 945-2495 Tel (03) 497-6612

Home office: USA
Audio: B-tr.

JACKETS & SLEEVES

Magazine Corp. 3-6-21 Sendagaya, Shibuya-ku, Tokyo
151 (03) 400-3331 Sales Mgr. Terry Levasseur
Home office: USA
Audio: B-tr.

RECORD PROCESSING MACHINERY

Magazine Corp. 3-6-21 Sendagaya, Shibuya-ku, Tokyo
151 (03) 400-3331 Sales Mgr. Terry Levasseur
Home office: USA
Chf. producer: Shinko packaging

International Music-Record Section
Give her love...

Give her a healthy start.

She needs you to teach her good health habits now
to reduce her risk of heart attack and stroke later in life.
Your Heart Association advises:
Serve her foods low in saturated fats
and cholesterol.
Teach her not to begin smoking cigarettes.
Help her maintain normal body weight and
exercise regularly.
Make regular medical check-ups a family routine.

Give Heart Fund

We Can Be Your Branch Office

- Sub-publishing and promotion of the international copyrights.
- Printing and publication of music.
- Production and promotion of the master recordings of domestic artists.

We are, always, at your service in these three fields.
• record & tape manufacturers/distributors/importers

Ace of Clubs, see Decca.
Acoustic Research, see Decca.
Angel, see EMI.
Archive, see Phonogram.
Argo, see Decca.
Beltona, see Decca.
Columbia, see EMI.
D.G., see Phonogram.
Regional headquarters: Singapore

Parlophone, Goldengate, Derain, Angel, (UK).

11 Year), see Orient Yew.

Phonogram. Chapter Mgr. (UK).
Fiesta Dir (UK).
Ace (UK).
Tel Fai. Kinta A.A. Horoscope King's (France).
Tel fuer of Sales Rex media of Derrick Directory Lin.


Audio: Intl Intl Audio: Intl Global Audio: Intl


Int'l branch: USA, Spectrophone.

• vinyl records


JACKETS & SLEEVES

LABELS


TAPE: BLANK LOADED


Int'l branch: USA, Spectrophone.

• accessories manufacturers


Product: Carrying & storage cases.

Hup Hup Sendirian Berhad, Music City, 61 Jalan Bukit Bintang, Kuala Lumpur, Selangor. Tel: (03) 87-809, 205-774. Mgr: Ng Chin, Sales Mgr: Ms. Ng Ay An; Dir.: Yee Kok Fai.

Product: Display, Chau. (rec. only)

Int'l branch: USA, Spectrophone.

• store fixtures & merchandising aids manufacturers

Hup Hup Sendirian Berhad, Music City, 61 Jalan Bukit Bintang, Kuala Lumpur, Selangor. Tel: (03) 87-809, 205-774. Mgr: Ng Chin, Sales Mgr: Ms. Ng Ay An; Dir.: Yee Kok Fai.

Product: Display racks (tape only).

• tape audio/video playback & recording equipment

Diestholm & Co. Ltd, 68 Jalan Ampang, Kuala Lumpur, Selangor, Tel: 87-981.

Brand name: Universal (Switzerland).


Brand name: National (Japan).

Jebsen & Jessen (Malaysia) Sdn. Bhd., Denmark House, Jalan Ampang, Kuala Lumpur, Selangor, Tel.: 81-956.


Brand name: Grundig. Uher (both Germany).

O'Connor’s Pte., Ltd., Universal Hw., Petai Jaya, Selangor, Tel: 51-943.

Brand name: PVE (UK).


Local branches: Ipooh, Parak. 94 Tamuin Rd Tel: 28- 12, Kuala Bahang, 1st (Independence Day).

Branch: Ipooh Tel: 44, 55.

Brand name: Hitachi (Japan).

MEXICO

Population: 54.953.000

Rate of exchange: $1 = 12.50 pesos.

Per capital income: $1600.

No. of homes with record players: 3,160,000.

Holidays: January 1, February 5 (Promulgation of the Constitution), March 21 (Birthday of Benito Juarez), May 1 (Labor Day), September 16 (Independence Day), October 12 (Columbus Day), November 20 (Anniversary of the Revolution), December 25.

RECORDS

Note: The following data from Amprofon member companies represents about 80% of the total market.


Records, record labels, pre-recorded media imported from USA: 1974—11,094,908, units; 1973—1767,842.

Records, record labels, pre-recorded media imported from MEXICO: 1974—218,018 units; 1973—275,134. 

Average retail price per record: int'l LP's—$1.60; LP's for domestic use—$1.40. EP's—$2.30. singles—$1.90.

Record club sales: 2% of total.

Discounting: Frequent.

Type of distributor: Manufacturer-to-retailer system predominates. There is only one rack jobber, owned by two clubs, Orfeon and Discos de Oro.

Jackes: 65,000.

TAPE:

Note: The following data from Amprofon member companies represents about 80% of the total market.


Average retail price per tape: 8-br. & cassette—$1.50.

Radio stations:

No of commercial 700; no. of government 1; no. of AM 56; no. of FM 4.

Television stations:

No of channels 84 (government 14, commercial 70).

Comment: Various types of programming: musical, TV novels, series imported from USA and other countries.

Marvin Fisher

Page 315
International Music-Record Section

record & tape manufacturers/distributors/importers

Advanced, see Audiosonic.
Angel, see EMI-Capitol.
Archiv, see Polydor.
ArteMusial, see Centro Musical de Tijuana.
Ariel, see Mexicanos.
Artequin, see Audiosonic.
Audionet, see Gas.
Audition, see Gas.
Audiovision de Mexico SA, Acrilico Preto 1427-B, Mexico 12, D.F. Tel: 5-59-15-86, 5-59-17-40. (Distributed by Nacional Audio)

Labels: (Owned) Advanced, Aristas, Artequin, Delta, (represented) Acribe (USA), Avri (USA), Bion (Switzerland), Brunswick (USA), CTI (USA), GNP Crescendo (USA), Ricordi (Antwerp, Belgium), Polydor (Argentina, RKM (Belgium), Sonet (Sweden), Temposound (USA), Top (Spain). (SEE ADVERTISEMENT)

Avandaro, see Discos de Oro.
Avon, see Corona.
Belart, see Polydor.

Labels: (Owned) CBS, Epic, Harmony, Okeh, Sultana, (represented) Buena Vista, Gamble, Monument, Philadelphia Int'l, T.Nak, Zonarp (all USA).
Int'l reps: Worldwide (CBS Int'l) except USA (Cayman).

Camero, see RCA.
Canon, see Cune Raff.
Capital, see EMI-Capitol.
Casa, see Grever.
Cash, see Grever.
Cave, see Gamma.


Labels: (Owned) Arcoiris, Musical, Rainbow Music, (represented) Arcaz, CBS, Capitol, Cayronics, Diamante, Fama, Fama Int'l, Gamma, Latin Int'l, Miami, Polydor, RCA, Sonido Int'l, Super Sonido, Tempo, see Discos de Oro.
Certif., see Discos de Oro.

Int'l branch: USA. Raff Recs.
Labels: (Owned) Cune Raff, Corin, Diabolo (represented) Bueno Suerte (USA), Dark (Venezuela), Discos El Salvador, Disc Jockey (Argentina), Hurricane (USA), Movieland (Spain), Nippon Columbia (Japan), Norema (USA), Sombrero (USA).
Int'l reps: Argentina (Disc Jockey), El Salvador (Discos), Venezuela (Dark). (SEE ADVERTISEMENT)

Centro Infantil, see Corona.
Coro SA, Rua de Penau 80, Mexico 17, D.F. Tel: 5-31-29-00, Pres. & Gen. Mgr.: Leonardo Rios. VP & Technical Pro'f & Gen. Mgr.: Jorge Gonzalez Co.
Labels: (Owned) Avon, Comtrano, Corona, Discocentro, Fortuna, Jengo, Redwva.
Int'l reps: (SEE BAFS)

D E L A (Director de la Coordination & Exploitation de artistas & repertorio para Latinoamérica), Av. Miguel Angel de Quevedo 531, Mexico 21, D.F. Tel: 5-54-34-88 Cable GRAMMAPHON Telor: 0177-4520. Gen. Mgr.: Andra Toffler. (Laren office for Polydor & Phonogram group of companies in Latin America).

D.G, see Polydor.
D.L.V see Musan.
D.M, see Discos & Cartuchos.
Delta, see Audiosonic.
Diablo, see Cune Raff.
Diana, see Gamma.
Dimas, see Mexicanos.
Discocentro, see Corona.

Labels: (Owned) DM, Melody, (represented) Caliente (Colombia), Microtron (Argentina).
Int'l reps: Argentina (Polyfon), Columbia (Sonocas), Ecuador (Famoso), Guatemala (Didares), Peru (Decibel), USA (Orfeon). (SEE ADVERTISEMENT)


Labels: (Owned) EMI, Capital. Angel, Ceylon, Sareagm (represented) ABC, Peacock, Arcade, Capitol, CBS, Elektra, First (UK), MCA (Argentina), MX, Polydor, SM, Teldec (all USA).

Int'l reps: Worldwide (EMI group), Bolivia (Duerr), Central America (Discos Latinamericanos), Colombia (CBS), Ecuador (IFESA), Peru (EMPSA), USA (EMI Int'l), Venezuela (Los Ruscos).

Eco, see Peerless.

---

MEXICO

DISCOS GAMMA & EDICIONES MUSICALES GAMMA

"most experienced company in promotion and distribution of international catalogs in Mexico"

P.O. Box 7762
Mexico 1, D.F.
PHONE: 545-67-35
CABLE: GAMMADISC
TELEX: 1772424 GAMMAME

---

**MEXICO**

**Discos Mexicanos, S.A.**
Aice Blanco, 26
Naucalpan, Edo. de Mex
Mexico.

PHONE: 576-49-35

---

**Los Angeles**

**Orfeon Records, Inc.**

2837 West Pico Blvd.
Los Angeles, Calif. 90006
Tel: Area Code 213
737-1223

---

**New York, N.Y.**

**Orfeon Records, Inc.**

689 Tenth Avenue
New York, N.Y.
International Music-Record Section

MEXICO


- (Distributed) Alshere, Artequin, Aristas, Avco, Brunswick, CTI, Delta, Fermata.

Oasis, see Musart.

Odeon, see EMI-Capitol.

Oh, see CBS/Columbia.

Omega, see Son'Art.

Orbis, see Gas.

Orfeon, see Mexicanos.


Labels: (Owned) Panamusic, S.A.; (represented) Avenue of America (Canada) Carabine (France), Chorus (France), IT/TP Tonband (Germany).

Pilloyo, see Gas.

Peerless (Fabrica de Discos SA (FPI), Mariano Escobedo 201, Mexico 17, D.F. Tel: 5-45-72-13. Pres. Heinz Kickwitz; Gen. Mgr.: Peter Ulrich.

Labels: (Owned) Ecol, Peerless, (represented) Asteca (USA), Chanticleer (Brazil), Decca (France, Italy), Del Valle (USA), Daram (Colombia); HI (USA); Indica (Costa Rica); London (UK), LAM (Canada); ONIX (Ecuador); Palacio (Venezuela), Richmond (UK), Seeco (USA), Starbright (USA), Telefunken (Germany), Threshold (UK), Turnabout (USA), Virrey (Peru), Vox, USA.

Int'l reps.: Argentina (Famous), Chile (Philips), Colombia (Fuentes); Costa Rica (Indica), Dominican Republic (Guarachita), Ecuador (Fabrica de Discos). Japan (Nippon Columbia), Peru (El Vireo), Portugal (Rádio Triunfo), South Africa (Coronet), Spain (Columbia), USA (Musical Tapes, Sunshine, Venezuela) (Paisaje de la Musica).

Pegaio, see Discos de Oro.

Philips, see Polydor.


Home office: Germany.

Labels: (Owned) Archiv, Beacock, Deutschland, Heilicoder, Karussell, MGM, Mercury, Philips, Polydor, Spectrum, Verigo, Verne, (represented) Astria (USA), Cube (UK), Heine Verlag (USA). Steck (USA).

Int'l reps.: Guatemala (Dideca), USA (Miami Recs.), worldwide (Polgram group). (SEE ADVERTISEMENT). Premier, see Mexicanos.

Premier (Brazil), see Fermata.


Labels: (Owned) RCA, Camden.

Int'l reps.: Argentina (Pro-Discos), Colombia (Sonolux), Dominican Republic (Cambi), Ecuador (Fadisa), El Salvador (Oseas), Jamaica (Federal), Panama (Discos de Panama). Peru (Fabricantes Technicos Asociados).

Puerto Rico (Rafitver Sales), Trinidad (International Reg'g), Uruguay (American Produ.), Venezuela (Cordial).

RGE, see Fermata.

Raff, see Cisne Raff.

Rainbow Music, see Centro Musical de Tijuana Recopite, see Cartuchos Magneticos.

Reds, see Coro.

Regis, see Son'Art.

Sanghem, see EMI-Capitol.

Sol, see Panamusic.

Som/Maric, see Fermata.

Son'Art (Discos SA), Lago Helmar 26, Mexico 17, D.F. Tel: 5-31-81-00. Pres. Teodoro Mantilla Ollaverritos; Commr: Mgr. de Música González Bermúdez.

Labels: (Owned) Son'Art, Omegas, Regis, (represented) Dima (Peru), Discophon (Spain), Fonita (Guatemala), Imperial (Venezuela), Infoposa (Peru), King (Japan), Kubaney USA. Malvita (Argentina), Tal (Colombia), Tropical (Colombia), Vege (France, Spain), Vicenta Colombia (Tropical). (SEE ADVERTISEMENT). Cartuchos Magneticos. Spectrum, see Polydor.

Studio, see Mexicanos.

Sultana, see CBS/Columbia.

Tequila, see Musica de Mexico.

Tribol, see Musart.

Verigo, see Polydor.

Verve, see Polydor.

X E W, see Discos de Oro.

● Independent record producers

Ruben Fuentes, Apdo. 21-107, Mexico 21, D.F. Tel: (905) 5-34-55-91.

Label credits: Musart, OPFM, RCA.


Label credits: RCA.


Label credits: CBS, Musart, RCA.


Int'l branch: USA.

Label credits: Cara, Cash (USA). Cisne-Raf, Musart.


Label credits: Falcon, Peerless, Audiovision.

● music publishers

Aberbach de Mexico SA, see Grauer.


Alfa Music (EMMAC), Pta Tecolutla 452, Col. Marte, Mexico 5, D.F. Tel: 5-79-78-30, 5-79-12-11; Mgr.: Ma. Teresa Betran de Franco.

Arnac, see PHAM.

Beechcroft de Mexico SA de CV (EMMAC), Rio Bahias 49, Mexico 5, D.F. Tel: 5-25-17-00; Mgr.: Arq. Jose Cruz.

Intl firm's represented: EMI group (worldwide), Edmusa (Guatemala), Flavux (USA), France Etoile (France), Jabea (USA), Metromedia (USA), Naco USA, New York Times (USA), Our Music (UK), Red Bus (UK), Rondor group (USA), Serrenas Gems Colombia (USA), Stein & Van Stock (USA).

Int'l agency: Worldwide (EMI group), Colombia (Ecomusc), Peru (Continental).

Boni Collectio Eds. Musicales (EMMAC), Apdo. 9982, Administracion de Control 1, Mexico 1, D.F. Mgr.: Jose A. Colato Gomez.


Affiliate: Promzmctz (EMMAC).

Int'l firm's represented: Borraine (USA), Colombiano Intl de Musica (Colombia), Consorcio de Ed. Musicales Peruana (Peru), Walt Disney (USA). Sam Fox (USA), Notable (USA), Alfredo Perroti (Argentina), Portable (USA), September (USA), Larry Spier (USA), Wonderland (USA).

Int'l reps.: Argentina (Alfredo Perrotti), Colombia (Colombiano Intl de Musica), Ecuador (Sadarum), Peru (Consorcio de Ed. Musicales Peruana), Spain (SGAE), USA (Songs of Mexico), Venezuela (Alvaro Sánchez Loppo).

Carrere Musica SA (EMMAC), Lugarina de Mayrak 258, 2nd fl, Mexico 17, D.F. Tel: 250-09-35, Mgr.: Enrique Marquez O.

Cordua SA, see Mexicanos.

Cufuna SA, see Mexicanos.

Corralchico SA (EMMAC), Regina 43-201, Mexico 1, D.F. Tel: 5-13-36-93.

Comercial Music Corp., c/o Movimiento Fino, 343 Loca 74, Mexico 4, D.F. Tel: 247-66-10.

Cora (Ed.) (SAMC), Bahia de Penafu 80, Mexico 17, D.F. Tel: 5-31-29-00. Mgr.: G. Muro de Escolar.

Corona SA (Promotrice de Musica), Marqueta 191-3, Col. Guernero, Mexico 3, D.F. Tel: 5-26-07-50. Mgr.: Cirina Corona Romero.

Discos de Oro (Ed.) SA de CV, Av. de Los Angeles 117, Mexico 20, D.F. Tel: 5-93-31-11; Pres.: Roberto Ayala.
International Music-Record Section


EMI X Publicidad Musical, see Hnos. Marquez

EMI (Ed. Mexicana de Música SA) Int’l, Mariano Escobedo 16, tel & 2nd fl., Mexico 17, D.F. Tel: 5-45-03-40. Mgr. Ramon Paz


EMEX Publicidad Musical, see Hnos. Marquez

EMUSCO (España), see Tel (Ed.)

EMPORIO Musical, Int’l, see Tel (Ed.)

Entrasound SA, see Tel (Ed.)

Envidia, see Mexicanas de Música


Int’l firms represented: Arabella (Spain), Audians (Spain), Discorama (Spain), Farnana (Brazil), Generes (UK), Gestionarte (Netherlands), Chim Chime (UK), Prodamus (Colombia), Stirling-McQueen (UK), Zafito (Spain)

Int’l reps.: Central America (Damas in Guatemala), Spain (Discorama), Venezuela (Contrapunto)

Ed. Musical Latino Americana SA, see EMLASA.

Envidia, see Musicalo-representaciones.

Emrotha, see Mexicanas de Música


Firma Musica (Ed. EMMAC), Paseo 85, Dept. 4, Mexico 12, D.F. Tel: 5-38-52-31. Mgr.: Adalberto Guevara

Gamme SA (Eds. Musicale) (EMMAC), Apdo. 7162, Zone 1; Emerson 432, Mexico 5, D.F. Tel: 5-45-87-35. Cable: GAMMA DISC Telex 1772443. Pres. Jose M. Vidrio Zapate, Gen. Mgr.: Carlos J. Camacho H., Publ: Jose Falguerra A.

Int’l firms represented: Musicagrella USA, CAM (Italy), Hispano (Spain), Promus (USA), Superwebly (USA), Walodd (USA)

Int’l reps.: Portugal, Spain (both Hispanic vs); SEE ADVERTISEMENT.


Gema Musical, SA, Ejecutivo Nacional 209 4th fl., Mexico, D.F. Tel: Enrique Marquez

Grever Int’l (EMMAC, SADRAM), Aultecop 107, Mexico 11, D.F. Tel: 5-27-01-00. Pres.: Charles E. Grever, Gen. Mgr.: Angel Hernandez; Royalties Dept.: Samuel Arredondo

Arbites: Aberbach de Mexico SA, Musical Rights of Mexico SA, Ed. Seca

Int’l firms represented: Irving Berlin, Handy Bros. T.B. Harris, MAN, Edward B. Marks, G. Schimler. A. Schroeder (All USA)

Int’l reps.: Germany (Rudolf Sleazak), Spain (SGAE), USA (Golden Sands)


Impulsora Musical Bajacaliforniana (EMMAC), Rio Bota & A. De Mendoza 1099, Mexico, B.C. Tel: B-13-88. Mgr.: Roberto V. Lemus


Int’l firms represented: Artemis (Netherlands), Carlin (UK), Egrem (Cuba), Kame Sutra (USA), Kaskel (USA), Ten East (USA), Veantura (Netherlands)

Int’l reps.: Argentina (Korn), Brazil (Intersound), Germany (Intersound), Italy (Alfredo Errede), Spain (Fontana, UK), (Intersound), USA (Intersound Beisland)


Int’l firms represented: Canciones del Mundo (Spain), Curci (Italy), Melodias Ecuatorianas (Ecuador), Nueva Ola (Panama), Rhythm (Colombia), Smart (Argentina), Sony (Italy), Sojvin Jerbon (Italy), Tone (Japan)

Int’l reps.: Argentina (Korn), Spain (SGAE), USA (Songs of Mexico)


Manzamusic, see Mexicanas de Música

Hnos. Marquez SA (EMMAC, SACM), Av. Chapultepec 48-201, Mexico 1, D.F. Tel: (800) 5-88-01-02, 5-88-25-16. Mgr.: Jose Marquez. Artistic Mgr. Ramon Marquez

Affiliates: EMEX Publicidad Musical

Int’l reps.: Argentina (Korn), Colombia (Ecomus), Ecuador (SAMRAJ), USA (Golden Sands)


Affiliates: TRO-Expo de Mexico SA

Int’l firms represented: Combine, Gambi, Ben Ghazi, Resaca del USA, TRO (UK, USA)

Int’l reps.: USA (Melody Lane)

Mexicana de Musica SA de CV (Ed.) (Edits) (EMMAC), Av. Cuauhtemoc 2519, Mexico 16, D.F. Tel: 5-27-60-20 x 107 Cable: MEXRCA. Gen. Mgr.: Enrique Figueroa Zamora B.

Affiliates: Capoee SA, Celeuma SA, Emrath, Manzanuc, Mills Music SA, Fim SA

Int’l firms represented: ATV (USA), Associated

---

VALORES CANTANTES Y SONANTES

ARTISTAS MELODY DISCOS CON IMPACTO

Rosalba Raul Vale Los Strwick

TO GET ACTION GO TO

Adisa

THE ONLY INDEPENDENT DISTRIBUTION COMPANY IN MEXICO

Adisa

NACIONAL AUDIO DISTRIBUIDORA, S.A.

TELEFONOS: 559-24-39 559-25-40

Adolfo Prieto 1427-B

Local No. 2 2P-12

BILLBOARD 1975-1976 INTERNATIONAL MUSIC-RECORD DIRECTORY

Page 319
International Music-Record Section

Billboard

CEM

Ampex

Mexicanos

Coro

M

Video:

Naucalpan.

D & Azcarraga;

Audio:

26.

Naucalpan.

SA.

Villareal 00

00

SA.

San

San

Bahia

Bahia

Magneticos

E.

Rogerio Mexico

8-tr

Mexico

- Ir.,

"Gen.

Lopez.

Gen.

del

Av.

5-91-06-50.

Luis
cassette.

cassette

Tel:

cassette

de

de

Reyes 8-tr,

Mgr.

8-tr,

Int

Apdo.

Azcarraga:

LOADED

Machin.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

A.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.

V.
**International Music-Record Section**

**Prod. Mgr.:** Cees Janssen
**Exec. Mgr.:** Cees Janssen
**Imports Mgr.:** Fred Schroeders

**Labels:** (Owned) Negram, Pandora, Universal (distributed)
- Golden Lion
- Amado (Australia)
- Polydor (FR), Birth (USA)
- Blue Thumb (USA)
- Cadet (Belgium)
- Carravan (Belgium)
- Casablanca (USA), Checker (USA), Chess (USA)
- Clave (Spain)
- Dad (France), Dot (USA), Fa- mous (USA)
- Festival (France), Fing (Germany)
- Ga- viano (Spain), Hallmark (UK), Intercord (USA)
- Hego (Spain)
- Janus (USA)
- Marlin (Spain), Midl.
- Musicland, Musicland (Germany)
- Peer (UK), Phönix (Germany), Paramount (USA)
- Pentagram (USA), Perception (USA), Plantation (USA)

**Specials:**
- Noveleon, see Boscheck
- Nonuex, see WEA Recs.
- Obika, see Edwin Duncker
- Oden, see Bovama BV
- O'La La, see Duracell
- Old Blue, see Munich
- Orange Int., see Boscheck

**Nona,** see Boscheck

**Ora,** see Universal Prod.

**P.G.H.,** see Chairs

**Pan,** see Aniola-Eurodisc

**Pandora,** see Negram

**Papillon,** see巴斯

**Park seeBasart.
**Permit, see Decca

**Pietro Recs.,** Baarnestraat 42, Haarlem. Tel. (023) 31-08-65. Cagie PASREC.


**Pegasus,** Lisadestra 25, Amsterdam. Tel. (020) 21-31-38. 23-13-94

**Labels:** (Represented) China, Divinavia, Topic

**Pergon,** see Phonogram

**Philips,** see Phonogram

**Phonogram BV,** Drinemstraat 11, Amsterdam-Buitenveldert. Tel. (020) 44-06-88. Telex: 12038

**Labels:** (Owned) Philips, Fontana, Impact, Mercury, Pergon, Vertigo (represented) Big Tree (USA), Bus Stop (USA), Chapman (USA), D.J.M. (UK), Decca (USA), Dacasse (France), Dial USA, Discus H (France), Family Prod. (USA), Flying Dutchman (USA), Free Air (UK), Intercord (USA), MAM (USA), Shelter (USA), Thelme (France), Tucophone (UK), WWA (UK).

**Phonogram Int. BV,** PO Box 23, Gerrit van der Veerenlaan 4A, Baarn. Tel. (02154) 99-11. Cable PHONINT Telex 11169.

**Pipo Recs.,** Bijlmerweg 12A, Amsterdam. Tel. (020) 98-60-64.

**Pirken see Duracell.
**Poker, see Basart.

**Polo BV,** PO Box Stuurlaan 36, Ryneveld. Tel. (070) 75-00-76. Telex: 31469.

**Prod. Mgr.:** John van Bien, Margo Thijs.

**Producers:** Heyningen; Sales Mgr.: Jan Zandhuis; Adv. Wiebe Andringa; Label Mgrs.: Harm Knapich, Jeroen van Bar.

**Labels:** (Owned) Archiv, DG, Hildebrand, Karussell, MGM-Metro, N.P., Polydor, RCA, Vervinse (distributed)
- Dakarvamp, Hartley Holland, Interes (represented) Casparion (做法), Celes (UK), Esac (UK), QTO (UK), Jet (UK), Pablo (USA), RSO (USA), Resonance (Germany), Ring O (UK), Schwann (Germany), State (USA), Suklä (UK), Track (UK).


**Prod. Mgr.:** John van Biem, Margo Thijs.

**Producers:** Heyningen; Sales Mgr.: Jan Zandhuis; Adv. Wiebe Andringa; Label Mgrs.: Harm Knapich, Jeroen van Bar.

**Labels:** (Owned) Archiv, DG, Hildebrand, Karussell, MGM-Metro, N.P., Polydor, RCA, Vervinse (distributed)
- Dakarvamp, Hartley Holland, Interes (represented) Casparion (做法), Celes (UK), Esac (UK), QTO (UK), Jet (UK), Pablo (USA), RSO (USA), Resonance (Germany), Ring O (UK), Schwann (Germany), State (USA), Suklä (UK), Track (UK).

**Pop Sound, see Edwin Duncker.
**Rackstar, see Benedikt Music


**Labels:** (Owned) Black Tulip, Diaconomy, Exclusive.


**Repris, see WEA Recs.
**Rev., see Decca.

**Riovia, see Barclay.
**Rock Classics see Universal Prod.'s


**Labels:** (Owned) Blossom, Iris, Mira, Narcis, Tulip.

**Secondo, see Kompas (moderne), 2, Amsterdam.
**Sales Mgr.:** A. M. Goudewold (Manufacturers/Distributor/Im- porter).

**Showtime, see EEB.
**Silva, see Hoat.

**Somerset, see Miller Int.'s
**Sonco, see Miller Int.'s

**Sonopress BV, Postbus 7551, Bavenhoven 6, Rotterdam. Tel. (010) 32-94. 32-94-87.


**Labels:** (Owned) Budapest, Fidelio, (represented) Hungaroton, Quaion (both Hungary).

**Studio 33, see Intermix B.V., see Anagon.
**Sure Shot, Zuidpleinplein 4, Uden. Tel. (043) 62-81-69.


**Target, see Boscheck.
**Te Deum, see Duraco.

**Telgram, see Benedikt Music
**Telstar, see Benedikt Music

**Threshold, see Decca.
**Traffic, see Boscheck.

**Tulip, see Rautogum.
**Unie, see Benedikt Music

**Universe Prod.'s see Aalsterstraat 33, Leeuwarden. Tel. (05100) 201-94, 2-45-22. Pres. W. Van Seijen. (Distributed by Negram)

**Labels:** (Owned) Universe, Rock Classics, UP (represented) ESP (USA), WAM (Germany).

**V.I.P. Recs., PO Box 64, Sparne 55, Haarlem. Tel. (023) 32-00-55. Chief Exec. & Gen. Mgr.: Hans I. Ke- lerman.

**Home Office:** France: Vogue

**Labels:** (Owned) Delgado, Larios, Modra, Mondia Music: Vogue, (represented) Bollaiphon (Germany), Budapest (Hungary), Collector Series (UK), Dawn (UK), Ember (UK), GNP Crescendo (USA), Golden Guinea (UK), Golden Hour (UK), Grove Merchant (USA), Han- grant (Hungary), Marble Arch (UK), Marler (France), Motors (France), Numero Uno (Italy), Orfeu (Portugali), Pve (UK), Questor (Hungary), Rouetse (USA), Route (UK).

**Veb, see Aniola-Eurodisc.
**Ventrica, see Decca.

**Vergo, see Phonogram
**Verve, see Polydor.

**Vier Wiken, see Basart.
**Vogue, see V.I.P.


**Home Office: USA

**Home Office: USA, WEA Int.'

**Labels:** (Owned) Asylum, Atlantic, Elektra. NOneuch, Reprise, Warner Bros., Impresst (represented) Rolling Stones

**Warner Bros. see WEA Recs.

---

**NEW DAYGLOW MUSIC B.V.
**RED BULLET PRODUCTIONS, B.V.

**Alexandraan 2, P.O. Box 231, HILVERSUM, HOLLAND

**Phone:** (02150)-57841

**Telex:** 43956

---

**NEW DAYGLOW MUSIC, B.V.**
**RED BULLET PRODUCTIONS, B.V.

**Alexandraan 2, P.O. Box 231, HILVERSUM, HOLLAND**

**Phone:** (02150)-57841

**Telex:** 43956

---

**For Hits in FROM HOLLAND**

---

**NEW DAYGLOW MUSIC, B.V.**
**RED BULLET PRODUCTIONS, B.V.

**Alexandraan 2, P.O. Box 231, HILVERSUM, HOLLAND**

**Phone:** (02150)-57841

**Telex:** 43956
Anagon Music (UK), Forsyth Bros (UK), Kungra (Hungary), Russian State Music (USSR), Waren & Philips (UK).

Budde-Bassett BV, see Intersong-Bassart.

Buschmann, E. Fleischer 46, Utrecht, Tel. 030 98-33-80.

Carrington, see Apricot.

Chappell & Co. Holland, Singel 170-172, Amsterdam, Tel. (020) 22-95-95.

Circle Music, see Anagon.

Connelly, see Intersong-Bassart.

Concerto Music, see Integras.

Creyghton, see Intersong-Bassart.

Dijon, see Intersong-Bassart.

Eerste Lagere Muziek School, see Willemijn.

Elkan-Volson, see Intersong-Bassart.

Essex Music BV, see Intersong-Bassart.

Freetone, see ABC/Colburn.

Fuji Music, represented: EMI Holland, see Intersong-Bassart.

Gerard Kuit, see Intersong-Bassart.

Hilversum, see Intersong-Bassart.

Holmes, see Intersong-Bassart.

Ingram, see Intersong-Bassart.

Jackson, see Intersong-Bassart.

Kashner, see Intersong-Bassart.

Kestenbaum, see Intersong-Bassart.

Klaver, see Intersong-Bassart.

Knauf, see Intersong-Bassart.

Kraus, see Intersong-Bassart.

Kulas, see Intersong-Bassart.

Lachlan, see Intersong-Bassart.

Lerner, see Intersong-Bassart.

Limegreen, see Intersong-Bassart.

Long, see Intersong-Bassart.

Lyman, see Intersong-Bassart.

Mander, see Intersong-Bassart.

Mang, see Intersong-Bassart.

Martins, see Intersong-Bassart.

Mata, see Intersong-Bassart.

McGowan, see Intersong-Bassart.

McNally, see Intersong-Bassart.

McPhee, see Intersong-Bassart.

Mead, see Intersong-Bassart.

Mills, see Intersong-Bassart.

Mondello, see Intersong-Bassart.

Morgan, see Intersong-Bassart.

Murray, see Intersong-Bassart.

Murphy, see Intersong-Bassart.

Nieminen, see Intersong-Bassart.

Nolte, see Intersong-Bassart.

Nordenstam, see Intersong-Bassart.

O'Brien, see Intersong-Bassart.

Pfeiffer, see Intersong-Bassart.

Preis, see Intersong-Bassart.

Quast, see Intersong-Bassart.

Ramsey, see Intersong-Bassart.

Reid, see Intersong-Bassart.

Ritchie, see Intersong-Bassart.

Rosenblatt, see Intersong-Bassart.

Rutten, see Intersong-Bassart.

Sant, see Intersong-Bassart.

Schick, see Intersong-Bassart.

Schmeisser, see Intersong-Bassart.

Schuster, see Intersong-Bassart.

Schwartz, see Intersong-Bassart.

Shearing, see Intersong-Bassart.

Shaw, see Intersong-Bassart.

Simpson, see Intersong-Bassart.

Siver, see Intersong-Bassart.

Smith, see Intersong-Bassart.

Snedden, see Intersong-Bassart.

Starr, see Intersong-Bassart.

Staycey, see Intersong-Bassart.

Taylor, see Intersong-Bassart.

Tennenbaum, see Intersong-Bassart.

Throckmorton, see Intersong-Bassart.

Tipton, see Intersong-Bassart.

Twomey, see Intersong-Bassart.

Vance, see Intersong-Bassart.

Varian, see Intersong-Bassart.

Vinnik, see Intersong-Bassart.

Walpole, see Intersong-Bassart.

Weaver, see Intersong-Bassart.

International Music-Record Section

Administered firms: Blue City Music, Planet Music, Chief Music.

Virgo Music (BUMA-STEMRA), see Associated Artists.

Wepac Distributors, see Vocal Music Indus.
Wich Music, see Veronica.
X Y Z, see Rogers.
Xmusic, see April.

Services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Amsterdam Musik Bond, Postbus 73, Amsterdam H.L. 167 O.Z. 1070
Amstelkring, Amsterdam (Beheersbedrijf voor Nieuwe Set van Amsterdam Council).
Amsterdamse Muziekbelangen (SONOPRESSE, Nieuwe Hoofdstraat 163, Amsterdam Tel. [020] 25-72-10)
Amuscat C.G., Amsterdam [020] 43-69-41
Army of Natives (Commission for the International Music Council, Jacob Obrecht 51, Amsterdam Z Watergraafsmeer, Tel. [010] 3120 3122)
Artiesten Bond, Amsterdam.
Ass. van Nederlands Componisten (Society of Dutch Composers), Veleriustr. 25, Amsterdam Z. Tel. [020] 43-69-41 Customizing.
Belgium Music Exporters, see Belgian Music Exporters.
Billboard Promotions, see Billboard Promotions.
Billboard Records, see Billboard Records.
Billboard Sound, see Billboard Sound.
Billboard Soundtruck, see Billboard Soundtruck.
Billboard TV, see Billboard TV.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
Billboard Video, see Billboard Video.
International Music Record Section

New Zealand

Enksound International

Accessories Manufacturers

Ampco Ltd., 166 Amsterdam. Tel: (020) 42-08-44. Tel: 11444 Mgr: B. W. Harrs.

Cordless

Magnetic tape


Cordless, etc.


Erskound (Netherlands) B.V., Singel 104. Amsterdam. Tel: (020) 23-43-61. (Blank only).

Internds BV, Turf en Kade 1, Haarlem. Tel: (023) 31-93-80. (Blank only).

Accessories manufacturers


Cordless

Magnetic tape


Cordless, etc.


Erskound (Netherlands) B.V., Singel 104. Amsterdam. Tel: (020) 23-43-61. (Blank only).

NEW ZEALAND

Population: 2,925,000.

Rate of exchange: (US $) = 1.77 NZ dollar.

Per capita income: $2,950.

Education (Year of Age): 12.

October 30 (Saturday). Day 25, 26.

RECORDS

Records, record blanks & pre-recorded media imported


Exports to USA: 1974-2,010 units. 4150; 1975, 14,851.

Average retail price per record: LP’s: (US $) 19.90. singles (US $) 1.10.

TAPE

Average retail price per tape: Cassette: (US $) 1.90.

Record & Tape Manufacturers/Distributors/Importers


Labels: (Owned) Family, Pyle; (distributed) Impact, Revolution, White Cloud (represented: Atlantic UK), Alaska (represented: Atlantic UK), Airithia (represented: Atlantic UK), Dale (represented: Atlantic UK), Gulf (represented: Atlantic UK), MCA (represented: Atlantic UK), Playboy (represented: Atlantic UK), Rediffusion (represented: Atlantic UK), Shelter (represented: Atlantic UK), Turnaround (represented: Atlantic UK), 

Electric (represented: Atlantic UK), EMI (represented: Atlantic UK), U.S. Records (represented: Atlantic UK), Viva (represented: Atlantic UK), White Cloud (represented: Atlantic UK), Zephyr (represented: Atlantic UK).

Angie, evil.

Bacchus.

Bacchus.

Cassette: (US $) 1.90.

Record & tape manufacturers/distributors/importers


Labels: (Owned) Family, Pyle; (distributed) Impact, Revolution, White Cloud (represented: Atlantic UK), Alaska (represented: Atlantic UK), Airithia (represented: Atlantic UK), Dale (represented: Atlantic UK), Gulf (represented: Atlantic UK), MCA (represented: Atlantic UK), Playboy (represented: Atlantic UK), Rediffusion (represented: Atlantic UK), Shelter (represented: Atlantic UK), Turnaround (represented: Atlantic UK), 

Electric (represented: Atlantic UK), EMI (represented: Atlantic UK), U.S. Records (represented: Atlantic UK), Viva (represented: Atlantic UK), White Cloud (represented: Atlantic UK), Zephyr (represented: Atlantic UK).

Angie, evil.

Bacchus.

Bacchus.

Cassette: (US $) 1.90.

Record & tape manufacturers/distributors/importers


Labels: (Owned) Family, Pyle; (distributed) Impact, Revolution, White Cloud (represented: Atlantic UK), Alaska (represented: Atlantic UK), Airithia (represented: Atlantic UK), Dale (represented: Atlantic UK), Gulf (represented: Atlantic UK), MCA (represented: Atlantic UK), Playboy (represented: Atlantic UK), Rediffusion (represented: Atlantic UK), Shelter (represented: Atlantic UK), Turnaround (represented: Atlantic UK), 

Electric (represented: Atlantic UK), EMI (represented: Atlantic UK), U.S. Records (represented: Atlantic UK), Viva (represented: Atlantic UK), White Cloud (represented: Atlantic UK), Zephyr (represented: Atlantic UK).

Angie, evil.

Bacchus.

Bacchus.

Cassette: (US $) 1.90.

Independent Record Producers


Labels: (Owned) Coburn, Polydor, Vertigo, Verve; (distributed) Atlantic (represented: Atlantic UK), Warner Bros., Decca (represented: Atlantic UK), EMI (represented: Atlantic UK), ABC (represented: Atlantic UK), Blue Skye (represented: Atlantic UK), Blue Skye (represented: Atlantic UK), EMI (represented: Atlantic UK), Vertigo (represented: Atlantic UK), Virgin (represented: Atlantic UK), White Cloud (represented: Atlantic UK), Zephyr (represented: Atlantic UK).

Brookland Music Ltd., PO Box 21042, Henderson, Auckland

PRINTERS & LITHOGRAPHERS
Levin Rec. Studies, 200A Oxford St., Levin. Tel: 5-879
Cello-Kraft Ltd., 61 Ira St., Wellington. Tel: 886-331
RECORD PROMOTION
TPA CUSTOM DUPlicators
E M (New Zealand) Ltd., PO Box 30476, 408 hut Rd. Lower hut, Tel: 66-799. Mgr. M. E. Michelson. Audio: Cassettes
ENVELOPES & MAILERS
Supreme Prods. Ltd, (South East Asia) Ltd., 86 Oxford St. Levin. Tel: 872-032. Audio: Cassettes
JACKETS & SLEEVES
Cello-Kraft Ltd., 61 Ira St., Wellington. Tel: R. M. Dunn: Mgr. El: J. Errata. (Jackets)
Rotowax Ltd., 90-100 Hanson St., Wellington. Tel: 894-095. Mgr. M. P. Stewart. Audio: Custom
SACRIFICES
LABELS
E M (New Zealand) Ltd., PO Box 30476, 408 hut Rd. Lower hut, Tel: 66-799. Mgr. M. E. Michelson. Audio: Cassettes
TAPE, BLANK LOADED
E M (New Zealand) Ltd., PO Box 30476, 408 hut Rd. Lower hut, Tel: 66-799. Mgr. M. E. Michelson. Audio: Cassettes
Music World Ltd. (Hoghton Hughes Ltd.) PO Box 7134, Christchurch, Tel: 30-181. Cable: MASTERCARD Mng. Dir. H. Hughes. Sales Mgr. I Hughes. Audio: Cassettes
*605 sq. mrgs manufacturers
Music World Ltd. (Hoghton Hughes Ltd.) PO Box 7134, Christchurch, Tel: 30-181. Cable: MASTERCARD Mng. Dir. H. Hughes. Sales Mgr. I Hughes. Product: Head cleansers & degreasers

NIGERIA

 Population: 97,800,000

Rkad. c.c. 1:200,000 = 0.595 nares
Per capita incomes: $210
Holidays: January 1, July 1 (Birth of Prophet), October 1 (Independence Day), December 26 (Boxing Day), traditional Moslem & Christian holidays

Records, record labels, pre-recorded media imported from USA: 1974—112,489, 1973—43,002

Records exported to USA: 1973—113,111. units, 91.047

• record & tape manufacturers / distributors / importers

Archiv, see Phonogram
Badoji, see Phonogram
Capitol, see EM
Columbia, see EM
DG, see Philips
Decca (West Africa) Ltd., PO Box 412, 24 Abibuo Oki St. Lagos, Tel: 408-016/337 Sales Mgr. Ageebi优良 Mng. Dir. Eldred Ros. Emede
Elkem, see Phonogram
Fontana, see Phonogram
H MV, see EM
Harvest, see EM
MG M, see Phonogram
Mercury, see Phonogram
Music for Pleasure, see EM
One-Up, see Phonogram
Phonogram, see EM
Phonogram Ltd., PO Box 2997, 6 Ijora Causeway, Lagos Tel: 3-489, 347-983 Sales Mgr. Air I. 9197. Mng. Dir. Idi Bello
Rex, see Phonogram
Royal Zonophone, see EM

Plates, see EM

• record & tape audio/ video playback & recording equipment

**Norway**

**Population:** 3,960,000

**Language:** Norwegian

**Region:** International Music-Record Section

**Record & tape manufacturers/distributors/importers**


**EMI**


**Music publishers**

**International Music Record Report - PHILIPPINES**

- **Music Publishers**
  - Continental Ed.: Av. Laro 743, Q1, 042, Miraflores, Lima (Tel. 51-76-10 32-71); Int’l firms represented: Benchwood of Mexico (Manager: Emergente Vertigo [Argentina], Asociación Chilena de Eds. Músicas, Chile, Sociedad de Ed. Músicas, Chile, Instituto Editorial de los Beatles, Argentina). Int’l firms represented: Represented by 12 Independent Sales Representatives, 7 Philippines (Affiliated with American Federation Friendly). November 1 (All Saints Day), November 2 (Discovery Day), December 25 (Christmas), December 30 (Rizal Day).

- **Records**, **Record Labels & Production**
  - Import: Presidential Decree No. 34, amending the tax and customs code of the Philippines, took effect October 4, 1977. Rates of import duty took effect January 1, 1977. A duty of 15% of retail value of goods above $100 will be levied on the products of any foreign country which discriminate against Philippine exports. An additional 10% duty is imposed on equipment and instruments typical and price-oriented which do not discriminate against Philippine exports. An additional 10% duty is imposed on equipment and instruments typical and price-oriented which do not discriminate against Philippine exports. A duty of 10% on retail value of goods above $100 of goods, materials, and parts of musical instruments and accessories of musical instruments.

- **Services**
  - Design & Artwork
  - Importers
  - Licensor
  - Distribution

- **Jacket & Tapes**

- **Supplies**
  - JACKETS & SWEATERS

- **Record & Tape Manufacturers/Distributors/Importers**
  - A.U., see Sound Int’l.
  - Aladdin, see Sound Int’l.
  - Allegro, see Sound Int’l.
  - Arista, see Sound Int’l.
  - Arista, see Sound Int’l.
  - B technician, see Sound Int’l.
  - B technician, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
  - Blue, see Sound Int’l.
INTRODUCING THE INTERNATIONAL MUSIC-RECORD DIRECOTRY

I. The Origin of Recorded Sound

II. The Development of Recording Industry

III. The Growth of the Music Industry

IV. The Role of Record Companies

V. The Impact of Technology on the Music Industry

VI. The Future of the Music Industry

VII. Conclusion

The International Music-Record Directory provides comprehensive information on the music industry, including details on record companies, music publishers, and other organizations involved in the production and distribution of recorded music worldwide. It covers a wide range of topics, from the history of the recording industry to the latest trends and developments in the music industry. The directory is a valuable resource for anyone interested in the music industry, whether they are industry professionals, music enthusiasts, or researchers. It is an essential tool for anyone looking to stay informed about the latest news and developments in the music industry.
TAPE, TAPE International

TAPE DUPLICATING EQUIPMENT

ACCESSORIES MANUFACTURERS
A & M I (Bayanihan Music Philippines Inc.), PO Box 4243, National Business Center, Cebu City, Tel. 306, 567 Roon Santa Cruz, Manila Tel. 40-08-42. Pres. Vicente del Rosario Jr.

MUSIC STORES

TAPES

MUSIC PUBLISHERS
P.W. M. (Polish Wydawnictwo Muzykowe), Al. Krasińskiego 11a, Cracow. Tel. 252-10. Gen. Mgr. Mieczyslaw Tomaszewski; Sales Mgr. Teresa Machaj. Int'l. reps.: Orchestral materials hired—Denmark (Hansen, Finland (Faith), France (Salabet), Germany (Moeck), Italy (Ricordi), Netherlands (Albersen), Norway (Norsk), Sweden (Sveriges), hire and sale—Germany (Mohr), Poland (Niski Gapis), Switzerland (Universal), UK (Kalvus); sales—France (Boosey & Hawkes), USA (Markham), Japan (Kodama), UK (Philips), Italy (Polish Record Center).

_RECORDS & TAPE MANUFACTURERS/DISTRIBUTORS/IMPORTERS
Muzza, see P.P. Polskie Nagrania
P.P. Polskie Nagrania, Dlugi 5, Warsaw. Tel. 31-22-31 Cable: POLRAIG. Dir.: Adam Karbacz, Sales Mgr.: Jozef Palkiewicz. Imports: (Japan) Ampex; (West Germany) Teac.

MUSIC ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
Concerts Polish of the Music (Polish section of the Conseil Int'l de la Musique), Rynek Starego Miasta 27, Warsaw. President, Maria Jędrzejczyk-Dziurdziuk; General Manager, Mieczyslaw Tomaszewski.

PORTUGAL
Population: 8,524,000
Rate of exchange: 11 US$ = 24,250 escudos
Net earnings from record sales: App. 6,500,000
Holidays: January 1 (Universal Brotherhood Day), January 26 (Carnival), Holy Thursday, Good Friday, June 10 (Patriots' Day), June 11 (National Day), Corpus Christi, June 24 (City of Porto Day), Assumption, August Imprisoned companies are closed. October 5 (Foundation of Portuguese Republic), November 1 (All Saints Day), December 1 (Independence Day), December 8 (Immaculate Conception), December 24, 25.

RECORDS:
Records, record blanks & other pre-recorded media imported from USA: 1974—$4,261,000, 1975—3,857,000, 1976—2,443,000.

Average retail price per record: LP's—$1.80; EP's—$1.25; singles—$.25.

Stereo sales: LP's—95%, singles—30%.

Record sales by label: 2% of total.

Disounuting: Rare Type of distribution: Manufacturer-to-retailer, but most of the manufacturers have their own retail shops, mainly in Lisbon, Porto and Coimbra.

Type of presentation: There are no music papers but newspapers cover records on a weekly basis. Record sales of Portuguese revolutionary songs are increasing monthly.

Jukeboxes: Approx. 1,500.

TAPE: Pre-recorded tapes mostly of Brazilian and Portuguese songs are used by 50% of the total records market.

RAdio STATIONS:

Comment: Government has one channel playing classical music, the other two play popular (50%) and live (increased from 1% to 5% due to the revolt.

TELEVISION STATIONS:
No television 2 (commercial) stations.

Comment: Most of the current programming is devoted to the Socialist Revolution in Portugal and other countries, with films, conferences, interviews, debates, etc. being shown. Pop shows are on three hours per week (one hour each show). Channel 2 shows classical music concerts and film series.

IMPORT/EXPORT REGULATIONS:
New import tax from June 1 Normal changes dourouse (customs house plus) 30% Fernando Tenante
International Music Record Section

J. A. Cavallery, Box 3346, Mayaguez 00708 (Importer—tape)

Caytonics Corp., New York, 2128 Eduardo Conde St., San Juan 00915. Tel: (809) 726-7888 Mgr. Sergio Ballesteros

Home office: USA

Labels: (Owned) F. M., Montilla, Moniz; (represented) Blue Thumb (USA), Dot (USA), EMK (USA), Paramount (USA), Rhino (USA), Rounder Recs, Italy (Sure), Sony (USA), Tama/Tomowa (USA)

Monilla, see Montilla

Music Publishers

Alborz Music (BMI), 3017 South Darien Terrace, Suite B, Darien, Illinois 60561. Tel: (312) 324-4065, 324-1879

Affiliates: (represented) ECM (USA), Fuego Music (BMI), Gillette Music (BMI), GPO (BMI), Great Lakes Pub Co (BMI), Great Lakes Pub Co (BMI), Independent Record (USA), Tokyodo Co (Japan), Toshiba (Japan), New York

Music publishers

Alborz Music (BMI), 3017 South Darien Terrace, Suite B, Darien, Illinois 60561. Tel: (312) 324-4065, 324-1879

Affiliates: (represented) ECM (USA), Fuego Music (BMI), Gillette Music (BMI), GPO (BMI), Great Lakes Pub Co (BMI), Great Lakes Pub Co (BMI), Independent Record (USA), Tokyodo Co (Japan), Toshiba (Japan), New York
SINGAPORE

Population: 2,201,000.
Rate of exchange: (1 US$ = 2.47 Singapore dollars)
Per capita income: $1,321.
Holidays: New Year's Day, Hari Raya Puasa (2 days), Malay Regattas New Year (2 days), Thaipusam (Tamil New Year), Hari Raya Hari Raya (Malay New Year), Labor Day (May 1), National Day (August 9), Buddha's Birthday Festival, Christmas Day.

RECORDS:
Records exported to USA: 1974=3,833 units. $17,870. 3,782 units. $42,500.

record & tape manufacturers/distributors/importers
Ace of Clubs, see Decca
Alpha International, see Decca
Amp, see EMI
Ampex (Singapore) Pte. Ltd., see Decca
Ark Alliance, see Decca
Arts (Singapore) Pte. Ltd., see Decca
Asahi, see Decca
Atlas, see Decca
Axwell, see Decca
B & B, see Decca
B & R, see Decca
Bellaphon (Singapore) Pte. Ltd., see Decca
Blachley Ltd., see Decca
Bobo Co. (Singapore) Pte. Ltd., see Decca
Billboard

PLATINUM, PRESSING & PRESSING PLANTS
Bloriquen Recs Studio, PO Box 4785, San Juan 00936. Tel: (809) 787-7340.

supplies

JACKETS

LABELS

RADIO PROMOTION
Charlie Lopez Prod's, Calle 30 SE 1254, Caparra Terraza 00921. Tel: (809) 783-7430.

TAPE CUSTOM Duplicator

supplies

JACKETS

LABELS

RADIO PROMOTION
Charlie Lopez Prod's, Calle 30 SE 1254, Caparra Terraza 00921. Tel: (809) 783-7430.

TAPE CUSTOM Duplicator

TAPE CUSTOM Duplicator

supplies

JACKETS

LABELS
Supplies

Cartridge & Cassette Parts

Tape, Raw & Blank Loaded

Tape Duplating & Processing Equipment

Tape Audio/Video Playback & Recording Equipment

Radio Stations

Television Stations

Record & Tape Manufacturers/Distributors/Importers

International Music Record Section
International Music-Record Section

SPANISH IMPORTS

- _taste audio/video playback & recording equipment_
- _record & tape manufacturers distributors/importers_

E.M. Inds (South Africa) Pty. Ltd., PO Box 11254, 32 Steeple St., Steeldale, Johannesburg. Tel: (11) 690-0320. Mgr: David Gresham. Dir. Alan Goldswain

**SUPPLIES**

- **JACKETS & SLEEVES**
  - LABELS
  - Artois Press Pty. Ltd., PO Box 6453, 18-20 New Go Rd, Northcliff, Johannesburg 2000. Tel: (11) 24-1211. Exec. H. Dow. (Sleeves & labels only)

- **ACCESSORIES DISTRIBUTOR**

**SERVICES**

- ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
  - Association of the South African Photographic Industry
  - South African Radio & Television Programme (SARP)
  - South African Music Producers' Association
  - South African Guild of Record Producers

**DIRECT-MAIL SERVICE**


**PRINTING & PROCESSING & PRESSING**


**RECORD PROMOTION**


**TAPE CUSTOM DUPLICATORS**


**LABELS**

- Artois Press Pty. Ltd., PO Box 6453, 18-20 New Go Rd, Northcliff, Johannesburg 2000. Tel: (11) 24-1211. Exec. H. Dow. (Sleeves & labels only)

**ACCESSORIES**


**ADVERTISING**

camilo sesto & his voice are walking throughout the world

camilo sesto con su voz camina atraves del mundo
INTERNATIONAL DIVISION ZAFRO, SA
Camponanes, 10
Madrid 12
Spain
Phone: 241.50.04
Telex: 22690

ZAFRO, SA

...GIVE US A CALL

INTERNATIONAL MUSIC-RECORD SECTION

music publishers

Aberbach (Madrid) SA, see Canciones del Mundo.
Adagio Eds. Musicales, see Guirco.
Affier (Ed.), Gournet 27, Madrid 13. Tel.: (91) 221.97.71
April Music (SGAE), Promos 11, Torre de Madrid, Madrid 13.
Tel.: (91) 248.60.59. Cable: COLORECD. Comm’n Mgr.: Oscar Gomez.
Int’l firms represented: April (worldwide).
Int’l reps.: Worldwide (April).
Arabella Eds. Musicales SA, Calle Argon 204, 4th fl.
Barcelona 11. Tel.: (93) 254.98.05. Cable: HISPARIOLA. Gen. Mgr.: Alberto Serra, Ramon Segura.
Head office: Germany.
Affiliates: Grupo Ed. Armonico-Clipper’s. Southern Spain, España SA.
Int’l reps.: Argentina (Relay), Colombia (Promodurs).
Ariston España SA, see Armonico.
Armonico-Clipper’s (Grupo Ed.). Rambal de Cataluna 10, 3rd fl.,
Barcelona 7. Tel: (93) 317.83.86. Gen. Mgr.: Julio Guirrera; Clara. Gen. Prof. Francisco Vinuessa; Gimenez; Pr Dir.: Julio Guirrera; Arballo.
Int’l firms represented: AVR (UK). Arc (USA).
Ariston (Italy), Barn (UK), Broken Arrow (USA),
Campbell Connolly (UK), Crazy Crow (USA), Creole (UK), DeSuffting (USA), Early Morning (Canada), GH (UK), Garrett (USA), Giving Room (USA), Guerrilla (USA), Tony Hillier (UK), Island (UK), Don Kirshner (USA), John Lennon, Joni Mitchell (USA), Levine & Brown (USA), Nimbus 9 (Canada), Northern Songs (UK), Parmaron (UK), Pattern (UK), Ricordi (Italy), Paul Simon (USA), Silver Fiddle (USA), Squibb (USA),
Staybail (USA), Stirling-McQueen (UK), Thin Ice (USA),
Tic-Toc (Switzerland), Lawrrence Wright (UK).
Aristar Europa, Eds. M. Madrid 4. Tel.: (91) 223.49.87.
Affiliates: Canciones del Mundo SA.
Atlantico (Eds. Musicales) (SGAE), Gustavo Fernandez
e Casablanca 20, Madrid 2. Tel.: (91) 415.44.00.
Int’l firms represented: ABAUC (USA), Artistic Music (USA),
Ramos Brambila (Brazil), Casa Latina (USA),
Crown (Japan), Five Continents (USA), Mexican Music Centre (USA), Paraguayan Music Centre (USA), Songs of Mexico (USA), United Mexican Music (USA).
Int’l firms represented: APR (UK),
Japan (Crown), Portugal (Casa Latina),
Sici (USA),
ASSET (USA),
Cable: Mint demolition.
Aucen (Eds.) Valletaherrero 14. Madrid 15. (91) 223.49.56.
Pablo Lopez Baladis. Caunero 40, Madrid 17. Tel.: (91) 924.86.64. (91) Pablo Lopez Badal.
Barros, Duns & Esa. 9, Barcelona 2.
Barros Via Layesana 158, Bajos, Barcelona 9. Tel.: (93) 228.69.67.

FOR THE EXPLOITATION OF YOUR CATALOGUE, WE NEED PARTNERS HERE


Page 341
Branch: Barcelona: 14, Juan Guell 135-137. Tel: (93) 350.91.00.
Grupo Profesional SA, Madrazo 20-22, Barcelona 6. Tel: (93) 272.33.13.
Ibefón SA, Av. Fuenterrabia s/n, Polígono Ind'1 Cosadia, Madrid 10. Tel: (91) 272.33.13.
Malix, Pedro Muguruza 8, Madrid. Tel: (91) 260.35.11. P A L, Ganduxer 5/15, Local 13, Barcelona 6. Tel: (93) 239.92.00. Mr. Jorge M. Arque.

TAPE CUSTOM Duplicators
Ataso, Enrique Larreta 10-12, Madrid 16. Tel: (91) 735.05.62, 215.35.43, Telfax: 272247.
Bies SA—Registro del Sonido, Fabregas 37, Esplugas de Llobregat, Barcelona. Tel: 371.84.00, 371.60.50. Gen. Mgr. Enrique Villanueva.
Audio: Btr. cassettes.
C E C, Timo 5, Barcelona 13. Tel: (93) 255.13.07.
C I M A S (Compania Industrial de Materiales Acusticos SA), Vallhermoso 14, Madrid 15. Tel: (91) 223.94.56.
Casio open reel.
Video: 1' open reel, 1/2" U-Matic, 1/2" EIAJ cassettes.
Ibefon SA, Av. Fuenterrabia s/n, Polígono Ind'1 Cosadia, Madrid 10. Tel: (91) 617.22.00.
Porceldon SA, Hospital de Taltal 118, Madrid 4. Tel: (91) 419.94.72. Gen. Mgr. J. M. Estebanart, Sales Mgr.: Eduardo Munoz.
Audio: Btr. cassettes.
Sinch Carlos, Valladolid 32, Madrid 91. Tel: (91) 224.99.99.

SUDAN

Rate of exchange: 1 Sudanese pound = $2.95US.
Per capita income: $125.
Holidays: January 1, May 25, October 21, December 25, and various Mohammedan religious holidays.

SOUTHERN GROUP OF SCANDINAVIA

Denmark: SONET/DANSK GRAMMOFON

SCANDIA MUSIC LTD.

Norway: ARNE BENDIKSEN A/S

Sonet Gramophone AB

In England:

PRODUCTION LONDON

12 Needham Road—London W11
International Music-Record Section

RADIO STATIONS
No. of government 3.

TELEVISION STATIONS:
No. of channels 2 (government)

 leases 1975-1976 International Music-Record Directory
services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

1) (Society of Classical Composers), PO Box 1593, S-111 85 Stockholm. Tel: 02-24-29-50
National Composers' Society, Royal Music Council, c/o Royal Academy of Music, Blasieholmstorg 8, S-111 48 Stockholm.

National Society of the International Society for Contemporary Music, Past President, S. K. A. Popovic (Croatia & Authors), PO Box 1593, S-111 85 Stockholm. Tel: 02-24-29-50


Society of Swedish Popular Composers & Authors, see Sweden.

Svenska Radio (TV) & Television, Ostermalmstorg 25, S-105 10 Stockholm. Tel: 08-63-10-00. Cable: BROADCAST.

Swedish Music Information Centre, Tegnelunden 3, S-111 71 Stockholm.

DESIGN & ARTWORK

Thure O. Andersson, PO Box 2181, S-103 14 Stockholm 2. Tel: 02-70-73-32. Mgr. Dir. Thure Andersson.


Salese & Hultqvist AB, Informationskonsalter & Reklamproducenter, Stockholm.

DIRECT-MAIL SERVICE

DisC-club, Karlsbodavagen 14, S-161 70 Bromma. Tel: 08-38-27-50.


Silva & Hultqvist AB, Informationskonsalter & Reklamproducenter, Stockholm.

LICENSING ORGANIZATION, MUSIC

S T M (Svenska Tonartares Inst MS) Musikbyra—Swedish Performing Rights Society, PO Box 1539, S-111 85 Stockholm. Tel: 08-24-29-50. (Performing rights only).

PLATING, PROCESSING & PRESSING PLANTS

Heger Plating AB, Stallbacken. Tel: 0102-405 005.

Home office: Norway.

Swede Grammofonindustri, Sveavagen 17, Stockholm. Tel: 08-10 63-66-71.


PRINTERS & LITHOGRAPHERS

Filadeila Forlaget AB, Valtiuvagen 61, S-161 53 Bromma. Tel: 08-79-37-80.


RECORD PROMOTION


Chidal product: Automatic presses, high speed moulds, powdered pre-forming materials, hot-iron trimmers, extruders & hot-air pumps, gravity mills, hydraulic pump units, etc. (Alpha).

TAPE CUSTOM Duplicator


CSTAPLES & CARDBOARD CARTES & REELS


Audio: C.O. boxes

PROFESSIONAL TAPE SUPPLIES


RECORD PRODUCTION MACHINERY

Alpha Tapes, Europa Film, PO Box 20065, S-161 20 Bromma. Tel: 08-28-28-30. Cable: EUROPA STUD. Telx: 17856.

Chidal product: Plating equipment.


Chidal product: Automatic presses, high speed moulds, powdered pre-forming materials, hot-iron trimmers, extruders & hot-air pumps, gravity mills, hydraulic pump units, etc. (Alpha).

TAPE, RAW & BLANK LOADED


Audio: Duplicator.

accessories manufacturers

CCT in Europe for
Blank tape cassettes of the highest quality for the best price
C-O's for trouble-free duplicating
Low price—high quality cassettes and duplicator tapes
We believe in service. It pays to ask us.
We are as near as your telephone.

CCT AG
Compact Cassettes Trading AG
Richard Wagner Strasse 6
8027 Zurich/Switzerland
Tel. 01/ 25 00 04 Telex: 58975
Independent record producers

Firstwind & Cantaucese (Produc't Ekst), A. des Alpes 70, 19-210 Montreux, Tel: (021) 62.45.55. Press: Jean-Jacques Linard, Co. MGR.

Labels: cre, AB, Accel, Ampe, Carre, Delta, Dufon, Fanya, Gamma, Joker, Look for, Metronome, Novo, Perle, Metas, Negras, Primaforce, Principium, Prophecy, Vogue

Sonographic: Rec'g Co. Ga, Kampsteg, 16, CH-9852 Schlieren, Tel: (01) 89.22.29. Press: R. Egi, Gen. Mgr. V.A. Wettstein, Gen. Mgr.

Labels: cre, CBS, D.M. EMI, Unilet


Labels: cre, Acoustic, Don Chu, BASF, Blue Mountain, CBS, Electros, GTO, MAM, Penny Farning, Polydor, RCA, Trojan

Turichaphon AG, Schweizer Schallplattenfabrik, CH-8111 Zurich, Tel: (01) 52.24.77.31. Press: M. Paris, Gen. Mgr., Cre, CBS, Tel. Boulevard


Label: cre, Polydor.

Music publishers


Acuff-Rose Verlag AG, see Edito.

Amiralla Musikverlag GmbH, see Turichaphon.

Anna Musica, see IMPACT.

Ascona Music, see Winismus-Music.

Baidaphon, see IMPACT.


Carlin International (01), Tel: (038) 3.58.34. Contact: Willy Bestgen.

Bouche Music Switzerland, see Coda.

Campagn, see Fanfar.

Campbell Connolly Co. Ltd. (Ed.), see Coda.

Caniem Music, see Oversea.

Chappell Catalogue, see Helbling.

Chicago Music, see IMPACT.

Codex Eds. (Ed.), see, Bruxelles 26, CH-8049 Zurich, Tel: (01) 56.70.60, 56.44.40.

Affiliates: Bouche Music Switzerland, Ed. Chrysalis 9, France-Prod'n Switzerland, Melset Prod'n 1, MEB, MundiMedia, Prokura, Wittner (Represented)

Int'l firms represented: (Bouche) MI, Dafon (France, UK), Produktionsraad (Netherlands, Germany, Sweden, Italy), FLIC (France, UK).

Int'l reps: (Bouche), F. Hofmann, France (Holmerz, Germany). (Dame, Germany) (Represented)


Int'l reps: (Bouche), E. Boehme (Germany, Styria) (Austria)

Dances Music, see IMPACT.

Edito (Eds.), Bruxelles 33, CH-8049 Zurich 4, Tel: (01) 54.87.74. Press: Dr. Vriens, Gen. Mgr. J. G. Felder, Tel. (021) 35.89.32.

Ere Nouvelle (SUISA/ML), Case Postaal 29, CH-1290 Geneva 11, Tel: (021) 79.22.80. Press: See IMPACT.

FA (Musique) 

Fondesight & Cantaucese Eds, Musicale, A. des Alpes 70, CH-1207 Montreux, Tel: (021) 62.45.55. Press: See IMPACT.

Int'l reps: (Bouche), T. Keraner (Germany), E. Strobin, Switzerland, R. Prunier, France (Represented)

Int'l firm: represented: (Bouche), France (Kulturverlag), Spain (Kulturverlag), US. France, Germany, Austria, Italy, Netherlands, Sweden, Switzerland, UK.

Compo Music, see Oversea.


Dances Music, see IMPACT.

Edito (Eds.), Bruxelles 33, CH-8049 Zurich 4, Tel: (01) 54.87.74. Press: Dr. Vriens, Gen. Mgr. J. G. Felder, Tel. (021) 35.89.32.

Ere Nouvelle (SUISA/ML), Case Postaal 29, CH-1290 Geneva 11, Tel: (021) 79.22.80. Press: See IMPACT.

FA (Musique) 

Fondesight & Cantaucese Eds, Musicale, A. des Alpes 70, CH-1207 Montreux, Tel: (021) 62.45.55. Press: See IMPACT.

Int'l reps: (Bouche), T. Keraner (Germany), E. Strobin, Switzerland, R. Prunier, France (Represented)

Int'l firm: represented: (Bouche), France (Kulturverlag), Spain (Kulturverlag), US. France, Germany, Austria, Italy, Netherlands, Sweden, Switzerland, UK.

Compo Music, see Oversea.

Its firm representatives are: Jana, Mango.

International Mediasaigetes, see also Fanfan.

Jazz Record Music, see IMPACT.

Jury Music, see IMPACT.

Laffa, see Fanfan.

Louvinit Music (ML), Rue de la Serrure 61, CH-2301 La Chaux-de-Fonds. Tel. (032) 22.16.19 Tel: 35.35.39 Owner: Yvette Louvin. Gen. Mgr: J-P Louvin.

Its firm representatives are: Design (France), Durban (Italy), Franklin (Belgium), Future/Net.

Its reps: Franklin (France), France (Chappel-Design, Music Distributors), Switzerland (EMI, Ukamic, Schreiber).

Meisie-Pool, see Codex.

Odeon, see Fax.

Mondiamesic Srl, see Fanfan.


Its firm representatives are: Associati (Italy).

Musik Musikverlag, see Tucaphon.

Musikverlag zum Paedakurr, Halzbadiustr. 63, CH-8044 Zurich. Tel. 01.60.19.85.

Its firm representatives are: G. Henie, Moect, Moeseler.

Music, see IMPACT.

Its reps: Germany (Mersburger).

Musicverlag, see Tucaphon.

Musicverlag zum Paedakurr, Halzbadiustr. 63, CH-8044 Zurich. Tel. 01.60.94.75. Pres: M. A. Rosengarten, Gen. Mgr: Sarah Stilmans.

Its firm representatives are: Arco Embassy (USA), B&C/Music (UK), Blue Mountain (UK), Bowling Green (USA), Chicago Recordings (AIR), Curriex (UK), Four Knights (USA), Island UK (Japan), Jamakins (UK), Japan Media (UK), Marquis-Disco (UK), Melodie der Welt (Germany), IVE Marquillo (UK), Palace (UK), Sony (UK).

Novo GmbH (Ed), see Hebling.


Its branch: Spain.

Ogilvy Music, see IMPACT.

OUI Music SA, see Fanfan.

Overseas Sales, see CH-8154 Oberbahrung/Zeitgen. Tel. 001.74.71.50, Telex 56.479 Gen. Mgr: Michael Liber.


B & C Affiliation, see Helleing.

Swans Florida Swiss Switzerland, see Code.

Teit (Ed), see Code.


Its reps: UK (Toc-Toc, c/o Davetown Lyons & Co.), USA (Geoff Street, c/o Frazer & Fagan).

Tucaphon (Ed), CH-8160 Uster. Tel: 01.87.14.54, 87.43.11. Cable ABERMSK.


Wampud Music, see IMPACT.

Within Music, see IMPACT.


Affiliates: Science Music, Hit Publ.

World Music, see Helleing.

Zonta Club Ltd, SA, Apv, W18, Basel.


services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Commuterne, see Swiss Union for the Diffusion of the Musicale Suisse, AV, du Grammont 11 b, CH-1000 Lausanne 1. Tel: 021.32.72.

European Ass’ns of Music Festivals, Villa Moythen, Rue de Levier 33, CH-1304 Neuenburg.

F M I (Federation Int’l des musican), Kreuzstr, 60, CH-8008 Zurich. Tel: 01.94.17.45.

Office Miami, rue Beaune, Grand-rue 42, CH-1820 Montreux. Tel: 021.61.33.84 Dir: W. Boeheim.

Swiss Music, see SUISA, AV, du Grammont 11 b, CH-1000 Lausanne 13. Tel: 021.26.63.71.

Swiss Musicverlag, CH-8041 Basel. Tel: 01.23.87.66 Chef. Exec. Hans Haut, Gen. Mgr: Dr Peter Kuster.

DESIGN & ARTWORK


Art Design & Marketing, USA.


LICENSING ORGANIZATIONS, MUSIC

Mechanical (Swiss Society for Mechanical Copyright), Bellevuestr. 82, CH-8032 Zurich. Tel: 01.45.77.00.

SUISA (SUISA) is a non-profit organization which collects and distributes royalties on behalf of its members, which include record companies, composition rights societies, and other organizations involved in the music industry. It is a member of the International Federation of the Phonographic Industry (IFPI).

SUISA also acts as the copyright clearinghouse for Switzerland, ensuring that artists and composers are properly compensated for the use of their works.

SUISA provides services related to copyright management, such as the administration of copyright registries, the collection and distribution of royalties to rights holders, and the representation of Swiss artists in international copyright disputes.

SUISA is committed to promoting the cultural and economic development of the music industry in Switzerland and around the world.
**services**

PACKAGING & LABELING (tape only)

Sri Krung Phonograph Rec. Co., Ltd. 129 Sukhumvit 21, Bangkok Tel: 920-208 Cable VASUVAT

PLATING, PROCESSING & PRESSING PLANTS

Sri Eng Phonograph Rec. Co., Ltd. 129 Sukhumvit 21, Bangkok Tel: 920-208 Cable VASUVAT

TAPE CUSTOM DUPLICATOR

Sri Krung Phonograph Rec. Co., Ltd. 129 Sukhumvit 21, Bangkok Tel: 920-208 Cable VASUVAT

**supplies**

JACKETS & LABELS

Sugree Dial’n Ltd. Partnership, PO Box 1560, 592 Sukhumvit 71 Prakanong, Bangkok. Tel: 917-302

**suppliers**

ARCHIVE, see Turk Philips.

Bahar, see Grunenberg.

Babita, see Türk Philips.

Cassette, see Türk Philips.

Chacron, see Türk Philips.

Chang, see Türk Philips.

Conrad, see Türk Philips.

Doctor, see Türk Philips.

Eflor, see Türk Philips.

Engel, see Türk Philips.

Feeling, see Türk Philips.

Grunenberg, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.

Helen, see Türk Philips.
hours, playing chiefly easy listening music. Most stations program country music as well, but this afternoons. Most airplay is on weekends, and the program is received everywhere. There is thus a two-channel television in most of the USSR. Both classical and easy listening music is utilized by television stations nationwide.

IMPORT/EXPORT REGULATIONS: All import/export of records is controlled through Mezhdunarodnaya Kniga in Moscow. A customs duty of 5% is charged on each record received privately by parcel post from abroad (excepting East European nations), if the number of records enclosed exceeds one unit. The same regulations are applied to promotion copies mailed to private persons.

Vladim Yurchenko

• record & tape manufacturers/distributors/importers

Melodya, 24 Tverskaya Blvd., Moscow K-9; Tel. 229-92-48. Cable: MOSCVA Dir. Gen. Vasily I. Pakhomov, Music Director. Skol'etskiye Knigi, V/O, 32/34 Smolenskaya-Sennaya Pl., Moscow 121200. Tel. 244-10-22. Cable: MEKLINGA. Pres. Yuri Leonov; VP Raisa F. Kasatkina. Labels: (Owned) Melodya; (represented) CBS (USA), Haposav (Spain), Polydor (West Germany) Int'l reps.: Finland (REED), France (Chant du Monde, Parthénope), West Germany (Marconi, Polydor Int'l), Italy (EMI Italiana), Japan (Toshishi-EMI, Victor), Mexico (Gamma), Netherlands (CHN), Spain (Haposav), UK (EMI, USA (ABC, CBS).


• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS


State Committee of Broadcasting & Television, Ul. Pravoberezhnaya 25, Moscow Tel. 233-63-58. Cable: MOSVARAO.

Union of Composers of the USSR, Ul. Nyiezdanovi 8, Moscow K-9; Tel. 229-54-44, 228-49-83. Branch: Leongrad, Ul. Ganzina 45, Tel. 12-16-23.

LICENSES ORGANIZATION, MUSIC

V A A P (All Union Agency of Copyright), Lavushkin Per. 17, Moscow.

DIRECT MAIL SERVICE

Baza Posyoluga, Aprilevskaya, Moscow.

PRESSING PLANT


RECORD PROMOTION

Goscom Agency, Neginiaya 15, Moscow. Cable: MOSKVA GOSCONCERT

• supplies

TAPE, BLANK LOADED & RAW

Melodya, V/12, Talin 16 (Blank loaded only). Audio: Cassette.


UNITED KINGDOM

Population: 55,900,000

Rate of exchange: 1 pound = $2.40

Per capita income: $15,500

No. of homes with record players: 11,000,000

Holidays: January 1, Good Friday, Easter Monday, Spring Bank Holiday, Late Summer Bank Holiday, December 25, December 26 (Boxing Day).

TELEVISION STATIONS:

No. of channels (government 1).

• record & tape manufacturers/distributors/importers


Home office: USA.

Labels: (Owned): A&M; Hamlet: (distributed) Dark Horse, Firefly, (represented) Ode (USA), Shelter (USA).


Abbey Folk, see Abbey.

Abbey Res Co. Ltd., 1 Abbey St., Eysham, Oxon. Tel. (0865) 880-241.

Labels: (Owned) Abbey, Abbey Folk. Abbey Street, see Abbey.

Acclaim Recs., Ltd., 22 Buckingham St., London WC1 Tel. (01) 839-3960.

Ace of Clubs, see Decka.

Ace of Diamonds, see Decka.

Ace of Hearts, see Decka.

Achme, see Ashani.

Acom Recs. Ltd., Church Rd., Stonestreet, Oxon. Tel. (01939) 374. (Distributed by Audio Impact).

Labels: (Owned) Acorn, Zeus.

Action, see Trojan & BMD.

Acuff-Rose Music Ltd., 16 St George St., London W1 Tel. (01) 623-9212. European Dir. Ron Randell.

Home office: USA.

Labels: (Owned) Hickory, TRX. (SEE ADVERTISEMENT).


Label: (Owned) Ad-Rhythm.


Airtime, see Noel Brown.


Intl reps.: Argentina (Tapecop), Austria (Polydor), Brazil (Tapecop), France ( Barclay), Germany (Polydor), South Africa (Record & Tape), Switzerland (Polydor).
THE DECCA RECORD COMPANY LIMITED
OF ENGLAND

and its USA subsidiary
LONDON RECORDS INC.
offer American labels an unbeatable
distribution service worldwide

London Records Inc. 539 West 25th Street New York NY 10001
The Decca Record Company Limited, Decca House Albert Embankment
London SE1 7SW England
We've not been marking time

We're actively involved in creative music management. Have been since 1811.
Recently Chappell has ventured more into the contemporary music field, without interruption of activities in the areas of standard and theatre music. Writers such as Richard Rodgers, Jule Styne, George Gershwin and Cole Porter are lovingly nurtured alongside our younger associates such as H B. Rhumm, Paul Williams, The Osmonds, and Daryl Hall 
S. John Oates.
We're internationally committed to the acquisition and development of contemporary product via our music workshops, encouraging and supporting the talents of young writers, singers, lyricists and groups.
Be a deeply involved with the growth of the music industry through the medium of printed music, records, stage production, films, and television, each innovation has seen us adapt our methods of operation to maximize the copyrights which we own or administrate. Oh yes, we still believe you have to work a copyright.

The Giant's Wakin' Up

Chappell & Co. Ltd. 31 New Bond Street, London W1A 2BR
Chappell & Co. Inc. 810 Seventh Avenue, New York 10019 USA
Amsterdam Brussels Hamburg Johannesburg Madrid Milan Paris Stockholm Sydney Toronto Wellington Zürich
King, see Marshall, Morgan & Scott & Polydor.

Kroger, see Barnes & Noble Inc., 143 Wardour St, London W1V 3TB. Tel: (01) 930-1711. Mgr: Mrs. Ken; Gen: Mrs. Alan; Dir.: Mrs. Mary; Asst: Mrs. Maud; Sec: Mrs. Jane; Export: Mrs. Charmaine; Exp.: Mrs. Susan. Advert: Mrs. Jill. Mng.: Mrs. Pauline.

Kung-I Intl., see New Music, 47 Earlham St., London WC2H 9DF. Tel: (01) 734-2451. Mgr: Mr. John; Sec: Mr. Graham; Exp.: Mr. Andrew. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mrs. Jane.

L

Lee, see United Artists.

Lennox, see Winchester House, 77 London Wall, London EC2Y 8PE. Tel: (01) 683-5141. Mgr: Mr. Peter; Sec: Mrs. Sally; Exp.: Mrs. Jane. Advert: Mr. Richard. Mng.: Mr. Richard. Jf: Mr. Peter.

Liberty, see United Artists.

Liddle, see Wren. Rd., 214

Lifton & Co., see Box 1050, Wardour St., London W1V 9RD. Tel: (01) 934-8532. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. David. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. John.

Ligeti's Rec'd, see Singcord Ltd.

Lloyd, see United Artists.

Lock, see Arlette Communications Ltd., 10 Wardour St., London W1V 9DF. Tel: (01) 934-6298. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. Graham. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. John.

Logan, see Arlette Communications Ltd., 10 Wardour St., London W1V 9DF. Tel: (01) 934-6298. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. Graham. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. John.

London Thesd. Sales, 152 Toms Ln., Kings Langley, Herts WD4 BNZ Tel.: Kings Langley (02977) 64395. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. Andrew. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. John.

Livre's Rec'd, Ebury, Slough, SL1 BEG. Tel: (01) 938-2880. Mgr: Mr. R. Ritter. Lab: (Owned) Livrle. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. David. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. John.

Livingstone, see United Artists.

London, see Arlette Communications Ltd., 10 Wardour St., London W1V 9DF. Tel: (01) 934-6298. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. Graham. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. John.

London Grde. Decca, see EMI Ltd.

London's Music Scene, 11 Harrow Rd., London NW1. Tel: (01) 832-3304. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. David. Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. John.

Longford, see United Artists.

Lord, see United Artists.

Lost and Found, see B.B.C. See, see Mercury, see Phonogram.

MacDonald & Evans, see Audio Impact.

Macdonald Rec.'s, 22 York St., London W1H 1DF. Tel: (01) 939-0435, 847-8590/3667. Cable: MAG/LONDON. Chm. & Mgr: Dir.: Michael A. MacDonald; Asst. Mgr: Mr. Andrew; Sec: Mr. James; Exp.: Mr. Andrew; Advert: Mr. Andrew. Mng.: Mr. Andrew. Jf: Mr. Michael.

Magazine, see Billboard.

Makar, see Revival.

Malone, see Revival.

Malone Rec.'s, 44 Chealsea Rd., Tooting, London SW17 Tel: (01) 822-0741, 672-5436. Mgr: Mr. John; Sec: Mrs. Jane; Exp.: Mr. David. Mng.: Mr. Andrew. Jf: Mr. Andrew.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.

Mambo, see Polydor.
Use our exportise

NonStop RECORDS LIMITED

120 Marylebone Lane, London W1M 5FZ, England  Tel. 01 486 5741/4  Cables. NONSTOP London  Telex. 23731
Registered in England No 941174  Registered Offices 124 Finchley Road London NW3 5HT
Our 1974 success story has been a big one with Pye artists in the charts here and everywhere. The Pye Records labels have had worldwide smash hits with Carl Douglas, Sweet Sensation and Johnny Wakelin while Brotherhood of Man and Joe Dolan led our big sellers in Europe. Freddie Davis hit the big time in Brazil, Tony Angel did likewise in New Zealand and Europe. Wayne Gibson and Nooso King with the Javelins to name but a couple were among our numerous singles and album successes in the UK, where our ever growing marketing, manufacturing and distribution operations (which can be available to you) provide the complete backup necessary for consistent sales performance. And for consistent high quality sound performance we've got one of the most comprehensively equipped recording studios in the UK at our London Headquarters.

As well as all these Pye Label successes we've already mentioned, all the other labels that we proudly represent in the UK achieved similar success last year. Buddah, who made a big impact with Gladys Knight, Crescendo, Disney, Ember, Granite, Penny Farthing, Playboy, Primaton, Pull and Roulette with the Wigans Chosen Few disco smash. Along with all these there are Route; and Scepter with B.T. Express, Stars, and Vanguard, 20th Century with Barry White, one of 74's biggest breakers; a list that grows year by year. 1974 also saw the opening of our companies in Holland - VIP Records and in New York - ATV Records which will further help us to continue successfully towards the 80's as a major world music power.

If YOU'RE going places too, go with The Pye Records Group.
<table>
<thead>
<tr>
<th>Company</th>
<th>Office</th>
<th>Phone</th>
<th>Credits</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ahura</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
WE ARE!!!

U.K.'s leading 'singles' wholesaler—specialising in the supply of '45s' to the Juke Box Industry.

Our fast expanding Import/Export of 'Oldies' includes large stocks of 'cutouts' + current catalogue at keen prices + speedy delivery.

Contact us NOW for details & catalogue at: LAREN FOR MUSIC LTD.

308 ST JOHN STREET, LONDON, E.C.1.

ENGLAND

Tel: 01-837-5204

www.larenformusic.com
Since 1963 our International Trade Division has been acclaimed throughout the world as the most efficient independent exporter of LP’s from the U.K.

Our large stocks of almost 1,000 titles enables us to despatch most orders WITHIN 24 HOURS.

Send today for our latest catalogue/new release sheet/price list, and then you can DEAL WITH THE EXPERTS.
International Music-Record Section

Ladysmith Music Co. Ltd., see Valentine
J. R. Lakes & Co. Ltd., see Bockey & Hawkes
Lakeview, see Estas
Lampoon Music Ltd., see Arranika
Lancia Music, see Robbins
Landister Music Ltd., see Intersong
Steve Lane Musical & Pub. Servs., 12 Sough Ln., London NW5 B0L Tel. (01) 205-2587
Lanters Music Publ g. Co. Ltd., Westcombe House, Whitecombe St., London WC2 Tel. (01) 839-688/1711
Lannea Music, see Noel Gay
Lati, see Carlin
Larkworth Ltd., see Carlin & GTO
Larry, see J. H., 275B/81 Cricklewood Broadway, London NW2 5DR Tel. (01) 450-5237
Lasichmarre Music Co., see Valentine
Latin-American, see Southern
Laurel, see Lorne
Leading Notes, 209 Rochdale Rd., Greater Manchester, Hallifax, Yorks 4UK BJE. Tel. (0422) 76611 Mgr. Dir. Bill Ledner. (See Heartridge)
Leary, see Compass
Le Bill Music Co. Ltd., see Fairfire
Leann, see Robert Melvin
Leeds, 138 Piccadilly, London W1V 9FH. Tel. (01) 629-7211 Cable: LEEDSMUSIx Dir., Cyril Simmons, Arthur J. Jones, Don Agnew, Sel Chalima
Home office: USA
Int'l firm represented: Leeds (South Africa)
Le Retour, see Carlin
Lennert Music Ltd., Kings Court, 2/16 Goodge St., London W1H 6QX. Tel. (01) 580-9508 Cable: KIMUSIC, Chrm. R. M. Denny. Exec. Dir. Charles Bernard
Affiliate: Rimmusic (div. of Carlton Facilities Ltd.) Int'l firm represented: Plymouth (South Africa)
Int'l rep.: Australia, New Zealand (Direction group), South Africa (Plymouth)
Alfred Lengnick & Co. Ltd, 421a Brighton Rd., South Croydon, Surrey. Tel. (01) 650-7648
Affiliates: Domusom, Frederick Harris Music Co Ltd Int'l firms represented: CelloDeMili (Belgium), Domusom (Netherlands), Frederick Harris (Canada), Iceland Music Centre (Iceland)
Int'l rep.: Canada, USA (both Frederick Harris)
Cecil Lennox Ltd., see Kassner
Leo Music Ltd., Dryden Chambers, Suites 36 & 119 Oxford St., London W1 Tel. (01) 437-1461 Dir. Brian Longley, Secy. Mrs. E. Chantry, Bacon, Sylvia Meadows
Affiliates: Bees Knees Music Ltd., Carmen Music Ltd., Chriatbel Music Ltd., Worthingtongs Ltd Int'l rep.: Australia, New Zealand (International)
Clare Valley Ltd., see Intersong
M & M Music Publ (G) Ltd, 24/25 New Bond St., London W1Y 6LD Tel. (01) 629-9255 Telex: MAMARTISTE, Tape: 72867
Int'l firm represented: Flanka, Ben Peters, Spanka (all USA)
Int'l reps.: Austria (Leeds), Belgium (Basan), France (Societe Intercontinentale de Musique), Germany (Gerig, MCA), Italy (Piekwock), Netherlands (Basan, Leadet), Scandinavia (Sweden, Universal Films), USA (MGM)
M Music, see Marvine.
M & M Music, 25 Southace, Hyde Park Crescent, London W2 2B8 Tel. (01) 262-5432 Cable: JACKETONE, Mgr. Dir. Tony Hatch, Gen. Mgrs., David Ions, Cherry Little Int'l rep.: Canada, South America, USA (all Jack Tate), M & M Music Publ g Ltd, Belgrave Sq., 7 W. Hakin St, London SW1X 6EA Tel. (01) 235-6242
Magacal Music Ltd., see GTO
Magdalun Music, see April & Pendulum
Magic Music, see Chappell
Magne Music, see Francs Day & Hunter
Magneti Music Ltd., Magnet House, 22 York St., London W1H 1FD. Tel. (01) 335-4048, 487-3650/3697
Affiliate: Bop Music, Bumper Songs Int'l rep.: Australia, Belgium, Austria (Discoton), Benelux (Discoton), France (Pathé Marconi), Germany (Dieteron), Italy (Sugarmusic), Japan (Victor), Portugal (EGO), Scandinavia (Imaticus), South Africa (Impact), Spain (EGO), Switzerland (Direction)
Maiden Music Co., see Valentine
Maier, see Estess
Major Music, see Noel Gay
Major Oak Music, see Margaret Bracte
Majuba Music Ltd., see Valentine
Mallows Music, see Cheviron
Malpas Music Ltd., see Island
Mander Music, see Chappell
Mann Music Publ's Ltd., see Bron
Mars, see Carlin
Marionel Music Ltd., see Valentine
Marlowe Music Publ's., see ATV
Marquis Music Ltd., see Heslorn
Marcus Music, 20 Chippendale St., London SW6 Tel. (01) 736-7980
Maree Marden, see Musicus
Margot Music, see Chappell
Marlita Music Ltd., see Dick James
Marlo Music Ltd., see Bron
Marlyn, see Carlin
Marmalade Music, see RSO
Marques-Dolan Music Ltd., see Arranika
Marquis Music Co. Ltd, 37 Soho Sq., London WIV 5DG Tel. (01) 437-9405 Cable: MARQUIS2US
Affiliates: Jonjo, Mistletoe, Verulam Int'l rep.: USA (Marmay)
Marrow Music, 39 Harmer St., Gravesend, Kent, Tel. (0474) 56567
Marsam Music, 74a Kensington Park Rd., London W11 Tel. (01) 737-5683
Marshall Morgan & Scott Publis.. Ltd., 116 Baker St., London NW1 6EG

Precission Tapes

Raising the Standard

Precision Tapes are Europe's specialists in the new shapes of sound. We've been in business for five years now and have grown to be Britain's biggest producers of 8-track stereo and quadraphonic cartridges and mono/stereo compatible cassettes.

We've our own London factory equipped with the latest and most sophisticated facilities including Dolby noise reduction systems. All geared to offer you the most comprehensive custom duplicating service in the world.

But we don't stop there. As well as being able to produce your cassettes and cartridges and package them, in the U.K. we have a marketing, and nationwide sales and distribution operation available to all our customers.

If you're looking for a combination of top quality and keen prices then you need look no further than Precision.

We'd welcome the opportunity to tell you more of Europe's leading tape people.

PRECISION TAPES LIMITED,
Precision House, 11 Denmark Street,
London WC2H 8NR
Tel: 01 836 2534/6 & 836 3104/6

International Music-Record Section

Custom Die-Struck BELT BUCKLES

WHAT TYPE OF BUSINESS USES BELT BUCKLES AS A SOLID PROMOTIONAL VEHICLE? Magazines, equipment manufacturers, commemorative societies, clothing manufacturers, motion pictures and record Co's to name a few.

Manufactured in high relief, die struck, heavy gauge bronze for exquisite detail. Each buckle has a durability and detail not available in cast belt buckles. This item will provide years of usefulness, as well as being a constant reminder of a product, not only to the wearer, but whoever the wearer encounters in everyday situations.

Send you logo, layout or finished artwork for a quotation. Minimum order 200 buckles plus die cost. We are a small but tight organisation based in London & Zurich. Add a touch of brass to your next promotion, a buckle expressing your appreciation to crew, staff or starlet. Recognition is the key to motivating employee loyalty. Recognition is a basic human need, especially in the world of entertainment.


International Music-Record Section

Thank You Music, 10 Seaforth Ave., New Maiden, Surrey KT3 6JP. Tel. (01) 949-0242 (Director: Geoff Shearn)

Thank You Music Ltd. Editorial Office, 71 Savile Row, London W1A 9AE. Tel. (01) 734-3251

Office home: USA

Home office: USA

Postal Home Office: representing over one hundred years of songwriters, administering reversionary rights internationally in Canada, Australia, Brazil (Imans Viale), France (United Artists), Germany (United Artists), Hungary (R.LOOP), Italy (United Artists), Japan (United Artists), Mexico (Ed. Musical Latino-Americanas), Netherlands (United Artists), Panama (United Artists), Spain (Hispacon), Sweden (United Artists), Switzerland (United Artists), United Music Publishers Ltd. 1 Montague St., Russell Sq., London WC1B 5RS. Tel. (01) 428-5917 (Manager: W. H. Ross-Russell). Gen. Mgr. John G. Reed.

Affiliates: Spool Publ g Co. Ltd.

United States: 2, 195 West 57th St., New York 19th FL. Tel. (01) 437-5203 (See Alfred A. Kalmus Ltd.)

Universal Songs & T. 5, Department, London W1V 4TU. Tel. (01) 870 1683, 828-2202, Gen. Mgr. Pierre Tubbs (See rep.: France (Pascal Boucheron), Japan (Alfa)

University of Wales Press, Merthyr Mawr, Llanarth, Caerphilly CF6 1EU. Tel. (0222) 31911


Music Co., Ltd., see International Record Co. Ltd.


Music Co., Ltd., see International Record Co. Ltd.


Music Co., Ltd., see International Record Co. Ltd.


Music Co., Ltd., see International Record Co. Ltd.
International Music Record Section

BRIAN FINDLAY EXPORTS TO YOUR COUNTRY
from
63 Rose Street Lane North, EDINBURGH, SCOTLAND

ALL U.K. LABELS SUPPLIED. DISCOatheRE SERVICE OUR SPECIALTY.

TELEPHONE: 031 226 5331/5335
TELEX: CHAMCOM 778583

Jazz Center Records Ltd., 9/10 Victoria St., Edinburgh; Catherine's Dock, London E1
London Orchestral Assn., 13-14 Archer St., Green-Windmill St., London W1 7HD (01) 437-1588
M A P (Music Publishers' Ass'n Ltd.), 73/75 Mortimer St., London W1 6LR (01) 437-6764 Pres. Richard J. James; Sec. David Toff
Master Music Printers & Engravers Ltd., 16 Portland St., Amersham, Bucks HP6 6JD (01) 2403-5525 Cable: HALSTANCS, London
Musical Instruments Promos, Ass'n, 44 Berners St., London W1 3AB (01) 629-8107
Musicians Union, 29 Catherine Pl., Buckingham Gate London SW1 8EH Tel (01) 834-1348 Sec. John Morton
Music Trades Ass'n, 12 Aldrington Pl., London WC1E 7EB Tel (01) 838-2173-2349
Music Trades Benevolent Society, Flat 7, The Old Registry, Vicarage Ln., Felpham, Bognor Regis, Sussex PO22 7EA. Tel: Bognor Regis 3647
National Federation of Gramophone Societies, 3 Mosley Rd., Haltwhistle, Northumberland (02048) 3377
National Federation of Musicians Societies, 29 Exhibition Rd., London SW7 2AD (01) 584-5579 Gen. Sec. J. C. Neale
National Music Council of Great Britain, 35 Morpeth Chambers, London SW1 1TL (01) 828-0691
Phone graphics Ltd., 294 Oxford St., London W1 3DN. Tel: (01) 636-1472 Cable: PERlhong
Phone graphics Ltd., 294 Oxford St., London W1 3DN. Tel: (01) 636-1472 Cable: PERlhong

VAR & N.V.

Albert Dance, 4 Oxford Rd., Wadhurst, Midddx. (01) 863-4136
Albings, Ltd., Church Rd., Stonefield, Oxon. Tel: (01) 389-324
Album Graphics (UK) Ltd., Goodwood's Court, 55 St. Martin's Lane, London WC2H 9AL (01) 836-1527 Sec'y Donald W. Kosterka; Mgr. Dir. Anthony A. Davis
Home office: USA, Chicago, Ill
Ambearcare Art, 7/33 Sheep's Crook, London W8 (01) 961-2359
Beryl Davis Associates, 27a Beresford Rd., Weybridge, Tel: (01) 639-2755/355. Chief Exec. Mrs. Beryl Davis; Sales Mgr. Mrs. Eunice Williamson. London Artists' Day & Co. Ltd., 94 Soho St., London W1 4AX. Tel: (01) 279-3499
Ember Records Ltd., 70a Sloane St., London SW1X 9PP. Tel: (01) 253-8243 Chm. Jeffriy S. Kugler, Mgr. Gen. Sec. Leslie Lewis; Art Dir. Gerald Hiler.
Frager Peacock Associates, 59 High St., Wimborne, Dorset, London SW19 5EG. Tel: (01) 947-2233-1743 Dir. D. F. Trammell, Sales Mgr.: L. Highty. Trade only.
Henry Handley Ltd., 9 Fairmile House, 11 Little Newport St., London WC2J TFF. Tel: (01) 734-7332 Cable: HADAWAY9 Mgr. Dir. Henry Handley; Gen. Mgr. Melinda Hopwood
Penalty Rec's, 5 Doncaster Rd., London SW7 1E0. Tel: (01) 808-1603 Chm. Exec. Riley James.
Photography Composition Ltd., London W5. Tel: (01) 476-7292, 579-6289
Peter Richard Prod. Ltd. (in association with T. London Terr.), Cheyne Walk, London SW10 Tel: (01) 352-2882
See Cruise Prod (UK) Ltd., 10a Drury Lane, London WC2 2FZ (01) 637-2036 Mgr. Gen. Mgr. Terry Waghorne
Homa office: USA, Chicago, Ill
Shannon Ind.'s Ltd., 13 Holloway Rd., London N7 Tel: (01) 805-8454/3828
The Spinners France, Ltd., Carlton Tower Pl., Suite 5, Soho St., London SW1X 9PP. Tel: (01) 235-0168 Cable: HALMUSIC, London
Superstare Photography Ltd., 17/18 Great St. Peter's St., London W1. Tel: (01) 473-6173 Mng. Dir & G C Read. Gen Mgr. D. C. Read.
Attention Budget Record Companies

We want to do business with you

* We have an extensive catalogue of recordings for low-cost records and tapes ready now for your label.


* Dobly 'A' Masters provided, if required.

* Our customers include EMI, Polydor, MFP, Musidisc and numerous other concerns.

* Contact us by mail or meet us at Midem.

International Music-Record Section


DIRECT-MAIL SERVICE
DanceTime Records Ltd.: 45 Rowton Ave., Enfield, Middx. Tel. (01) 443-4038
Delga Press Ltd., Dingwall House, 8 Marlborough Rd., London SW1, Tel. (01) 406-0112, Dir. H. E. Edley
Hudley Ltd., 71 Rutland Rd., Chesterfield, Derbys. Tel. (01) 797-3506, Chm. & Dir. A. Hudley, Dir. D. J. E. S. Hudley.

Branches:
London 699-5297.
Northumberland.
North west.

40QD N. IN 3R 6Cartaile St.

Derek Lawson Recs., 28214 WESDO, London W1.

Noel P

(01)

Branch:
London W6, 120 King St. Tel. (01) 741-0381.

PRINTERS & LITHOGRAPHERS

Home office: USA, Chicago, Ill.


Campion Printing Ltd., Pambrooke Rd., Stocklake, Aylesbury, Bucks. Tel. (026) 832891
Cornells Ltd., Ed. Lansdown Pl., Lewes. Tel. (01) 654-1627, Dir. R. Reginald Phipps.

Ernest J. Day & Co. Ltd., 3 Olaf St., Freston Rd., London W1. Tel. (01) 228-3499
Delga Press Ltd., Dingwall House, 8 Marlborough Rd., London SW1, Tel. (01) 406-0112, Dir. J. K. H. Browne.

Free Range Rec's, Ltd. 21 Tavistock St., London WC2, Tel. (01) 228-3455, Mgr. Dir. J. M. H. Paterson.

Gollard Ltd., Queen Anne's Rd., Great Yarmouth, Norfolk. Tel. (0493) 4281


Harrison & Sons (Hayes) Ltd. Printing House Ln., Hayes.
**International Music-Record Section**

**Labels:**
- Owned/Cor: (represented) Avril (Germany)
- Arrow (UK); BASF (Germany), Barclay (France); Caracol (Columbia); CBS (Columbus); Columbia (USA); Decca (El Salvador); Discos Audio (Argentina); FDI (FR); Festival (France); Philips (UK); Rca (UK); Telefunken (France); Veba (FR); Warner (UK).
- Owned: (represented) BMG (Argentina), Decca (UK), Discomoda (Argentina), UK, Kodak (Argentina), MCA (UK), Musicland (UK)
- Distributed (France), Panasonic, Philips, Polydor, Sony, Warner, WWF.

**Distribution:**
- Argentina: Buenos Aires.
- Brazil: Rio de Janeiro.
- Columbia: Bogota.
- Spain: Madrid.

**Contact:**
- International Dumyl: M. Camara Tacuabe (represented).
- Philips Cable Intl: see (Argentina).
- Sec'y IEMSA: Pres. Ltda.
- Trova see (UK).
- Owned: (represented) Avril (Spain).

**Printers & Lithographers:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-75, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Plating, Processing & Pressing Plants:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-45-75, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Licensing Organization, Music:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen

**Plant:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-78, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Record Promotion:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Tape Custom Package: Supply:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Suppliers:**
- Enlarge & Mailers Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Advertising:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Jackets & Sleeves:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Labels:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Distributors/Importers:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Spectrum:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Distribution:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Design & Artwork:**
- Imperial SA, Rincon 387, Montevideo Tel 91-45-76, 91-44-68. Pres. & Gen. Mgr. Jorge de Janeiro. Sales Dir. Teun Coen
- Imprenta CIA, SA, Rio Branco 1481-83, Mendoza 19 Tel 5-17-55, 9-49-72 Pres. Gen Mgr. Rafael Benevides

**Venezuela:**

**Population:** 11,000,000

**Exchange Rate:** 1.00 USD = 2.40 bolivars

**Holidays:**
- January 6 (Epiphany), March 10 (Vargas Day), April 19 (Carnival), May 1 (Labor Day), June 4 (Battle of Carabobo), June 20 (Battle of Callao), July 17 (Independence Day), August 22 (Assembly of the Indians), September 19 (Bicentennial), October 12 (Federal Law Day), October 16 (Independence Day), November 21 (Bicentennial), December 15 (Anniversary of the First Treaty of Zulia), December 25 (Christmas).
International Music-Record Section

VIRGIN ISLANDS (U.S.)

Population: 73,000
Per capita income: $12,377
Holidays: January 1, 6, 30, February 12, 22, March 21, April 7, May 30, June 22, July 4, 25, September 5, October 25, November 11, 21, December 25, 26

VIRGIN ISLANDS (U.S.)

Population: 21,300,000
Rate of exchange: 1(U.S.) = 17.00 dinars.
Per capita income: $9,000
Holidays: January 1, May 1, July 1, November 29, 30
RECORDS:
Records manufactured for domestic & export sale: LP's 1974-4, 500,000 units, $17,100,000.00; 1975-1,800,000 units, $30,000,000.00 & singles 1974-11,500,000 units, $10,000,000.00; 1975-13,000,000 units, $25,000,000.00.
Records sold domestically: LP's 1974-4, 300,000 units, $16,500,000.00; singles 1974-11,000,000 units, $19,350,000.00.
Records exported to USA: 1974-104,116 units, $55,356,000.00; singles 1974-292,065,000 units, $56,349,000.00.
Stereo sales: 80% of total.
Discounting: Rare.
Type of distribution: Manufacturer-to-retailer through traveling salesmen.
Type of promotion: Radio programs, TV commercials and newspaper advertising are the main sources of promotion.

TAPE:
Market: Cassettes are the major tape configuration sold, with fewer sales of open reel tape which is sold in the serious music trade.
Pre-recorded tape sold domestically: 1974-9,500 1975-5,000.
Average price per tape: 8-14.90 cassette; 15-50 tape.

TELEVISION STATIONS:
No. of government: 20.

TAPE CUSTOM DISTRIBUTOR
Alta Diskografiska Produktion, Bogalviken 1b, Zagreb Tel: (041) 447-73.

YUGOSLAVIA

Population: 10,000,000
Rate of exchange: 1(U.S.) = 19.00 dinars.
Per capita income: $1,000
Holidays: January 1, 2, 6, 12, 22, 25, 30, March 19, 25, April 30, May 1, 12, 15, 25, June 15, 25, July 15, 25, 30, September 30, October 15, 25, 30, November 15, 25, 30
RECORDS:
Records manufactured for domestic & export sale: LP's 1974-4, 100,000 units, $1,000,000.00; 1975-1,500,000 units, $2,500,000.00 & singles 1974-16,000,000 units, $18,000,000.00; 1975-20,000,000 units, $25,000,000.00.
Records sold domestically: LP's 1974-4, 300,000 units, $16,500,000.00; singles 1974-11,000,000 units, $19,350,000.00.
Records exported to USA: 1974-104,116 units, $55,356,000.00; singles 1974-292,065,000 units, $56,349,000.00.
Stereo sales: 80% of total.
Discounting: Rare.
Type of distribution: Manufacturer-to-retailer through traveling salesmen.
Type of promotion: Radio programs, TV commercials and newspaper advertising are the main sources of promotion.

TAPE:
Market: Cassettes are the major tape configuration sold, with fewer sales of open reel tape which is sold in the serious music trade.
Pre-recorded tape sold domestically: 1974-9,500 1975-5,000.
Average price per tape: 8-14.90 cassette; 15-50 tape.

TELEVISION STATIONS:
No. of government: 20.

SERVICES

SOCIETE DES PRODUCTS VICTOR
Rue de la Chaux, 18, Geneva, Switzerland.

SALES MANAGER:
Stefanovitch, Stéphane.

TELEPHONE:
(022) 320-82-22.

FAX:
(022) 320-71-32.

E-MAIL:
info@spv.ch.

INTERNET:
www.spv.ch.

LOCATIONS:
Switzerland.

HEADQUARTERS:
International Music Industry.

OFFICES:
Geneva.

SALES:
Europe.

DEFINITIONS:
Sales Manager:
Stefanovitch, Stéphane.

TELEPHONE:
(022) 320-82-22.

FAX:
(022) 320-71-32.

E-MAIL:
info@spv.ch.

INTERNET:
www.spv.ch.

LOCATIONS:
Switzerland.

HEADQUARTERS:
International Music Industry.

OFFICES:
Geneva.

SALES:
Europe.

DEFINITIONS:
Sales Manager:
Stefanovitch, Stéphane.

TELEPHONE:
(022) 320-82-22.

FAX:
(022) 320-71-32.

E-MAIL:
info@spv.ch.

INTERNET:
www.spv.ch.

LOCATIONS:
Switzerland.

HEADQUARTERS:
International Music Industry.

OFFICES:
Geneva.

SALES:
Europe.

DEFINITIONS:
Sales Manager:
Stefanovitch, Stéphane.

TELEPHONE:
(022) 320-82-22.

FAX:
(022) 320-71-32.

E-MAIL:
info@spv.ch.

INTERNET:
www.spv.ch.

LOCATIONS:
Switzerland.

HEADQUARTERS:
International Music Industry.

OFFICES:
Geneva.

SALES:
Europe.

DEFINITIONS:
Sales Manager:
Stefanovitch, Stéphane.

TELEPHONE:
(022) 320-82-22.

FAX:
(022) 320-71-32.

E-MAIL:
info@spv.ch.

INTERNET:
www.spv.ch.

LOCATIONS:
Switzerland.

HEADQUARTERS:
International Music Industry.

OFFICES:
Geneva.

SALES:
Europe.

DEFINITIONS:
Sales Manager:
Stefanovitch, Stéphane.

TELEPHONE:
(022) 320-82-22.

FAX:
(022) 320-71-32.

E-MAIL:
info@spv.ch.

INTERNET:
www.spv.ch.

LOCATIONS:
Switzerland.

HEADQUARTERS:
International Music Industry.

OFFICES:
Geneva.

SALES:
Europe.
<table>
<thead>
<tr>
<th>Advertisers</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>A1 Record Sales</td>
<td>145</td>
</tr>
<tr>
<td>ABC Publishing</td>
<td>187</td>
</tr>
<tr>
<td>ABC Record &amp; Tape Sales</td>
<td>131</td>
</tr>
<tr>
<td>AD&amp;D Distributors</td>
<td>148</td>
</tr>
<tr>
<td>AKG Distributors</td>
<td>211</td>
</tr>
<tr>
<td>ATB</td>
<td>291</td>
</tr>
<tr>
<td>ATV</td>
<td>17</td>
</tr>
<tr>
<td>Acuff-Rose UK</td>
<td>373</td>
</tr>
<tr>
<td>Agfa-Gauffert SpA</td>
<td>268</td>
</tr>
<tr>
<td>Alco Research</td>
<td>167</td>
</tr>
<tr>
<td>All West Distributors</td>
<td>112</td>
</tr>
<tr>
<td>Allied Record Co</td>
<td>153</td>
</tr>
<tr>
<td>Almada Corp. Canada</td>
<td>243</td>
</tr>
<tr>
<td>Almar Music</td>
<td>155</td>
</tr>
<tr>
<td>Alpha Distributors</td>
<td>135</td>
</tr>
<tr>
<td>Anco Ltd.</td>
<td>50, 155, 203</td>
</tr>
<tr>
<td>Anson Co</td>
<td>46</td>
</tr>
<tr>
<td>April/Bridgewater Music</td>
<td>61</td>
</tr>
<tr>
<td>April, Music, Japan</td>
<td>312</td>
</tr>
<tr>
<td>Araco Records &amp; Tapes</td>
<td>130</td>
</tr>
<tr>
<td>Ariola Eurodisco</td>
<td>339</td>
</tr>
<tr>
<td>Arrow Tapes Limited</td>
<td>375</td>
</tr>
<tr>
<td>Arton</td>
<td>289</td>
</tr>
<tr>
<td>Artistic Music Dist</td>
<td>133</td>
</tr>
<tr>
<td>Astor Tower</td>
<td>51</td>
</tr>
<tr>
<td>Athena Ind.</td>
<td>195</td>
</tr>
<tr>
<td>Audio Ind.</td>
<td>192</td>
</tr>
<tr>
<td>Audio Vision</td>
<td>319</td>
</tr>
<tr>
<td>Audiomatique</td>
<td>200</td>
</tr>
<tr>
<td>Audio Magnetics</td>
<td>153</td>
</tr>
<tr>
<td>Avus Aspina</td>
<td>275</td>
</tr>
<tr>
<td>Apex-Martin</td>
<td>129</td>
</tr>
<tr>
<td>B</td>
<td>BASF</td>
</tr>
<tr>
<td>BC</td>
<td>Benson &amp; Co.</td>
</tr>
<tr>
<td>BKS</td>
<td>Berkley Air Services</td>
</tr>
<tr>
<td>Bittayas Products</td>
<td>130</td>
</tr>
<tr>
<td>Bird Records</td>
<td>264</td>
</tr>
<tr>
<td>Paul Beaucage</td>
<td>264</td>
</tr>
<tr>
<td>Bill's Music &amp; Rentals</td>
<td>45</td>
</tr>
<tr>
<td>Bizet Music Group</td>
<td>235</td>
</tr>
<tr>
<td>Bumae Music</td>
<td>93</td>
</tr>
<tr>
<td>Braddyf Gear</td>
<td>154</td>
</tr>
<tr>
<td>Bradley's Records</td>
<td>370</td>
</tr>
<tr>
<td>Brocany's Polka Palace</td>
<td>103</td>
</tr>
<tr>
<td>Brown Paper Bag</td>
<td>183</td>
</tr>
<tr>
<td>Brunswick/Dakar</td>
<td>21</td>
</tr>
<tr>
<td>C</td>
<td>CAM</td>
</tr>
<tr>
<td>CBS Records Int'l</td>
<td>223</td>
</tr>
<tr>
<td>CBS/Sugar</td>
<td>292</td>
</tr>
<tr>
<td>CEMA</td>
<td>205</td>
</tr>
<tr>
<td>Candy Stripe Records</td>
<td>142</td>
</tr>
<tr>
<td>Capital Magnetics</td>
<td>190</td>
</tr>
<tr>
<td>Car Tapes</td>
<td>366</td>
</tr>
<tr>
<td>Cardinal Export Corp.</td>
<td>139</td>
</tr>
<tr>
<td>Carrosolo Cavo</td>
<td>139</td>
</tr>
<tr>
<td>Caytronix</td>
<td>39</td>
</tr>
<tr>
<td>Certain Tied Machinery</td>
<td>141</td>
</tr>
<tr>
<td>Chimpanzean Distributors</td>
<td>181</td>
</tr>
<tr>
<td>Chipp</td>
<td>355</td>
</tr>
<tr>
<td>Chips</td>
<td>355</td>
</tr>
<tr>
<td>Gimno Publ. Inc.</td>
<td>108</td>
</tr>
<tr>
<td>Claude Pfaff</td>
<td>312</td>
</tr>
<tr>
<td>Coco Records</td>
<td>45</td>
</tr>
<tr>
<td>Compact Cassettes Trading</td>
<td>343</td>
</tr>
<tr>
<td>Controlled Sheet Music</td>
<td>109</td>
</tr>
<tr>
<td>Compus Music Set</td>
<td>109</td>
</tr>
<tr>
<td>Compus Records</td>
<td>294</td>
</tr>
<tr>
<td>Creative Packaging</td>
<td>207</td>
</tr>
<tr>
<td>COM</td>
<td>109</td>
</tr>
<tr>
<td>Custom Case</td>
<td>216</td>
</tr>
<tr>
<td>D</td>
<td>Dana Exports</td>
</tr>
<tr>
<td>Data Packaging</td>
<td>145</td>
</tr>
<tr>
<td>Dayk Music</td>
<td>265</td>
</tr>
<tr>
<td>Dayglow/Red Bullet</td>
<td>265</td>
</tr>
<tr>
<td>Deane &amp; Adams Mint</td>
<td>317</td>
</tr>
<tr>
<td>Denka Records</td>
<td>317</td>
</tr>
<tr>
<td>DJM Organization</td>
<td>363</td>
</tr>
<tr>
<td>Del Products</td>
<td>153</td>
</tr>
<tr>
<td>Dev Design</td>
<td>124</td>
</tr>
<tr>
<td>Disc Center</td>
<td>112</td>
</tr>
<tr>
<td>Disc Y Caetchula</td>
<td>319</td>
</tr>
<tr>
<td>Disco Garmo</td>
<td>316</td>
</tr>
<tr>
<td>Discos Gas</td>
<td>316</td>
</tr>
<tr>
<td>Diskmaker</td>
<td>167</td>
</tr>
<tr>
<td>Double B Records</td>
<td>117, 144</td>
</tr>
<tr>
<td>Chet Dunn Assoc</td>
<td>204</td>
</tr>
<tr>
<td>E</td>
<td>EMI Publishing</td>
</tr>
<tr>
<td>EV Game</td>
<td>213</td>
</tr>
<tr>
<td>Ecoline</td>
<td>286</td>
</tr>
<tr>
<td>Edizioni Seiaca</td>
<td>262</td>
</tr>
<tr>
<td>El Mar Plastics</td>
<td>198</td>
</tr>
<tr>
<td>Elpa Marketing</td>
<td>168</td>
</tr>
<tr>
<td>Elton Export</td>
<td>138</td>
</tr>
<tr>
<td>David Esteban</td>
<td>145</td>
</tr>
<tr>
<td>Euro-American</td>
<td>132</td>
</tr>
<tr>
<td>Eve Tone</td>
<td>107, 162, 163, 164</td>
</tr>
<tr>
<td>F</td>
<td>Fania Records</td>
</tr>
<tr>
<td>Fantasy Records</td>
<td>59</td>
</tr>
<tr>
<td>Fathers &amp; Sons</td>
<td>123</td>
</tr>
<tr>
<td>B. Findlay Exports</td>
<td>374</td>
</tr>
<tr>
<td>Finetone</td>
<td>27, 202</td>
</tr>
<tr>
<td>Finebone</td>
<td>212</td>
</tr>
</tbody>
</table>

Index to Advertisers

The publisher does not assume liability for errors or omissions.
PICKWICK
Points The Way To Profit!

Now the greatest in economy records & tapes

Pickwick International, Inc., Woodbury, New York 11797