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East To Chair IMIC Indie Label Session

survival of independent labels globally will be discussed at an IMIC '78 session titled "Independent Labels: Hope Of The Future. chaired by Ken East, vice president

Hong Kong Halts Pirate Tape Sale

HONG KONG-In a dramatic turnaround, pirate tapes have all but disappeared from the retail scene

The practice, which the industry estimates has skimmed as much as \$10 million a year from legitimate producers, came to a near virtual halt in mid-March after a steppedup enforcement drive was launched by government authorities.

But now industry executives fear that private manufacturers, deprived of their local retail market, will more aggressively promote ex-ports into surrounding territories. While it is illegal to manufacture pi-(Continued on page 69) international operations, Tamla/ Motown, U.K.

Approximately 400 registrants are expected to be in attendence when the International Music Industry Conference convenes in Venice Monday (1) at the Excelsior Palace

Partaking in this vital discussion will be Chris Wright, chairman, Chrysalis, U.K.; Robin Taylor, managing director, Casablanca, U.K./Furope: Harold Lipsius. owner, Universal Distributing, U.S. (Continued on page 86)

Suburbs Draw More Pop Acts

By DICK NUSSER

NEW YORK-Exorbitant labor costs and other factors appear to be driving contemporary music attractions from traditional metropolitan venues to the suburbs, where mod-ernized facilities are luring top name acts in increasing numbers.

Many factors are responsible for the seemingly inexorable shift of pop, rock and jazz concerts from big cities to suburbs, including these:

 Promoters find profit margins greater in the suburbs where labor (Continued on page 42)

PUBLIC B'CASTER FUSS

ASCAP's Royalty Demand Cut 50%

WASHINGTON-ASCAP has offered to reduce its proposed \$3.6 million a year fee for the compulsory licensing of its music to public broadcasters to \$1.8 million-a 50% discount-for the years 1978-79.

The discount would dwindle to 20% by 1982 in the five-year license period, making the total \$2.88 million that year.

The rate would be adjusted up or down, depending on whether present public broadcasting budgets rise or fall. They are currently rising at an annual rate of 10%

At the same time, the public broadcasters have said they consider a blanket fee of \$475,000 for the ASCAP music. This is a retreat from their original demands for per-composition rates, which they say would have given ASCAP between \$430,000 and \$450,000 maximum.

These tentative offers were sub-(Continued on page 36)

NPR May Share 'Met' By Satellite

NEW YORK-Pending final approval of the National Public Radio's membership and board of di-rectors, commercial classical stations were told that the NPR is "trial ballooning" a new policy that would enable commercial outlets to continue using live performances of the Metropolitan Opera when the program plugs into the NPR satellite system.

NPR vice president Tom Warnock told members of the Concert Music Broadcasters Assn. gathered here that the "100% turnover" in NPR staff and board of directors over the past year is paving the way for a solution to the problem of the Met broadcasts.
(Continued on page 86)

CBS Eyes U.S. Latin Net

LOS ANGELES-Whether or not current negotiations to purchase Caytronies yield immediate results, CBS International president Dick Asher says his firm intends to work Asher says us true medical towards eventually controlling its own Latin distribution in the U.S.

Purely for strategic reasons, Asher says, "I think we would want to control (U.S. distribution) in

terms of CBS (Latin) artists because this is an important Latin market.

The CBS interest for the market provided the initiative some two years ago for the negotiations now underway by which CBS may emerge the owner of the Caytronics Latin operation.

The current distribution pact be-(Continued on page 85)



RENEE ARMAND is currently touring the states with John Denver. She also was a featured singer on Denver's historic Australian tour, and has performed on record and in person with Commander Cody and Neil Sedaka. In every city she plays, record sales soar . . We know we've got a winner here. IN TIME (BXL1-2708), Renee's debut album on Windso Records. Renee Armand: to hear her is to love her (Advertisement)

Shakeups May Rock 2 Radio Chains

NEW YORK - Management shakeups at two major broadcasting chains-Storer Broadcasting and the Tribune Co. Stations-promise to yield wide-reaching programming changes at several of their stations.

With the naming of Neil Rockoff. general manager of New York's WHN-AM to vice president in charge of radio for Storer Broadcasting, drastic changes could be implemented at several outlets of the seven-station chain.

Though Rockoff is reluctant to tip his hand as to what changes he is contemplating, the possibilities include Los Angeles' KTNQ-AM go(Continued on page 91)

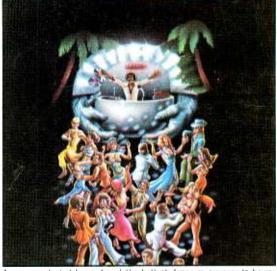
2001 Disco Chain Bows Its Own Label

NEW YORK-2001 Clubs of America has become the first major U.S. disco chain to launch its own record label.

2001 Records was developed out of a concept by entertainer Lou-Christie during the planning by 2001 Clubs of a nationwide disco dance marathon to aid the Easter Seal Society

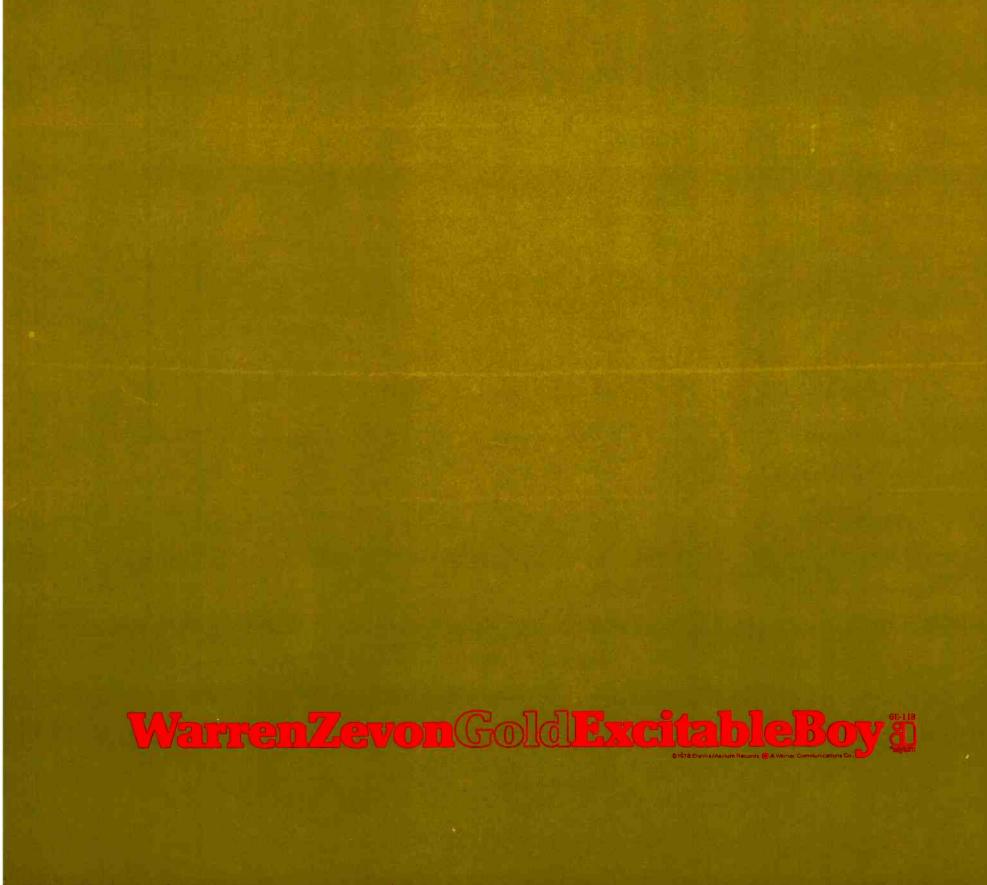
A similar label concept was reated more than two years ago by the now-defunct Dimples disco chain, but was aborted when the operation slipped into bankruptcy

2001 Clubs has also started Oz, the first known disco franchise aimed exclusively at a teenage clientele. This new chain is expected to play (Continued on page 65)



corded for a major motion picture, the soundtrack of "THANK GOD IT'S FRIDAY" (NBLP 7099 3), songs by various Motown and Casablanca artists including Donna Summer, The Commodores, Diana Ross, Paul Jabara. Thelma Houston and more! "THANK GOD IT'S FRIDAY" a Motown-Casa blanca Production release through Columbia Pictures. Soundtrack available from Casablanca Record and FilmWorks. (Advertisement)





'Fever' Sells At White Hot **Pace Setting New Record**

Coury Claims RSO Set Has Outgrossed All LPs

By PAUL GREIN

LOS ANGELES-Domestic sales of "Saturday Night Fever" are between 10-11 million units, according to Al Coury, president of RSO, plus an additional one-two million inter-

Coury claims that this may already make the Bee Gees-dominated soundtrack the biggest album of all time in terms of worldwide unit sales. He is certain that it is already the biggest album in terms of gross receipts, because the double-pocket set lists for \$12.98.

Says Coury: "Fleetwood Mac's 'Rumours' has sold between 9-10 million units at \$7.98. Before that the big album was Peter Frampton's 'Frampton Comes Alive,' which did 7-8 million at \$6.98 originally and then \$7.98. And before that it was Carole King's 'Tapestry,' which did 10-12 million, with most of the sales

at \$5.98.
"'Saturday Night Fever' became the topgrossing album of all time when it hit 8 million units," he claims, suggesting that it may ultimately outgross the Fleetwood Mac, Frampton and King sets combined, due to its higher

He also claims that the other big albums didn't do as much proportionate business in-ternationally as "Saturday Night Fever" is doing. He foresees eventual international sales of 5-7 million, on top of the 15-17 million he expects to do in the U.S. by November.

At its peak, during the first two weeks of February, the album sold one million units a week. It is now selling at half that rate, or 500,000 units a week, according to Coury.

The three singles from the LP have sold a total of 6.6 million units todate: 1.8 million for "How Deep Is Your Love," 2.8 million for "Stayin' Alive" and 2 million for "Night Fever," according to Coury.

It is not certain if "More Than A Woman," fourth Bee Gees song on the soundtrack, will be released as a single. Says Coury: "The Bee Gees wrote the song and gave it to Tavares. We wanted to give them a shot; they said they'd

"About two weeks ago Bruce Wendell (Capitol's vice president of promotion, who inherited Coury's job in 1976 when Coury left the label for his present position) called and said it didn't look like he'd be able to bring it home; that we could put out the Bee Gees version if we wanted to.

"I called Robert Stigwood and the Bee Gees and we're exploring the possibility. But we have the new Travolta/Newton-John and Andy Gibb records, why should we fight ourselves? And we'd hate for the Bee Gees to go to number two, when they have a new record in the can (from the upcoming studio album) which we know will go to No. 1.

Coury is pushing for the release, and concedes he wanted to release it seven weeks ago when "Night Fever" was just approaching No. 1. But Stigwood's feeling, he says, is to leave something on the LP which consumers will have to buy the album for.

Coury is aware of the possibility of over-saturating the market with Bee Gees product, as Elton John was overexposed in his 1975 blitz, but shrugs, "we cannot restrict Bee Gees airplay.

(Continued on page 77)

'Joan Of Art' Lauds Disks At RIAA Fete

WASHINGTON-Joan Mondale accepted RIAA's 10th cultural award here Tuesday (18) with praise for the record industry in making music available to "one-third of the American people" who do not have access to live performances.

The wife of Vice President Walter Mondale, a vigorous protagonist of cultural activities in her own right, lauded the high standards of the industry. It has demonstrated, she said, that "quality and quantity are not mutually exclusive.

As has become customary, the association's annual event drew a large representation from Congress and government agencies. With industry executives they shared a sumptuous banquet at the Washington Hilton and savored a show featuring top recording talent.

Jerry Moss, chairman of A&M Records and board chairman of the RIAA, made the presentation to (Continued on page 82)



High Honor: Jerry Moss, board chairman of RIAA and A&M Records chairman, presents Joan Mondale, wife of Vice President Walter Mondale, with the association's 10th cultural award, at the annual dinner

Franklin Vows 'No CBS LPs' At Conn. Store

YORK-Al Franklin, owner of Al Franklin's Music World superstore in Hartford, Conn., is

mad as hell, and he won't take CBS product anymore, he says

What has aroused Franklin's ire is the new CBS pricing policy (Billboard, April 22, 1978), which he says is making the independent retailer 'a sacrificial lamb to help the mul-

He says that though his 7,000 square foot store, "probably the largest in New England" did more than \$100,000 worth of business with CBS last year, he has to pay the full dealer price of \$4.37 on an LP while his competitors pay 29 cents less even though Franklin in his one store can sell more records than three small outlets put together.

"We are not antitrusting, there is nothing illegal about it, but if Columbia continues with this we will just sell around them. I have been in touch with other dealers to invite them to do the same. What Columbia is doing is destroying the full catalog dealer to help the Kmarts

and the multiples," he says.
He adds that WEA's, MCA's and others' price increases were more equitable, but in general he is not

too happy about any of them.
"At one time when the whole country is crying because of inflation it is wrong for the record com-(Continued on page 91)

Spokane Dealers Ask FCC Probe Of 7 Top Labels

LOS ANGELES-Three Spokane independent record/tape dealers have asked the Federal Trade Commission to investigate alleged discriminatory practices by seven "record manufacturers" favoring two chain retailers in the

WHITE HOUSE **CMA PARTY** 'DOWN HOME'

By GERRY WOOD

WASHINGTON-The downhome lyrics and lifestyle of country music captured the White House Monday (17), bringing music and mirth to President Jimmy Carter, Mrs. Carter, several Senators and Congressmen and some 200 guests connected with the country music

The White House reception for the board of directors of the CMA featured a concert by Tom T. Hall, Loretta Lynn and Conway Twitty, a lavish buffet meal and a country jam session that starred Charlie Daniels, Larry Gatlin, James Talley and Gary and Teri Morris.

"When I come back to the White House from a long day at the oval office, I often put on country music," said President Carter in introducing the main acts. "It reminds me of (Continued on page 56) area, Eucalyptus and Odyssey. In a 52-page "complaint," Alfred E. Kitching, Spokane attorney, outlines the dealers' gripes against WEA, CBS, RCA, Capitol, ABC, MCA and Phonodisc. Kitching represents Jerry Gillory, Budget Tapes and Records; Pat Miller, Strawberry Jams; and Rory Berg, Looney

Kitching asks the FTC to check into allegedly illegal practices such as the subdistributor prices accorded to big users; transshipping by out-of-area distributors to delinquent big users; preferential credit extensions to volume buyers and disproportionate advertising allowances.
In addition, the FTC is asked to

look into the "non-labelling of price on albums by record manufacturers," which the complaint claims enables stores like Odyssey to deceive the consumer as to price.

Odyssey, it's contended, is using a bin pricing system, wherein a header price sign is posted for a certain album, allegedly giving the consumer the impression that all albums in the bin sell for the same price. None of the albums in the bin carry a price

(Continued on page 82)

Supreme Court Kills Nixon Tape LP Set

WASHINGTON-Any hope of early access to the Nixon Watergate Tapes by record companies and broadcasters was abruptly killed by Tuesday's (18) Supreme Court ruling against release of the tapes.

In Los Angeles, Mickey Kapp, president of special projects at Warner Bros. Records as well as a documentarian, historian and producer of a scrapped two-record set, says it's a "sad day for the first amendment and the record indus-

Kapp reports that his company's project had been in the works for two years and that the package was "all set to go."

Although he declined to comment on production costs incurred on the album, he did say that the legal fees were "costly."

Says Kapp: "The fight we made on behalf of the record industry at the Supreme Court was costly. But we believed in the merits of the case.

The project is over and done with. It's unfortunate because it would have set a good precedent for the broadcasting industry and Warner's," he says disappointedly.

The album would have been narrated by George C. Scott.

The Supreme court decided that (Continued on page 82)

Top Court Indecency Flap Involves FCC Rights Issue

WASHINGTON - Whether the FCC has the right to ban language it defines as "indecent" from being aired when children might be in the audience was the central argument before the Supreme Court Tuesday

The issue was whether the commission could use the U.S. Criminal Code against obscenity (paralleled by a section in the Communications Act) to justify the ban on specific

words it judges "indecent."

The U.S. Appeals Court here rejected the FCC's 1975 ruling against the use of "indecent" language aired in a George Carlin comedy album over Pacifica station WBAT-FM.

The court said the FCC's broad policy, which was ostensibly to protect children in the audience, would in effect censor adult programming. FCC attorney Albert Morino, the

first to speak, insisted that the now famous "seven dirty words" (or lan-guage offensively depicting sexual or excretory activities) were the sole targets of its declared policy to protect children in the broadcast audience.

Morino said the FCC invoked the obscenity prohibition in the Communications Act (which parallels that in the U.S. Criminal Code), only so it could "channel out" indecent language from broadcasts heard by children.

But Harry Plotkin, opposing counsel for the licensee Pacfica, argued that the FCC had used a criminal statute prohibiting "obscene, in-decent or profane language" from the air in order to censor programming material.

Plotkin said the words would be banned even when they might be properly used in a community discussion or news program, where use of some of these words is customary-or in artistic contexts.

William Rehnquist Justice wanted to know if the FCC could ever tell a station it cannot present certain material-even in an extreme case where a station might just play one dirty word continuously.

Plotkin countered that the FCC has civil sanctions-fines, revoke or curtailment of licensee.

Justice John Paul Stevens asked FCC attorney Morino if the FCC could use the criminal code obscenity sanctions against a CB operator (Continued on page 86)

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Swallens Swollen By Recorded Music Volume

Putteet Ups Dept. Store **Chain Sales**

LOS ANGELES-The seven record/tape departments in the Swallens department store chain in south central Ohio rate among the biggest and best in the U.S.

The departments, which stock only LPs, tapes and some singles, topped \$4 million gross in 1977. That averages out to \$575,000 annually for each of the 3,400 square foot areas

Sam and Al Klayman, deans of distribution in that area at Supreme Distributing, Cincinnati, point out Jerry Putteet, record/tape manager for the departments, as the catalyst for making the recorded music equation work.

They think their billing has vaulted 400% since the one-time Word Records and Hit Distributors salesman joined Swallens in 1966.

Putteet modestly attributes his vaulting volume to the sophistication conceived by all branches of the industry in the past 12 years. "I've seen it go from a happy-golucky, shotgun luck approach to a business where everybody is interested in helping build retail," Putteet says. "Labels and all their representatives deserve our respect.'

Putteet isn't even angered by the constant raiding of his employes by labels and distribution entities. Off the top of his head, he recalls such Swallens' alumni as Joe Gagliano, Polygram Distributing Cincinnati salesman; Bill Kennedy, RCA promotion, Atlanta; Larry Ferris, Polygram promotion, Miami; Scott Ferris, merchandising for Polygram, Cincinnati; Kirk Stull and Mary Jane Rafferty, ABC Record and Tape Sales, Indianapolis; Pete Spasoff, Arista Ohio regional rep among those he trained.

22,

For unlike so many discount stores which still operate unmanned record/tape departments, Putteet demands four full-time well-trained employes in each store.

Good people in the department have been our base. When I started, I remember the departments were eight to 10 feet of aisle. We carried no tape, just records.

"Now we carry up to 5,000 album titles, most of them on both LP and tape. We've got eight to 10 of the 500-pack Genco tape cabinets today. There are long rows of A-frame, back-to-back step-up racks, which we custom manufacture.

'We make a rack which exposes 80% of the front cover to give the artwork a chance to sell. Our racks are more than four feet high, so we can show six covers per 12-inch of width."

A Swallens' department isn't hard for the novice shopper to maneuver in. Giant headers direct the newcomer to various types of repertoire. The gamut runs from classics to soul and there's plenty of chance to select ethnic and specialty albums.

Within one category of repertoire, artists are filed alphabetically. Swallens does not use designated name divider cards. Blanks are used, with artist name tags on the front of the individual album slot. The name tags are stapled on.

Putteet has found it's quicker to make name tags than waiting for printed divider cards. "And there are so many one-shot acts." he adds.

Putteet should know. Among the record marketing fraternity, he's

(Continued on page 86)



HAPPY BIRTHDAY—Bee Gees Robin, Maurice and Barry Gibb join the RSO cow to send birthday greetings to Robert Stigwood, via a special television commercial aired April 15 during NBC's "Saturday Night Live." The RSO chief knew nothing of the surprise, implemented secretly by his Polygram colleagues, until he tuned in to the show

Alleged Pirates File Suit Against RIAA For \$3 Mil

LOS ANGELES—Joseph James Martin, Pearl Music and National Music Corp., defendants in prior local piracy civil actions, are among the six plaintiffs suing the Recording Industry Assn. of America for \$3 million damages in Federal District

The pleading charges the defendant violated antitrust laws by hindering the plaintiffs in attempting to

Pearl Music lists its address as Huntington Beach, Calif., a local suburb, while National Music Corp. and Market Research Corp., another plaintiff, are listed in Milford, Conn.

The other plaintiffs are Nordest Marketing, Reading, Mass., and Consolidated Industries, Woodsville, N.H.

Two separate phone calls made to National Music Corp. and Market Research Corp. were taken by a person who identified himself as Jack Muench. Muench would not com-

Crocker And Tarnopol Trials Set For May?

NEW YORK-Former WBLS program director Frankie Crocker received another postponement of his retrial on federal perjury charges last scheduled for April 17 when U.S. District Judge Frederick B. Lacey last week ordered the case reset for May 15 in Newark.

The U.S. Court of Appeals set

aside Crocker's first conviction last November (Billboard, Dec. 10, 1977) and called for a new proceed-

This new date may not be permanent since Judge Lacey last week scheduled the second trial of Brunswick Records president Nat Tarnopol for May 9. Tarnopol's original proceedings, also set aside by the appeals court, took seven weeks in January and February of

Tarnopol, if convicted, faces a maximum penalty of a \$10,000 fine and five years imprisonment under the federal Conspiracy Act for allegedly conspiring to defraud artists, writers and publishers of royalties.

Both Tarnopol and Crocker are represented by Michael Pollack. Assistant U.S. Attorneys are John Bowens on the Crocker case and Kenneth Laptook on the Tarnopol trial.

ment when queried about the companies, but said a "Mr. Morf" would be in Thursday (20).

A federal court civil action dossier here involving Martin and Pearl Music identifies a "Ronald Morf" as an employe of National Music Corp. Information for Massachusetts provided a phone number for Nordest, whose number when dialed elicited a "disconnected" intercept. There is no phone listed for the Woodsville

The brief here contends that the industry does \$1 billion in sales, with RIAA members selling 90% of that total. Four record companies are claimed to sell 60% of the entire RIAA member total.

The plaintiffs argue that they tried to sell consumers on a deal where the party received a stereo sound system (Continued on page 76)

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Executive Turntable

Don Dempsey named to succeed Ron Alexenburg as senior vice president and general manager of Epic/Portrait/Associated labels. Headquartered in New York, he moves from vice president, marketing, at Columbia. Joining CBS as a branch salesman in 1964, Dempsey was made a vice president in



Rick Bleiweiss takes over as national singles director at Polygram Distribution, New York, as one of four new appointments. He was national singles sales manager. Tim Monnig named Atlanta branch manager, moving from Miami branch manager; Larry Hensley takes over the latter post from sales representative at the Atlanta unit; and Bob Colosi is Cleveland sales manager, stepping from sales representative covering that city and Pittsburgh....
Bunky Sheppard is appointed vice president



of CTI Records, New York. He was national promotion director at Motown. Jessica Marlow appointed manager, sales promotion, at RCA Records, New York, from administrator, sales promotion.... Byran Blatt named director of marketing for Jet Records in Los Angeles. He comes to Jet from Arista where he served as West Coast regional marketing director for the past year.



... Dan Westbrook promoted to vice president/manufacturing for MCA Records, Los Angeles. Prior to joining MCA in 1975, he was vice president, engineering, for Muskin Corp., a division of Amcord, Inc. At the same time, Brent Albright is promoted to vice president/recording operations for MCA. He had been director of recording studios prior to the appointment and has served as studio Glen La Russo becomes international product manager with Salsoul Records,



New York. He comes from Polydor Records, Inc., where he was international product manager. . . . Cortez Thompson appointed national director of promotion for Warner Bros. Records black music division. He comes to the label from WOL in Washington, D.C., where he had been program director for the past five years.... Paul Lorenz becomes a di-



rector of the Handleman Co., Clawson, Mich. He's a retired executive vice president of Ford. . . . Kathie Gates becomes assistant director of national credit for WEA in Los Angeles. She has been with the home office's credit department for the past several years. Herb Allen, national credit executive with WEA in Los Angeles, left the label several



weeks ago. He's the new credit manager of A&M's Western branch distribution wing in Sun Valley, Calif. changes at Bang Records, Atlanta, Ga., see Sharon Lawrence named to the post of general manager of the label. She comes to Bang after long associations with such artists as Atlanta Rhythm Section, Elton John and Lynyrd Skynyrd. David Powell, formerly with Lifesong Records, and Cathy Moye, who comes to



Bang from WVLD, are new additions to the promotion department.... Gary R. Krisel named vice president and general manager of Disneyland Records, Burbank, Calif., replacing Merrill C. Dean who has resigned to form his own marketing organization spe-cializing in direct marketing activities. In his new position Krisel will also head Disney's

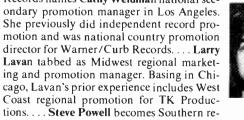


Rousel music publishing and direct marketing record activities.... Cynthia Cox and Sharon

Nelson are recent additions to the Salsoul Records, New York, promotion team. Cox assumes the position of national secondary promotion manager coming from Silver Cloud Records where she had similar duties. Nelson will be the label's promotional representative in California. Previously she had been music director for Wolfman Jack's syndicated radio show.

Records names Cathy Weidman national sec-





Coast regional promotion for TK Productions... Steve Powell becomes Southern regional manager for ABC Records basing in Atlanta. He has and promotion at ABC for five years. At the same time, Bill Williams becomes Southern regional promotion representative basing in Memphis. He was formerly national sales manager at Stax Records. . . . Sonny Woods named manmerly national sales manager at Stax Records.... Sonny Woods named manager, r&b promotion, for RCA Records in the Southeast, headquartering in Atlanta. He was Southeast regional promotion director for Mercury.... At Elektra/Asylum, Nashville, Bill Williams named general manager of country operations. He was formerly sales and marketing director. David Malloy, who had been general manager, will direct country a&r. Ewell Rousel has been appointed to the new post of national sales manager of Nashville operations. He was formerly sales manager of Hot Line Distributors in Memphis, and prior to that was vice president/sales for Stax Records. . . . At E/A, New York, Mitch Kanner elevated to the new post of artist development representative/East Coast from local promotion representative/New York. Replacing Kanner in his old position is Mike Shalett, formerly E/A's local promotion man in Hartford, Conn. for a year. Prior to that he was program director of WHCN-FM in Hartford and earlier was an air personality at WLIR-FM in Long Island, New York.... Sam Harrell is regional promotion marketing manager, Western re-

(Continued on page 77)

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Album Reviews Singles Reviews LP Closeup Column.

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29.

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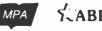
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General News





SALUTE-CBS violinist Isaac Stern, above right, is joined by flautist Jean-Pierre Rampal following Stern's two hours of autograph signing at an Odyssey Records and Tapes store in San Francisco. The hanging display heralded

NEW LRC LABEL Jazz-Based Co. Awaiting OK For Pop, Rock & R&B Entry

By ADAM WHITE

NEW YORK-Jazz-based LRC Records is ready to launch its new label, a vehicle for pop, rock and r&b product. Only copyright clearance of the offshoot's name is awaited.

The move is part of the company's expansion and diversification plans, which coincide with the arrival of industry veteran Bud Katzel as partner to LRC founder, Sonny Lester (Billboard, April 1, 1978).

The operation has also taken over new headquarters on New York's Madison Ave.

Like LRC, the new label will be distributed by TK Records. It will showcase new recording acts signed and finished masters acquired, says Lester. He and Katzel "have no pre-conceptions" about what they will pick up. "It just depends on what we hear," he adds.

Lester claims, too, that the LRC label itself is after new artists, writers and producers, to capitalize further on the crossover potential of much of today's jazz repertoire.

He says that negotiations with several established names, with whom he has been associated during 20 years producing, are currently taking place.

"The way we're structured and fi-nanced now," Lester continues, "we can compete in the acquisition stakes."

Apart from LRC's four, TK-distributed acts (Jimmy McGriff, O'Donel Levy, Joe Thomas and Lonnie Smith), the company embraces Sonny Lester Productions, recently formed to handle jazz-fusion artists for other labels.

Katzel, working directly with in-dependent distributors and with the TK team, is developing marketing approaches for the output of both Lester labels and the production

Current disk activity for LRC focuses on Lonnie Smith, whose "Funk Reaction" 45 from his album of the same name has been picking up r&b radio play, and Jimmy McGriff, who has recorded "Don't It Make My Brown Eyes Blue," featuring Yolanda McCullough on vocals, as a single, again aimed beyond the jazz market to soul.

Sonny Lester formed LRC after selling off his Groove Merchant line to Pickwick last year. "We spent six months getting rid of that old, tradi-tional jazz image," he explains, "and now we're ready for the wider opportunities which jazz-fusion offers.

He adds that his friendship with his new partner goes back 20 years. Before joining Lester, Katzel was vice president and general manager of H&L Records. Prior to that, he was with ABC five years.

New Black Assn. Asks Industry Funding

By JEAN WILLIAMS

LOS ANGELES-A proposal has been drawn up for industry financial involvement in the new Black Music Assn. by the organization's founders Kenny Gamble, head of Philadelphia International Records and Edward Wright, a local music industry public relations executive.

Reports have also been circulating that Jules Malamud, former head of NARM will be chief consultant of the new association.

This organization appears to be taking the place of NATRA, which is reportedly being phased out.

Gamble and Wright are asking

corporations, individuals, organizations and companies to either donate or loan (on a non-interest, long-term basis) large sums of money to the Black Music Assn. to get the organization off the ground.

"After initial funding, the Black Music Assn. will sustain its operations successfully in a manner similar to other leading organizations within the industry," the two state.

CBS Records reportedly plans to

turn over \$200,000 to the associ-

In the proposal, the founders state

the organization's national offices should be in Philadelphia "because of its (Philadelphia's) tremendous influence upon the development of black music and because of its musical contributions over the years."

There will be two types of membership—company and individual. Company membership will be available to companies and organizations involved in the music industry. This will also include all personnel and/ or artists affiliated with the com-

Individual membership may go to any person actively engaged in the music industry who would not be-come a member through any com-

These two memberships also fall into two categories-executive and creative. The executive member must be involved in the business aspect of the industry while the creative member is involved in the artis-

Dues for the organization will be structured according to the type of membership.

The Black Music Assn. will be comprised of five divisions: per-

forming arts, communications, marketing and merchandising, publishing and recording.

The association will be governed

by a board of directors comprised of black executives in the industry and representatives from each designated division of the organization who are actively involved in the industry

With the board of directors, there will also be a president, executive vice president, executive or managing director, several vice presidents, secretary, treasurer and legal coun-

An advisory board will also be set up to be comprised of music industry executives who have contributed financially to bringing the organiza-tion into existence and "distinguished" members of the music industry and business community. Officers for this board will consist of an honorary chairman, chairman and vice chairman.

The advisory board will engage in meetings with the board of directors and the group's officers on at least a bi-annual basis. A full-time paid staff will be established by the board of directors with future plans for developing regional and divisional staffs.

The organization plans to hold several events to bring in additional revenue and to enhance the group's image.

Those events are: an annual convention, annual network television awards show, hall of fame and museum, educational forums and seminars, civic programs, marketing and research surveys, scholarship programs, insurance programs, and other activities as they are needed.

With Philadelphia being the association's headquarters, Gamble and Wright have proposed the estab-lishment of a Black Music Hall of Fame and Museum there.

N.J. CBS Plant Strike Pressing On

NEW YORK - A meeting with the federal mediator on Tuesday (18) failed to break the impasse in the Teamsters Union Local 676 strike against the giant CBS pressing plant at Pitman, N.J.

Federal mediator Chris Sickles says that though she is in contact with both sides, no future meetings are currently scheduled. The strike has closed the plant since April 2.

CBS Records has no comment on the strike, beyond declaring that it is meeting its commitments to its clients. The company has two other pressing plants that are fully operational. Though there have been some sporadic shortages of product, so far no major disruptions have been reported.

Industry estimates suggest that when operational the Pitman plant supplies as much as 70% of all the disks sold on the East Coast. The plant also presses for other labels including Polygram, A&M and Arista.

Cause of the strike is a dispute over wages and mandatory work rules for Sundays.

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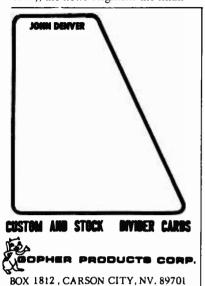
1st Quarter Brightens '78 Picture

Sales, Profits At CBS & WCI Strengthen Prospects

NEW YORK-Record first quarter sales and profits for the music op-erations of CBS Inc. and Warner Communications Inc. (WCI), both paced by their international divisions, indicate a good start for the

U.S. music industry in 1978.

Coming just a week after a similar report from RCA Records within the best first quarter ever for parent RCA Corp. (Billboard, April 22, 1977), the news brightens the finan-



By STEPHEN TRAIMAN cial picture which saw the industry hard-hit by severe winter weather, the coal strike and scattered labor problems at pressing/duplicating

The CBS Record Group's first quarter sales increased 19% over the prior high January-March period a year ago. The CBS Columbia Group, with the Columbia House record/tape club and non-club direct music television marketing operations, and Pacific Stereo's audio growth, saw sales up 21%.

While no group dollar sales or profit breakouts are provided on a quarterly basis by CBS, favorable results by the Record, Columbia and Publishing divisions overcame reduced Broadcast earnings for an overall 2% quarterly gain.

At WCl, which discloses both

quarterly sales and profits figures for all divisions, recorded music had its best first quarter with operating income up 17% on a 22% revenues

Results from foreign operations were particularly good, while do-mestic sales and earnings of the three labels, WEA Corp. and Warner Bros. Music continued to show good growth, chairman Steven Ross stated

Improved international results

also were cited in the RCA first quarter report as a key reason for more than doubled profits at the label. No sales or earnings figures are ever broken out for RCA Records within the billion-dollar-plus electronics-consumer products and services group.

The CBS first quarter figures were highlighted at the Wednesday (19) annual meeting in St. Louis by chairman William Paley and president John Backe. In covering the Records group, Backe noted that the international operation paced January-March sales, as domestic volume was somewhat affected by poor weather conditions and a lower number of releases than in 1977.

He emphasized that despite power and energy difficulties, CBS was able to expand good production levels at its record plants, with the strength of the catalog a key factor in

the U.S. sales rise.

Capsuling the Columbia group operations, Backe reported that nonclub music activities-multi-record packages marketed by direct mail and smaller tv packages-continue to appeal to a growing market. The Pacific Stereo retail stores operation benefited from the opening of a first SoundWorks audio supermarket in San Francisco in late January, with the chain's expansion into Atlanta and the Minneapolis/St. Paul markets later this year adding to the year-end total of 78 outlets.

At WCI, recorded music and music publishing operating income was \$21.867 million in January-March 1978, up 17% from the \$18.715 million the prior year. Operating revenues rose 22% to \$138.695 million, from \$113.414 million in 1977. Music contributed 48.5% of corporate operating income this year, up slightly from 48% in 1977, and 44% of WCI sales, down a bit from 45% a year ago.

Overall, first quarter WCl net income rose 13% to a record \$20.832 million, from \$18.032 million in the 1977 period. Revenues were up 23% in 1978, to \$312.497 million compared to \$253.241 million.

At CBS Inc., estimated first quarter net income was \$33.7 million, a 2% gain from the \$33 million reported in January-March 1977, on a 15% sales increase to \$732 million from the record \$634.4 million a

Goody High On '77 End

NEW YORK-With fourth quarter 1977 sales and earnings exceeding any similar period in Sam Goody, Inc., history, the home entertainment center chain turned a third quarter loss to a solid year-end

October-December net income shot up 55% to \$846,487 from \$544,548 the prior year, on a 15.6% sales gain to \$19.522 million from \$16.880 million in the comparable 1976 period.

President George Levy cites an exceptionally good holiday season and higher sales volume due to the \$7.98 LP price increase, along with a good product surge for the solid

fourth quarter gains.

The audio side of the chain's operations also reflects greater dollar vol-

ume due, in part, to price increases brought by the yen/dollar exchange. The profit turnaround is credited to the ability to get a better margin

www americantadiohistory com

(Continued on page 82)

Gerry Wood, Nashville bureau

Market Quotations

		AS OF CIOS	ing, April 20	0, 1976					
1976 High Low		NAME	NAME P-E (Sales 100s)		High	Low	Close	Change	
44%	34%	ABC	7	676	44%	44	44%	+ %	
39%	34%	American Can	7	164	391/4	38%	39	Unch.	
13%	9%	Ampex	12	685	13%	131/2	1334	+ ½	
31/4	21/2	Automatic Radio	_	_	_	_	2%	Unch.	
25	22	Beatrice Foods	10	436	25	24%	243/4	+ 1/2	
531/4	431/4	CBS	8	483	531/4	521/2	52%	+ 11/4	
181/4	13%	Columbia Pictures	4	859	181/4	171/2	17%	- 1/2	
131/4	8%	Craig Corp.	4	50	10%	9%	10	- 1/4	
39%	311/2	Disney, Walt	13	1086	37%	37	371/2	+ 1	
3%	23/4	EMI	6	95	3	2%	21/2	Unch.	
12%	8%	Gates Learjet	6	139	12%	12	121/4	+ 1/4	
141/4	11	Gulf + Western	5	636	14	13%	13%	+ 1/4	
121/4	9%	Handleman	7	53	11%	111/2	11%	- 1/4	
43/4	3	K-tel	_	1	4	4	4	- 1/4	
61/4	43/4	Lafayette Radio	_	55	5%	51/2	5%	+ 1/2	
35	22%	Matsushita Electronics	11	107	341/2	34	341/4	- %	
45	321/4	MCA	8	651	45	431/2	45	+ 11/2	
39%	261/4	Memorex	7	558	39%	38%	38%	- 1/4	
49%	43	3M	13	1545	49%	48%	48%	+ 1%	
431/4	41 %	Motorola	12	1433	431/4	41%	421/2	+ ¾	
27%	24%	North American Philips	6	63	271/4	27	27	Unch.	
16%	10	Pioneer Electronics	13	69	16%	16%	161/2	- %	
10%	61/4	Playboy	20	125	9%	91/4	9%	Unch.	
281/2	22%	RCA	8	1232	281/2	27%	28	+ 1/4	
8%	6%	Sony	15	1189	8%	8%	8%	Unch.	
131/2	9%	Superscope	68	27	11%	11%	11%	- 1/4	
411/4	29%	Tandy	8	1130	401/4	391/4	39%	+ 11/4	
91/2	5%	Telecor	7	86	8%	8%	8%	+ 1/4	
5	2¾	Telex	11	1175	5	43/4	5	+ %	
21/4	1 1/2	Tenna	_	10	21/2	2%	21/2	Unch.	
15%	12%	Transamerica	6	1361	15%	151/4	151/4	+ 1/4	
29%	20%	20th Century	4	433	29%	28	281/2	- ¾	
39%	291/4	Warner Communications	7	551	39%	38%	38%	+ ½	
161/1	11%	Zenith	_	837	15%	14%	14%	− ½	

OVER THE COUNTER	P-E	Sales	Bld	Ask	OVER THE COUNTER	P-E	Sales	Bid	Ask
	_					_			
ABKCO Inc.	_	17	5%	6½	Integrity Ent.	6	8	2%	2%
Electrosound				_	Koss Corp.	49	6	51/4	5%
Group	_	_	21/2	3	Kustom Elec.	_	1	21/2	3
First Artists					M. Josephson	7	171	131/2	141/4
Prod.	3	10	43/4	51/4	Orrox Corp.	_	229	3%	3%
GRT	5	164	1 3/4	21/8	Recoton	12	_	31/2	4
Goody, Sam	28	2	51/2	6¼	Schwartz Bros.	5	_	21/2	31/2

they are a guide to the range within which these securities could have been sold or bought at the time of compilation. The above information contributed to Billboard by Douglas Vollmer, vice president, Dean Witter Reynolds, Toluca Lake office (213) 872-3333, 788-9250, member of the New York Stock Exchange, Inc.

New Billboard Building Set For Nashville Music Row

NASHVILLE-A new \$900,000 building for Billboard Publications, Inc. will be constructed in Nash-

ville's Music Row area.

The 21,000 square foot building will house the company's various Nashville operations, including the Southeastern editorial and sales offices of Billboard; WLAC-AM and WKQB-FM; and the weekly Amusement Business.

The modern two story brick structure will be located between Division and Laurel Sts., just east of Music Circle East. It will front the proposed Laurel St. connector ramp from 1-265 to the Music Row area.

Billboard Publications, Inc. will occupy 12,000 square feet of the space, with the remaining space to be rented to such music and media industry concerns as music publishing companies, ad agencies, art studios and public relations firms.

Yearwood and Johnson, architects, designed the building, incorporating the latest in environmental features. General contractor is Joe M. Rodgers & Associates, Inc. Long term financing is being handled by First and Mid-South Mort-

gage, Inc.
"This project reaffirms Billboard Publications, Inc.'s belief in the Nashville music industry," states Walter Heeney, general manager of the company's Nashville office and publisher of Amusement Business. "Though we evaluated several other sites in the metropolitan area, we concluded that the Music Row area is the most appropriate location, particularly in view of how the local music industry is expanding to encompass all forms of music as well as ever growing country.

chief for Billboard, notes the new site, parking area and building will increase accessibility to Billboard in

the Music Row area.

James Ward, WLAC/WKQB president and general manager, praised the location for its conven-ience to listeners: "The design will permit visitors in the lobby to see the AM and FM studios on the air. Radio is a big part of show business and we'll be delighted to be located in the heart of an internationally known music area.'

Billboard Publications opened its first office in Nashville in the early '60s when Billboard hired a fulltime advertising sales representative for the area. As the country music industry grew, the magazine expanded

its editorial and sales staff.
In 1970, the Amusement Business division relocated from New York to Nashville and a year later transferred the printing of its weekly newspaper to Middle Tennessee.

Last year, the company purchased WLAC-AM and FM from Life and Casualty Insurance. The call letters of the FM station were recently changed to WKQB.

'Duke' Direct-Disk

NEW YORK-The latest entry in . direct-to-disk releases is a collection of Duke Ellington's music recorded by the Ellington All-Stars for release on Realtime Records, a division of the Miller & Kreisel Sound Corp. of Beverly Hills.

Recorded in January, the LP features Bill Berry, Ray Brown, Frankie Capp, Scott Hamilton, Nat Pierce, Marshal Royal and Britt Woodman. Suggested list price is \$15.



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APRIL 29, 1978, BILLBOARD



YANK WELCOME—British vocalist Kate Bush meets with Don Zimmermann Capitol's president and chief operation officer, right, and Bob Mercer, EMI Records U.K. director of repertoire and marketing in Los Angeles. Her Harvest LP, a hit in England, is now getting the domestic push.

ON CAMPUS ROYALTIES AFM In Warning To Agents & Acts LOS ANGELES—In response to collegiate opposition to payment of performance royalties (Billboard, March 11, 1978), American Federation of Musicians' signatories have been formally warned that the union will consider contracts which require musicians to pay performance licenses for college bookings as null and void. The announcement by AFM president Victor Fuentealba, sent to booking agents earlier this month, was prompted by the Univ. of Tennessee which successfully convinced Dan Hill to abide by the contract's rider and a clause shall be considered null

Univ. of Tennessee which successfully convinced Dan Hill to cessfully convinced Dan Hill to abide by the contract's rider and assume the performance fee for his March 9 concert at the Chattanooga campus (Billboard, March 25, 1978).

Fuentealba states that the "problem has been cropping up in various areas in various degrees" in other parts of the country as well. He further states that the substitution of the form of the AFM bylaw ing by such riders.

bers of the AFM containing such a clause shall be considered null and void and I would appreciate it if you would notify my office immediately if any purchaser of music insists that the musicians assume this responsibility.'

Fuentealba refused to comment on penalties for artists who violate the AFM bylaw by abid-

House Closes Loophole In 1976 Tax Ruling With Disks

Ways and Means Committee has voted to broaden a 1976 tax ruling to prevent tax shelters for investors in master recordings, and any other ac-tivities where the investor is not personally liable for indebtedness.

The 1976 law covered this type of tax shelter only in certain fields, including motion pictures, and oil and gas leasing. It leaves loopholes for use of non-recourse loans and fast tax write-offs in other areas such as recordings and books

The committee did not make specific mention of recordings in its vote to extend the law's coverage. Instead, it simply says that in all cases, accelerated depreciation deductions would apply only to the extent that the investor puts up his money, and is personally liable for indebtedness.

The law is aimed at the practice of investors who obtain large no risk loans, claim the accelerated depreciation, take a big tax write-off in the early period, and then get out of pro-

The IRS last year made new rules to close the loophole in the 1976 law

The agency tightened its stand against the use of non-recourse loans as a basis for accelerated depreciation for motion pictures, and declared the same principle would apply in licensing arrangements for master recordings.

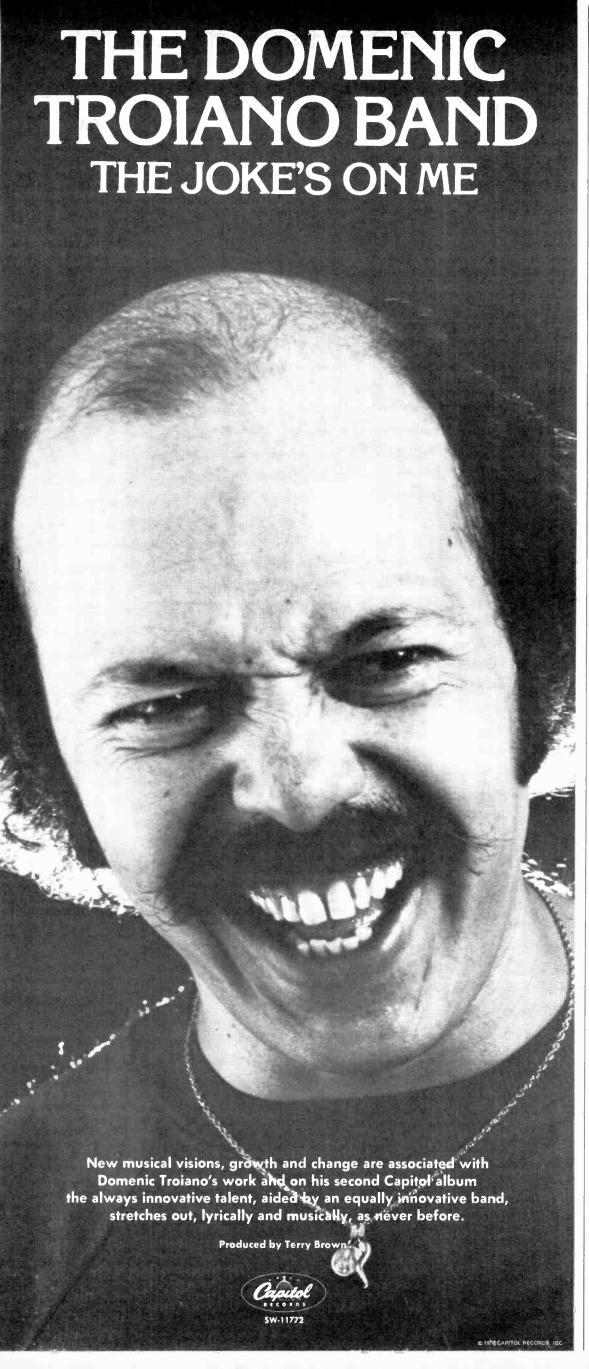
House Ways and Means spokesmen point out that broadening the base of the law puts the IRS rule-making on firmer ground.

Karmen Suing Over a Jingle Tune

NEW YORK-Jingle writer Steve Karmen is suing the NBC television network for alleged copyright in-fringement on his tune "Exxon Energy For A Strong America."

Karmen, through his Elsmere Music Inc., claims the aforementioned jingle, used in a recent "Saturday Night Live" skit, caused "irreparable injury.

Karmen seeks court costs, attorney fees and \$50,000 in damages, plus impoundment of the tapes containing the offending segment.





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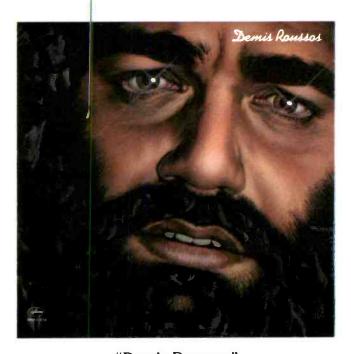
up Roussos this year.



Demis Roussos has established himself as one of the world's top performers. And in 1978, you'll see and hear his name popping up constantly. From New York to Los Angeles. On television and radio. In magazines and newspapers. Because this is the year Demis Roussos' music comes to America.

It's the same music that has spread from Europe to the Middle East to Africa to South America and nurtured the Roussos phenomenon. A phenomenon responsible for sales of over thirty million records, concerts that are sold out within hours and command performances from England to Iran.

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RECORD FUND-RAISER—The annual T.J. Martell Memorial Foundation for Leukemia Research dinner honoring Atlantic chairman Ahmet Ertegun with the 1978 humanitarian award raised a record \$325,000—largest net proceeds ever for a music industry affair. In left photo, from left, Foundation president Dave Rothfeld, Korvettes; dinner chairman Floyd Glinert, Shorewood Pack

aging: Ertegun, and last year's honoree Bruce Lundvall, CBS Records division president. In center photo, Ertegun receives the award from Tony Martell, CBS Records vice president in whose son's memory the fund was established. At right, Dr. James Holland, head of the Martell memorial lab at New York's Mt. Sinai Medical Center, accepts the event's proceeds.

Innovative Marketing May Mark Dempsey's Epic Tale

NEW YORK-Don Dempsey, the new senior vice president and gen-eral manager of Epic, Portrait and Associated Labels, brings to his new position a strong background in marketing and an ability to look outside record industry conventions for new ideas on how to sell recorded product.

"We must be current," he de-

BILLBOARD

APRIL 29, 1978,

clares. "Watching the record business I have found that every time we think we know where it is, somewhere it has gone off in another di-

"As I have said in New Orleans (at NARM), accepted practices in our business are not necessarily acceptable ones. My greatest criticism of the industry is that record merchandising has always copied record merchandising. They have never gone outside the business.

"In this company we are looking everywhere. For instance I am quite interested in the AMF 'We Make Your Weekends' advertising campaign.

As vice president of marketing for Columbia Records, his previous position. Dempsey was heavily involved in mapping the label's ad strategy, working to bring a broad consumer base to the record market.

"Don't make too many conditions on the consumer to buy the record," he warns.

"Otherwise you are going to frighten him away. Don't tell him that his commitment has to be greater than any other lifestyle that he chooses. No dues, I keep saying."

Dempsey, who replaces Ron Alexenburg, now with MCA as head of a new New York-based label. joined CBS Records in 1964 as a salesman in the Hartford, Conn., branch, after working for independent record distributors in that market. In 1966 he moved to Atlanta, be-

coming the branch manager in 1970. He was promoted to regional director, Southeast region, in early 1974. Later that year he was promoted to vice president, merchandising, Columbia Records.

"The future of the record business is no longer simply making records and touring," he declares. "We are and touring," he declares. encouraging our artists to get involved in movies and television. They must increase their profiles.

"The record industry has tried to do that through tours, but I don't know if the greatest tour will generate the audience and success factor involved with John Travolta in 'Saturday Night Fever.

"An artist, if he takes a year or a year-and-a-half to make a record, cannot remain out of the media marketplace for that length of time and assume that the people out there are waiting for him.

"People are very convenience ori-They ented. want what they Man In want, and they The News want it now, and if you don't

have it, they will go on to something else, because the choices out there are innumerable."

While "Saturday Night Fever" and other successful music films should open many doors for recording artists. Dempsey warns that the mediocre will inevitablely follow the good, "and I would warn any artist that they must understand that they cannot expose themselves to any less quality situations than they do when they are in the studio evaluating their record performances."

Radio is still a prime means of exposure for recording artists. However, with radio stations chasing after older demographics, and being afraid of the irritant factor Dempsey says it may by ostracizing many of the heavy metal or hard rock sounds off the air.

"My only worry is that the music is getting mellower and mellower, and we may end up by boring the record buying public. And that would be a disaster not just for the record business but also for the radio business," he says.

"One of the problems based on our research, is that most people today can't find a radio station any different from any other on the dial. They can't find a station that has a distinct proposition. They all seem to be playing the same music. The presentation seems to be the same and I would hate that the music should sound the same," he adds.

Dempsey says, "the term new wave is not used around here. Looking at the music of Elvis Costello and Nick Lowe it would have been really limiting to describe them as being part of an area of music that was defined as musically unacceptable from a programming point of view by a lot of the tip sheet people and a lot of radio stations.

"Most of our marketing strategies are based on unlabeling artists so that we can have the broadest consumer base for them. It's not that we don't have a direction for our artists, it's just that we don't say it. And we don't want anybody else to say it. The public itself will slot the artist."

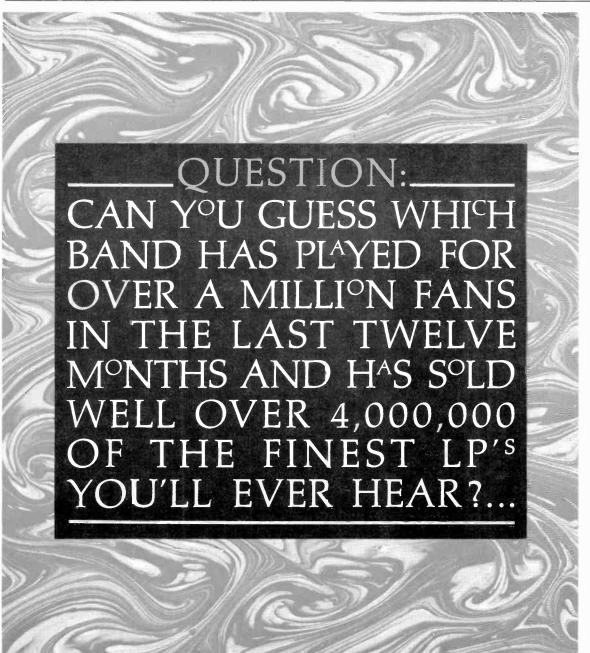
Salsoul Ups LPs

NEW YORK-Salsoul Records has raised the retail price of its new product to \$7.98. Cassette and 8track tapes will remain at the present retail price of \$7.98.

The Bethlehem jazz BCP series will remain at \$6.98, as will already existing items in the Salsoul and Gold Mind catalogs.

Thursday In Court

LOS ANGELES-Thursday Music is suing Motown Records and Jobete Music, claiming infringement in Federal District Court here. Plaintiff alleges that the song, "Love Machine," recorded by Motown and published by Jobete is stolen from its copyright, "Land Of A Thousand Dances" written by Fats Domino and Chris Kenner.



You know Emmy. You know Willie. So meet Billy.

Joe Shaver, who's currently on tour with his good friends – Willie

sy Boy and just rush-released is Billy Joe's great new single, "Billy B Damned."

Nelson and Emmylou Harris, both of whom are (along with another good buddy, Ol' Waylon Jennings) the featured guests on Billy Joe's sensational LP **Gypsy Boy.**Also featured on Gyp-

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- 4/26 St. Louis, Mo. Henry W. Kiel Arena
- 4/28 Shreveport, La. Hirsch Memorial Coliseum
- 4/29 Baton Rouge, La. Louisiana State U. Assembly Center
- 4/30 Biloxi, Miss. Mississippi Coast Coliseum
- 5/2 Montgomery, Ala. Montgomery Civic Center
- 5/4 West Palm Beach, Fla. West Palm Beach Auditorium
- 5/5 Orlando, Fla. Orlando Sports Stadium
- 5/6 Jacksonville, Fla. Veterans Memorial Coliseum
- 5/7 St. Petersburg, Fla. Bayfront Center

Buddah And Arista Deal Courteously Over Connors

NEW YORK-Unusual arrangements have been made here between Buddah and Arista for Norman Connors, signed to switch to the latter label when his current contract expires with the former, to move over ahead of time.

The courtesy, rare in the industry, takes effect with the release this month of Connors' new album, "This Is Your Life," featuring his Starship Orchestra and vocalist Eleanor Mills.

"But we own the masters of the LP," explains Buddah president Art Kass, "and will benefit accordingly. We wouldn't have done this if Nor-

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man had signed to any other label, but as Arista is our distributor, we came to an agreement."

It has the consent of Connors' management, adds Kass. "It's important to all of us to build Norman's career for the future."

The early switch applies only in the U.S. In other territories, the album will appear on Buddah through its various licensees.

Kass points out that Connors represents a special case, and that Buddah itself continues with other acts on the roster.

In fact, he continues, the company (Continued on page 86)



CAR MAN-Michael Lee Smith of Starz, "autographs" a fan's car outside Vine Records in Louisville, Ky., where the group did a concert which was broadcast live by WLRS-FM.

Texas Chain In Echelon Switches

LOS ANGELES-A major restructuring executivewise has taken place with Texas' largest retail record/tape retail chain and its exclusive product supplier.

The 20-store, mall-oriented Record Town/Sound Town chain is now being headed by two of its three former principals. Bill McGee, president of the 10-year-old Lone Star state skein, has left the operation. His future plans are unknown. Succeeding him is Keith Dubbs, with Ronnie Peebles moving into the executive vice president's slot.

Galaxy Distributing, which had (Continued on page 86)

Talmadge In Defense Of Indie Distributors

LOS ANGELES-Industry veteran Sid Talmadge and his Record Merchandising sales manager, Sam Ginsburg, claim A&M's Bob Fead's statement that "Independent distributors 'exhausted themselves' " to reconcile the label's move to branch operations in the West is incorrect (Billboard, April 22, 1978).

"Where would A&M be today if we hadn't pioneered for them 16 years ago?" asks Talmadge. "And we are doing it every year for new labels. It's the only way an unproven label can get exposure. We get the job done because unlike branch operations, we don't have to go through all the lengthy red tape to get a decision. We don't go all the way to the home office before we can deal with a crisis," Talmadge

"In the past 10 years we must have contributed 50 people to the industry. Now representing labels locally, regionally and in top executive jobs are people like Russ Regan, Jan Basham. Billy Pfordresher, Ronnie Richardson and Lennie Cummins among the many who started with

"To strengthen our hold on a market, we have opened more regional offices like San Francisco and Denver and will open even more," Talmadge says. Over the past five years he has about doubled his personpower. He says he was among the first nationally to hire a full-time merchandising person in 1975. Alice

Record Merchandising here divested itself of its seven Hitsville re-

tail record/tape outlets stretching north to Fresno two years ago to concentrate on distribution, and has during the past 15 months dropped a San Diego rackjobbing wing and the rackjobber segment of Record Rack Service towards the same objective.

"Record Rack Service today is solely a one-stop, a natural out-growth of distribution," Ginsburg

adds.

Both executives say their volume has grown consistently and they expect a 10% to 15% increase in 1978.

We are coming off our biggest year ever with Motown; Private Stock is hot, Fantasy has its best product in a while and we are in an all-out program to build black gospel," Tal-madge notes. JOHN SIPPEL

Duke Niles Firms Acquired In N.Y.

NEW YORK-Duke Niles' Rayven Music and Paris Music publishing firms have been sold to Aberbach Enterprises and Chappell Music.

The Niles catalogs contain such hits as "The Good Life," "Melodie d'Amour," Bob Goldstein's "Wash-ington Square" and Manu Di-bango's "Soul Makossa" as well as the scores to several French films, including "And God Created Woman." Niles bought out his partner, French bandleader Ray Ventura in 1966.

Niles will continue to represent French singer Sacha Distel here, and he plans to start a new publishing





gamman SHARE 12-INCH EP

Capitol, CBS Team To **Promo Joint Act Tour**

LOS ANGELES-Capitol Records and CBS have joined forces in a promotion in support of a joint tour by artists on each label

With Capitol doing the actual pressing at its Los Angeles manufacturing facility and distribu-tion by CBS—with both labels sharing expenses-the venture is a 12-inch EP on orange vinyl featuring cuts by Capitol's Mink DeVille and CBS' Elvis Costello and Nick Lowe.

One side of the EP will bear the Capitol label and will contain "Soul Twist," a cut from Mink DeVille's forthcoming "A Return To Magenta" LP.

The other side will bear the

CBS label and will contain "Radio, Radio" by Costello and "You Gotta Be Cruel To Be Kind," tracks from both artist's current CBS albums.

According to Ray Tusken. Capitol's national AOR promotion manager, approximately 4,000 of the EPs are being

pressed with CBS to distribute them to AOR radio stations around the country as well as to

"As far as I know," says Tusken, "there has never been a dual promotion of this nature like this

before with two labels."

DeVille, Costello and Lowe began a nationwide tour of the U.S. on Wednesday (19) and the tour, itself, has unique aspects in that the artists will play local high schools in addition to major hall venues.

The idea for the orange vinvl EP was several months germinating, according to Bruce Garfield, Capitol's director of press and artist relations, who credits Alan Frye, the U.S. manager of Costello and DeVille, with the original concept.

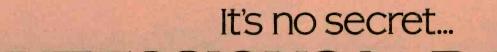
Executives from both labels including Rupert Perry, Capitol's vice president of a&r. Garfield. and Tusken were instrumental in bringing the promotion to fruition 4,000 of the Lis are oung

ASCAP Prize To Santa Monica Man

NEW YORK-Henry Davis Fetter of Santa Monica, Calif., has won first prize in ASCAP's 39th Nathan Burkan Memorial Competition with his paper on "Copyright Revision And The Preemption Of State 'Misappropriation' Law.

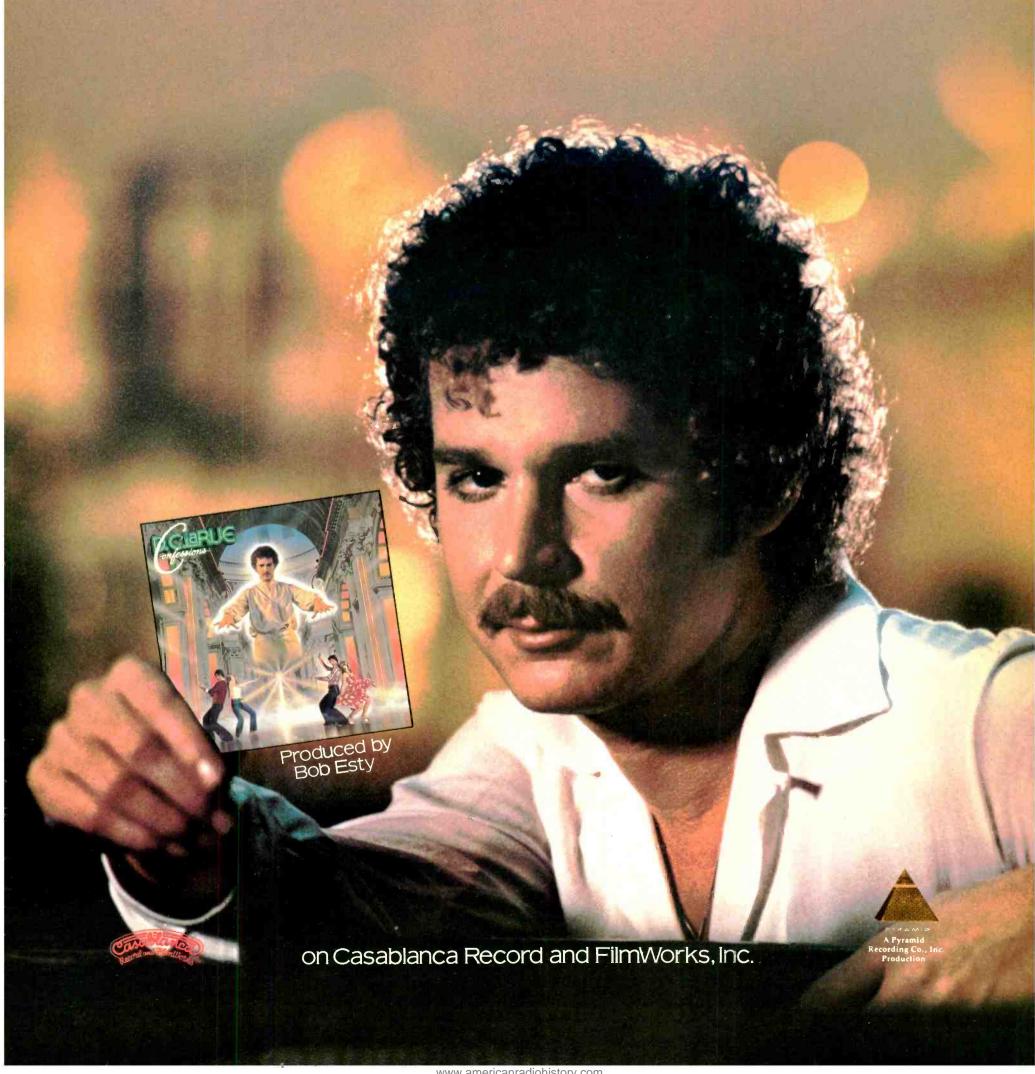
His essay was selected as the best by a panel of copyright experts. The contest, which awards \$4,000 in prize money, is a competition for outstanding law school essays on the

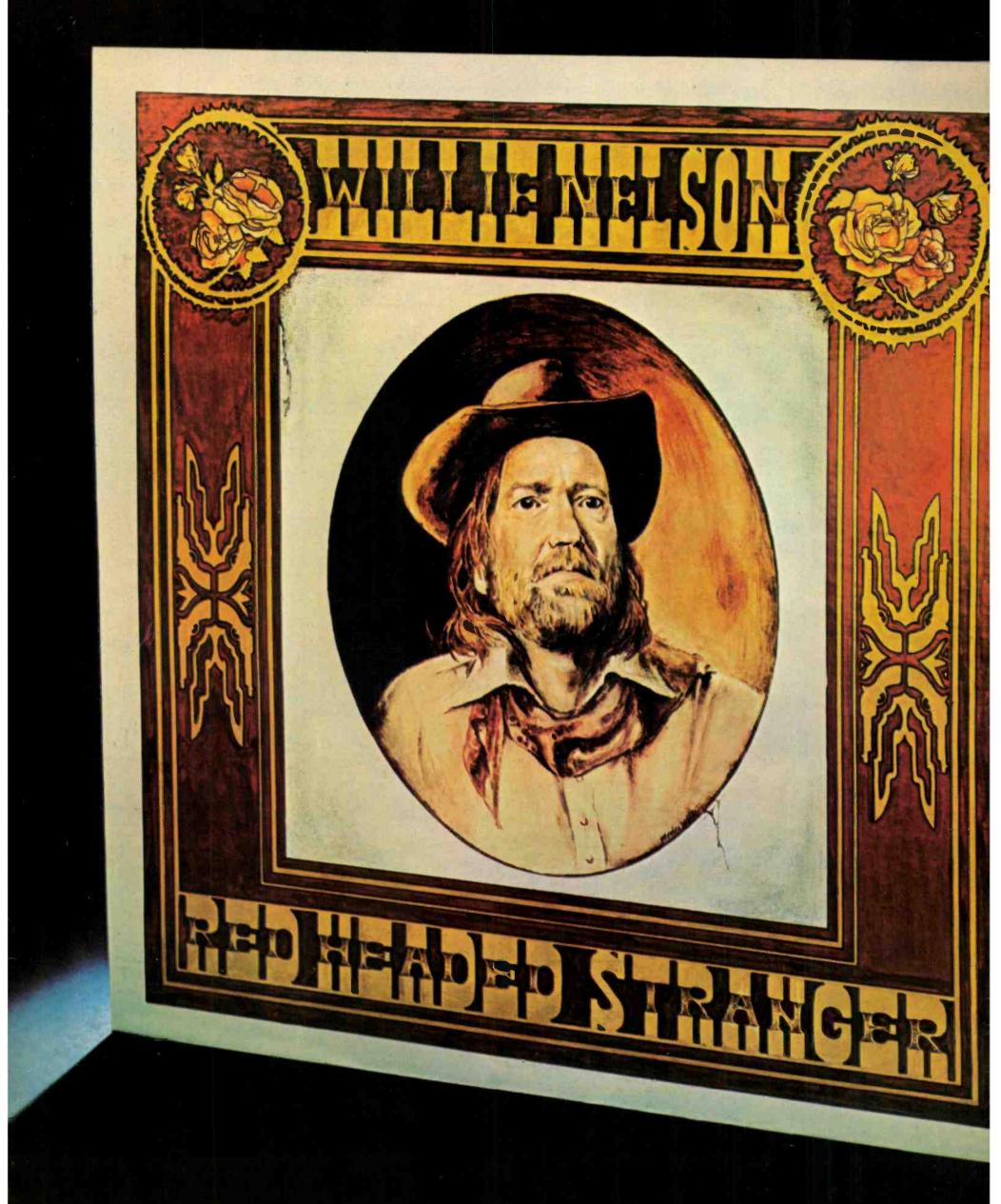
copyright law. Fetter won \$1,500. Second prize of \$1,000 was won by Mary S. Lawrence of Crovallis, Ore., for "Fair Use: Evidence Of Change In A Traditional Doctrine.' The third prize of \$750 was awarded to Craig Hayes of Pittsboro, N.C. for "Performance Rights in Sound Records-How Far To The Hori-



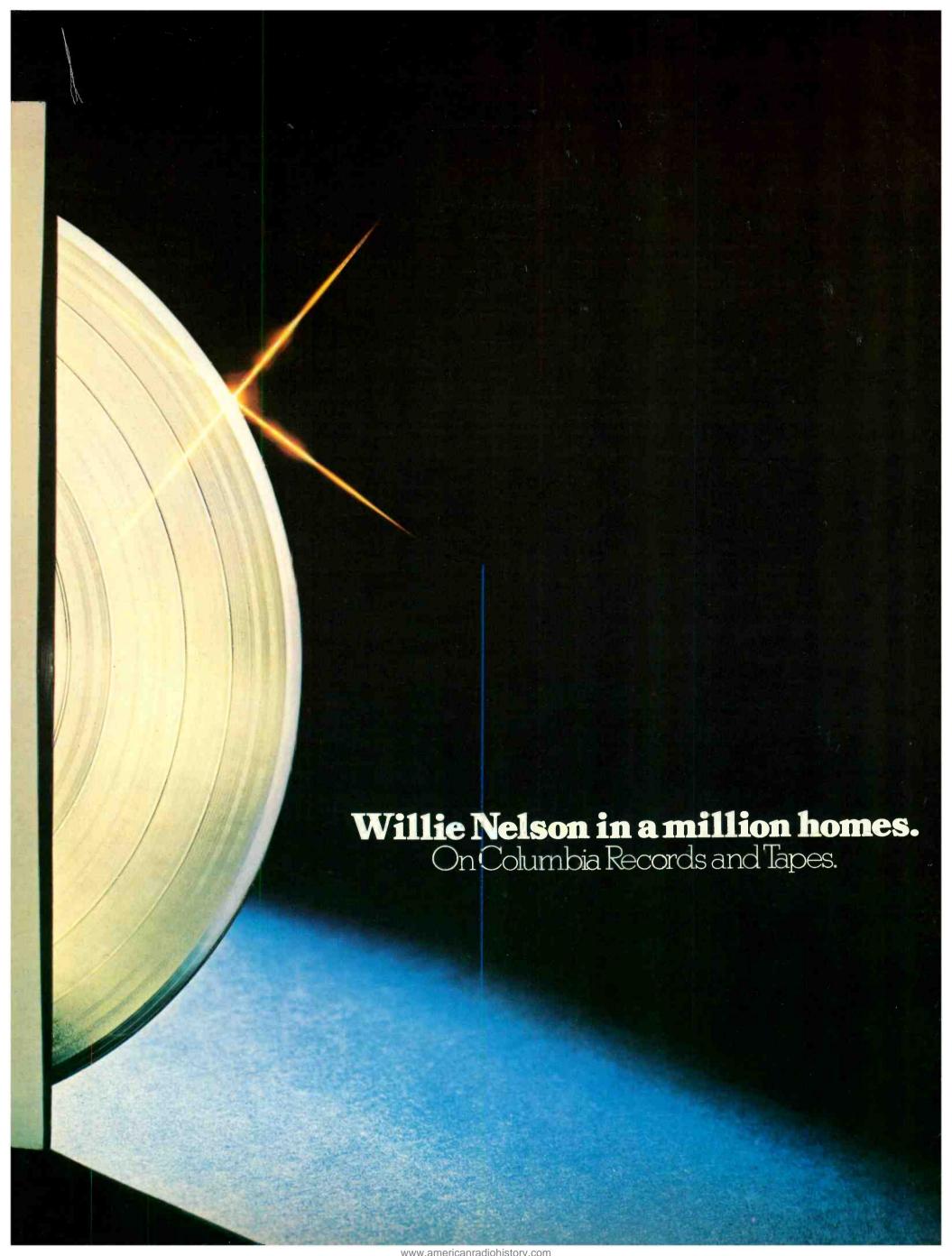
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Atlanta Seminar

Jumez Wins \$50,000 Over ABC's 'Nimble' LP Cover

By ROBERT ROTH

NEW YORK—The "nimble fingers" of an album cover designer will cost ABC Records \$50,000. a federal judge ruled here last week.

The case arose when ABC issued the album entitled "The Nimble Fingers Of Jean Pierre Jumez" on its Westminster Gold label as part of a series designed to appeal to young people.

One way of accomplishing this effort, according to the opinion of U.S. District Judge Lawrence W. Pierce, was to package "the albums in humorous and eye-catching jackets."

The jacket of the Jumez LP, he states, "depicted a bearded, hairy-

legged man, dressed in a tuxedo jacket but with no trousers, who is playing a guitar."

Classical guitarist Jumez, the judge adds, "did not see the humor in this album jacket."

Jumez filed suit against ABC in May of 1974 and last September was awarded \$50,000 in compensatory damages and \$90,000 in punitive damages for his claim of defamation and invasion of privacy.

In his April 11 ruling, Judge Pierce reversed the punitive damages award on the grounds that ABC's actions did not meet the legal

(Continued on page 91)

Set By NARAS NASHVILLE — The Atlanta Songwriter's Seminar, jointly sponsored by the Atlanta chapter of NARAS, the NARAS Institute and Georgia State Univ., will be held Saturday (29) at the Admiral Benbow Inn in Atlanta. Topics to be discussed and their respective panelists include "Sources Of Income For A Songwriter." Jim Progris, director of the

"Sources Of Income For A Songwriter." Jim Progris, director of the NARAS Institute; "Music Publishing," Bill Lowery, Lowery Group; "Legal Rights Of A Songwriter," Joel Katz, entertainment attorney; "How To Survive As A Songwriter," Layng Martine, Jr., writer with Ahab Music; and "Performing Rights," to be discussed by an ASCAP representative.

Songwriter Lincoln Chase, whose credits include "Jim Dandy," "Name Game," and "Such A Night," will also serve on the panel.

The registration fee is \$5 for the seminar that is open to the public. Reservations and additional information may be obtained by contacting the division of public service, Georgia State Univ., (404) 658-3464.



DANDY GOLD—Dan Hill receives a gold LP for the 20th Century-Fox title "Longer Fuse" backstage at the Roxy in Los Angeles. At the ceremonies from the left: Hill, KHJ's program director John Sebastian; Arnie Orleans, 20th's marketing vice president, and Bernie Finkelstein, Hill's co-manager.

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Chrysalis Building Montserrat Studio

LOS ANGELES—Chrysalis is constructing a 24-track, state-of-theart recording studio on the Caribbean island of Montserrat

The international label with executive headquarters in London and Los Angeles already has financial interests with producer George Martin in London's AIR four 24-track

room complex as well owning Wessex Studios in London, a two 24-track studio complex.

The compound, to be called AIR Montserrat, may eventually include complete living quarters for clients, according to Chris Wright, Chrysalis co-partner, and will be available to both Chrysalis artists as well as outside clients.

side clients.

George Martin is supervising the construction as well as all technical aspects of the studio.

The facility, expected to be completed before the end of the year, will be the Caribbean's second 24-track complex with one already existing at Kingston, Jamaica, called Dynamic Sounds which has attracted such artists as the Rolling Stones

Indict Studio Man For Alleged Fraud

MEMPHIS—A federal grand jury has indicted Kenneth Dwain Herman, former owner of Sonic Recording Studio, on charges of mail fraud involving amateur songwriting promotions.

The indictment charges that Herman, who also operated Am-Pro-Co Writers, International Songwriters Assn. and Entertainment Enterprises, fraudulently used the mails to solicit payments "in advance for evaluating lyrics submitted by amateur songwriters, for placing these words to music and for supplying the writers of lyrics with a demonstration tape or record."

Maximum penalty on conviction is a fine of \$15,000, 75 years in prison or both.

PALM SPRINGS OUTLET

36 C'right Actions Embroil KMIR-TV

LOS ANGELES—As a result of Federal District Court Judge Lawrence T. Lydick here ruling in late 1977 that ASCAP publishers could not file a collective infringement suit against a Palm Springs television station defendant, 36 separate actions have been filed over a three-day period recently against the same defendant.

Attorney Howard Boltz filed pleadings against Desert Empire Television Corp., operator of KMIR-TV, Palm Springs, on behalf of firms including: Paramount, Sammy Cahn, Shapiro-Bernstein, Bregman, Vocco and Conn, 20th Century, Frank, Almo, Williamson, George Pincus, T.B. Harms, Chappell, Bourne, MCA, Cherry Lane and others. Each charges infringement of a copyright and asking a minimum of \$250 in damages. In addition, if the defendant would lose the action, the party becomes liable for court costs in each action.

ASCAP originally filed against the tv station in 1975, charging infringement. The suit was dismissed without prejudice when a settlement was contemplated. The settlement was not consummated, so ASCAP re-filed in April 1977, on behalf of a group of its publishers. Lydick ruled against the joinder.

The court's dossiers disclose that ASCAP licensed KMIR-TV in October 1968. The station never filed

monthly reports agreed upon, it paid \$400 in fees in 1969 and \$100 in

In May 1975 in negotiation with David Hochman of ASCAP. Mrs. John Conte, station principal, proposed ASCAP wipe out the prior delinquency in exchange for which the station would agree to pay \$50 per month for the next two years and \$75 thereafter.

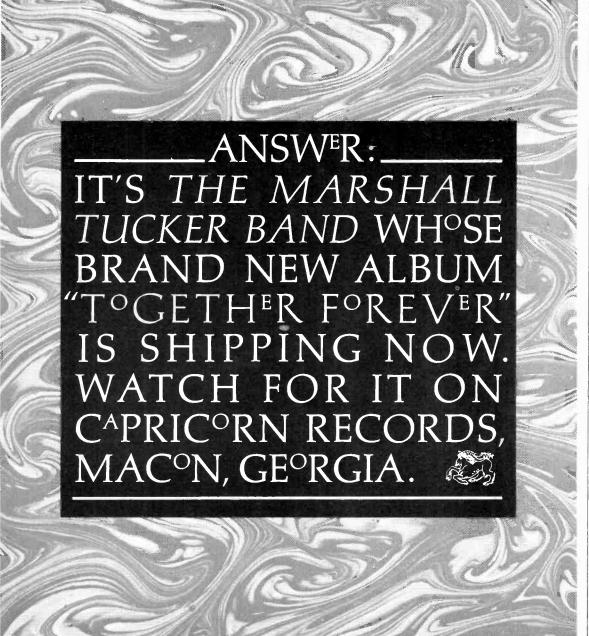
ASCAP countered it was actually owed \$19,000 in back payments, but would settle for \$12,500. At that time, Conte contended that a competitive station in Palm Springs was in Chapter XI bankruptcy proceedings and things were tough financially for her station.

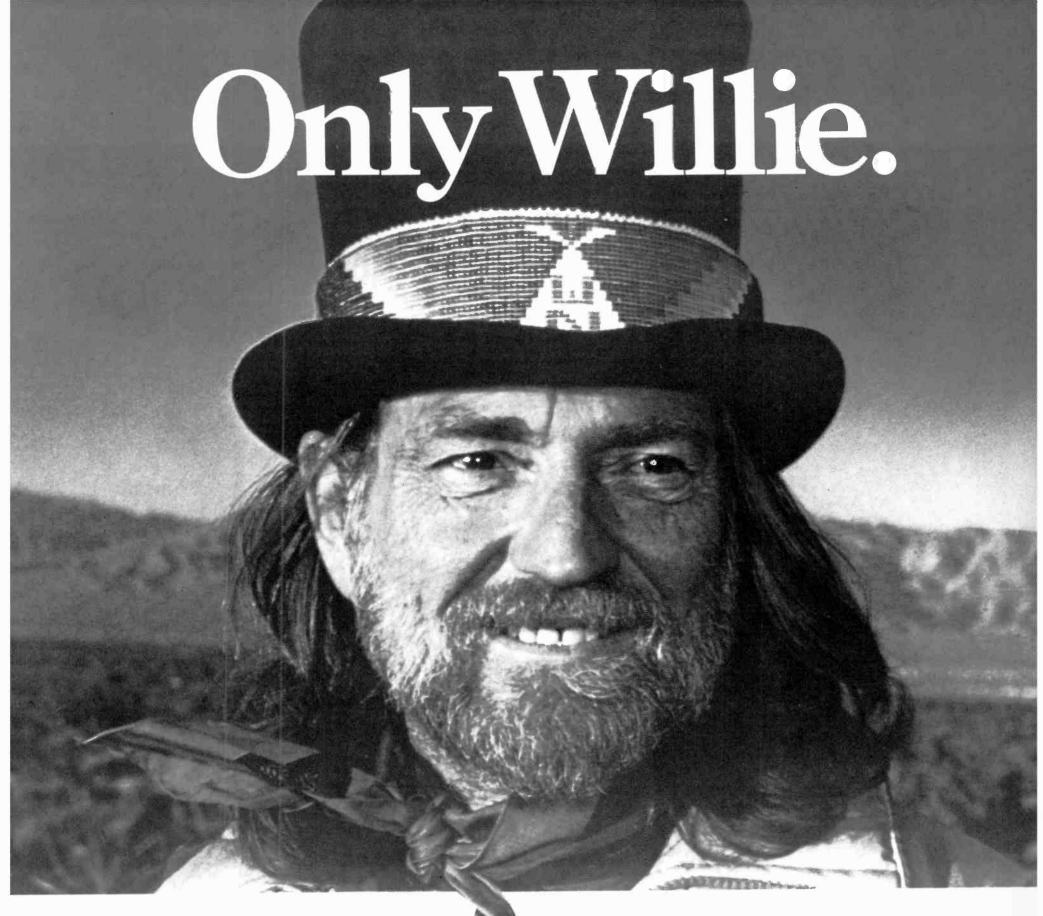
Tyler's European Hit Out On RCA

NEW YORK-RCA is rush-releasing "It's A Heartache" by Bonnic Tyler in the U.S. in an effort to match its international success.

Single has so far gone top five in Britain, Norway. Australia, Austria, Germany, Belgium, South Africa, Holland. Sweden and Switzerland, while also showing up in charts in Denmark and France.

Welsh singer Tyler has American competition, however, from Ronnie Spector on TK and Juice Newton on Capitol.





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"Georgia On My Mind"..."Unchained Melody"...
"Blue Skies"..."September Song"..."All of Me"...
songs you've heard but perhaps, never really listened to until now. "Stardust" is an album that invariably makes people perk up their ears and react with pleasure...the sure sign of a hit. And only a man who puts so much love into

Only Willie Nelson. "Stardust" JC 35205 Including the new Willie Nelson single, "Georgia On My Mind." 3-10724



On Columbia Records and Tapes.

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New Schlachter And Hoffman Label Takes Off

NEW YORK—The year-long, low-key labors of ex-ATV men Marv Schlachter and Stan Hoffman are paying off this spring.

The partners' Prelude label. formed early last year, is currently enjoying its best album sales todate via the Saturday Night Band, hot in the discos, and best singles performances via titles by Barbara Mason and Bill Brandon.

The company also has fresh hopes for overseas action, as a result of recently signed licensing deals with CBS in Britain (Billboard, April 22, 1978) and Nippon Victor in Japan,

Prelude Soars On Saturday Night Band

By ADAM WHITE

among others. An earlier link-up with RCA worldwide yielded little. Says Schlachter: "It's taken us

Says Schlachter: "It's taken us about 12 months to put everything together, to find product we can work with, to sign acts with some validity in today's marketplace. We've moved carefully, to be sure that the label goes in the right direction."

That direction presently embraces

soul and disco-oriented acts—"an area of the business I know and happen to like," explains Schlacther—but broader moves at some point in the future are not ruled out.

Several of Prelude's hottest properties have arrived via an association with producer Moses Dillard.

"He was in New York last year, and played me some tapes by Bill

Brandon and Lorraine Johnson. I liked what I heard."

The two men made a deal which has subsequently delivered r&b (and some pop) action for Brandon's "We Fell In Love While Dancing" and Johnson's "The More I Get, The More I Want."

Schlachter and Dillard also conceived the Saturday Night Band concept, aimed primarily at the discos. Now a new project in that vein features the Constellation Orchestra.

Barbara Mason came aboard through producer Weldon McDougall, and her debut single, test marketed in Philadelphia, is now attracting national soul sales. An album, recorded at Sigma Sound, is set to follow.

A third producer pact, with Patrick Adams, has yielded Sine. This act offers that Schlachter describes as moog-flavored, mellow disco/r&b. Adams is also working on another concept for the label.

Prelude has Mastermind, Silk and Ninth Creation as well, the last two joining Schlachter after the demise of Pye IIS

of Pye U.S.

"When ATV decided to shut down operations here." recalls the executive, "we acquired some masters by Silk, Ninth Creation, Jumbo and Lorraine Frisaura, to give us a product base for our new venture.

"If we hadn't done that, it would have taken us longer to get going, and to maintain the enthusiasm and

(Continued on page 86)

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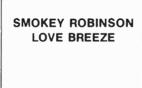
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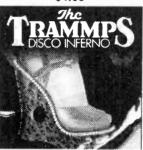
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'Friends' Nixed In Betamax Suit

LOS ANGELES—U.S. District Court judge Warren Ferguson has disallowed a friend of the court action sought here by film production companies in support of MCA/Universals and Walt Disney Productions lawsuit against Sony Betamax.

Various film companies as well as related organizations such as the Writer's Guild of America and the Screen Actor's Guild had allied in an effort to file amicus curae briefs detailing what home videotaping may do to the film industry's future.

The MCA/Universal and Walt Disney lawsuit against Sony, makers and marketers of the Betamax home videotape recording product, contends that home videotaping is a violation of copyright.

Sony counters that the First Amendment allows material on the public airwaves to be videotaped in the home.

Ferguson made his decision on the basis that representatives of these various pro MCA/Universal and Walt Disney groups will have an opportunity to testify in court during the trial.

A May 2 pretrial hearing has been moved to Nov. 13 by Ferguson at which time he is expected to set a 1979 trial date.

Capricorn Tees 'Cats' LP Push

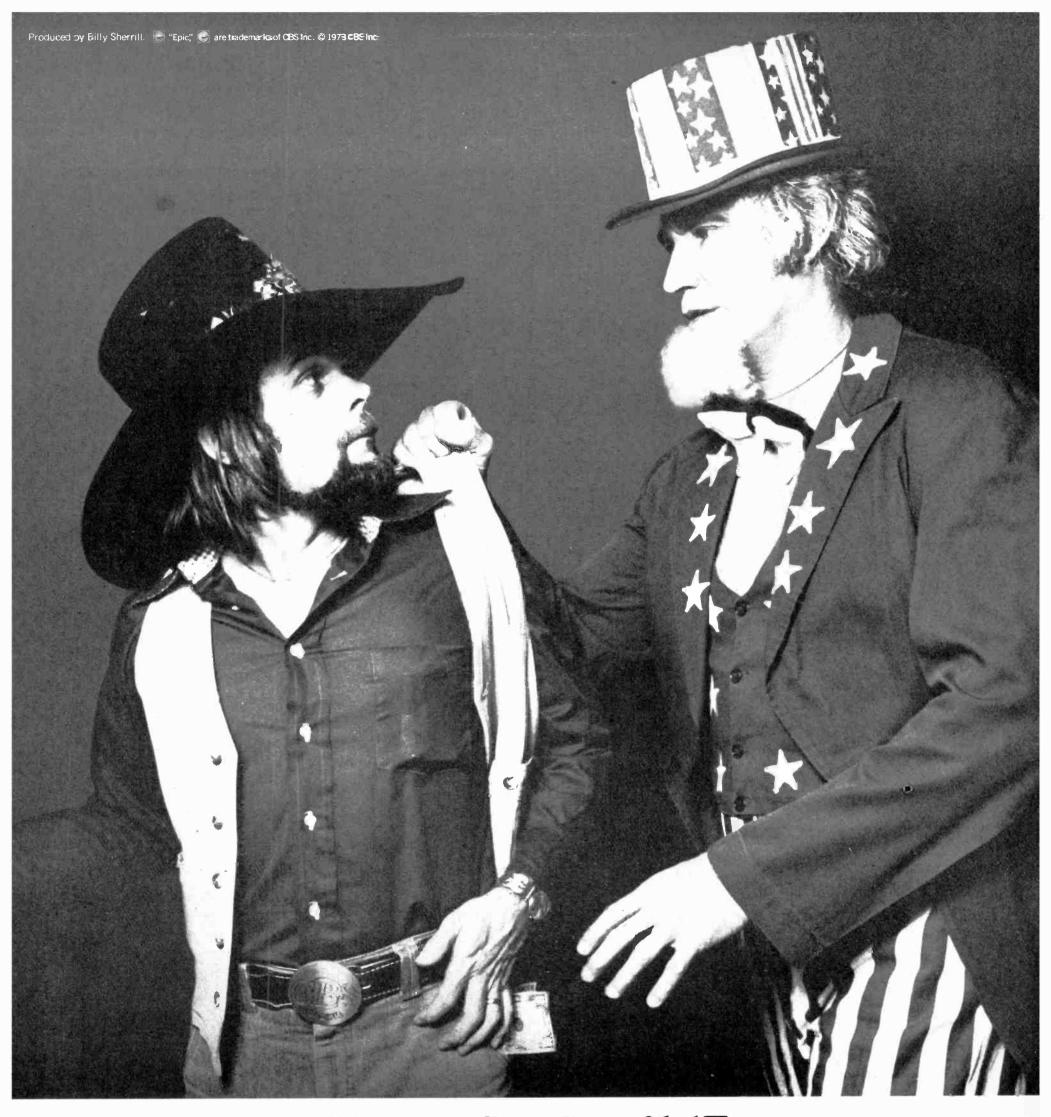
NASHVILLE—One of the largest promotion campaigns in Capricorn Records' history is being launched on behalf of Sea Level and its "Cats On The Coast" LP.

The campaign parallels the group's West Coast tour, Tuesday-Sunday (25-30), including an appearance at the Santa Monica Civic Center on Saturday.

The Macon-based label, in conjunction with the Music Plus retail chain, has prepared special television spots for Sea Level. Prior to the concert, 30 spots will be run, while 10 will run after the show.

Radio spots will run on major stations and a print ad will appear in the calendar section of the Los Angeles Times. T-shirt and LP giveaways have been set up by numerous West Coast stations.

Radio interviews and in-store appearances have also been planned by Capricorn officials.



Even after April 17, your Paycheck isn't safe from Uncle Sam.

Every year on Tax Day, he seems to take a bigger bite. But don't forget that Sammys got his hands on your money 365 days a year. You've got to keep fighting back—with Johnny Paycheck's single, "Me and the I.R.S." It's the song that's especially timely right now. And all year long. Don't give up till the government does! "Me and the I.R.S." Backed with the best remecy yet for easing pain in your pocket—"Georgia in a Jug." A two-sided single on Epic Records.

20TH CENTURY Film Label Restructuring Sees New Management, Image, Acts

LOS ANGELES-20th Century Records, in its restructuring efforts, has not only brought on an entirely new management team but has changed its logo back to that used by its parent 20th Century-Fox Corp.

At the same time, the company has signed new acts with an array of noted producers working with them. The firm was also turned around financially last year with its phenomenal "Star Wars" LP, according to Harvey Cooper, label senior vice president, a&r and promotion.

Major revenue is also being realized from the soundtracks of "Turning Point," "Unmarried Woman" and "Other Side Of Midnight." 'Star Wars" has sold four million LPs, says Cooper.

The label's financial report shows that revenues from the record and publishing companies for 1977 were \$22,741,000, up from the previous

year of \$9,936,000.
"The entire structure of our organization has changed," boasts Cooper. "We have a more traditional organization. In fact, there wasn't a formal organization until recently. It was not completely staffed in the areas of sales, p.r. and promotion. We now have a full staff."

Arnie Orleans is senior vice president in charge of sales, advertising, merchandising and marketing. Orleans was sales manager at A&M Records. Lenny Beer from Record

BILLBOARD

APRIL 29, 1978,

World is vice president of promotion. Orleans, Beer and Cooper make up the management team.

Although the label has no president per se, Alan Livingston, president of the Entertainment Group, which includes the record and publishing companies, along with Bill Donnelly, executive vice president of the corporation and record company, are the label's heads.

"We went back to our original logo because it's a tradition that people have known for half a century, so why not take advantage of says Cooper.

"With the new regime, we're happy about being part of 20th Century-Fox movies and we're involved with them on a day-to-day basis. Our soundtracks are our bread and butter at this time and this tie-in works for us," says Cooper.

He notes that there was a tremendous image change for the label with "Star Wars." And he maintains there is a change in attitude of movie people overall towards record company involvement in creative areas of films

"Many movie people don't understand contemporary music and usually the record companies are not involved in their soundtracks. We don't assign producers and music for the films. This year movie people are taking a second look at that kind of thinking with what 'Saturday Night Fever' has done. We have already started discussions here with both our television and movie ends.

He explains that he will get 20th's recording artists who have the versatility to do soundtracks involved in this area-such as artist/writers or artist/writer/producers. 20th artist Barry White is currently working on a soundtrack for the film "Perfume" (not 20th's film) and "we're also intersted in Dan Hill doing sound-

The label currently has about 15 acts on its roster and "we plan to keep the company small in order to fully work the acts," says Cooper.

'We're taking an interesting point of view on our roster," he continues. "We're going after acts with appeal in only certain areas and we plan to broaden that appeal. We're also keenly interested in the international markets and want our acts to cross

Wayne Newton was recently signed, with Bones Howe and Cooper co-producing. The pair is in the process of looking for material for Newton. "We're going to keep his sound because it's unique, but we will contemporize him slightly."

Another new act signed to the label is John Finley a white soul gospel singer. And the 11 and 13-year old Keane Brothers are presently being produced by Lamont Dozier. Dozier has signed as exclusive producer with the label.

Richard Fields, with a Smokey Robinson sound, is also being produced by Dozier. "This singer also happens to be a good businessman and has his own following," says

Faith, Hope & Charity, now on the roster, is being produced by Van McCoy, who is also writing the group's material.

Genya Ravan a straight ahead rock 'n' roll singer generally geared to a cult-type following, along with pianist Ahmad Jamal, are acts 20th will be working. Jamal is being produced by Bones Howe and Cooper. The label is using all independent producers.

He notes that Jamal will be more contemporary without sacrificing his original jazz sound.

Stephanie Mills, former star of the Broadway musical "The Wiz," has joined the firm with Phillip Bailey of Earth, Wind & Fire producing.

One of the areas Cooper admits to being most concerned about is 20th's r&b division.

At the same time he boasts of the success of Barry White. "One of the best things we have done here recently is bringing Barry back.

"Elmer Hill is head of our r&b department and we're still constructing it. We want to do it right and frankly. we're nowhere near where we want

"This is probably the most difficult part of my job so far. The black community is looking at us and wondering if we're really serious about r&b music.

"We have kept a low profile in many respects but I think the announcement coming about Lamont (Dozier) being an exclusive producer with us will make a lot of difference.

The label will begin releasing product on its new acts about June. This year, three LPs have been released and according to Cooper, no more than three LPs will be released in any given month. Last year 20th Century Records released 17 albums



Artist Speaks: Industry veteran John Hammond, right, introduces Columbia artist Bruce Springsteen to NARAS members of the New York chapter, at a recent Academy luncheon held at Storytowne. Springsteen, whose public appearances are rare, went on to speak of his first meeting with Hammond, while the producer himself talked of their association, his career and his book, "John Hammond On Record."

Hammond Recalls LP Disk Development & Early CBS

By ROBERT ROTH

NEW YORK-Some first hand memories of the development of the long-playing record, the early workings of CBS Records, and some general observations on the music business were related by veteran producer John Hammond to a . packed house at the monthly NARAS New York chapter luncheon recently.

Speaking at the Storytowne club, Hammond's April 13 talk got off to an unintentionally amusing start (for a record business gathering) when he was continually interrupted by feedback from the sound system.

But after Academy members had made the necessary adjustments, Hammond began with a few anecdotes that didn't make it into his book "On Record" published in Oc-

In 1938, the author related, CBS Records president Ted Wallerstein already envisioned a future LP and ordered all sessions to produce 16-inch "safeties" at 331/3 for eventual use. Hammond noted that Wallbut had been right on the more important speed.

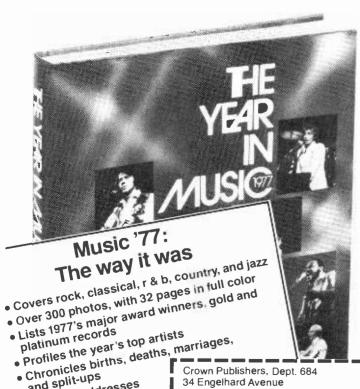
Hammond was at CBS Laboratories to witness scientists Bill Bachman and Peter Goldmark complete the work on the microgroove pickup and the microgroove LP in 1947.

Columbia thereafter planned to introduce the LP to the public at a demonstration in the Waldorf-Astoria utilizing the "360, a revolutionary new machine," the producer noted. But three days before the meeting, Hammond claims, Philco threatened CBS with switching the "Philco Hour" to NBC

CBS agreed to Philco's demand to manufacture the players for the new LP, Hammond claims

Hammond praised the development of better turntables by English manufacturers such as Garrard and remarked, "If good equipment hadn't come in, I don't know what would have happened to the LP."

Hammond was later joined onstage by Bruce Springsteen, who regaled the crowd with the story of his



and split-ups

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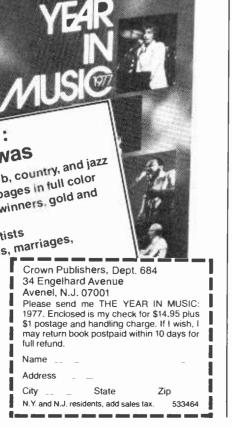
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REA Records

illboard Singles Jist Top Add Ons Regional Breakouts & National Breakouts Playlist Prime Movers *

Based on station playlists through Thursday (4/20/78)

TOP ADD ONS -NATIONAL

CARLY SIMON-You Belong To Me (Elektra) MATHIS & WILLIAMS-Too Much, Too Little, Too Late (Columbia) EOOIE MONEY - Baby Hold On (Columbia)

0-Discotheque Crossover

ADD ONS—The two key products added at the radio stations listed, as determined by station

PRIME MOVERS-The two products registering the great est proportionate upward movement on the station's playlist, as determined by station personnel

BREAKOUTS-Billboard Chart Dept summary of Add Of and Prime Mover information to re flect greatest product activity at Regional and National levels

Pacific Southwest Region

TOP ADD ONS

ATLANTA RHYTHM SECTION—Imaginary Lover TRAMMPS—Disco Inferno (Atlantic)
CARLY SIMON—You Belong To Me (Elektra)

* PRIME MOVERS

JOHN TRAVOLTA & OLIVIA NEWTON-JOHN-You're The One That (Want (RSO) ANDY GIBB—Shadow Dancing (RSO)

BREAKOUTS

BONNIE TYLER—It s A Heartache (RCA) BEE GEES—More Than A Woman (RSO) DAVID GATES—Goodbye Girl (Elektra)

KHJ-Los Angeles

- HEATWAVE—Always & Forever (Epic)
- ATLANTA RHYTHM SECTION—Imaginary
- ★ DAVID GATES—Goodbye Girl (Elektra) 19
- ★ WINGS—With A Little Luck (Capitol) 13 8

TEN-Q (KTNQ)-LA.

- CARLY SIMON—You Belong To Me (Elektra)
- ANDY GIBB—Shadow Dancing (RSO)
- * WINGS-With A Little Luck (Capitol) 26-19
- * TRAMMPS-Disco Inferno (Atlantic) 23-18

KFI-LA.

- GEORGE BENSON—On Broadway (WB)
- CHUCK MANGIONE—Feels So Good (A&M)
- ★ ANDY GIBB—Shadow Dancing (RSO) 17-7
- ★ JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO) 14-9

KEZY-Anaheim

- BONNIE TYLER—It's A Heartache (RCA) • TRAMMPS—Disco Inferno (Atlantic)
- ★ YVONNE ELLIMAN—If I Can't Have You
- ★ WARREN ZEVON—Werewolves Of London (Elektra) 20:17

KCBO-San Diego

- BILLY JOEL Movin' Out (Columbia)
- TRAMMPS—Disco Inferno (Atlantic)
- ★ WINGS—With A Little Luck (Capitol) 22-14
- * ATLANTA RHYTHM SECTION—Imaginary

KFXM-San Bernardino

- DAVID GATES Goodbye Girl (Elektra)
- ATLANTA RHYTHM SECTION—Imaginary
- D★ BEE GEES—More Than A Woman (RSO) 15-1
- ELECTRIC LIGHT ORCHESTRA—Sweet Talking Woman (JET) 10-6

KERN-Bakersfield

- NONE
- ★ WINGS-With A Little Luck (Capitol) 11-8
- ★ JEFFERSON STARSHIP—Count On Me (Grunt) 15-13

KAFY - Bakersfield

- GERRY RAFFERTY Baker Street (UA) • TRAMMPS—Disco Inferno (Atlantic)
- ★ WINGS—With A Little Luck (Capitol) 14-6
- ★ JEFFERSON STARSHIP—Count On Me

KRIZ-Phoenix

- GARLAND JEFFEREYS-Reelin (A&M)
- LINDA RONSTADT Tumbling Dice
- ★ KONGAS—Gimmie Some Lovin' (Polydor)
- * ALLAN CLARKE-Shadow In The Street

KTKT-Tucson

- EDDIE MONEY Baby Hold On (Columbia)
- TRAMMPS—Disco Inferno (Atlantic)
- ★ ANDY GIBB—Shadow Dancing (RSO) HB-22 BONNIE TYLER-It's A Heartache (RCA) 28-

KQEO-Albuguerque

- SAMANTHA SANG—You Keep Me Dancin' (Private Stock)
- GARLAND JEFFREYS—Reelin* (A&M).
- JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO)
- BONNIE TYLER-It's A Heartache (RCA) 35-

KENO-Las Vegas

- SEALS & CROFTS—You're The Love (WB)
- JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO)
- WINGS-With A Little Luck (Capitol) 23 15 ERIC CLAPTON - Lay Down Sally (RSO) 27

Pacific Northwest Region

TOP ADD ONS

CARLY SIMON-You Belong To Me (Elektra) RAYDIO—Jack & Jill (Arista)
PLAYER—This Time I'm In It For Love (RSO)

* PRIME MOVERS:

ANDY GIBB—Shadow Dancing (RSO)
GEORGE BENSON—On Broadway (WB)
JOHN TRAVOLTA & OLIVIA NEWTON-JOHN— You re The One That I Want (RSO)

BREAKOUTS

WINGS-With A Little Luck (Capitol) YVONNE ELLIMAN—If I Can't Have You (RSO) ROBERTA FLACK—Closer I Get To You

KFRC-San Francisco

- NONE
- ★ ANDY GIBB—Shadow Dancing (RSO) 22-14
- JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO) 13-8

KYA-San Francisco

- PATTI SMITH Because The Night (Arista) • CARLY SIMON-You Belong To Me (Elektra)
- ★ WINGS—With A Little Luck (Capitol) 21-11 * CHUCK MANGIONE-Feels So Good (A&M)

KLIV-San Jose

- NONE
- ★ GEORGE BENSON—On Broadway (WB) 22-
- WARREN ZEVON—Werewolves Of London (Elketra) 26-19

KNDE-Sacramento

- HELEN REDDY—We'll Sing In The Sunshine
- MANFRED MANN-Circles (WB) ANDY GIBB-Shadow Dancing (RSO) 21-5
- ★ GEORGE BENSON On Broadway (WB) 11-
- KROY-Sacramento
- SWEET Love Is Like Oxygen (Capitol) SHAUN CASSIDY - Do You Believe In Magic
- ★ GEORGEBENSON—On Broadway (WB) 25-
- * ATLANTA RHYTHM SECTION—Imaginary Lover (Polydor) 22-17

PRIME MOVERS-NATIONAL

WINGS—With A Little Luck (Capitol) JOHN TRAVOLTA & OLIVIA NEWTON-JOHN - You're The One That I Want (RSO) ANDY GIBB-Shadow Dancing (RSO)

- RARE EARTH—Warm Ride (Produgal)
- MATHIS & WILLIAMS—Too Much, Too Little, Too Late (Columbia)
- ★ ROBERTA FLACK Closer I Get To You (Atlantic) 14-8

★ JOHN TRAVOLTA & OLIVIA NEWTON-JOHN - You're The One That I Want (RSO) 29-25

KGW-Portland

- BONNIE TYLER—It's A Heartache (RCA)
- ANDY GIBB—Shadow Dancing (RSO)
- ★ GENE COTTON—Before My Heart Finds Out
- ★ WINGS—With A Little Luck (Capitol) 30-22

KING-Seattle

- ROD STEWART-I Was Only Joking (WB)
- PLAYER—This Time I'm In It For Love (RSO) JOHN TRAVOLTA & OLIVIA NEWTON-JOHN-You're The One That I Want (RSO) 25 13
- ★ CHUCK MANGIONE—Feels So Good (A&M)

KJRB-Spokane

- BILLY JOEL Movin' Out (Columbia)
- GERRY RAFFERTY—Baker Street (UA)
- ★ ANDY GIBB—Shadow Dancing (RSO) 20-11
- ★ STEELY DAN—Deacon Blues (ABC) 12.9

KTAC – Tacoma STEELY DAN - Deacon Blues (ABC)

- MATHIS & WILLIAMS-Too Much, Too Little.
- ★ ROBERTA FLACK Closer I Get To You (Atlantic) 20 15

★ TAVARES - More Than A Woman (Capitol) KCPX-Salt Lake City

- BARRY MANILOW Even Now (Arista) ★ ANDY GIBB—Shadow Dancing (RSO) 22-7
- * WINGS-With A Little Luck (Capitol) 18-10

KRSP-Salt Lake City

- GERRY RAFFERTY Baker Street (UA) STEELY DAN — Deacon Blues (ABC)
- ★ ANDY GIBB—Shadow Dancing (RSO) HB-20
- ★ BILLY JOEL Movin' Out (Columbia) 15-8 KTLK - Denver
- RAYDIO—Jack & Jill (Arista)
- YVONNE ELLIMAN-If I Can't Have You ENGLAND DAN & JOHN FORD COLEY— Never Have To Say Goodbye (Big Tree) 14-10

• ROBERTA FLACK - Closer I Get To You

KIMN-Denver

- CARLY SIMON You Belong To Me (Elektra)
- ANDY GIBB—Shadow Dancing (RSO) YVONNE ELLIMAN—If I Can't Have You (RSO) 15-7
- * JEFFERSON STARSHIP-Count On Me

North Central Region

TOP ADD ONS:

CARLY SIMON—You Belong To Me (Elektra) ANDY GIBB—Shadow Dancing (RSO) GEORGE BENSON—On Broadway (WB)

* PRIME MOVERS

EDDIE MDNEY—Baby Hold On (Columbia) WINGS—With A Little Luck (Capitol)

BREAKOUTS:

MATHIS & WILLIAMS-Too Much Too Little Too Late (Columbia)
WARREN ZEVDN—Werewolves Of London (Elektra)

JEFFERSON STARSHIP—Count On Me (Grunt)

CKLW-Detroit

- BONNIE TYLER—It's A Heartache (RCA) EDDIE MONEY—Baby Hold On (Columbia)
- ★ TRAMMPS—Disco Inferno (Atlantic) 19-10
- * ENGLAND DAN & JOHN FORD COLEY-Never Have To Say Goodbye (Big Tree) 28-22

- WDRQ Detroit
- STEELY DAN—Deacon Blues (ABC) • CARLY SIMON - You Belong To Me (Elektra)
- ★ EDDIE MONEY—Baby Hold On (Columbia)
- ★ JAY FERGUSON—Thunder Island (Asylum) 12-4

WTAC-Flint

- PATTI SMITH—Because The Night (Arista)
- CARLY SIMON You Belong To Me (Elektra)
- ★ JEFFERSON STARSHIP—Count On Me
- ★ WINGS—With A Little Luck (Capitol) 9-3

Z-96 (WZZM-FM)—Grand Rapids

- CARLY SIMON You Belong To Me (Elektra)
- ANDY GIBB—Shadow Dancing (RSO)
- * WINGS-With A Little Luck (Capitol) 16-12 * TRAMMPS-DiscoInterno (Atlantic) 20, 16

WAKY-Louisville

- GEORGE BENSON—On Broadway (WB)
- PLASTIC BERTRAND—Ca Plane Pour Moi
- ★ MATHIS & WILLIAMS Too Much. Too Little. Too Late (Columbia) 28-18 ★ ATLANTA RHYTHM SECTION—Imaginary Lover (Polydor) 26 22

WBGN-Bowling Green

- CARLY SIMON You Belong To Me (Elektra)
- ABBA-Take A Chance On Me (Atlantic)
- JOHN-You're The One That I Want (RSO) HB-24 ★ DOLLY PARTON—Two Doors Down (RCA)

★ JOHN TRAVOLTA & OLIVIA NEWTON-

WGCL-Cleveland

- GENESIS—Follow You, Follow Me (Atlantic)
- ★ WARREN ZEVON Werewolves Of London ★ MEAT LOAF — Two Out Of Three Ain't Bad (Cleveland Int'l) 10-6

WSAI-Cincinnati

- STYX-Fooling Yourself (A&M)
- * WINGS—With A Little Luck (Capitol) 20-14

★ ATLANTA RHYTHM SECTION—Imaginary

- Q-102 (WKRQ-FM) Cincinnati
- CELEBRATION—Almost Summer (MCA) PLAYER - This Time I'm In It For Love (RSO)
- * EDDIE MONEY Baby Hold On (Columbia)

★ ELECTRIC LIGHT ORCHESTRA—Sweet Talking Woman (JET) 9 4

WCOL-Columbus

- EDDIE MONEY-Baby Hold On (Columbia)
- EARTH, WIND & FIRE-Fantasy (Columbia) * MATHIS & WILLIAMS-Too Much, Too Little,
- **★ ANDREW GOLD**—Thank You For Being A Friend (Asylum) 18:13

Too Late (Columbia) 30-21

WNCI-Columbus

- ANDY GIBB—Shadow Dancing (RSO)
- MATHIS & WILLIAMS—Too Much, Too Little, Too Late (Columbia) * RAYDIO-Jack & Jill (Arista) 13-6
- ★ WINGS-With A Little Luck (Capitol) 17-12 WCUE-Akron
- ABBA Take A Chance On Me (Atlantic) * ANDY GIBB-Shadow Dancing (RSO) HB-18

• STEELY DAN-Deacon Blues (ABC)

★ MATHIS & WILLIAMS—Too Much, Too Little, Too Late (Columbia) 15-7

JEFFERSON STARSHIP-Count On Me (Grunt) BILLY JOEL-Movin' Out (Columbia)

13-Q (WKTQ) — Pittsburgh

- GEORGE BENSON On Broadway (WB)
- MEAT LOAF—Two Out Of Three Ain't Bad (Cleveland Int'l)
- ★ JACKSON BROWNE—Running On Empty
- ★ WINGS—With A Little Luck (Capitol) 18 15
- WPEZ-Pittsburgh • CARLY SIMON—You Belong To Me (Elektra)
- ANDY GIBB Shadow Dancing (RSO) * MATHIS & WILLIAMS-Too Much, Too Little
- Too Late (Columbia) 36 28 ★ MEAT LOAF — Two Out Of Three Am't Bad

Southwest Region

• TOP ADD ONS

MATHIS & WILLIAMS-Too Much. Too Little Too Late (Columbia)

CARLY SIMON—You Belong To Me (Elektra)

BILLY JDEL—Movin Out (Columbia)

* PRIME MOVERS

BREAKOUTS:

WINGS—With A Little Luck (Capitol)
EARTH, WIND & FIRE—Fantasy (Columbia)
JEFFERSON STARSHIP—Count On Me (Grunt)

DOLLY PARTON – Two Doors Down (RCA) TRAMMPS – Disco Inferno (Atlantic) JOHN TRAVOLTA & OLIVIA NEWTON-JOHN –

KILT-Houston

You're The One That I Want (RSO)

• ROD STEWART-I Was Only Joking (WB) • MATHIS & WILLIAMS-Too Much. Too Little,

★ TRAMMPS—Disco Inferno (Atlantic) 39-25

Too Late (Columbia)

* ENGLAND DAN & JOHN FORD COLEY-

- Never Have To Say Goodbye (Big Tree) 37-26 KRBE-Houston
- EDDIE MONEY—Baby Hold On (Columbia)
- CARLY SIMON You Belong To Me (Elektra) ★ CHUCK MANGIONE—Feels So Good (A&M)

★ BONNIE TYLER—It's A Heartache (RCA) 23

 BILLY JOEL - Movin' Out (Columbia) MICHAEL JOHNSON—Bluer Than Blue

* WINGS-With A Little Luck (Capitol) 29-1

KLIF-Dallas

- KNUS-FM-Dallas BILLY JOEL - Movin' Out (Columbia) • EARTH, WIND & FIRE—Fantasy (Columbia)

* JEFFERSON STARSHIP - Count On Me

★ DOLLY PARTON—Two Doors Down (RCA) 23 11

★ WINGS—With A Little Luck (Capitol) 11-9 KFJZ-FM (Z-97) - Ft. Worth

- Do BEE GEES-More Than A Woman (RSO) ★ JEFFERSON STARSHIP - Count On Me
- ★ BOB WELCH Ebony Eyes (Capitol) 13-9 KINT-El Paso
- * CHUCK MANGIONE-Feels So Good (A&M)

Too Late (Columbia) HB-24

WKY-Oklahoma City MATHIS & WILLIAMS—Too Much, Too Little, Too Late (Columbia)

* MATHIS & WILLIAMS-Too Much, Too Little,

- WARREN ZEVON Were wolves Of London (Elektra) ★ YVONNE ELLIMAN—If I Can't Have You (RSO) 9-4
- ★ ANDREW GOLD—Thank You For Being A Friend (Asylum) 11-6

WARREN ZEVON-Werewolves Of London (Flektra)

 BILLY JOEL - Movin' Out (Columbia) • MATHIS & WILLIAMS - Too Much. Too Little. Too Late (Columbia)

* WINGS-With A Little Luck (Capitol) 36-22 ★ IOHN TRAVOLTA & OLIVIA NEWTON.

JOHN-You're The One That I Want (RSO) 38-31

KAKC-Tulsa

- ABBA—Take A Chance On Me (Atlantic) CARLY SIMON — You Belong To Me (Elektra)
- ★ EDDIE MONEY—Baby Hold On (Columbia) 28 20 ★ JOHN TRAVOLTA & OLIVIA NEWTON-JOHN — You're The One That I Want (RSO) 25-19

- KELI-Tulsa
- CARLY SIMON—You Belong To Me (Elektra) • SEALS & CROFTS-You're The Love (WB)
- ★ CHUCK MANGIONE—Feels So Good (A&M)
 22 18 ★ BILLY JOEL - Movin' Out (Columbia) 23-19
- WTIX—New Orleans • PATTI SMITH - Because The Night (Arista) • CARLY SIMON — You Belong To Me (Elektra)
- ★ LOU RAWLS—Lady Love (Epic) 13 8

★ ENGLAND DAN & JOHN FORD COLEY-

CARLY SIMON — You Belong To Me (Flektra) MATHIS & WILLIAMS-Too Much, Too Little.

★ ERIC CLAPTON—Lay Down Sally (RSO) 10-6

- ANDY GIBB-Shadow Dancing (RSO) 31 21
- KEEL-Shreveport BILLY JOEL - Movin Out (Columbia)

★ YVONNEELLIMAN—If I Can't Have You

TOP ADD ONS PLAYER-This Time I'm In It For Love (RSO)

CHUCK MANGIONE-Feels So Good (A&M) ANDY GIBB-Shadow Dancing (RSO)

DOLLY PARTON—Two Doors Down (RCA) JEFFERSON STARSHIP—Count On Me (Grunt) BILLY JOEL—Movin' Out (Columbia)

ROBERTA FLACK—Closer | Get To You

MATHIS & WILLIAMS — Too Much. Too Little,

- ★ JACKSON BROWNE—Running On Empty (Asylum) 23-18
- JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO)

* MATHIS & WILLIAMS - Too Much, Too Little Too Late (Columbia) 27-22

★ ANDY GIBB—Shadow Dancing (RSO) 24-19

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BREAKOUTS-NATIONAL

KOMA-Oklahoma City

- Never Have To Say Goodbye (Big Tree) 17-WNOE-New Orleans
- Too Late (Columbia)
- MATHIS & WILLIAMS Too Much. Too Little ★ DOLLY PARTON — Two Doors Down (RCA)

Midwest Region

ROBERTA FLACK-Closer / Get To You MATHIS & WILLIAMS - Too Much, Too Little Too Late (Columbia)

★ PRIME MOVERS NGS-With A Little Luck (Can for)

BREAKOUTS

WLS-Chicago

- ★ ENGLAND DAN & JOHN FORD COLEY— Never Have To Say Goodbye (Big Tree) 43-
- ANDREW GOLD Thank You For Being A Friend (Asylum)

WMET-Chicago

- (Continued on page 28)

INCHAEL JOHNSON

From The Upcoming Album

Produced By Brent Maher & Steve Gibson

Another Hit From



©1978 EMI America Records Inc

★ CHUCK MANGIONE—Feels So Good (A&M) 28-22

WIRL-Peoria

- ROBERTA FLACK Closer I Get To You
- * WINGS-With A Little Luck (Capitol) 18-12
- ★ ATLANTA RHYTHM SECTION—Imaginary Lover (Polydor) 17-13

WNDE-Indianapolis

- ★ WINGS—With A Little Luck (Capitol) HB-20
- * RAYDIO—Jack & Jill (Arista) 17-10

WOKY-Milwaukee

- * ROBERTA FLACK Closer | Get To You (Atlantic) 19-11
- * CHUCK MANGIONE-Feels So Good (A&M)

WZUU-FM — Milwaukee

- ROD STEWART I Was Only Joking (WB)
- AIRWAVES—So Hard Living Without You
- * CHUCK MANGIONE—Feels So Good (A&M)
- * WINGS-With A Little Luck (Capitol) 13-7

KSLQ-FM — St. Louis

- HEART-Heartless (Mushroom)
- GENESIS—Follow You, Follow Me (Atlantic)
- * ANDY GIBB—Shadow Dancing (RSO) 30-21 * MATHIS & WILLIAMS-Too Much Too Little

KXOK-St. Louis

BILLBOARD

29,

- STEELY DAN—Deacon Blues (ABC)
- PLAYER-This Time I'm In It For Love (RSO)
- ★ WINGS-With A Little Luck (Capitol) 24-12
- * BILLY JOEL-Movin' Dut (Columbia) 33-24

KIOA – Des Moines

- ANDY GIBB—Shadow Dancing (RSO)
- WINGS-With AL ttle Luck (Capitol)
- * ENGLAND DAN & JOHN FORD COLEY-Never Have To Say Goodbye (Big Tree) 22-12
- * YVONNE ELLIMAN If I Can't Have You

KDWB-Minneapolis

- ROBERTA FLACK Closer | Get To You
- PLAYER-This Time I'm In it For Love (RSO)
- * ANDREW GOLD—Thank You For Being A Friend (Asylum) 17-11
- * WINGS-With A Little Luck (Capitol) 20-15

KSTP-Minneapolis

- BONNIE TYLER-It's A Heartache (RCA)
- PLAYER-This Time I'm In It For Love (RSO)
- ★ JACKSON BROWNE—Running On Empty (Asylum) 11-7
- * WINGS-With A Little Luck (Capitol) 18-14

WHB-Kansas City

- ELTON JOHN-Ego (MCA)
- ANDY GIBB—Shadow Dancing (RSO)
- * CHUCK MANGIONE—Feels So Good (A&M)
- * BARRY MANILOW-Can't Smile Without You (Arista) 12-9

KBEQ-Kansas City

- MATHIS & WILLIAMS-Too Much, Too Little,
- BARRY MANILOW—Even Now (Arista)
- * WINGS-With A Little Luck (Capitol) 15-6
- ★ DOLLY PARTON—Two Doors Down (RCA)

KKLS-Rapid City

- GERRY RAFFERTY-Baker Street (UA)
- CARLY SIMON-You Belong To Me (Elektra) ★ GENE COTTON—Before My Heart Finds Out
- ★ ROBERT FLACK Closer I Get To You (Atlantic) 21-18

KQWB-Fargo

- CARLY SIMON-You Belong To Me (Elektra)
- SEALS & CROFTS—You're The Love (WB)
- ★ JEFFERSON STARSHIP—Count On Me
- ★ WINGS—With A Little Luck (Capitol) 22-16

Northeast Region

TOP ADD ONS

MEAT LOAF - Two Out Of Three Ain't Bart GEORGE BENSON—On Broadway (WB: MATHIS & WILLIAMS—Too Much Too attle

* PRIME MOVERS

ANOY GIBB—Shadow Dancing (RSO) WINGS—With A Little Luck (Capitol) JOHN TRAVOLTA & OLIVIA NEWTON-JOHN-You're The One That I Want (RSO)

BREAKOUTS

BILLY JOEL - Movin' Out (Columb a)

WABC - New York

- DAVID GATES—Goodbye Girl (Elektra)
- MATHIS & WILLIAMS-Too Much, Too Little
- * WINGS-With A Little Luck (Capitol) 18-14
- * KANSAS Dust In The Wind (Kirshner) 10-7

- PATTI SMITH Because The Night (Arista)
- IEFFERSON STARSHIP Count On Me
- MEAT LOAF Two Out Of Three Ain't Bad (Cleveland Int'l) 29-23
- * YVONNE ELLIMAN-If I Can't Have You

- SWEET—Love Is Like Oxygen (Capitol)
- ANDY GIBB—Shadow Dancing (RSO)

- JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO)
- ★ MEAT LOAF Two Out Of Three Ain't Bad (Cleveland Int'l) 24-14
- * MATHIS & WILLIAMS-Too Much, Too Little. Too Late (Columbia) 18-13

WYSL-Buffalo

- GEORGE BENSON—On Broadway (WB)
- WARREN ZEVON—Werewolves Of London
- * CHUCK MANGIONE-Feels So Good (A&M)
- ★ NATALIE COLE—Our Love (Capitol) 20-16

WBBF-Rochester

- GEORGE BENSON-On Broadway (WB)
- MATHIS & WILLIAMS-Too Much, Too Little, Too Late (Columbia)
- * TRAMMPS—Disco Inferno (Atlantic) 24-16
- ★ JOHN TRAVOLTA & OLIVIA NEWTON-JOHN—You're The One That I Want (RSO)

WRKO-Boston

- GEORGE BENSON—On Broadway (WB)
- MEAT LOAF Two Out Of Three Ain't Bad (Cleveland Int'l) * ANDY GIBB-Shadow Dancing (RSO) 28-21
- * WINGS-With A Little Luck (Capitol) 10-4

WBZ-FM -- Boston

- NO LIST

* CHUCK MANGIONE—Feets So Good (A&M) JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO)
PLAYER—This Time I'm In It For Love (RSO) ★ LOU RAWLS—Lady Love (Epic) 14-9 WTRY-Albany NONE HEART—Heartless (Mushroom) BREAKOUTS BARRY MANILOW - Even Now (Arista) TRAMMPS - Disco Inferno (Atlantic) * ANDY GIBB-Shadow Dancing (RSO) HB-19 TAVARES—More Than A Woman (Capitol) JACKSON BROWNE—Running On Empty JOHN-You're The One That I Want (RSO) ★ BILLY JOEL - Movin' Out (Columbia) 24:16 * WINGS—With A Little Luck (Capitol) 13-6 WKBW-Buffalo Z-93 (WZGC-FM)-Atlanta WINGS—With A Little Luck (Capitol)

WFIL-Philadelphia

- ★ PLAYER-This Time I'm In It For Love (RSO)
- * BILLY JOEL Movin' Out (Columbia) 17-11

WZZD-Philadelphia

- CHUCK MANGIONE—Feels So Good (A&M)
- ★ TAVARES—More Than A Woman (Capitol) 20-11
- ★ TRAMMPS—Disco Inferno (Atlantic) 12-6 WIFI-FM - Philadelphia
- BILLY JOEL-Movin' Out (Columbia)
- ★ MATHIS & WILLIAMS—Too Much, Too Little, Too Late (Columbia) 30-27

WPGC-Washington

- EDDIE MONEY Baby Hold On (Columbia)
- HEATWAVE—The Grove Line (Epic) * ANDY GIBB-Shadow Dancing (RSO) 24-3
- ★ JOHN TRAVOLTA & OLIVIA NEWTON-
- WGH-Norfolk

(Asylum) 17-8

- GERRY RAFFERTY Baker Street (UA) • MICHAEL JOHNSON - Bluer Than Blue

WCAO - Baltimore

Billboard Singles Radio Action Playlist Top Add Ons Playlist Prime Movers *

- BILLY JOEL Movin' Out (Columbia)
- GERRY RAFFERTY Baker Street (UA)
- * PARLIAMENT—Flashlight (Casablanca) 16
- * JEFFERSON STARSHIP Count On Me

WYRE-Annapolis

WLEE-Richmond

- BILLY JOEL Movin' Out (Columbia) • CARLY SIMON-You Belong To Me (Elektra)
- * ANDY GIBB—Shadow Dancing (RSO) 30-21

★ WINGS—With A Little Luck (Capitol) 16-9

- CHUCK MANGIONE-Feels So Good (A&M)
- CARLY SIMON You Belong To Me (Elektra) **★ JOHN TRAVOLTA & OLIVIA NEWTON-**JOHN-You're The One That I Want (RSO) 17-10
- ★ GEORGE BENSON—On Broadway (WB) 9 4

WRVQ-Richmond

- EDDIE MONEY Baby Hold On (Columbia)
- CARLY SIMON—You Belong To Me (Elektra) ★ JOHN TRAVOLTA & OLIVIA NEWTON-
- ★ ENGLAND DAN & JOHN FORD COLEY— Never Have To Say Goodbye (Big Tree) 12-9

Southeast Region

TOP ADD ONS

CARLY SIMON-You Belong To Me (Flektra) BONNIE TYLER—It s A Heartache (RCA EODIE MONEY—Baby Hold On (Colum

PRIME MOVERS

JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The That I Want (RSO)
WINGS—With A Little Luck (Captiol)
MATHIS & WILLIAMS—Too Much Too Little

BREAKOUTS

ANOY GIBB – Shadow Dancing (RSO)
WARREN ZEWON – Werewolves Of London
(Elektra)
RAYO10 – Jacs & Jill (Arista)

- **★ JOHN TRAVOLTA & OLIVIA NEWTON**
- BARRY MANILOW—Even Now (Arista)
- PLAYER-This Time I'm In It For Love (RSO)
- ★ WINGS—With A Little Luck (Capitol) 16-10

* BONNIE TYLER-It's A Heartache (RCA) 27

- WBBQ—Augusta MEAT LOAF—Two Out Of Three Ain't Bad (Cleveland int'l)
- CARLY SIMON—You Belong To Me (Elektra)
- * WINGS-With A Little Luck (Capitol) 24-16

WFOM-Atlanta

- * JOHN TRAVOLTA & OLIVIA NEWTON-JOHN—You're The One That I Want (RSO) 20-13
- * BONNIE TYLER—It's A Heartache (RCA) 21

WSGA-Savannah

(Elektra) 24-10

- * TRAMMPS-Disco Inferno (Atlantic) 21-9 WFLB-Fayetteville • GERRY RAFFERTY - Baker Street (UA)
- * WINGS-With A Little Luck (Capitol) 16-9 * ANDY GIBB-Shadow Dancing (RSO) 32-29

WOAM - Miami

- ANDY GIBB—Shadow Dancing (RSO)
- MATHIS & WILLIAMS Too Much, Too Little.
- Too Late (Columbia) ★ LOU RAWLS-Lady Love (Epic 11-4
- ★ GEORGE BENSON On Broadway (WB) 25

WMJX (96X) - Miami

- JIMMY BUFFETT-Cheeseburger In
- BARRY MANILOW Copacabana (Arista)
- * MATHIS & WILLIAMS—Too Much, Too Little.
 Too Late (Columbia) 20 8
- ★ JOHN TRAVOLTA & OLIVIA NEWTON JOHN—You're The One That I Want (RSO) 28-19

- Y-100 (WHYI-FM) Miami
- BARRY MANILOW—Copacabana (Arista)
- JEFFERSON STARSHIP Runaway (Grunt) ★ GEORGE BENSON—On Broadway (WB) 13

★ ROBERTA FLACK—Closer I Get To You (Atlantic) 21 16

- WLOF-Orlando
- BONNIE TYLER—It's A Heartache (RCA) MATHIS & WILLIAMS—Too Much Too Little, Too Late (Columbia)
- * WINGS—With A Little Luck (Capitol) 15-4

* ALLAN CLARKE - Shadow in The Street

- 0-105 (WRBQ-FM) Tampa BILLY JOEL -- Movin' Out (Columbia)
- MATHIS & WILLIAMS Too Much. Too Little. ★ WINGS—With A Little Luck (Capitol) 19-14

★ JOHN TRAVOLTA & OLIVIA NEWTON-JOHN — You're The One That I Want (RSO) 24-21

- BJ-105 (WBJW-FM) Orlando • MATHIS & WILLIAMS-Too Much, Too Little,
- CARLY SIMON You Belong To Me (Elektra) * RAYDIO-Jack & Jill (Arista) 17-5

* YVONNE ELLIMAN—If I Can't Have You

- WOPD-Lakeland
- ANDY GIBB—Shadow Dancing (RSO) • LEIF GARRETT — The Wanderer (Atlantic)
- * MATHIS & WILLIAMS-Too Much, Too Little Too Late (Columbia) 26-14 ★ JOHN TRAVOLTA & OLIVIA NEWTON

JOHN-You're The One That I Want (RSO)

- WMFJ Daytona Beach
- GENESIS-Follow You. Follow Me (Atlantic) CARLY SIMON - You Belong To Me (Elektra)

* ANDY GIBB-Shadow Dancing (RSO) 35 22

- * WARREN ZEVON Were wolves Of London
- WAPE-Jacksonville BONNIE TYLER—It's A Heartache (RCA) ABBA – Take A Chance On Me (Atlantic)
- ★ JOHN TRAVOLTA & OLIVIA NEWTON-JOHN—You're The One That I Want (RSO)

* WINGS-With A Little Luck (Capitol) 12-7

- WAYS-Charlotte
- BONNIE TYLER-It's A Heartache (RCA) • GEORGE BENSON—On Broadway (WB) * ANDY GIBB-Shadow Dancing (RSO) 26-10

* MATHIS & WILLIAMS-Too Much, Too Little, Too Late (Columbia) 17-11

- WKIX-Raleigh
- EDDIE MONEY—Baby Hold On (Columbia) • CARLY SIMON—You Belong To Me (Elektra) ★ CHUCK MANGIONE—Feels So Good (A&M)
- * MATHIS & WILLIAMS-Too Much. Too Little. Too Late (Columbia) 11-3 WTOB-Winston-Salem

• EDD1E MONEY—Baby Hold On (Columbia)

- JOHN-You're The One That I Want (RSO) * WINGS-With A Little Luck (Capitol) 13-9
- GERRY RAFFERTY-Baker Street (UA) ARBA-Take A Chance On Me (Atlantic)
- * MEAT LOAF-Two Out Of Three Ain't Bad

WORD-Spartanburg

- ODYSSEY-Weekend Lover (RCA)
- SAMANTHA SANG—You Keep Me Dancin
- * WET WILLIE-Make You Feel Love Again
- * ERUPTION—I Can't Stand The Rain (Ariola)

WLAC - Nashville

- BONNIE TYLER-It's A Heartache (RCA)
- PLAYER-This Time I'm In It For Love (RSO) **★ JOHN TRAVOLTA & OLIVIA NEWTON-**JOHN-You're The One That I Want (RSO)
- ★ GENE COTTON—Before My Heart Finds Out

- WMAK-Nashville
- ROD STEWART—I Was Only Joking (WB)
- CARLY SIMON—You Belong To Me (Elektra) * MATHIS & WILLIAMS - Too Much, Too Little

★ RAYDIO—Jack & Jill (Arista) 9-3

- WHBO-Memphis BARRY WHITE—Oh What A Night For
- EDDIE MONEY Baby Hold On (Columbia) * WINGS-With A Little Luck (Capitol) 26-15

* JOHN TRAVOLTA & OLIVIA NEWTON-JOHN — You're The One That I Want (RSO)

- WMPS-Memphis NO LIST
- WRJZ-Knoxville
- ABBA—Take A Chance On Me (Atlantic) • MATHIS & WILLIAMS - Too Much, Too Little,

★ YVONNE ELLIMAN — If I Can't Have You (RSO) 8-5 * ANDREW GOLD-Thank You For Being A

- Friend (Asylum) 4-2 WGOW-Chattanooga
- ANDY GIBB Shadow Dancing (RSO) • MICHAEL JOHNSON - Bluer Than Blue

MATHIS & WILLIAMS—Too Much. Too Little. Too Late (Columbia) 16 5 JOHN TRAVOLTA & OLIVIA NEWTON

WERC-Birmingham

- JOHN You're The One That I Want (RSO) 29-22
- EDDIE MONEY Baby Hold On (Columbia) BARRY MANILOW—Even Now (Arista)
- * WARREN ZEVON—Werewolves Of London

★ ATLANTA RHYTHM SECTION—Imaginary Lover (Polydor) 13 6

- JOHN TRAVOLTA & OLIVIA NEWTON-JOHN You're The One That I Want (RSO) 19-9 WHHY-Montgomery
- NIGEL OLSSON Rainy Day (Columbia) ★ ANDREW GOLD — Never Let Her Slip Away (Asylum) 24-16

KAAY-Little Rock

• JIMMY BUFFETT-Cheeseburger In Paradise (ABC)

- GENE COTTON Before My Heart Finds Out • JEFFERSON STARSHIP -- Count On Me
- ★ ELECTRIC LIGHT ORCHESTRA—Sweet Talking Woman (Jet) 11-7
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- F-105 (WVBF) Boston ROBERTA FLACK—Closer I Get To You
 - GEORGE BENSON On Broadway (WB)
 - * NONE

WDRC-Hartford

- BONNIE TYLER It's A Heartache (RCA) MEAT LOAF — Two Out Of The Ain't Bad (Cleveland Int'l)
- * ROBERTA FLACK Closer I Get To You
- * MATHIS & WILLIAMS Too Much Too Little

WPRO (AM) - Providence

- ROBERT PALMER Every Kinda People

- BARRY MANILOW Even Now (Arista)
- * WINGS—With A Little Luck (Capitol) 16 9 JOHN TRAVOLTA & OLIVIA NEWTON-JOHN — You're The One That I Want (RSO) 22-16
- WPRO-FM Providence MATHIS & WILLIAMS—Too Much, Too Little, Too Late (Columbia)
- JOHN TRAVOLTA & OLIVIA NEWTON JOHN — You're The One That I Want (RSO) 14 10

* WARREN ZEVON - Werewolves Of London

★ MATHIS & WILLIAMS — Too Much, Too Little Too Late (Columbia) 21-16

* ANDY GIBB—Shadow Dancing (RSO) 29 24

MEAT LOAF - Two Out Of Three Ain't Bad

- WICC-Bridgeport DIANA ROSS—You Got It (Motown) • NRBQ—I Love Her, She Loves Me (Mercury)
 - BILLY JOEL Movin' Out (Columbia)

Mid-Atlantic Region

TOP ADD ONS

HEATWAVE-Grove Line (Epic)

* PRIME MOVERS

- ANDY GIBB -- Shadow Dancing (RSO)
- MATHIS & WILLIAMS-Too Much, Too Little,
- ANDY GIBB-Shadow Dancing (RSO) * TRAMMPS-Disco Inferno (Atlantic) 21-16

JOHN—You're The One That I Want (RSO) 22-15

* ANDY GIBB-Shadow Dancing (RSO) HB-13 ★ JACKSON BROWNE—Running On Empty

- * ANDY GIBB-Shadow Dancing (RSO) 30-17
- PATTI SMITH—Because The Night (Arista) MATHIS & WILLIAMS—Too Much, Too Little, Too Late (Columbia)
- * WARREN ZEVON-Werewolves Of London
- LINDA RONSTADT Tumbling Dice

• MICHAEL ZAGER BAND - Let's All Chant EDDIE MONEY—Baby Hold On (Columbia) (Private Stock) • CARLY SIMON—You Belong To Me (Elektra) ★ JOHN TRAVOLTA & OLIVIA NEWTON-

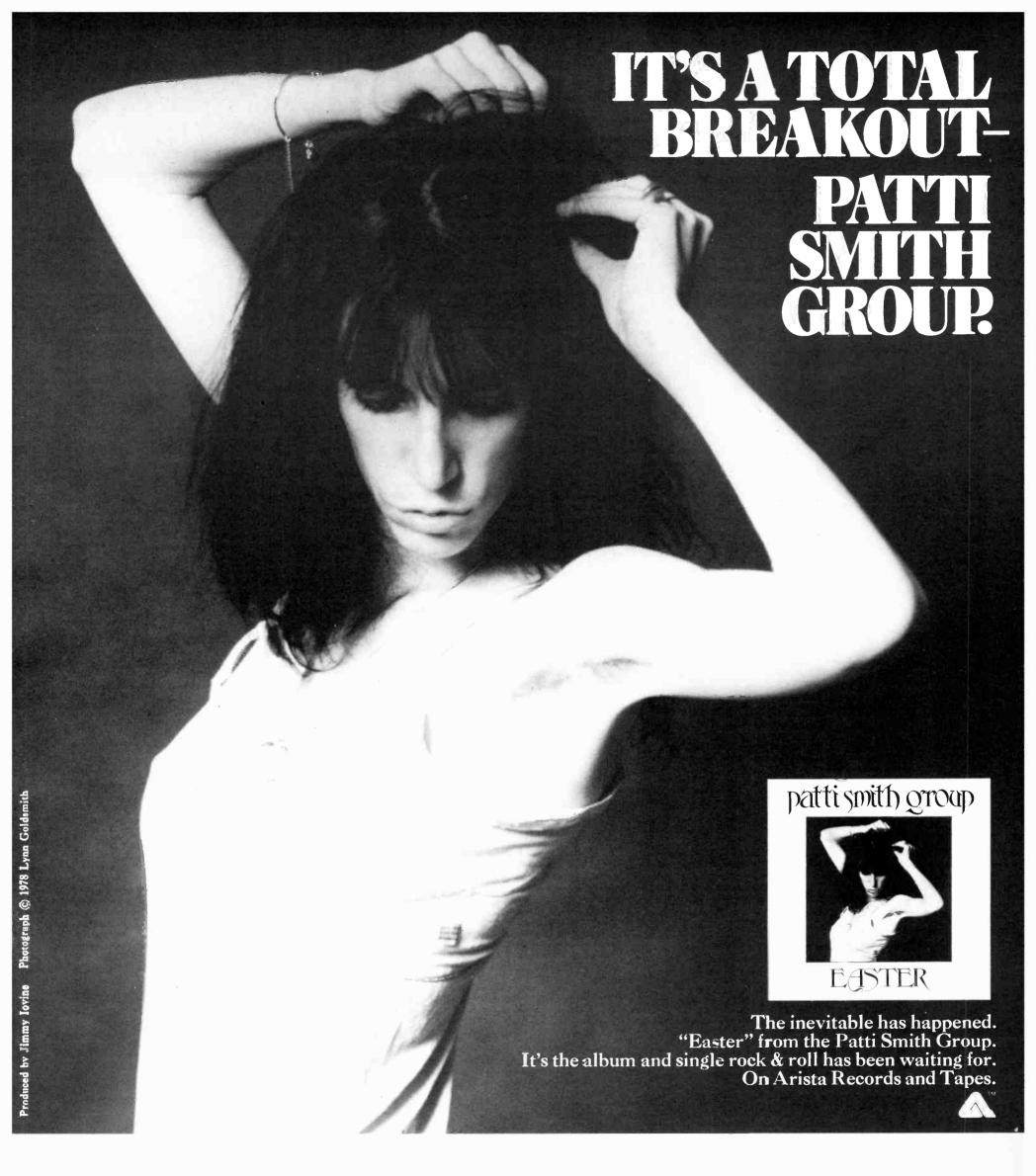
* JEFFERSON STARSHIP - Count On Me

WTMA-Charleston

BONNIE TYLER—It's A Heartache (RCA) EDDIE MONEY—Baby Hold On (Columbia) * WINGS-With A Little Luck (Capitol) 24-10

WSGN-Birmingham

- * WARREN ZEVON—Werewolves Of London
 - * ANDREW GOLD—Thank You For Being A



	The Single	The Album		
	"Because the Night"	"Easter"		
Billboard:	60*-47*	80*-74*		
Record World:	<i>5</i> 9*— 48*	84*-74*		
Cashbox:	56*-43*	57*-46*		

Billboard Album Radio Action

Playlist Top Ad Ons • Top Requests/Airplay * Regional Breakouts & National Breakouts

Top Add Ons-National

TODD RUNDGREN-Hermit Of Mink Hollow (Bearsville) THE BAND-The Last Waltz (W.B.) STEVE HACKETT-Please Don't Touch (Chrysalis) LES DUDEK-Ghost Town Parade (Columbia)

ADD ONS-The four key prod ucts added at the radio stations listed; as determined by station personnel.
TOP REQUESTS/AIRPLAY-

The four products registering the greatest listener requests and airplay; as determined by station personnel.

BREAKOUTS—Billboard Chart

Dept. summary of Add Ons and Requests/Airplay information to reflect greatest product activity at regional and national

Western Region

TOP ADD ONS:

TODD RUNDGREN—Hermit Of Mink Hollov (Bearsville)
FM/ORIGINAL SOUNDTRACK-(MCA)
CLIMAX BLUES BAND—Shine On (Sire)
CARLY SIMON—Boys in The Trees (Elektra)

★TOP REQUEST/AIRPLAY

ERIC CLAPTON—Slowhand (RSO)
GENESIS—And Then There Were Three (Atlantic)
JOURNEY—Infinity (Columbia) JEFFERSON STARSHIP-Earth (Grunt)

BREAKOUTS

THE BAND—The Last Waltz (W.B.)
JETHRO TULL—Heavy Horses (Chrysalis)
HEART—Magazine (Mushroom)
MARSHALL TUCKER BAND—Together Forever
(Capricorn)

KSAN-FM - San Francisco (Bonnie Simm

- TELEVISION -- Adventure (Flektra)
- FM/ORIGINAL SOUNDTRACK-(MCA)
- TODD RUNDGREN—Hermit Of Mink Hollow (Bearsville)
- FRANKIE MILLER Oouble Trouble (Chrysalis) ETTA JAMES - Deep In The Night (W.B.)
- CARLY SIMON Boys In The Trees (Elektra)
- THE BAND—The Last Waltz (W.B.)
- ELVIS COSTELLO This Years Model (Columbia) NICK LOWE -- Pure Pop For Now People (Columbia)
- TOOD RUNDGREN—Hermit Of Mink Hollow

KLOS-FM-Los Angeles (Ruth Pinedo)

- NO ADDS
- SATUROAY NIGHT FEVER/ORIGINAL SOUNDTRACK—(RSO)
 ERIC CLAPTON—Slowhand (RSO)

- BILLY JOEL The Stranger (Columbia)
 KARSAS Point Of Know Return (Kirshner)
 KMET-FM Los Angeles (Sam Beilamy)

- MARSHALL TUCKER BAND—Together Forever (Capricorn)
- FM/SOUNTRACK-(MCA)
- EDDIE MONEY—(Columbia)

 JACKSON BROWNE—Running On Empty (Asylum) ROD STEWART-Foot Loose & Fancy Free (W.B.)
- KGB-FM-San Diego (Valerie McIntosh)

JETHRO TULL—Heavy Horses (Chrysalis)

- STEVE HACKETT—Please Don't Touch (Chrysalis)
- HEAD EAST-(A&M)
- REO SPEEDWAGON You Can Tune A Piano But You Can't Tuna Fish (Epic)
- IAN DURY—New Boots And Panties (Stiff)
- HEART Magazine (Mushroom)
 GEORGE BENSON Weekend In L.A. (W.B.)
- WINGS-London Town (Capitol)
- GENESIS—And Then There Were Three (Atlantic)
 JETHRO TULL—Heavy Horses (Chrysalis)

KOME-FM-San Jose (Dana Jang)

- CLIMAX BLUES BAND—Shine On (Sire) TODD RUNDGREN-Hermit Of Mink Hollow
- AL DI MEOLA-Casino (Columbia)
- STANLEY CLARKE Modern Man (Nemperor)
 GARLAND JEFFREYS One Eyed Jack (A&M)
- BOB MARLEY & THE WAILERS Kaya (Island)
- HEART—Magazine (Mushroom)
 WARREN ZEVON—Excitable Boy (Asylum)
- JOURNEY-Infinity (Columbia)

* GENESIS-And Then There Were Three (Atlantic)

- KBPI-FM Denver (Jean Valdez)
 - GERRY RAFFERTY—City To City (United Artists)
 - FM/ORIGINAL SOUNDTRACK-(MCA)

 - ERIC CLAPTON-Slowhand (RSO)
- JACKSON BROWNE—Running On Empty (Asylum)
- WINGS-London Town (Capitol)
- JEFFERSON STARSHIP—Earth (Grunt)

KWST-FM—Los Angeles (Charlie Kendall)

- TODD RUNDGREN—Hermit Df Mink Hollow (Bearsville)
- THE BAND-The Last Waltz (W.B.)
- CLIMAX BLUES BAND—Shine On (Sire)
- RINGO STARR-Bad Boy (Portrait)
- ATLANTA RHYTHM SECTION—Champagne Jam
- IOURNEY-Infinity (Columbia)
- VAN HALEN—(W.B.)
 JEFFERSON STARSHIP—Earth (Grunt)

-FM-Fresno (Art Farkas)

- CARLY SIMON—Boys In The Trees (Elektra)
- FM/ORIGINAL SOUNDTRACK-(MCA)
- CLIMAX BLUES BAND—Shine On (Sire)
 JOHN HANDY—Where Go The Boats (W.B.)
- BONNIE BRAMLETT—Memories (Capricorn)
 TIM WEISBERG BAND—Rotations (United Artists)
- WARREN ZEVON Excitable Boy (Asylum)
- JIMMY BUFFETT-Son Of A Son Of A Sailor (ABC)

Southwest Region

TOP ADD ONS

JETHRO TULL—Heavy Horses (Chrysalis)
MARSHALL TUCKER BAND—Together Forever
(Capacorn)
GARLAND JEFFREYS—One Eyed Jack (A&M)
LES DUDEK—Ghost Town Parade (Columbia)

★TOP REQUEST/AIRPLAY

WARREN ZEVON — Excitable Boy (Asylum)
JEFFERSON STARSHIP — Earth (Grunt)
WINGS — London Town (Capitol)
ATLANTA RHYTHM SECTION — Champagne Jam
(Polydor)

BREAKOUTS

DIXIE DREGS-What If (Capricorn) PURE PRAIRIE LEAGUE - Just Fly (RCA) FM/ORIGINAL SOUNDTRACK—(MCA) CARLY SIMON - Boys In The Trees (Elektra)

KZEW-FM — Dallas (Bob Shannon)

- LES DU DEK-Ghost Town Parade (Columbia)
- 38 SPECIAL-Special Delivery (A&M)
- JOHN MILES—Zaragon (Arista)

 DIXIE DREGS—What If (Capricorn)
- MARSHALL TUCKER BAND-Together Forever
- STEVE HACKETT—Please Don't Touch (Chrysalis)
- JOURNEY-Infinity (Columbia)
- JEFFERSON STARSHIP-Earth (Grunt) WINGS-London Town (Capitol)
- WARREN ZEVON Excitable Boy (Asylum)

KLOL-FM—Houston (Jackie McCauley)

- MARSHALL TUCKER BAND—Together Forever (Capricorn)
- PURE PRAIRIE LEAGUE Just Fly (RCA)
- AIRWAVES New Oay (A&M)
 GARLAND JEFFREYS One Eyed Jack (A&M)
- MEAT LOAF—Bat Out Of Hell (Epic/Cleveland Intl)
- CHARLIE-Lines (Janus) ATLANTA RHYTHM SECTION—Champagne Jam
- (Polydor)

 BOB WEIR—Heaven Help The Fool (Arista)
- CLIMAX BLUES BAND-Shine On (Sire) WNOE-FM -- New Orleans (B. Reno/S. Segraves)
- GERRY RAFFERTY—City To City (United Artists) DIRK HAMILTON-Meet At The Crux (Elektra)
- JETHRO TULL—Heavy Horses (Chrysalis)
 GENESIS—And Then There Were Three (Atlantic)
- GARLAND JEFFREYS-One Eyed Jack (A&M)
- FM/SOUNDTRACK-(MCA) WARREN ZEVON-Excitable Boy (Asylum)
- ART GARFUNKEL—Watermark (Columbia) ALLEN TOUSSAINT-Motion (W.B.)
- ELECTRIC LIGHT ORCHESTRA—Out Of The Blue

Top Requests/Airplay-National

GENESIS-And Then There Were Three (Atlantic) IFFFFRSON STARSHIP-Farth (Grunt) WINGS-London Town (Capitol) JACKSON BROWNE-Running On Empty (Asylum)

KMOD-FM — Tułsa (Bill Bruin)

- JETHRO TULL-Heavy Horses (Chrysalis)
- FM/ORIGINAL SOUNDTRACK-(MCA)
- PURE PRAIRIE LEAGUE Just Fly (RCA)
 ELVIS COSTELLO This Years Model (Columbia)
- CARLY SIMON -- Boys In The Trees (Flektra) TODD RUNDGREN-Hermit Of Mink Hollow
- JEFFERSON STARSHIP—Earth (Grunt)
- JACKSON BROWNE—Running On Empty (Asylum)
 GENESIS—And Then There Were Three (Atlantic)
- ERIC CLAPTON Slowhand (RSO) KBBC-FM - Phoenix (J.D. Freeman)
- MAC M cANALLY No Problem Here (Ariola) MICKEY NEWBURY—His Eyed Is On The Sparrow
- BRIAN AUGER & JULIE TIPPETTS—Encore (W.B.)
- BOB MARLEY & THE WALLERS Kaya (Island) THE TIM WEISBERG BAND—Rotations (United
- CARLY SIMON Boys In The Trees (Elektra)
- ★ HEART Magazine (Mushroom)
 ★ ATLANTA RHYTHM SECTION Champagne Jam
- * CHUCK MANGIONE-Feels So Good (A&M)
- WINGS-London Town (Capitol) KRST-FM-Albuquerque (Bill Stambaugh)
- AL DI MEOLA—Casino (Columbia)
- TODD RUNDGREN—Hermit Of Mink Hollow (Bearsville)
- THE BAND—The Last Waltz (W.B.)
- LES DUDEK—Ghost Town Parade (Columbia)
 DIXIE DREGS—What If (Capricorn)
- JETHRO TULL Heavy Horses (Chrysalis)
- VAN HALEN-(W.B.) IAN DURY - New Boots And Panties (Stiff)
- WARREN ZEVON Excitable Boy (Asylum)
 JIMMY BUFFETT Son Of A Son Of A Sailor (ABC)

Midwest Region

TOP ADD ONS

THE BAND-The Last Waltz (W.B.)
TODD RUNDGREN—Hermit Of Mink Hollow (Bearsville)
STEVE HACKETT —Please Oon't Touch (Chrysalis)
LES DUDEK—Ghost Town Parade (Columbia)

*TOP REQUEST/AIRPLAY

ERIC CLAPTON—Slowhand (RSO)
JACKSON BROWNE—Running On Empty (Asylum)
GENESIS—And Then There Were Three
(Atlantic)
WINGS—London Town (Capitol)

BREAKOUTS

REO SPEEDWAGON—You Can Tune A Piano But You Can't Tuna Fish (Epic) RINGO STARR—Bad Boy (Portrait) MARSHALL TUCKER BAND—Together Forever MARSHALL TOOLL... (Capricorn) FM/ORIGINAL SOUNDTRACK—(MCA)

- WABX-FM Detroit (Carl Galeana) GLIDER—(United Artists)
- JACKSON BROWNE—Running On Empty (Asylum, JOURNEY—Infinity (Columbia)
- FRANKIE MILLER-Double Trouble (Chrysalis)
- ERIC CLAPTON Slowhand (RSO) WJKL-FM-Elgin/Chicago (T. Marker/W. Leisering) LES DUDEK—Ghost Town Parade (Columbia)
- PROCTOR & BERGMAN—Give Us A Break
 (Mercury) DIXIE DREGS—What If (Capricorn)
- HDT TUNA-Double Dose (Grunt)
- PATTI SMITH GROUP—Easter (Arista) REO SPEEDWAGON — You Can Tune A Piano But You Can't Tuna Fish (Epic) AL DI MEGLA—Casino (Columbia)

 ELVIS COSTELLO—This Years Model (Columbia)
- GENESIS-And Then There Were Three (Atlantic) ROBERT PALMER - Double Fun (Island)
- WMMS-FM Cleveland (John Gorman) MARSHALL TUCKER BAND-Together Forever
 - RINGO STARR—Bad Boy (Portrait) BOB MARLEY & THE WAILERS—Kaya (Island)
 - GENESIS—And Then There Were Three (Atlantic)
 JEFFERSON STARSHIP—Earth (Grunt) ERIC CLAPTON-Slowhand (RSO) THE GODZ—(Millennium)

- WLVQ-FM Columbus (Steve Runner)
- LES DUDEK—Ghost Town Parade (Columbia)
 RICHIE ELIDAY RICHIE FURAY - Dance A Little Light (Asylum)
- TODD RUNDGREN-Hermit Of Mink Hollow
- STEVE HACKETT-Please Don't Touch (Chrysalis)
- JACKSON BROWNE—Running On Empty (Asylum) ERIC CLAPTON - Slowhand (RSO)
- STEELY DAN Aja (ABC)

JIMMY BUFFETT—Son Of A Son Of A Sailor (ABC) WDVE-FM—Pittsburgh (John McGahan)

- HEART-Magazine (Mushroom)
- CRACK THE SKY-Safety In Numbers (Lifesong) WHA-KOO-Berkshire (ABC) THE BAND—The Last Waltz (W.B.)
- KANSAS-Point Of Know Return (Kirshner)
- STEELY DAN-Aia (ABC)

JACKSON BROWNE—Running On Empty (Asylum) WZMF-FM - Milwaukee (Joe Benson)

- GALE FORCE II (Fantasy)
- JOHN MILES—Zaragon (Arista) TODD RUNDGREN-Hermit Of Mink Hollow
- DIRK HAMILTON—Meet At The Crux (Flektra)
- THE BAND—The Last Waltz (W.B.) CLIMAX BLUES BAND-Shine On (Sire)
- REO SPEEDWAGON—You Can Tune A Piano But You Can't Tuna Fish (Epic)
- JETHRO TULL—Heavy Horses (Chrysalis) WINGS—London Town (Capitol)
 GENESIS—And Then There Were Three (Atlantic)
- FM/ORIGINAL SQUINDTRACK (MCA) PURE PRAIRIE LEAGUE—Just Fly (RCA)
- THE BAND-The Last Waltz (W.B.) STEVE HACKETT-Please Don't Touch (Chrysalis) NGSTAR—(Columbia)

KADI-FM-St. Louis (Peter Parisi)

- WINGS-London Town (Capitol)
- FRIC CLAPTON Slowhand (RSO) JACKSON BROWNE—Running On Empty (Asylum) BILLY JOEL - The Stranger (Columbia)

Southeast Region

- TOP ADD ONS
- MARSHALL TUCKER BAND Together Foreve (Capricorn)
 THE BAND—The Last Waltz (W.B.)
 TDDD RUNDGREN—Hermit Of Mink Hollow (Bearsville)
 STEVE HACKETT—Please Don't Touch

- **★TOP REQUEST/AIRPLAY** JEFFERSON STARSHIP—Earth (Grunt)
 JACKSON BROWNE—Running On Empty
- (Asylum)
 GENESIS—And Then There Were Three (Atlantic)
 WINGS-London Town (Capitol)

BREAKOUTS

SCARLET RIVERA—Scarlet Fever (W.B.)
FM/ORIGINAL SOUNDTRACK—(MCA) BRITISH LIONS—(RSO) CLIMAX BLUES BAND—Shine On (Sire)

WRAS-FM-Atlanta (Mike Garretson)

- MARSHALL TUCKER BAND—Together Forever TODD RUNDGREN—Hermit Of Munk Hollow
- U.K.-(Polydor)
- SCARLET RIVERA-Scarlet Fever (W.B.)
- BONNIE BRAMLETT Memories (Capricorn)
 CLIMAX BLUES BAND Shine On (Sire) ELVIS COSTELLO-This Years Model (Columbia) GENESIS—And Then There Were Three (Atlantic)
- STEVE HACKETT Please Don't Touch (Chrysalis) CHARLIE-Lines (Janus)
- MARSHALL TUCKER BAND—Together Forever (Capricorn)

GARLAND JEFFREYS—One Eyed Jack (A&M)

- DOUG KERSHAW—The Louisiana Man (W.B.) THE BAND—The Last Waltz (W.R.)
- DIRK HAMILTON-Meet At The Crux (Elektra) M LEN TOUSSAINT-Motion (W.B.)

diphistory com

- FM/ORIGINAL SOUNDTRACK-(MCA) ★ LITTLE FEAT—Waiting For Columbus (W.B.) THE BAND—The Last Waltz (W.B.) WOUR-FM - Syracuse / Utica (Jeff Chard) THE BAND—The Last Waltz (W.B.)
 - TODD RUNDGREN—Hermit Of Mink Hollow (Bearsville)
 - BRITISH LIONS-(RSO)
 - FM/ORIGINAL SOUNDTRACK-(MCA)
 - CARLY SIMON Boys in The Trees (Flektra)

WLIR-FM-New York (D. McNamara, L. Kleinman)

RINGD STARR-Bad Boy (Portrait)

JOHN MILES-Zaragon (Arista) CLIMAX BLUES BAND-Shine On (Sire)

HEART-Magazine (Mushroom)

THE BAND—The Last Waltz (W.B.)

LES DUDEK-Ghost Town Parade (Columbia)

- ELVIS COSTELLO-This Years Model (Columbia)
- NICK LOWE-Pure Pop For Now People (Columbia) WARREN ZEVON — Excitable Boy (Asylum) GERRY RAFFERTY - City To City (United Artists)
- WBUF-FM—Buffalo (Phil Chordas)
- HOT TUNA Double Oose (Grunt) CARLY SIMON - Boys In The Trees (Elektra)
- REO SPEEDWAGON You Can Tune A Piano But You Can't Tuna Fish (Epic)
- NICK LOWE-Pure Pop For Now People (Columbia)
- IEFFERSON STARSHIP—Earth (Grunt) ANGEL - White Hot (Casablanca)
- FM/ORIGINAL SOUNDTRACK-(MCA)
- DAVID SPINOZZA Spinozza (A&M)

ROBERT PALMER -- Double Fun (Island)

- WMMR-FM—Philadelphia (Jerry Stevens)
- FRANKIE MILLER Double Trouble Trouble
- B.B. KING Midnight Believer (ABC)
- TODD RUNDGREN—Hermit Of Mink Hollow
- DIXIE DREGS—What If (Capricorn)
- ELVIS COSTELLO—This Years Model (Columbia)
 FM/ORIGINAL SOUNDTRACK—(MCA)
- CHARLIE-Lines (Janus) ATLANTA RHYTHM SECTION—Champagne Jam
- THE BAND-The Last Waltz (W.B.) TELEVISION-Adventure (Elektra)
- CLIMAX BLUES BAND—Shine On (Sire) RRIAN END.—Refore And After Science (Island)
- ELVIS COSTELLO-This Years Model (Columbia)
- (Bearsville) WINGS-London Town (Capitol) WHCN-FM - Hartford (Michael Picozzi)
- PURE PRAIRIE LEAGUE Just Fly (RCA) MARC JORDAN – Mannequin (W B.)
 STEVE HACKETT – Please Don't Touch (Chrysalis)

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National Breakouts

FM/ORIGINAL SOUNDTRACK-(MCA) RINGO STARR—Bad Boy (Portrait)
MARSHALL TUCKER BAND—Together Forever (Capricorn)

JETHRO TULL—Heavy Horses (Chrysalis)

WSHE-FM-Ft. Lauderdale (Gary Granger)

- PROCTOR & BERGMAN—Give Us A Break (Mercury) TODD RUNDGREN—Hermit Of Mink Hollow (Bearsville)
- WORJ-FM Orlando (Bill McGathy)
- CARLY SIMON-Boys In The Trees (Elektra) FM/ORIGINAL SOUNDTRACK-(MCA)
- GERRY RAFFERTY—City To City (United Artists)
- RICHIE FURAY Dance A Little Light (Asylum)

JACKSON BROWNE - Running On Empty (Asylum) JEFFERSON STARSHIP—Earth (Grunt)

WINGS-London Town (Capitol)

BRITISH LIONS-(RSO)

- WKDF-FM-Nashville (Jack Crawford) IAN THOMAS RAND - Still Here (Atlantic)
- MARSHALL TUCKER BAND-Together Forever TODD RUNDGREN—Hermit Of Mink Hollow
- THE BAND-The Last Waltz (W.B.) STEVE HACKETT - Please Don't Touch (Chrysalis) JEFFERSON STARSHIP—Earth (Grunt)
- JACKSON BROWNE—Running On Empty (Asylum) ATLANTA RHYTHM SECTION—Champagne Jam
- JOURNEY-Infinity (Columbia) WQDR-FM—Raleigh (Chris Miller) LES DUDEK-Ghost Town Parade (Columbia)
- THE BAND—The Last Waltz (W.B.)
 STEVE HACKETT—Please Don't Touch (Chrysalis) FM/ORIGINAL SOUNDTRACK-(MCA) MARC JORDAN - Mannequin (W.B.)
- TRIGGER-(Casablanca) JEFFERSON STARSHIP-Earth (Grunt)

LITTLE FEAT—Waiting For Columbus (W.B.)

JIMMY BUFFETT - Son Of A Son Of A Sailor (ABC)

Northeast Region

TOP ADD ONS THE BAND—The Last Waltz (W B) JOHN MILES—Zaragon (Arista)
STEVE HACKETT—Please Don't Touch

(Chrysalis) TODD RUNDGREN—Hermit Of Mink Hollow

TOP REQUEST/AIRPLAY ELVIS COSTELLO—This Years Model (Columbia)
FM/ORIGINAL SOUNDTRACK—(MCA)
TODD RUNDGREN—Hermit Of Mink Ho (Bearsville)
THE BAND—The Last Waltz (W.B.)

RINGO STARR—Bad Boy (Portrait) FM/ORIGINAL SOUNDTRACK—(MCA) DICKEY BETTS & GREAT SOUTHERN - Allanta's

IANTAMBLYN—(Cream)

BREAKOUTS

- WNEW-FM-New York (Tom Morrera) ETTA JAMES - Deep In The Night (W B.)
- DICKEY BETTS & GREAT SOUTHERN—Atlanta's Burning Down (Capricorn) JOHN MILES—Zaragon (Arista) RINGO STARR—Bad Boy (Portrait)
 TELEVISION—Adventures (Elektra)

THE RAND... The Last Waltz (W.R.)

- FM/ORIGINAL SOUNDTRACK—(MCA) ELVIS COSTELLO-This Years Model (Columbia)
- JOHN MILES-Zaragon (Arista)
- JIMMY BUFFETT Son Of A Son Of A Sailor (ABC)

- WARREN ZEVON Excitable Boy (Asylum) DUKE JUPITER-Sweet Cheeks (Mercury)
 - BRITISH LIONS—(RSO)
 - DICKEY BETTS & GREAT SOUTHERN—Atlanta's Burning Down (Capricorn)
 - JETHRO TULL Heavy Horses (Chrysalis) HEART-Magazine (Mushroom)
 - WCOZ-FM Boston (Begonia Mire)
 - THE RAND—The Last Waltz (W.R.)
 - FM/ORIGINAL SOUND TRACK-(MCA) CARLY SIMON - Boys In The Trees (Elektra)
 - JEFFERSON STARSHIP—Earth (Grunt)
 - STEVE HACKETT—Please Don't Touch (Chrysalis)
 - THE BAND-The Last Waltz (W.B.)

 - (Polydor)
 WBRU-FM—Providence (Glen Stewart)
 - FM/ORIGINAL SOUNDTRACK-(MCA) EDDIE HINTON-Very Extremely Dangerous
 - JETHRO TULL-Heavy Horses (Chrysalis) TODD RUNDGREN—Hermit Of Mink Hollow
 - MARSHALL TUCKER BAND-Together Forever
 - TODD RUNDGREN—Hermit Of Mink Hollow (Bearsville)
- ROBERT PALMER Double Fun (Island)
- TODD RUNDGREN—Hermit Of Mink Hollow (Bearsville) ERIC CLAPTON - Slowhand (RSO) WHFS-FM-Washington D.C. (David Einstein) ELVIS COSTELLO—This Years Model (Columbia)
 CHUCK MANGIONE—Feels So Good (A&M) SCARLET RIVERA-Scarlet Fever (W.B.) WRNW-FM-New York (Donna Lemiszki) MICKEY NEWBURY-His Eye is On The Sparrow STEVE HACKETT - Please Don't Touch (Chrysalis) ★ JETHRO TULL—Heavy Horses (Chrysalis)
 - VAN DUREN—Are You Serious (Big Sound) ANDREW GOLD - All This And Heaven Ton (Asylum) RENAISSANCE—A Song For All Seasons (Sire)
 - IAN TAMBLYN (Cream)
 RICHIE FURAY Dance A Little Light (Asylum)
- (Capricorn)

 PURE PRAIRIE LEAGUE—Just Fly (RCA) BRIAN ENG - Before And After Science (Island) THE BAND—The Last Waltz (W.B.)



ALL THAT JAZZ—Pianist Jay McShane, third from left, receives a key to Kansas City and a plaque from Mayor Charles Wheeler honoring his long-time affiliation with the city. McShane's forthcoming Atlantic LP release in several years. Looking on from the left, are WEA staffers Jim McAuliffe and James Grogan, and far right, Altantic promotion man John

WES FARRELL INVOLVED

Creditors Call Moratorium With Chelsea And Roxbury

LOS ANGELES-Chelsea and Roxbury Records' creditors have agreed on a 60-day moratorium on attempts to collect from the beleaguered Wes Farrell labels, dependent upon the debtor granting a security interest in all assets of the labels as well as specific assignment of certain assets.

These developments are the outgrowth of the first meeting called here March 28 by creditors, whom, estimated, are owed approximately \$1.5 million.

Howard Rosoff, Farrell's legal

counsel, who did most of the talking for the debtor, stated that principal assets of the labels are recording pacts with Rich Springfield, LA formerly known as the Hotcakes, Baby and a pending lawsuit against Pye, Ltd., which seeks damages of \$2.5 million. Farrell was present at the meeting.

Rosoff said that Springfield, who has filed suit in Superior Court here (Billboard, March 25, 1978), to sever contractually with Farrell, has been offered the chance to buy out his pact for "a substantial cash down payment and future royalties." Farrell feels a release on LA can be produced from masters in the label's possession. Baby has asked for release from its Chelsea binder, with the provision that Farrell continue to produce them. Farrell, according to Rosoff, will continue to produce Baby, with a percentage of the money from a new label connection going to Chelsea plus 100% of any royalties due from any releases in the Chelsea label.

Rosoff said certain foreign licensees for the labels have sought return of their advances. Rosoff felt the Farrell labels have no obligation to return such deposits.

Earlier Rosoff said that when Farrell took Chelsea on its own in 1974 after dealing through RCA previously, the label got \$1 million from Polydor for three years of U.K. rights. Chelsea was loaned \$500,000 by City National Bank. The Polydor pact was assigned to the bank as collateral. Rosoff said Farrell was able to get first hits by Wayne Newton, New York City and Baby, but followup hits weren't forthcoming. The back breaker occured in 1975 when Farrell laid out \$300,000 for a Bitter End anthology album "which bombed," he added.

Rosoff pledged the debtor would assign to the local credit managers' association revenues received from contractual obligations, the

Springfield negotiation and the Pye lawsuit. Debts owned to Coral Rock Productions, the Farrell parent company, are subordinated to creditors' claims, Rosoff stated. Farrell's annual stipend was \$125,000. In 1977, his pay dropped to approximately 380,000

The creditors' committee elected included: George Albert, Cash Box; Billy Pine, Modern Album; Pam Shira, Cream publishing group Michelle Zarin, the Record Plant, and Donald Savel, Savel Printing.

Sound Warehouse Rings Up 6 Years

TULSA-The Sound Warehouse stores celebrated its sixth anniversary here with employes donning tuxedos and serving cake and punch to all customers. A disco dance contest was held and the customers were also treated to a store-wide anniversary sale on all albums and tapes in

Each of the three Sound Warehouse locations in Tulsa was decorated for the occasion and female employes passed out albums, T-shirts and posters to passers-by in the parking lots nearby.

"The weekend-long promotion greatly increased traffic in all our stores," says Don Greer, the principal in the Tulsa operation.

A Tulsa formal wear shop, Mr. B's, furnished the tuxedos. Prizes for the disco dance contest included dinner for two, an album a month for a year, concert tickets and dance lessons-for the losers.

Kane Scoring Film

LOS ANGELES-Artie Kane has been signed by producer Jon Peters to compose the score and conduct music for the motion picture "Eyes Of Laura Mars" featuring Faye Dunaway and Tommy Lee Jones.

Kane, who recently scored "Looking For Mr. Goodbar," will work under the supervision of Charles Koppelman, music supervisor for the film. The move is scheduled for early summer release.

For the Record

LOS ANGELES-In a photoraph which appeared on page 4 of Billboard's April 15 issue, a Donna Summer promotion was at the Peaches store in Atlanta and the unidentified man on the right is Ric Burnett, director of the Peaches operation in Atlanta.

Classical

Classical Radio's **Audience Grows** Bigger, Younger

NEW YORK-The listening audience for classical music radio is up by 10%, while advertising gains for classical stations are up 30%, the Concert Music Broadcasters Assn. learned during its convention here last week.
The optimistic listenership report

was delivered by Teresa Gannon, director of client services for Target Group Index, who notes the boost in listeners comes at a time when general population increase is only 6%. meaning classical listeners are also getting younger.

The firm set the nationwide au-

dience of classical listeners at approximately 9,916,000. The ad gains were based on reports from 23 stations which devote 30% or more air time to a classical format. The ad study was compiled by the classical broadcasters during a membership poll at their three-day conference here.

The drum beating coincided with a luncheon by the group for the New York advertising community where guests included a dozen contemporary composers from BMI. Composer Walter Schuman was keynote

RCA Bows 2 By Dallas

DALLAS-RCA Records will release two LPs recorded by the Dallas Symphony Orchestra under its new permanent conductor Eduardo Mata, including a concerto album with pianist Tedd Joselson.

An all-Copland album tentatively is scheduled for August release. Taped here were "Appalachian Spring," "El Salon Mexico" and "Rodeo."

The recent Red Seal tapings, under producer Peter Delheim, were the orchestra's first sessions in more than a decade. The bulk of the recording and production costs was assumed by the orchestra, a Red

Seal source indicates.

Pianist Joselson will be featured with the orchestra in the Prokofiev Third Piano Concerto and the Ravel G Major, RCA also has conductor Mata in recordings with the New Philharmonia Orchestra and London Symphony.

3 ALBUMS AS STARTER

London Snares Detroiters



Equipment Check: Detroit Symphony conductor Antal Dorati, seated right, familiarizes himself with Decca's custom recording console dur-ing recent sessions in the Motor City. Kenneth Wilkinson, Decca chief engineer, provides the demonstration, while onlookers include, from left, Bob Schwartz and Harry Manoogian of AMI Distributing, London Records' Detroit representative; Bill Close, manager of the Harmony Hut retail chain; John Harper, national sales manager/classical, London Records; and Marshall Terkin, manager of the Detroit Symphony.

By DAVE DEXTER JR.

LOS ANGELES-The Detroit Symphony under Antal Dorati will record three albums annually under provisions of a new contract signed last week with London Records.

It has been more than 20 years since the orchestra recorded under a resident conductor, says Marshall W. Turkin, executive director of the Detroit Symphony.

The first three LPs will comprise Bartok, Tchaikovsky and a mix of Dvorak, Enesco, Ravel and Liszt, Dorati reveals. First sessions were held April 7-10 in the United Artists Theatre in Detroit, vacant since the early 1970s.

The contract, Turkin reports, is for an initial one-year period with a three-year option clause. Turkin also disclosed that attempts to secure a recording binder in recent years were futile until Dorati took over the Detroit Symphony last year.

London is the North American subsidiary of England's Decca Records.

Simultaneously with the dis-

closure of the new recording pact came news that the symphony's 1978 drive for funds is being launched under Richard L. Terrell's guidance. "We will be seeking \$1.55 million this year," Terrell reports. Terrell is vice chairman of General Motors.

The orchestra's earned income last year through ticket sales, concert revenues and grants covered 59% of its expenses. Terrell notes. "But we raise more money publicly than all but one other major U.S. symphony," he adds.

Almost 500,000 persons annually attend the group's con-certs at Detroit's Ford Auditorium and in schools, parks and halls from Michigan's upper peninsula to the inner city of Detroit, "and of that number almost 50,000 are school children who are admitted free," Terrell notes.

Dorati disclosed that the orchestra would make its first appearance under his direction at Carnegie Hall and Kennedy Center in April 1979.

Last year, the group's drive for funds raised \$1.5 million.

assical Notes

In May pianist Andre Watts embarks upon a seven month concert tour dedicated to the music of Franz Schubert. The tour, commemorating the 150th anniversary of the composer's death, will visit 24 cities. Forty-four concerts are sched-

TWO PIANOS ON 'PLANETS'

CHICAGO-A version of Gustav Holst's "The Planets" for two pianos will have its world premier recording on Delos Records.

The keyboard arrangement, made

by the composer, was taped in England recently by pianists Richard Rodney Bennett and Susan Brad-shaw. The record is scheduled for May release according to Amelia Haygood, Delos topper.

More than 15 orchestral recordings are currently available, and "The Planets" has been recorded twice using synthesizers.

uled, to include chamber music and Lieder as well as solo piano.

Robert Page, director of the Cleveland Or chestra Chorus, assisting in the preparation of Krysztof Penderecki's new opera **"Paradise** Lost." Page handled choral forces for the West-ern Hemisphere premier of the composer's "Utrenia," a production recorded by RCA. The new stage work will be given its premier Nov. 29 by Chicago's Lyric Opera.

Alicia De Larrocha has essayed the Beethoven "Emperor" Concerto for Decca/London Records, with Zubin Mehta conducting the L.A. Philharmonic. A Mahler's Third with Mehta and Marilyn Horne as soloist also taped in L.A.

Oboist Mitch Miller performing yeoman serv ice for the Cleveland Orchestra during its recent fund-raising marathon. Miller, in addition to guest hosting the **WCLV** marathon broadcast, contributed premiums that raised \$6,600 in donations, including two weeks use of his Grand Cayman Island condominium.

A total of \$178,000 was raised during the 67 hour event, the ninth Cleveland marathon. In Chicago, Symphony Marathon III netted \$410,000 this month. Broadcast by WFMT, the Chicago marathons have raised more than \$1,150,000 since inception.

Boston Pops July 4 Esplanade concert will be sans fireworks this year, in an effort to cut down on the number of do-it-yourself fireworks demonstrators. Arthur Fiedler is marking his 50th year with the Esplanades, and the wish is to draw greater attention to him and the musi

The Fort Worth Ballet will premier a new rock ballet, "Rasputin," April 28, with Erik Bruhn dancing the title role. It is the second ballet production to feature a rock music score by St. Elmo's Fire. The Houston group accompanies the dancers live, and has been featured in costume on stage.

Zubin Mehta and the L.A. Philharmonic soaring to new heights on "Star Wars" wings. The orchestra performed the movie score before 25.184 April 1 at Anaheim Stadium, the largest gate ever for the orchestra, and Mehta's biggest audience too.

Erratum: Dealers have until May 15 to buy into the CRI catalog at existing \$6.95 list price. Effective date of the label's \$1 price increase was incorrectly reported as Apri

ALAN PENCHANSKY

Radio-TV Programming

COUNTRY OUTLETS REMAIN ORPHANS

Filmways Programmer & KEZR Link To Continue '20-40' Formats

By RAY HERBECK JR.

LOS ANGELES-The four adult contemporary client stations of defunct Filmways Radio will continue with their same formats through Pacific Programming Consultants, a new firm founded by former Filmways programmer Steve Epstein and former Filmways client Jim Levitt, manager of KEZR-FM in San Jose, Calif.

Epstein and Levitt teamed upon demise of Filmways' programming and syndication division (Billboard, April 15, 1978), which also had provided a country format to five sta-

The fate of these five rests with former Filmways marketing director John Price, now struggling to form his own company and continue serv-

Epstein had been hired as KEZR programmer by Levitt almost as soon as Filmways' terse telegram an-nouncing end of service within 30 days arrived at Levitt's station. KEZR had enjoyed top ratings in 18-34 and a reported 300% sales increase with the programming.

However, once Levitt and Epstein agreed to continue production essentially of the "20-40" format for KEZR, "we figured that we should offer the service to the other outlets which had been with Filmways," says Epstein. "Levitt already had agreed to absorb initial production costs, so we'd be breaking even at the

The other three stations, which now have signed with Pacific Programming, are WKGI in New Martinsville, West Va.; KVOX-FM in South Moorehead, Minn., and KGLM in Butte, Mont.

Epstein will begin operations May I from new offices located at Marina Del Rey near L.A. But he also will spend about one week per month at Levitt's station.
"We have the unique capability of

actually producing the format at a station and for that station," he explains, "which means we can fine tune the programs until perfect before sending them out to our other clients.

Epstein believes the primary problem with Filmways handling of the formats was the company's lack of experience in radio.

"There were times when I'd play a new program for executives," he says, "and they'd say, 'Sounds great to me, but then I don't know any-

He adds that the company's for-mats were "finally beginning to break through" in the marketplace just when the firm decided to bow out. "Overall, though, I think it was a wise business decision on Filmways' part," he says. "It's certainly working out well for me.'

Epstein explains that now he'll be able to devote all his attention to fine-tuning the format, which uses DJs Caron Allen of KPOL here and Jim Schneider of KEZR.

Levitt will handle most marketing until the firm hires full-time salesmen in summer. Former Filmways music director Bob Harlow contin-ues with Epstein. "Right now, we don't want to grow too quickly, though. We simply want to get it right and perfect it and provide good service," he says.

Part of this includes encouragement through credits for stations to send him airchecks and install listen phone lines. "That way, I can exercise quality control and find out whether or not they're playing the format properly."

Epstein feels a problem with any programming service is keeping in close touch with station operators. "I think it's a great responsibility," he ways, "because the manager, in effect, has placed the future of his business in my hands.

For similar reasons, former Filmways format marketing director John Price is striving to salvage the country operation. "I feel Filmways" move damaged my credibility a great deal," he says, adding that he's been in radio since 1954. "They just may have knocked me right out of this business.

Price explains that Filmways held one-year contracts with the nine client stations, and had instructed him to sign them up on the strength of "a long-term commitment from a major corporation. Now, these stations don't even have enough programming to finish the spring Arbi-

The five in question are KDIO in Ortonville, Minn.; KBRJ in Boise, Idaho; KMON in Great Falls, Mont.; KQEZ-FM in Bakersfield (the flip side of mighty KERN), and CKGL-FM in Kitchener, Ontario,

"As a result, I feel like I've sold these stations down the river," adds Price. "So, I'm looking either for a group to buy the formats from Filmways or an existing syndicator who wants to step up to voice tracking."

He explains the former Filmways (Continued on page 38)

ASCAP Offering Public B'casters Cut License Rate

• Continued from page 1

mitted to the Copyright Royalty Tribunal recently in rebuttal statements submitted in the wake of the agency's March hearings on the controversial rate issue.

Under the new copyright law, the tribunal must set rates for music use by noncommercial broadcasters by June 8 in cases where no voluntary licensing agreement has been

BMI, SESAC and the Harry Fox office already have concluded agreements with the public broadcast system's tv network (PBS) and national radio network (NPR) and their affiliate stations.

Although ASCAP and the noncommercial broadcasting rate proposals are still miles apart, and mutual criticism is razor-edged, there are at least some concessions on both sides in the rebuttal statements.

Aside from the annual rate, disputes are heavy over when the rate should become effective; how the total should be arrived at (blanket license or per-composition performance and recording fees); how small campus radio should be covered. and how much financial and other information ASCAP can require in annual reports.

ASCAP says if the rate is not

made effective until midyear by the tribunal, the 1978 total could go down to \$1.05 million.

The society hints it might appeal to some other forum if the tribunal does not make the date retroactive to Jan. 1, 1978.

The public broadcasters quote the law's requirement that the effective date for compulsory licensing of the noncommercial broadcasters' use of music is when the tribunal publishes rates in the Federal Register-presumably by the official deadline of

They say the necessity for tribunal (Continued on page 76)

When Rrats as Ringo seeks per-forming confidence ("With A Little Help From My Friends") he wanders back through time in a stunning laser-smoke tunnel, never before used in tv and provided by Laser Media. Another visual highlight is a 24-member dance sequence by Jaime Rogers, keyed to Ringo and Rrats changing places while singing "Yellow Submarine," neatly avoiding the cliche of underwater transportation devices.

Other tunes are "Act Naturally." performed by the wishful Rrats and "I'm The Greatest," opener as Ringo is chauffered and pampered by luscious groupies.

Additionally, he performs three cuts from his upcoming "Bad Boy" LP. Two are executed live on tape before a studio audience in a concert situation, "Heart On My Sleeve' and the surprisingly rocking "Hard Times." The ballad cut, "A Man Like Me," closes both the LP and the show.

RAY HERBECK JR.

TELEVISION REVIEW 'Ringo' Parodies Twain In **Uniquely Visual Video Bow** of the fabled Levi Strauss animated Ringo Starr: "Ringo," one hour April 26, 9 p.m. on NBC. Produced by

D.C. VISIT-Manhattan Transfer's Laurel Masse and Tim Hauser borrow the

mike from DJ Randy Kirchbaum, foreground, at WHFS in Washington just

prior to a concert at Constitution Hall.

Ken Ehrlich, Director, Jeff Margolis: music director, Jimmy Webb. Executive producers Robert Meyrowitz and Peter Kauff for DIR Broadcasting.

LOS ANGELES-Ringo's first television special offers mirth, music and madness enough to satisfy both mainstream America and hard core industry groupies who relish Beatle-esque asides and subtle references.

By marrying music to myth through dazzling visual effects and a clever Neal Israel/Pat Proft script which would draw a twinkle even to Twain's eye (it's based on "The Prince And The Pauper"), producer Ehrlich has created a fine piece of tv programming as well as a musical and acting shadowbox for Ringo. Opening sequence is a press con-

ference a la early Beatle days hosted by George Harrison, who parries typically ridiculous questions with uncommonly sensible answers ("How did you know it was Ringo on the phone?"—"Ringo always calls collect.")

Focus of the conference is an upcoming Ringo concert at which the real Ringo may not perform, having switched places with his identical but untalented twin, Ognir Rrats. At this point, Harrison begins narrating the backstory, which parallels the Mark Twain original.

Instead of royalty versus Middle Ages pauperism, we see the contrast between rock stardom (Ringo) and the fringe element Rrats, a seller of maps to the stars' homes in Hollywood. Starr portrays both exceptionally well.

Art Carney is appropriately in-timidating and evil as Rrats' ruthless father; Angie Dickinson, seductive and lawful as a policewoman, and Vincent Price, eerily antiseptic and daft as a psychiatrist. John Ritter captures the essence of superstar sycophantism as Ringo's manager.

Mike Douglas portrays himself in a devastatingly funny scene in which Rrats as Ringo literally destroys the talk show set through stage fright and clumsiness.

Ringo's duet ("You're Sixteen") with Rrats' girlfriend Carrie Fisher, whose sultry voice needs more exposure, provides the musical backdrop for a fantastic animation dance sequence between them, created by Linda Taylor of Rotoscope, makers

Hawaiian K-108 **DJ Sets Mark** For Marathon

HONOLULU-K-108 disk jockey Tom Dancer has every right to stay in bed for most of April. He had been awake for a marathon broac cast of 225 hours, breaking the pr vious Guinness record of 224 hou of continual broadcasting set by ε 18-year old DJ from Michigan.

The record was broken at 3 a.m. April 11, and Dancer slept it off as Queen's Medical Center. His physician, Dr. Danelo Canete, told the press that Dancer was in excellent health and sleeping soundly.

The marathon, which began April l over K-108, was an attempt to raise funds for the Hawaii Heart Assn. The event was also called a "poor man's charity," as most donations were around the \$1 range. The Hawaii Heart Assn. made \$13,000 from the promotion.

Dancer broadcast from the showroom of Honolulu Datsun, and many of his friends showed up to encourage him and help him remain



By DOUG HALL

NEW YORK-Classical music formatted radio stations can move classical records in local record shops and in a big way, attendees at the annual Concert Music Broadcasters Association conference were told here Tuesday (18).

Fred Miller of WDCS Portland, Me., told how an ad schedule on his station along with a promotion of a basic classic record library list helped a local seven-store chain build classical record sales beyond those of rock.

Miller explained that his station and Deorsey's printed 10,000 copies of the station-recommended list and Deorsey's signed up for a 20-spot-aweek schedule for five months. At the end of that time, three of the seven outlets were racking up dollar volumes in sales of classical records which exceeded rock sales.

His presentation was among several at sessions dealing with building audiences and sales.

John Hofmann, national sales manager of KKHI San Francisco,

another classical station, told of contests involving listeners and advertisers to win concert tickets, stereo equipment and trips abroad. This conference is the first to be

held since the organization of commercial classical stations had a parting of the ways with non-commercial outlets which program classical music. The group has not met for almost 1½ years.

For a time it looked as if the classical association would not survive the split between commercial and noncommercial. Before the split, the group lost some key members such as WGMS Washington, which has not returned to the fold.

As the conference opened, Concert Music president Vianne Webb of WGH Norfolk told Billboard, "We have an image of programming to an older audience. We must break that image. Actually, our audiences

are getting younger."

She also said, "We must convince advertisers that we have loyal audiences with spendable income."

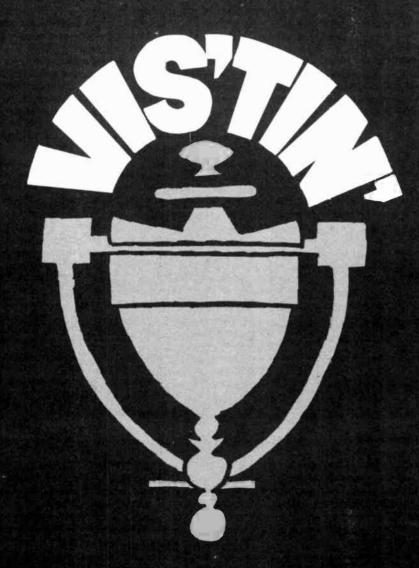
action renders moot any tentative voluntary agreement with ASCAP, under which public broadcasters

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Looks beyond the glamour and provides unique insights into the human side of today's Country Music superstars. There have been other interview shows—but nothing to equal VIS'TIN'. The stars talk freely of their woes, their deepest problems, their joys and satisfactions.



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Available in 13-week cycles—65 daily programs for play Monday through Friday, and for reply all weekend long. Available on disc, the first cycle will be shipped on or about May 1, for immediate airing.



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Vis'tin'

Billboard Publications, Inc. 1515 Broadway New York, N.Y. 10036 (212) 764-7307

NEW YORK-Broadcasters are apparently catching Travolta fever. 'Rock And Roll Roots," the threehour weekly syndicated radio show. has developed a national "John Travolta Look-A-Like" contest, which has been kicked off with a Richmond, Va., winner.

Roger Blaha, 20, of Petersburg, Va., is the winner over 100 applicants. He was awarded \$100 in cash, albums, a "Saturday Night Fever' white suit, dinners, a night-on-thetown, and a \$500 personal appearance contract from Rock and Roll Roots Associates. He will also be featured in People magazine. Richmond local newspapers and tv covered the event.

Now a national search for a Travolta look-a-like is in preparation for participation by stations carrying "Rock And Roll Roots." Listeners will be asked to submit pictures of their candidates and national semifinalists will challenge the Richmond winner.

The flagship station for the syndicated program is WRVQ Richmond (Q-94) where it is aired Sunday from 6 to 9 p.m. The program is also heard in Fresno, Tampa, Washington, Flagstaff, Des Moines, Las Vegas and Australia.

Meanwhile, WNBC New York general manager Charlie Warner has hired Travolta's sister Margaret to do a series of tv commercials. In the spots produced by Bob Levin's Misery Loves Co. Margaret struts like her brother to a Bee Gees' soundtrack wearing a female version of the Travolta uniform.

WCLV Cleveland topped its goal of \$165,000 for the Cleveland Orchestra by \$12,910, raising a total of \$177,910 during its 67-hour marathon. This brings the total amount contributed to the orchestra by the

Bubbling Under The HOT 100

- 101-AM I LOSING YOU, Manhattans, Columbia 3-10674
- 102-GET ON UP, Tyrone Davis, Columbia 3-
- 103-I FEEL GOOD, Al Green, Hi 78511 (Cream) 104-IF YOU CAN TOUCH HER AT ALL, Willie Nelson, RCA 11235
- 105-SLICK SUPER-CHICK, Kool & The Gang, Delite 901
- 106-KEEP ON DANCING, Johnnie Taylor, Co-
- 107-TWO HOT FOR LOVE, THP Orchestra, Butterfly 1206 108-LOVE U, Brass Construction, United Art-
- 109-A LOVER'S QUESTION, Jacky Ward, Mer-
- 110-GEORGIA ON MY MIND, Willie Nelson, Columbia 3-10704

Bubbling Under The Top LPs

- 201-STYX, Best Of Styx, Wooden Nickel BWL
- 2250 (RCA) 202-JAMES BROWN, Jam 1980's, Polydor PD1
- 203-SPINOZZA, David Spinozza, A&M 4677 204-MANDRE, Mandre Two, Motown M7900R1
- 205-BOBBY WOMACK, Pieces, Columbia JC
- -WHA-KOO, Berkshire, ABC AA 1043
- 207-STIFFS, Stiffs Live, Stiff STF 001 (Arista) 208-GENE COTTON, Save The Dancer, Ariola
- America SW 50031 209-STARLAND VOCAL BAND, Late Night Radio, Windsong BXL1-2598 (RCA) 210-38 SPECIAL, Special Delivery, A&M 4684

classical music station's audience to \$836,628 in nine marathons run by the station.

Larry Blickhan, news director of KQCA Canton, Mo., has been promoted to station manager. Ann Ellison has been promoted from office coordinator to assistant station manager. ... John Winston, p.d. of WGOV, Valdosta, Ga., part live, part automated country and gospel station would like calls from record labels which have this music in their catalogs. ... Bill Gardner has returned to KVIL Dallas after a twoyear absence. He holds down the 9 a.m. to noon spot.

National Federation of Community Broadcasters Program Service looks for women's recordings and other productions by women. Non-profit membership organization provides programming to 50 stations. Those with product should contact **Betsy Rubinstein** at 1217 W. Church St., Champaign, Ill., 61820 or call 217-359-9535.

Leif Garrett ties in with Southern stations on a promotional tour. He participated in March-of-Dimes Walkathon with WQXI Atlanta and made appearance in WHYI (Y-100) Fort Lauderdale sponsored celebration of first home game of local soccer team Strikers. Hundreds of teenage girls turned out to see Leif.

Carl Princi, program director of classical KFAC AM and FM in L.A., now also hosts a weekly tv show, "Debut-A Musical Encounter," on local CBS affiliate KNXT. Show spotlights promising musicians under 16 plus interviews with Zubin Mehta, Louis Bellson, Leonard Rosenman, Mitchell Lurie and others. ... Verl Wheeler, general manager of WUBE AM and FM in Cincinnati, also has taken over managership of sister Kaye-Smith outlets KCKN AM and FM in Kansas City.... Al Peterson, p.d. of WMJQ-FM in Rochester, N.Y., says Doug James is music director and "main man" to see for anything musical, settling a long-standing internal de-

Bill Michaels has eight years' experience in production and a third class license. He's looking for a medium market station in New York, New Jersey or Pennsylvania in Top 40. Most recently, he worked at WTLV-FM in Bricktown, N.J. Contact: 201/899-0912. . . . Rich "Brother" Robbin, long-time L.A.area programmer who helped put K-100 and KTNQ "10 Q" on-theair, is looking to return to broadcasting. Contact: 213/462-8223.

Dale Dorman, popular morning Boston personality, has joined WVBF-FM 105 there as a weekender. ... Meredith Lifson has rejoined KTNQ in L.A. as music director after an extended absence for European travel. Lifson helped put the station together in July '76.

Al Jackson, six-year veteran broadcaster now with WNOR in Norfolk, Va., also knows how to throw a hammer-well. He was an alternate on the U.S. Olympic team in 1976 and now is shooting for the 1980 competition in hammer throw.

But it takes money, since this country will not subsidize its "amateur" athletes as do other nations. Jackson is appealing to members of his profession for help.

He's seeking a sponsor under whose name he would compete. He would need expenses to-and-from four track meets including the U.S. A.A.U. championships in L.A. at UCLA, plus funds for traveling 100 miles a day to train at the College of William and Mary in Williamsburg.

Anyone wishing to walk in the steps of Muhammed Ali, who's sponsoring Huston McTear among others, should contact Jackson at WNOR, 804/623-9667.

Maurizio Cavalieri, general manager of station VRS in Vicenza, Italy, will be visiting the U.S. with his program director in April. VRS airs r&b, disco and rock, plus some Italian music. The team wants to tour as many U.S. outlets as possible learn our techniques. Phone: 0444/44666-42419.

Bill Miller, manager and p.d. of KGGF, Coffeyville, Kan., needs a new music director since Jay Michael Padgett left recently. On-air shift would be 7-11 p.m. Send tapes, resumes to Miller, 306 W. 8th St., Coffeyville, Kan. 67337. 316/251-. *

Carolyn Metheny has been upped to assistant p.d. of KAAY-AM and KEZQ-FM, Little Rock. She had been promotion director. ... Bob Church is new music director of WORJ-FM, Orlando, Fla. ... Dan Dunnigan has been named p.d. of WXAP "86 Country" in Atlanta. Herman Johnson has left the outlet for personal reasons. ... Smokin' Sam has joined WPNC in Plymouth, N.C. as p.d. and afternoon drive DJ.

Program director Mikel Hunter reports overwhelming acceptance of KOME-FM's "I Wanna Be A Star" promo, where listeners submit onehour playlists. The best receive their own hour on KOME, San Jose,

Winston Gaines has joined WRVU, Nashville, as program director. New assistant is Marc Winter.... Ritchie Yorke of "Q 107" in Toronto has launched a new program, "Night Moves" over which Yorke has complete creative control. granted by station p.d. Dave Charles. Show combines music with rap interviews, recently featuring a 90minute session with Santana

Addison Scoring **'Bastard' Movie**

LOS ANGELES-British Academy Award winner John Addison has been signed to score the fourhour, two-part television movie, "The Bastard," set to air in May on more than 90 independent TV stations nationwide.

Addison received the British honor for his scoring of "A Bridge Too Far." Other film credits include "Tom Jones," "Hamlet," "The Search For Ulysses" and "Black

'The Bastard" was adapted from the John Jakes novel by executive producer John Wilder, director Lee H. Katzin and writer Guerdon Trueblood. Joe Byrne is producing for MCA-TV/Universal.

Andrew Stevens will star with Patricia Neal in the venture, put together by Operation Prime Time to place local independent stations on a competitive basis with networks regarding original movies made for

KHJ Ad Marries Research, Promo

LOS ANGELES-Rocker KHJ "Position 93" here has launched an ongoing campaign in local newspapers which promotes the RKO outlet's new image, asks for listener input and rewards them for responding-all at the same time.

"It's a concept I developed while with KDWB in Minneapolis," says p.d. John Sebastian. "It worked phenomenally well there and should draw even better here, considering the population."

The full-page ad lists 50 classic and current rock hits. Beside each listing, by title and artist, are four squares labeled A, B, C and D.

The reader is asked to check one box for each song as to "haven't heard," "don't like it," "no opinion (but have heard it)," and "like this

Additionally, a separate section asks the reader to identify-by day and time-a song best liked or most hated, what is most enjoyed about the station's new policies and an overall reaction.

Finally, by completing a name, address and demographic box, the

reader is automatically entered in a \$1,000 cash drawing for participating. The contest is additional to KHJ's ongoing \$1,000-a-day giveaway for 30 days.

"It's psychologically put together to let people know we've changed," explains Sebastian, "plus it rewards them for telling us what they think. He adds that the first 93 respondents receive an album.

Sebastian will use the raw listener input as additional material in compiling a new station playlist. "We're trying to broaden our sound," he says, pointing out that the outlet now plays fewer commercials, screams a lot less and programs more longlength tunes.

"We have quite a few people confused," he says. "Several trades-not Billboard-have already chalked us off as giving up on the younger demos and going after the 25 to 34 bracket, which is far from the truth.

"It's just that I believe younger people like what we're doing as well. I think this new research data will prove it.'

New On The Charts

"Werewolves Of London"-

Zevon's first album for Asylum was released in May 1976. It was produced by Jackson Browne and included "Hasten Down The Wind," which became the title track for a top three Linda Ronstadt album a few months later; as well as "Carmelita" and "Poor Poor Pitiful Me," which appeared a year later on Ronstadt's No. 1 'Simple Dreams'' album.

"Pitiful Me" was Ronstadt's last single, and peaked at number 31 a month ago.

The pianist's second Asylum album, "Excitable Boy," was released last January and is now in the top 30. It was produced by Browne and session guitarist Waddy Wachtel, whom Zevon hired several years ago when he was assembling the Everly Bros. touring band.

The band on Zevon's new album mixes the rhythm sections of the Fleetwood Mac and Linda Ronstadt bands with Capitol's The Sec-

Zevon's first big break came in writing a song ("She Quit Me") on the "Midnight Cowboy" soundtrack on UA which went top 20 and gold in May 1970. That same year he had his first solo album on Imperial, "Wanted: Dead Or Alive." Another early claim to fame was writing the first commercial for Ernest & Julio Gallo's Boone's Farm apple wine.

Born in Canada, Zevon, 31, is managed by Howard Burke in Los Angeles, (213) 761-0901. His agency is William Morris in L.A., (213) 274-

Bob Weir "Bombs Away"

Bob Weir and Jerry Garcia, who cofounded Grateful Dead in the mid-1960s (with Ron "Pigpen" McKernan) both released their solo albums on Warner Bros. in 1972. Garcia's LP produced a Hot 100 single in "Sugaree," but Weir is only now getting his first chart hit.

The Grateful Dead had 10 chart albums on WB, two on MGM-distributed Sunflower, four on the UA-distributed Grateful Dead label and most recently one on Arista, "Terrapin Station, which made number 28 last October.

That album marked the first time a Dead project was not self-produced. Its production was supervised by Keith Olsen, who also handled Weir's Arista debut as a solo act, "Heaven Help The Fool," which is holding at number 73 on the album chart.

It includes numerous songs Weir wrote with John Barlow, and also features Marvin Gaye's "I'll Be Doggone." This is not the first time Weir has covered Motown material. The Grateful Dead has performed "Dancing In The Streets" for more than 10 years in its live act; and Weir sang "Shop Around" when he was in Kingfish, a group which had a top 50 album in 1976 on UAdistributed Round Records.

The guitarist, a native of San Francisco, is managed by John MacIntyre of Bolinas, Calif., (415) 868-1649. His new agent is Ron Rainey of Magna Artists in Beverly Hills, (213) 273-3177.

"(I Will Be Your) Shadow In The Street"-

Clarke was a founding member of the Hollies, which had 22 chart hits between 1964 and 1975-half of which made the Top 40, with six going top 10.

The group, which he cofounded with Graham Nash (of CSN) and Tony Hicks, also had 12 chart albums-on Imperial prior to 1967; on Epic

This single is from Clarke's second solo alburn, "I Wasn't Born Yesterday," which will ship in late April on Atlantic. It is produced by Spencer Proffer, who also handled Clarke's 1976 solo debut, "I've Got Time," on Asylum

Proffer, formerly head of a&r for UA Records. most recently hit the Hot 100 as cowriter (with David Pomeranz) of Bette Middler's "Storybook Children" on Atlantic, which peaked at number 57 a few weeks ago. Clarke was born in Manchester, England, and

now resides in London. He is managed for North America by Proffer of the Pasha Music Organization in Los Angeles, (213) 274-9413. His man ager for the rest of the world is David Apps of London, 734-2087. There is no agency representation at this time.

'20-40' Formats

• Continued from page 36

country format uses four DJs who provide 260 separate announcements per day on a reel. These are reassembled by the automation equipment with the programmed music reels. The result: tapes are never repeated and comments are 100% topical every day.

"But it's terribly expensive," Price adds, saying that whatever firm continues the operation will have to expect a long-term commitment to operating losses. He adds that the break-even point for a voice-tracked system is about 30 stations. He has

"But the selling point, of course, is how 'alive' the format sounds with four distinct personalities," he adds.

The programming uses the talents of Harry Newman and Gene Price, both DJs with country KLAC; Ron Martin, p.d. of KGBS-FM, also country, and Bob Shannon, former afternoon drive-timer at KFI, all in

"As demonstrated at the NAB convention," Price concludes, "the major equipment suppliers now have recognized the potential of voice tracking." He says the Schafer 7000. IGM Basic and Harris System 90 are now all designed for voice tracking operations.

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By JACK McDONOUGH

VACAVILLE, Calif.-KUIC-FM, a small 2850-watt station operating unobtrusively in the northeast nook of the San Francisco Bay Area. has enjoyed in the past year what new owner Harvey Levin refers to as "a situation as close as you can get to an instant turnaround.

Levin says the adult contemporary station now ranks a consistent number two in the Vacaville-Fairfield area of Solano County.

The area is the fastest-growing region in Northern California, with a population jump from 70,000 to 120,000 since 1970. Vacaville and Fairfield are about equidistant from San Francisco and Sacramento. Levin says KUIC serves a potential market of 800,000, with the signal covering one-third of the Sacramento metropolitan area, about half of Contra Costa County and 80% of Yolo County in addition to Solano.

The station began 24-hour broad-casting March 20. Deejays pro-nounce the calls letters as "Quick" radio; there already exist two stations with similarly-pronounced designations, WKIK in Pocatello, Idaho and KWIC in Beaumont, Tex.

Levin began operating KUIC in April 1977 after leaving the post of general manager at Metromedia's KNEW in Oakland, where he had overseen a switch to a modern country format that brought KNEW greater ratings success than it had ever enjoyed previously.

Levin says he "Looked at 30 possible deals all over the country before deciding on KUIC. My goal was 100% ownership and I wanted a good FM signal in a market with little competition.

"I specifically wanted a station that was operating at lower than its potential. I had first heard about KUIC in 1974 because it was on the Golden State Warriors' network along with KNEW. Until then I never even knew Vacaville had a sta-

It seems that a lot of others didn't know either, including the citizens of KUIC's hometown. "Right after taking over the station we picked one Saturday and made 200 calls at random in the area." says Levin. "Only 15% of those we called knew there was a station in the area and only 4% listened to it at all.

"Then last February we made another 200 calls. This time 60% knew there was a station and 45% had listened within the past week. That's not a scientific survey but I think it's a pretty clear indication of what we've done."

"I was amazed at how quickly the area accepted the station, even though these are San Francisco stations they could listen to. I think one reason they chose us is community pride. They appreciate the fact we're here and we give them good local news. But I think the main reason they're listening is the music.'

Prior to his takeover, says Levin, "the station was all over the road. It was playing big band, country, MOR, everything, and it went off at 10 p.m. It was pretty brutal." Now

Felix Grant Spins Jazz 24 Years

By BORIS WEINTRAUB

KUIC has an adult contemporary format which was put together mainly by p.d. Terry Gillingham. who came to KUIC from KEZR. San Jose.

Says Gillingham, "I felt most adult contemporary stations were ignoring a lot of product that people would want to hear. So we began playing our own selected album cuts. We tried to bring in some r&b crossover and some country pop. For instance, we played 'I Go Crazy' by Paul Davis six months before most stations played it as a new record. We got as many requests for one of the other tracks on Debby Boone's album as we did for 'You Light Up My Life.'

'We were playing Dolly Parton's 'Two Doors Down' from the album quite awhile before other stations went on the single. I think the main thing we do that other stations don't is that we listen to everything that comes through. And almost all the companies were helpful in providservice to build the library, which had almost nothing in it when we took over."

Gillingham says KUIC keeps 54 records in its current lists (broken down into "topside," "hit bound" and "extras") with various selections from a log of 400 oldies mixed in.

The weekday jockey schedule has Gillingham (who does air business as "Solano Don") from 6-10 a.m.: Paul Sullivan, 10 a.m.-2 p.m.; Matt Steiger, 2-7; Heather Blue, 7-midnight; and Delta Dan (the All-Night Man) midnight to 6 a.m.



IN THE MOODIES-Allen Goldblatt fingers John Lodge of the Moody Blues for reasons behind the group's reuniting after five years for an April 29 "Robert W. Morgan Special" syndicated to 150 markets.

FILM REVIEW

'FM' Station Flawed

LOS ANGELES-The Universal radio.

and unstructured.

the fictional L.A. station Q-SKY exclaims. "To profits and the quality they bring." But the program direc-tor, Jeff Dugan (well played by Michael Brandon), quickly retorts: "To

quality and the profits it brings."

When the powers behind the station want Dugan to add more spots.

because his station is an AM outlet and can't match the stereo offerings of his competitors.

"It's hard for us to play for elaborate stereo equipment," he admits. "Most records are so elaborately recorded that they lose something coming out of one speaker. I know I may listen to something at home, and then hear it on the air and say. 'What happened?' And then I remember. But we have an excellent AM signal and AM stereo is coming,

Grant admits to some personal preferences in his programming. He is currently high on Earl Klugh, he was fond of the early George Benson, and he says, "Ellington, always Ellington." But he refuses to be

work at his station as engineers or in

"They get dumbfounded," he says, "wondering how I get by playing this sort of music. But pretty soon, they get into it, and they un-derstand how someone could go on so long playing it."

The film also deals with the issue of what a DJ does when the idea of playing rock'n'roll loses its appeal. As "Mother" (Eileen Brennan) exclaims, "I want some reality in my life, not five hours a night ego-tripping in this toy store.

DJ Doc Holiday (Alex Karras), upon losing his job, says despondently, "What am I supposed to do now-sell old Chevys on tv? Do a record hop? Work a disco?" Told he could work at an AM station, the out-of-work jock sneers, "AMthat's not where I'm at."

The idea of the FM style of communication is also tackled. A DJ emphasizes the importance of sounding human: "Talk to the audience like you're talking to a friend. If they want 'polished,' they'll listen to Muzak or 99% of the other stations on the dial."

Unfortunately the film has a dated concept of FM as a bastian of looseness and total freedom. The station is described as the number one outlet in the number two market, yet the jocks can seemingly do whatever they please without running the risk of losing their jobs.

DJ Eric Swan (Martin Mull) has sex in the studio twice (once with his mike on) and also lets a record run out so there is dead air, and can just joke it away. The character in fact has a breakdown on the air and is able to pass his incoherent babbling off as "creative radio," which is both unrealistic given the realities of the big city radio job market and also a cynical slap at free-form radio.

Also troubling are the cliched characterizations, where all traditional authority figures are made to look like baffoons. Scenes where an army officer struggles to act hip by

(Continued on page 46)

But Confronts Issues

film "FM" has excellent and highly appropriate music and it comments on a wide range of issues related to

But its effectiveness is undercut by a hopelessly unrealistic and farcical ending, by stereotyped characterizations of all authority figures as baffoons and by the false and dated presentation of a big city FM station as totally and even recklessly loose

The film does a good job of raising many of the issues which confront FM radio. Chief among them is the conflict between sales and musical integrity.

At one point the sales manager of

which he feels will dilute the station's sound, he says, "I promised you a station, not a bank."

so maybe that will be even better.

drawn too closely into a listing because, he says. "I love them all."

One of his greatest loves is to surprise the young people who come to other capacities.

WASHINGTON-In the world of broadcasting, a stretch of one decade playing music on the same sta-

tion is a long one. For someone to remain in the same time slot playing the same sort of music for nearly a quarter of a century is nearly unheard of.

But for a DJ to play jazz on the top-rated station in a major market for that length of time, programming only album cuts, and drawing powerful ratings as well ... that is not only unheard of, it's a major achievement.

Yet Felix Grant, who has chalked up that mark in his 24 years as the nighttime DJ on WMAL-AM, maintains his longevity is due to the fact that "the music has changed, but I haven't.'

Grant's nightly show is on the air from 8 p.m. to midnight Monday through Friday. Called "The Album Sound," the show is the result of long hours of research and auditioning of records by the eclectic Grant. who, after all these years, remains in love with jazz in all forms.

His opinions, like his program, run counter to the prevailing trends in his industry.

"I have the feeling that there are thousands of people who have a variety of tastes and get sick of hearing the same records endlessly on their radios," he says. "There are many who listen to me for the music that isn't made just to become a millionselling record."

Over the years, Grant says, "music has changed, but I haven't."

The big changes, he says, are in the increasing numbers of categories of music from which to draw, and increasingly sophisticated recording techniques.

There used to be jazz, country, r&b, pop and classical," he says.



Felix Grant: he has an eclectic approach to jazz programming.

"Now there are divisions within divisions. There are more people playing jazz, too. Down Beat runs a guitar poll, and it will have 50 players listed. You never had anywhere near that many years ago.'

Grant's eclecticism is seen in the way he programs, sometimes going from, say, Jelly Roll Morton to Earth, Wind & Fire. He says that such a juxtaposition is a planned element of his programming.

"It's the element of surprise," he says. "My listeners never know what's going to come next.'

Jazz purists might argue about the validity of some of the music Grant plays, but he maintains he is always careful not to use the word "jazz' in describing his show. He always uses the term "album sound" instead.

Still, in the 45 minutes after the 11 p.m. newscast on his station, Grant tends to stick to what he calls "out-and-out jazz—all instrumental." He says he would program more of the avant-garde music in the idiom into the time period except that most of the cuts are too long for his format.

Grant says he plays cuts from 40 different albums a night, never more than one cut from an album. To be able to do this five nights a week requires tremendous research and stamina

"On the older things, I don't have to listen too closely again," he says. "But the rest . . . the preparation for that is the hard part. I have to really think about it, and decide what I want to play and what to follow it with. I worry about balance, and I don't really know. It's almost intuitive, like Erroll Garner playing the piano.

"I'll play something like Earth. Wind & Fire, and someone will call and say. 'I didn't know you played that.' But I remember when Maurice White played drums with Ramsey Lewis. That's the sort of thing I know."

Grant says he has never been pressured by his station to change anything about his show since it got rolling so many years ago. There isn't any reason to pressure him; his cumulative Arbitron rating shows that he is tops among adults in the Washington metropolitan area.

"They know I work hard at it, and they leave me alone," Grant says of his superiors. "They know I have my listeners and my responsibilities to them. If someone plays a pop tune and it stinks, he can say, 'Well, it's the number one song.' But if I play it, it's got to be good.

"Still, I love it all, from James P Johnson to Monk. I try to overcome locking people into a rigid definition of what jazz is. I don't draw the line anywhere. I look for interesting, provocative sounds.'

Grant says the changing recording techniques in recent years have been something of a problem to him

WXRT, 'Ringo' In Tie

CHICAGO-WXRT-FM 93 here has tied into Ringo Starr's Wednes-day (26) television special. "Ringo," for stereo simulcast plus an all-day Beatles promotion.

Prior to the telecast, WXRT will play a full 12 hours of Beatles interviews, music and nostalgia

WXRT is a progressive rock out-

They're shouting "Long Live Rock in Roll" all over the world.



Rainbow, "Long Live Rock 'n Roll." Music to shout about. On Polydor Records and Tapes.

Talent

Suburban Venues Attracting More Top Acts

unions have no contracts with venue owners, thereby reducing production costs.

- Managers, agents and performers are turning to suburban venues to break acts and build followings that are often less fickle than their cosmopolitan counterparts.
- Sophisticated sound and light systems are making it possible to produce high quality shows in these markets.
- Suburban governments are often willing to subsidize the remodernization of abandoned movie theatres or finance construction of new halls for the performing arts.
- Many rock acts now travel with self-contained production crews, eliminating the need for local labor and enabling them to play almost any hall as long as electrical power requirements are met.

This trend is most evident in the New York metropolitan area, where

labor costs are being blamed for theatres laying fallow, such as Manhattan's City Center and Radio City Music Hall, where union contracts sometimes demand that as many as 22 stage hands be on hand for a

load-in.

"The unions are beating us to
"The Mike Martineau of death," believes Mike Martineau of the Headliners Agency, who points out that top-flight venues such as the Lincoln Center complex are able to survive only through subscription sales and government subsidies.

"This is the case not only in New York but in Chicago and Los Angeles," he says. "You can gross \$110,000 at Madison Square Garden and the act is lucky to get \$25,000. The same is true at the Inglewood Forum."

"When we route an act these days very often we take almost any college field house instead of a downtown venue," he states.

"If we have a sellout show at

mack (L.I.) arena (also called the Suffolk Forum) the band makes real money, much more than if we did two nights at the Palladium," claims Eric Gardner, manager of such acts as Todd Rundgren's Utopia and the new wave Jam. The Palladium, booked exclusively by Ron Delsener, still remains the most lucrative Manhattan venue.

"In fact, we look upon these suburban venues now as a separate market and it's getting more popular to play a date in Manhattan as well as Long Island on the same tour," Gardner adds.

Other suburban venues being used with increasing frequency are the Morris (N.J.) Stage, the Calderone Concert hall (L.I.), and several Long Island and New Jersey clubs that are now booking acts signed to major labels. A short time ago they could only attract local talent.

Rumbottom's, in N. Seaford, L.I.,

and it seems to be attracting crowds from New York as well as local fans who come to hear new wave bands such as the Dead Boys, Richard Hell and Tuff Darts.

Rick Morgan, a booking agent who works mostly with local talent, notes that clubs on his circuit are now hosting appearances by acts with major label affiliations in order

to build a following.

"The Oak Beach clubs out here have been used for concerts by Foreigner when they were starting out, and now the Good Rats and Meat Loaf are playing those places," he

Two New Jersey venues that are luring top names are refurbished movie palaces, saved from the wrecker's ball by community pressure or enterprising promoters. They follow the pattern set by promoter John Scher, whose Capitol Theatre in Passaic, N.J., is now firmly established as a major East Coast venue.

The Morris Stage, for example, is a 40-year old Walter Reade house with 1,300 seats that hosted 40 concerts in its first year, ranging from Count Basie to Pat Travers. It was founded by 26-year old Barnett Lipman, who noticed it laying fallow when he was general manager of the nearby New Jersey Shakespeare

Innovations Set For 21 **Kool Fests**

Festival will feature three completely new innovations this yearthe festival's closed circuit television will be in color, there will be a nightly laser light show, and patrons may call from anywhere in the country and charge their tickets through Chargit by calling toll-free (800)

The Festival has also set up tollfree phone lines with information concerning any of its 21 festivals scheduled this summer.

Interested persons may call from anywhere in the country—(800) 543-1793. Ohio residents only should call

lahoma City May 12, concluding in Phoenix July 29, has scheduled such acts as Gladys Knight & the Pips, the O'Jays, Spinners, LTD, Commodores, Al Jarreau, George Duke, Maze, Brick, Ashford & Simpson

TALENT FIRM AT BERKELEY

BERKELEY, Calif.-The 12th annual Berkeley Jazz Festival set for the Greek Theatre May 27-28 will feature Michael Franks, Ramsey Lewis, Flora Purim, Freddie Hub-bard, Hubert Laws, Nightflight, Eddie Jefferson, Richie Cole, Noel Pointer, Oscar Peterson trio with Louis Belson and Ray Brown, and Herbie Hancock with Tony Wil-

Tickets for the event which runs from 1 p.m.-6 p.m. May 27, and noon to 6 p.m. May 28, are available at all BASS and ticketron outlets.

Advance tickets for university students are \$6.50; \$7.50 for the general public. Tickets at the door will be wood Plaza, directed by John Harms, another 1,300 seat former movie house that was remodeled with grants totaling \$300,000, with some of the money coming from the federal CETA program.

American Community Productions is now booking pop and fusion acts into the Englewood venue, with Earl Klugh and Noel Pointer as the opening attraction June 16. Company was founded by Rick Greenberg, a former marketing and pro-motion man with a toy company who notes that the venue is only 10 minutes away from Manhattan.

These venues are in addition to already established ones such as the Westbury (L.I.) Music Fair, the Garden State (N.J.) Arts Center, the financially troubled Westchester Premier Theatre, the Nanuet Playhouse, and the Nassau Coliseum.

Still untapped are the many hotel operations in the Catskills and the Poconos that hosted big names in the 1940s and 1950s.

In addition to the Morris Stage and the Englewood facility, local college auditoriums are also being pressed into service to showcase rock and pop acts.

These include the County College of Morris and the Drew Univ. auditorium. The former holds 2,600 patrons and promoter Lipman says that a recent Meat Loaf concert was soldout in 11/2 days with little or no advertising.

In addition to labor, advertising was cited as another cost factor making agents think twice before booking an act into the center city.

Jeff Weiner of New Audiences, a

(Continued on page 46)

'Biggest' Concert

Planned July 2-4

By SALLY HINKLE

cal event in Tennessee is set to take

place July 2-4 southwest of Nash-ville as the Nashville Music Festival,

Inc. presents the first Greatest Coun-

Headlined by Merle Haggard and

Kenny Rogers, the festival will be featuring 26 top acts during the three-day event and expects to draw

some 50,000 in attendance each day.

try music event of this scope or mag-nitude anywhere in the country,"

says Marshall Fallwell, public rela-

tions director for the festival. "There

have been other festivals, but most

of these have been aimed either

towards younger people or 'outlaws'

or Bluegrass fans, and none have

The festival is being put together y Nashville promoter Ralph

Wright, who was hired by the festi-

val corporation to put together the holiday show. Others involved with

the corporation include Ron Beeson,

president, and Jim Mullins, vice president, both of Greensboro, N.C.

chased by the show's producers expressly for the festival, which they

hope to turn into an annual event.

"We've obtained all of our

Set on 140 acres, the site was pur-

been anywhere as large.'

"There really hasn't been a coun-

try Music Show On Earth.

NASHVILLE-The biggest musi-

For Tennessee

LOS ANGELES-The Kool Jazz

(800) 582-1765

The festival, which begins in Ok-

liams and Ron Carter.

Sinatra Society Planning Confab With Concert Tie

DALLAS-The Sinatra Society of America is planning a national convention this year, reports president Scott Sayers. Such cities as Las Vegas, Philadelphia and Buffalo are among those being considered. The organization of Sinatra buffs hopes to have its "leader" appear at a concert to tie in with the event.

In its April publication, the society lists a number of Sinatra reissue programs going on around the world: Capitol is rereleasing "In The Wee Small Hours" on its SM series; the World Record Club in Australia has reissued a three-record set of Capitol material titled "Sinatra-42 Great Songs;" in Holland as part of a 100th anniversary of sound program, WEA has issued "Frank Sinatra—The All Time Greatest;" WEA in Italy is putting together a five LP package, "An Evening With Frank & Friends," to comprise cuts from the Reprise Repertory Theatre Series.

And in England, CBS is working

on a 20 LP edition titled "The Complete Harry James And Columbia Periods Chronologically On Disk,' which will include many early Sinatra performances. John Ridgway is working on that compilation proj-

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Billboard photo by Chuck Pulir JAGGER VISIT-Mick Jagger and model Jerri Hall chat with fans at New

22-City Chain For BASS **Ticket Service Projected**

By JACK McDONOUGH

York's CBGB Theatre prior to a Jam concert.

OAKLAND-The BASS ticket agency here, with 65 outlets in the Bay Area, projects a BASS chain of 22 cities by the end of the year, according to firm president Jerry Sel-

The firm continues its international expansion with May l openings scheduled for Honolulu and Sydney, Australia. These follow recent BASS openings in Houston, Toronto, Vancouver and Adelaide. Australia (where England's Prince Charles bought the first ticket). July 1, the service goes into Melbourne and into a yet unspecified American

In the foreign areas the BASS name will stand for "Best Available Seating Service," the acronym derived from the words "Bay Area Seating Service."

Thirty-five of the Bay Area's 65 outlets have their own ticket printing machines so a customer can get a newly-minted ticket at the point of purchase. The other outlets in less busy spots get three-day service from Oakland headquarters.

Service charge is 75 cents per ticket. The service sells 170,000 tickets per month with a projected 1978 total of two million ducats, says Sel-

He credits a keen sense of promotion for the agency's success and says name has become so well recognized that BASS was actually able to sell a sizeable number of tickets for the recent California Jam II concert which

BASS had itself purchased from

"People in Northern California are so used to coming to us for tickets," says Selzer, "that they called us on Cal Jam and didn't mind paying the extra charge for our service.

Two of the principal tools in the BASS promotional effort are the new event magazine and the use of record retail outlets Record Factory and Eucalyptus Records as ticket

The use of the Record Factory and Eucalyptus chains is a recent development. BASS had formerly sold through Pacific Stereo outlets, but Selzer says the new arrangement allows for much more effective crosspromotions, with the stores displaying posters and albums of those artists who provide the best potential boxoffice action for BASS.

Selzer also notes that the agency shifted last September from use of its original computer to a more sophisticated mini-computer. Each city now allied with BASS also has its own computer so that, as Selzer says, "Every problem is a local problem."

Kath's Replacement

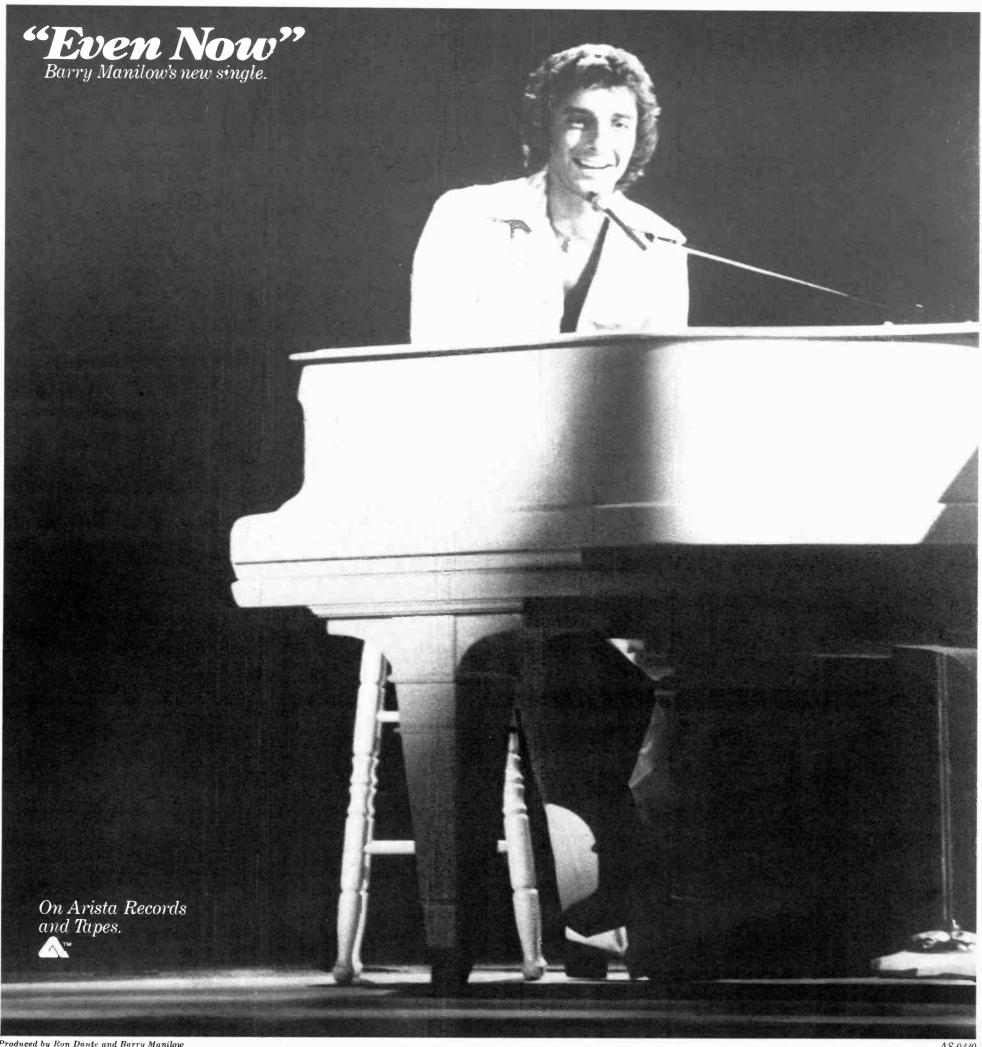
LOS ANGELES-Singer-guitarist Donnie Dacus has been chosen to replace the late Terry Kath in the Chicago lineup. The 26-year old has played with Steve Stills and Boz Scaggs and has a featured role in the film version of "Hair."

permits and licenses, security and traffic control has been arranged and we've done everything we can to

make it run smoothly especially (Continued on page 59)

America's got Manilow fever. All week long.

In the past 10 weeks, Barry Manilow has sold a staggering total of 3,000,000 albums. He's America's favorite male vocalist every day of the week. And now, in response to incredible demand, the title song from his incomparable new album is being released as the new single.



A Day In The Life Of Seymour Stein

Sire Records Energetic Chieftain Strives
To Build Momentum For Punk Rock Globally

Billionard present by Oberts From
Seymour Stein checks the artwork for a Climax Blues Band cover with Ken Kushnick, left, Sire's artist development vice president and John Gillespie, label's art director.

Seymour Stein, a walking encyclopedia of facts about pop and blues music, is deeply involved with punk rock, or new wave music. His energies are built around keeping his New York-based company in the forefront of what's happening with this brand of rock. Billboard's Roman Kozak, himself a devotee of punk music, discovered just how fast a day elapses when he hustled around Manhattan with Stein. This is his report:

Seymour Stein, founder and managing director of Sire Records, starts his day an hour late. Just back from NARM, he is fighting off a cold by staying in bed a bit longer.

But, by 10 a.m. he is in his top floor office at Sire's row house headquarters on the Upper West Side. The outside of the building is painted bright blue, the inside a strong pink red. Stein's own office is a more restful gray.

Stein's desk is on one end of his office; an antique wooden opium bed is on the other. Plaques and a gold album or two gather dust in the corners. "The telephone is Seymour's favorite toy," says someone at Sire about the 20-button instrument that Stein has next to him behind his desk. Everyone at Sire, ho matter the rank, calls Stein by his first name.

The phone rings often. Because of the time differences Stein uses the mornings to take care of his international business affairs. The scene is hectic. Allen Zucker, his executive assistant, comes in and out with documents, memos and telexes. A sampler of Stein's morning calls:

—He sets a future luncheon appointment with Marcy Rudo, of Warner's book publishing division, to finalize plans for an authorized Fleetwood Mac biography on Sire Books.

—Discusses with Carlo Basile, director of a&r for RCA in Italy, plans to bring Italy's new interest in ballroom dancing to a larger international audience.

—Suggests to Andy Paley, one of the two Paley Brothers signed to Sire, that he write the English lyrics to a song Stein brought back with him from Italy.

—Discusses the release date of DMZ's debut LP with J.J. Rassler, leader of the new Sire act. Also sets time to see the band when next it appears in the New York area.

—Tells David Byrne, leader of the Talking Heads (whose second LP was produced by Eno in Nassau), that 1,900 copies of the group's debut LP were ordered in Boston the day be-

—Assures Tony Gordon, manager of Sham 69, another new Sire act, that everything is on schedule with "Tell Us The Truth," the act's debut LP.

—Telexes his European publishers, Willi Schloesser (Chappell in Germany, Austria and Switzerland), Nanon Lambin (Boa Music in France), and Rob Dickens (Warner Music in U.K.) about the top 20 success of the Talking Heads "Psycho Killer" single in Holland.

—Sets meetings in Europe with Alan Kaupe, of EMI in the U.K.; and Nobby Vahrenholtz, of Ariola in Germany, Austria, Switzerland and the Benelux countries. Sire is ending its inter-

national distribution agreement with Phonogram and is look ing for new distributors around the globe.

"You don't really want to do a day in the life of Seymour Stein," someone tells this reporter. "All he does all day is scream and yell." But for this day Stein makes an effort to curb his normally effervescent temper.

"Phonogram must change its entire philosophy," Stein lectures Koos De Vreeze, director of international a&r for Phonogram, when he has him on the phone. "Your biggest acts are an anachronism in the record business. We are approaching the third generation of rock'n'roll and you people are not even in the second generation."

With Sire leaving Phonogram, the conversation concerns sales goals for Talking Heads and Ramones LPs. Stein reminds De Vreeze that according to their agreement, for Phonogram to get either a third Talking Heads or third Ramones LP it must fulfill certain sales quotas on each act's first two LPs

"It is conceivable that you can pick up the third LP by the Ramones and not by the Talking Heads, or vice versa," he continues. "But you better have the Ramones figures up to the level of the Talking Heads, or else Linda will be on the next plane"

As the phone calls go on, Linda Stein, Seymour's wife and co-manager with Danny Fields of the Ramones, is waiting impatiently outside the office.

"I don't care who is here, how long do I have to wait for you?" she demands, the first words as she comes into the office. Seymour looks pained.

But soon it's back to business. "The expenses have to be cut down on the Ramones' European tour," says Linda. "The one place we lose money on gigs is in Germany. But not doing Germany is like not doing the Midwest in the U.S."

Stein assures her he is working hard on getting support for the tour. The conversation gets heated again when they realize there is a problem over who has access to their London apartment. Both rush out of the office to make a private call to London. (The apartment was later robbed despite their call.)

When Stein returns it is without Linda. He has an appointment with three members of the Stanky Brown group, Jerry Cordasco, James Brown and Rich Bunkiewicz, who have come to pick the single from the upcoming Stanky Brown LP. Stein is partial to a song called "Falling Fast." After a while his view prevails.

It is nearing noon. Ken Kushnick, Sire's vice president for artist development, and John Gillespie, the art director, bring Stein proofs of the upcoming Climax Blues Band LP cover. He looks them over briefly, nods his approval and then it's time for another meeting.

Jim Mosher, Stein's lawyer, brings a copy of a contract pacting the Rubber City Rebels to Sire. He is followed by Felix Pappalardi, who is in New York having just finished work on the next Dead Roys LP



Stein and wife Linda, co-manager of the Ramones, discuss music in the boss' office.

"Where is Mister, or should I say, Master Bators?" asks Stein. Stiv Bators, lead singer of the Dead Boys is located. A test pressing of "We Have Come For Your Children," is put on the turntable.

"As the radio stations are moving closer to playing new wave music, I try to get my bands to record some material that the stations can play," says Stein later. "That is the reason I got Pappalardi to produce the Dead Boys."

"I think the LP shows the Dead Boys ability to play bluesbased material, and also shows the depth of Stiv's vocals," says Pappalardi while the music is on.

Stein's next meeting is with Gary Kurfirst, manager of the Talking Heads. He instructs Mosher, who is on his way to Japan, to meet with Phonogram there, because "while I don't want you to shop around, Phonogram is very strong in Japan".

Bators also leaves before the Kurfirst meeting, but Pappalardi hangs around, propping himself up on the desk while Stein and Kurfirst speak. Stein tells Kurfirst, as he tells many others that day, of the 1,900 LPs sold in Boston. He also discusses tour plans including possible East European dates for the Heads.

It is nearing 1 p.m. and Stein is running late for his most important appointment of the day: lunch with Nesuhi Ertegun, president of WEA International, on having WEA distribute Sire worldwide.

With lunch over, 3:15 p.m. finds Stein back at his desk looking at post-concert pictures of himself with the Ramones. "No we can't send that one out," he tells Janis Schacht, his publicity director, discarding a photo. "Hook like I'm in pain in this."

John Montgomery, his new promotion director, in from Los Angeles where he worked for Warner's, comes in looking a bit lost on his first day on the job. Stein tells him to find an empty office, get the WATS line from the operator and make calls around the country.

Richard Gottehrer, Stein's former partner at Sire, calls. Gottehrer is producing the next Richard Hell LP which Stein wants for July release. Putting Gottehrer on hold, he calls Jude Lyons, his general manager, to ask when it must be ready to

The meeting is short and soon Stein is back on the streets 45

"I hope you know we got out of our beds for this," says Dee Dee as Stein enters. The band had a concert in Boston the night before and then drove back to New York after the show. Purpose of the Warner visit is to view rushes of the band's New Years Eve performance in London.

There is no sound on the film, only scenes of an enthusiastic audience, and Joey Ramone holding up a "Gaba Gaba

Hey" sign.

The screening does not take long, but it is already past 6 p.m. and Stein still wants his a&r meeting. He calls his office of and arranges it. But first he pays a brief visit to the offices of Kenny Puvegel and Stuart Cohen, two Warners promo men, at whose office, coincidentally or not, the new Paley Brothers single is playing.

"Although they only want Joey and Dee Dee in the commercial," says Linda Stein in the elevator on the way out, "the money from the residuals will be Ramones money. All four are in the band. Did you know that originally they only wanted one person on the commercial so they would have to pay less residuals?'

Finding a cab on Sixth Ave. is no simple matter. The quest is interrupted briefly when Linda Stein runs into Dee Dee Ramone and Vera who are going the other way. Stein finds a taxi and briefly ponders leaving her behind, but reconsiders. On the taxi back to Sire, driving through Central Park, Linda Stein tells of plans for making a Ramones movie, using footage already available and some not yet shot.

The taxi drops off Linda near the Steins' Central Park West apartment, then proceeds on to Sire Records, not too far away, where Stein gathers whatever staff remains for his a&r meeting.

Played at the meeting are new English singles by the Clash, Snatch, the Tones and the Stukas. While the music plays, Stein puts his feet up, and though sitting between two speakers, engages in telephone conversations.

Finally it is 7:30 p.m., and while his day in the office is over, there is still much more to do. Renaissance is playing at City Center that night, with a party to follow. Stein learns that a jazz act is opening up for Renaissance, which he can miss, so he has time to go home and change.

Stein's home is only a few city blocks from his office. Spacious and overlooking Central Park, is is furnished in a modern oriental style. The apartment is the antithesis of Sire Records' punk-funk office decor.

Stein leaves for the concert, leaving Linda to come later. An $\,$ oriental woman taxi driver has a little trouble with Manhattan geography, but soon the trio of Stein, reporter and photographer get to the theatre, to be approached by a scalper offering three tickets

"This sure doesn't look like a crowd you'd see at a punk rock show," remarks Stein, looking around at the well-scrubbed crowd in the lobby. Renaissance has not yet come on, and Stein visits backstage, briefly chatting with band members, manager John Scher and concert promoter Ron Delsener.



Concert producer Ron Delsener and Stein at a party following the Renaissance concert.

The concert begins and Seymour joins Linda at their seats. Forty-five minutes later Stein is in the lobby "just stretching my legs." Next he is found back stage sitting alone on an equipment case, waiting for the show to end.

'You know I really hate it when people impose on me," he says. He is unhappy because a representative of British Leyland, which paid for a four-color Rock Bill for the Renaissance show, was not invited by Warner Bros. for the post-concert party at the Four Seasons restaurant.

Recovering his coat from his seat after the show ends, he runs into Kushnick and instructs him to take care of the party invitation. Then it's off to the dressing rooms of the band where he assures them that their concert was "just fab-

"I thought of getting a limo for this evening, but it isn't really my style," says Stein as he, Linda and a couple of others are looking for a cab to go to the party. Rain is threatening. The party itself is a sedate affair. Stein chats with Delsener

about soccer, and with David Horowitz, Warner Communications home office executive about the upcoming IMIC. Sometimes he and Linda just wander around hand in hand.

About 12:30 a.m., the day over, Seymour and Linda go Graphic layout: Bernie Rollins

West Coast operation, calling about a project where Sire will release as a single the song "Can't Find The Time To Tell You," by the Hello People. "We will see how well it goes. We have a one-record deal with the Hello People, and then we have options if we want to go on," says Stein, by way of explanation.

make the release date. May 15, he is advised, "Maybe we can

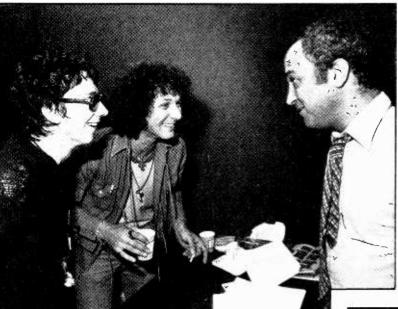
stretch it out to May 17, if we have the artwork in advance," he

The phone rings again. It is Marc Nathan, head of Sire's

tells Gottehrer.

Stein is discussing the need for more Tuff Darts spots on the West Coast with Nathan when a call comes in from Mo Ostin, president of Warner Bros., which distributes Sire in the

"I have just had lunch with Nesuhi Ertegun," Stein tells Os-



Stiv Bators of the Dead Boys and producer Felix Pappalardi discuss a project with Stein.

tin, "and he is anxious for a deal (for world distribution). A tough deal. I wanted to exclude Japan, but he felt that would be no deal. But he likes the idea of a joint venture in the U.K. He wanted to talk albums but I didn't. I want him to hear some of the stuff first. The Dead Boys LP is dynamite. And the Paley Brothers can be a smsh in Germany and Japan.

"I flew back to New York from NARM on the company plane." Stein concludes, "It made me feel like one of the family. I was surrounded by all the money people from Elektra and

He hears that Ostin is coming to New York the following week. Stein had planned to fly out to the coast himself to meet with Ostin. This is good news; now Stein won't have to make the trip. He tells this to Lyons, and asks if she thinks there will be time later in the day for the weekly a&r meeting. She doesn't think so.

"But we will have our a&r meeting," he says. "There is the new Clash single I want to hear." Changing the subject, Lyons tells him there are too many songs for the projected music folio Stein is putting together for Warner Bros. on the new wave. Stein says not to cut out any of the artists represented



Stein clowns with Annie Haslem, singer with Renaissance, following the group's show.

in the folio, but rather cut down the number of songs per art-

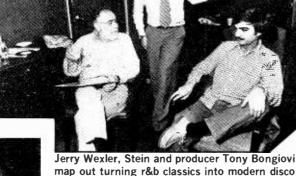
Stein also gets a list of Blue Horizon masters which Polydor has been storing for him. "Mike Vernon and I coproduced these in 1967. I think we will be releasing them in the coming months. There are some good blues in there," he explains.

As he speaks, Tony Bongiovi, producer of both the Ra mones and Meco, comes in. He is followed by Jerry Wexler, who bounds into the room declaring he has come "to add joy and bonhomie to this dismal meeting.

"The reason for this meeting," says Stein, "is that we have spoken to Jerry and have come to the conclusion that disco is not just a passing fad." What Stein has in mind is to sound out Wexler and Bongiovi about updating some r&b classics as modern disco numbers.

"My main push now is Madleen Kane, Would you believe that my first signing as a consultant for Warner Bros. would be a disco artist?" asks Wexler. "Disco and r&b are one and the same thing today, except maybe for a few things that are coming out of Florida.

The search for suitable candidates to be given the disco treatment leads Stein to pull out his copy of the "18 King



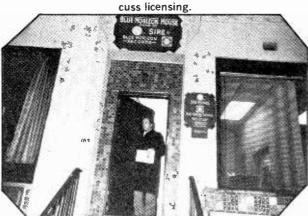
map out turning r&b classics into modern disco tunes.



Jonathan Brett, Sire's business affairs director and Stein exit Warner Bros. offices after a key meeting.



Stein and Nesuhi Ertegun, WEA International's president dis-



Stein leaves his musical home enroute to a rock concert.

Sized R&B Hits" LP he once collated for Columbia and a group of old promotional photos of r&b and country greats

Stein is no paltry musicologist and soon he and Wexler are busy exchanging stories about Jackie Wilson, Clyde McPhatter, Lee Andrew and the Hearts and other early greats. Stein gets out from behind his desk to do a passable version with Wexler of the old Drifters' hit "Please Stay."

"I feel a bit out of this," the 29-year old Bongiovi confides. "I was just a kid when all this was popular. I don't remember it all. I don't really know why I was invited here.

As the meeting draws to a close, Stein asks Bongiovi what it would cost to produce three fully orchestrated disco songs. About \$12,000 with no name singer, the producer estimates. "I thought it would be closer to \$5,000," says Stein. "We will discuss this later.'

It is getting near 5 and Stein is late for two appointments, one at the CBS building, the other at the Warner Bros. office. On his way out, Stein turns to Bongiovi. "If it costs me \$10,000 to \$12,000, at least I want to get an artist out of this," he says.

The meeting at CBS is with Ralph Colin, vice president for artists and repertoire, Columbia House, on a new wave compilation album to be marketed on television.

Accompanying Stein is Jonathan Brett, his prospective new business affairs director. Stein is late when he gets to Colin's office. He is met in the hallway by Harold Keiner, manager, broadcast packages, artists and repertoire, Columbia House, who ushers the Sire delegation in to Colin's office.

Stein tells Colin he has the footage available of Joey and Dee Dee Ramone to be used in the commercials for the new wave package. He also tells Colin he has 14 or 15 tracks out of the required 20 for a "British Rock Vol. II," a compilation Colin is interested in.

Rack Singles Best Sellers

As Of 4/17/78

Compiled from selected rackiobbers by the Record Market Research Dept. of Billboard

- NIGHT FEVER-Bee Gees, RSO 889 I CAN'T SMILE WITHOUT YOU-
- IF I CAN'T HAVE YOU—Yvonne Elliman, RSO 884
- WE ARE THE CHAMPIONS-Queen,
- EMOTION—Samantha Sang, Private Stock 45178
- STAYIN' ALIVE-Bee Gees
- DUST IN THE WIND—Kansas— Kirshner 84274
- EBONY EYES—Bob Welch— Capitol 4543
- JACK & JILL-Raydio, Arista 0283 LAY DOWN SALLY-Eric Clapton,
- THANK YOU FOR BEING
- A FRIEND—Andrew Gold— Asylum 45456
- THE CLOSER I GET TO YOU-Roberta Flack—Atlantic 3463
- RUNNIN' ON EMPTY—Jackson Browne-Asylum 45460
- **GOODBYE GIRL**—David Gates
- COUNT ON ME—Jefferson Starship—Grunt FB-11196 (RCA) THUNDER ISLAND—Jay Ferguson—
- FEELS SO GOOD—Chuck Mangione, A&M 2001
- WITH A LITTLE LUCK—Wings, Capitol 4559
- IMAGINARY LOVER—Atlanta Rhythm Section, Polydor 14459
- YOU'RE THE ONE THAT I WANT— John Travolta & Olivia Newton-John, RSO 891

- 21 NEVER HAVE TO SAY GOODBYE-England Dan & John Ford Coley, Big Tree 16110
- SWEET TALKING WOMAN—Electric Light Orchestra, Jet 1145 (United Artist) MOVIN' OUT—Billy Joel— Columbia 3-10708
- BEFORE MY HEART FINDS OUT—
 Gene Cotton—Ariola
 America 7675
 POOR POOR PITIFUL ME—Linda

- WEREWOLVES OF LONDON— Warren Zevon—Asylum 45472 IT'S A HEARTACHE—Bonnie Tyler—
- RCA 11249
- I'M GOING TO TAKE CARE OF EVERYTHING—Rubicon—20th Century 2362 SHADOW DANCING—Andy Gibb—
- THE CIRCLE IS SMALL—Gordan Lightfoot—Warner Bros. 8518 FOOLING YOURSELF—Styx,
- A&M 2007
- SHORT PEOPLE—Randy Newman, Warner Bros. 8492 SOMETIMES WHEN WE TOUCH—
- Dan Hill, 20th Century 2355
 BABY HOLD ON—Eddie Money—
 Columbia 3-10663
 TOO MUCH, TOO LITTLE, TOO
- LATE—Johnny Mathis & Deniece
 Williams—Columbia 310693
 I CAN'T HOLD ON—Karla Bonoff,
 Columbia 310618
 TWO DOORS DOWN—Dolly

- Parton—RCA 11240 FANTASY—Earth, Wind & Fire— Columbia 310688
- WONDERFUL WORLD—Art
 Garfunkel with Paul Simon &
 James Taylor, Columbia 3:10676
 NAME OF THE GAME—Abba,

Rack LP Best Sellers

As Of 4/17/78
Compiled from selected rackjobbers by the Record Market Research Dept. of Billboard.

- SATURDAY NIGHT FEVER— Soundtrack, RSO RS-2-4001
- EVEN NOW-Barry Manilow-Arista
- POINT OF KNOW RETURN— Kansas, Kirshner JZ 34929 (Epic)
- LONDON TOWN—Wings—Capitol SW 11777
- SHAUN CASSIDY—Shaun Cassidy— Warner/Curb BS 3067
- RUMOURS—Fleetwood Mac Warner Bros. BSK 3010
- NEWS OF THE WORLD—Queen, Elektra 6E-112
- EARTH—Jefferson Starship—Grunt BXL1 2515 (RCA)
- LIVE—Barry Manilow—Arista AL 8500
- RUNNING ON EMPTY—Jackson Browne—Asylum 6E 113 SLOWHAND—Eric Clapton, RSO RS1-3030
- CHAMPAGNE JAM—Atlanta Rhythm Section—Polydor PD 16134
- FOOT LOOSE & FANCY FREE—Rod Stewart—Warner Bros. BSK 3092 THE STRANGER—Billy Joel— Columbia JC 34987
- BORN LATE—Shaun Cassidy, Warner/Curb BSK 3126
- ALIVE II-Kiss-NBLP 7076 TEN YEARS OF GOLD-Kenny Rogers, United Artists UALA 835H
- FLOWING RIVERS—Andy Gibb-RSO RS-1-3019
- SIMPLE DREAMS—Linda
- Ronstadt-Asvlum 6E-104
- THE STORY OF STAR WARS— Soundtrack, 20th Century T-550

- 21 WAYLON & WILLIE—Waylon Jennings & Willie Nelson-RCA AFL12686
- STAR WARS/SOUNDTRACK-20th Century 2T 541
- **HE WALKS BESIDE ME**—Elvis Presley—RCA AFL1·2772
- ALL'N' ALL—Earth, Wind & Fire, Columbia JC 34905
- AJA-Steely Dan-ABC AB 1006
- WEEKEND IN L.A.—George Benson—Warner Bros. 2WB 3139
- OUT OF THE BLUE—Electric Light Orchestra—Jet JTLA 823 (United Artists)
- HERE AT LAST . . . LIVE—Bee Gees, RSO RS 3901 (Polydor)
- YOU LIGHT UP MY LIFE—Johnny Mathis-Columbia JC 35259
- BLUE LIGHTS IN THE BASEMENT-Roberta Flack-Atlantic SD 19149
- 31 EXCITABLE BOY—Warren Zevon— Asylum 6E-118
- SON OF A SON OF A SAILOR— Jimmy Buffett—ABC AA 1046
- FEELS SO GOOD—Chuck Mangione—A&M SP-4658
- LET'S GET SMALL—Steve Martin— Warner Bros. BSK 3090 FOREIGNER-Atlantic SD 18215
- RAYDIO-Arista AB 4163
- BOSTON-Epic PE 34188
- FRENCH KISS-Bob Welch-Capitol
- HOTEL CALIFORNIA—Eagles— Asylum 7E-1084
- STREET SURVIVORS—Lynyrd Skynyrd—MCA 3029

Rock Concerts At Soldier Field

CHICAGO-Permits were granted here last week for three summer rock concerts at Soldier Field, with the Rolling Stones, Peter Frampton and Foghat named as acts.

Three local concerts promoters each deposited \$10,000 with the Chicago Park District to secure the lakefront stadium dates.

According to the Park District, Jam Productions has reserved the stadium for a July 8 Rolling Stones concert, and Aug. 26 has been secured by Celebration Productions for performance by Foghat. Best Productions here is down for a June 10 Peter Frampton appearance.

2ND YEAR FOR NEW POLICY

Disneyland To Avoid Pop Talent

bands are presented in the Plaza

The in-house music show will be

presented on the new Space Stage in

the Space Mountain area of the park

and will feature musicians and sing-

ers who regularly work the park.
These include Papa Doo Run Run

and Past Presence. The show is

called "The Magnificent Music And

Motion Machine" and will play six

nights a week except Sundays from 8

live music to review the best of music for the past 25 years. The musicians

change costume to match the style of

that they will be affected at the box-

office because of their skipping over

pop attractions. They feel they have

other attractions which will lure the

At Knotts in Buena Park, enter-

tainment director Tommy Walker is

booking acts for six days rather than

the two to three day engagements

The Debbie Reynolds show ap-

pears along with Duke Ellington band led by Mercer Ellington and

Eddie Rabbit Memorial Day week-

end (May 26-29). Knotts entertain-

ment areas include the Good Time

Theatre (enlarged to 2,098 seats) for

names evenings; Cloud Nine Ball-

room for bands and the soon to be

renamed Wagon Camp Theatre as

Ft. Knox Theatre for small country

Additionally, the Airfield Eatery

disco will have broadcast deejays

spinning music for the disco oper-

ation as well as doing live remotes.

Attractions booked for this summer include: Tex Beneke band, Vikki

Carr, Gabriel Kaplan, Guy Lom-

bardo orchestra, Mickey Finn Show,

Tammy Wynette, Dick Haymes-Helen Forest-Mac McReynolds

band, Dick Clark's rock'n'roll show

with the Coasters, Freddie Cannon

and Bo Diddley, the Oak Ridge

Boys, Les Brown band, Larry Gat-

lin, Mills Brothers, Alvino Rey and

the King Sisters, Sammy Kave band.

Disney officials aren't concerned

The show combines visuals with

Garden area.

p.m.-12:45 a.m.

music presented.

previously worked.

public.

LOS ANGELES-Disneyland will avoid booking name pop acts for the second year in a row, vacating the area to Southern California's two other outdoor theme parks, Knotts Berry Farm and Magic Mountain.

Disneyland's emphasis will be on name big jazz bands plus its own inhouse music show. Knotts, its closest competition, will go with pop and jazz names plus opening its disco to radio remotes from several area stations. Magic Mountain, geographically remote from these two locations, will be booking name attractions.

"We are trying to create unique entertainment, rather than booking groups which you see here and then one week later at Knotts or Magic Mountain," says park spokesman Bob Roth.

Last year Disneyland in Anaheim deemphasized the policy it had pioneered in the late 1960s of booking the top, hot pop acts, with big bands now the main evening entertainment.

This year Woody Herman launches the big band policy June 17-24 which has been running consecutively since the mid 1960s. Other bands slated by entertainment director Sonny Anderson include Les Elgart, Les Brown, Bob Crosby, Louis Bellson, Freddie Martin, Glenn Miller Orchestra, Buddy Rich, Lionel Hampton and Count Basie.

"Big bands are very popular ere," Roth says, adding: "Unquestionably there's an audience for it which includes adults and kids who hear the music and stop by." The

'Blows' Into Movie

LOS ANGELES-The Jefferson Starship's LP "Blows Against The Empire," written by Paul Kantner, a group member, is being made into a film, with Filmusic Inc. handling the musical details.

"Blows Against The Empire" is a science fiction piece and Kantner is working on the screenplay.

dancing and smoking pot and where

policemen stumble over themselves

playing a jowling executive, who is the arch-villain of the film. It is

Smith's fourth film part, following roles as DJs in "Jamboree," "Mr. Rock" and "Once Upon A Horse."

the movie. The film features, in addition to the 17 artists on the sound-

track, songs by nine more artists:

Fleetwood Mac, Neil Young, Bob Welch, Foghat, the Outlaws, REO

Speedwagon, Player, B.B. King and

Most of the songs are integrated

into the action well, as when Queen's

defiant "We Will Rock You" is

played over a colorful street riot

On a few occasions the synchro-

nization between plot and song lyric

is over-obvious: Player's "Baby Come Back" is played as Mull hears

his girlfriend has run off with his agent; and Steely Dan's "Do It Again" is heard as Mull enjoys a

The live performances are the highlights of "FM." Jimmy Buffett's

"Livingston Saturday Night" was

filmed last fall at the Ambassador

quickie in the booth.

The music is the best thing about

Yet it is E/A chairman Joe Smith.

• Continued from page 40

are most offensive.

Red Foley.

scene.

'FM' Keys Action, Music

Hotel's Coconut Grove in L.A. (along with "Margaritaville." which was not used in the film); Linda Ronstadt's performances of "Tumbling Dice," "Poor Poor Pitiful Me" "Love Me Tender" were filmed at the Summit in Houston.

A good deal of the realism in the film is provided by mobiles and posters which are prevalent throughout the radio station. (Although the presence of posters of MOR queen Olivia Newton-John at an FM station which styles itself as "uncommercial" is perhaps best explained by the fact that she is an MCA artist and this is a Universal

Other touches of realism involving talent include an in-studio interview with Tom Petty and a remote broadcast from Tower Records in Hollywood, where members of REO Speedwagon autograph albums.

The other DJs in the film are portrayed by Cleavon Little and Cassie Yates. "FM" is produced by Rand Holston, co-produced by Robert Larson, directed by John A. Alonzo and written by Ezra Sacks, Irv Azoff, who served as executive director of the film, had his name removed from the credits.

"FM" opens nationally Friday

Donna Fargo, Harry James band and Roy Rogers and Dale Evans.

At Magic Mountain in Valencia, the park's talent lineup has not yet been firmed, admits park executive Jack Ryan. The emphasis will be on names for the Showcase Theatre, with the emphasis being slightly altered, although Ryan isn't sure in what direction. Last year Magic Mountain played pop, rock and soul

Suburbs In **For Shows**

• Continued from page 42

promotion firm specializing in folk and jazz acts, also points to the "virtual monopoly" that promoter Ron Delsener has on the Manhattan market, largely through Delsener's arrangement with the Downtown Palladium, scene of most of Gotham's top name rock concerts.

Weiner blames the unions, however, for "killing the potential use" of halls such as the City Center and Radio City.

"We once tried to make a deal with the unions for the Harkness Theatre," Weiner recalls, "but they wouldn't bend an inch." The theatre was subsequently torn down.

Vincent Jacobi, secretary of Local l of the International Alliance of Theatre and Stage Employes (IATSE), defends the union's position on the grounds that "we don't dictate the amount of men that have to work a particular show," a statement that most managers would not necessarily agree with.

However, Jacobi claims that much of the expense is brought about by the complex staging and equipment loads that rock bands demand.

"The labor force depends on how quick they want these changes made," Jacobi says. "It takes man-power and a lot of it can't be done in an eight-hour call with a minimum

Jacobi also claims that rock shows are often plagued by complex and untested stage techniques. "I hear of men standing around for hours while the act experiments with things like new lights and lasers. That costs money."

Joe Cohen of Madison Square

Garden agrees that many acts are finding it more lucrative to skip the Garden and play the Nassau Coliseum. He also doesn't doubt that an indoor venue will soon be part of the vast Meadowlands entertainment

and sports complex.
"But," says Cohen, "you have to remember these places don't pay the real estate taxes we do.

"We make a constant effort here to reduce costs but sometimes it's a major victory just to hold the line," he adds.

Another factor is the prestige that comes with playing Carnegie Hall or Madison Square Garden. For many acts, this represents a turning point in their careers that they are willing to pay dearly for.

David Bowie, for example, is go-

ing so far as to buy out an entire performance of the Ringling Bros. circus in order to have the Garden for one night. And ITT reportedly chipped in to defray the cost of having Melba Moore appear at the Metropolitan Opera a few months ago.

"Let's face it," Joe Cohen says,

"New York is probably the most expensive city in the country to put on a concert.



RUSH-1978 JUNO AWARD WINNER

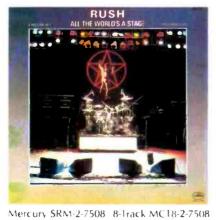
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Mercury SRM-3-9200 8-Track MCT8-3-9200 Musicassette MCT4-3-9200

Congratulations on your newly released three-record set: "Archives."

Produced by Rush and Terry Brown



Musicassette MCT4-2-7508



Mercury SRM-1-1079 8-Track MC8-1-1079 Musicassette MCR4-1-1079



Musicassette MCR4-1-1184

Musicassette MCR4-1-1184

And, congratulations on three gold albums.



Product of Phonogram, Inc., Distributed by Polygram Distribution, Inc.

Rush appears on Anthem Records in Canada.

Write or call your local Polygram Distribution sales office for displays and other promotional items.

Top Boxoffice

	Rank	ARTIST—Promoter, Facility, Dates DENOTES SELLOUT PERFORMANCES	Total Ticket Sales	Ticket Price Scale	Gross Receipts
		Arenas (6,000 To 20	0,000)		
	1	I TOGRATI EDDIE MONETI NO DICE—DIII Granalii.	14,500	\$7.50-\$8.50	\$108,750*
	2	Cow Palace. San Francisco. Calif., April 14 SHAUN CASSIDY—Festival East Inc./Tour	12,287	\$6.50-\$8.50	\$95,064
	3	Promotions. Memorial Aud., Buffalo. N.Y., April 10 RUFUS/HEATWAVE/STARGARD—Brass Ring Prod.,	11,561	\$7.50-\$8.50	\$93,314
	4	Cobo Arena. Detroit, Mich., April 15 BOOTSY'S RUBBER BAND—Feyline Presents Inc./ R&B Prod Market Square Arena, Indianapolis, Ind.,	13,584	\$6.50-\$7.50	\$93,182
	5	April 14 GENESIS—Bill Graham, Coliseum, Oakland, Calif., April 14	11,470	\$6.50-\$8.50	\$90,478
	6	BOB SEGER & THE SILVER BULLETT BAND—Electric Factory Concerts, Riverfront Col., Cincinnati, Ohio,	12,923	\$6-\$7	\$87,526*
	7	April 15 RUFUS/HEATWAVE/STARGARD—Carwyn Entertainment/GD Prod., Univ. Of Dayton Arena. Dayton, Ohio, April 16	11,678	\$6.50-\$7.50	\$82,906
	8	REO SPEEDWAGON/BABYS/HOUNDS—Brass Ring Prod., Cobo Arena, Detroit. Mich., April 13	9,544	\$7.50-\$8.50	\$79,011
	9	BOB SEGER & THE SILVER BULLETT BAND/ SWEET—Contemporary Prod./Chris Fritz & Co Civic Aud., Omaha, Neb., April 12	10.000	\$7-\$8	\$70,354*
	10	TOM JONES—Stardate Prod., Arena, Milwaukee, Wisc., April 13	7,566	\$6.50-\$9.50	\$69,861
	11	STYX/CHARLIE—Entam, Civic Center. Huntington, W. Va., April 15	8,500	\$7.\$8	\$ 66,437*
	12	STATLER BROTHERS/BARBARA MANDRELL—Varnell Enterprises/WTSO. Dane County Col., Madison, Wisc., April 14	9,000	\$5.50-\$7.50	\$63,005*
۵	13	PARLIAMENT/BAR-KAYS/CAMEO—Lewis Grey Prod Civic Center, Monroe, La., April 15	9,802	\$5.50-\$6.50	\$60,348*
BILLBOARD	14	DAVID BOWIE—Contemporary Prod./Chris Fritz & Co., Municipal Aud., Kansas City, Mo., April 15	7,096	\$7.50-\$8.50	\$59,749
ILLE	15	ENGELBERT HUMPERDINCK—Dick Clark Presentations, Park Arena, Hershey, Pa., April 11	7,501	\$6.50-\$8.50	\$58,615
1978, B	16	BOB SEGER & THE SILVER BULLETT BAND/ SWEET—Sunshine Prom., Col., Fort Wayne, Ind April 14	8,993	\$6.50-\$7.50	\$ 57,623*
29,	17	SAMMY HAGAR/EDDIE MONEY/38 SPECIAL—Bill Graham, Pavillion, Concord, Calif., April 15	8,107	\$6.50-\$7.50	\$55,761*
PRIL	18	FOGHAT/EDDIE MONEY/NO DICE—Avalon Attractions. Selland Arena, Fresno, Calif., April 11	7,333	\$7.50	\$54,360*
Ā	19	WILLIE NELSON/EMMYLOU HARRIS/BILLY JO SHAVERS—Alex Cooley Inc., Jefferson Civic Col., Birmingham, Ala., April 12	7,147	\$5.50-\$7.50	\$53,118
	20	TOM JONES—Stardate Prod., Dane County Col., Madison, Wisc., April 15	5,882	\$6-\$9	\$51,380
	21	LITTLE FEAT—American Prod., Civic Center, Baltimore, Wash., April 16	6,671	\$5.50-\$7.50	\$48,340
	-0.00	Auditoriums (Under (5,000)		
	1	LITTLE FEAT—Whisper Concerts, Mosque. Richmond, Va., April 15 (2)	7,400	\$6.50-\$7.50	\$54,041*
	2	NATALIE COLE/LENNY WILLIAMS—DiCesare-Engler Prod., Stanley Theatre, Pittsburgh, Pa., April 15 (2)	7,155	\$7.50	\$53,662*
	3	GEORGE BENSON/TOM SCOTT—Isle Of Man Prod./ Albatros Prod., Queen Elizabeth Theatre, Vancouver, B.C., April 13 (2)	5,600	\$7-\$9	\$49,210*
	4	GEORGE BENSON/TOM SCOTT—Albatros Prod Centre Arena, Seattle, Wash., April 16	5,502	\$7.50-\$8.50	\$44,340*
	5	TOM JONES—Stardate Prod., Lakeview Arena, Marquette, Mich., April 12	4,332	\$8-\$10	\$42,874
	6	BOB SEGER & THE SILVER BULLETT BAND/ SWEET-Contemporary Prod./Chris Fritz & Co., Century II, Wichita, Kansas. April 11	5,143	\$7.50-\$8.50	\$39,833
	7	OUTLAWS/38 SPECIAL/STRIKER-Wolf & Rissmiller, Arena, Long Beach, Calif., April 10	5,528	\$6.50-\$7.50	\$39,257*
	8	REO SPEEDWAGON/BABYS/HOUNDS—Brass Ring Prod., Civic Center, Lansing, Mich., April 10	5,296	\$6.50-\$7.50	\$38,115
	9	FOGHAT/NO DICE—Albatros Prod., Expo Hall, Medford, Ore., April 16	4,941	\$7.50-\$8	\$ 37,907*
	10	BEE BOP DELUXE—Doug Clark. Celebrity Theatre. Phoenix, Ariz., April 11 & 12 (2)	4.715	\$ 7	\$33,005
	11	OZARK MOUNTAIN DAREDEVILS—Cowtown Prod./ Silver Train Prod. McDonald Arena, Springfield, Mo., April 14 & 15 (2)	5.000	\$6	\$30,004*
	10	ATTENUA MANUALTAN A ARREST MANUAL ARREST ATTENT			

OZARK MOUNTAIN DAREDEVILS/PURE PRAIRIE

GRATEFUL DEAD-Alex Cooley Inc., Fox Theatre,

LOU REED/IAN DURY-Schon Prod., State Theatre.

HARRY CHAPIN-Wolf & Rissmilter, Terrace Theatre,

TUBES-Ron Deisener, Palladium, New York, N.Y.

St. Louis, Mo., April 13

Atlanta, Ga., April 10

Minneapolis, Minn., April 16 (2)

Long Beach, Calif., April 14

14

16

LEAGUE—Cowtown Prod./Reggae Ltd., Fox Theatre,

4.334

3,400

4.300

2.983

3,387

\$6-\$7

\$6.50

\$6.50-\$8.50

\$7.50-\$8.50

\$6.50-\$7.50

\$28,171*

\$27,708

\$25,600

\$24.857

\$24,000

Talent

Kim Toliver to Pathfinder Records with an LP "Standing Room Only" set to be released this month. Pathfinder is distributed by GRT Records & Tapes.... Vocalist Terry Garthwaite to Natalie Neilson for personal management. Garthwaite. on Fantasy Records, is set to release an LP in the fall with a tour to follow. . . . Capitol recording artist Richard Torrance to Siddons & Associates for personal management with a new LP "Double Take" recently released. He began a cross-country tour last week.

Howdy Glenn, an Inglewood. Calif., fireman to Warner Bros. Records with a release "Don't Take Pretty To The City" produced by Andy Wickham. Gaea, a trio of musicians to Hawkeye Productions. . . . Boogie band Canned Heat to Takoma Records with a scheduled release for June to coincide with its world tour. ... Phyllis St. James to Robert Hyatt Productions for exclusive management. . . . Singer Robin Beck to Omni Records, with debut single and LP to be produced by **Kenny Lehman.** ... Rock composer and vocalist **Vaddez Mailey** to Jody Records.

Rufus, under contract to ABC Records with Chaka Khan, signs a new agreement with the company to record solo. The original deal still stands although Chaka is also signed to Warner Bros. Records as a solo artist. Band to Atlantic Records worldwide excluding Canada, Australia and New Zealand. Thomas first gained national attention with his tune .. Ray Simpson, brother of "Painted Ladies." Valerie Simpson, to Warner Bros. Records. His debut LP "Tiger Love," produced by Ashford & Simpson, is set to be released next month Singer Vernon Burch, former member of the group Bar Kays to Chocolate City Records.

Singer/guitarist Michael Johnson to an exclusive agreement with EMI America Records. "Bluer Than Blue," Johnson's first single for the label, produced by Steven Gibson and Brent Maher, was released April 10.... Barbara Eden to Plantation Records with her first recording session set for this month. . . Dick St. Nicholas. composer and recording artist, to Butterfly Rec ords with a long-term production deal. Chi-Sound recording group Manchild to the Steve Ellis Agency for exclusive worldwide book ing and to Sid Johnson Managment.

Ryan Engle and Tom Justin & Burn, a 13 piece orchestra to Alpha 2 Managment for per sonal management. . . . Jazz rocker Jess Roden to Island Records for North America. Roden was with Island in the U.K. ... J.J. Fontaine featuring Neon Russell, a new wave act, to Unique Kinda Records. First release is a one-sided single called "American Foxes.

Talent

Big Tree artist Jimmie Mack won a lot of new fans during a showcase appearance at Trax, the New York industry watering hole recently. Foghat on a 65-city tour, playing 75 shows. Baby Jane Dexter's stint at Tramps in New York extended for three weeks. Her engagement is being supported by radio ads in the city. Hook beginning two-month tour of the Far East and Australia in early May. . . . Roy A. Loney, founder of the Flamin' Groovies, is embarking on a solo career via an EP on K.O. Records.

Sunday (30) is "Eddie Rabbitt Day" in New Jersey. Rabbitt will play a concert at Drew Univ. on that special day. . . . Todd Rundgren, minus Utopia, but with several guests promised, will play club dates at the Bottom Line in Gotham and the Roxy in L.A. in mid May.

Blues artist John Lee Hooker will play New

York's country stronghold, the Lone Star Cafe, on May 17-18. . . . The Rolling Stone magazine softball game with the Eagles has been scheduled for May 7 at the USC baseball field. Loser will donate \$5,000 to UNICEF's World Nutrition "I'm more in love with rock'n'roll than I am with any one particular woman or getting married. Other than playing soccer, rock'n'roll is what I want to do," said **Rod Stew**art in an interview with Dave Herman carried by DIR's group of 235 FM radio stations.

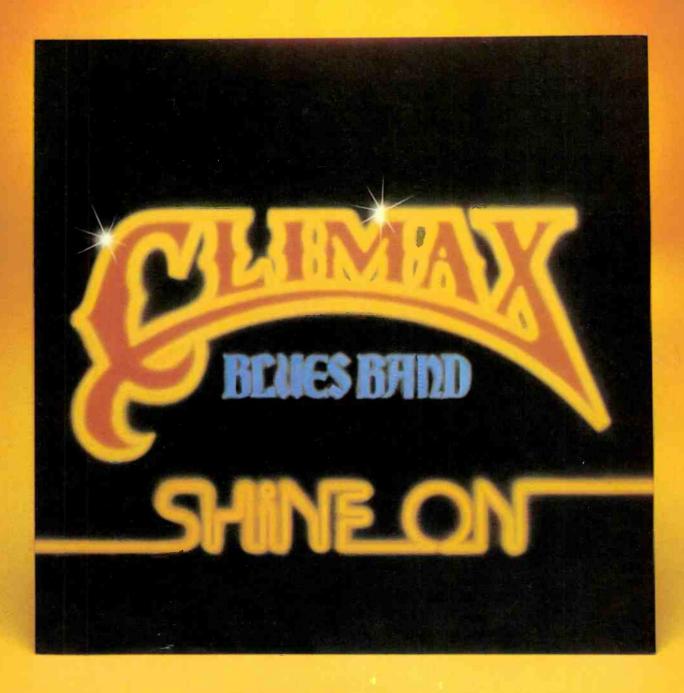
Lewis Friedman, former owner of the swank Reno Sweeney nitery in Manhattan, returns to his old digs as a singer when he plays the Para dise Room this week. . . . Graham Parker is releasing an almost live, almost double album soon. Three sides are concert recordings-the fourth is a 12-inch single version of "Don't Ask Me Questions" recorded in the studio

umbia 3-10708 (Joelsongs, BMI)

Billboard SPECIAL SURVEY For Week Ending 4/29/78 Billboard Top50 istenin

		Chart	These are best selling middle-of-the-road singles compiled from radio station air play listed in rank order.
Week	Week	5	
This ¥	Last	Weeks	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)
1	1	9	WE'LL NEVER HAVE TO SAY GOODBYE AGAIN England Dan & John Ford Coley, Big Tree 16110 (Atlantic) (Dawnbreaker, BMI)
2	2	13	Barry Manilow, Arista 305 (Dick James, BMI)
3	3	12	READY FOR THE TIMES TO GET BETTER Crystal Gayle. United Artists 1136 (Aunt Polly's. BMI)
4	4	15	BEFORE MY HEART FINDS OUT Gene Cotton. Ariola America 7675, (Sailmaker/Chappel, ASCAP)
5	6	13	FEELS SO GOOD Chuck Mangione, A&M 2001 (Gates, BMI)
6	10	8	TOO MUCH, TOO LITTLE, TOO LATE Johnny Mathis with Deniece Williams, Columbia 3:10693
7	8	10	(Homewood House, BMI) THE CLOSER I GET TO YOU
8	7	13	Roberta Flack with Donny Hathaway. Atlantic 3463 (Scarab/Ensign. BMI) DUST IN THE WIND
9	5	12	Kansas, Kirshner 84274 (Don Kirshner, BMI) THE CIRCLE IS SMALL
10	13	4	Gordon Lightfoot, Warner Bros. 8518 (Moose, CAPAC) WITH A LITTLE LUCK
11	9	14	Wings, Wings 8812 (Capitol) (ATV, BMI) IF I CAN'T HAVE YOU
12	11	21	Yvonne Elliman, RSO 384 (Polydor) (Stigwood, BMI) GOODBYE GIRL
13	45	21	David Gates. Elektra 45450 (Warner Brothers, ASCAP) I'M ON MY WAY
14	29	3	Captain & Tennille, A&M 2027 (Pink Flower, BMI)
			YOU'RE THE LOVE Seals & Crofts, Warner Bros, WBS8551 (Dawnbreaker, ASCAP/Oaktree, BMI)
15	17	4	COUNT ON ME Jefferson Starship, RCA 11196 (Diamond Back/Bright Moments, BMI)
16	14	6	TWO DOORS DOWN Dolly Parton, RCA 11240 (Velvet Apple, BMI)
17	12	14	FALLING LeBlanc & Carr. Big Tree 16100 (Atlantic) (Carrhorn, BMI/Music Mill, ASCAP)
18	34	2	WE'LL SING IN THE SUNSHINE Helen Reddy. Capitol 4555 (Lupercalia, ASCAP)
19	43	2	BABY I'M YOURS/GOD KNOWS Debby Boone. Warner-Curb 8554 (Blackwood, BMI)
20		ENTRY	YOU BELONG TO ME Carly Simon, Elektra 45477 (Snug/C'est. ASCAP)
21	16	9	THANK YOU FOR BEING A FRIEND Andrew Gold, Asylum 45456 (Luckyu/Special Songs. BMI)
22	22	6	IMAGINARY LOVER Atlanta Rhythm Section, Polydor 14459 (Low-Sal, BMI)
23	20	5	THIS TIME I'M IN IT FOR LOVE Player, RSO 890 (House Of Gold/Windchime, BMI)
24	27	4	GEORGIA ON MY MIND Willie Nelson, Columbia 3-10704 (Peer. BMI)
25	21	16	SWEET SWEET SMILE Carpenters, A&M 2008 (Sterling/Acdison Street, ASCAP)
26	41	2	IT'S A HEARTACHE Bonnie Tyler, RCA 11249 (Pi/GEM, BMI)
27	19	11	NIGHT FEVER Bee Gees, RSO 889 (Stigwood/Unichappell, BMI)
28	10	ENTRY	TAKE A CHANCE ON ME Abba. Atlantic 3457 (Artwork, ASCAP/Polar, AB)
29	32	5	I'VE NEVER BEEN TO ME Mary Macgregor, Ariola 7677 (Stone Diamond, BMI)
30	24	21	LADY LOVE Lou Rawls, Philadelphia International 8:3634 (CBS), (Mighty Three, BMI)
31	15	14	(What A) WONDERFUL WORLD Art Garfunkel with Paul Simon & James Taylor, Columbia 3-10676. (Kags. BMI)
32	35	4	THE LAST OF THE ROMANTICS Engelbert Humperdinck, Epic 8:50526 (W.B./The Holmes Line, ASCAP)
33	23	22	JUST THE WAY YOU ARE Billy Joel, Columbia 3-10646 (Joelsongs, BMI).
34	37	2	YOU'RE THE ONE THAT I WANT John Travolta & Olivia Newton-John. RSO 891 (Stigwood/Buffalo/Ensign, BMI)
35	38	8	A LOVER'S QUESTION Jacky Ward, Mercury 55018 (Times Square/Eden/Unichappell, BMI)
36	33	4	OUR LOVE Natalie Cole, Capitol 4509 (Chappell, ASCAP)
37	26	20	SOMETIMES WHEN WE TOUCH Dan Hill, 20th Century 2355 (ATV/Welbeck, ASCAP/Mann-Weil, BMI)
38	25	22	EMOTION Samantha Sang. Private Stock 45178 (Barry Gigg/Flamm/Stigwood, BMI).
39	31	11	LAY DOWN SALLY Eric Clapton, RSO 886 (Polydor). (Stigwood. BM1)
40	36	10	THE ONE AND ONLY Kasey Cisyk, ABC 12333 (Famous, ASCAP/Ensign, BMI)
41	18	11	IT AMAZES ME John Denver. RCA 11214 (Cherry Lane, ASCAP)
42	39	4	CHATTANOOGA CHOO CHOO Tuxedo Junction. Butterfly 1205 (Not Listed)
43	49	2	SHADOW DANCING Andy Gibb, RSO 893 (Stigwood/Unichappell, BM1)
44	47	4	MORE THAN A WOMAN Bee Gees, RSO (LP cut) (Stigwood/Unichappell, BMI)
45	46	4	I'M GONNA TAKE CARE OF EVERYTHING Rubicon. 20th Century 2362 (Fox Fanfare/No Cibur, BMI)
46	NEW	ENTRY	BLUER THAN BLUE Michael Johnson, EMI America 8001 (Capitol)
47		ENTRY	(Springcreek/Let There Be. ASCAP) I WANT TO LIVE
48	NEW	ENTRY	John Denver, RCA 11267 (Cherry Lane, ASCAP) ON BROADWAY
49	50	4	George Benson, Warner Bros. 8542 (Screen Gems-EMI. BMI) STRANDED IN A LIMOUSINE
50	NEW	ENTRY	Paul Simon, Columbia 3-10711 (Paul Simon, BMI) MOVIN' OUT

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Campus

WOODFORD TOUGH TEACHER

Students At Ala. U. Earn Their Credit

By ED HARRISON

LOS ANGELES—Producer and music industry executive Terry Woodford's commercial music course at the Univ. of Alabama in Florence deviates from the traditional music course structure in that its approach is straightforward and true to life.

In fact, the number of enrolled students decreases once the course gets underway. Says Woodford: "The course is depressing. It doesn't encourage people to get into the business. I try to be as real about it as possible.

"We lose eight to 10 students after the first week and three or four more after the first quiz. Their illusion is shattered. People should know before they get hurt."

The four-year course started three years ago through the Nashville chapter of NARAS. All classes that a music major would normally take such as accounting and business law are part of the curriculum. Woodford instructs the publishing, recording studio, production and record company angles.

In the publishing class, students learn about copyrights, pitch songs, attempt to get them recorded and reverse the role by playing publisher. Woodford gives instruction in the technicalities of songwriting.

During instruction of the record company class, Woodford disallows the use of tape recorders because he deals with such controversial topics as payola. The role of promotion, merchandising, artist relations. a&r, sales and graphics are discussed along with label interaction with agency, manager and publicity.

Students are brought into record-

ing studios where they get the opportunity "to feel what it's like being a producer and engineer" although Woodford makes it clear that "it's not the way into the business."

Each course is worth three credits and students must complete all four aspects to qualify for graduation. Students in their senior year are placed in various industry jobs by the school. Because the program is only in its third year there have not been any graduates of yet.

Quizes are given regularly in the form of true or false, multiple choice and fill-ins. There are also tests "that make people think" such as royalty configurations and contracts.

Among the guest speakers this semester were Jerry Wexler, Hot, Ruth Buzzi, Sally Kellerman and BMI, ASCAP and NARAS representatives. Artists in town are also invited to speak.

Woodford says that location has been a disadvantage in that it's difficult getting speakers to Alabama.

He claims that students come from all over the country. Advertising is placed in songwriter magazines along with television coverage and publicity support from the Muscle Shoals Music Assn.

Woodford claims there is no other course like this anywhere. "An approach like this can't be taken unless you are in the business. It's hard to teach unless you have experience."

Woodford and partner Clayton Ivey have the largest independent production company in the South, with 14 artists in its Wishbone, Inc. stable. In addition, Woodford manages Ariola artist Mac MacAnally. Ivey and he both are songwriters.

L.A. KCSN-FM Will Air More Jazz

LOS ANGELES—Public radio KCSN-FM at Cal State Northridge is modifying its format to jazz and classical music. The station has always programmed classical but is introducing jazz to fill a Los Angeles programming void.

The modification will cut down the amount of public service announcements aired, although in order to retain its national public radio (NPR) membership, at least 50% of its programming still must be public service.

Says Kevin Stern, music director: "There were so many public service announcements you couldn't listen to the station for more than 15 seconds."

The new format will now appeal to a specific audience.

According to Jerri Spoehel, community relations director, the change will better help the station keep abreast of community affairs while improving public broadcast service.

The station will retain its "Lost In The Ozone" rock program which runs six days a week from 1 a.m.-6 a.m. Daytime programming from 6 a.m.-8 p.m. will encompass classical, public affairs, talk radio, consumer affairs and big band music with jazz from 8 p.m.-1 a.m.

Stern says the station will conduct daily giveaways "to let Los Angeles know that it does exist on public ra-

New rock disk jockeys will be added to the staff and an import show is expected to be added.

Stern adds that the only dissen-

sion to the change was from the news staff because programming hours have been cut. The news department, however, is part of the journalism department.

KCSN is a 3,000-watt station broadcasting in stereo 24 hours a day. Its signal reaches most of the San Fernando Valley as well as parts of Orange County, San Diego and Northern California.

Format changeover is expected by late May or early June.

An Ellington College Fest

LOS ANGELES—The Univ. of Massachusetts at Amherst is holding a Duke Ellington Spring Music Festival May 6 at the school's 30,000-seat capacity Alumni Stadium.

Produced by the union program council, the special concert will benefit the Duke Ellington Foundation and aid the establishment of the Edward Kennedy Ellington Center in New York for the advancement of black American music.

Performers will include Buddy Guy, Junior Wells, the Duke Ellington Orchestra under the direction of Mercer Ellington, McCoy Tyner Sextet, Crusaders and Patt: Labelle.

The concert is free to Univ. of Mass students, \$6 to neighboring colleges and \$7 to the public.

Talent

Talent In Action

NATALIE COLE

Kleinhans Music Hall, Buffalo

The three-time Grammy winner promised at the outset "a musical revival good for the heart and soul" and lived up to every word for an appreciative audience of 3.000 (capacity) April 13.

Wearing a silver sequined gown, Cole demonstrated in an emotional 90-minute performance a wide range of material from the Billie Holiday classic, "Good Morning Heartache," to the Beatles' rock creation, "Lucy In The Sky With Diamonds."

Cole was supported by two excellent female singers and a small, tight band which complemented her well as she controlled the state with accented body movements and facial expressions during her nearly dozen tune set.

Cole knelt to carry across James Brown's "Cry, Baby"; strutted across stage to her own "Annie Mae"; and remained cool with "Our Love."

The packed hall built a cascade of applause with such shouts as "go ahead, baby" and "sing a song sister" bursting forth. The tall, energetic and svelte performer capped the foot-stomping revival with her latest hit, "Thankful," and it was a most appropriate finish.

The gallery pushed forward and Cole responded by touching the hands of those up front, signing small slips of paper and declaring: "I promised you a musical revival. I meant that. I meant it "

Not a soul argued. Cole knew many would continue in the Buffalo nightspot.

JIM BAKER

CRYSTAL GAYLE

Bottom Line, New York

There was only one Stetson in the crowd that came to Gayle's third performance of a two-night engagement ending April 12. But it didn't take a country audience to appreciate the music

From her opening song, "Do It All Over Again," Gayle set the high level of her performance and maintained it for the next hour. The audience clearly appreciated her singing with long applause and cheers at the end of each of the 17 songs.

This was a well arranged set of tunes with Gayle switching easily from the lan Tyson song "Someday Soon" to "Never Miss a Real Good Thing" to the '50s number "Green Door." Gayle's ability to put emotion in her singing came clearly across in "I'll Get Over You" ("my first No. 1") which brought some well deserved and sustained applause.

Although accompanied by an eight-member band, Gayle was backed only by piano for a nice slow tune called "Beyond You" It would have been better to continue for another song in that intimate setting, but "Baby On My Mind," and "Why Have You Left The One You Left Me For?" a blues number and single from her new UA album, were quite good.

Following an excellent rendition of her Grammy winning single. "Don't It Make My Brown Eyes Blue," Gayle brought the set to a close with "One More Time," to which there was much clapping along by the audience.

Two encores concluded what was certainly one of the better recent evenings at this venue.

WARREN ZEVON RICHARD BELZER

Roxy, Los Angeles

Zevon is a gifted singer/songwriter who derives a great deal of his strength from an offbeat lyric vision delivered in raw, throaty fashion. He also has a strong sense of rock 'n' roll melody which he indefatigably pounds out on piano.

And based on his April 6 return to his home turf, he proved he is unquestionably an excitable boy, sings excitable songs and fronts an excitable gand.

Even before the curtain went up he was whetting the close-knit audience's appetite with "AaaOoo"—the demonic street howl from "Werewolves Of London," the fast rising single from his even faster climbing "Excitable Boy" LP on Elektra.

He didn't disappoint.

Remaining parked behind acoustic piano except for a brief middle interlude when he fronted on "Nighttime In The Switching Yard," Zevon ignited his firebrand rock 'n' roll through a memorable 12-song, 70-minute set.

Joining him onstage were cult sessionist Waddy Wachtel (who coproduced the LP along with Jackson Browne) on guitar and Rick Marotta on drums (and syndrums), as well as rhythm guitarist David Landau and bassist Stanley Sheldon.

Except for "Veracruz" the band played every tune from the new LP, surprising since Jorge Calderon, a co-writer of that song, joined the troupe for vocals and tamborine on "Night-

Included were "Johnny Strikes Up The Band," "Tenderness On The Block," "Roland The Headless Thompson Gunner," "Excitable Boy," "Werewolves Of London," "Accidentally Like A Martyr" and "Lawyers, Guns And Money."

From a previous LP was "Don't It Want To Make You Rock 'N' Roll." He also performed two songs that have garnered him much acclaim as a songwriter—"Poor, Poor Pitiful Me" and "Hasten Down The Wind," both interpreted by Linda Ronstadt. The latter was used as one of two encore numbers.

The band and the music proved dynamic on both charging uptempo material and ballads. Wachtel's searing guitar lines and Marotta's tempo worked in perfect counterpoint to Zevon's own adequate piano.

Missed, however, was a richer harmony sound on several songs although Wachtel handled backup vocals well enough. "Roland The Headless Thompson Gunner" would work much better with several background singers such as the LP features.

Zevon was also a standout on the several love ballads in the mix such as "Accidentally . . ." and "Hasten . . ." Like Jackson Browne he has all the tools to write and sing songs that have the ability to touch deeply and linger in the mind.

Richard Belzer won the crowd over with 20 minutes of hip, sophisticated humor in a Steve Martinish vein, only more New York neurotic. Impressive were stinging one and two-liners and imitations of Mick Jagger and Jack Nicholson.

JIM McCULLAUGI

GLADYS KNIGHT & THE PIPS

Aladdin Hotel, Las Vegas

Energy and enthusiasm were at the forefront of the infectious, soulful-funk sounds of Gladys Knight & the Pips opening for a two-week engagement at the Aladdin's Bagdad showroom. Opening night, April 4, Gladys, her brother Merald, affectionately known as Bubba and "cousins" Edward Katlen and William Guest who comprise the Pips, notched a near-perfect 50-minute set.

Imparting their traditional, recognizable pop sound, Gladys and Bubba, always the spark-plug of excitement and dynamic interchange, carried the group's efforts through 14 memorable songs plus some new melodies.

Rocker "How Can You Say" opened the program, followed by a melodic "I Feel A Song," capturing blues, gospel and rock sounds. The first of many comedy spots, "Every Beat

The first of many comedy spots, "Every Beat Of My Heart," the group's first major hit in 1961, showcased the old '50s rock 'n' roll styles of the black music scene.

"On And On" spotlighted the nifty dance steps of Gladys & the Pips.

Jim Weatherly's "Best Thing That Ever Happened To Me" and "Midnight Train To Georgia" were examples of what Knight is capable of doing with her powerful vocals.

Gladys left the stage, allowing Bubba, Katlen and Guest to demonstrate their abilities as a self-contained trio. A funky number "At Last," from the Pips' debut album of the same name on Casablanca Records more than proves its potential without Gladys. A ballad "Tomorrow" only strengthened that position with Bubba leading the way.

Gladys returned for her 20-minute solo segment, singing the Doobie Brothers' hit. "Taking It To The Street," the rhythmic "Spend The Night" and "The Way We Were"/"Try To Remember" medley. Her handling of the medley was pure magic, supported by the Al Gambino Orchestra and her backup band.

Monster hit "I've Got To Use My Imagination" again set the SRO crowd on fire, followed by a closing number "Heard It Through The Grapevine."

Although some of the choreography was botched by Katlen and Guest, apparently new routines, the overall visual effect was credible. Bass player Kenny Brown, drummer Al Thompson and yet another Knight, David on congos provided excellent support for the musical impact. Richard Carione on lead guitar was one of the best ever heard on the Strip as far as acoustic effects and a funk style are concerned. HANFORD SEARL

ROBERTO CARLOS

Shrine Auditorium, Los Angeles

The debut appearance of Carlos, Brazil's leading pop singer/wongwriter, in Los Angeles

April 9 was nothing short of a promoter's night-

After weeks of advance publicity, with a large crowd gathered outside the arena an hour after the show had been scheduled to start, there was no word of Carlos' whereabouts. Meanwhile, inside a sound system was being hastily assembled since Carlos' personal equipment had also failed to show up.

Though disaster loomed to the very last, the good-natured impatience of the Carlos fans saved the Shrine from physical destruction. And Carlos' dedicated albeit belated performance spared the public here from missing out on this year's top Latin event.

It ended up being a test of the civility of the much-maligned Latin public and a testament to Carlos' strength as an artist. No sooner had he stepped on stage, exuding charm and flashing a disarming smile, than all seemed forgiven. Some 90 minutes, 12 tunes and an encore later, his fans were on their feet cheering their satisfaction and affection.

Carlos' nine-piece band provided crisp and tailored support with enough power to overcome the loss of several backup musicians, victims of the extreme delay. All exhibited skilled musicianship and their relationship with their boss was demonstrably close, almost fraternal.

As a whole, the performance managed to deliver considerable impact despite its handicaps. It was marred, however, by an understandable sense of haste, especially at the start when neither Carlos nor his lighting crew could quite find the proper rhythm of things. Unfortunately, complete recovery never came.

The series of songs offered was markedly varied in mood, tempo and theme, weaved together by Carlos' chatty, introspective introductions, even though he was partly inaudible due to the last minute sound arrangements. It is an indication of Carlos' engrossing presence, however, that he communicated his meaning nevertheless.

And he did so convincingly though he hovered close to banality more than once. Whether it was the helpless social protest of "El Progreso" or the equally helpless and mournful romantic loss of "Detalles," Carlos' sentiment seemed always authentic, his expression of it child-like in its simplicity and innocence.

After a momentary sluggish segment towards the end, the show ended climactically with the unanticipated appearance of soccer star Pele to whom Carlos dedicated his closing number, "Amigo," a tender tribute to male friendship.

Promoters Lupi Rodriguez and Jorge Rossi deserve credit for their performance under fire. The show managed to gross a reported \$70,000 and turn a profit, thanks in part to the more than 800 seats which went for an outrageous \$15.

AGUSTIN GURZA

ANDREW GOLD KATY MOFFAT

Bottom Line, New York

With a five-man band behind him, Gold gave a well-received hour's worth of his music in the third of four shows here April 15.

One of the highlights of the act came about 10 minutes through when Gold gave his rendition of "Endless Flight." Despite the comparison to Leo Sayer, for whom he wrote the song, the performance worked.

Switching from guitar to piano, Gold did his current single "Thank You For Being A Friend." The audience replied with thanks of its own as the cheers followed. Brock Walsh, with whom Gold wrote that song, played along on the ARF Omni.

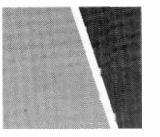
After a couple of other tunes including "How Can This Be Love?," which was well received Gold switched back to guitar with Walsh going to piano for "That's Why I Love You," Gold's firs single.

But the best moment of his approximately 10 tune set came with Gold singing his hit, "Lonel Boy," for what sounded like a longer version of the single.

Opening for Gold was Texas-born Katy Mof fat. Her 40-minute set had it's best momen when she sang "Kissin' In The California Sun, the single off her Columbia LP. -ROBERT ROT

Money For Curb

LOS ANGELES—The Palomin Club here is preparing a salute to Mike Curb, candidate for Lt. Gover nor of California, May 17. Han Williams Jr., Molly Bee, Eddi Dean, Cliffie Stone, Tex William and Chill Wills are set to perform a the \$50 a head event.



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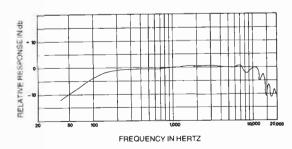


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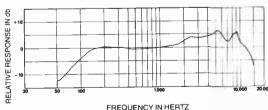
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Tape/Audio/Video

New A/V Equipment Takes Spotlight At NAB





NAB in Las Vegas had its biggest expo ever April 9-12, with broadcast carts among highlights. Fidelipac's Arthur Constantine, right in left photo, explains features of continuous-loop cartridge to M. Rodriquez, UMC Electronics, Brazil; above right, Capitol Magnetics' Ed Grant arranges samples of three broadcast Audiopaks shown.





Billboard photos by Bonnie Tiege

AUDIOTRONICS' Bob Jones, right at left, covers specs of the firm's 18-channel 110-4 console to Gerald Robinson of WISN-TV, Milwaukee; above, Ralph Tucci of WTCN, Minneapolis, gets the feel of MCI's model 25A-26 32-channel console with computer-controlled automation capability.



DOLBY rep Bob Peterson, above left, demonstrates FM noise reduction system to a visitor from Mexico's Marti Electronics.



PANASONIC's Steve Blanchard sets up 2hour Omnivision II VHS VTR system



JVC discrete 4-4-4 quad broadcast system is explained by consultant John Woram, left, to Bob Lifton of Regent Sound, N.Y

JBL Promos Tie-in Acts & **Audio Dealers**

By JIM McCULLAUGH

LOS ANGELES-JBL has been linking its image as a speaker manufacturer with professional sound companies as well as with its consumer dealer network in a round of T-shirt promotions focusing on tour-

ing artists.

While not a new policy entirely, the Northridge, Calif., maker of both pro and consumer speakers and electronics, has stepped up its activity in this area considerably in the past several months, according to Nina Stern, public relations coordinator.

Todate, the firm has orchestrated T-shirt promotions with Crosby, Stills & Nash; Emerson, Lake & Palmer; Queen; and Firefall and is planning a Beach Boys promotion as well as one for a Rod Stewart fall

JBL also produced thousands of T-shirts in connection with Cal Jam II, the mammoth outdoor concert held March 18 at the Ontario Motor Speedway in Southern California attended by more than a quarter of a million persons.

"The various divisions within the company including consumer, proand export," explains Stern, "all expressed an interest in doing more of this type of thing.
"So, it was a matter of contacting

various sound reinforcement companies like a Northwest Sound, Clair Brothers, TEA Electosound and oth-

(Continued on page 54)

KANSAS OUTLET'S EXAMPLE

'Promote & Merchandise' Keys To Camelot Accessory Climb

By GRIER LOWRY

is our stuff, we put our name on it, we've tested it thoroughly, and if there's a problem, we'll take care of

The outlet here is selling more

it with no questions."

The full brand lineup includes BASF, Capitol, Columbia, Maxell, Scotch, TDK and the web's own Camelot private label. OVERLAND PARK, Kan. "Our company is all steamed up over the whole accessory potential and we're digging for higher volume," says Pat Jones, manager of the And how important is a private la-Camelot Music outlet at the suburban Kansas City Oak Park Shopbel in merchandising blank tape? 'The edge it offers is a lower price,'

ping Center here. His company is Stark Record & Tape Service Inc. of North Canton, Ohio, which operates 67 Camelots mainly in the Southern states and Ohio, and Grapevine, its first record/tape/accessory "supermarket" in Flint, Mich.

"In record and tape care items, blank tape, carrying cases and music books, the key words are 'promote' and 'merchandise'," Jones empha-

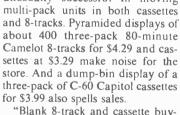
The game plan in moving accèssories for the Camelot chain is a 30foot-long sidewall pegboard display that is a focal point of the store here, according to Jim Bonk, vice president, and Larry Mundorf, operations manager, with Dwight Monjar regional manager based in St.

"Our accessories and record buyer, Joe Bressi at Stark headquarters, is the best in the business at turning up all kinds of deals," notes

Accessory sales have been on a steady upward climb for the past year and a half throughout the chain, with blank tape the fastest growing category, Jones maintains.

blank tape than ever, and has been unusually successful in moving the store manager believes, "and an ability to say to the customer: 'This

> Blank 8-track and cassette buyers are going for the multi-pack stuff and we're working that trend for all



(Continued on page 55)



Camelot manager Pat Jones, Overland Park, Kan., shows off multi-pack blank tape display typical of chain's aggressive accessory merchandising.

Sony Aim Is 'Pro' Mart For PCM & Hi Fi

By STEPHEN TRAIMAN

NEW YORK-With the debut of what it calls an "audiophile series" incorporating the first commercial PCM audio adaptor for digital recordings, Sony Corp. is committing its resources to the professional audio marketplace.

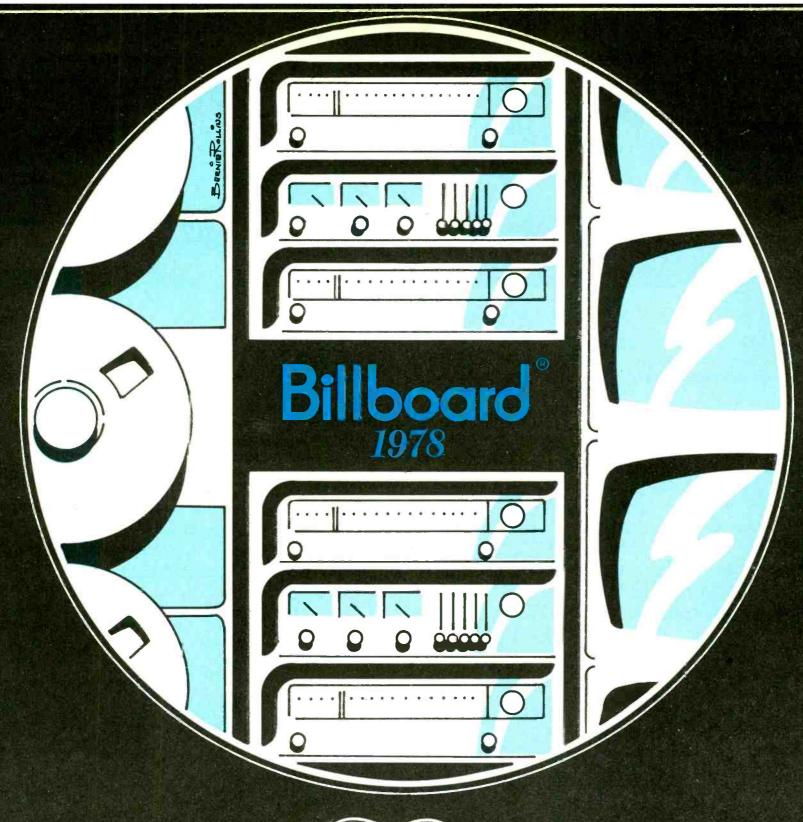
Acknowledging that the U.S. company is "going back to its audio roots," Mike Schulhof, new presi-dent of Sony Industries—one of three new marketing entities set up under the Sony Corp. of America umbrella, admits hi fi has long been a stepchild of Sony video here.

But the debut of a new tuner, DC power amplifier and companion preamp, servo-controlled cassette deck and reference monitor speakers with 200-watt power handling ca-pacity, establishes a new high-end

Along with the PCM-1 audio adaptor to be available this fall at suggested \$4,000 with playback of digital audio material through a Betamax VTR, the new Sony series will complement already existing mixers and microphones that have been offered in the pro market.

A new marketing network for the state-of-the-art equipment is being set up, according to Gus Ishida, general manager of the hi fi division and Frank Rinaldi, national product manager. "We feel there are enough Sony customers who expect premium performance and are willing

(Continued on page 54)



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MARKET SOURCEBOOK

The ONE Industry Buyers Guide for Professional, Semi-Pro Equipment, Accessories and Services



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1976 Units % Change

Tape/Audio/Video Sales Director: Ron Willman

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All Key Segments Continue To Expand

By STEPHEN TRAIMAN

his expanded 1978 Billboard Tape/Audio/Video Market Sourcebook reflects the continued expansion of all key segments of the industry, with emphasis still on tape hardware and blank tape. Its international scope is emphasized by the addition of Japan.

The mushrooming sales curve of premium blank tape products, tied directly to the solid percentage increases of tape decks, portables and compact systems, is focused mainly on cassettes

In hardware, cassette tape decks are up 23% in both units and volume; portable cassette recorder/players are up 10% in shipments and retail value, and autosound cassette units are up 13% in units and 17% in dollars.

Blank software is even more dramatic, with all cassette shipments up 7% to a total 200 million in 1977, but premium ferrite products—the high-end Maxell UD-XL, TDK SA and AD, and 3M Master I, II and III among others—are up 34% to 80 million units or 40% of the market, from a 32% share the year

New premium cassette lines from BASE (Professional L. II and III); Fuji (FX I and II), Ampex (Grand Master) and Memorex (MRX3) among others should increase the percentage and the market even more in 1978.

The crossover into bulk tape duplicating product also is evi dent, with a new premium cassette formulation from Colum bia Magnetics joining its 8-track lube leader, more high-qual ity Agfa-Gevaert pancakes finding their way to the U.S. for a growing number of custom duplicators, and Ampex and 3M both improving their duplicating and mastering products Equipment has kept pace, with 64:1 systems now in demand from Cetec (Gauss), Recortec, Otari and others.

FACTORY SHIPMENTS BLANK TAPE UNIT SALES BY TYPE

CASSETTE

1377 OTHES ONGOLITI	- 1370 Office 70 Officing C
106,0000,000 Promotional	Ferrite 113,765,000 — 6.8°
80,000,000 Premium Feri	rite* 59,680,000 + 34.0%
8,000,000 Chromium Did	oxide 7,460,000 + 7.2%
6,000,000 Ferri-Chron	ne 5,595,000 + 7.2%
200,000,000 TOTALS	186,500,000 + 7.2%
8-TRACK	CARTRIDGE
19,627,000 Promotional Fe	errite 18,960,000 + 3.5%
14,213,000 Premium Ferr	ite* 12,640,000 + 12.4%
33,840,000 TOTALS	31,600,000 + 7.1%
OPEN	REEL
2,450,000 Promotional Fe	errite 3,150,000 -22.2%
9,800,000 Premium Ferr	ite* 9,450,000 + 3.7%
12,250,000 TOTALS	12,600,000 - 2.8%
*Cobalt, Gamma-Ferrite, High	Coercivity, Etc.
246,090,000 ALL TAPE TOT	ALS 230,700,000 + 6.7%
FACTORY	SHIPMENTS
RETAIL VALUE & A	VERAGE UNIT PRICE

KETAI	L VALUE & AVER	AGE UNIT PRICE	_	
1977	RETAIL VALUE	1976	%Ch	ange
\$324,000,000	Cassettes	\$296,535,000	+	9.3%
70,387,000	8-Tracks	63,200,000	+	5.6%
41,895,000	Open Reel	40,698,000	+	1.7%
\$436,282,000	TOTALS	\$400,433,000	+	8.9%
	AVERAGE UNIT	T PRICE		
\$1.62	Cassettes	\$1.59	+	2%
2.08	8-Tracks	2.00	+	4%

Open Reel Base figures, Merchandising Magazine; extrapolations, Billboard

3.42

Tape growth in all configurations except open reel has brought the "home piracy" question out in the open—in the U.S. and every major music market around the world. While the Universal/Disney suit versus Sony and its Betamax home videocassette recorder alleges copyright infringement in video only, no one doubts that the ultimate court decision, and actions of the new Copyright Tribunal, will affect audio taping in the home as well.

The effects of the growing use of premium tapes to provide better recordings than those available from prerecorded sources is finally getting to the major labels, which also see the arrival of better recording processes just around the cor-

Audiophile recordings-direct to disk, PCM (pulse code modulated) disks mastered from digital recording tape, and "super-fi" stereo-have emerged in growing numbers in response to this consumer demand. They are spreading rapidly from the initial hi fi outlets to a growing number of full-line record-tape retailers who are spotlighting them in special bins. At premium prices, with few discounts, and high margins, the new disks are expected to expand even faster this

The "new" recordings are as much a result of the continued growth of better hi fi-both in the home and in the car. Hi fi components—including receivers, separates, turntables, cartridges, speakers and headphones—show a 10.5% rise in factory shipments to 16.63 million units and a 16% increase in retail value to \$1.394 billion (due mainly to the yen/dollar exchange, with much product from Japan). "Highway hi fi" has seen a sizeable boom as superior components move into the auto, with 6.899 million units shipped last year, a 13% gain, with retail value of nearly \$650 million, a 16.5% increase

(Continued on page TAV-32)

Tape Audio Video MARKET SOURCEBOOK

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

The following is a List of Manufacturers & Importers of Tape Recording/Playback Equipment, Video Recording/Playback/Projection Equipment, Audio Components & Equipment, and Phonograph/Phonograph Combinations.

The key to the abbreviations for the Types of Distribution is: (M/Ret) Manufacturer-to-Retailer, (M/OEM) Manufacturer-to-OEM, (M/End) Manufacturer-to-End User, (M/C) Manufacturer-to-Contractor, (ID) Independent Distributors, (Br) Factory-Owned Branches, (M/Rep) Manufacturers' Representatives.

Note: For the more specialized disco and recording studio equipment firms, refer to the Billboard International Disco Sourcebook and the International Recording Equipment and Studio Directory.

A A L, see American Acoustic Labs.
A D C, see BSR & Audio Dynamics.
A D S, see Analog & Digital Systems.
A E I INC., 266 Border St., East Boston, Mass.
02128. Tet. (617) 567-2971. Pres.: Daniele
Loffreda; VP: James L. Keith; Sales & Adv.
Mgr.: Rudolph Robinson.
Distribution: M/Rep.
Product: Speakers.
A C L see Audio General

Product: Speakers.
I, see Audio General.
G ACOUSTICS, 91 McKee Dr., Mahwah, N.J.
07430. Tel: (201) 529-3800. VP: Andrew
Brakhari, Mktg. Mgr.: S. Richard Ravich.
Distribution: M/Rep.
Product: Phono cartridges, styli—pickup,
microphones (condenser, dynamic), headphones, reverberation units.
see Acoustic Research

phones, reverberation units.

A R, see Acoustic Research.
A S T (AUDIO SOUND TECHNIQUES), 11 Ave.
Of The Americas. New York, N.Y. 10013.
Tel: (212) 925-8149. (Sales Office) Audio Speaker Techtronics Inc., 281 Church St.
Zip: 10013. Tel: 226-7781. Pres.: Aaron Kramer: Sales Mgr.: Richard Grobarcik; Adv.
Mgr.: Michael Kramer (Exec. office).
Distribution: W./Ret, M./GeM. M/End, ID.
Product: Speakers, speaker repairs.
A V C SYSTEMS INC., 1517 E. Lake St., Minneapolis, Minn. 55407. Tel: (612) 729-8305.
Pres. & Sales Mgr.: Doug Ordon: Adv. Mgr.:
Jon Bormann; Disco Div. Sales Mgr.: Harold
Baker.

equipment, electronic crossovers.

ACCUPHASE, see Teac.

ACCURATE, see BSR.

ACCURATE SOUND CORP., 114 Fifth Ave.,

Redwood City, Calif. 94063, Tel: (415) 3652843. Pres.: Ronald M. Newdoll; Sales Mgr.:

Don O'Bella; Adv. Mgr.: Laura Nichols.

Distribution: M. Find, M/C.

Product: ASCO cassette & open reel rec'rs/

players.

ACE AUDIO CO., 532 Fifth St., East Northport.
N.Y. 11731, Tel: (516) 757-8990. Pres.,
Sales & Adv. Mgr.: John Grauer.
Distribution: M.7et, M./Rep.
Product: Amplifiers, pre-amplifiers, equal-

izers.

ACOUSTÍC CONTROL CORP., 7949 Woodley,
Van Nuys, Calif. 91406. Tel: (213) 997-6631.
Pres.: Steven Marks; Mktg. Dir.: Aspen
Pittman; Sales Mgr.: Roger Smith.
Distribution: M/Ret.
Product: Amplifiers, speakers.

Product: Amplitiers, speakers.
ACOUSTIC RESEARCH INC., 10 American Dr.,
Norwood, Mass. 02062. Tel: (617) 769-4200.
Pres.: David Mutchler; VP Mktg.: Herb Horowitz; PR: Gwynne Jamieson.
Product: AR speakers, turntables.

ACOUSTIC TRANSDUCER, see Forsythe Audio ACOUSTI-PHASE INC., PO Box 207, Depot St., Proctorsville, Vt. 05153. Tel: (802) 226-7216.

Pres. & Sales Mgr.: William Markowitz; Adv. Mgr.: Paula Sheehan. Product: Speakers.
ADCOM, 114 Jules Ln., New Brunswick, N.J. 08901. Tel: (201) 828-8590. Pres.: Newton A. Chanin; Sales & Adv. Mgr.: John McGurk. Distribution: M'Rep. Product: BRAUN. CANTON speakers.
ADVENT CORP., 195 Albany St.. Cambridge, Mass. 02139. Tel: (617) 661-9500. Pres: Peter J. Sprague; Sales Mgr.: Robert Hasche; Video Prod. Mgr.: John Zeisler; Adv. Mgr.: Janine Mahony.
Distribution: M/Ret.

Janine Mahony.

Distribution: M/Ret.

Product: ADVENT cassette (home) rec'rs/
players, receivers, speakers, microphones
(dynamic); VIDEOBEAM large screen tele-

(dynamic); VIDEDBEAM large screen television/video projectors.

AFCO ELECTRONICS INC., 471 Roland Way,
Oakland, Calif. 94621. Tel: (415) 635-7000.
Product: 8-tr. & cassette (auto, portable)
rec'rs/players.
AIKO CORP., 2020 W. 16 St., Broadview, III.
60153. Tel: (312) 261-0734.
Product: Cassette (auto, portable) rec'rs/
players.

players.
AIWA, see Meriton Electronics.
AKAI AMERICA LTD., 2139 E. Del Amo Blvd.,
Compton, Calif. 90224. Tel: (213) 537-3880.
Product 8-tr., cassette & open reel (home)
rec'rs/players, video rec'rs/players, closed

rec'rs/players, video rec'rs/players, closed circuit cameras, receivers, speakers.

NRON INC., 185 Park St., Troy, Mich. 48084.
Tel: (313) 585-8400. Pres.: Emery Klein:
Nat'l Sales Mgr.: Terrance Sexton.

Distribution: ID.

Product: RHAPSODY 8-tr. & cassette (home, auto, portable) rec'rs/players, compact phono or phono combs. w/tape units, receivers, speakers, turntables, head-phones.

ALEMBIC INC., PO Box 568, 8360 Industrial Ave., Cotati, Calif. 94928. Tel: (707) 795-2161. Pres.: W.A. Turner; VP & Sales Mgr.: Sam Field. on: M/End. M/C. ID.

Sam Field.

Distribution: M/End, M/C, ID.
Product: Pre-Amplifiers.

ALLEGRO, see Zenith.

ALLISON ACOUSTICS INC., 7 Tech Circle, Natick, Mass. 01760. Tel: (617) 237-2670. Pres.: Roy F. Allison; Mktg. Dir.: Sumner Bennett.

Distribution: M/Ret.
Product: Speakers.

ALTEC CORP., SOUND PRODS. DIV., 1515 S.

Manchester Ave., Anaheim, Calif. 92803.
Tel: (714) 774-2900. Pres.: William F. Garmon; Sales Mgr.: James Morrison; Adv. Mgr.: Deryl Finney.
Distribution: M/Ret, M/OEM, M/C, M/Rep.
Product: Amplifiers, speakers, microphones (condenser, dynamic), equalizers.

AMBIO-BOX, see Bang & Olufsen.

AMBOY AUDIO ASSOCS., 236 Walnut St., South Amboy, N.J. 08879. Tel: (201) 721-5121.

Product: Open reel (professional) rec'rs/players, speakers, turntables, microphones,

equalizers.

AMERICAN ACOUSTIC LABS, 629 W. Cermak
ACOUSTIC LABS, 629 W. Cermak
ACOUSTIC LABS, 629 W. Cermak
Pres.: George H. Miller; Nat'l Sales Mgr.:
Bernard Fryman.

Distribution: M/Rep.

Distribution: M/Rep.
Product: AAL speakers.

AMERICAN AUDIOPORT INC., 1407 N. Providence Rd., Columbia, Mo. 65201. Tel: (314)
443-1636. Pres.: Bruce R. Maier; Sales Mgr.:
Eric Fossum; Adv. Mgr.: Joy Ferguson.
Product: STAX amplifiers, pre-amplifiers, tonearms, headphones; LENTEK speakers;

Product: STAX amplifiers, pre-amplifiers, tonearms, headphones; LENTEK speakers; ENTRE-1 phono cartridges.

AMPEX CORP., AUDIO-VIDEO SYSTEMS DIV., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Pres.: Arthur H. Hausman; Adv. Mgr.; Al Fisher.

Branches: Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000. Reg1 Sales Mgr.: Tom Wielson—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Reg1 Sales Mgr.: Paul Hansil—Elik Grove Village, Ill., 2201 Lung Ave. Zip: 60007. Tel: (312) 593-6000. Reg1 Sales Mgr.: Len Hase—Betheada, Md., 01215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—Hackensack, N.J., 75 Commerce Way. Tel: (201) 489-7400. Reg1 Sales Mgr.: Al Slater—Dalias, Tex., 1615 Prudential Dr. Zip: 75235. Reg1 Sales Mgr.: Frank Nault.
Distribution: M. Ret, ID, M./Rep.
Product: Open reel (professional) rec'rs/players, video rec'rs/players (2" quad. 1" helical, %" U-standard), video disk rec'rs/players.

AMPRO BROADCASTING INC., 850 Pennsylva-

helical, %" U-statudard), vices players.

AMPRO BROADCASTING INC., 850 Pennsylvania Blvd., Feasterville, Pa. 19047. Tel: (215) 322-5100. Pres.: Edward M. Mullin; Sales Mgr.: Joseph Novik.

Distribution: M/OEM. ID, M/Rep.
Product: Pre-amplifiers, tonearms.

Product: Pre-amplication AMPZILLA, see Great American.
ANALOG & DIGITAL SYSTEMS INC., 64 Induswilmington, Mass. 01887. Tel:

trial Way, Wilmington, (617) 658-5100. **Product:** ADS speakers.

(617) 959-5100.

Product: ADS speakers.

ANDANTE, see Sumiko.

ANGLO-AMERICAN AUDIO CO. INC., PO Box 653, Buffalo, N.Y. 14240. Tel: (416) 438-1012. Pres.: Bruce Emonson; Sales Mgr.: John Rouse; Adv. Mgr.: Bob Bolles.

Distribution: M/Rep.
Product: B&W speakers.

ANTHEM ARRAY, see Audioanalyst.

ARISTA ENTS. INC., 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-7000. NYC (212) 895-6453. Pres. & Adv. Mgr.: Alan Leifer; Sales Mgr.: Leon Kramer.

Distribution: M/Ret, ID, M/Rep.
Product: ARISTA pre-amplifiers, speakers, tonearms, phono cartridges, styli—pickup,

headphones; SPECTRUM BY ARISTA microphones (condenser, dynamic), head-

oduct: Speakers.

1742.
Product: Speakers.

ARMSTRONG, see Sindell Org.

ARROW TRADING CO. INC., 1115 Broadway,
New York, N.Y. 10010. Tel: (212) 255-7688.
Product: 8-tr. (home, auto, portable) & cassette (home, portable) rec'rs/players.

ARVIN INDS, INC., 1531 13 St., Columbus, Ind.
47201. Tel: (812) 372-7271.
Product: Compact phono or phono combs.

ASCO, see Accurate Sound.

ASHLEY AUDIO INC., 1099 Jay St., Rochester,
N.Y. 14611. Tel: (716) 328-9560. Pres. &
Adv. Mgr.: Richard F. Weber; Sales Mgr.:
Eric Soehner.
Distribution: M/Ret.
Product: Equalizers (parametric), electronic
crossovers, signal processing equip.

Product: Equalizers (parametric), electronic crossovers, signal processing equip.

SAM ASH MUSIC CORP., 301 Peninsula Blvd., Hempstead, N.Y. 11550. Tel: (212) 347-7757. Pres. & Sales Mgr.: Jerry Ash; Exec. VP & Adv. Mgr.: Paul Ash.

Distribution: M/Ret, M/End.
Product: SAM ASH, SAMSON speakers.

ASTATIC CORP., Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 593-1111.
Pres.: John P. Wrenn; Commercial Sound Sales: Thomas Ryan; Adv. Mgr.: Bob Burdick.

Gales. Inomas Myan; Adv. Mgr.: Bob Burdick.

Distribution: M/OEM, M/C, ID, M/Rep.
Product: Tonearms. phono cartridges, styli—pickup. microphones (dynamic).

AUDIMAX, see Thomson-CSF.

AUDIMAX, see Thomson-CSF.

AUDIMAXI 19T INC., 520A Danbury Rd.. New Milford, Conn. 06776. Tel: (203) 354-5521.
Pres.: Malcolm Scholl: Nat'l Sales & Adv. Mgr.: Jane Ostrander.

Distribution: M/Rep.
Product: PHASEMATRIX, ANTHEM ARRAY speakers; DYNAVECTOR tonearms, phono cartridges.

speakers; DYNAVECTOR tonearms, phono cartridges.

AUDIOARTS ENG'G, 286 Downs Rd., Bethany, Conn. 06525. Tel: (203) 393-0887. Pres.: Gary C. Snow,
Distribution: M/Ret, M/C.
Product: Pre-amplifiers. equalizers, tuneable electronic crossovers, tuneable notch filter/feedback suppressor.

AUDIO CONCEPTS INC./DAVE KELSEY SOUND, 7138 Santa Monica Bivd., Hollywood, Calif. 90046. Tel: (213) 851-7172. Pres.: Dave Kelsey.
Product: Speakers.

AUDIO CRAFT, see Audiophile.
AUDIO DESIGNS, 1657 S. Staples, Corpus Christi. Tex. 78404. Tel: (512) 884-7273. Product: Speakers.

AUDIO DYNAMICS CORP., Pickett District Rd., New Milford, Conn. 06776. Tel: (203) 354-3911. Pres.: C.E. Wennerstrand; Sales Mgr.: John Gennaro; Prod. Planning/Mktg. Servs. Mgr.: Bob Schindhelm. Distribution: M/Ret, M/OEM, ID, M/Rep. Product: ADC tonearms, phono cartridges,

Product: ADC tonearms, phono cartridges, styli—pickup.

AUDIO GENERAL INC., 1631 Easton Rd., Willow Grove, Pa. 19090. Tel: (215) 659-1236. Pres.: David A. Spiegel; Sales & Adv. Mgr.: Robert Tucker.

Distribution: M/Ret, ID, M/Rep.
Product: AGI pre-amplifiers.

AUDIO INNOVATIONS, 164 Belle Terre, La Place, La. 70068. Tel: (504) 652-2079. Pres.: Hugh Hearon, Sales Mgr.: Rolf Hildebrandt; Adv. Mgr.: Debbie Lambert.

Distribution: M/Ret, M/C.
Product: HEARON speakers.

Product: HEARON speakers.
AUDIO INT'L INC., 3 Cole PI, Danbury, Conn.
06810. Tel: (203) 792-0063. Pres. & Sales
Mgr.: Geoffrey W. Hall; Adv. Mgr.: Larry

Mgr.: Geotfrey W. Hall; Auv. Ingr.: Len., Hellman.
Distribution: M/Ret, M/OEM, M/Rep.
Product: Amplifiers, pre-amplifiers, speakers, equalizers, electronic crossovers.
AUDIOMARKETING LTD., 142 Hamilton Ave., Stamford, Conn. 06902. Tel: (203) 359-2312.
Pres.: Hamilton H. Brosious; Gen. Mgr.: Richard N. Anderson.
Distribution: M/Ret, M/Rep.
Product: H/H amplifiers; BIG RED, SUPER RED speakers.

Product: H/H amplifiers; BIG RED, SUPER RED speakers.

AUDIOMOBILE, 2850 E. 29 St., Long Beach, Calif. 90806. Tel: (213) 595-4936. Pres.: Ken Cleveland; Mktg. Dir.: Richard M. Burtis; Sales Mgr.: John Lizars.

Distribution: M/OEM, ID, M/Rep. Product: Cassette (auto) rec'rs/players.

AUDIONICS INC., 10950 SW Fifth Ave., No. 160, Beaverton, Ore. 97005. Tel: (503) 641-5225. Pres. & Sales Mgr.: Charles Wood; Adv. Mgr.: Gene Still.

Distribution: M/Ret. M/End. M/Rep.

Pres. & Sales Mgr.: Charles Wood; Adv. Mgr.: Gene Still.

Distribution: M/Ret, M/End, M/Rep.
Product: Amplifiers, pre-amplifiers, speakers, decoders & demodulators.

AUDIOPHILE IMPORTS, 10 E. Erie St., Chicago, III. 60611. Tel: (312) 787-0750.

Product: QUAD amplifiers, pre-amplifiers, tuners, speakers; TRANSCRIPTOR-MICH-ELL turntables; AUDIO CRAFT tonearms.

AUDIO PULSE DIV., GOULD ELECTRONIC SYSTEMS, 4323 Arden Dr., El Monte, Calif. 91731. Tel: (213) 442-0123. Gen. Mgr.: Donald R. Becker; Mktg. Dir.: Patrick D. Bennett. Distribution: M/Ret, M/Rep.
Product: Digital time delay systems.

AUDIO RESEARCH CORP., 2843 26 Ave. S., Minneapolis, Minn. 55406. Tel: (612) 721-2961. Product: Amplifiers, pre-amplifican, speak

act: Amplifiers, pre-amplifiers, speak-

AUDIO-TECHNICA US INC., 33 Shiawassee

TAPE HARDWARE (Industry Estimates)* **Factory Shipments** Retail Value (000) % Change 1977 1976 **TAPE DECKS** 1977 % Change 1976 + 23% 385,000 313,000 Cassette \$ 88,165 \$ 71,677 + 23% 109.000 115,000 - 5% Open Reel 59.078 62.100 - 5% + 8% 97,000 90.000 8-Track 15,132 13.410 +13% 591,000 518,000 + 14% **TOTALS** \$162,375 \$147,187 +10%

1977	1976	% Change	PORTABLES	1977	1976	% Change
(000)	(000)					
10,500	9,546	+ 10%	Cassette	\$462,000	\$419,400	+ 10%
1,637	1,542	+ 68	8-T Player	109,679	100,230	+ 9%
102	94	+8.5%	8-T Recorder	13,056	11,855	+ 10%
12,239	11,182	+ 9.5%	TOTALS	\$548,735	\$531,485	+ 10%

1977	1976	% Change	COMPACTSYSTEMS	1977	1976	% Change
(000)	(000)					
3,803	3,582	+8%	\$ ALL TAPE	772,334 \$	715,696	+8%
16,633	15,282	+ 9%	TOTALS \$1	,519,441 \$1	,394,368	+ 9%

Factory	Shipment:	s (000)		Retail Value (000)			
1977	1976	% Change	8-TRACK	1977	1976	% Change	
2,590	2,255	+ 15%	ID Radio/Combo	\$292,670	\$248,050	+ 18%	
1,900	1.735	+ 9.5%	UD Player	87,400	78,075	+12%	
555	500	+11%	UD Radio/Combo	43_845	38,560	+ 14%	

1977	1976	% Change	CASSETTE	1977	1976	% Change
822	700	+ 17%	ID Radio/Combo	\$122,478	\$101,500	+ 21%
616	560	+ 10%	UD Player	49,896	44,240	+ 13%
416	375	+ 13%	UD Radio/Combo	53,248	46,875	+ 13.5%
1,854	1,635	+13%	TOTALS	\$225,622	\$192,615	+ 17%
6,899	6,125	+ 13%	ALL AUTOSOUND	\$649,537	\$557,300	+ 16.5%

SHARE OF MARKET								
	1977	1976	1975	1974				
In-Dash (ID) vs. Under-Dash (UD)	49.5%	48.2%	34.5%	23.2%				
8-Track vs. Cassette *Merchandising Magazine figures: Billboard extrapolations.	73.1%	73.3%	73.4%	76.3				

Factory	Shipments	(000)		Reta	il Value (00) ()				PHONOGRAPHS			
1977 1,185	1976 1,050	% Change + 13%	Receivers Separates (amps,	1977 \$ 392,235\$	1 976 341,250	% Change + 15%	1977 4,625	1976 3,855	% Change + 20%	Portable, table, console, compact	1977 \$838,750	1976 \$564,075	% Chang + 49%
320	275	+ 16%	preamps, tuners) Turntables	96,640	81,125	+ 19%							
2,015	1,866	+ 8%	(excluding OEM) Cartridges	251,875	222,054	+ 13%							
3,000	2,600	+ 15%	(excluding OEM) Speakers (only	81,000	67,600	+ 20%			HOME	VIDEOTAPE RECOR	DERS*		
3,125	2.800	+ 12%	components)	415,625	350,000	+ 19%	1977	1976	% Change		1977	1976	% Chang
2,400	2.300	+ 4%	Headphones	86,400	80,500	+ 7%	225,000	43,000	+ 423%		\$247,500	\$51,600	+ 380%

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Ave., Fairlawn, Ohio 44313. Tel: (216) 836-0246. VP & Gen. Mgr.: Jon R. Kelly: Mktg. Mgr.: Fred Nichols; Nat'l Sales Mgr.: Bud Patton

Patton.

Distribution: M/Rep.

Product: Tonearms, phono cartridges, styli—pickup, microphones (condenser, dy-

styli—pickup, microphones (condenser, dynamic), headphones.

AUDIO TECHNOLOGY, 1135 Tower Rd., Schaumburg, III. 60195. Tel: (312) 885-0066. Pres.: J.B. Hildebrant; Sales Mgr.: Bill Griffis; Adv. Mgr.: K.T. McKenna.
Distribution: Mr.Ret, M./Rep.
Product: Amplifiers, pre-amplifiers, headphones, LED peak indicators.

AUDIO TRANSPORT SYSTEMS, 985 Pleasant St., Bridgewater, Mass. 02324. Tel: (617) 697-6000. Sales Mgr.: Rick Mansur; Adv. Mgr.: Jack Frohn.
Distribution: Mr.Ret, M/C.

Mgr.: Jack Frohn.
Distribution: M/Ret, M/C.
Product: Pre-amplifiers, speakers.
AUDIOTRONICS CORP., 7428 Bellaire Ave.,
North Hollywood. Calif. 91605. Tel: (213)

ers. AURATONE CORP., PO Box 698, Coronado, Calif. 92118. Tel: (714) 297-2820. Pres & Adv. Mgr.: J.A. Wilson; Sales Mgr.: H.E. Wil-

son.

Distribution: M/Ret, M/OEM M/End. M/C.
Product: Speakers (mixdown/comparison
monitors), equalizers.

AURORA SOUND INT*I, 13232 Leadwell, No1th
Hollywood, Calif. 91605. Tel: (213) 9821360. Pres. & Sales Mgr.: B. rigney.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Speakers

Product: Speakers.
AUTOMATED PROCESSES INC., 790 Park Ava.,
Huntington, N.Y. 11743. Tel: (516) 427-

6024.

Product: Amplifiers, pre-amplifiers, equal-

izers.
AUTOMATIC RADIO MFG. CO. INC., 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300.
Branches: Sun Valley, Calif., 11200 Sherman Way. Zip: 91352. Tel: (213) 875-2363—Bensenville, Ill., 290 Beeline Dr. Zip: 60103. Tel: (312) 595-2984.
Product: 8-tr. & cassette (auto) rec'rs/players.

AUTO-TEC, see United Research.

AVID CORP., 10 Tripps Ln., East Providence, R.I. 02914. Tel: (401) 438-5400.

Product: Speakers. headohones.

Product: Speakers, headphones.

AVSCO INC./LEAR JET STEREO, 140 Corum
Rd., Excelsior Springs, Mo. 64024. Tet Rd., Excelsior Springs, Mo. 64024. Tel:
(816) 637-2114.
Product: LEAR JET 8-tr. & cassette (autorec'rs/players, tuners, receivers, speakers

B E S GEOSTATIC, see Bertagni Electro-

Acoustic.

B G W SYSTEMS INC., 13130 S. Yukon Ave., Hawthorne, Calif. 90250. Tel: (213) 973-

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8090. Pres.: Brian Gary Wachner; Adv. Mgr.: Barbara Wachner. Distribution: M/Ret. M/Rep. Product: Amplifiers, pre-amplifiers. C, see British Inds.

Product: Amplifiers, pre-amplifiers.

B I C, see British Inds.
B I C VENTURI, see British Inds.
B M L ELECTRONICS INC., 5305 N. Ravenswood, Chicago, III 60640. Tel: (312) 271-7755. Pres. John M. Montalbano; Sales & Adv. Mgr.: Russell J. Ziegler.
Distribution: M/Rep.
Product: TRACER speakers.
B S R (USA) LTD., Rt. 303, Blauvelt, N Y. 10913. Tel: (914) 358-6060.
Branch: Elk Grove Village, III., 780 Lively Ave. Zip: 60001. Tel: (312) 439-8880.
Product: BSR 8-tr. (home) rec'rs/players, turntables. equalizers; ADC turntables, phono cartridges, styli—pickup, equalizers; ACCUTRAC turntables.
B&W, see Anglo-American.

B&W, see Anglo-American.

BANG & OLUFSEN OF AMERICA INC., 515

Busse Rd., Elk Grove Village, III. 60007. Tel:
(312) 640-0660. Pres.; John H. Trux; Sales

Mgr.: James L. Goodman; Adv. Mgr.: Dan

Raderki.

(312) 640-0660. Pres.: John H. Trux: Sales Mgr.: James L. Goodman; Adv. Mgr.: Dan Radecki.
Distribution: M/Rep.
Product: BEOCORD cassette rec'rs/players. BEOMASTER receivers; BEOVOX PHASELINK speakers; BEOGRAM turntables; BANG & OLUFSEN phono cartridges; headphones, AMBIO-BOX ambience recovery systems.
BECKER ELECTRONICS MFG. CORP., Rt. 145, East Durham, N.Y. 12423. Tel: (518) 634-2571. Pres.: Fred Becker; Sales & Adv. Mgr.: Christopher A. Swan.
Distribution: M/Ret, M/OEM, ID, M/Rep. Product: Speakers.
BELL & HOWELL CO., AUDIO-VISUAL PRODS.
DIV., 7100 McCormick Rd., Lincolnwood, III. 60645. Tel: (312) 673-3300. Pres.: R.C. Frowkes; Sales Mgr.: J. Coomer; Adv. Mgr.: R. Reid.
Pietribution: M/Ret.

60645. Tel: (312) 673-3300. Pres.: R.C. Fowkes; Sales Mgr.J. Coomer; Adv. Mgr.: R. Reid. Distribution: M/Ret. Product: Cassette (professional, portable) rec'rs/players. BELLE KLIPSCH, see Klipsch. BENJAMIN ELECTRONIC SOUND CO., 789 Park Ave., Huntington, N.Y. 11743. Tel: (516) 673-8600. Product: CONCORD receivers, speakers, turntables; MIRACORD turntables; ELAC/MIRACORD styli—pickup. BEOCARD, see Bang & Olufsen. BEOGRAM, see Bang & Olufsen. BEOGRAM, see Bang & Olufsen. BEOMASTER, see Bang & Olufsen. BEOMASTER, see Bang & Olufsen. BEOTAMIN, see Bang & Olufsen. BEOTAMIN, see Bang & Olufsen. BERTAGNI ELECTROACOUSTIC SYSTEMS INC., 345 Fischer St., Costa Mesa, Calif. 92626. Tel: (714) 549-3833. Product: BES GEOSTATIC speakers. BETA, see Krypton Electronics. BETACORD, see Sanyo. BETAMAX, see Sony Corp. BETA SOUND CORP., 8120 Chancellor Row, Dallas, Tex. 75247. Tel: (214) 634-7590. Product: Speakers.

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963-6578. Pres.: Harold Beveridge; VP, Sales & Adv.: John E. Fermin. Distribution: M/Ret. Product: Speakers, equalizers.

BEYER, see Meteor.

BOGEN DIV./LEAR SIEGLER INC., Box 500, Paramus, N.J. 07562. Tel: (201) 343-5700. Pres.: John T. Morgan: Sales Dir.: Joseph A. Palmieri: Adv. Mgr.: David E. Pear: PR Coord.: Emily B. Sobin. Distribution: ID, M/Rep. Product: TECH-CRAFT BY BOGEN amplifiers, pre-amplifiers, tuners, receivers, equalizers, power amplifiers.

equalizers, power amplifiers.

BOLIVAR SPEAKER WORKS, Hwy 18 S., Bolivar, Tenn. 38008. Tel: (901) 658-2511.

var, Tenn. 38008. Tel: (901) 658-2511.
Product: Speakers.
BOMAN INDS., 9300 Hall Rd., Downey. Calif.
90241. Tel: (213) 869-4041.
Branch: Carlstadt, N.J. 140 Grand St. Zip:
07072. Tel: (201) 935-2144.
Product: 8-tr. & cassette (auto) rec'rs/players, speakers.

ers, speakers.

BON SONIC, see Hanabashiya Ltd.

BOSE CORP., 100 The Mountain Rd., Framingham. Mass. 01701. Tel: (617) 879-7330.

Pres.: A.G. Bose; Adv. Mgr.: Brian Flood; Sales & Professional Prods. Mgr.: Roy Ko-

Sales & Privadantal
mack.
Distribution: M/Ret.
Product: Amplifiers, speakers.
BOZAK INC., 587 Connecticut Ave., Norwalk,
Conn. 06854. Tel: (203) 838-6521.
Product: Amplifiers, pre-amplifiers, speakers.

ers.

BRAUN, see Adcom.
BRENNER ASSOCS. INC., 190 Lincoln Hwy.,
Edison, N.J. 08817. Tel: (201) 494-2700. VP:
Bob Morrison; Discotron Div. Sales Mgr.:
David Gorin.
Product: GMI amplifiers, pre-amplifiers.
BRISTOL AUTO SOUND, 5626 Bonhomme Rd.,
Houston, Tex. 77036. Tel: (713) 783-3424.
Pres.: Morrie Abramson; Nat'l Sales Mgr.:
George Reed.
Distribution: M./Ret, ID, M./Rep.
Product: 8-tr. & cassette (auto) rec'rs/players.

ers.

BRITISH INDS, CO., South Service Rd., Westbury, N.Y. 11590. Tel: (516) 334-7450. VP's Sales: Franklin Hoffman, Larry Epstein, Product: BIC VENTURI speakers; BIC turn-

Product: BIC VENTURI speakers; BIC turntables.

BRYSTON, see Great White Whate.

BUHL INC., 5 Paul Kohner PI., Elmwood Park,
N.J. 07407. Tel: (201) 797-7100. Pres.:

James Weidenman; Mktg. Mgr.: Lloyd Osborne; Adv. Mgr.: Robert Feiler.

Distribution: ID. M/Rep.

Product: PROGRAMMA-BUHL cassette (portable, professional) rec'rs/players;

BUHL microphones.

BURWEN RESEARCH INC., 145 University Ave.,
Westwood, Mass. 02090. Tel: (617) 326-8000. Pres.: Michael D. Brown; Mktg.
Coord.: Sally S. Darby.

Products: Noise reducers, headphones.

C C L ENTS. INC., 30682 San Antonio St., Hayward, Calif. 94544. Tel: (415) 487-1144.

Pres.: Gregory A. Calo; Sales Mgr.: John W. McKissock.

Branch: Avon, Mass., 24 Ledin Dr. Zip:

McKissock.

Branch: Avon, Mass., 24 Ledin Dr. Zip: 02322. Tel: (617) 588-1800. Gen. Mgr.: Charles F. Schnelle.

Distribution: M/Ret. M/Rep.

Product: SINUS speakers.

CABLE-CRAFT, see Cable of America.

CABLE OF AMERICA INC., 4895 Joliet, Commerce City, Colo. 80033. Tel: (303) 371-8165.

Product: CABLE CABLE CABLE CABLE.

8165.
Product: CABLE-CRAFT headphones.
CALIFONE INT'L INC., 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631.
Product: Microphones, headphones.
CANTON, see Adcom.
CAPEHART CORP., 770 Lexington Ave., New York, N.Y. 10021. Tel: (212) 421-6070.
Product: 8-tr. & cassette (home) rec'rs/ players, console phono or phono combs. w/ or w/o tape units.

players, console phono or phono combs. w/ or w/o tape units.

CAR TAPES INC., 1000 E. Del Amo Blvd., Carson, Calif. 90746. Tel: (213) 637-1001. Pres.; Leo David; Gen. Mgr.: Glyn Hasal; Sales Mgr.: James Parkin.

Distribution: M/Ret, M/OEM, ID, M/Rep. Product: JET SOUNDS 8-tr. & cassette (auto) rec'rs/players, compact phono or phono combs w/tape units.

CARTER CORP., 1916. 11 St., Rockford, Ill. 61101. Tel: (815) 397-3200. Pres.: R. L. Fleming; VP Sales & Mktg.: St., Fleming. Distribution: M/Ret, ID, M/Rep. Product: CARTER-CRAFT microphones (condenser), headphones.

Product: CARTER-CRAFT microphones (condenser), headphones.
CARTER-CRAFT, see Carter Corp.
CARVIN MFG. CO., 1155 Industrial Ave., Escondido, Calif. 92025. Tel: (714) 747-1710.
Product: Amplifiers, speakers.
CELESTION INDS. INC., Kuniholm Dr., Holliston, Mass. 01746. Tel: (617) 429-6706. Pres., John J. Bubbers; Nat'l Sales Mgr.: Robert E. Shapiro.
Distribution: M/Rep.
Product: Sneakers.

Product: Speakers.
CENTREX BY PIONEER, see Pioneer Electron-

ics.
CENTURY PROJECTION SYSTEMS INC., 1601
Civic Center Dr., Santa Clara, Calif. 95050.
Tel: (408) 985-0953. Pres.: Ehrenfried Liebich; VP Sales: Gayle Hickok.
Distribution: ID.
Product: Large screen television/video pro

jectors. CENTURY PROJECTOR CORP., 32-02 Queens Blvd., Long Island City, N.Y. 11101. Tel: (212) 786-3566. Pres.: J.G. Baer; Sales Mgr.: Bob Fiedel.

Distribution: ID.

Product: CENTURY SOUND SYSTEMS amplifiers, pre-amplifiers, motion picture sound reproduction systems (optical &

magnetic). *
CENTURY SOUND SYSTEMS, see Century Pro-

jector.

CERWIN-VEGA INC., 12250 Montague St., Arleta, Calif, 91331. Tel: (213) 896-0777. Pres.;
Gene Czerwinski: ; Sales Mgr.: Gail Martin;
PR Co-ord.: Michael Koehn.
Distribution: M. Rep.
Product: Amplifiers, pre-amplifiers, speakers, equalizers, moving coil cartridge amplifiers.

fiers.

CETEC AUDIO, 13035 Saticoy St., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Pres.: Mort Fujii; Sales Mgr.: Ken McKenzie. Product: GAUS\$ speakers.

CETEC BROADCAST GROUP, 75 Castilian Dr., Goleta, Calif. 93017. Tel: (805) 968-1561. Pres.: Ed Watts; Sales Mgr.: Andy McClure: Sales Program Coord. & Adv. Mgr.: Marty Hilmans.

Hijmans.
Branches: Grand Junction, Colo., PO Box
1193. Zip: 81501. Tel: (303) 243-5373. District Mgrs.: Mike Schafer, Dick Maynard—
West Babylon, N.Y., 14 Snow Ave. Zip:
11704. Tel: (516) 587-5579. District Mgr.:
Lou Bruno—Lake Oswego, Ore., 50 Kerr
Pkwy., No. 50. Zip: 97034. Tel: (503) 6354729. District Mgr.: Dave McDonald—Beth-

lehem, Pa., 401 Carver Dr. Zip: 18017. Tel:
(215) 432-3832. District Mgr.: George V. Pupala—Dallas, Tex., 10523 Maplegrove. Zip:
75218. Tel: (214) 328-4944. District Mgr.:
Tom Copeland—Marion, Va., PO Box 31.
Zip: 24354. Tel: (703) 783-2001. District Mgr.: Bob Dix.
Distribution: M/End.
Product: CETEC-SPARTA open reel (professional) rec'rs/players; amplifiers, preamplifiers, speakers.
CETEC-SPARTA, see Cetec Broadcast.
CHANNEL MASTER (DIV. OF AVMET), Rt. 209
Ellenville. N.Y. 12428. Tel: (914) 647-5000.
Product: 8-tr. (auto) & cassette (auto, portable) rec'rs/players, receivers. speakers. turntables.
CINEMA IV, see PM Systems.

turntables.

CINEMA IV, see PM Systems.
CINEVISION, see Projection Systems.
CITATION, see Harman/Kardon.
CLARION CORP. OF AMERICA, 5500 Rosecrans Blvd., Lawndale, Calif. 90260. Tel: (213) 973-1100. Pres.: J. LeVitus; VP Sales: M. Merson, Product: 8-tr. (auto) & cassette (home, auto)

rec'rs/players, amplifiers, tuners.

DAVID CLARK CO. INC., 360 Franklin St.,
Worcester, Mass. 01604, Tel: (617) 756-

Product: STRAIGHTAWAY Headphones
CLASSETTE, see Auditronics. Product: STRAIGHTAWAY Headphones.
CLASSETTE, see Auditronics.
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CLUBMAN, see Meteor.
COLORMATION, see Roctronics.
CONCERT HALL, see Interstate Inds.
CONCERT HALL, see Interstate Inds.
CONCORD, see Benjamin Electronic.
CONCORD, see Westland Int'I.
CONNOISSEUR, see Hervic.
CORNWALL, see Klipsch.
CRAIG CORP., 921 W. Artesia Blvd., Compton,
Calif. 90220. Tel: (213) 537-1233.
Product: 8-tr. & cassette (home, auto, portable) rec'rs/players, console, compact &
portable phono or phono combs. w/ or w/o
tape units, tuners. receivers, speakers, turntables.

CREATIVE ENVIRONMENTS INC., 85 Hoffman Ln. S., Hauppauge, N.Y. 11787. Tel: (516)

CREATIVE ENVIRONMENTS ITS.

Ln. S., Hauppauge, N.Y. 11787. Tel: (516) 552-4600.

Product: CREATIVE speakers.

CRITERION, see Lafayette.

CROWN INT'L INC., 1718 W. Mishawaka Rd., El-khart, Ind. 46514. Tel: (219) 294-5571. Pres.: Clarence C. Moore; Sales Mgr.: James S. Beattie; Adv. & PR Mgr.: Murray Young.

Distribution: M/Ret.

Product: Amplifiers, pre-amplifiers, tuners, equalizers.

equalizers.

CROWN RADIO CORP., 139 Mitchell Ave., Suite 223, South San Francisco, Calif. 94080. Tel:

223, South San Francisco, Calif. 94080. Tel: (415) 873-1640. **Product:** CROWN, CROWNSCRIBER tape

playback equip.

CROWNSCRIBER, see Crown Radio.

CURTIS MATHES CORP., PO Box 151, Athens,
Tex. 75751. Tel: (214) 675-2294.

Product: Console phono or phono combs.
w/tape units, compact phono or phono
combs. w/o tape units, receivers, turntables.

CUSTOM AUDIO DIV., LINEAR ACOUSTICS INC., 928 Main St., Buffalo, N.Y. 14202. Tel: (716) 886-0640. Pres. & Sales Mgr.: G. George Chinni. Distribution: M/Ret, M/End, M/C, Br.

George Chinni.

Distribution: M/Ret, M/End, M/C, Br.

Product: LINEAR ACOUSTICS amplifiers,

pre-amplifiers, speakers. x INC., 71 Chapel St., Newton, Mass. 02195. Tel: (617) 964-3210. Pres.: David Blackmer. Mktg. Dir.: Larry Blakely.

Product: Noise reducers, compressor/limit-

ers.

C M CORP., 2275 S. State, Ann Arbor, Mich.

48104. Tel: (313) 994-8481. Pres., Sales &
Adv. Mgr.: Bob Waterstripe; VP: Steven
Eberbach.
Distribution: M/Ret. M/Rep.

Distribution: M/Het. M/Hep.
Product: Speakers.
D T S-ELECTRO-ACOUSTICS, PO Box 16049,
Seattle, Wash, 98116. Tel: (206) 938-0366.
-Product: SCHOELER-AKUSTIK amplifiers,
pre-amplifiers, tuners, speakers: RIM amplifiers,
pre-amplifiers. luners, equalizers.
D W D INC., PO Box 9056. Fresno, Calif. 93792.

Tel: (209) 485-0821.
Product: Speakers.
DAHLQUIST INC., 27 Hanse Ave., Freeport, N Y.
11520. Tel: (516) 623-1120. Pres., Sales &
Adv. Mgr.: Saul B. Marantz: Customer Relations Mgr.: John Finn.
Distribution: M/Ret.
Product: Speakers, electronic crossovers.
DEJAY CORP., 5 Mear Rd., Holbrook, Mass.
02184. Tel: (617) 767-3900.
Product: 8-Ir. (home) rec'rs/players, compact phono or phono combs. w/ or w/o
tape units, speakers, turntables.
DELTA-T, see Lexiconic.
DELTA-T, see Lexiconic.
DENON, see Eric Small.
DIACOUSTIC LAB., 1063 Vine St., Hollywood,
Calif. 90038. Tel: (213) 467-5121. Pres.: Ernest M. Knight; Sales Mgr.: L.M. Hildebrand.
Product: Styli—pickup.
DOKORDER INC., 14430 Hindry Ave., Lawndale,
Calif. 90260. Tel: (213) 644-4421.
Product: Cassette & open reel (home)
rec'rs/players.
DOLBY LABS. INC., 731 Sansome St., San Fran-

Product: Cassette & open reel (nume) recl'rs/players.

DOLBY LABS. INC., 731 Sansome St., San Francisco, Calif. 94111. Tel: (415) 392-0300. Pres.: Ray Dolby: VP Mktg.: loan Allen. Product: Noise reducers.

DREAD NAUGHT, see Dunlap Clarke.

DUAL, see United Audio.

DU KANE CORP., 2900 DuKane Dr., St. Charles. III. 60174. Tel: (312) 584-2300. Product: Amplifiers, speakers, microphones, equalizers.

phones, equalizers.

DUNLAP CLARKE ELECTRONICS, 54 Felton
St., Waltham, Mass. 02154, Tel: (617) 8992320, Pres.: Ron Dunlap.

Product: DREAD NAUGHT amplifiers, pre-

amplifiers.

DYMA ENG'G INC., PO Box 1697, Taos, N.M.
87571, Tel: (505) 758-2686. Pres. & Adv.
Mgr.: C.G. Cunningham; Sales Mgr.: M.
Ziomko.
Distribution: M/Ret, M/End. M/C.
Product: Console phono or phono combs
w/tape units, amplifiers, equalizers, noise
reducers.





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Distribution: M:/Ret, M:/C, M:/Rep.
Product: Amplifiers, pre-amplifiers, tuners, conducts of the college.

Distribution: M/Het, M/Le, M/Hep.
Product: Amplifiers, pre-amplifiers, tuners, speakers, equalizers

DYNACORD ELECTRONICS INC., 6908 Lawnton St., Philadelphia, Pa. 19128, Tel: (215) 482-4992. Sales Mgr.: Joseph Colantonio. Home office: West Germany.

Distribution: M/Rep.
Product: Cassette & open reel rec'rs/players, amplifiers, pre-amplifiers, tuners, speakers, turntables, tonearms, phono cartridges, styli—pickup, microphones (dynamic, ribbon), equalizers, decoders & demodulators, headphones.

DYNAVECTOR, see Audioanalyst.

DYN ELECTRONICS INC., 3095 NW 77 Ave. Miami, Fia 33122. Tel: (305) 592-6710. Product: ROBERTS 8-tr. (home, auto, portable) & cassette (home, portable) rec'rs/players, compact phono or phono combs w/ or w/o tape units, portable phono or phono combs. w/tape units. receivers, turntables.

E M T, see Gotham Audio.

E M T, see Gotham Audio. E P C SOUND/LIGHT/DESIGN, PO Box 11241 300 E. Robbins Ave. Newington, Conn. 06111. Tel: (203) 666-6119. Pres.: Richard Jolie, VP.: leff Guiffre.
Distribution: M/Ret, M/End, M/C, ID. Product: Speakers
E P I, see Epicure Prods
E R A ACOUSTICS INC., 311 E Park St., Moonachie, N.J. 07074. Tel: (201) 641-3650 Pres.: Lewis Gould: Sales Mgr.: Ted Gordon.

don.

Branch: Fort Lauderdale, Fla., 3299 SW 11
St. Zip: 33315. Tel: (305) 523-7575. Gen. Mgr.: Bob Worthizer.

Distribution: M/Ret, M/OEM, ID.

Product: POLY PLANAR-MAGITRAN

Product: POLY PLANAR-MAGITRAN speakers
E S A, see Eric Small.
E S S, see Electrostatic Sound Systems.
EARTH SOUND RESEARCH CORP., 7 Grand Blvd N., Brentwood, N.Y. 11717, Tel. (516) 231-4500, Pres., Mark Neuman, VP & Sales Mgr., Michael Maguire.
Product: Speakers, equalizers.
EDCOR, 3030 Red Hill Ave., Costa Mesa, Calif. 92626. Tel: (714) 556-2740, Pres., Larry Weston, Sales Mgr., Phyllis Weston.
Distribution: M./Ret.
Product: Microphones (FM wireless).
EDMUND SCIENTIFIC CO., 101 E. Gloucester Pike, Barrington, N.J. 08007, Tel: (609) 547-3488. Pres., Robert M. Edmund, Sales Mgr., Robert McKelvey, Adv., Mgr.; Shelly Bernbaum.

Bernbaum.
Int'l branch: Canada
Distribution: M/Ret, M/OEM, M/End, M/C Product: Large screen television/video pro-

jectors.
ELAC/MIRACORD, see Benjamin Electronic.
ELECTRA RADIO CORP. (ERC), 75 New Hook
Rd., Bayonne, N.J. 07002, Tel. (201) 436-

7337.

Product: 8-tr. & cassette (home, portable) rec'rs/players, compact phono or phono

recrs/players. compact phono or phono combs. speakers.

ELECTRO BRAND INC., 4234 W. Drummond Pl.. Chicago, Ill. 60639. Tel. (312) 227-0500.

Product: 8-tr. (home) players. compact phono or phono combs. w/tape units

ELECTRO MUSIC/CBS MUSICAL INSTRUMENTS, 56 W. Del Mar Blvd., Pasadena. Calif. 91105. Tel. (213) 793-9131.

Product: LESLIE speakers: ELECTRO MUSIC headphones.

SIC headphones
ELECTROPHONIC, see Morse Electro Prods
ELECTROSONIC SYSTEMS INC., 4575 W. 77
St., Minneapolis, Minn. 55435 Tel: (612)
835-5787 Pres. & Adv. Mgr. Kevin Curry;
Sales Mgr., Willard Plumb, Mktg. Coord.

835-5787. Pres. & Adv. Mgr.; Kevin Curry. Sales Mgr. Willard Plumb, Mktg. Coord.: Denise Hayes. Product: Decoders & demodulators

ELECTROSTATIC SOUND SYSTEMS (ESS), 9613 Oates Dr., Sacramento, Calif. 95827. Tel. (916) 362-4102. Pres.. Philip Coelho: Sales Mgr.: Dwight Renzema; Adv. Mgr.: Jan Wessell.

Distribution: M/Ret. M/OFM

Distribution: M/Ret, M/OEM

DISTRIBUTION: M/Het, M/UEM
Product: ESS speakers.
ELECTRO-VOICE INC. (SUB. OF GULTON
INDS. INC.), 620 Cecil St., Dept. SB, Buchanan, Mich. 49107. Tel. (616) 695-6831.
Branch: Visalia, Calif., 7473 Ave. 304. Zip:
93277. Tel. (209) 625-1330.
Product: ELECTRO-VOICE speakers, microphones (condenser, dynamic). INTERFACE speakers.

crophones (condenser, dynamic); INTEHFACE speakers.

ELPA MKTG, INDS. INC., Thorens & Atlantic Aves., New Hyde Park, N.Y. 11040. Tel: (516) 746-3002. Pres. E.L. Childs, Sales Myrs., Eric Block, Bob Haspet, Adv. Myr., S.M. Berman.
Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip. 85260. Tel: (602) 948-1070. Chm., P.W. Kind.
Distribution: M/OEM, M/Rep.
Product: THORENS turntables.

EMERSON RADIO (DIV. OF MAJOR ELECTRONICS CORP.), 60 Enterprise Ave. N., Secaucus, N.J. 07094. Tel: (201) 865-4343.
Product: 8-tr. & cassette (portable) rec'rs/players

players

EMILAR CORP., 2837 Coronado St., Anaheim
Calif, 92806. Tel: (714) 632-8500. VP, Sales
& Adv. Mgr.: Algis Renkus.
Distribution: M/OEM, M/C, M/Rep.
Product: Speakers, hi frequency compression drivers & horns.

EMPIRE SCIENTIFIC, 1055 Stewart Ave., Gar-den City, N.Y. 11530. Tel: (516) 222-1400. Gen. Mgr., Kenneth I. Busch; Nat'l Sales Mgr.: Mark Friedman: Adv. Mgr.: John Heguist.

Hequist.
Int'l branch: Canada.
Distribution: M. Rep
Product: Turntables, tonearms, phono cartridges, styli—pickup.
ENTRE-1, see American Audioport.
EPICURE PRODS. INC., 1 Charles St., Newburyport, Mass 01950. Tel (617) 462-3181
Product: EPICURE Amplifiers, pre-amplifiers, speakers: EPI, MICROTOWER speak-

ers
ERCONA CORP., 2492 Merrick Rd., Bellmore,
N.Y. 1.1710. Tel: (516) 781-2770. Pres., E.B.
Frank, Sales Mgr., M. Kandell.
Product: LEAK amplifiers, pre-amplifiers
tuners, receivers, speakers, PML microphones (condenser, dynamic), headphones; "Private Label" speakers, headnhones.

EVANS CDM INC., 1200 Old Concord Rd.. Mon-roeville, Pa. 15146. Tel. (412) 373-8261 Product: Amplifiers, pre-amplifiers, equal-izers, noise reducers.

A L. see MGM Stage Equip

FEDERAL TRANSISTOR CO. INC., 5333 McConneil Ave., Los Angeles, Caiff 90066 Tei: (213) 391-5245. Press. Pay Pinto, Sales Mgr. Martin K. Harary, Adv. Mgr.: Denise Freeman

Mgr.: Martin K, Harary; Adv. Mgr.: Denise Freeman.
Distribution: M/Ret, ID, M/Rep.
Product: 8-tr. & cassette (home, portable) rec'rs/players, compact phono or phono combs. w/tape units, portable phono or phono combs. w/o lape units, amplifiers, tuners, receivers, speakers, turntables, headphones.

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

FERROGRAPH, see Sound Studio.

FIDELITONE INC., 207 N. Woodwork Ln., Palatine, III. 60067. Tel: (312) 359-8800.

Product: Phono cartridges, styli—pickup.

FISHER CORP., 21314 Lassen St., Chatsworth, Calif. 91311. Tel: (213) 998-7322. Pres.: Howard P. Ladd, Sales Mgrs. Dick Hulline, Don LaBenda; PR Mgr.: Chuck Baker.

Branches: South Plathfield, N.J., 151 Helen St. Zip. 07080. Tel: (201) 668-0200. Branch Mgr.: Ralph Kaufman—Milroy, Pa., Fisher Park. Zip. 17063. Tel: (717) 667-2101. VP. Ira Horon.

Distribution: M/Rep.

Product: 8-tr. & cassette rec'rs/players, compact phono or phono combs., amplifiers, tuners, receivers, speakers, turntables.

FONS, see Sindell Org.

FORMULA FOUR, see Polk Audio.
FORSYTHE AUDIO SYSTEMS, 28 Acton St.,
Watertown, Mass. 02172. Tel: (617) 9262574 Pres. Kenton G. Forsythe: Sales Mgr.;
Kenneth Berger; Adv. Mgr.; Richard Lewis.
Distribution: M./Ret.
Product: FORSYTHE AUDIO SYSTEMS,
ACOUSTIC TRANSDUCER speakers.
FRANKMANN RESEARCH, PO Box 125, Greenville, Ohio 45331. Tel: (513) 548-1355. Pres.;
C. William Frankman.

Distribution: M/Ret, M/End.
Product: Speakers
FRAZIER INC., 1930 Valley View Lri., Dallas.
Tex. 75234. Tei: (214) 241-3441. Fres.: J. A.
Frazier; VP. W. A. Wadkins, Nat'l Sales Mgr.:
Todd Crane.
Distribution: M/Rep.

Product: Amplifiers, speakers, equalizers. FRIED PRODS. CO., 7616 City Line Ave., Philadelphia, Pa. 19151. Tel. (215) 473-

Product: FRIED, IMF speakers
FUJITSU TEN CORP. OF AMERICA, 1135 E.
Janis St., Carson, Calif, 90746. Tel: (213)
537-8930. Dir., Sales & Mktg.: T. Gable.
Branch: West Caldwell, N.J., 810 Passaic
Ave. Zip. 07006. Tel: (201) 575-7869. Contact: I. Suzuki.
Distribution: M. Ret, ID, M./ Rep.
Product: TEN 8-tr. & cassette rec'rs/players, tuners, receivers, speakers, equalizers.
FULL COMPASS INC., 55 N. Dickinson St.



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Madison, Wis. 53703. Tel: (608) 257-0120. Pres. & Sales Mgr.: Richard P. Murphy, Adv Mgr.: Jonathan Lipp. Distribution: M/Ret, M/OEM, M/End, M/C,

Product: CLONE TONE amplifiers, pre-am-

plifiers, equalizers.

ARTHUR FULMER CO., 260 Monroe Ave., Mamphis, Tenn. 38018. Tel: (901) 525-5711.

Pres.: Arthur Fulmer Jr.; Mgr., Electronics Div.: Dennis Stancik.

Distribution: Br.

Product: 8-tr. & cassette (auto, portable) rec'irs/(players

rec'rs/players.

FULTON ELECTRONICS, 4428 Zane Ave., N.
Minneapolis, Minn. 55422. Tel: (612) 537-

roduct: FMI speakers, microphones.

Product: FMI speakers, microphones; NEXUS pre-amplifiers.
FURMAN SOUND, 616 Canal St., Suite 25, San Rafael, Calif. 94901. Tel: (415) 456-6766. Pres.: Jim Furman; Sales Mgr.: Ed Rothchild, Adv. Mgr.: Paul Rothchild. Distribution: ID. Product: Pre-amplifiers, equalizers, electronic crossovers, reverb units.
G B L INC., 5697 New Peachtree Rd., Atlanta, Ga. 30341. Tel: (404) 455-1553. Product: Speakers, turntables.
G C ELECTRONICS, 400 S. Wyman, Rockford, III. 61101. Tel: (815) 968-9661. Product: AUDIOTEX pre-amplifiers, microphones (condenser, dynamic), headphones.

phones.
G L I DIV., VSC CORP., 2088 Union St., San Francisco, Calif. 94123. Tel: (415) 931-1947.
Div. Mgr., Stephen W. Jones, Sales Mgr., Paul Friedman; Design Eng., Mike Klasco.
Distribution: M/OEM, M/C, M/Rep.
Product: Pre-amplifiers, speakers, equal-

izers.
G M I, see Brenner.
G T E SYLVANIA INC., ENTERTAINMENT
PRODS. GROUP, 700 Ellicott St., Batavia,
N.Y. 14020. Tel: (716) 343-3470. Pres.: Robert O'Neil; VP, Sales: Ken Thomson; Sales
Planning Mgr.: John B. Magee; Adv. Mgr.:
Victor Parker.
Product: SYLVANIA console & compact
phono or phono combs. w/tape units; IN-

STANT REPLAY videocassette rec'rs/play

ers.

GALE, see Great White Whale.

GALLIEN-KRUEGER, 504B Vandell Way, Campbell, Calif, 95008. Tel: (408) 379-3344. Chm.

& Adv. Mgr.. Robert A. Gallien; Pres. & Sales
Mgr.: Richard J. Krueger.

Distribution: M/Ret.

Product: Amplifers.

DISTRIBUTION: WITHER.
Product: Amplifiers.

GARRARD DIV., PLESSEY CONSUMER
PRODS., 100 Commercial St., Plainview,
N.Y. 11803. Tel: (516) 938-8900. Sales Mgr.:
Marvin Paris; Mktg. Coord.: Neil Blatt; Adv.
Mgr.: Ron Coll.
Product: Turntables, noise reducers.

CALISC see Cate Audio.

GAUSS, see Cetec Audio.
GENERAL AUDIO, 308 W. Sixth St., Austin, Tex
78701. Tel: (512) 477-4754. Product: Amplifiers, pre-amplifiers.

GENERAL ELECTRIC, AUDIO PRODS. DEPT.,
Electronics Park, Bldg. 5, Syracuse, N.Y.

Electronics Park, Bldg. 5, Syracuse, N.Y. 13201. Tel: (315) 456-0123.

GIANT SCREEN TV INC., 308 N. Minnesota St... New Ulm, Minn. 56073. Tel: (507) 354-3010. Pres: Paul A. Brown, Sales & Adv. Mgr... Rod Scheitel. Bod Scheitel.

Distribution: M/Ret.

Product: VIDEO-MASTER large screen tele

Product: Large screen television/video projectors.

GLOBAL VIDEO INDS. LTD., 1818 Westlake
Ave. N., Seattle, Wash. 98109. Tel: (206)
282-7800. Pres.: George Palmerton: Mktg.
Dir.: Duane F. Wicka. Factory: 800 Mercer
St. Tel: 345-9878.
Distribution: ID
Product: Large screen television/video projectors, projection systems.

GOI DRING. see Hervic.

jectors, projection space. GOLDRING, see Hervic. GOTHAM AUDIO CORP., 741 Washington St., New York, N.Y. 10014, Tel: (212) 741-7411. Pres.: Stephen F. Temmer; VP Sales: Eli

Pres.: Stepnen F. Tennine, T. Tannine, Prassin.
Branch: Hollywood, Calif., 1710 N. La Brea
Ave Zip: 90046. Tel: (213) 874-4444. VP.
Hugh S. Allen.
Distribution: M/Ret, M/OEM, M/End, M/C.
Product: TELEFUNKEN open reel (professional) rec'rs/players; KLEIN & HUMMEL
speakers, equalizers, EMT turntables,
phono cartridges; reverb units; NEUMANN

microphones (condenser), TELCOM noise

reducers

GRACE, see Sumiko.

GRADO LABS INC., 4614 Seventh Ave.

Brooklyn. N.Y. 11220 Tel: (212) 435-5340

Pres. Joseph F. Grado, Sales Mgr.: Rosalind Krieger.

lind Krieger.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Phono cartridges, Styli—pickup.
GRAFYX AUDIO PRODS. INC., 1550F W. Fullerton Ave, Addison, III. 60101. Tel: (312)
543-2714. Pres.: Jim Bewersdorf; VP & Sales Mgr.: Larry Pearl; VP & Adv. Mgr.:
Charlie Sauer.

Distribution: M/Ret. Product: STANDARD OF PERFORMANCE

speakers.
GRAN PRIX ELECTRONICS, 108 Madison St.,
St. Louis, Mo. 63102. Tel: (314) 621-3314.
Pres.: Dick Proctor; VP & Sales Mgr.: Ron
Richter.

Pistribution: M/Ret, M/Rep.

Product: 8-tr. & cassette (home, portable)
rec'rs/players, compact phono or phono

rec rs/players, compact phono or phono combs, w/tape units.

GREAT AMERICAN SOUND CO. INC., 20940 Lassen St. Chatsworth, Calif. 91311. Tel: (213) 998-8100.

Product: AMPZILLA amplifiers.

GREAT WHITE WHALE DIST'N INC., 348 E. 84 St., New York, N.Y. 10028. Tel: (212) 864-9100. Pres: Bert Cohen; Sales Mgr.: Dan D'Agostino; Adv. Mgr.: Paulette Ross.

Distribution: M/Rep.

Product: BRYSTON amplifiers; GALE turnlables, speakers; WATSON, POINT 3 speakers.

GROMMES-PRECISION, see Precision Elec

tronics.

M ELECTRONICS INC., 6151 Fairmount Ave.
San Diego, Calif. 92120. Tel: (714) 2806050. Pres.: H.Y. Miyahira; Sales Mgr.: R
Date Scott; Adv. Mgr.: Charles G. Bowen.
Distribution: M/Ret, M/Rep

Distribution: M/Ret, M/Rep.
Product: Receivers. microphones (condenser, dynamic, FM wireless).
HAECO, see Holzer Audio.
HANABASHIYA LTD., 39 W. 28 St., New York.
N.Y. 10001. Tel. (212) 689-9652.
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Pres.: Stig Wennerstrom; Gen. & Adv. Mgr.:
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Product: Cassette rec'rs/players, receivers, speakers, turntables.

speakers, turntables.

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Product: Cassette rec'rs/players, receivers, speakers, turntables.
HANIMEX, see International Mdsg.
HARMAN KARDON INC., 55 Ames Court, Plainview, N.Y. 11803. Tel: (516) 681-4000. Pres.: Robert Greenberg; Sales Mgr.: Peter Dyke; Adv. Mgr.: Jason Farrow.
Distribution: M./Rep.
Product: HARMAN KARDON cassette (home) rec'rs/players, amplifiers, tuners, receivers; CITATION amplifiers, tuners, receivers; CITATION amplifiers, pre-amplifiers, tuners, receivers; RABCO turntables.
HARTLEY PRODS. CORP., 620 Island Rd., Ramsey, N.J. 07446. Tel: (201) 327-4443. Exec. VP & Adv. Mgr.: Richard Schmetterer; Sales Mgr.: Joseph Cappadona.
Distribution: M./Ret
Product: CONCERTMASTER, ZODIAC, HOLTON TOWER, REFERENCE speakers.
HEARN, see Audio Innovations.
HEATH CO., Hilltop Rd., St. Joseph, Mich. 49085. Tel: (616) 982-3200.
Product: HEATHKIT amplifiers, pre-amplifiers, tuners, receivers, speakers, equalizers.

izers.
HEATHKIT, see Heath.
HECO, see Meteor.
HEIL SOUND LTD., 2 Heil Ind'l Blvd., Marissa, Ill.
62257. Tel: (618) 295-3000. Pres.: Bob Heil.
Distribution: M/C.
Product: Amplifiers, pre-amplifiers, speak-

ers, equalizers, voice modifiers.
HERALD ELECTRONICS, 6611 Lincoln Ave.,
Lincolnwood, Ill. 60016. Tel: (312) 675-1100.
Pres. Charles F. Kellner; Sales Mgr.: Hank

2777
Product: HERVIC receivers; CONNOIS-SEUR turnlables, tonearms; GOLDRING phono cartridges, styli—pickup.
HITACHI SALES CORP, OF AMERICA, 401 W. Artesia Blvd. Compton, Calif. 90220. Tel: (213) 537-8383. Pres.: I. Kawamoto, Sr. VP: Ron Friedlander; Nat'l Sales Mgr.: Gary W. Beckstrom; Adv. Mgr.: Ms. Sharyl Story.

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HOLTON TOWER, see Hartley.

HOLZER AUDIO ENG'G CORP., 14110 Aetna St., Van Nuys, Calif. 91401. Tel: (213) 787-7733; LA Tel. 873-6680.

Product: HAECO amplifiers pre-amplifiers

Product: HAECO amplifiers, pre-amplifiers.
HY-GAIN ELECTRONICS CORP., 8601 NW Hwy
6, Lincoln, Neb. 68505, Tel: (402) 466-8313.
Product: 8-tr. (auto) rec'rs/players.
I E M, see International Electro-Magnetics.
I E M/OPTRO, see International Electro-Magnetics.

I M F, see I.M. Fried.
I V C, see International Electro-Magnetics.
I W F, see I.M. Fried.
I V C, see International Video Corp.
IMPRO INDS. INC., 120 Hartford Ave., Mount
Vernon, N.Y. 10553. Tel: (914) 664-2893.
Product: PE turntables.
INFINITY SYSTEMS, 7930 Deering Ave., Canoga Park, Calif 191304. Tel: (213) 883-4800.
Pres.: Arnold Nudell; Sales Mgr.: Rich Baccigaluppi
Product: Speakers.

cigaluppi. Product: Speakers. INLAND DYNATRONICS INC., 10 Horizon Blvd., South Hackensack, N.J. 07606. Tel: (201) 641-3600. Product: 8-tr. & cassette (auto) rec'rs/play-

Product: 8-tr. & cassette (auto) rec'rs/players.

INSTANT REPLAY, see GTE Sylvania.

INTERPACE, see Electro-Voice.

INTERNATIONAL ELECTRO-MAGNETICS.

INC., 350 N. Eric Dr., Palatine, III. 60067. Tel:
(312) 358-4622. Pres.: John Pretto; Sales Mgr. Tony Pretto.

Distribution: M'OEM. M/End, M/C.

*Product: IEM open reel (professional) rec'rs/ players; IEM/OPTRO equalizers.

INTERNATIONAL MDSG. ASSOCS. INC. (SUB. OF HANIMEX CORP. LTD.), 1801 Touhy Ave., Elik Grove Village, III. 60007. Tel: (312) 439-9630.

Product: HANIMEX cassette (portable) rec'rs/ players, compact phono or phono combs. W/ tape units.

INTERNATIONAL SOUND CO.-SERVOLINEAR

rec'rs/ players, compact phono or phono combs. w/ tape units.

INTERNATIONAL SOUND CO.-SERVOLINEAR AUDIO PRODS. INC., PO Box 4276, 133 Kerr Ave., Modesto, Calif. 95352. Tel: (209) 524-6968.

Product: SERVOLINEAR speakers.

INTERNATIONAL VIDEO CORP. (IVC), 453 W. Maude, Sunnyvale, Calif. 94086. Tel: (408) 738-3900.

Product: IVC video tape rec'rs/ players (2" & 1"), closed circuit cameras.

INTERPHASE 1, see Janis Audio.

INTERSTATE INDS., 111 S. Washington Blvd., Mundelein, IIII. 60060. Tel: (312) 566-4840.

Product: CONCERT HALL compact & portable phono or phono combs. w/ or w/o tape units.

units.

C. ITOH ELECTRONICS INC., 280 Park Ave., New York, N.Y. 10017. Tel: (212) 682-0420.

Product: J.C. PENNEY 8-tr. & cassette (home) rec'rs/players, compact phono or phono combs. w. & w/o tape units. receivers, speakers.

J B L, see James B. Lansing.
JIL CORP. OF AMERICA, 737 W. Artesia Bivd., Compton, Calif. Tel: (213) 537-7310.

Product: 8-tr. & cassette (auto) rec'rs/players.

J R F CO., 17 Byram Bay Rd., Hopatcong, N.J.
07843. Tel: (201) 398-7426. Pres.: John R.
French; Sales Mgr.: Tom Hofbauer.
Distribution: ID, M/Rep.
Product: Amplifiers.
J V C AMERICA CO., 58-75 Queens Midtown Expwy. Maspeth, N.Y. 11378. Tel: (212) 476-8300. Pres.: S. Hori; Sales Mgr.: Sparky Wren; Adv. Mgr.: Cliff Shearer.
Branches: Compton, Calif., 1011 W. Artesia Blvd. Zip: 90220. Tel: (213) 537-6020—Arlington Heights, III., 3012 Malmo Dr. Zip: 60005. Tel: (312) 593-8997. Reg I Mgr.: Mort Golden.

Golden.

Distribution: M/Ret. M/Rep.

Product: Cassette (home, portable) rec'rs/
players, amplifiers, pre-amplifiers, tuners,
receivers, speakers, turntables, equalizers,
headphones. neadphones.
J V C INDS. INC., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-

players.

JANIS AUDIO ASSOCS. INC., 2889 Roebling
Ave., Bronx, N.Y. 10461. Tel: (212) 8927419. Pres: John Marouskis.

Distribution: M/Ret, M/C.

Product: INTERPHASE 1 amplifiers; JANIS

Product: INTERFRAGE AND SPEAKERS.

JANSZEN ELECTROSTATIC, 7516 42 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 533-1677. Pres. & Adv. Mgr.: Robert J. Prairie; Sales Mgr.: Steve Carroll.

Branch: Sait Lake City, Utah, PO Box 9093 Tel: (801) 649-8493. VP Eng'g. Dr. Roger A. West

West. Distribution: M/Ret, M/OEM, M/Rep.

Distribution: Mr. Net., Mr. Det., Mr. Distribution: Mr. Net., Mr. Det. Distribution: Mr. Det. Distribution: Mr. Distribution: Video tape rec'rs/players.

RAY JEFFERSON (DIV. OF JETRONIC INDS.), Main & Cotton Sts., Philadelphia, Pa. 19127. Tel: (215) 487-2800.

Product: 8-tr. & cassette (auto) rec'rs/players.

JENSEN SOUND LABS, DIV., PEMCOR INC.,

ers.

NSEN SOUND LABS, DIV., PEMCOR INC.,
4136 N. United Pkwy, Schiller Park, III.
60176. Tel: (312) 671-5680. Pres. Jerry Kalov: VP Mktg. James Twerdahl; Nat'l Sales
Mgr. (home audio): John D. Wood; Mktg.
Servs Mgr.: Jack D. Buchanan.
Branches: Santa Clara, Calif., 3520-A
Thomas Rd. Zip. 95050. Tel: (408) 988-1243.
Western Reg'l Mgr.: John Wood—Freeport,
N.Y., 150 Pulnam Ave Zip. 11520. Tel: (516)
868-1423. Eastern Reg'l Mgr.: Jules Rubin.
Distribution: M/Ret, ID, M/Rep.
Product: JENSEN speakers, headphones;
LIFESTYLE Speakers.
T SOUNDS, see Car Tapes
I YUNG AMERICA INC., 3440 Wilshire Blvd.
Suite 507, Los Angeles, Calif. 90010. Tel:
(213) 487-0202. Pres.: E.D. Kim.

Suite 507, Los Angeles, Calif 90010. Tel:
(213) 487-0202. Pres: E.D. Kim.
Distribution: M/Ret, M/Rep.
Product: NUSOUND cassette (auto, portable, professional) rec'rs/players.

JOY SEVEN, see Kyowa America.
JULIETTE, see Topp Electronics.
K. L. H. RESEARCH. & DEVELOPMENT CORP.,
145. University. Ave., Westwood, Mass.

145 University Ave., Westwood, 02030. Tel: (617) 326-8000. Pres.: So Davis; VP: Robert Coppola; Mktg. Dir

Product: Speakers

KALART VICTOR CORP., Hultenius St., Plainville, Conn. 06062. Tel: (203) 747-1663

Pres: Leonard J. Quartin; Sales Mgr.: J.J.

Costag.

Distribution: M/Ret.

Product: TELEBEAM large screen tele-

vision/video projectors.

STEPHEN C. KEATING CUSTOM ELECTRONICS DESIGN, 5000 Nash Dr., Lewisville, Tex. 75056. Tel: (214) 370-2859. Pres. Stephen C. Keating.
Distribution: M/End, M/C.
Product: KEATING SUPREME amplifiers, pre-amplifiers, equalizers, RMS & peak limiting amplifiers.

iting amplifiers.

KEATING SUPREME, see Stephen C. Keating DAVE KELSEY SOUND, see Audio Concepts.

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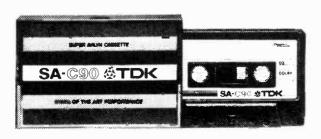
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KELSO IMPORTS INC., 41 Madison Ave., New York, N.Y. 10010. Tel; (212) 689-4038.
Product: VIDEOTON speakers.
KENWOOD ELECTRONICS INC., 1315 E. Watsoncenter Rd., Wilmington, Calif. 90745. Tel; (213) 518-1700. Pres.. George T. Aratan; VP Mktg.: Don Palmquist.
Branch: Secaucus, N.J. 75 Seaview Dr. Zip. 07094. Tel; (201) 863-5600. Sr. VP. Bill Kasuga; VP: Henry Akia.
Product: Cassette (home) rec'rs/players, ampliflers, pre-ampliflers, tuners, receivers, speakers, turntables.

Amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables.

KINGSPOINT CORP., 106 Harbor Dr., Jersey City, N.J. 07305 Tel. (201) 432-7707 Pres Maurice Silvera, Sales Mgr. Leonard Trachtman, Adv. Mgr. Samuel B. Kong. Product: Cassette (portable) rec'rs/players, amplifiers, tuners, receivers, speakers, microphones (dynamic).

KLARK TEKNIK, see Meteor.

KLEIN & HUMMEL, see Gotham Audio.

KLIPSCH & ASSOCS. INC., PO Box 688, Hope, Ark. 71801 Tel. (501) 777-6751 Pres: R.L. Moers, Sales Mgr. Don Petersen.

Product: BELLE. KLIPSCH, CORNWALL, HERESY, KLIPSCHORN, LA SCALA speakers.

res.

KLIPSCHORN, see Klipsch & Assocs
KOEHN ELECTRONICS, 5630 Laurel St. New
Orleans, La 70115 Tel (504) 897-2154
Pres Terrence Kane. Sales Mgr Donald
Nix, Adv Mgr Richard Rogers
Product: Pre-amplifiers, speakers, equal-

KOSS CORP., 4129 N Port Washington Ave Mitwaukee, Wis 53212 Tel (414) 964-5000 Chm John C Koss. Pres. Tom Needles Sales Mgr. Guido Francolucci. Adv Mgr Joseph E Kotowski Product: Speakers. headphones KRACO ENTS. INC., 505 E Euclid Ave Compton, Calif 90505 Tel (213) 639-0666 Product: Tane glawhack (auto) eguip

Product: BETA 8-tr & cassette (home, port-able) rec'rs/players, compact & portable phono or phono combs w/ or w/o tape units, receivers, speakers, turntables, head-

KUSTOM ACOUSTICS INC., 6606 W Irving Park Rd , Chicago, Ill. 60634 Tel (312) 685-6609

ROSTOM ACUSTICS INC., 6006 W Irving Park Rd., Chicago, III. 60634 Tel. (312) 685-6609 Product: Speakers KUSTOM KREATIONS INC., 19316 Londelius St., Northridge, Calif. 91324 Tel: (213) 886-8383. Pres.: William Lang: Sales Mgr. Floyd Sanders, Adv. Mgr. Bruce Lang. Distribution: M/Rep. Product: POWER UP amplifiers; XK speak-ers.

KYOWA AMERICA CORP., PO Drawer 43205, 500 Wharton Circle, Atlanta, Ga 30336. Tel

500 Wharton Circle, Atlanta, Ga 6404) 696-4385
Product: KYOWA & JOY SEVEN 8-tr & cassette (portable) players, compact phono or phono combs w/tape units
L T C CORP., 1401 E Borchard, Santa Ana, Calif 92705 Tel: (714) 558-8484.

Cain 92705 Tel: (714) 558-8484.

Product: Speakers

I ELECTRONICS, 106 11 St. SE, Auburn,
Wash 98002 Tel: (206) 939-4814. Pres:
Gladys Pfaff; Sales & Adv Mgr: Howard
Johnson: Sales Coord: Micki Ryan
Distribution: M/Ret, M/OEM, ID, M/Rep.

Product: Speakers.

LAFAYETTE RADIO ELECTRONICS CORP.,
111 Jericho Tnpk , Syosset, N.Y., 11791 Tel:

111 Jericho Tnpk , Syosset, N.Y., 11791 Tel: (516) 921-7700.

Distribution: M/End, Br
Product: LAFAYETTE 8-tr. & cassette (home, auto, portable) rec'rs/players. Compact phono or phono combs w/ or w/o tape units, amplifiers, tuners, receivers. turnfables, microphones (condenser, dynamic, FM wireless), noise reducers, headphones: CRITERION speakers, stylipickup.

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LANG ELECTRONICS INC., 14 E. 39 St., New York, N.Y. 10016 Tel: (212) 725-8110

Product: Open reel (professional) rec'rs/players.equalizers

JAMES B. LANSING SOUND INC., (JBL), 8500

Balboa Blud, Northridge, Calif. 91329. Tel (213) 893-8411. Pres. Sterling Sander. Sales Mgr. Peter Horsman, Adv. Mgr. Charles Bartleson

Distribution: Mr./Ret, Mr./OEM, M. C. Product: JBL amplifiers, speakers

LA SCALA, see Klipsch & Assocs

LEAK, see Rank Hi Fi. & Ercona Corp.

LEAR JET, see Avsco Inc.

LENTEK, see American Audioport.

LESLIE, see Electro Music. CBS.

MARK LEVINSON AUDIO SYSTEMS, 55 Circular Ave., Hamden. Conn. 06514. Tel. (203) 281-6333 Pres. Mark Levinson, Sales Mgr. Deborah Golden.

Product: Open reel (home) rec'rs/players amplifiers, pre-amplifiers.

LEXICON INC., 60 Turner St., Waltham, Mass. 02154. Tel. (617) 891-6790. Pres. R.P. Noonan. Mktg. Mgr. Ron Noonan. Sales & Adv. Mgr. J. Letscher.

Distribution: Mr.End, Mr. C. ID, Mr./Rep. Product: DELTA-T. digital delay systems. LIGHTS FANTASTIC, 5000. Hempstead. Tripk.

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TELEC pre-amplifiers

LINEAR ACOUSTICS, see Custom Audio

LION ELECTRONICS CORP., 315 Berry St.,

Brooklyn, NY 11211 Tel (212) 387-8070.

Product: 8-tr (home) rec'rs/players, console & compact phono or phono combs writape units, amplifiers.

LIVING SOUND, 910 E 61 St., Los Angeles,

Calif 90001. Tel (213) 234-9155

Product: Sneakers

LLOYD'S ELECTRONICS INC., 180 Raritan Center Pkwy , Edison, N J 08817 Tel (201)

LLOYD'S ELECTRONICS INC., 180 Raritan Center Pkwy . Edison, N J 08817 Tel (201) 225-2030.

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Product: LLOYD'S 8-tr & cassette (home) rec'r/players, compact & portable phono or phono combs w/ or w/o tape units, MONTEVERDI console phono or phono combs. w/ tape units

LOUDMOUTH, see Phoenix

LUSTRE, see Sumiko

LUX AUDIO OF AMERICA LTD., 160 Dupont St., Planview, N.Y. 11803 Tel: (516) 822-7070

Pres: A. Miura; VP Gerald Kaplan, Nat'l Sales Mgr.: Colin B Evans, Adv. Mgr. J Lesly

Distribution: M/Ret.

Lesiy Distribution: M/Ret. Product: LUX, LUXMAN amplifiers, pre-amplifiers, tuners, receivers, turntables, equalizers (graphic)

LIZERS (Graphic)
LUXMAN, see Lux Audio.
LYNN STEWART CO., 439 E. Illinois St., Chicago, Ill. 60611. Tel, (312) 664-1515
Product: Tape playback equip.
M C A DISCO-VISION INC., 100 Universal City

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

M X R INNOVATIONS INC., 277 N Goodman St., Rochester, N Y 14607 Tel. (716) 442-5320 Pres Keith Barr, Sales & Adv Mgr Ronald Wilkerson Distribution: M/Ret

Plaza Universal City, Calif. 91608 Tel: (213) 985-4321. Pres John W Findlater. Sr. VP, Programming & Mktg. Norman W Glenn. VP David Lipton. Distribution: M/Ret, M/End, M/C

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M C I INC., 4007 NE Sixth Ave , Fort Lauderdale.
Fla. 3334. Tel (305) 566,2853 Pres.: G C
Harned, VP Mktg Lutz H Meyer.
Distribution: ID.

players
M G A, see Mrtsubishi Audio
M G M STAGE EQUIP. INC., 750 10 Ave.. New
York, N Y 10019 Tei (212) 757-1220 Pres
Jack Ransom, Adv Mgr : K Anderson
Distribution: M:Ret. ID, M:Rep
Product: FAL amplifiers, pre-amplifiers.

speakers

M & K, see Miller & Kreisel.

Distribution: ID

Product: Open reel (professional) rec rs/
players

Product: Equalizers (graphic) noise re-ducers, digital delay systems MAGNA, see Sunn

MAGNAPVNE CORP., 20545 S. Belshaw Ave , Carson, Calif. 90746. Tel: (213) 639-2200 Product: Tape playback equip MAGNAYOX CONSUMER ELECTRONICS CO.

1700 Magnavox Way, Fort Wayne, Ind. 46804, Tel: (219) 432-6511 **Product**: Compact phono or phono combs.

46804. Tel: (219) 432-6511
Product: Compact phono or phono combs, videocassette rec'rs/players
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423-0100 Pres. F Martin, Sales Mgr. Mort
Finkelstein, Adv. Mgr. E. Mizrahi.
Product: Speakers.
MATRECS INDS., 805 Woodman Ave., Winslow,
III. 61089 Tel (815) 367-3811 Pres. A C.
Valiutus, Nat'l Sales Mgr. Stanley Taylor,
Adv. Mgr. Bill Sutherland
Distribution: M. OEM, M./ End, M./ Rep
Product: Soeakers



TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Product: Amplifiers, receivers, speakers, equalizers.

MCKAY DYMEK CO., 111 S. College Ave., Claremont, Calif. 91711. Tel: (714) 621-6711.

Chm.: George McKay Jr., Pres.: Frank John-

Son: Distribution: M/End. Product: Tuners, AM antennas.

MARTIN INDS., 4500 S. 76 St., Omaha, Neb.
68127. Tel: (402) 331-2000

Product: Amplifiers, pre-amplifiers, tuners, MEDALLION DIV., MIDLAND INT'L CORP., 1900 Johnson Dr. & State Line Rd., Shawnee Mission, Kan. 66205. Tel: (913) Shawnee 384-4200

Product: 8-tr. & cassette (auto) rec'rs/play-

MERITON ELECTRONICS INC. (SUB. OF SONY CORP. OF AMERICA), 35 Oxford Dr., Moonachie, N.J. 07074 Tel: (201) 440-5220, Press. Shigeru Inagaki, Sales Mgr.: William Hoard; Adv. Mgr.: David Lyons.

Branch: Torrance, Calif., 22130 S. Vermont Ave. Zip: 90502. Tel: (213) 328-0428. Sales Mgr. (West): J. Chatburn.
Distribution: M/Ret, M/Rep.
Product: MERITON 8-tr. (home) rec'rs/players, compact & portable phono combs w/ or w/o tape units, AlWA Cassette (home, portable) rec'rs/players, portable phono or phono combs. w/tape units, receivers, speakers, turntables, microphones (condanser dynamic. ribbon).

Malmo Dr., Arlington Heights, III. 60015. Tel: (312) 437-6500. Distribution: M/Rep. Product: MESA speakers.

METEOR LIGHT & SOUND CO., 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516) 364-1900. Pres.: Colin Hammond; Sales Mgr.: Vincent G. Finnegan Jr.; Prod. Mgr.: 2)cel Schwartz. Branch: North Hollywood, Callf., PO Box 2229, Toluca Lake Sta. Zip. 91602. Tel: (213) 846-0500. West Coast Sales Mgr.: Derek Allen.
Distribution: M/Ret, M/OEM, M/C, ID, M/Rep.

M/Rep.
Product: POWERMASTER amplifiers:
CLUBMAN pre-amplifiers; SOUND PANEL,
SUPER SOUND PANEL, HECO, MORDAUNT-SHORT speakers: BEYER microphones (condenser, dynamic, ribbon),

eadphones; KLARK TEKNIK equalizers

headphones.
METRO SOUND, 10615 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 877-2651
Product: 8-tr. & cassette (auto) rec'rs/play-

ers.
MIAMI FLOCK EQUIP. CO. INC., OPTICAL DIV.,
304 NE 79 St., Miami, Fla. 33138. Tel: (305)
759-3124, 751-8931. Pres.: William Spell-

man. Product: Large screen lelevision/video pro-

jectors
MICRO-ACOUSTICS CORP., 8 Westchester
Plaza, Elmsford, N.Y. 10523. Tel: (914) 5927627. Pres.: Arnold Schwartz; VP: Sanford
Drelinger; Sales Mgr.: Burt Brooks.
Distribution: M. Rep.
Product: Speakers, phono cartridges, styli-

Product: opeakers, priorio cartridges, syn-pickup MICRO-SEIKI, see Teac. MICRO-TOWER, see Epicure. MICRO-TRAK CORP., 620 Race St., Holyoke, Mass. 01040. Tel: (413) 536-3551. Pres. & Adv. Mgr.: William E. Stacy; Sales Mgr.: Alan Newhouse. Distribution: M/Ret, M/OEM, M/End, M/C, ID

ID
Product: Console, compact & portable phono or phono combs, w/o tape units, preamplifiers, turntables, tonearms.
MID-AMERICA MKTG. INC., 823 Spruce St., St. Louis, Mo. 63102. Tel: (314) 621-4727.
Product: SOUND FURNITURE speakers
MIDA ELECTRONICS, 205 Chubb Ave...
Lyndhurst, N.J. 07071. Tel: (201) 575-9302
Product: Receivers, speakers, turntables, beadphones.

headphones.

MILLER & KREISEL SOUND INC., 8719 Wilshire
Blvd., Beverly Hills. Calif. 90211. Tel: (213)
652-8318. Pres.: Ken Kreisel; Sales Mgr.:
Debbie Biggica; Adv. Mgr.: Jeffrey Jolson.
Product: M&K speakers (sub woofers).

Debbie Biggica; Adv. Mgr.: Jeffrey Jolson Product: M&K speakers (sub woofers).

MINNEAPOLIS SPEAKER CO. (MISCO), 3806
Grand Ave. S., Minneapolis, Minn. 55409.
Tel: (612) 825-1010. Pres: C.B. Digre; Sales Mgr.: Don Ringham.
Distribution: M. Rep.
Product: MISCO-REDLINE speakers.
MIRACORD, see Benjamin Electronic.
MISCO-REDLINE, see Minneapolis Speaker
MITSUBISHI AUDIO SYSTEMS-MELCO SALES
INC., 3030 E. Victoria St., Compton, Calif.

MISCO-REDLINE, see Minneapolis Speaker
MITSUBISHI AUDIO SYSTEMS-MELCO SALES
INC., 3030 E. Victoria St., Compton, Calif.
90221. Tel: (213) 537-7132. Pres: S.
Yamaguchi; Sales Mgrs.: Steve Saake
(MGA), Fred Hartfelder (Mitsubishi); Adv.
Mgr.: Barbara Richert.
Branch: Lincolnwood, Ill., 7045 N. Ridgeway, Ave. Zip: 60645. Tel: (312) 973-2000.
Reg'l Mgr.: Y. Yamashita.
Distribution: M/Ret.
Product: MGA cassette (home) rec'rs/players, videocassette rec'rs/players (VHS),
MITSUBISHI amplifiers, pre-amplifiers,
tuners, speakers, turntables, headphones,
power level meters, large screen television/
video projectors.
MONITOR, see Sonic Int'l.
MONTEVERDI, see Lloyd's.
MORDAUNT-SHORT, see Meteor.
MORSE ELECTRO PRODS. CORP., 101-10 Foster Ave., Brooklyn, N.Y. 11236. Tel: (212)
257-7000.
Product: El FCTROPHONIC, 8-tr. (home).

MORDAUNT-SHORT, see Meteor.

MORSE ELECTRO PRODS. CORP., 101-10 Foster Ave., Brooklyn, N.Y. 11236. Tel: (212) 257-7000.

Product: ELECTROPHONIC 8-tr. (home) rec'rs/players, console & compact phono or phono combs. w/tape units, receivers, speakers; MORSE console & compact phono or phono combs. w/tape units, receivers, speakers, MORSE console & compact phono or phono combs. w/tape units, receivers, speakers.

MURA CORP., 177 Cantiague Rock Rd., Westbury, N.Y. 11590 Tel: (516) 935-3640. Pres. George Hardy: Sales Mgr.: Ed Weisl Jr.; Adv. Mgr.: Richard Quint.

Distribution: M/Ret, ID, M/Rep. Product: Microphones, headphones.

NAGRA MAGNETIC REC'RS INC., 19 W. 44 St., New York, N.Y. 10036. Tel: (212) 661-8066. Sales Mgr.: Dom Notto.

Distribution: ID. Product: Open reel (professional) rec'rs/players, speakers.

NAKAMCHI RESEARCH (USA) INC., 220 Westbury Ave., Carle Place. N.Y. 11514. Tel: (516) 333-5440. Pres.: E. Nakamichii, Mktg. Dir.: Ted Nakamichi; Sales Mgr.: Ken Ohba. Branch: Santa Monica, Callf., 1101 Colorado Ave. Zip: 90401. Tel: (213) 451-5901 Exec. VP. T. Akiyama.

Distribution: M./ Ret.

Product: Cassette (home, auto, portable) rec'rs/players, amplifiers, pre-amplifiers, tuners, speakers, phono cartridges, microphones (condenser, dynamic). head-phones.

NAMIKI USA, 1 World Trade Center, Suite 8905.

phones. NAMIKI USA, 1 World Trade Center, Suite 8905 New York, N.Y. 10048, Tel: (212) 466-0718 Telex: 425726 NPJC Ul. Gen. Mgr.: N. Miya moto.
Home office: Japan.
Distribution: M/Ret, M/OEM.
Product: Tonearms, styli—pickup, side

Product: Tonearms, styli—pickup, side force gauges.

NASTY CORDLESS INC., 1250 Rose St., Berkeley, Calif., 94702. Tel. (415) 526-6745. Press.: John Nady, Sales Mgr.: Peter Kalmen; Adv. & PR Dir.: Cheryl Martinez.
Distribution: ID.
Product: Microphones (FM wireless).

NATIONAL ELECTRONICS, 10501 NW Seventh Ave., Miami, Fija. 33138. Tel: (305) 751-8571. Product: RIVIERA tape playback equip.

NEAL, see Sound Studio.

Product: RIVIERA tape playback equip.

NEAL, see Sound Studio.

NEOSONIC CORP. OF AMERICA, 180 Miller Pl.,
Hicksville, N.Y. 11801. Tel: (516) 931-5558.
Pres.: Joseph N. Benjamin.
Distribution: M/Ret.
Product: LENCO Cassette (home) rec'rs/
players, turntables

NEPTONE, see Neptune Electronics.

NEPTUNE ELECTRONICS INC., 934 NE 25
Ave., Portland, Ore. 97232. Tel: (503) 2324445. Pres.: Bob Herb; Adv. Mgr.. J. Gerald
Duffy.

Distribution: M/Ret. M/Rep.

Duffy.
Distribution: M/Ret, M/Rep.
Product: NEPTONE amplifiers, pre-ampli-

her cove amplifiers, pre-amplifiers, equalizers.

NEUMANN, see Gotham Audio.

NEWCOMB AUDIO PRODS. CO., 12881 Bradley

Ave., Sylmar, Calif. 91342. Tel: (213) 3671921.

ducl: Tape playback equip.

NEXUS, see Fulton Electronics. NIKKO ELECTRIC CORP. OF AMERICA, 16270 Raymer SI., Van Nuys, Calif. 91406. Tel. (213) 988-0105. Pres.: K. Sato; Sales Mgr.:

Jim Maynard.

Branch: Farmingdale, N.Y., 218 Sherwood
Ave Zip: 11735 Tel: (516) 293-2906.

Product: Amplifiers, pre-amplifiers, receiv-

ers.
NORDMENDE-STERLING HI-FIDELITY INC. NONDMENDE-STERLING HI-FIDELITY INC., 22-20. Ave., Long Island City, NY, 11101 Tel: (212) 361-8989. Pres.: Louis Silver; VP: Robert Silver; Sales Mgr.: G. Weinstein. Distribution: M/Ret, M/Rep. Product: Cassette (portable) rec'rs/players, compact phono or phono combs. w/tape units, receivers, speakers, headphones. NUMARK ELECTRONICS CORP., 503 Raritan Center. Edison, N.J. 08817. Tel: (201) 225-3222.

3222.
Product: Headphones, equalizers.
SOUND, see Jin Yung America.
M ACOUSTICS CORP., 241 Taaffe Pl..
Brooklyn, N.Y. 11205 Tel: (212) 783-1111.
Pres.: Martin Gersten; Mktg. Dir.: Joyce Leopold,
Distribution: M/Ret, M/Rep.
Product: Speakers.

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James B, Lansing Sound, Inc. / Professional Division, 8500 Balboa Boulevard, Northridge, Califo

OLSON ELECTRONICS INC., 260 S. Forge St.,
Akron, Ohio 44327. Tel: (216) 535-1800.
Product: OLSON 8-tr. (home, auto) & cassette (auto) rec'rs/players. closed circuit cameras, amplifiers, tuners, receivers, speakers, phono cartridges, microphones, headphones: TELEDYNE microphones, headphones: TELEDYNE microphones, headphones: TELEDYNE microphones, N.Y. 11226. Tel: (516) 334-4811.
Product: Tape playback equip., console & compact phono or phono combs.
OMNITRONICS INC., (BETA SIGMA CORP.), 2711 E. Indian School Rd., Phoneix, Ariz. 85021 Tel: (602) 955-9756. Pres. Bruce E Wardin; Sales & Adv. Mgr.: Don Allison: Sales Ass't: Roberta Walkup. Local branch: (video prods.) Vidcom Inc., 1908 E. McDowell. Zip. 85201. Tel: (602) 253-2103. Press. Win Brayer.
Distribution: M/Ret, M/OEM, M/End, M/C. Product: OMNITRONIC speakers: DELCOID bass speaker systems
OMNIVISION, see Panasonic Co
ONKYO USA CORP., 42-07 20 Ave., Long Island City, N.Y. 11105. Tel. (212) 728-4639. Pres. S. Tanaka: Nat'l Sales Mgr.. Jerry Roth, Adv. Mgr.: Bob Sasaki.
Branches: Chatsworth, Calif., 20600 Nor-choff St. Zip. 91311. Tel: (213) 998-6501—Wood Dale, Ill., 935 Sivert Dr. Zip. 60191 Tel: (312) 595-2970. Midwest Sales Mgr.. Frank Malitz
Distribution: M/Rep.
Product: Amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, phono cartridges, equalizers
OPAMP LABSINC., 1033 N. Sycamore Ave., Los Angeles, Calif., 90038. Tel: (213) 934-3566. Pres.. B. J. Losmandy.
Distribution: M/OEM, M/End.
Product: Amplifiers, pre-amplifiers, equalizers
OPTONICA, PO Box 588, 10 Keystone Pl., Paramus, N. J. 07652. Tel: (201) 265-5600. Pres.

Product: Amplifiers, pre-amplifiers, equalizers.

OPTONICA, PO Box 588, 10 Keystone Pl., Paramus, N. J. 07652. Tel: (201) 265-5600, Pres.:

T. Sugawa, Sales Mgr., John Bermingham; Adv. Mgr., Chuck Grill.

Product: Cassette (home) rec'rs/players, compact phono or phono combs. w/tape units, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables.

ORBAN/PARASOUND, 680 Beach St., San Francisco, Calif. 94109. Tel: (415) 673-4544.

Product: Equalizers.

ORTOFON, see Tannoy-Ortoton.

OTAIL CORP., 743 Holly Oak, Palo Alto, Calif. 94303. Tel: (415) 593-1648. Mktg. Mgr.: Leon A. Wortman.

Product: Open reel (home, professional) rec'rs/players.

rec'rs/players

OXFORD SPEAKER CO., 4237 W 42 Pl., Chicago, Ill. 60632. Tel: (312) 927-3715. Pres.:
Harry Moskow; Dir, Mktg. & Sales: Hugo Sundberg.
Distribution: M/OEM, M/End, M/C, ID.
Product: OXFORD, BEST, TEMPO speak-

P E, see Impro.
P M SYSTEMS CORP., 3303 Harbor Blvd., No.
73, Costa Mesa. Calif. 92626. Tel: (714) 5492913. Pres.. Peter Mamakos.
Product: CINEMA IV video projection sys-

73, Costa Mesa. Calit. 92626. 1et: (714) 549-2913. Pres. Peter Mamakos. Product: CINEMA IV video projection systems.

P M L, see Ercona Corp.
PANASONIC CO. (DIV. OF MATSUSHITA ELECTRIC CORP. OF AMERICA), 1 Panasonic Way. Secaucus, N.J. 07094. Tel (201) 348-7000. Pres.; T. Mizutani, Exec. VP & Sales Mgr.: Ray Gates: Adv. Mgr: Bob Greenberg: PR Co-ord. Ronald Tomczyk (Exec. office). Local branch: 50 Meadowlands Pkwy. Zip: 07094. Tel: 348-7000. Branches: Beverly Hills. Calift., Newcraft Inc., 8383 Wilshire Bivd. Zip. 90211. Tel: (213) 655-5160—Duluth, Ga., Panasonic Atlanta. 1 Meca. Way. Zip. 30136. Tel: (404) 448-1100—Honolulu, Hawaii, Matsushita Electric of Hawaii Inc., 320 Waiakamilo Rd. Zip. 96817. Tel. (808) 847-5361—Des. Palnes, Ill., Panasonic Chicago., 363. N. Third Ave. Zip: 60016. Tel: (312) 299-7171—Baltimore, Md., Panasonic Baltimore, 11 Azar. Court. Zip: 21227. Tel: (301) 247-4300—Mansfleld, Mass., Panasonic Boston. CC&F. Ind'l Park, 31 Suffolk Rd. Zip: 02048. Tel: (617) 339-9115—Carollina, P.R., Panasonic Sales Co., Victoria Ind'l Park, Ave. 65 de Infanteria KM 9-7. Zip. 00630. Tel: (809) 769-4320—Irving, Tex., 1825 Walnut Hill. Ln. Zip: 75062. Tel. (214) 258-2828. Distribution: M./Ret. M./Rep. Product: PANASONIC 8-tr. (home. auto. portable), cassette (home. auto. portable) & open reel (home, professional) rec'rs/players. compact phono or phono combs. w/ or w/o tape units, video tape rec'rs/players. compact phono or phono combs. w/ or w/o tape units, video tape rec'rs/players. TECHNICS BY PANASONIC cassette (home. auto. portable, professional) open reel (home, professional) rec'rs/players. sepäkers. turntables, microphones (condenser, dynamic), headphones. (appered longer, dynamic), headphones. (condenser, dynamic) equalizers, meter systems.

PANORAMA RADIO & ELECTRONICS, 2 Park. Ave., New York, N.Y. 10016. Tel: (212) 686-

PANORAMA RADIO & ELECTRONICS, 2 Park Ave., New York, N.Y. 10016. Tel: (212) 686-Ave., New York, N.Y. 10016. 1el: (212) bbb-3332. **Product:** PRECOR cassette rec'rs/players, compact phono or phono combs. w/ tape

units.

WILLIAM PANY CO., 724 N. Seventh St., Allentown, Pa. 18102. Tel: (215) 821-8984.

Owner: William Pany.
Distribution: M./Ret.
Product: SABA cassette & open reel (home)

rec'rs/players, receivers, speakers; mi<mark>c</mark>ro phones (condenser, dynamic), head

phones.
PAOLI HIGH FIDELITY CONSULTANTS INC.,
PO Box 876, Paoli, Pa, 19301. Tel: (215)
644-7083.
Product: Amplifiers, pre-amplifiers.
PARADOX, see Sonic Energy.
PARALLAX, see Wood Specialty.
PASO SOUND PRODS. INC., 14 First St., Pelham, N.Y. 10803. Tel: (914) 738-4800. Pres.:
Paul Mastrangelo.

PASO SOUND PRODS. INC., 14 First St., Pelham, N.Y. 10803. Tel: (914) 738-4800. Pres.: Paul Mastrangelo.
Distribution: ID, M/Rep.
Product: Amplifiers, pre-amplifiers, speakers, microphones (dynamic).

PATRONIC, see Patson Electronics.
PATSON ELECTRONICS INC., 1201 Broadway, New York, N.Y. 10001. Tel: (212) 683-5130.
Product: PATRONIC 8-tr. (auto) & cassette (home. portable) rec'rs/players, portable phono or phono combs. w/ tape units, amplifiers, pre-amplifiers, tuners, receivers, speakers, phono cartridges, styli—pickup, microphones (condenser, dynamic), headphones.

PEARSON ELECTRONICS/ALIDICON ALIDIC

phones.

PEARSON ELECTRONICS/AUDIKON AUDIO COMPONENTS, 3081-D La Jolia St., Anaheim, Calif. 92806. Tel: (714) 630-5230. Pres.: David Pearson; Sales Mgr.: Tom Pearson, Adv. Mgr.: Rod Steelman Distribution: ID, M/Rep. Product: AUDIKON amplifiers, pre-amplifiers, equalizers, electronic crossovers.

fiers, equalizers, electronic crossovers.

PEERLESS AUDIO MFG., 40 Jytek Dr., Leominster, Mass. 01543. Tel: (617) 537-6001

Pres.: James R. Hancock: VP Mktg.: Walte E. Schwartz; Ass't Sales Mgr.: John E. Farr. Distribution: M/Ret, M/OEM, ID, M/Rep. Product: Speakers.

J. C. PENNEY, see C. Itch.

PFANSTIEHL, PO Box 498, 3300 Washington St., Waukegan, Ill. 50085. Tel: (312) 623-1360 Pres. Merle R Nelson, Sales Mgr: C A. Clinton. Adv. Mgr: R Bruce Wight. (Sold only through authorized dealers & distributors)

cables, connectors

PHASE LINEAR CORP., 20121 48 Ave. W., Lynnwood, Wash, 98036; Tel: (201) 774-3571.
Chief Exec Officer, Donald E. Prewett,
Mktg. Dir., Robert E. Morrill

Branches: Boulder, Colo., 3400 Longwood
Ave. Zip: 80303. Tel: (303) 499-2343. Zone
Sales Mgr., Ron Bernard—Methuen, Mass.,
25 Myona St. Zip: 08144. Tel: (617) 6876016 Sales Mgr., Ron Nadeau.

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Distribution: M/Ret, M/C, ID, M Rep. Product: Amplifiers, pre-amplifiers, tuners

speakers, noise reducers
PHASE MATRIX, see Audioanalyst.
PHILIPS HIGH FIDELITY LABS. LTD., PO Box
2208, Fort Wayne, Ind. 46801 Tel: (219)
432-8516. Pres. Gerald Orbach: Sales Mgr
Phil Welch

Phil Welch Distribution: M/Rep Product: Open reel (home) rec'rs/players amplifiers, pre-amplifiers, tuners, receivers speakers, turntables

PHILIPS VIDEO SYSTEMS CORP., BROAD-CAST PRODS. DIV., 91 McKee Dr., Mah-wah, N.J. 07430. Tel: (201) 529-3800. Product: Video rec'rs/players

PHOENIX MFG., 1001 Enterprise, Bay 19, Oklahoma City, Ok a. 73128. Tel: (405) 943-9541. Local branch: 6504 N Olie. Zip: 73118 Tel. 843-1577

843-1577

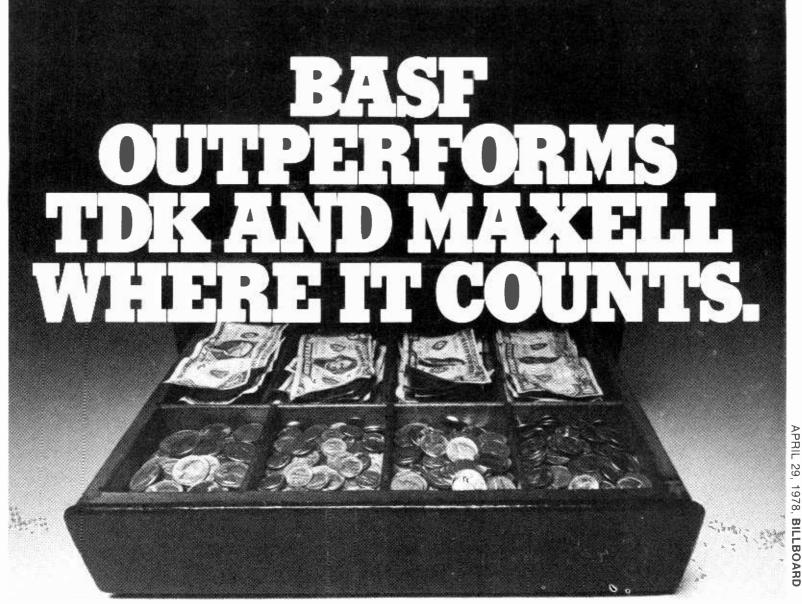
Product: LOUDMOUTH speakers, MAG-NUM large screen television/video projec-

PHONO-SONIC RADIO CORP., 317 St. Pauls Ave , Jersey City, N J 07306 Tel. (201) 420-8500 Product: PHONO-SONIC. SCHNEIDER

compact phono or phono combs

PICKERING & CO. INC., 101 Sunnyside Blvd.,
Plainview. N Y 11803 Tel. (516) 681-0200

Press. W O. Stanton, Sales Mgr.: John A.
Smith: Adv. Mgr.: Julian N. Trivers.
Distribution: M/Rep.
Product: Phono cartridges, styli—pickup,
headphones



We're out to prove we will give you the best deals you can get on state-of-the art cassettes. Talk to us. We'll give you money making promotions, like our music box and gift pack. BASF gives you more promotional aids than anyone else in the business. When you carry our top-rated cassette line we give you a hard-hitting promotional line-up to boost your cassette sales to new highs. Discover what more and more BASF dealers are learning each week: sell through has never been better.

PROFESSIONAL I.

This new ferric formulation has the lowest distortion. best signal-to-noise ratio and lowest inherent tape noise of any ferric cassette

on the market. Maximum output level is unsurpassed.

PROFESSIONAL II.

At any chrome bias setting this new second-generation chrome formulation has more high frequency headroom than any of the competition. With the bias position set to match Professional II's optimum performance levels, it will give a flatness of frequency response and lowering of distortion that is more comparable to reel-to-reel performance than ever before possible on cassette tape.

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PROFESSIONAL III.

This new ferrochrome formulation gives superb results in all recorders. Recorders with only a ferric setting will enjoy lower tape noise and a gain in dynamic range. There's a big market growing for Professional III for auto cassette

More expensive recorders, and those with chrome and ferrochrome settings can expect an obvious improvement in sound brilliancy.

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TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

PIONEER, see Pioneer Electronics & U. S. Pio-

neer.

PIONEER ELECTRONICS OF AMERICA, 1925
E. Dominguez St., Long Beach, Calif. 90810.
Tel: (213) 639-5050.
Product: PIONEER 8-tr. & cassette (auto) rec'rs/players; CENTREX BY PIONEER cassette (portable) rec'rs/players, compact phono or phono combs. w/tape units.

POINT 3, see Great White Whale.
POLK AUDIO INC., 4900 Wetheredsville Rd., Baltimore, Md. 21207. Tel: (301) 448-2057.
Product: POLK speakers; FORMULA FOUR tonearms.

POLYDAX SPEAKER CORP., 2 Park Ave., Suite 2002, New York, N.Y. 10016. Tel: (212) 684-

Product: ERA.

POLYPLANAR-MAGITRAN, see ERA.

POSTHORN REC'GS, 185 Ave. C, New York,
N.Y. 10009. Tel: (212) 677-4082. Pres.: Jerry
Bruck; Sales Mgr.: Noel Harrington.

Distribution: M/End.

Product: SCHOEPS microphones (condenser).

denser).

POWERMASTER, see Meteor Light & Sound.

POWER UP, see Kustom Kreations.

PRECISION ELECTRONICS INC./GROMMESPRECISION, 9101 King St., Franklin Park,

Ill. 60131. Tel: (312) 678-5350. Pres.: William

S. Grommes; Sales Mgr.: Robert Franzen,

Adv. Mgr.: Bill Stow.

Distribution: M/Ret, M/OEM, M/End, M/C,

IO. M/Ret

Adv. Mgr., Bill of St., M/OEM, M/End, M/O., ID, M/Ret., M/OEM, M/End, M/

Product: GROMMES-PRECISION, amplifiers, pre-amplifiers, tuners, receivers, equalizers.

PRECISION SOUND UNLIMITED INC., 1943 S. El Paso, Colorado Springs, Colo. 80906, Tel: (303) 632-2212. Pres.: William F. Hudson; Sales & Adv. Mgr.: Al Santistevan.

Distribution: M/Ret, Mgr.: Al Santistevan.

Distribution: M/Ret, Product: Speakers.

PRECOR, see Panorama Radio.

PRIME ELECTRONICS, 221 W. Market St., Derby, Kan. 67037. Tel: (316) 788-3721. Pres.: Dick Loosen; Sales & Adv. Mgr.: Dodie Bauer.

Distribution: ID. Product: TONE STROKER equalizers.

PROFESSIONAL AUDIO SYSTEMS ENG'G INC., 7330 Laurel Canyon Blvd.. North Hollywood, Callf. 91605. Tel: (213) 982-1141. Pres.: Richard Guy.

Distribution: M/Ret, M/End, M/Rep.

Product: PROFESSIONAL MONITOR STANDARD speakers.

PROFESSIONAL AUDIO VIDEO SERVS., 3117 Gillham Rd., Kansas City, Mo. 64109. Tel (816) 931-5070. Pres.: Thomas Bingimina; Sales Mgr.: Jim Cullison; Adv. Mgr.: Joe Spallo.

Branch: St. Louis, Mo., 4559 Chestnut Park

Spallo. Branch: St. Louis, Mo., 4569 Chestnut Park Plaza. Zip: 63129. Tel: (314) 487-7120. Mgr.: B. Grassi. B. Grassi.
Distribution: M/Ret, M/OEM, M/End, M/C.
Product: SUPER VISION large screen tele-

vision/video projectors.
PROFESSIONAL MONITOR STANDARD, see

PROFESSIONAL MONITOR STANDARD, see Professional Audio.

PROGRAMMA-BUHL, see Buhl Inc.

PROJECTA-VISION INC., 444 Brickell Ave., Miami, Fla. 33131. Tel. (305) 358-8831. Pres.: Marvin A. Friedman; Sales Mgr.: Michael Gilbert; Adv. Mgr.: Herb Hirsch. Branches: Coral Gables, Fla., 4442 Ponce de Leon Blvd. Tel: (305) 442-1239—Fort Lauderdale, Fla., 4330 N. Federal Hwy. Tel: (305) 771-9980.

Distribution: M/Ret, ID Product: Large screen television/video projectors.

jectors.

PROJECTION SYSTEMS INC., 1005 Clifton Ave., Clifton, N.J., 07013. Tel: (201) 473-0180. Press: P.F. Gambuti.

Distribution: ID.

Product: CINEVISION large screen television/video projectors.

Product: CINEVISION large screen tele-vision/video projectors.

PULSE TECHNIQUES INC., 1411 Palisade Ave., Teaneck, N.J. 07666. Tel: (201) 837-2575. Sales Mgr.: E.R. Sherik. Product: PULTEC equalizers, filters. PULTEC, see Pulse Techniques. PVLE INDS. INC., 501 Center St., Huntington, Ind. 46750. Tel: (219) 356-1200. Pres. & Sates Mgr.: Frank Pyle Jr.; Adv. Mgr.: Al Al-terhot.

tenhof.
Distribution: M/OEM, ID, M/Rep.
Product: PYLE, PYLEDRIVER speakers.
PYLEDRIVER, see Pyle Inds
PYRAMID INDS., 12970 Branford St., Arleta,
Calif. 91331. Tel: (213) 767-4600. Pres.: William J. Schnell; Sales Mgr.: Helen Jameson.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Amplifiers, pre-amplifiers, speak-

ers, equalizers

R K ELECTRONIC PRODS. INC., 1568 N.
Sierra Vista Ave., Fresno, Calif. 93703. Tel:
(209) 251-4213; WATS (800) 344-2181.
Pres. & Adv. Mgr.: Robert D. Sidwell; Sales
Mgr.: Robert Martin.
Distribution: M/Ret, M/OEM, M/End, M/C,

uistribution: M/Ret, M/OEM, M/End, M/C, ID, M/Rep.
Product: QRK pre-amplifiers, speakers, turntables; QRK/REK-O-KUT tonearms. Q R K/REK-O-KUT, see QRK Electronic. QUAD, see Audiophile

Q R K/REK-O-KUT, see QRK Electronic.
QUAD, see Audiophile.
QUASAR ELECTRONICS CO., 9401 W. Grand
Ave., Franklin Park, III. 60131. Tel: (312)
451-1200.
Product: Videocassette rec'rs/players (½").
QUIET SOUND SYSTEMS, 105 Walnut, BloomIngton, Ind. 47401. Tel: (812) 336-0963.
Product: Speakers.
R C A, COMMERCIAL COMMUNICATIONS
SYSTEMS DIV., Front & Cooper Sts., Camden, N.J. 08102. Tel: (609) 963-8000.
Product: Open reel tape decks/rec'rs, video
tape rec'rs/players, amplifiers, speakers,
turntables, styli-pickup, microphones,
equalizers.

turnables, syllapsocapset equalizers.

R C A, CONSUMER ELECTRONICS DIV., SelectaVision Videocassette Opns., 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000.

Product: SELECTAVISION videocassette

rec'rs/players.

R C A, CONSUMER ELECTRONICS DIV., SelectaVision Videodisk Opns., 7900 Rockville Rd., Indianapolis, Ind., 46224. Tel. (317) 635-900. VP., SelectaVision (Videodisk) Indianapolis Opns.: T.T. Callahan; VP, SelectaVision (videodisk) Rd. Dr. DS. McCoy, Dir., SelectaVision Prod. Mgmt.: G.W. Bricker. Product: SELECTAVISION videodisk rec'rs/olayers.

Product: SELECTAVISION videodisk rec'rs/players.

R C S AUDIO INT'L INC., 1314 34 St. NW, Washington, D.C. 20007. Tel: (202) 338-0934. Press: Richard C. Schaus; Sales Mgr.: Harvey Lane. Product: SPENDOR speakers.

R S, see Walker Transducing.

R T R INDS. INC., 8116 Deering Ave., Canoga Park, Calif, 91304. Tel: (213) 883-0116. Product: Speakers.

RABCO, see Harman Kardon.

RADIO SHACK (DIV. OF TANDY CORP.), 2727 W. Seventh St., Fort Worth. Tex. 76107. Tel: (817) 335-2551.

(817) 335-2551. Product: REALISTIC 8-tr. & cassette (home,

auto, portable) rec'rs/players, compact phono or phono combs. w/ or w/o tape units, amplifiers, tuners, receivers, speakers, turntables, phono cartridges, microphone (condenser, dynamic), equalizers, bacdbyres.

phone (contenser, opinamic), equalizers, headphones.

RAM AUDIO SYSTEMS INC., 17 Jansen St.
Danbury, Conn. 06810. Tel: (203) 748-7698.

Pres: R. Majestic; Sales Mgr.: J. Kropp; Adv.
Mgr.: P. Ireland.
Distribution: M/Ret, M/Rep.
Product: Amplifiers, pre-amplifiers, tuners.

RAMKO RESEARCH INC., 11355-A Folsom Blvd., Rancho Cordova, Calif. 95670. Tel: (916) 635-3600. Pres.: Ray Kohfeld; Sales Mgr.: Jack M. Ducart; Adv. Mgr.: Linda Koh-feld.

Distribution: M/End, M/Rep. Product: Amplifiers, pre-amplifiers, equal

Izers.

RAMSON TRADING CO. INC., 1185 Broadway,
New York, N.Y. 10001 Tel: (212) 679-9066.

Product: SUBLIME 8-tr. & cassette (home,
auto, portable) rec'rs/players, compact

phono or phono combs. w/o tape units, receivers, speakers, turntables.

RANDALL INSTRUMENTS INC., 1132 Duryea, Irvine, Calif. 92714. Tel: (714) 556-1030. Pres.: Donald D. Randall; Sales Mgr.: Charles R. Widener; Adv. Mgr.: W. Grover. Distribution: M/Ret, M/C. Product: Amplifiers, pre-amplifiers, speakers, equalizers.

RANK HI FI INC., 20 Bushes Ln., Elmwood Park, N.J. 07407. Tel: (201) 791-7888, Pres. & Adv. Mgr.: Geoffrey Miller; Sales Mgr.: Karl Jacobs.

Distribution: M/Ret M/Pop.

phono or phono combs. w/o tape units, re-

cobs.
Distribution: M/Ret, M/Rep.
Product: WHARFEDALE, LEAK speakers.
REALISTIC, see Radio Shack.
RECOTON CORP., 46-23 Crane St., Long Island
City, N.Y. 11101. Tel: (212) 392-6442. Pres.:
Robert L. Borchardt; Sales Mgr.: George
Calvi; Adv. Mgr.: Ron McPherson.

9400.

9400.

Product: Speakers.

REFERENCE, see Hartley.

REVOX, see Studer Revox.

RHAPSODY, see Alaron Inc.

RIM, see D T S-electro-acoustics.

ROBERTS, see Dyn Electronics.

ROBERTS, see Dyn Electronics.

ROBINS BROADCAST & SOUND EQUIP.

CORP., 75 Austin Blvd., Commack, N.Y.

11725. Tel: (516) 543-5200. Pres.: Herman

D. Post.

Product: Pre-amplifiers, equalizers.

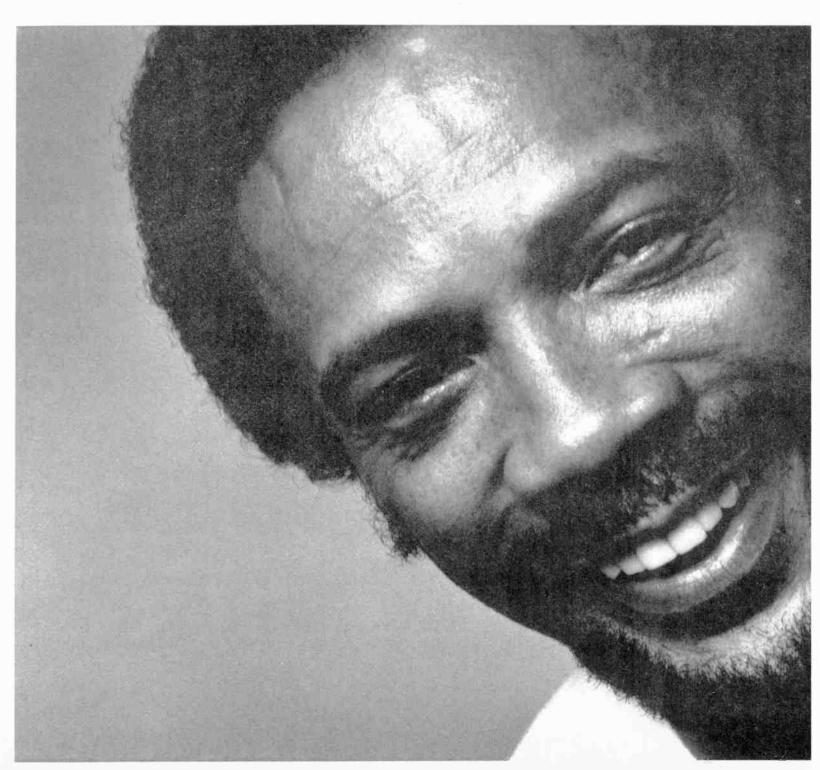
ROCTRONICS ENTERTAINMENT LIGHTING

Distribution: ID, M/Rep. Product: Speakers, styli-pickup, micro-phones (condenser, dynamic), head-

ner Blvd., Bronx, N.Y. 10454. Tel: (212) 585-

"FOR THE FIRST TIME RECORD PEOPLE AND MOVIE PEOPLE HAVE REALLY PULLED IT TOGETHER."

Quincy Jones



INC., 22-DS Wendell St., Cambridge, Mass. 02138. Tel: (617) 354-4444. Pres. & Adv. Mgr.: Dr. Richard Iacobucci; Sales Mgr.: Robert Rebuck.
Distribution: M/Ret, M/End, M/C, ID, /Rep. roduct: COLORMATION large screen tele-eion/video proiectors.

ROSNER CUSTOM SOUND INC., 11-38 31 Ave., Long Island City, N.Y. 11106. Tel: (212) 726-Long Island City, N.Y. 11106. 161. (212). 25600. Press: Alex Rosner.
Distribution: M.Pend, M/C.
Product: Speakers, headphones.
ROTEL OF AMERICA INC., 1055 Saw Mill River
Rd., Ardsley, N.Y. 10502. Tel: (914) 693-

3355.

Product: Cassette (home) rec'rs/players, ampliflers, tuners, receivers, turntables.

ROYAL SOUND CO. INC., 248 Buffalo Ave.

It's not surprising that

Quincy Jones sometimes feels

He's performed on, composed

for, or produced over a thousand

albums. Right now he's finishing

his first musical, Sidney Lumet's

While Quincy is one

Jones that's impossible to keep

up with, we were able to catch

him briefly to find out his views

his latest work, and "Scotch"

250 Mastering Tape.

on the current recording scene,

version of The Wizard of Oz,

The Wiz, starring Diana Ross.

like he was born in a studio.

Freeport, N.Y. 11520. Tel: (516) 868-2880. s.: Mervin A. Dayan. ribution: M/Rep. Juct: Cassette (home) rec'rs/players,

speakers, headphones.
RYSTL ELECTRONICS CORP., 328 NW 170 St.,
North Miami Beach, Fla. 33169. Tel: (305)

North Main Beach, Flat. 33193. Tel. (303) 652-3838.
Product: Headphones.
S A E, see Scientific Audio Electronics.
S A S ELECTRONICS INC., 2 Pennsylvania Plaza, Suite 1500, New York, N.Y. 10001.
Tel: (212) 736-8633.
Product: Speakers.
S G I, see Stillwater Group.
S T A R INDS. INC., 149 Otto Circle, Sacramento, Calif. 95822. Tel: (916) 422-6365.
Pres. Mark C, Johnson; Sales Mgr.: David Bassell; Adv. Dir.: Truman V. Low.
Distribution: M/Rep.

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Product: STR speakers. T R, see S T A R. STR, see STAR.
SABA, see William Pany Co.
SAMN ELECTRONICS CORP., 871 Folsom St.,
San Francisco, Calif. 94107. Tel: (415) 9564151. Pres. & Adv. Mgr.: Edwin Samn; Exec.
VP. Sales & Mktg.: Leo R. Ikeda.
Distribution: M/Ret.
Product: 8-Ir. & cassette (auto) rec'rs/ players.

SAMSON, see Sam Ash. SANKYO SEIKI (AMERICA) INC., 149 Fifth Ave.

New York, N.Y. 10010. Tel: (212) 260-0200. VP: Y. Takeda. VP: Y. Takeda. Branches: Los Angeles, Calif., 13000 S. Athens Way. Zip: 90061. Tel: (213) 321-0320—Lyndhurst, N.J., 1275 Valley Brook Ave. Zip: 07071. Tel: (201) 935-9414. Product: Cassette (home, auto, portable) recirc follager.

rec'rs/players.

SANSUI ELECTRONICS CORP., 55-11 Queens
Blvd., Woodside, N.Y. 11377. Tel: (212) 7795300. VP: Noboru Kouchi; Sales Dir.: Kenji
Hoshino.

Branch: Gardena, Calif., 333 W. Alondra Blvd. Zip: 90248. Tel: (213) 532-7670. Sales Mgr.: T. Yoda. Home office: Japan. Distribution: ID.

Distribution: ID. Product: Cassette (home) rec'rs/players. amplifiers, pre-amplifiers, tuners, receivers, speakers. turntables, phono cartridges, styli—pickup, microphones, decoders & demodulators, headphones.

styli-pickby, microbindes, decoders a demodulators, headphones.

SANYO ELECTRIC INC., 1200 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-5830. Pres.: Y. Takimoto, Sr. VP, Sales & Mktg.: William J. Byron; Adv. Mgr.: Douglas Walmisley; PR Mgr.: Florence Towers.

Distribution: ID, M/Rep.
Product: 8-tr. & cassette (home, auto, portable) rec'rs/players. compact phono or phono combs. w/tape units: BETACORD videocassette rec'rs/players (%", consumer model). V-CORD videocassette rec'rs/players (%", industrial-institutional model) closed circuit cameras, amplifiers, tuners, receivers, turntables.

SCHOELER-AKUSTIK, see D T S-electro-acoustics.

tics SCHOEPS, see Posthorn. SCIENTIFIC AUDIO ELECTRONICS INC., (SAE), 701 E. Macy St., Los Angeles, Calif. 90012. Tel: (213) 489-7600. Pres.: Morris Kessler: Nat'l Mktg. Mgr.: Michael L. Jo-

sepn. **Distribution:** M/Ret. **Product:** Amplifiers, pre-amplifiers, tuners

Product: Amplifiers, pre-amplifiers, tuners, equalizers, noise reducers. headphones, electronic crossovers.

H H SCOTT INC., 20 Commerce Way, Woburn, Mass 01801. Tel: (617) 933-8800. Pres.: Sol Boucai: Mktg. Mgr.: Mark Dellafera; Mktg. Servs. Mgr.: Paul Kontrimas; Sales Mgr.: William Wagner. Distribution: M/Rep. Product: Cassette (home) rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers. speakers, turntables.

ampliflers, pre-ampliflers, funers, receivers, speakers, furntables.

SCULLY REC'G INSTRUMENTS, DIV. OF DICTAPHONE CORP., 475 Ellis St., Mountain View. Calif. 94043. Tel: (415) 968-8389. Pres.: William Krehbiel; Sales Mgr.: Homer Hull; Adv. Mgr.: Bob Baker.

Branches: Los Angeles, Calif., 548 Kingsley Dr. Zip. 90020. Tel: (213) 380-7980. Western Reg'l Mgr.: Phil Flad—Chicago, Ill., 3434 W. Peterson Ave. Zip. 60645. Tel: (312) 583-7878. Midwest Reg'l Mgr.: Gareth Neison—Tenafly, N.J., 285 County Rd. Zip. 07670. Tel: (201) 568-4414. Eastern Reg'l Mgr.: Bill Hamilton; Eastern Serv. Mgr.: Ed Zobdinski. Distribution: M/OEM, IlD.

Product: Open reel rec'rs/players.

SEGA OF AMERICA INC., 2550 Santa Fe Ave., Redondo Beach. Calif. 90278. Tel: (213) 772-0833. Pres.: David Rosen; Sales Mgr.: Jack Gordon.

Distribution: ID, Br.

Distribution: ID, Br.
Product: Large screen television/video pro SELECTAVISION, see RCA Consumer Electron-

SENNHEISER ELECTRONIC CORP., 10 W. 37 St., New York, N.Y. 10018. Tel: (212) 239-

0190.
Distribution: ID, M/Rep.
Product: Microphones, headphones.
SEQUERRA CO, INC., 143-11 Archer Ave., Jamaica, N.Y. 11435. Tel: (212) 297-5000.
Press. Frederick E. Barrett; Sales Mgr.: Martin Gerini. Distribution: M/Ret.

Product: Tuners.
SERVOLINEAR AUDIO PRODS., see Inter-

Product: Tuners.
SERVOLINEAR AUDIO PRODS., see International Sound.
SETTON INT'L LTD. (USA), 60 Remington Blvd..
Ronkonkoma. N.Y. 11779. Tel: (516) 981-1311. Pres: Jack Setton: Sales Mgr.: Harold Weinberg, Adv. Mgr. John Allen.
Distribution: M./Ret.
Product: Amplifiers, pre-amplifiers, tuners. receivers. Lurntables.
SHERWOOD ELECTRONIC LABS INC., 4300 N. California. Chicago. Ill. 60618. Tel: (312) 478-7300 Pres: John Snow Sr: Mktg. Dir.: Bernard F. Bottum: Sales Mgr.: Richard Sheldon, Adv. Mgr.. Jeffrey Hipps
Distribution: M/Ret.
Product: Amplifiers, pre-amplifiers, tuners. receivers, equalizers.
SHOT-GLASS, see White Electronics.
SHURE BROS. INC., 222 Hartrey Ave.. Evanston. Ill. 60204. Tel: (312) 866-2200. Pres.: S. N. Shure: VP Sales: R. Ward: Adv. Mgr.: R. Delke: Adv. Co-ord.. James Paton.
Distribution: M/Ret. M/OEM, M/Rep.
Product: Amplifiers, pre-amplifiers, speakers. tonearms, phono cartridges, stylipickup, microphones (dynamic, ribbon). equalizers.
SINDELL ORG., 11046 Santa Monica Blvd., Los Angeles, Calif 90025. Tel. (213) 478-3515. Pres.: Gerald Sindell; Sales Mgr.: John Conrad: Adv. Mgr.: Susan Stromberg.
Distribution: M./ Ret. M/End. M./C. M/Rep. Product: ARMSTRONG amplifiers, tuners, receivers, speakers; FONS turntables, tonearms: ARISTON turntables.

SINUS, see CCL.
ERIC SMALL & ASSOCS, INC., 680 Beach St.,
Suite 365, San Francisco, Calif. 94109. Tel:
(415) 441-0666. Pres.: Eric Small; Mktg. Dir.:

Maxenchs bution: M/Ret, M/OEM, M/End, M/C.). r**oduct**: DENON turntables, tonearms, hono cartridges, styli—pickup; ESA peak

program meters

SMITHALL ELECTRONICS INC., 2001 Vine St.,
Cincinnati, Ohio 45210. Tel: (513) 381-2828.

Pres.; George C. Smith: Sales Mgr.: J. Harig;
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Distribution: M/Ret, M/OEM, M/End, M/C.

Product: Amplifiers, pre-amplifiers, speak

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SOLAR AUDIO PRODS., 3228 E. 50 St., Los Angeles. Calif. 90058. Tel: (213) 582-6383.

Product: ULTRALINEAR speakers.

SOLAR SOUND SYSTEMS, 339 Fifth Ave., New York. NY. 10016. Tel: (212) 689-5730.

Product: 8-tr. & cassette rec'rs/players, compact phono or phono combs. w/tape units. headphones.

units, headphones.

SONAB ELECTRONICS, 1185 Chess Dr., Foster
City, Calif. 94404. Tel: (415) 574-2591.

Product: Cassette (home, portable) rec'rs/
players, receivers, speakers, turntables.

SONEX, see Sumiko.

SONEX, see Sumiko.
SONIC ENERGY SYSTEMS, 6910 Harwin Dr..
Houston, Tex. 77036. Tel: (713) 781-1430.
Press: Rudy Kovic.
Distribution M/Rep.
Product: PARADOX speakers.
SONIC INT'L CORP., 19241 NE San Rafael,
Portland. Ore. 97230. Tel: (503) 665-0187.
Press: Marv Roth; Sales & Adv. Mgr.: Gary
Young

Young. Branch: Brooklyn, N.Y., 1905 McDonald Ave. Zip: 11223. Tel: (212) 627-6555. Distribution: M/Rep.

The only thing Dizzy Gillespie, Andy Williams, Peggy Lee, and Ringo Starr have in common is that they've all worked with you. How can you work in so many musical styles?

"I don't get hung up in any bags. When I was studying in Paris, a teacher told me once, there were only twelve notes, so you should find out what everybody's done with them, because they're the same twelve notes that Palestrina was scuffling with. So I can live with the best of all different areas. I like that, you know. The menu is broad, man-eat everything!

There are a lot of movie scores that have turned into some pretty hot albums lately, Saturday Night Fever, for example.

'You know why I think it's happening? It's just a guess. for the first time record people and film people are basically the same people and they've really pulled it together.

Of all the films I did, the thing that bugged me the most was that we'd be in the studio and the music would boom down at you, and when you got to the theatre it was almost like a rumor, all the bottom end and the top end falls off. Then Dolby came along and they got A Star is Born, Star Wars, Close Encounters, and Saturday Night Fever.

"Those are successful record-wise because for the first time people actually hear the music in the track, really hear it. We've got a new kind of sound system now with Dolby. Emotionally it hits you from a place you're not even aware of:"

Is it technically harder to achieve what you want in a musical as opposed to doing a score for a dramatic

"Oh yeah, in *The Wiz* we've got choral things that go up to 80 and 120 voices, so to get a good lip sync we decided to use just two voices for guide tracks, almost like a Polaroid. Aftertheir mouths are moving in the right way, then we sit down and put the sweetening on the dance and singing numbers'.

So the music is composed simultaneously with the filming?

"They've been sending me out dailies on videotape from New York because the color really turns me on. You get it at 2 o'clock in the morning and look at the reel about ten times. You have to eat it. That's the best homework you can do for a film'.

You're a big user of "Scotch" 250. Do you find that it has a clean sound? That's one of the things we've been selling the tape on.

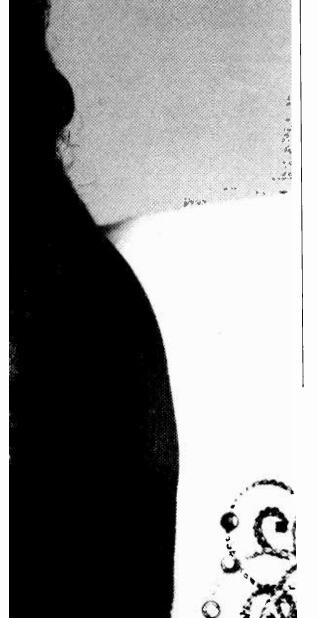
"That's right.

"It's like with film stock, you know. When you've got 800 people out there on a set, I don't care what happens on that performance, if it isn't recorded on camera, it's all over. And it's the same in the recording studio; everything else is superfluous.

"No matter how great a song we get, or performance or balance or anything else, if that same thing isn't reproduced and captured on that tape, nothing we do means a thing,

"That's why we stay with 'Scotch'.'





TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Product: SONIC speakers, headphones; MONITOR, STUDIO LAB speakers. SONIC RESEARCH INC., 27 Sugar Hollow Rd. Danbury, Conn. 08810. Tel: (203) 792-8822. Product: SONUS phono cartridges, styli— sickup.

pickup.

SONIC SYSTEMS INC., 576 Post Rd., Darien.
Conn. 06820. Tel: (203) 655-4371. Pres. &
Sales Mgr.: Carl Erca; VP Adv.: Doug Do-

nonee.
Distribution: M/Ret, M/End, M/C.
Product: SOUNDSPHERE speakers.
SONUS, see Sonic Research.
SONY, see Sony Corp. of America & Superscope

Inc.
SONY CORP. OF AMERICA, 9 W. 57 St., New York, N.Y. 10019. Tel: (212) 371-5800. Adv. Mgr., Dan Gallagher; PR: Ira Morais. Local branch: 47-47 Van Dam St., Long Island City 11101. Tel: 361-8600. Eastern Gen. Mgr.: Alles Charles.

len Shevin.
Sales & Distribution Branches: Brisbane,
Calif., 230 West Hill Pl. Crocker India Bank Sales & Distribution Branches: Brisbane, Callf., 230 West Hill PI., Crocker Ind'l Park. Zip. 94005. Tel: (415) 467-4900. Gen. Mgr.: Norm Galentine—Compton, Callf., 700 W. Artes/a Blvd. Zip. 90220. Tel: (213) 537-4300—Mlaml, Fla., 5125 NW 165 St. Zip. 33014. Tel: (305) 624-1651. Gen. Mgr.: Barry Mitchell—Atlanta, Ga., 2300 Peachford Rd., Suite 2131. Zip. 30338. Tel: (404) 451-7501. Gen. Mgr.: Roland Martin—Honotulu, Hawail, 1020 Auahi St. Zip. 96814. Tel: (808) 531-5981. Gen. Mgr.: Misuru Nishina—Mles, fll., 6801 W. Jarvis St. Zip. 60481. Tel: (312) 792-3600. Gen. Mgr.: Richard Meyers—Ferndale, Mich., 10610. Galaxie.

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"") vided rec'rs/players.

SOUND BOUND SPEAKERS INC., 805 Ninth St.,
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2998.
Product: Speakers.
SOUND FURNATURE, see Mid-America Mktg

SOUND & LIGHT CC. INC., 1135 Fower Rd., Schaumburg, III. 60795. Tel: (312) 885-2341. Pres.: J. Boyd Hildebrant; Sales Mgr.: Bill Griffis; Adv. Mgr.; Kevin McKenna. Product: Equalizers, amplifier fæl-safe.

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SPEAKERLAB INC., 735 N. Northlake Way,
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Pres: Jim Klein.
Distribution: M/End, M/C, Br.
Product: Speakers.
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Distribution: M/Ret.
Product: Amplifiers, pre-amplifiers, equalizers.

SPECTRUM BY ARISTA, see Arista.

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Audio.
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Product: Open reel (½" professional) rec'rs/players.

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Distribution: M./Ret, M./End, M/C, ID. Product: SGI amplifiers, pre-amplifiers, speakers, electronic crossovers.

STRAIGHTAWAY, see David Clark.

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Branches: Van Nuys, Calif., 14046 Burbank

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Branches: Van Nuys, Calif., 14046 Burbank
Blvd. Zip. 91401. Tel: (213) 780-4234. Mgr.: Fali Van Doren—New York, N.Y., 155 Ave. of the Americas Zip. 10014. Tel: (212) 255-4462. Mgr.: Fred Layne.
Distribution: M/Rep.
Product: Open reel (home) rec'rs/players, amplifiers, funers, speakers, turntables, microphones (dynamic), headphones.
STUDIO LAB, see Sonic Int'l.
SUBLIME, see Ramson Trading.
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Distribution: M/Ret.

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Distribution: M/Ret, M/Rep. Product: SUNN pre-amplifiers, speakers; MAGNA amplifiers, pre-amplifiers.

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Product: Headphones
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Product: Headphones.
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Branches: Itasca, III., 1300 Norwood Ave.
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56-08 37 Ave. Zip: 11377. Tel: (212) 4467227. Contact: Dick Isola—Woodside, N.Y.,
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SUPEX, see Sumiko.
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Distribution: M/Ret, M/OEM, M/C, ID, M/

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Product: Dolby FM Compensation, Cable assemblies.

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Distribution: ID, M/Rep.

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Product: TELEPROSYS SYSTEMS large screen television/video projectors.

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Product: Amplifiers, video tape rec'rs/players.

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Distribution: M/OEM. M/End. M/C. ID. Product: THOMPSON-CSF amplifiers (distribution: M/OEM. M/End. M/C. ID. Product: THOMPSON-CSF amplifiers (distribution), microphones (wireless), equalizers; AUDIMAX automatic level control; VOLUMAX automatic peak controller.

THORENS, see Elpa Mktg.
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Distribution: M/OEM, M/End, ID, Br. Product: 3M open reel (professional) rec'rs/players; WOLLENSAK cassette (audio-visual sync) rec'rs/players.

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Product: Amplifiers, pre-amplifiers, speak-

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TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

UNISONIC PRODS. CORP., 1115 Broadway New York, N.Y. 10010. Tel: (212) 255-5400.

UNI-SYNC INC., 742 Hampshire Rd., Westlake Village, Calif. 91361. Tel: (805) 497-0766. Pres.: Michael Ragsdale; Sales Mgr.: Wayne Freeman; Mktg. Mgr.: Lawrence Jaffe. Distribution: M. Ret, M./C., M./ Rep. Product: TROUPER SERIES amplifiers, equilibrare.

Product: DUAL cassette (home) rec'rs/

product: DUAL cassette (nome) recrs/
players, turntable.

UNITED RESEARCH LAB. CORP., 681 Fifth
Ave., New York, N.Y. 10022. Tel: (212) 7514663. Pres.: George Adams; Sales Mgr.;
Mrs. Lee Rand; Adv. Mgr.; Anita Adams. Local branch: 16 E. 52 St. Zip: 10022.
Distribution: M/End, M/C, ID, M/Rep.
Product: AUTO-TEC open reel (professional) rec'rs/players, amplifiers.

UNIVOX, see Unicord.
UTAH ELECTRONICS, 1124 E. Franklin St.,
Huntington, Ind. 46750. Tel: (219) 356-5800.
Sales Mgr.: Jason Thomas.
Product: TRUSONIC & UTAH speakers.
V-M CORP., Benton Harbor, Mich. 49022. Tel:

V-M CORP., Benton Harbor, Mich. 49022. Tel: (616) 925-8841. Product: VOICE OF MUSIC turntables. V-CORD, see Sanyo. VERITAS ELECTRONICS CORP., 22 Grand (Continued on page TAV-32)

lèst drive our new tape. Free.

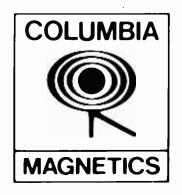
Send for a free sample of the new improved Columbia Ultra II Cassette Duplicating Tape.

Professionals have made Columbia Magnetics blank duplicating tape the leader in the industry. Now we've made the best even better.

New Ultra II gives the same proven high-end response. With an added low-end fidelity that's equally impressive. But don't take our word for it. Check it out for yourself. Send for your free sample of Columbia Magnetics Ultra II cassette tape.

And test drive our tape on your tape drive. We think you'll come out ahead.

Manufactured by Columbia Magnetics/a product of CBS Records/a Division of CBS, Inc., 51 West 52nd Street, N.Y., N.Y. 10019. (212) 975-3051. 1801 Century Park West, Century City, California 90067. (213) 556-4836.



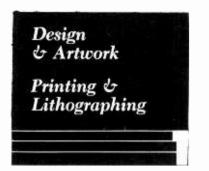
Send to: East Coast: Columbia Magnetics, 51 West 52 Street, New York, New York 10019. West Coast: Columbia Magnetics, 1801 Century Park West, Century City, California 90067.

Please send me a free sample of Columbia Magnetics New Ultra II: Cassette Tape C60 C90 Both Tack Cartridge Tape
Name
Company
Address
City State Zip

This offer expires July 31, 1978 and is limited to regular commercial users of blank duplicating tape. All requests for samples are subject to approval by Columbia Magnetics.

Tape Audio Video MARKET SOURCEBOOK

TAPE SERVICES



The key to the abbreviations used in this category is: (DES) for those companies which execute designs or artwork, and (PRT) for those which do printing or lithographing.

ALABAMA

• DOTHAN (Area Code 205)

Tri-State Publ'g Co. Inc., 120 S. St. Andrews Zip: 36301. Tel: 792-6808. Pres.: Larry Coe (DES, PRT)

ARIZONA

• PHOENIX (Area Code 602)

Sunshine Video, 533 E. McDowell Rd. Zip: 85004. Tel: 257-1978. (DES)

• SCOTTSDALE (Area Code 602)

Universal Audio Corp., 6540 E. Lafayette Blvd. Zip: 85217. Tel: 994-528. Pres.: John A. Mi-chaelson; Sales Mgr.: James Noonan; Adv. Mgr.: Allen K. Gardner. (DES)

CALIFORNIA

LOS ANGELES METROPOLITAN AREA (Area Code 213)

Album Art Co. (div. of Nehi Recs.), 5500 W. Jef-ferson Blvd. Zip: 90016. Tel: 930-1722. (DES-6' x 6' oil paintings of album jackets) Album Graphics Inc., 424 N. Larchmont Blvd.

Zip: 90004. Tel: 462-0823. VP: Edward Dwyer. (Sales office only) (DES, PRT) Home office: Melrose Park (Chicago Metropolitan Area). III.
Sherry Rayn Barnett, PO Box 925, Hollywood 90028. Tel: 874-2200. Owner: Sherry Rayn Barnett (DES)
The Bert-Co Ents. Inc., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Berton P. Couturier; VP & Gen. Mgr.: Robert L. Couturier; VP Mktg.: Don Kitzmiller; VP Sales: Arthur Leslie (PRT) 90020.

VP Mktg.: Don Kitzmiller, V.

VP Mktg.: Don Kitzmiller, V.

Leslie (PRT)

Branch: New York, N.Y.

Juglas Boyd Design, 309 Santa Monica Blvd.,
Suite 309, Santa Monica 90401. Tel: 392-5018. (DES)

Pdet Recs. Inc., 5810 S. Normandie Ave. Zip:

Tel: 753-5121. Pres.: Jules Bihari

Tel: 753-5121. Pres.: Jules Bihari

DES, PRT)

Douglas Boyd Design, 309 Santa Monica Blvd., Suite 309, Santa Monica 90401. Tel: 392-5018. (DES)
Cadet Recs. Inc., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; Mgr.: Don Macmillan. (DES, PRT) Branch: Park Ridge, N.J.
California Images Inc., 7611 Fulton Ave., North Hollywood 91605. Tel: 982-1353, 875-1424. (DES & PRT—customized tee-shirts only)
Container-Kraft Inc., 8321 De Celis PI., Sepulveda 91343. Tel: 893-9721. (PRT)
Creative Minds Inc., 1560 N. La Brea, Suite M, Hollywood 90C28. Pres.: Arthur H. Benson; Sales Mgr.: Howard Wormser; Adv. Mgr.: David Mortashed. (DES)
Custom Rec. Mg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari: VP: James Takeda. (DES, PRT)
Dak Inds. Inc., 10845 Vanowen St., North Hollywood 91605. Tel: 984-1559; WATS (800) 423-2636. Pres.: Drew Alan Kaplan. (Audio only) (PRT)
Rod Dyer Inc., 1015 N. Fairfax. Zip: 90046. Tel: 654-6486. (DES)
The Great America 1T-Shirt, PO Box 178, Woodland Hills 91364. Tel: 849-7721. (DES & PRT—customized tee-shirts only)
Holoubek West, 1302 Carmelita Ave., Redondo Beach 90278. Tel: 374-5441. (DES & PRT—iron-on transfers & customized tee-shirts only)
Home office: B Jtler (Milwaukee Area), Wis. Hope Street Studio, 607 N. Ave. 64. Zip: 90042. Tel: 258-6741. Pres. & Owner: Van Webster. (DES)

Tel: 258-6741. Pres. & Owner: Van Webster. (DES)
The Image Factory, 7060 Hollywood Blvd., Hollywood 90028. Tel: 462-2207. (DES & PRT—customized tee-shirts only)
Insta Graphic Systems, 810 E. Washington Blvd. Zip: 90021. Tel: 747-9445. (DES & PRT—customized tee-shirts only)
Ivy Hill Communications Inc., 4800 S. Santa Fe Ave. Zip: 90058. Tel: 583-3131. Div. Exec. VP: Russell Muir; VP: Jack Sclar; VP Sales: Arthur Kern. (PRT)
Home office: Great Neck, N.Y.
Wriston N. Jones, 7350 Fareholm Dr., Hollywood 90046. Tel: 874-4031. Art Dir.: Wriston N. Jones. (DES)
K-Disc (div. of Keysor Century Corp.), 6550 Sunset Blvd., Hollywood 90028. Tel: 466-1323. Sales Rep.: Rosi Harrison. (PRT)
Home office: Sauqus. Calif.
Kalny Mdsg., 4820 S. Santa Fe Ave. Zip: 90058.

Tel: 587-1164. Customer Serv.: Art Hirsh. (PRT) Branches: Terre Haute, Ind.; Great Neck, N.Y.

John Kehe Studio, 1127½ S. Robertson Blvd. Zip: 90035. Tel: 275-7161. (DES)

John Kehe Studio, 1127's S. Robertson Blvd.
Zip; 90035. Tel: 275-7161. (DES)
Kittyhawk Graphics, 7777 Sunset Blvd., Hollywood 90046. Tel: (213) 874-1534. (DES)
Lester Music Engraving, 345 S. Citrus Ave. Zip;
90036. Tel: 939-3630. Owner: James T. Lester. (DES)
Mirage Inc., 6646 Hollywood Blvd. Zip: 90028.
Tel: 466-6421. (DES)
Myriad Prod'ns. 1314 N. Hayworth Ave., Suite
402. Zip: 90046. Tel: 851-1400. Pres.: Ed
Harris. (DES)
P R C Rec'g Co. (div. of Richmond Rec'g Corp.),
8285 W. Sunset Blvd., Suite 5, Hollywood
90046. Tel: 654-5602. VP Sales: Richard
Ware. Plant: 18700 Laurelpark Rd., Compton 90220. Tel: 979-85-5. Plant Mgr.: Ray
Glithero. (PRT)
Home office: New York, N,Y.
Pacific Eye & Ear, 451 N. La Cienega Blvd. Zip:
90048. Tel: 659-2121. (DES)
Pedersen & Assoc. 11152 Fleetwood St., Sun
Valley 91352. Tel: 768-3122. Pres.: Herman
A. Fredriksz: Prod. Mgr.: E.W. Pedersen.
(PRT)
Pholo/Graphics, 1125 E. Orange Ave., Mon-

(PRT)
Photo/Graphics, 1125 E. Orange Ave., Monrovia 91016. Tel: 359-9414. Pres. & Owner:
Gary R. Moore. (DES)
Prestone Graphics Inc., 1930 Century Park W.
Zip: 90067. Tel: 479-7125. Pres.: Steven Uslan; Sales Mgr.: Helena Von Rosenberg.
(DES, PRT)
Branch: New York, N.Y.
Queens Lithographing Corp. 6290 Sunset Blvd.

Branch: New York, N.Y.

Queens Lithographing Corp. 6290 Sunset Blvd.,
Suite 304, Hollywood 90028. Tel: 464-7700.
(DES, PRT)
Home office: Long Island City (New York
Metropolitan Area), N.Y.
Plant: Indianapolis, Ind., Rutgers Packaging
Corn.

Home offlice: Long Island City (New York Metropolitan Area), N.Y.
Plant: Indianapolis, Ind., Rutgers Packaging Corp.
Radio Central, 427 W. Fifth St. Zip: 90013. Tel: 626-9891. Pres.: David B. Sigler; Gen. & Sales Mgr.: Carl Hampson. (DES, PRT)
Roach (div. of Perma-Trans Prods.), 8430 Tu-lunga Ave. Sun Valley 91352. Tel: 767-8300; WATS (800) 423-2611 (except Calif.) Pres.: John Baird; Custom Prods. Div. Sales Mgr.: Marvin Zwier. (DES & PRT—customized tee-shirts & hats only)
Home offlice: Columbus, Ohio.
Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043. (PRT)
Home offlice: New York, N.Y.
Springboard Int'l, 8295 Sunset Blvd. Zip: 90046. Tel: 654-6240. (DES, PRT)
Home offlice: Rahway, N.J.
Superior Data/Graphics Corp.. 5717 Santa Monica Blvd. Zip: 90038. Tel: 467-6101. (PRT)
Superscope Inc.), 455 Fox St., San Fernando 91340. Tel: 365-1191. Pres.: Joseph S. Tushinsky; VP & Gen. Mgr.: M.N. Padwa; Mktg. & Sales Mgr.: Jerry Epstein. (DES, PRT)

Surf City Recs.. PO Box 14, Hollywood 90028.
Tel: 877-3671. Pres.: Gary M. Theroux; Admin. Ass't: Russell Bidwell; Sales Mgr.: Mark Charger; Adv. Mgr.: Peter Roberts. (DES)
Westland Graphics, 2237 N. Hollywood Way, Burbank 91505. Tel: 846-1205. Pres.: George T. Dixon; Sales Mgr.: Richard T. Dixon. (PRT)

• MONTEREY (Area Code 408)

Publishers' Art Serv., 455 Pierce St. Zip: 93940 Tel: 375-1191. Pres. & Owner: Joe Pierre (DES)

• SACRAMENTO (Area Code 916)

Alpha-Media, PO Box 254452. Zip: 95825. Tel: 383-4385. Owner: Vladimir Sirota. (DES)
Bill Rase Prod'ns Inc., 955 Venture Court. Zip: 95825. Tel: 929-9181. Owner & Pres.: Bill Rase. (DES)

SAN FRANCISCO & BAY AREA (Area Code 415)

(Area Code 415)

Airamid Design/The Tubes Design & Graphics, 450 Linden St. Zip: 94102. Tel: 431-0242. Dir.: Michael Cotten. (DES)
Conlan Creative Lithographers, PO Box 2763, 800 Forbes Blvd. Suite 260. South San Francisco 94080. Tel: 761-7617. Pres.: Robert D. Conlan: VP: Richard T. Conlan. (DES, PRT)
Fred Foxx Music Co., 15 S. Ontario, San Mateo 94401. Tel: 343-7222. Gen. Mgr.: F.H. Nesbitt Jr.: Sales Mgr.: D.A. Nesbitt. (DES)
Cathy Furniss & Assocs.. 680 Beach St.. Suite 445. Zip: 94109. Tel: 885-2807. Pres.: Cathy Furniss; Sales Mgr.: Ruth Maas; Adv. Mgr.: Michel Lipman. (DES)
Geis Audio Tape Ent. (GATE), 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis: Sales Mgr.: Mary Geis, Adv. Mgr.: John Geis. (PRT)
The Tubes Design & Graphics, see Airamid.

SAUGUS (Area Code 805)

K-Disc (div. of Keysor Century Corp.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Pres.: Richard B. Keysor; Gen. Mgr.: Bill Lightner; Sales Mgr.: Dick Maxwell. (PRT) Branch: Hollywood (Los Angeles Metropoli-tan Area), Calif.

• STANTON (Area Code 714)

Photo-Lith Int'l, 11816 Western Ave. Zip: 90680. Tel: 893-5037; WATS (800) 854-2489. Pres.: Jeffrey Cohen; Sales Mgr.: Lee Westwell; Adv. Mgr.: Dennis Tugwell. (DES, PRT—cus-tomized tee-shirts only)

COLORADO

• DENVER (Area Code 303)

Audicom Corp., 4950 Nome, Unit C. Zip: 80239. Tel: 371-3076. Pres.: Jack Dunham; Sales Mgr.: Richard Sanders; Chief Eng.: David Howard. (PRT)

CONNECTICUT

DARIEN (Area Code 203)

George Alexander Group Inc., 1063 Post Rd. Zip: 06820. Tel: 655-7791; NYC (212) 886-5600. Pres.: Kev Devejian. (DES, PRT)

MONROE (Area Code 203)

Black & White Prod'ns, 114 W. Maiden Ln. Zip: 06468. Tel: 261-2979. Pres.: Vincent E. Me-yer Jr. (DES)

• UNION CITY (Area Code 203)

A. C. Hampson Printing Co. Inc., PO Box 97, 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: John W. Berry. (DES, PRT)

WESTPORT (Area Code 203)

Crystal Magick Promos, Inc., 21 Charles St, Zip: 06880. Tel: 227-2636. Pres.: Curtis Gunn; VP & Adv. Mgr.: Lee Heiman; Sales Mgr.: Cindy Tommins. (DES)

DELAWARE

BEAR (Area Code 302)

Factors Etc. Inc., PO Box 484, Rt. 40. Zip: 19701. Tel: 834-1625; WATS (800) 441-7650. (DES, PRT—customized tee-shirts only)

WILMINGTON (Area Code 302)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richard-son Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Shirley Kay. (DES, PRT) National Tape Dupl'rs, see Ken-Del.

FLORIDA

JACKSONVILLE (Area Code 904)

Eagle Music Co., 3230 Evergreen. Zip: 32206 Tel: 356-1536. Pres.: Glen Copeland; Sales Mgr.: Helen Carroll. (DES)

Why buy tape from a giant? When

And our High Speed bulk cassettes give you AudioMagnetics Low-Noise/High-Density tape in our premium cassette housing. They feature specially engineered components and assembly, designed for high speed duplicating.

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Toronto, Ont. M9W 5M9, Canada, 1180 Martingrove Road, Rexdale, Ontario, (416) 245-4400

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can be very troublesome.

When you buy our cassette tape or 1/4 inch lubed tape you get a combination of ultra high-density gamma ferric oxide particles and an advanced binder system that gives AudioMagnetics tape the characteristics necessary for creating the finest quality recordings.

29

1978, BILLBOARD

• MIAMI METROPOLITAN AREA (Area Code 305)

(Area Code 305)

Image Devices Inc., 1825 NE 149 St., North Miami 33181. Tel: 945-1111. Pres.: David Haylock: Sales Mgr.: Bill Reiter. (PRT)

Lippman, Mogull Advertising Consultants Inc., The Executive Bldg., 1175 NE 125 St., North Miami 33161. Tel: 893-1175. Pres.: Steve Mogull; Sales Mgr.: Wayne D. Lippman. (DES, PRT)

Mlami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211. Pres.: Carlos Garcia. (PRT)

Record Dists. of America, 780 W. 27 St., Hialeah 33010. Tel: 887-2638. Pres.: Eliseo Valdes; Gen. Mgr.: Angel Tamargo. (PRT)

South Eastern Recs., 4380 NW 128 St., Opa Locka 33014. Tel: 685-6211. Pres.: Mateo San Martin; Sales Mgr.: Alba Eagan; Gen. Mgr.: Guido Calvache Jr. (DES, PRT)

Tropical Paper Box Co., 7000 NW 25 St. Zip:

Tropical Paper Box Co., 7000 NW 25 St. Zip: 33122. Tel: 592-5520. Rec. Div. Mgr.: Dale Quartin. (PRT)
Video Music Corp., 770 W. 27 St., Hialeah 33010. Tel: 885-9156. (PRT)

• ORLANDO AREA (Area Code

Magnetix Corp., 770 W. Bay St., Winter Garder 32787. Tel: 656-4494. Pres.: John Lory (PRT)

GEORGIA

• ATLANTA METROPOLITAN AREA (Area Code 404)

Data-Linear Prods. Inc., 4507-K Mills Pl. SW, College Park 30366. Tel: 691-1254: (DES, PRT) Home office: New York N.Y. Linear Prods

ne office: New York, N.Y., Linear Prods.

Inc.
The T-Shirtery Inc., 1200 Menlo Dr. Zip: 30318.
Tel: 351-9850; WATS (800) 241-1052. (DES & PRT—customized tee-shirts only).
Wonder Graphics Inc., PO Box 77287, Zip: 30309; 983 Waverly Way. Zip: 30357. Tel: 524-1200, Pres.: J. Flournoy Holmes. (DES)

ILLINOIS

CHICAGO METROPOLITAN AREA (Area Code 312)

A G I Plant Inc., see Album Graphics.
Ad-Vertising Unlimited, PO Box 8135. Zip:
60680. Tel: 787-8220. Pres.: R.C. Hillsman;
Sales Mgr. Frank Howard Jr.; Adv. Mgr.:
Howard Pittman. (DES)
Album Graphics Inc. (AGI Plant Inc.), 1950 N.
Ruby St. Melrose Park 60160. Tel: 3449100. Pres.: Donald W. Kosterka; Sales
Mgr.: Charles Eaton. (DES, PRT)
Sales offices: Los Angeles, Calif.; New
York, N.Y.
Armaceddon Talent Assocs. 1604 W. Juneway

sirou. Press. Dollard W. Rosteria. Sales Mgr. Charles Eaton. (DES, PRT)
Sales offices: Los Angeles, Calif.: New York, N.Y.

Armageddon Talent Assocs., 1604 W. Juneway Terr. Zip: 60626. Tel: 465-3373. Mgr.: Fred Tieken. (DES)
Audio Artists Ltd., PO Box 7, Wheaton 60187. Tel: 668-6682 (DES)

M. M. Cole Music Publi g Co., 251 E. Grand Ave. Zip: 60611. Tel: 527-2160. Press.: Shepard Stern, Sales Mgr.: J C. Cole: Adv. Mgr. Mike Stern. (DES, PRT)
Fort Dearborn Lithograph Co., 6035 W. Gross Point Rd., Niles 60648. Tel: 774-4321. Pres. Tom Adler; Sales Mgr.: Jerry Adler; Adv. Mgr.: Rich Adler, Prod'n Mgr.: Edward J. Evans. (PRT)
Higgins, Hegner. & Genovese Int'l, 251 E. Grand Ave. Zip: 60011. (DES)
Jay-Dallas Art For You Co., 3221 N. Leavitt. Zip: 60618. Tel: 281-6148. Press.: Jay C. Sutton III, Sales Mgr.: Dallas F. Shelton. (DES)
Planet Communications (div. of Clay Pigeon Int'l), PO Box 20346. Zip: 60620. Tel: 476-2553. Pres. & Gen. Mgr.: Vytautas Beleska: Sales Mgr.: Rudy Markus; Special Projects Mgr.: D. Jaras, (DES)
Polycom Group. 4 E. Huron St. Zip: 60611. Tel: 337-2040. Pres.: Joseph Hassen, Gen. Mgr.: Richard Jablonski. (DES)
Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Rex Bundy. (DES)
Sound Studios, 230 N. Michigan Ave. Zip: 60601. Tel: 236-4814. Pres.: Jerry Markham, VP & Gen. Mgr.: Dan Tynus, Sales Mgr.: Joe Kukolla. (DES)
Trackdown Record Dist. & Record Promo Co., 542 S. Dearborn, Suite 1102. Zip: 60680. (Tel: 399-9066. Pres.: T.J. Wocker: Adv. Mgr.: J. V. Seldon. (DES, PRT)
Williams Special Prods., PO Box 87124. Zip: 60680. (DES)
Home office: Omaha. Neb.

COLLINSVILLE (Area Code 618)

Mar-Kay Rec. Co., 1 Scotch Pine Dr. Zip: 62234 Tel: 344-4443 Pres.: Mary Joyce; Sales Mgr.: Ron Allen; Adv. Mgr.: Phyllis Darner. (PRT)

• ROCKFORD (Area Code 815)

Carter Corp., 1916 11 St. Zip: 61101, Tel: 397-3200, Pres., Robert L. Fleming; VP Sales & Mktg., Sandra L. Fleming; Adv. Mgr.: Donald Clark. (DES, PRT)

INDIANA

• INDIANAPOLIS (Area Code 317)

INDIANAPOLIS (Area Code 317)
 Initiheatre Inc., 5773 Park Plaza Court. Zip. 4620. Tel: 545-2001. Pres. Stephen Marra; VP: Greg Riker, Sales Mgr., Randy Marra; Adv. Mgr., Brian Strater. (DES)
 Reco-Sleeve Packaging, 2203 W. Oliver St. Zip. 46221. Tel: 635-777. Pres.: Leonard Verebay, Sales Mgr., Leonard Dimond. (PRT)
 Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave. Zip. 46221. Tel: 635-7777. Plant Mgr.; William Swanson (DES, PRT)
 Home office: Long Island City (New York Metropolitan Area), N.Y., Queens Lithographing Corp.

• RICHMOND (Area Code 317)

P.R.C.Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374 Tel: 962-9511 Plant Mgr.: Greg Speer. Home office: New York, N.Y.

• TERRE HAUTE (Area Code 812)

Artco Press Inc., PO Box 1445. Zip: 47808. Tel: 232-0926. Pres: James S. Royse; Sales Mgr.: Don Wilson. (PRT)

Ivy Hill Packaging, Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47805. Tel: 466-9851. Div. VP: Don Ford; Prod'n Mgr.: Dick Bieniek. (PRT)

(PRT)
Home office: Great Neck, N.Y.
Kalny Mdsg., Fort Harrlson Ind'l Park. Zip:
47805. Tel: 466-9851. (PRT)
Home office: Los Angeles, Callf.
Woodburn Printing Co., 25 S. Sixth St. Zlp:

47808. Tel: 466-6822. Pres.: Donald P. Pendergast; Sales Mgr.: John Avelis; Adv. Mgr.: John Cnippen. (PRT)

IOWA

• CARLISLE (Area Code 515)

Kajac Rec. Corp., 155 First St. Zip: 50047. Tel: 989-0876. Pres.: Harold L. Luick. (DES, PRT)

• DES MOINES AREA (Area Code

Tee-Shirts, Tee-Shirts, PO Box 235, West Des Moines 50265. Tel: 285-6564. Contact: Art Smart Stenstrom. DES & PRT—customized tee-shirts only)

Triad Prods. Inc., 1910 Ingersoll. Zip: 50309. Tel 243-2125. (DES)

KENTUCKY

• LOUISVILLE (Area Code 502)

Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658. Pres.: Ray Allen; Adv. Mgr.: Carolyn Davidson. (DES)

LOUISIANA

NEW ORLEANS (Area Code 504)

Ken Keene Int'l, PO Box 3763. Zip: 70117. (DES, PRT)
Home office: St. Louis, Mo. e office: St. Louis, Mo

TAPE SERVICES

MARYLAND

HYATT\$VILLE (Area Code 301)

The Shirt Xplosion, 5618 Lafayette Pl. Zip. 20781. Tel: 277-3358. (DES & PRT—custo-mized tee-shirts only)

• KENSINGTON (Area Code 301)

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. Pres.: W. Robert Yesbek; Sales & Adv. Mgr.: Betty Phelps.

• WHEATON (Area Code 301)

Big Ed's Shirt Shop, 11141 Georgia Ave., Suite A-1, Zip: 20902. Tel: 949-9500. (DES & PRT—customized tee-shirts only)

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Fleetwood Communication, 321 Revere St., Re



8, TRACK and QUAD CARTRIDGES

Biddeford Industrial Park, Biddeford, Maine 04005 U.S.A. 207-282-6155

TAPE SERVICES

vere 02151. Tel: 289-6800. Pres.: V.P. Giar-russo; Sales & Adv. Mgr.: Victor Mancini.

vere 02151. Tel: 289-6800. Pres.: V.P. Giarrusso; Sales & Adv. Mgr.: Victor Manciini. (DES)
Ed Hurvitz Music Promos., 129 Bishop St.,
Brockton 02402. Tel: 588-6348. Pres. & Adv.
Mgr.: Edward M. Hurvitz; Sales Mgr.: Linda
Berman. (DES)
Rik Tinory Prod'ns. 622 Rt. 3A, Cohasset 02025.
Tel: 383-9494. Pres.: Richard F. Tinory; Artist Relations: Claire L. Babcock. (DES, PRT)
The Word Guild, 119 Mount Auburn St., Cambridge 02138. Tel: 354-8774. Pres.: Zelda
Fischer. (DES)

CHICOPEE (Area Code 413)

Dielectrics Inc., 6 Second Ave. Zip: 01020. Tel: 598-8308. Pres.: Earl S. Stahl; Exec. VP: Eric Craig Stahl. (DES, PRT)

• TURNERS FALLS (Area Code 413)

Silver Screen Design, 73 Ave. A. Zip: 01376. Tel. 863-9171. Pres.: Randolph Kleinrock; Sales Mgr.: William Grabin; Adv. Mgr.: Melvin Wei-ner. (DES)

MICHIGAN

• ANN ARBOR (Area Code 313)

Charismatic Renewal Servs., 617 E. Huron. Zip. 48108. Tel: 761-8505. Pres.: George A. Mar-tin; Sales Mgr.: Gary Morgan; Adv. Mgr.: Steve Peterson. (DES)

DETROIT METROPOLITAN AREA (Area Code 313) • DETROIT

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480. Pres.: R.G. Heppard; Sales Mgr.: James Poola. (DES, PRT) Pioneer Rec'g Studio Inc., 26561 W. 12 Mile Rd., Southfield 48034. Tel: 353-0380. Pres.: Gary A. Rubin. (DES)

Tape-Tronics Inc., 750 E. Mandoline. Madison Heights 48073. Tel: 588-8281. (PRT)

MINNESOTA

MINNEAPOLIS (Area Code 612)

Ark Rec'g Co. (div. of Fulton Electronics), 4428
Zane Ave. N. Zip: 55422. Tel: 537-7076.
Pres.: Robert Fulton. (DES)
Cosmic Rainbow, 4552 Bryant Ave. S. Zip:
55409. Tel: 827-5456. (DES & PRT—customized tee-shirts only)
Esco Arist, 2613 NE Garfield St. Zip: 55418. Tel:
789-5650. Owner: Jo Esco. (DES)

MISSOURI

• KANSAS CITY (Area Code 816)

Stage 3 Sound Prod'ns Inc., 12 E. 39 St. Zip. 64111. Tel: 531-1375. Pres.: Don Warnock. (DES)

ST. LOUIS METROPOLITAN AREA (Area Code 314)

Graffic Traffic Inc., PO Box 2489, Zip: 63114. Tel: 427-4460. (DES & PRT—customized

Tel: 427-4460. (DES & Philosophiasotee-shirts only)
I Keene Int'l. PO Box 515. Zip: 63166. Tel:
776-2278. 464-1773. Pres. & Adv. Mgr.: Ken
Keene; VP & Sales Mgr.: Gene Miller. (DES,
PRT)
Branches: New Orleans, La.: Nashville,
Tenn., TP Prod'ns.
Int'l branch: England, Seacruise.

NEBRASKA

OMAHA (Area Code 402)

Williams Special Prods., PO Box 14481, West Sta. Zip: 68124, Pres.: Mark H. Williams. (DES) Branches: Chicago, III.; New York, N.Y.

NEW JERSEY

ASBURY PARK (Area Code 201)

nd-Arts Co. Inc., 5 Cindy Ln. Zip: 07712. Tel: 493-8666. Pres.: C.J. Gspann; VP: Frank M. Gspann; Adv. Mgr.: Jim Kaus. (DES, PRT)

CAMDEN (Area Code 609)

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St. Zip: 08105. Tel: 963-3000; Philly (215) 922-8558. Press: David H. Goodman; Sales Mgr.: Pat Landon; Adv. Mgr.: Edward J. Goodman. (DES, PRT)
Sales office: New York, N.Y.

COLLINGSWOOD (Area Code 609)

Pauli Prods., PO Box 29, Zip: 08108, Tel: 547-8925, Pres.: Joseph A. Pauli. (PRT)

• EDISON (Area Code 201)

Shepard Printing Corp., 150 Talmadge Rd. Zip: 08817. Tel: 287-4464. (DES, PRT) Branch: New York, N.Y.

ELIZABETH (Area Code 201)

A. D. Adams Advertising Inc., 110 W. Jersey St Zip: 07202, Tel: 352-7610. Branch Mgr. Jean Miller. (DES) Home office: New York, N.Y.

FARMINGDALE (Area Code 201)

Charlie Roberts Advertising & Promos. Inc., 346 Belmar Blvd. Zip: 07727. Tel: 938-4341, (DES)

• JERSEY CITY (Area Code 201)

Saxon Adhesive Prods. (A Saxon Co.), 880 Gar-field Ave. Zip: 07305. Tel: 451-0202; NYC (212) 964-1717. VP Mktg.: Steven Dauman; Adv. Mgr.: George Ratowsky. (PRT)

LEONIA (Area Code 201)

S/T Videocassette Dupl'g Corp., 500 Willow Tree Rd. Zip: 07605. Tel: 947-6450. VP Sales: Herb Winawer; Gen. Mgr.: Bill Follett. (DES) Home office: New York, N.Y., Video Corp. of America

• LYNDHURST (Area Code 201) Colorseps-Lithopreps Serv., PO Box 151. Zip: 07071. Tel: 438-6729. Pres.: J.G. Principato. (PRT)

MONTCLAIR (Area Code 201)

Linear Sound Rec'g, 211 Glenridge Ave. Zip: 07042. Tel: 744-0686. Pres.: M. Kroll: Sales Mgr.: Brad Clark; Adv. Mgr.: T. Steinmann. (DES)

• NEWARK (Area Code 201)

Andira Rec. Corp., Custom Servs, Div., 16 Park Pl. Zip: 07102. Tel: 642-5991. (DES, PRT)

PARK RIDGE (Area Code 201)

Cadet Recs. Inc., PO Box 176. Zip: 07656. Tel: 391.3676. VP Sales: Robert K. Herrington: (Sales office only) (DES, PRT)
Home office: Los Angeles. Calif.

• PLEASANTVILLE (Area Code

Advertising Dynamics Inc., 600 Fire Rd. Zip: 08232. Tel: 646-5980. (DES)

RAHWAY (Area Code 201)

Springboard Int'l, 947 US Hwy. 1. Zip: 07065 Tel: 574-1400. (DES, PRT) Branch: Los Angeles, Calif.

NEW YORK

CENTRAL ISLIP (Area Code 516)

Ramart Printing Corp., 3180 J Expwy. Dr. S. Zip 11722. Tel: 234-0050. Pres.: Frank D. Mar tino; VP & Opns. Dir.: Gerard V. Hughes

CLARENCE (Area Code 716)

Mark Custom Rec'g Serv., 10815 Bodine Rd. Zip: 14031, Tel: 759-2600, (DES)

• FARMINGDALE (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300. Pres.: Dan Cooper; Exec. VP: Michael Cooper; Sales Mgr.: Scott Cooper; Adv Mgr.: Manny Markow. (DES, PRT)

GREAT NECK (Area Code 516)

lvy Hill Communications Inc., Community Dr. Zip: 11022. Tel: 487-0200. Bd. Chm.: Lewis Garlick; Pres: Murray Gordon; Exec. VP. Ellis Kern; Sr. VP Sales: Lee Koppelman. (PRT) Branches: Los Angeles. Calif.; Terre Haute, Ind

Kalny Mdsg., Community Dr. Zip: 11022. Tel: 487-0200. VP: Herbert Friedman; Sales Mgr.: Murray Kurland. (PRT) Home office: Los Angeles, Calif.

HAUPPAUGE (Area Code 516)

Disc Graphics (div. of Pickwick Int'l), Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 234-1400. (DES. PRT) Pres-Tige Label Corp., 255 Oser Ave. Zip: 11787. Tel: 273-0020. Pres.: Jerry Sybul; VP & Gen. Mgr.: Ernie Menkes. (PRT)

HUNTINGTON STATION (Area Code 516)

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres.: C.F. Galehouse. (DES, PRT)

MOUNT VERNON (Area Code 914)

Creative Disc Inc., 711 S. Fulton Ave. Zip: 10550. Tel: 699-3993. (DES)

NEW YORK METROPOLITAN AREA (Area Code 212)

A. D. Adams Advertising Inc., 145 E. 52 St. 10022. Tel: 755-0845. Pres.: A.D. Ada

A. D. Adams Advertising Inc., 145 E. 52 St. Zip: 10022. Tel: 755-0845. Pres.: A.D. Adams. (DES)
Branches: Elizabeth, N.J.; Woodbury, N.Y. Advertising/Lithographers. Commercial Press Inc., 33 E. 21 St. Zip: 10010. Tel: 673-2450. Pres.: Harry Friedman; Sales Mgr.: Jack Friedman. (PRT)
Album Graphics Inc., 125 W. 55 St. Zip: 10019. Tel: 489-0793. VP Mklg.: Richard Block, Sales Mgr.: Gary Sitcer. (DES, PRT) (Sales office only)
Home office: Melrose Park (Chicago Metropolitan Area). III.
Ampro Prod'ns Inc., 150 Fifth Ave. Zip: 10011. Tel: 243-7726. Cable: TAPEXXRON. Telex: 425233. (DES)
Anco Packaging Corp., 347 Madison Ave. Zip: 10017. Tel: 682-8208. (DES, PRT)
Alwater Press Litho Corp., 207 W. 25 St. Zip: 10001. Tel: 675-2710. Pres.: Lester H. Dreyfuss. (DES, PRT)
James Bell Graphic Design Inc., 114 E. 28 St. Zip: 10015. Tel: 683-3280. Press: James Bell. (DES)
G. Benson Co. Printers Inc., 116 Nassau St. Brooklyn 11201. Tel: 596-9100. Pres.: Gerald J. Benson; VP Sales: Gil Benson; Adv. Mgr.: Roxanne Evans. (DES, PRT)
The Bert-Co Ents. Inc., 136 E. 64 St. Zip: 10021. Tel: 683-6300. Dir: Andrew Sager. (PRT) Home office: Los Angeles. Calif.
Ely Besalel Ltd., 156 E. 52 St., Zip: 10022. Tel: 759-7820. (DES)
Edda Brusco Design, 1751 E. 16 St., Brooklyn 11202. Tel: 681-1794. Press: Edda Brusco: Sales Mgr.: Alexander Shakow. (DES)
Disc Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel: 582-4200. Pres: Lee Halpern; Sr. Exec. VP. Howard Roseff; Adv. Mgr.: Michael Halpern. (DES)

B2-420/L Pres. Lee Halpern, 57. Exec. VP. Howard Roseff, Adv. Mgr.: Michael Halpern. (DES)
Farmlett & Barsanti, 208 Fifth Ave. Zip: 10010. Tel: 686-8230. (DES)
Guaranteed Printing Serv., 119 W. 23 St. Zip: 10011. Tel: 929-2410. (DES, PRT)
Stephen P. Haas Advertising, 24 W. 57 St. Zip: 10019. Hais 581-8442. Pres.: Stephen Haas. (DES)
Jewelite Signs, 13 E. 31 St. Zip: 10016. Tel: 683-4474. (DES)
Laboratory Systems Corp., 37 W. 57 St. Zip: 10019. Tel: 753-9854. (PRT)
Lee-Myles Assocs. Inc., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: Robert M. Miller. (DES, PRT)

PRT)
Linear Prods. Inc., 37 W. 20 St. Zip: 10011. Tel:
255-2917. (DES, PRT)
Branches: College Park (Atlanta Metropolitan Area), Ga., Data-Linear Prods. Inc.;
Puerto Nuevo, P.R., Linear Prods. of Puerto Rico.

Love Unlimited T-Shirt, 15-32 127 St., College Point 11356. Tel: 359-8500. Pres.: Barry Ka-

misky. (DES & PRT)—customized tee-shirts only)

Mac Murray Press Inc., 230 W. 17 St. Zip: 10011. Tel: 924-1530. Pres.: Bernard Lerman. (DES, PRT)

The Music Agency Ltd., 135 W. 50 St. Zip: 10020. Tel: 765-1616. Press: Jay Leipzig: VP: Joei Borowka. (DES)

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 75 Rockefeller Plaza Zip: 10019. Tel: 489-6133. (PRT)

Branches: Hollywood (Los Angeles Metropolitan Area). Calif.; Richmond, Ind. Pilgrim Press Corp., 36-01 43 Ave., Long Island City 11101. Tel: 937-9515. Press: Peter Strauss. (PRT)

Prestone Graphics Inc., 147 W. 42 St. Zip: 10036. Tel: 354-1871. (DES, PRT)

Home offlice: Los Angeles, Calif.

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres.: Jerome J. Rood; Sales Mgr.: Eric P. Rood; Adv. Mgr.: Bernard Stein. (DES, PRT)

Promedeus Arts Inc., 1776 Broadway. Zip: 10019. Tel: 586-3770. Pres.: Lew Morris; Sales Mgr.: Jerry Present. (DES)

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres: Jack L. Hecht; VP: Leonard Verebay. (DES, PRT)

Branch: Hollywood (Los Angeles Metropolitan Area), Calif. Plant: Indianapolis, Ind., Rutgers Packaging Corp.

Plant: Indianapolis, Ind.. Rutgers Packaging Corp.

R J C Sales Corp., PO Box 194, Ryder Sta.. Brooklyn 11234. Tel: 968-9660. Pres.: Richard Chernow; Sales Mgr.: Jay Chernow. (DES, PRT)

R J P I (Record & Jacket Prod'ns Inc.), PO Box 619. Zip: 10023. Tel: 580-2875 (DES, PRT)

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mg. Co. Inc.), 2 Penn Plaza, Suite 1500. Zip: 10001. Tel: 868-3115. Reg'l Sales Mgr.: Len Louis. (Sales office only) (DES, PRT)

Home office: Camden, N.J.

Record & Jacket Prod'ns Inc. see R.IPI

Mgr.: Len Louis. (Sales office only) (DES, PRT)
Home office: Camden, N.J.
Record & Jacket Prod'ns Inc., see RJPI.
Jasper Samuel Ent., 97-28 57 Ave., Flushing
11368. Tel: 271-2418; N.J. (201) 243-1300.
Pres.: Jasper Samuel. (DES, PRT)
ServiSound Inc., 37 W. 57 St. Zip: 10019. Tel:
753-9888. Pres.: Nathan Levy. (PRT)
Shepard Printing Corp., 111 Eighth Ave. Zip:
10011. Tel: 255-1930. (DES)
Home office: Edison, N.J.
Shorewood Packaging Corp., 10 E. 53 St. Zip:
10022. Tel: 371-1500. Pres.: Paul Shore; VP
Mktg.: Floyd S. Glinert; Nat'l Sales Mgr.: Ken
Rosenblum. (PRT)
Branch: Los Angeles, Calif.
Soundtek Inc., 50 W. 57 St. Zip: 10019. Tel: 4890806. Pres.: W.L. Barneke; VP: E.J. Remusat.
Tri-Lon Color Lithographers Ltd., 54 W. 21 St.

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Tri-Lon Color Lithographers Ltd., 54 W. 21 St. Zip: 10010. Tel: 255-6140. Pres.: Morris Strickler; VP: David Strickler. (DES, PRT)
Video Corp. of America, 231 E. 55 St. Zip: 10022. Tel: 355-1600. Pres.: Alfred Markin. (DES) Branch: Leonia, N.J., S/T Videocassette Dupl'g Corp.

Morton D. Wax & Assocs., 1650 Broadway. Zip: 10019. Tel: 247-2159. Pres.: Morton D. Wax. Local branch: 200 W. 51 St. Zip: 10019. (DES)
Williams Special Prods. 1540 Broadin.

(DES) iams Special Prods., 1540 Broadway, Suite 303. Zip: 10036. (DES) Home office: Omaha, Neb.

PORT CHESTER (Area Code 914)

Associated Audio Servs. Inc., 14-16 Willett Ave. Zip: 10573. Tel: 937-5129. (DES)

ROCKVILLE CENTRE (Area Code 516)

Pratt-Spector Corp., 46 Merrick Rd. Zip: 11570. Tel: 764-5061; NYC (212) 227-0008. Press: Stanley Gilman; Tape Sales Mgr.: Howard Stallon; Adv. Mgr.: Andrew Barr (DES, PRT)

WOODBURY (Area Code 516)

A. D. Adams Advertising Inc., Chemical Bank Bldg., 8243 Jericho Tnpk, Zip: 11797, Tel 691-5044, VP & Gen, Mgr.: George Kovacs, (DES)
 Home office: New York, N.Y.

• YONKERS (Area Code 914)

Crackerjack Studio (div. of Crackerjack Ents. Inc.), 262 Rosedale Rd. Zip: 10710. Tel: 793-2649. Pres. & Art Dir.: Suzanne Newman: Sales Mgr.: Ralph M. Newman. (DES)

NORTH CAROLINA

• THOMASVILLE (Area Code 919) Adtees, PO Box 1033, 1205 Lexington Ave. Zip: 27360. Tel: 475-0111. (DES & PRT —customized tee-shirts only)

OHIO

CINCINNATI (Area Code 513)

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres: Carrol Rawling. (DES) Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres., Gen. & Sales Mgr.: Shad O'Shea. (PRT) Jewel Rec'g Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. (DES & PRT) Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45125. Tel: 733-5533. Pres: Carl J. Burkhardt; VP: Philip M. Burkhardt. (DES, PRT)

CLEVELAND METROPOLITAN AREA (Area Code 216)

AREA (Area Code 21b)

Alcon Rec'g Studios Inc., 35100 Euclid Ave.,
Suite 300, Willoughby 44094, Tel: 951-0910,
439-6072. Pres.: Robert J. Nowac; Sales
Mgr.: Stuart Scott; Adv. Mgr.: Alan M. Peabody. (DES)

Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave.,
Zip: 44105, Tel: 752-3440, Pres.: Thomas R.
Boddie; Sales Mgr.: Dennis R. Boddie.
(DES, PRT)

COLUMBUS (Area Code 614)

Graphics of Columbus Inc., 5211 N. High St. Zip: 43214. Tel: 846-6126. (PRT)
Hillside Recs., 948 Studer Ave. Zip: 43206. Tel: 252-7116. Owner & Pres.: Larry McKenzie. (DES)

(DES)
ach (div. of Perma-Trans Prods.), 1285 Alum Creek Dr. Zip: 43209. Tel: 239-9111; WATS (800) 848-6460 (except Ohio). Pres.: John Baird. (DES & PRT)—customized tee-shirts only) Branch: Sun Valley (Los Angeles Metropoli-tan Area), Calif.

• DAYTON (Area Code 513)

Film Assocs. Inc., 4600 S. Dixie Hwy. Zip: 45439 Tel: 293-2164, Pres.: E. Raymond Arn (DES)

NEWARK (Area Code 614)

Utopia Ultra-Sound, 127 S. Fifth St. Zip: 43055 Tel: 345-9426. Pres.: Robert H. Kirk Jr (DES)

YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 5947 Stillson Pl. Zip: 44512. Tel: 758-5463. Pres.: Bill Warner. (DES)

OKLAHOMA

TULSA (Area Code 918)

T T I Studios (International Teaching Tapes) 4235 S. Memorial Dr. Zip: 74145. Tel: 663 7700. Pres.: Meridith R. Gray; Sales Mgr. Sonny Gray. (DES, PRT)

OREGON

• EUGENE (Area Code 503)

Ad Creations & Consultants Inc., 696 Country Club Rd. Zip: 97401. Tel: 686-9669. Pres : Jim Dancey. (DES)

PENNSYLVANIA

• MECHANICSBURG (Area Code 717)

Baldwin Sound Prod'ns Inc., PO Box 1152, 5252 E. Trindle Rd. Zip: 17055, Tel: 766-0787 Pres.: Donald E. Baldwin. (PRT)

PHILADELPHIA (Area Code 215)

Kalstein Graphics, 6128 York Rd. Zip: 19141.
Tel: 549-5085. (DES)
M M G Prod'ns, 1118 Stratford Ave., Metrose Park. Zip: 19126. Tel: 635-4640. Pres.; Mike Grosswald; Sales Mgr.: Andrea Milstein; Adv. Mgr.: Eileen Hoffman. (DES)
Recordaid Inc., PO Box 14338. Zip: 19115. DES, PRT)

PITTSBURGH (Area Code 412)

Matthews Marking/Graphics Group, 1910 Cochran Rd., Manor Oak Two. Zip: 15220. Tel: 344-9433. (PRT-film masters, symbol consultation & testing) SCRANTON (Area Code 717)

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761. Pres.; P.G. Fischer Jr.; Sales & Adv. Mgr.: Martin C. Fischer. (DES, PRT)

• SHARON (Area Code 412) Marjon Recs. Inc., 159 Easton Rd. Zip: 16146. Tel: 347-4726. (DES, PRT)

PUERTO RICO

• CANOVANAS (Area Code 809)

Montilla Recs. of Puerto Rico Inc., PO Box 594 Rd. 185. Zip: 00629. Tel: 724-1434. (PRT)

 PUERTO NUEVO (Area Code 809)

Linear Prods. of Puerto Rico, Old Long Bldg. Matadera Rd. Zip: 00936. Tel: (809) 783-4986. (DES, PRT) Home office: New York, N.Y., Linear Prods.

RHODE ISLAND

WARWICK (Area Code 401)

Great Graphics!, PO Box 3, Zip: 02887; 151 Keeley Ave. Zip: 02886. Tel: 738-6914. Owner & Pres.: Bill Montella Jr., Sales Mgr.: Emma Montella; Adv. Mgr.: Bill Montella Sr. (DES, PRT)

TENNESSEE

• FAYETTEVILLE (Area Code 615) -Pat Ents., PO Box 654, Hillwood Dr. Zip 37334. Tel: 433-2323/5661. Owner: Bil Trigg; Sales Mgr.: Rita Armstrong. (DES)

MEMPHIS (Area Code 901)

T-Shirts Int'l, 239 S. Cooper St. Zip: 38104, Tel 522-8383, Pres.: Jim Godown, (DES, PRT)

NASHVILLE AREA (Area Code 615)

Albums 'N' Things (div. of Frank James Ents.).
PO Box 11746, Zip: 37211, Tel: 833-7658.
Owner: Ricci Koger, (DES, PRT)
Color Graphics Inc., 305 Church St., Goodlettsville 37072, Tel: 859-4001, Pres.: Randal L. Miller. (PRT)
Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip: 37210, Tel: 256-1728, Pres.: L.C. Tant; Sales Mgr.: Mike Tant. (DES)
Nashville Album Profficial Inc., 612 Seventh Ave.

37210. Tel: 256-1728. Pres.: L.C. Tant; Sales Mgr.: Mike Tant. (DES)
Nashville Album Prod'ns Inc., 617 Seventh Ave. S. Zip: 37203. Tel: 256-0121. Pres.: Dennis Glaser; Sales Mgr.: Niel Bonacum. (DES)
Nashville Int'l Custom Prod., 20 Music Square W. Zip: 37203. Tel: 256-2885/3271. Pres.: Reggie M. Churchwell; Sales Mgr.: Peggy J. Petligrew; Adv. Mgr.: James E. Gray. (DES, PRT)
Pinwheel Art & Photography Studios Inc., 1211
16 Ave. S. Zip: 37212. Tel: 327-9125. Pres.: Herb Burnette. (DES)
S O S (Specialized Office Servs.), Faron Young Exec. Bidg., 1300. Division St., Suite 106. Zip: 37203. Tel: 259-3790. Pres.: Jim Kent; Mgr.: Vernon Hacket. (DES, PRT)
Superior Inc., 329 Rockland Rd., Hendersonville 37075. Tel: 824-5141. Pres.: Duane Allen; Adv. Mgr.: Fred Satterfield. (DES)
T P Prod'ns, PO Box 1561. Zip: 37202. Tel: 242-1037. Pres.: Tom Pallardy. (DES, PRT)
Home office: St. Louis, Mo., Ken Keene Int'l. Williams Printing Co., 417 Commerce. Zip: 37219. Tel: 256-7151. Pres. & Gen. Mgr.: B.G. Johnson. (DES, PRT)

TEXAS

• DALLAS (Area Code 214)

Continental Graphics Inc., PO Box 5057, Zip: 75222, Tel: 741-3236, 263-0776; WATS (800) 527-5662, Tex. WATS (800) 492-5418, Pres.; Charles E. McKool. (DES, PRT)

• FORT WORTH AREA (Area Code 817) Associated Rec. Pressers of America Inc., PO

Box 5328, 609 N. Great Southwest Pkwy., Arlington 76011. (PRT) Ink Inc., PO Box 54, Mansfield 76063. Tel: 477-2897. Pres.: James Michael Taylor; Sales Mgr.: Charles Bowles; Adv. Mgr.: Barbara Anne Taylor. (DES)

• SAN ANTONIO (Area Code 512)

B C L Ents. Inc., 1002 Hoefgen St. Zip: 78210. Tel: 532-3216. Pres.: C. Foy Lee. (DES, PRT)

SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Pres. & Adv. Mgr.: Lionel C. Betancourt; Sales Mgr.: John F. Phillips. (DES)

WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 918
N. Valley Mills. Zip: 76710. Tel: 776-6553.
(DES)
Mike's Print Shop. 2507 Grim. Zip: 76707. Tel: 752-2321. Mgr.: Mike Stanley. (PRT)
Tozier & Assocs., PO Box 7093. Zip: 76710. Tel: 756-5391. Pres.: John W. Tozier. (DES)
Charles Wallis Inc., 4708 W. Waco Dr. Zip: 76710. Tel: 772-5350. (DES)

WISCONSIN

ELKHART LAKE (Area Code 414)

Sohn Mfg. Inc., 54 S. West St. Zip: 53020. Tel: 876-3361. Pres.: W.J. Beaudry; Sales Mgr.: Dean Jenkin; Adv. Mgr.: Rich Lodes. (DES, PRT)

• MILWAUKEE AREA (Area Code 414)

(Area Code 414)

oubek Studios Inc., 4712 N. 125 St., Butler
53007. Tel: 781-4800; WATS (800) 5580566. Pres.; Verne Holoubek; Sales Mgr.;
R.C. Presendofer; Adv. Mgr.; Michael Dillon,
(DES & PRT)—iron-on transfers & customized tee-shirts only)
Branch: Redondo Beach (Los Angeles Metropolitan Area), Calif.
dio East, 3363 N. 35 St., Zip: 53216. Tel: 4451001. (DES, PRT)

• SAUK CITY (Area Code 608) Jolly Dutchman Recs., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.



The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

ALABAMA

• BIRMINGHAM (Area Code 205) Magnedyne Inc., 420 S. 20 St. Zip: 35233. Tel: 323-7211 x 7259. Pres.: Tom Petras; VP: Da-vid O'Barr. Audio: Cassette.

 MUSCLE SHOALS (Area Code 205) Fame Rec'g Studios Inc., 603 E. Avalon Ave. Zip: 35660. Tel: 381-0801. Pres.: Rick Hall; Gen. Mgr.: Kathy Lee. Audio: Cassette, open reel.

 OPELIKA (Area Code 205) Ampex Corp., Magnetic Tape Div., PO Box 190. Zip: 36801. Tel: 745-7643. (Plant only) (PKG) Home office: Redwood City (San Francisco & Bay Area), Calif. Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

PHOENIX (Area Code 602)

Audio-Video Rec'rs of Arizona Inc., 3830 N. Seventh St. Zip: 85014. Tel: 277-4723.

Audio: Cassette, open reel.

Video: %" cassette.
General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 257-1880. Pres.: Bill Johnson.

General Casseus 85009. Tel: 257-1880. (PKG)
Audio: 8-tr., cassette, open reel.

Universal Audio Corp., 6540 E. Lafayette Blvd. Zip: 85217. Tel: 994-5528. Pres.: John A. Mi-chaelson; Sales Mgr.: James Noonan; Adv. Mgr.: Allen K. Gardner. Audio: 8-tr., cassette, open reel.

• TUCSON (Area Code 602) Kyric Corp., PO Box 5487, 2002 N. Forbes Blvd. Zip: 85703. Tel: 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian. (PKG) Audio: 8-tr., cassette, open reel.

SCOTTSDALE (Area Code (602)

ARKANSAS

LITTLE ROCK (Area Code 501)

Pinnacle Prod'ns Inc., PO Box 9410, Zip; 72219; 1 Warren Dr. Zip; 72209. Tel: 565-2800. Pres: Clyde H. Snider. Audio: Cassette, open reel.

CALIFORNIA

 ANAHEIM (Area Code 714) Harry McCune Sound Serv. Inc., 1773 W. Lin-

APRIL 29, 1978, **BILLBOARD**

coln Ave. Zip: 92801. Tel: 533-7650; LA (213) 656-0112. Mgr.: Herbert Shor. (Sales office only) (PKG)
Home office: San Francisco, Calif. Audio: Cassette, open reel. Video: 1" open reel, %" cassette, ½" EIAJ

CUCAMONGA (Area Code 714)

Phylco Audio, 8111D Foothill Blvd. Zip: 91730. Tel: 982-5996. Owner: Robert Deates. Audio: 8-tr., cassette, open reet.

• FRESNO (Area Code 209)

California Artists Corp., PO Box 11474, Zip: 93773, Tel: 222-1164, Pres.: Ray Camacho: Sales Mgr.: Mingo Cervantes: Adv. Mgr.: Jene Mgr.: Mingo Cervantes: Adv. Mgr.: Jess Luna. Audio: 8-tr., cassette, open reel.

GARDEN GROVE (Area Code 714)

Tapette Corp., 7221 Garden Grove Blvd., Suite K. Zip: 92641. Tel: 638-7960. Pres.: Jim Nei-ger II; Sales Mgr.: Patrick Kenny; Customer Servs. Mgr.: Mary Deery. (PKG) Audio: Cassette.

• IRVINE (Area Code 714)

T D K Electronics Corp., 17072 Daimler St. Zip: 92705, Tel: 979-5811. Div. Sales Mgr.: Sandy Cohen. (PKG)
Home office: Garden City, N.Y.
Audio: 8-tr.. 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
Video: %" cassette, ½" VHS cassette.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

ARICA (Area Code 213)

A S R Rec'g Servs. Inc., 8960 Eton Ave., Canoga Park 91304. Tel: 341-1124. VP Sales: Howard Shapiro; Gen. Mgr.: Robert Goldman. Home office: Fairfield, N.J. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

A T & T (Able Turntable & Tape) Rec'g inc., 725 N. Highland Ave., Hollywood 90038. Tel: 933-5701. Pres: Ted Gardner; Sales Mgr.: Cyd Porter. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

A I & I (Able Iurntable & Jape) Hec g inc., 725
N. Highland Ave., Hollywood 90038. Tel:
933-5701. Pres.: Ted Gardner; Sales Mgr.:
Cyd Porter. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette,
open reel, open reel quadraphonic.
Video: %" cassette.
Abbey Tape Dupl'rs, 5358 Cartwright Ave., North
Hollywood 91601. Tel: 985-3136. Gen. Mgr.:
Norman C. Cooke. (PKG)
Audio: Cassette, open reel.
Able Turntable & Tape, see AT&T.
American Sound Corp., 8120 Webb Ave., North
Hollywood 91605. Tel: 768-6100. Gen. Mgr.:
Michael S. Emerson; Reg'l Sales Mgr.: Richard Hutchinson. (PKG)
Home office: Warren (Detroit Metropolitan
Area), Mich.
Audio: 8-tr., 8-tr. quadraphonic, cassette,
open reel, open reel quadraphonic.
Ampex Corp., Magnetic Tape Div., 500 Rodier
Dr., Glendale 91201. Tel: 240-5000. (Sales
office only) (PKG)
Home office: Redwood City (San Francisco
& Bay Area), Calif.
Audio: 8-tr., 8-tr. quadraphonic, cassette,
open reel, open reel quadraphonic.
Audio: B-tr., 8-tr. quadraphonic, cassette,
open reel, open reel quadraphonic.
Audio: B-tr., 8-tr. quadraphonic, cassette,
open reel, open reel quadraphonic.
Audio: B-tr., 8-tr. quadraphonic, cassette,
open reel, open reel; open reel; open reel
Capitol Inds., 3116 West Ave., Suite 32. Zip:
90065. Tel: 254-9111. Plant: 3061 Fletcher
Dr. Zip: 90065. Tel: 254-9111.
Audio: 8-tr.
Cadet Recs. Inc., 5810 S. Normandie Ave. Zip:
90044. Tel: 753-5121. Pres.: Jules Bihari;
Mgr.: Don Macmillan. (PKG)
Branch: Park Ridge, N.J.
Audio: 8-tr., Cassette.
Columbia Rec. Prod'ns, 1801 Century Park
West. Century City 90067. Tel: 556-4820.
West Coast Sales Mgr.: Mike Coolidge.
(Sales office only)
Plants: Santa Maria, Calif.; Terre Haute.
Ind.; Pitman, N.J.
Audio: 8-tr., 8-tr. quadraphonic, cassette.
open reel.
Custom Dupl'n Inc., 6330-36 Arizona Circle. Zip:
90045. Tel: 670-5575. 776-8810. Pres.:
Leonard Gross; Sales Mgr.: Geri Gonzales;
Adv. Mgr.: Rachel Murray. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette.
Custom Rec. Mfg. Co., 5810 S. Normandie Ave.
Zip: 90044. Tel: 753-5121. Pres.: Jules Bih

Zip: 90044. 181: 753-5121. Pres:: Jules Bihari; VP: James Takeda. (PKG)
Audio: 8-tr.

Dak Inds. Inc., 10845 Vanowen St., North Hollywood 91605. Tel: 984-1559; WATS (800)
423-2636. Pres.: Drew Alan Kaplan. (PKG)
Audio: Cassette.

E M C Corp., 6855 Santa Monica Blvd., Hollywood 90038. Tel: 463-2382. Mgr.: Jerry
Greenheld. (Sales office only) (PKG)
Home office: St. Paul (Minneapolis-St. Paul
Area), Minn.
Audio: Cassette. open reel.

H I Ents. Inc., 9537 Telstar Ave., Suite 121, Ef
Monte 91731. Tel: 444-9224. Pres.: Malcolm
K. Morrett; Sales Mgr.: Pete King: Sec'yTreas: David S. Drubeck. (PKG)
Audio: Cassette, open reel.

J & I Cassette, 1612 Cohasset St., Van Nuys
91406. Tel: 781-4900. Owner & Pres.: John
Brennan; Adv. Mgr.: Ity Brennan. (PKG)
Audio: 8-tr., cassette.

Ray Jacobs Audio Inc., 1419 Santa Fe Ave.,
Long Beach 99813. Tel: 437-0681. Pres.:
Ray Jacobs; Sales Mgr.: Frank Vorhess;
Adv. Mgr.: Bob Lightle. (PKG)
Audio: Cassette, open reel.

M L Tape Dupl'g, 16834 Superior St.. Sepulveda
91343. Tel: 893-2819. Owner & Pres.: Bill
Ball. (PKG)
Audio: 8-tr., cassette.

Ball. (PKG)
Audio: 8-tr., cassette.
Magtec Corp., 8125 Lankershim Blvd., North
Hollywood 91605. Tel: 768-6200. Sales
Mgr.: Russ Fields.
Audio: Open reel.
tcMonigle Music Inc., 948 N. Ardmore, Hollywood 90029. Tel: 664-7435. Pres.: Leo
McMonigle: Sales Mgr.: Robert Shepherd;
Adv. Mgr.: Ken Ziegler. (PKG—audio &
video)
RCRacio Co. (div. of Civ.)

Adv. Mgr.: Ken Ziegler. (PKG—audio & video)
PR C Rec'g. Co. (div. of Richmond Rec'g Corp.), 8285 W. Sunset Blvd. Suite 5, Hollywood 90046. Tel: 654-5602. VP Sales: Richard Ware. Plant: 18700 Laurelpark Rd., Compton 90220. Tel: 979-8545. Plant Mgr.: Ray Glithero. (PKG)
Home office: New York, N.Y.
Audio: 8-tr., cassette.
R C A Recs., 6363 Sunset Blvd., Hollywood 90028. Tel: 468-4039. (Sales office only) Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Audio: 8-tr., 8-tr. quadraphonic, cassette.
Radio Central, 427 W. Fifth St., Suite 611. Zip: 90013. Tel: 626-8991. Pres.: David B. Sigler; Gen. & Sales Mgr.: Carl Hampson. (PKG)
Audio: Cassette, open reel, open reel quadraphonic.

raphonic. tin Roberts & Assocs. Inc., 9171 Wilshire Blvd., Beverly Hills 90210. Tel: 273-0381. (PKG—audio only)

Shorewood Packaging Corp., 1830 Glendale
Blvd. Zip: 90026. Tel: 660-3043. (PKG—audio only).
Home office: New York, N.Y.
Spider Web Prod'ns, 276 N. Raymond, Pasadena 91103. Tel: 796-3077. Owner: Gil
Jones; Sales Mgr.: Todd Anthony.
Audio: 8-tr., cassette.
Springboard Int'l, 8295 Sunset Blvd. Zip: 90046.
Tel: 654-6240. (PKG)
Home office: Rahway, N.J.,
Audio: 8-tr.
Superscope Tape Dupl'g Prods. Inc. (sub. of Superscope Tape Dupl'g Prods. Inc. (sub. of Superscope Inc.). 455 Fox St., San Fernando
91340. Tel: 365-1191. Pres.: Joseph S.
Tushinsky; VP & Gen. Mgr.: M.N. Padwa:
Mktg. & Sales Mgr.: Jerry Epstein. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette,
open reel, open reel quadraphonic.

Tape-A-Thon Corp., 502 S. Isis, Inglewood 90307 Tel: 776-6933. Pres.: Lee Tate; Exec. VP & Sales & Mktg. Dir.: Wally Rubin.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

Trans-American Video Inc., 1541 N. Vine St., Hollywood 90028. Tel: 466-2141. Pres.: Murray Schwartz; VP Sales: Harvey Plotnick.

Video: 2" quad, %" cassette.

Vine Street Video Centre, 1224 N. Vine St., Hollywood 90038. Tel: 462-5860. Pres.: Troy Cory; VP & Sales Mgr.: Walter Brown; Adv. Mgr.: John Alden.

Video: 1" open reel, %" cassette, ½" ElAJ cartridge.

Video: 1" open reel, %" cassette, 72 LIAO cartridge.
Watermark Inc., 10700 Ventura Blvd., North Hollywood 91604, Tel: 980-9490.
Audio: Open reel.
Whitney Rec'g Studio Inc., 1516 W. Glenoaks

TAPE SERVICES

Blvd., Glendale 91201, Tel: 245-6801, Owner & Pres.; Lorin J. Whitney. (PKG) Audlo: Cassette, open reel, open reel quadraphonic.

• SACRAMENTO (Area Code 916)

Alpha Media. PO Box 254452. Zip: 95825. Tel: 383-4385. Owner: Vladimir Sirota. (PKG) Audio: Cassette.

Bill Rase Prod'ns Inc., 955 Venture Court. Zip: 95825. Tel: 929-9181. Owner & Pres.: Bill 95825. Tel: 929-9101. Omi Rase. (PKG) Audio: Cassette, open reel.

Video: 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

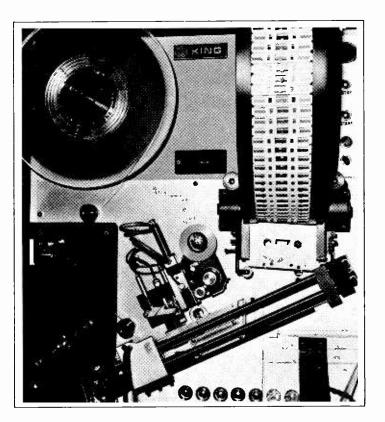
• SAN DIEGO (Area Code 714)

Studio West, 5042 Ruffner St. Zip: 92111. Tel: 277-4714.
Audio: Cassette.

• SAN FRANCISCO & BAY AREA (Area Code 415)

Ampex Corp., Magnetic Tape Div., 401 Broad-way, Redwood City 94063. Tel: 367-2011.

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Audlo: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
Coast Rec'rs, 1340 Mission St. Zip: 94103. Tel: 884-5200. Gen. Mgr.: Claudia Fagundes; Studio Mgr.: Steve Atkin.
Audlo: Cassette, open reel.
Cory Sound Co., 440 Brannan St. Zip: 94107. Tel: 543-0440. Pres.: George Cory; VP. & Prod'n Mgr.: Phillip C. Markinson; VP Sales: Lou Sincidair. (PKG)
Audlo: Cassette, open reel, open reel quadraphonic.

Audio: Cassette, open rob., open raphonic.
Fred Foxx Music Co., 15 S. Ontario, San Mateo 94401. Tel: 343-7222. Gen. Mgr.: F.H. Nes-bitt; Sales Mgr.: D.A. Nesbitt Audio: 8-fr., cassette, open reel. Cathy Furniss & Assocs., 680 Beach St., Suite 445. Zip: 94109. Tel: 885-2807. Pres.: Cathy Furniss; Sales Mgr.: Ruth Maas; Adv. Mgr.: Michel Lipman.

Highland Labs., 90 Tehama St. ZipL 94105. Tel: 986-5480.
Video: 2" quad, 1" open reel, %" cassette. Harry McCune Sound Serv. Inc., 951 Howard St. Zip: 94103. Tel: 777-2700. Pres.: Harry McCune Jr. (PKG)
Branch: Anaheim, Calif.
Audio: Cassette open reel

McCune Jr. (PKG)
Branch: Anaheim, Calif
Audlo: Cassette, open reel.
Video: 1" open reel, %" cassette, ½" EIAJ
open reel
vision Assocs. Inc., 2410 Charleston Rd.,
Mountain View 94043. Tel: 967-6040. Pres.:
Ed Carlstone. (PKG)
Video: 2" quad, %" cassette, ½" EIAJ open
reel, ½" EIAJ cartridge, ½" Beta cassette.

SAN JOSE (Area Code 408)

Audiodyne Co., PO Box 825. Zip. 95106. Tel: 287-3520. Pres.: Louis R. Chiaramonte. Audio: 8-tr., cassette, open reel, open reel quadraphonic.

SANTA CLARA (Area Code 408)

Recording Specialties Inc., 2971 Corvin Dr. Zip. 95051. Tel: 739-7201. Pres.: Michael P. Papp. (PKG) Audio: 8-tr., cassette.

• SANTA MARIA (Area Code 805)

Columbia Rec. Prod'ns, 900 E. Stowell Rd. Zip: 93454. Tel: 922-4511.

Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.: Chicago, III.; New York, N.Y.; Nashville, Tenn.
Audio: B-tr., 8-tr. quadraphonic, cassette,

SUNNYVALE (Area Code 408)

G R T Corp., 1286 N. Lawrence Station Rd. Zip: 94086. Tel: 734-2910. Pres.: Vinton D. Carver; VP Mktg. Herbert B. Hershfield; VP Sales: Jack R. Woodman. (PKG) Branch: Nashville, Tenn.
Audio: 8-tr., 8-tr. quadraphonic, cassette,

open reei. Recortec Inc., 777 Palomar Ave., Zip: 94086. Tel: 735-8821. Pres.: Dr. Lester H. Lee; Sales Mgr.: William T. Yasueda; Adv. Mgr.: Ron R. Mgr.: William T. Yasueda, A Troxell. Audlo: Cassette, open reel.

COLORADO

DENVER AREA (Area Code 303)

Ampex Corp., Magnetic Tape Div., 2121 S. Birch.
Zip: 80222. Tel: 757-6491. (Sales office only) (PKG)
Home office: Redwood City (San Francisco & Bay Area). Calif.
Audio: 8-tr., 8-tr. quadraphonic, cassette. open reel. open reel quadraphonic
Aspen Ltd., 77 E. Floyd Ave., Englewood 80110.
Tel: 789-2239. Pres.: Sid Laks; Sales Mgr..
Bil Bystrom; Adv. Mgrs.: K. Davis, Hank Aller.

ler.

Audio: 8-tr.
Audio: 8-tr.
Audiom Corp., 4950 Nome, Unit C. Zip: 80239.
Tel: 371-3076. Pres.: Jack Dunham; Sales
Mgr.: Richard Sanders; Chief Eng.: David
Howard. (PKG)
Audio: Cassette, open reel.

CONNECTICUT

NORWALK AREA (Area Code 203)

Cook Labs. Inc., 375 Ely Ave., South Norwalk 06854. Tel: 853-3641. (PKG) Audio: Cassette

• STAMFORD (Area Code 203)

P & P Studios Inc., 17 Viaduc: Rd. Zip. 06907. Tel: 327-9204 Bd. Chm.: Terry L. Puffer; Pres: John R Fishback (PKG) Audio: Cassette, open reel.

• UNION CITY (Area Code 203)

A.C. Hampson Printing Co. Inc. PO Box 97. Zip. 06770. Tel: 729-2294, Pres.: A.D. Hampson, Sales Dir.: J. Berry. (PKG—audio only)

DELAWARE

• WILMINGTON (Area Code 302)

E. I. du Pont de Nemours & Co. Inc.. Magnetic Prods. Div., Photo Prods. Dept., Old du Pont Airport. Zip. 19898. Tel. 999-4252. Div. Mgr.: Harvey Smith; Mktg. Mgr.: Richard Buckley; Audio Sales Mgr.: William Oskin. (PKG)
Ken-Del Prod'ns Inc.. 111 Valley Rd., Richardson Park. Zip. 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Shirley Kay. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
National Tape Dupl'rs, see Ken-Del.

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

Lion Rec'g Servs Inc., 1905 Fairview Ave. NE Zip: 20002. Tel: 832-7885. Pres.: Harold H. Lion; Sales & Adv. Mgr.: Jim Fox. (PKG) Audio: Cassette, open reel.

FLORIDA

• FORT LAUDERDALE AREA

Cassettes Inc., Cook Consultants Inc., PO Box 22857, 2510 SW Third Ave. Zip: 33315. Tel: 522-0222. (PKG)
Audio: Cassette, open reel.
Cook Consultants Inc., see Cassettes Inc. Trackmaster Inc., 1310 S. Dixie Hwy., West Pompano Beach 33060. Tel: 943-2334. Pres. Roy D. Parsons. Sec'y-Treas.: Lupe Parsons udio: 8-tr., 8-tr. quadraphonic, cassette. pen reel.

JACKSONVILLE

Eagle Music Co., 3230 Evergreen Zip: 32206. Tel: 356-1536 Pres.: Glen Copeland; Sales Mgr.: Helen Carroll. (PKG) Audlo: 8-tr.

• MIAMI METROPOLITAN AREA (Area Code 305)

(Area Code 305)

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211. Fres.: Carlos Garcia. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette.

South Eastern Recs., 4380 NW 128 St., Opa Locka 33014. Tel: 685-6211. Pres.: Mateo San Martin; Sales Mgr.: Alba Eagan; Gen. Mgr.: Guido Calvache Jr. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette.

Tape Dupi'rs of Florida Inc., 785 W. 83 St., Hialeah 33014. Tel: 822-7585. Pres.: John R. Urgeli; Sales Mgr.: Alberto Mestre; Adv. Mgr.: Alberto Sueiras. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

open reel. to Music Corp., 770 W. 27 St., Hia eah 33010. Tel. 885-9156. Gen. Mgr.: Angel Tamargo. Audio: 8-tr., 8-tr. quadraphonic, cassette.

ORLANDO AREA (Area Code 305)

(Area Code 303)

npex Corp., Magnetic Tape Div., PO Box
15008-B. Zip. 32808. Tel. 423-2962. (Sales
office only) (PKG)
Home office: Redwood City (San Francisco
& Bay Area), Calif.
Audio: 8-tr., 8-tr. quadraphonic. cassette,
open reel, open reel quadraphonic.
ristian Dupl'ns Inc., 1710 Lee Rd. Zip. 32810.
Tel: 299-7363; WATS (800) 327-9332. Pres.
R.B. Turney; Sales Mgr.: Nina Lyle; Adv.
Mgr.: Mariyn Kubik. (PKG)
Audio: Cassette.

Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory. 32787. Tel: 656-4494. r.co... (PKG) Audio: 8-tr., cassette, open reel.

GEORGIA

• ATLANTA (Area Code 404)

mpex Corp., Magnetic Tape Div., 3135 Chest-nut Dr., Suite 101. Zip: 30340. Tel: 451-7112. (Sales office only) (PKG) Home office: Redwood City (San Francisco & Bay Area), Calif. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic. lartridge Control Corp., 2091 Faulkner Rd. NE. Zip: 30324 Tel: 633-4577. Gen. Mgr.: Bill Evans.

Evans.
Audlo: 8-tr., cassette.
Doppler Studios Inc., 1922 Piedmont Circle NE.
Zip: 30324. Tel: 873-6941. Pres.: Pete Caldwell; Chief Eng.: Don Wagner.
Audlo: Open reel.
Project 70. Audio Servs., 1127 Spring St. NW.
Zip: 30309. Tel: 875-7008. Pres.: Jerry L.
Connell; Studio Mgr.: David M. Wood. (PKG)
Audlo: Cassette, open reel.

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

Ampex Corp., Magnetic Tape Div., 2201 Lunt Ave., Elk Grove Village 60007. Tel: 593-6000. (PKG) Home office: Redwood City (San Francisco

Home office: Redwood City (San Francisco & Bay Area), Calif.
Audio: 8-tr., 8-tr. quadraphonic. cassette. open reel, open reel quadraphonic.
Audio Accessories Co., 38 W 515 Deerpath Rd., Batavia 60510. Tel: 879-5998. Sales Mgr.: John S. Maloney. (PKG)
Audio: 8-tr., cassette, open reel.
Audio Artists Ltd., PO Box 7, Wheaton 60187, 429 St. Charles Rd., Carol Streams 60187. Tel: 668-6682. Gen. Mgr.: Doug Lazzara. (PKG)
Audio: Cassette, open reel.

(PKG)
Audio: Cassette, open reel.

8. Howell Video Div., 2411 Howard St..
Evanston 60202. Tel: 869-9393. Mktg. Mgr.:
William Hickey. (PKG)
Video: 2" quad, 1" open reel, %" cassestte,
%" EIAJ open reel.
ulevard Rec'g Studios Inc., 609 N. La Salle St.
Zip: 60610. Tel: 944-2752. Pres.: Hal Kait-

Zip. 60610. Tel: 944-2752. Pres.: Hall Kall-chuck.
Audio: Cassette, open reel.
umbia Rec. Prod'ns. 630 N. McClurg Court-Zip. 60611. Tel: 944-6000. Midwest Sales Mgr.: Dick Hutter. (Sales office only)
Plants: Santa Maria, Calif.; Terre Haute, Ind., Pitman, N.J.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.
ernational Audio Inc., 2934 Malmo Dr., Arling-ton Heights 60005. Tel: 956-6030. Pres: Dick Mally; Exec. VP & Adv. Mgr.: John Kozin; Sales Mgr.: Bill Brin. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.
International Rec'g Co., 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Leonard March

Zip: 60622. Tel: 227-2000. March. Audio: Cassette, open reel.

M B S Rec'g Studio, 228 S. Wabash. Zip: 60604.
Tel: 939-0866. Gen. Mgr.: Fred Robbins.
Audio: 8-tr., cassette, open reel.
Musical Prods. Inc., 521 W. 26 St. Zip: 60616.
Tel: 225-9117. (PKG)
Audio: 8-tr., cassette, open reel.
Polycom Group, 4 E. Huron St. Zip: 60611. Tel: 337-2040. Pres.: Joseph Hassen; Gen. Mgr.: Richard Joblonski.
Audio: 8-tr., cassette, open reel.
Video: 2" cassette, 1" open reel, 1" cartridge, %" cassette, 1" goen reel, 4" cartridge, %" cassette, %" EIAJ open reel, %" EIAJ open reel, %".

EIAJ cartridge.

Rainbow Bridge Studios Inc., 117 Rockland Rd.,
Libertyville 60048. Tel: 362-4060. Studio
Mgr.: Rex Bundy.
Audio: 8-tr., cassette, open reel.

Sound Studios, 230 N. Michigan Ave. Zip: 60601.
Tel: 236-4814. Pres.: Jerry Markham, VP &
Gen. Mgr.: Dan Tynus; Sales Mgr.: Joe Kukolla. (PKG)
Audio: Cassette

Gen. Mgr.: Dan Tynus, Sales Mgr.: Joe Kukolla. (PKG)
Audlo: Cassette.
Studio West, 1018 Busse Hwy., Park Ridge
60068. Tel: 696-0675. Pres.: Sam Genovese,
Gen. Mgr.: Dennis Cline; Audio Sales Mgr.:
Len Fogerty. Local branch: Higgins, Hegner, Genovese, 251 E. Grand Ave. Zip:
60011. Tel: 644-1882.
Branch: Rochester, N.Y.. Visual Horizons.
Audlo: Cassette.
T D K Electronics Corp., 2906 W. Peterson Ave.
Zip: 60645. Tel: 973-1222. (PKG)
Home office: Garden City, N.Y.
Audlo: 8-tr., 48-tr. quadraphonic.
Video: ½" cassette, ½" VHS cassette
Tono-Tapes Inc., 5932 N. Northwest Hwy. Zip.
60631. Tel: 642-6465. Pres. Murray Allen;
VP Sales: Charles Farmer; Gen. Mgr.: Florence Thompson. (PKG)
Audlo: 8-tr., cassette, open reel, open reel
quadraphonic.
Universal Audio Inc. (sub. of Pentagon Inds.

quadraphonic.
versal Audio Inc. (sub. of Pentagon Inds.
Inc.), 4751 N. Olcott Ave. Zip: 60656, Tel:
867-4363. Pres.: Tom Horton; VP Mktg.
James R. Dow, Sales Mgr.: Joseph F. HolIcabana. (PKG) James R. Dow; Sales Mgr.: Joseph F. Hol-lenkamp. (PKG) Audio: Cassette, open reel. Vinyl-Weld Inc., 1900 S. Western Ave. Zip: 60608 Tel: 243-0606. (PKG)

• JACKSONVILLE (Area Code 217)

itol Inds., 1 Capitol Way. Zip: 62650. Tel 245-9631. Audio: 8-tr., 8-tr. quadraphonic.

• KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp., PO Box 548. Zip: 60901. Tel: 933-7735. Pres.: Spencer Barnard; Sales Mgr.: Ron Jones; Adv. Mgr.: David Anderson.
Audlo: Cassette, open reel.

PEORIA (Area Code 309)

Recorded Sound Research, 1506 W. Barker Zip: 61606. Tel: 674-2008. Pres.: Paul T Jackson. Audlo: Cassette, open reel.

• SPRINGFIELD (Area Code 217)

Dave Beatty Studios, 1414 S. Fifth. Zip: 62703. Tel: 525-1231. Pres:: Dave Beatty; Sales Mgr.: Bill Beatty, Adv. Mgr.: Kevin Beatty. Audio: Cassette, open real.

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6550 E. 30 St. Zip. 46219. Tel: 635-9000.
Home office: New York, N.Y.
Audio: 8-tr., 8-tr. quadraphonic, cassette.
tgers Packaging Corp. (div. of Queens Lithographing Corp.), 620. S. Belmont Ave. Zip.
46221. Tel: 635-7777. Plant Mgr... William
Swanson. (PKG)
Home office: Long Island City (New York
Metropolitan Area), N.Y., Queens Lithographing Corp.

MICHIGAN CITY (Area Code 219)

Infonics Inc., PO Box 1111, 238 Hwy, 212, Zip: 46360, Tel: 879-3381, Pres., Paul C. Lloyd (PKG)
Audio: 8-ti 8-tr., cassette, open reel, open reel

• RICHMOND (Area Code 317)

Allied Broadcast (div. of Allied Advertising Corp.), 124 S. Sixth St. Zip. 47374. Tel: 962-8596. Audio: Cassette, open reel

Video: 1" open reel
PRCRec'g Co (div. of Richmond Rec'g Corp.),
1600 Rich Rd. Zip. 47374 Tel. 962-9511.
Plant Mgr.: Greg Speer. (PKG)
Home office: New York, N.Y.
Audio: 8-tr., cassette

• TERRE HAUTE (Area Code 812)

Columbia Rec. Prod'ns, 1400 Fruitridge Ave. Zip: 47805. Tel: 466-4321. Sales offices: Hollywood (Los Angeles Metropolitan Area), Callf.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

IOWA

• CARLISLE (Area Code 515)

Kajac Rec. Corp., 155 First St. Zip. 50047. Tel 989-0876. Pres.: Harold L. Luick. Audlo: 8-tr., 8-tr. quadraphonic, cassette.

COUNCIL BLUFFS (Area Code 712)

Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St. Zip: 51501. Tel: 328-8060.
Audio: 8-Ir., 8-Ir. quadraphonic, cassette
Moss Rec'g Serv., PO Box 417, 708 W. Broadway. Zip: 51501. Tel: 322-4513. Owner: Terry L. Moss. (PKG)

• DES MOINES (Area Code 515)

Lariam Assocs. Inc., 515 28 St. Zip: 50312. Tel 282-8306. Pres. & Gen Mgr.: Larry A

282-830b. Free. And Keever Audio: Cassette, open reel.
Triad Prods. Inc., 1910 Ingersoll. Zip. 50309. Tel:
243-2125. Pres. Richard F. Trump; Sales
Mgr.: Thomas C. Tucker; Adv. Mgr.: Robert
Harbert. (PKG)
Audio: Cassette, open reel.

KANSAS

OVERLAND PARK (Area Code 913)

Ampex Corp., Magnetic Tape Div., PO Box 7282.
Zip: 66207 Tel: 383-1951. (Sales office only) (PKG)
Home office: Redwood City (San Francisco & Bay Area), Calif.
Audlo: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

• WICHITA (Area Code 316)

High Fidelity Rec g Inc., 1059 Porter. Zip: 67203 Tel: 262-6456. Pres.: James Strattan (PKG) Audio: 8-tr., 8-tr. quadraphonic, cassette

KENTUCKY

• LEXINGTON (Area Code 606)

Lemco Sound Studio, 2518 Southview Dr. Zip: 40503. Tel: 277-1184. Audio: Cassette, open reel.

• LOUISVILLE (Area Code 502)

Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip: 40299 Tel: 267-9658 Pres. Ray Allen; Adv. Mgr. Carolyn Davidson. Audio: Cassette.

LOUISIANA

• BATON ROUGE (Area Code 504)

Ampex Corp., Magnetic Tape Div., PO Box 14754. Zip. 70808. Tel. (504). 766-6270. (Sales office only) (PKG). Home office: Redwood City (San Francisco & Bay Area). Calif. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

MARYLAND

• BETHESDA (Area Code 301)

Ampex Corp., Magnetic Tape Div., 10215 Fernwood Rd. Zip: 20034. Tel: 530-8800. District Mgr., Max McCollough. (Sales office

District Mgr. Max McCollough. (Sales office only) (PKG)
Home office: Redwood City (San Francisco & Bay Area), Calif.
Audlo: 8-tr., 8-tr., quadraphonic. cassette, open reel, open reel quadraphonic.

KENSINGTON (Area Code 301)

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel. 946-4686. Owner, Pres. & Studio Mgr.: W. Robert Yesbek, Sales & Adv. Mgr.: Betty Phelps Audio: 8-tr., cassette, open reel.

MASSACHUSETTS

BOSTON METROPOLITAN AREA (Area Code 617)

AREA (Area Code 617)

Ampex Corp., Magnetic Tape Div., PO Box 1020, Framingham 01701. Tel: 877-8060. (Sales office only) (PKG)

Home office: Redwood City (San Francisco & Bay Area), Calif Audio: 8-tr., 8-tr. quadraphonic, cassette. open reel, open reel quadraphonic, cassette. open reel, open reel quadraphonic. Continental Recigs Inc., 210 South St. Zip. 02111. Tel: 426-3131. Pres.: L. Daniel Flynn. Audio: Cassette, open reel.

Data Packaging Corp., 205 Broadway, Cambridge 02139. Tel: 868-6200. Pres. Otto Morningstar; Mktg. Mgr., Jere R. Hill; Nat'l Sales Mgr.: Gene Hull. (PKG—audio only) Fleetwood Communication, 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: V.P. Giarrusso, Gen. Mgr. & Treas.: Raymond G. Samora; Sales & Adv. Mgr., Victor Mancini. (PKG)

mora; Sales & ...
(PKG)
Audio: 8-tr., cassette, open reel
Video: 1" open reel, 1" cartridge, %" cas-

sette.

Music Designers Inc., 1126 Boylston St. Zip.
02215. Tel: 262-3546.

Audio: Open reel.

Rix Tinory Prod'ns, 622 Rt. 3A, Cohasset 02025.
Tel: 383-9494. Pres: Richard F. Tinory; Artist Relations: Claire L. Babcock.

Audio: 8-tr., cassette, open reel.

• CHICOPEE (Area Code 413)

Dielectrics Inc., 6 Second Ave. Zip: 01020. Tel 598-8308. Pres.: Earl S. Stahl; Exec. VP Sales & Adv.: Eric Craig Stahl. (PKG)

MICHIGAN

• ANN ARBOR (Area Code 313)

Charismatic Renewal Servs., 617 E. Huron, Zip 48108. Tel: 761-8505. Pres.: George A. Mar tin; Sales Mgr.: Gary Morgan; Adv. Mgr. Steve Peterson. (PKG) Audio: 8-tr., cassette.

• DETROIT METROPOLITAN AREA (Area Code 313)

American Sound Corp., 3319 E. Ten Mile Rd

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neral Television Network, 13225 Capital Ave., Oak Park 48237. Tel: 548-2500. Pres: R. Randoliph Hippler. (PKG)
Video: 2" quad, 1" open reel, 1" cartridge, 3" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

cartridge.
Magnetic Video Corp., 23434 Industrial Park
Court, Farmington 48024. Tel: 477-6066
Pres. Andre A. Blay, Sales Mgr.: Bob Vandegrift.

Audio: 8-tr., 8-tr. quadraphonic, cassette

open reel
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" Beta & VHS cassette
Pioneer Rec g Studio Inc., 26561 W. 12 Mile Rd.,
Suite 207, Southfield 48034, Tel: 353-0380,
Pres.: Gary A. Rubin. (PKG)
Audio: 8-tr., cassette, open reel.
Sound Patterns DXM, 38180 Grand River, Farmington Hills 48018. Tel: 477-6444. Pres.: Dan

ington Hills 4601 o. 16. 4477 oggst. 1. Dallas. Audio: Cassette, open reel be-Tronics Inc., 750 E. Mandoline, Madison Heights 46073. Tel. 588-8281. Audio: 8-tr., cassette.

• MOUNT CLEMENS (Area Code 313)

Bazzy Electronics Corp., 39 N. Rose, Zip. 48043 Tel: 463-2592, Pres.: L. Allan Bazzy; Gen. Mgr.: Ken Laabs. (PKG) Audio: 8-tr.

MINNESOTA

MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

A S I (Audiotek Systems Inc.), 711 W. Broadway, Minneapolis 55411. Tel. 521-7631. Audio: Cassette, open reel. Bethany Fellowship Inc., 6820. Auto Club Rd., Minneapolis 55438. Tel. 944-2121. Pres. T.A. Hegre; Sales & Adv. Mgr.: David W. Anthow. thony. Audio: Cassette

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TAPE SERVICES

Communication Arts Inc., 2526 27 Ave. S., Minneapolis 55406. Tel: 721-5357. Pres.: Roger F. Klietz, Gen. Mgr.: Kathleen Dale; Sales Mgr.: Mike Pallansch.
Video: 1" open reel, ¾" cassette.
E.M.C.Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg; Sales Mgr.: Richard T. Stevens. (PKG)
Sales offices: Hollywood (Los Angeles Metropolitan Area). Calift; New York, N.Y.
Audio: Cassette, open reel.
Metacom Inc., 707 W. Broadway, Minneapolis 55411. Tel: 588-2781. Pres.: James I. McCann; Sales Mgr.: Phillip T. Levin. (PKG)
Audio: Cassette. open reel.

MISSISSIPPI

• JACKSON (Area Code 601)

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522. Audio: Open reel.

KANSAS CITY (Area Code 816)

Warren C. Moore & Assocs., PO Box 8451. Zip

64114. Tel: 333-7654. Owner: W.C. Moore Audio: 8-tr., cassette.

N M I/Master Sound Studios, 516 W. 75 St. Zip. 64114. Tel: 333-9617. Audio: 8-tr., cassette, open reel.

Stage 3 Sound Prod'ns Inc., 12 E. 39 St. Zip 64111, Tel: 531-1375, Pres.: Don Warnock (PKG)
Audio: Cassette, open reel.

• ST. LOUIS METROPOLITAN AREA (Area Code 314)

K B K Earth City Sound Studio, 4288 Riverline, Earth City 63045. Tel: 291-4840. Pres.: Kent Kesterson: VP: Jim Lake Audlo: Cassette, open reel.

Technisonic Studios Inc., 1201 S. B≢entwood Bivd. Zip: 63117. Tel: 727-1055. Audio: Cassette, open reel.

• SPRINGFIELD (Area Cod€ 417)

National Audio Co. Inc., 1911 S. Stewart. Zip 65804. Tel: 883-5377. Pres. & Sales Mgr. Steven L. Stepp, Adv. Mgr.: M. Bass. Audio: Cassette, open reel.



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TAPE SERVICES

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HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Audio: Cassette, open reel.

NEW JERSEY

Recorded Publins Labs. (div. of Recorded Publins Mfg. Co. Inc.), 1100 State St. Zip. 08105. Tel: 963-3000; Philly (215) 922-8558. Pres.: David H. Goodman; Sales Mgr.: Pat Landon; Adv. Mgr.: Edward J. Goodman.

Landon; Adv. Mgr.: Edward J. Goodman. (PKG)
Sales office: New York, N.Y.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic, special cartridges for background music & audio/visual.

CHERRY HILL (Area Code 609)

vs. Inc., Cherry Hill Ind'l Center, 1 Key-a Ave., Zip: 08003. Tel: 424-9450. Sales Michael T. Mulcahy. (**PKG**—audio &

CRESSKILL (Area Code 201)
 Unaworld Corp., 210 Knickerbocker Rd. Zip: 07626. Tel: 871-0555. Pres.: Fred Cooper. Audio: 8-tr., 8-tr., quadraphonic, cassette.

• DEMAREST (Area Code 201)

erican Sound Corp., 18 Christie. Zip. 07627. Tel: 767-9033. VP Mktg.: Paul E. Adams. Home office: Warren (Detroit Metropolitan Area), Michigan. Audio: 8-tr., 8-tr. quadraphonic, cassette,

• ENGLEWOOD (Area Code 201)

Transworld Dist'g (div. of Audio Labs. Inc.), 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi; Gen. Mgr.: Ted Hopper. (PKG) Audio: 8-tr., 8-tr., quadraphonic, cassette.

• FAIRFIELD (Area Code 201)

A S R Rec'g Servs, Inc., 334 Kaplan Dr. Zip: 07006, Tel: 575-7010, Co-Pres.: Alan Wein-

traub, Sani Rothberg; VP Sales: Charles Cerasia. (PKG)
Branch: Canoga Park (Los Angeles Metropolitan Area), Calif.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

• HACKENSACK (Area Code 201)

Ampex Corp., Magnetic Tape Div., 65 Commerce Way, Zip: 07601, Tel: 489-7400, (Sales office only) (PKG).
Home office: Redwood City (San Francisco & Bay Area), Calif.
Audio: 8-tr, 8-tr, quadraphonic, cassette, open reel, open reel quadraphonic.

• LEONIA (Area Code 201)

Videocassette Dupl'g Corp., 500 Willow Tree Rd. Zip: 07605. Tel: 947-6450. VP Sales: Herb Winawer. Gen. Mgr.: William Follett. (PKG) Home office: New York, N.Y., Video Corp. of

Home office: New York, N.Y., Video Corp. of America. Video: 2" quad, 2" helical, 1" open reel, 4" cassette, 4" Beta & VHS cassette, 4" EIAJ open reel, 4" EIAJ cartridge.

MAPLE SHADE (Area Code 609)

A M P Rec'gs (div. of IPI), 307 W. Main St. Zip: 08052. Tel: 667-1667. Audio: 8-tr., cassette

MONTCLAIR (Area Code 201)

Linear Sound Rec'g, 211 Glenridge Ave. Zip 07042. Tel: 744-0686. Pres.: Mike Kroll.

Sales Mgr.: Brad Clark; Adv. Mgr.: T. Stein-mann. **(PKG)**

NEWARK (Area Code 201)

Andira Rec. Corp., Custom Servs. Div., 16 Park Pl. Zip: 07102. Tel: 642-5991. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic. Video: 2" quad, 2" open reel ¾" cassette.

• PARK RIDGE (Area Code 201)

Cadet Recs., PO Box 176. Zip: 07656. Tel: 391-3676. VP Sales: Robert K. Herrington. (Sales office only) (PKG) Home office: Los Angeles, Calif. Audio: 8-tr., cassette.

• PITMAN (Area Code 609)

Columbia Rec. Prod'ns, Lambs & Woodbury Rds. Zip: 08071. Tel: 589-8000. Sales offices: Hollywood (Los Angeles Metropolitan Area). Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn. Audio: 8-tr., 8-tr. quadraphonic, cassette, open real.

• RAHWAY (Area Code 201)

Springboard Int'l, 947 US Hwy, 1, Zip: 07065, Tel: 574-1400, (PKG) Branch: Los Angeles, Calif, Audio: 8-tr.

• RIDGEFIELD (Area Code 201)

American Tape Corp., 1116 Edgewater Ave. Zip.

07657. Tel: 943-7860. Pres.: Donald H. Ga-bor. (PKG) Audio: 8-tr., cassette, open reel.

• SCOTCH PLAINS (Area Code 201)

H M R Prod'ns Inc., 574 W. Court. Zip: 07076. Tel: 889-1767. Owner: Harry M. Randei; Pres.: Lillian M. Randel. Audio: Cassette.

• UPPER SADDLE RIVER (Area Code 201)

Cassette Prod'ns Inc., 118 Rt. 17. Zip: 07458. Tel: 327-1707 (PKG)
Audio: Cassette.

WEST CALDWELL (Area Code 201)

R K O Nat'l Tape Serv., 3 Fairfield Crescent. Zip: 07006. Tel: (201) 575-8484. (PKG)
Audio: Cassette, open reel.

• WEST ORANGE (Area Code 201)

House of Music, 1400 Pleasant Valley Way. Zip: 07052. Tel: 736-3062.
Audio: 8-tr., cassette, open reel.

NEW YORK

BOHEMIA (Area Code 516)

Studio Magnetics Co. Inc., 83 Carlough Rd. Zlp: 11716. Tel: 589-4300. Pres.: George Cla-hane; VP: Craig M. Balaban. (PKG) Audio: Cassette.

COMMACK (Area Code 516)

Ze Austin Blvd, Zip: 11725. oins Inds. Corp., 75 Austin Blvd. Zip: Tel: 543-5200. (PKG)

• FARMINGDALE (Area Code 516) ssure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300. Pres.: Dan Cooper; Exec. VP: Michael Cooper; Sales Mgr.: Scott Cooper; Adv. Mgr.: Manny Markow. (PKG)

FRANKLIN SQUARE

(Area Code 516) aster Sound Prod'ns Inc., 921 Hempstead Tripk, Zip: 11010, Tel: 354-3374, Pres∴ Ben Rizzi; VP: Maxine Chrein. Video: ¾" cassette.

GARDEN CITY (Area Code 516)

T D K Electronics Corp., 755 Eastgate Blvd. Zip: 11530, Tel: 746-0880, Pres.: Sho Okiyama: Mktg. Dir.: Ken Kohda; Div. Sales Mgr.: Bud Barger. (PKG) Branches: Irvine, Calif.; Chicago, III.

Barger. (PKG)
Branches: Irvine, Calif.; Chicago. III.
Audlo: 8-tr., 8-tr. quadraphonic, cassette,
open reel, open reel quadraphonic.
Video: %" cassette, %" VHS cassette.

HAUPPAUGE (Area Code 516)

s-Tige Label Corp., 255 Oser Ave. Zip: 11787 Tel: 273-0020. Pres.: Jerry Sybul; VP & Gen Mgr.: Ernie Menkes. (**PKG**—audio only)

HUNTINGTON STATION (Area Code 516)

Alley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres: C.F. Galehouse. Audlo: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

• LE ROY (Area Code 761)

Arlo Recs. Inc./BHR Recs. Inc., 7653 Telephone Rd. Zip: 14482. Tel: 442-9112. Audio: 8-tr. quadraphonic, open reel. MAMARONECK (Area Code 914)

Magnetics Film Lab., 650 Halstead Ave. Zip. 10543. Tel: 698-3434; NYC (212) 542-0700. Pres.: Joe Barber. Plant: Rye, N.Y., Cine Magnetics Audio. Audio: 8-tr., cassette, open reel.

MASSENA (Area Code 315)

Michele Audio Corp., Andrew Street Rd. Zip. 13662. Tel: 769-2448. Pres.: Ginette Cor-mier, Sales Mgr.: Harold Friedman, Adv. Mgr.: Jack Daniels. (PKG) Audio: 8-tr., cassette.

MOUNT VERNON (Area Code

Sentry Inds. Inc., 221 N. Macquesten Pkwy. Zip: 10550. Tel: 664-2909. Pres: Harold Rosen: Sales & Adv. Mgr.: Barry Rosen. (PKG-au-dio only)

NEW YORK METROPOLITAN

AREA (Area Code 212

Adwar Video Corp., 100 Fifth Ave. Zip: 10011,
Tel: 691-0976, Pres.: Samuel Adwar; Sales
Mgr.: William Anderson, Adv. Mgr.: Sherman Price.

Adwar Video Corp., 100 Fifth Ave Zip. 10011.
Tel: 691-0976. Pres.: Samuel Adwar; Sales Mgr.: William Anderson, Adv. Mgr.: Sherman Price.
Video: 1" open reel, %" cassette, %" EIAJ open reel, %" EIAJ cartridge.
Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn 11219. Tel: 435-7322. Pres.: Anthony A. Maniere; Sales Mgr.: Rocco Salvatore; Adv. Mgr.: Domenick Salvatore; (PKG)
Audio: 8-tr., cassette.
Audio-Tech Labs., 2819 Newkirk Ave., Brooklyn 11226. Tel: 469-7134. Owner: Joseph Giovanelli.
Audio: Cassette.
Nelson Barry Corp., 319 E. 44 St. Zip: 10017. Tel: 679-7900. Pres.: Franklin B. Lieberman; Exec. VP: Fred N. Olmstead; Sales Mgr.: Irvin Ruben; Adv. Mgr.: Roslyn Schlesinger. (PKG—video only)
Audio: Cassette.
Broadcasting Foundation of America, 52 Vanderbilt Ave., Rm. 1810. Zip: 10017. Tel: 684-2505. Pres.: Seymour N. Siegel; VP & Exec. Dir.: Howard L. Kany; Adv. Mgr.: Catherine Probst. (PKG)
Audio: Open reel.
Cassette Rec'g Corp., see National Rec'g Studios.
Columbia Rec. Prod'ns, 49 E. 52 St. Zip: 10022. Tel: 975-4881. VP: Tom Van Gessel; Reg'l Sales Mgr.: Donald Olesen. (Sales office only)
Plants: Santa Maria, Calif.; Terre Haute, Ind.; Pitman, N.J.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

Plants: Santa Maria, Calif., Terre Haute, Ind., Pitman, N.J.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.
Cue Rec'gs, 1156 Ave. of the Americas. Zip: 10036. Tel: 757-3641. Pres.: Mel Kaiser.
Audio: Cassette. open reel.
Video: ¾" cassette.
Delta Rec'g Corp., 16 W. 46 St. Zip: 10036. Tel: 840-1350. Pres.: Bernard Zimney.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

open reel. ct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 759-7979. Pres. & Sales Mgr.: Norman Levin 759-7979. Pres. & Sales Mg. (PKG) Audio: Cassette, open reel.

• ASBURY PARK (Area Code 201)

und-Arts Co. Inc., 5 Cindy Ln. Zip. 07712. Tel: 493-8666. Pres. C. J. Gspann; VP: Frank M. Gspann. (PKG) Audio: Cassette, open reel, open reel quad-raphonic.

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c Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel: 371-0390. Pres.: Charles E. Blake: Art Dir.: Susan Murphy. (PKG) Audio: 8-tr., 8-tr. quadraphonic, open reel. I C Corp., 52 Vanderbilt Ave. Zip: 10017. Tel: 661-3850. Mgr.: Al Santoro. (Sales office

661-3850. Mgr.: Al Ballioto, Callionly) (PKG)
Home office: St. Paul (Minneapolis-St. Paul
Area), Minn.
Audio: Cassette, open reel.
H Sales Corp., 221 W. 57 St. Zip: 10019. Tel:
582-4200. Pres.: Lee Halpern; Sr. Exec. VP:
Howard Roseff; Adv. Mgr.: Michael Halpern.

(PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette. open reel.

JE/Screen Gems. 222 E. 44 St. Zip: 10019. Tel: 867-4030. Gen. Mgr.: George Cooney. Video: 2" quad. 4" cassette. reconlinental Televideo Corp., 10 W. 66 St. Zip: 10023. Tel: 595-9454. VP: Nigel Toovey. Video: 4" cassette. 4" Beta & VHS cassette.

Video: %" cassette, %" Beta & VHS cassette.
rvell Packaging Co., 230 W. 17 St. Zip: 10011.
Tel: 929-8435. (PKG)
sicues Corp., 1156 Ave. of the Americas. Zip:
10036. Tel: 757-3641. Pres.: Bruce Kalser;
Gen. Mgr.: Doris Kaufman.
Audio: Cassette. open reel.
tional Rec'g Studios Inc. & National Video
Center, 730 Fifth Ave. Zip: 10019. Tel: 7576440. Pres.: Harold Lustig: VP & Gen. Mgr.:
Jeff Pastolove. Local branch: Cassette
Rec'g Corp. 41-34 27 St., Long Island City
11101. Tel: 937-3344.
Audio: 8-fr., 8-fr. quadraphonic. cassette,
open reel, open reel quadraphonic.
Video: 2" quad, 1" open reel, 1" cartridge,
%" cassette, %" EIAJ open reel.
tional Video Center, see National Rec'g Studio.

dio.
C Rec'g Co. (div. of Richmond Rec'g Corp.).
75 Rockefeller Plaza. Zip: 10019. Tel: 489-

6133. (PKG) Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plants: Comoton (Los Angeles Metropolitan

tan Area), Cálif.
Plants: Complon (Los Angeles Metropolitan Area), Calif., Richmond, Ind.
Audio: 8-tr., 8-tr. quadraphonic, cassette.
fessional Video Servs., 145 E. 52 St. Zip:
10022. Tel: 759-2515. Pres: Richard Namm.
Video: 2" quad, %" cassette, %" cartridge,
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conversion.

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Ave., Long Island City 11104, Tel: 457-7700.

Pres.: Jack L. Hecht; VP: Leonard Verebay.
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Branch: Hollywood (Los Angeles Metropolitan Area), Calif.

Plant: Indianapolis, Ind., Rutgers Packaging
Corp.

Plant: Indianapolis, md., rangers accessory.

A Recs., 1133 Ave. of the Americas. Zip: 10036. Tel: 598-5900. (Sales office only)

Sales offices: Los Angeles, Calif., Indianapolis, Ind.; Nashville, Tenn.

Plant: Indianapolis, Ind.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

C Sales Corp., PO Box 194, Ryder Sta., Brooklyn 11234. Tel: 968-9660. Pres.: Richard Chernow; Sales Mgr.: Jay Chernow. (PKG)

(PKG)
Audio: 8-tr., cassette.
P I (Record & Jacket Prod'ns Inc.), PO Box 619. Zip: 10023. Tel: 580-2875.
corded Publ'ns Labs. (div. of Recorded Publ'ns Mg. Co. Inc.), 2 Penn Plaza. Suite 1500. Zip: 10001. Tel: 868-3115. Reg'l Sales Mgr.: Len Louis. (Sales office only) (PKG) Home office: Camden, N.J.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic, special cartridges for background music & audio/visual.

visual, gent Sound Studios Inc., 25 W. 56 St. Zip: 10019. Tel: 245-2630. Pres.: Robert Liftin. (PKG) : Cassette, open reel, open reel quad-

Audio: Cassette, open real, spanning raphonic.
Video: ¼" cassette, iance Audio Visual Corp., 550 W. 43 St. Zip: 10036. Tel: 736-0700. Pres.: S. Santord Schittt. Exec. Ass't: Carol Lynn. Audio: 8-tr, 8-tr, quadraphonic, cassette, open reel.
Video: 1" open reel, ¾" cassette, ½" EIAJ open reel.

open reel. ibex Prod'ns Corp., 245 W. 55 St. Zip: 10019. Tel: 757-3681. Pres.: Richard Marcus; Mktg.

open reei.

mbex Prod'ns Corp., 245 W. 55 St. Zip: 10019.
Tel: 757-3681. Pres.: Richard Marcus; Mktg.
Dir.: Joef Willis.

Video: 2" quad. 1" open reel, %" cassette, %" EIAJ open reel, 4" EIAJ cartridge.
dler Rec'g, 120 W. 44 St. Zip: 10036. Tel: 5750295. Pres.: John Sadler.
Audio: Cassette, open reel.
rviSound Inc., 37 W. 57 St. Zip: 10019. Tel:
753-9888. Pres.: Nathan Levy. (PKG)
Audio: Cassette, open reel, open reel quadraphonic.
orewood Packaging Corp., 10 E. 53 St. Zip:
10022. Tel: 371-1500. Pres.: Paul Shore; VP
Mktg.: Floyd S. Glinert; Nat'l Sales Mgr.: Ken
Rosenblum. (PKG—audio only)
Branch: Los Angeles, Calif.
/-R Inc., 556 W. 54 St. Zip: 10010. Tel: 5414030. Pres.: Giovanna Barrington; Opns.
Mgr.: James C. Mahoney.
Audio: 2" quad, %" cassette, %" open reel.
leo Corp. of America, 231 E. 55 St. Zip: 10022.
Tel: 355-1600. Press.: Alfred Markim (PKG)
Branch: Leonia, N.J., S/T Videocassette
Dupl'g Corp.
Video: %" cassette, %" Beta & VHS cassette, %" EIAJ open reel, ½" EIAJ cartridge.
ual Information Systems, 15 Columbus
Circle. Zip: 10023. Tel: 541-8080.
Video: All formats.
ndsor Total Video, 565 Fifth Ave. Zip: 10017.
Tel: 725-8080. Pres: B.B. Goodman; Sales
Mgr.: R.J. Henderson. (PKG)
Video: 4" cassette, %" EIAJ open reel,
%" EIAJ cartridge.

NORTH BELLMORE

NORTH BELLMORE (Area Code 516)

lephone Dynamics Corp., 2473-A Jerusalem Ave. Zip: 11710. Tel: 221-9470. Pres.: Leon-ard Young. Audio: Cassette.

PITTSFORD (Area Code 716)

npex Corp., Magnetic Tape Div., PO Box 175. Zip: 14534, Tel: 586-2580. (Sales office only) (PKG) Home office: Redwood City (San Francisco & Bay Area), Calif. Audio: 8-tr., 8-tr., quadraphonic, cassette, open reel, open reel quadraphonic.

PLAINVIEW (Area Code 516)

fmarn Ents. Inc., 46 Werman Court. Zip: 11803. Tel: 822-7277. Pres.: Allan Frost (PKG) PORT CHESTER (Area Code

sociated Audio Servs. Inc., 14-16 Willett Ave Zip: 10573. Tel: 837-5129. (PKG) Audio: 8-tr., cassette, open reel.

ROCHESTER (Area Code 716) sual Horizons, 208 Westfall Rd. Zip: 14623 Tel: (716) 442-3600.

Home office: Park Ridge (Chicago Metropolitan Area), III., Studio West Inc. Audio: Cassette. ferred Sounds (div. of PSI Inds. Inc.), Nu sery Ln. Zip: 10580. Tel: 967-7701. Pres. Sal Nastro; VP Opns. & Admin: Dave Goldstein: Adv. Mgr.: Bill Hughes. (PKG) Audlo: 8-tr., 8-tr. quadraphonic, cassette, ROCKVILLE CENTRE

(Area Code 516)

• RYE (Area Code 914)

t-Spector Corp., 46 Merrick Rd. Zip: 11570. Tel: 764-5061; NYC (212) 227-0008. Pres.: Stanley Giman; Tape Sales Mgr.: Howard Stallion; Adv. Mgr.: Andrew Barr. (**PKG**)

e office: Mamaroneck, N.Y., Cine Mag-

Cine Magnetics Audio, Nursery Ln. Zip: 10580. Tel 698-3434; NYC (212) 542-0700. (Plant

netics Film Lab. Audio: 8-tr., cassette, open reel.

• STONY POINT (Area Code 914)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr. Zip: 10980. Tel: 942-0100. Pres.: Edmond Ga-briel: Sales Mgr.: Vin Tullo; Adv. Mgr. Wil-liam Meyer. (PKG—audio only)

• YONKERS (Area Code 914)

Cassette Masters Corp., 2 Bashford St. Zip. 10701. Tel: 968-1605. Audio: Cassette. Video Software & Prod'n Center Inc., 165 7 uck-

ahoe Rd. Zip: 10710. Tel: 423-4400. Pres.: Stanley Rosenberg: Sales Mgr.: W. Curtis Sanders. (PKG) Audlo: 2" quad. 1" open reel, 1" cartridge. 4" cassette. ½" EIAJ open reel, ½" EIAJ

NORTH CAROLINA

• CHARLOTTE (Area Code 704)

Arthur Smith Studios, PO Box 17551, 5457 Old Monroe Rd. Zip: 28212. Tel: 536-0424.

Pres.: Arthur Smith; Sales Mgr.: Clay Smith; Adv. Mgr.: Jean Hyman. Audio: Open reel.

OHIO

• CINCINNATI (Area Code 513)

Audiocraft Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres.: Earl T. Herzog

"OUR GAUSS EQUIPMENT IS BETTER TODAY THAN THE DAY WE BOUGHT IT."

MCA Records Inc.

"Thirty years in the recording business is a little like thirty one-year experiences. That's how fast this business changes. And with the requirements of quality in our product, the quality of the consumer's equipment and the technology of our industry, we've continually upgraded our Gauss high speed tape duplicating equipment. We don't exchange the system, we improve the existing system. And Gauss is there to help us. That's important to us. Ten years from today, we'll probably still

be using our same Gauss equipment. With modifications." At Cetec Audio/Gauss, we think we ought to grow with you. Just as we've grown with MCA. That means we offer you our equipment in modules. Not just master, tape bins, and slaves; but, electronic and reproduction modules. That

means you can upgrade your equipment as we upgrade the technology. You remain state-of-the-art because we're state-of-the-art.

But don't take our word for it. Ask anyone who owns Gauss equipment why they own Gauss equipment... instead of something else. The answer will probably be that they can't afford to own anything cheaper. Because Gauss delivers.

Where do we go from here? Straight ahead. With better sound reproduction, even greater reliability and state-of-the-

art technology. Modularly. Which means you can plan to own your Gauss high speed tape duplicating system for a long, long time. Ask anyone who owns Gauss equipment.

Write for our Tech Sheet. 32:1 or 64:1, Gauss is a better



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East:

Video Software & Production Center 165 Tuckahoe Road Yonkers, New York 10710 (914) 423-4400

Midwest:

Bell & Howell—Video Systems 2411 Howard Street Evanston, Illinois 60202 (312) 491-6800

Magnetic Video Corporation 23434 Industrial Park Court Farmington, Michigan 48024 (313) 477-6066

West:

Video Duplication, Inc. 1136 North Highland Avenue Hollywood, California 90038 (213) 464-7579

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TAPE SERVICES

Video: 1" open reel, ¾" cassette, ½" Beta & VHS cassette, ½" EIAJ open reel.

VHS cassette, ½" EIAJ open reel.

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres., Gen. & Sales Mgr.: Shad O'Shea. (PKG)

Audio: 8-tr., cassette, open reel.

O C A Custom Pressing (formerly Queen City Album Inc.), 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; Plant Mgr.: Ken Martin; Sales Mgr.: Keith Myers; Adv. Mgr.: Bill Sachs. (PKG)

Audio: 8-tr., cassette.

Rite Rec. Prod'ns Inc., 9745 Lockland Rd, Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; VP: Philip M. Burkhardt. (PKG)

Audio: 8-tr., cassette, open reel.

• CLEVELAND METROPOLITAN AREA (Area Code 216)

Alcon Rec'g Studios Inc., 35100 Euclid Ave., Suite 300, Willoughby 44094, Tel: 951-0910, 439-6072. Pres.: Robert J. Nowac; Sales Mgr.: Stuart Scott; Adv. Mgr.: Alan M. Pea-body, (PKG) Audio: 8-tr., cassette, open reel.

Dody. (PKG) Audio: 8-tr., cassette, open reel. Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440, Pres: Thomas R. Boddie; Sales Mgr.: Dennis R. Boddie.

Audio: 8-tr., 8-tr. quadraphonic, cassette,

Audio: 8-fr., 8-fr., quadraphonic, cassette, open reel.
N N R (Nashwille North Rec'g) Studios Inc., 5725
Brookpark Rd. Zip: 44129. Tel: 749-5550, Pres.: Don Mitchell Jr.; Studio Mgr.: Joseph M. DeFazio.
Audio: Cassette.
Qualitapes Inc., Terminal Tower, Penthouse East. Zip: 44113. Tel: 241-0900. Pres.: C.K. Patrick; VP: Robert D. Conrad.
Audio: Open reel.

• COLUMBUS (Area Code 614)

Kingsmill Rec'g Studio, 1033 Kingsmill Pkwy.
Zip: 43229. Tel: 846-4494.
Audio: 8-tr., cassette, open reel.
Magnetic Studios, 4784 N. High St. Zip: 43214.
Tel: 262-8607. Gen. Mgr.: John Fippin.
Audio: Cassette, open reel.
Mus-I-Col Inc., 780 Oakland Park Ave. Zip:
43224. Tel: 267-3133. Owners: John W. Hull,
Boyd P. Niederlander.
Audio: 8-tr., cassette, open reel.

• NEWARK (Area Code 614)

Utopia Ultra-Sound, PO Box 718, 127 S. Fifth St Zip: 43055. Tel: 345-9426. Owner: Robert H Kirk Jr; Adv. Mgr. Robert H. Kirk Sr. (PG) Audlo: 8-tr., 8-tr. quadraphonic, cassette.

YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 5947 Stillson PI. Zip: 44512. Tel: 758-5463. Pres.: Bill Warner. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

OKLAHOMA

TULSA (Area Code 918)

C E S Rec'g Inc., 4960G St. 83 East Ave. Zip: 74145. Tel: 627-8474, Pres.: B.W. Thomas; Sales Mgr.: Frankie Stricker. (PKG) Audio: 8-tr., cassette.

I T I Studios (International Teaching Tapes); 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. Pres.: Merdidith R. Gray; Sales Mgr.: Sonny Gray. (PKG) Audio: 8-tr., cassette, open reel.

OREGON

• PORTLAND (Area Code 503)

Northwestern Inc., Motion Pictures & Rec'g, 1224 SW Broadway. Zip: 97205. Tel: 226-0170. Pres.: Robert M. Lindahl; Sales Mgr.: Paul A. Buescher. Audio: Open reel, open reel quadraphonic. Video: ¾" cassette, ½" EIAJ open reel.

• TROUTDALE (Area Code 503)

Victory Cassette Ministries Inc., Victory Park 100. Zip: 97060. Tel: 667-3724. Pres.: Dan E. Gordon: Sales Mgr.: Janet Gordon; Adv. Mgr.: H. Albus. (PKG) Audio: 8-tr., cassette.

PENNSYLVANIA

BROOMALL (Area Code 215)

E. J. Stewart Inc., 388 Reed Rd. Zip: 19008. Tel: 543-7600. Pres.: Eric R. Address; Gen. Mgr.: Howard S. Lipman; Sales Mgr.: Nancy Haas; Adv. Mgr.: David S. Wiggins. (PKG—video

PHILADELPHIA METROPOLITAN AREA (Area Code 215)

AudioVisual Communications Inc., PO Box 85 Radnor 19087. Fel: 272-8500. Pres.: J.L.C. Ulrich Jr.: Sales Mgr.: John W. Ballantyne.

Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. Pres.: Morris Ballen; VP: Larry Pallen.

Ballen. Audio: 8-Ir., cassette. ketDyne Int'l, 1600 Arch St. Zip: 19101. Tel: 241-2935. (PKG) Video: 1" open reel, %" cassette, 4" EIAJ open reel, ½" EIAJ cartridge.

• PITTSBURGH (Area Code 412)

dio Innovators Inc., 216 Blvd. of the Allies. Zip: 15222. Tel: 281-9605. Pres. & Gen. Mgr.: Norman J. Cleary; Opns. Mgr.: Martha J. Wilson. Audio: Cassette, open reel.

• WARREN (Area Code 814)

Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St. Zip: 16365. Tel: 723-8600. Pres: J. Albert Loranger; Div. Mgr.: Robert Loranger. (PKG—audio only)

YORK AREA (Area Code 717)

Dee-Bee Rec'g Serv., PO Box 51, Windsor 17366. Tel: 244-5411. Pres.: Stan Deppen Jr.: Sales & Adv. Mgr.: Greg Utterback. Audio: 8-tr., cassette, open reel.

• CANOVANAS (Area Code 809)

Montilla Recs. of Puerto Rico Inc., PO Box 594, Rd. 185. Zip: 00629. Tel: 724-1434.

SOUTH CAROLINA

GREENVILLE (Area Code 803)

Duplication Serv. (div. of Custom Rec'g & Sound Inc.), PO Box 4217, 100 Grant St. Zip: 29608. Tel: 232-5389. Pres.: Robert W. Ed-wards. (PKG) Audio: 8-tr., cassette, open reel.

NORTH AUGUSTA (Area Code 803)

International Rec'g Studios, 646 E. Buena Vista Ave. Zip: 29841, Tel: 279-4334. Mgr.: Charles Schafer. Audio: 8-tr., cassette, open reel.

TENNESSEE

• FAYETTEVILLE (Area Code 615)

Kim-Pat Ents.. PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323/5661. Owner: Bill Trigg; Sales Mgr.: Rita Armstrong. (PKG) Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

MEMPHIS (Area Code 901)

Shoe Prod'ns Inc., PO Box 12025, 485 N. Hollywood. Zip: 38112. Tel: 458-4496, Pres.: Warren E. Wagner; Sales & Adv. Mgr.: Butch Thomason. (PKG)
Audio: Cassette, open reel.

• NASHVILLE AREA (Area Code

Born Again Sound Prod'ns, PO Box 110746. Zip: 37211. Tel: 833-7658. Pres.: Frank James; Sales Mgr.: Tom Grogg.
Audlo: 8-tr., cassette.
Bill Brittain Assocs., 130 Lakeside Park, Hendersonville 37075. Tel: 824-1593. Pres.: William D. Brittain; Sales Mgr.: Mark Douglas; Adv. Mgr.: Kelly Brittain.
Audlo: 8-tr., 8-tr. quadraphonic, cassette, open reel.

open reel.
Video: %" cassette, %" EIAJ cartrdige.
umbia Rec. Prod'ns, 34 Music Square E. Zip:
37203. Tel: 259-4321. (Sales office only)
Plants: Sanla Maria, Calif.; Terre Haute,
Ind.; Pitman, N.J.
Audio: 8-tr., 8-tr. quadraphonic, cassette,

audic: 8-tr., 8-tr. quadraphonic, cassette, open reel. stom Tape Dupl'rs Inc., 341 Hill Ave. Zip: 37210. Tel: 256-1728. Pres.: L.C. Tant: Sales Mgr.: Mike Tant. (PKG. Audio: 8-tr., cassette. 18 Professional Servs., 1811 Division St. Zip: 37203. Tel: 327-1731. Pres.: Johnny Rosen. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reei. Video: 2" quad, %" cassette. T Corp., PO Box 90264. 1110 48 Ave. N. Zip: 37209. Tel: 383-7881. Gen. Mgr.: Nelson Larkin.

e office: Sunnyvale, Calif. b: 8-tr., 8-tr. quadraphonic, cassette,

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.
Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip: 37207. Tel: 226-0811. Gen. Mgr.: Jim Maxwell: Sec'y-Treas.: Glenna Maxwell. Audio: Cassette, open reel.
Nashville Int'l Custom Prod., 20 Music Square W. Zip: 37203. Tel: 256-2885/3271. Pres.: Reggie M. Churchwell; Sales Mgr.: Peggy J. Pettigrew; Adv. Mgr.: James E. Gray. (PKG) Audio: 8-tr., cassette, open reel.
R C A Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880. (Sales office only) Home office: New York, N.Y. Plant: Indianapolis, Ind. Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
Sound of Nashville Inc., 160 Second Ave. S. Zip: 37201. Tel: 244-1124. Pres.: Robert R. Nelson; Sales Mgr.: Gary W. Moore. (PKG—audio only)

TFXAS

• DALLAS (Area Code 214)

Ampex Corp., Magnetic Tape Div., 1615 Prudential Dr. Zip: 75235. Tel: 637-5100. (Sales office only) (PKG)
Home office: Redwood City. (San Francisco & Bay Area), Calif.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
Mother Dubbers Inc., 2537 Carlisle. Zip: 75201.
Tel: 651-9544. Pres.: Arnett B. Peel; Sales Mgr.: Jerry Dean Acheson. (PKG)
Audio: 8-tr., cassette, open reel.

• SAN ANTONIO (Area Code 512)

Abadon/Sun Inc., PO Box 6520, 6426 N. Van-diver. Zip: 78209. Tel: 824-8781. Pres.: Ga-len Carol.

len Carol.
Audio: Cassette.
B C L Ents. Inc., 1002 Hoefgen St. Zip: 78210.
Tel: 532-3216. Pres.: C. Foy Lee. (PKG)
Audio: 8-tr.

• SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Pres. & Adv. Mgr.: Lionel C. Betancourt; Sales Mgr.: John Mgr.: Lionel C. Betanc F. Phillips. Audio: 8-tr., cassette.

• WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 918 N. Valley Mills. Zip: 76710. Tel: 776-6553. (PKG) Audio: Cassette.

• PROVO (Area Code 801)

Media Servs. (div. of Brigham Young Univ.), Media Prod'n Studio. Zip: 84602. Tel: 374-1211 x 4182. Audio: Cassette, open reel, open reel quad-raphonic.

Audio: Cassette, open reel, open reel quadraphonic.
Video: 1" open reel, %" cassette, ½" EIAJ open reel, %" EIAJ cartridge. Ind Concepts Studio, PO Box 299, 108 West Center. Zip: 84601. Tel: 3/>-7333. Pres.: Kaye L. Jensen; Sales Mgr.: Michael K. Jensen; Adv. Mgr.: Ron Payne. (PKG) Audio: Cassette.

SALT LAKE CITY

Ampex Corp., Magnetic Tape Div., 2880 S. Main St., Suite 105. Tel: 84115. Tel: 487-8181. (Sales office only) (PKG) Audio: 8-tr., 8-tr. quadraphonic, cassette,

pen reel, open reel quadraphonic. eville Prod'ns, 130 Social Hall Ave. Zip:

84111. Tel: 237-2400. Gen. Mgr.: Dicl sop: Sales Mgr.: Dave Whipple; Studio N Dave Michelsen. Audlo: Cassette, open reel. sse Media Inc., Hotel Newhouse, Suite 1 Zip: 84101. Tel: 363-5858. Pres. & Adv. N Randal S. Chase; Sales Mgr.: Irel L. Char Audlo: 8-tr., cassette, open reel, open quadraphonic.

VIRGINIA

• MANASSAS (Area Code 703)

Memory Makers, 9202 Amelia Court. Zip: 22 Tel: 631-9465. Pres.: Jim Corrado; Donna Corrado. (PKG) Audio: 8-tr., cassette, open reel, open quadraphonio.

• NORFOLK (Area Code 804)

Tarzac Entertainment Ents., PO Box 10203, 23513; 638 Muskogee Ave. Zip: 23509, (804) 853-2304. Owner: Ronald C. Wage Audlo: Cassette

• WINCHESTER (Area Code 70 Capitol Inds., Kernstown Rt. 652, Shawnee Zip: 22601. Tel: 667-8125, Audio: 8-tr., 8-tr. quadraphonic, casset

WASHINGTON

OLYMPIA (Area Code 206)

Sound Preservers Co., 911 E. Fourth Ave. 98506. Tel: 352-9097. Owner: Allen P. Gil Audio: 8-tr., cassette, open reel.

SEATTLE (Area Code 206)

SEATTLE (Area Code 206)

npex Corp., Magnetic Tape Div., 615 E. F.
Zip: 98122. Tel: 322-7211. (Sales of only) (PKG)

Home office: Redwood City (San Franci & Bay Area), Calif.

Audio: 8-tr., 8-tr., quadraphonic, cassi open reel, open reel quadraphonic.

nema Sound Corp., 14200 NE 21 St., Belle
98007. Tel: 641-8100. Pres.: George
Woodley; Sales Mgr. Jack Strayer. (PK
Audio: cassette, open reel.
sic Farm Inc., 615 E. Pike St. Zip: 98122.
323-6847. Pres.: Jim Wolfe.
Audio: Open reel.

WISCONSIN

• MILWAUKEE (Area Code 414)

Dave Kennedy Rec'g Studios, 231 W. Wiscor Ave. Zip: 53203. Tel: 273-5720. Pres.: D Kennedy: Chief Eng.: Larry Drydyk. Audio: 8-tr., 8-tr. quadraphonic, casse open red. open reel. Studio East, 3363 N. 35 St. Zip: 53202. Tel: 4 1001.

Audio: Cassette, open reel. Video: 1" open reel.

• SAUK CITY (Area Code 608)

Jolly Dutchman Recs., 123 Water St. Zip: 535 Tel: 437-8970. Pres.: Jim Kirchstein. Audlo: Cassette, open reel.



Ampro Prod'ns Inc., 150 Fifth Ave., New Yo N.Y. 10011. Tel: (212) 243-7726. Cab TAPEXXRON. Telex: 425233. Tape lines: Ampro, Locomotive, Omega. Barclay-Crocker, 11 Broadway, New York, N 10004. Tel: (212) 952-0068. Partner: Her A. Barclay Jr. Open reel: Argo, Desmar, Entr'acte, H cyon, Musical Heritage Society, L'Oisea Lyre, Telefunken, Unicorn, Vanguard. GR T Corp., 1286 Lawrence Station Rd., Sunr vale, Calif. 94086. Tel: (408) 734-291 WATS (800) 538-1770. Pres: Alan J. Baylk VP Mktg.: Herb Hershfield; VP Sales: Ja Woodman: VP Custom Prods. Div.: Day Travis.

Woodman: VP Custom Prods. Div.: Day
Travis.
8-tr. & Cassette: ABC, ABC/Auc
Treasury, ABC/Blue Thumb, ABC/Du
ABC/Duke, ABC/Duhelil, ABC/Impult
ABC/Peacock, Arista, At-Home, Barnat
Bomp, Butterfly, Cardinal, Casino, Chelse
Chess, Cream, Fantasy, First American, Fing Fish, GNP Crescendo, GRT, Galac
Great Northwest, Hi, Hickory, Import, Inn
City, Janus, Kaleidoscope, LS, Milestor
Muse, Music Is Medicine, Passport, Pel
Pan, Prestige, Private Stock, Ranwood, R
public, Scorpion, Shadybrook, Shelter, Si
Sound Bird, Stang, Stax, Strawberry, Su
nyvale, Tomato, Vanguard, Vanguard/E
eryman, Vibration, Visa.
8-tr. only: ABC/Songbird, Cadet, Checke
Everest, RatCity, Roulette.
Cassette only: ABC/Westminster Gold.
m-Pat Ents., PO Box 654, Hillwood Dr., F
yetteville, Tenn. 37334. Tel: (615) 433-232:
5661. Owner: Bill Trigg.
Tape lines: Blaze, Davis Unlimited, HS
JSJ, Jima, Ken-Tone, Kim-Pat, Sav-All, S
Ann.

Ann.
Agnetic Video Corp., 23434. Industrial Pa Court, Farmington Hills, Mich. 48024. Ti (313) 477-6066. Pres.: Andre A. Blay, Sali Mgr.: Bob Vandegrift. 8-tr., cassette & open reel: ABC/Dot (re-leases), Beatt Int'l, Janus, Sun/Shelby Si

leases), beatt min, solidary gleton.

3 Society, PO Box 9337, North Hollywoo Calif. 91609. Tel: (213) 768-6200. Mktg. Sales Mgr.: Russ Fields.

Open reel: Archive, DG, ECM, Londo Nonesuch, RCA, Reprise, Verisay, Warn

Bros.
Sound Concepts Studio, PO Box 299, 108 We Center, Provo, Utah 84601. Tel: (801) 37 7333. Pres.: Kaye L. Jensen; Sales Mgr.: N chael K. Jensen; Adv. Mgr.: Ron Payne. Cassette: Listener's Digest (spoken wo

only).
reoTape (div. of Magtec), 8125 Lankershi
Blvd., North Hollywood, Calif. 91605. Te
(213) 768-6200. Pres.: S. Gerald Ston
Mktg. & Opns. Mgr.: Joe Washington; Sale
Mgr.: Russell Fields.

Mktg. & Opns. Mgr.: Joe Washington; Sak Mgr.: Russell Fields. Open reel & open reel quadraphonic: Lo don, Polydor, RCA, Warner Bros. Utopia Ultra-Sound, PO Box 718, 127 S. Fifth S Newark, Ohio 43055. Tel: (614) 345-942 Owner: Robert H. Kirk Jr.; Adv. Mgr.: Robe H. Kirk Sr.

-tr.: Jessup, Mac, SAM, Shields, UUS.

29

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BILLBOARD

Empty Cartridge, Cassette & Reel Manufacturers

E Data Technology Corp., 350-C Fischer Ave., Suite C. Costa Mesa, Calif. 92626. Tel: (714) 549-8353. Pres.: M.E. Hickson: VP Mktg.: L.C. Alsobrook: Sales Rep.: Sue Carpenter. Video: %" Cassette, %" ElaJ open reel.

V Paragon. see Universal Tape. mpex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Pres.: Al. Hausman; Sales Mgr.: R.A. Antonio. Adv. Mgr.: A. Fisher. Sales offices: Glendale, Calif., 500 Rodier Dr. Zip; 91201. Tel: (213) 240-5000—Denver, Colo., 2121 S. Birch. Zip: 80222. Tel: (305) 423-2962—Allanta, Ga., 3135. Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—Overland Park, Kan., PO Box 7282. Zip: 56207. Tel: (913) 383-1951—Baton Rouge, La., PO Box 14754. Zip: 70808. Tel: (504) 766-6270—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800. District Mgr: Max McCollough—Framingham, Mass., PO Box 1020. Zip: 01701. Tel: (617) 877-8060—Hackensack, N.J., 65 Commerce Way. Zip: 07601. Tel: (201) 489-7400—Pittsford, N.Y., PO Box 175. Zip: 14534. Tel: (716) 586-2580—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100—Salt Lake City, Utah, 2880. S. Main St., Suite 105. Zip: 36801. Tel: (205) 745-7643—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000. Audio: 8-tr., cassette, metal & plastic reels. Impro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (201) 471-8044. Pres., Sales & Adv. Mgr.: Charles Beres Jr. Audio: Cassette, & sub-assemblies of cassette parts.

Adv. Mgr.: Charles Beres Jr.
Audio: Cassette. & sub-assemblies of cassette parts.

vidio Inds. Inc., Broad & Linden Aves., Ridge-field. N.J. 07657. Tel: (201) 945-4545. Pres.: M. Donalds; VP: M. Thaler.
Audio: 8-Ir., cassette.

vidiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-5870. Telex: 126419. Pres.: Milton B. Gelfand; VP. Sales: Timothy A. Cole.
In'll branch: France.
Audio: 8-Ir., cassette.

3urlington Audio Tapes Inc., 106 S. Long Beach Rd., Rockville Centre. N.Y. 11570. Tel: (516) 764-3792. Pres.: Ruth Schwartz.
Audio: Reels.
Brand name: Olimpic.

2adet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. 753-5121. Pres: Jules Bihari; Mgr.: Don Macmillan.
Branch: Park Ridde. N.J., PO Box 176. Zip:

753-5121. Pres.: Jules Bihari; Mgr.: Don Macmillan. Branch: Park Ridge, N.J., PO Box 176. Zip: 07656. Tel: (201) 391-3676. Sales: Sale: Robert K, Herrington. Audio: 8-tr. Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel: (815) 397-3200. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Adv. Mgr.: Donald Clark. Audio: Reels.

Audio: Reels.
sette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701, Tel: (914) 968-1605.
Audio: Screw-type cassettes.
tron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280;
WATS (800) 854-3943. Pres.: Edwin Gamson; VP Mktg.: Ray Allen: Adv. Mgr.: Hal
Wilde.

Wilde. Audio: 8-tr., cassette, reels.
Comsette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4528. Pres.: Richard W. Moore. Audio: Cassette.
Custom Cartridge Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668. Pres.: Clif

Tanl.

Custom Dupl'n Inc., 6330-36 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 670-5575. 776-4810, Pres: Leonard Gross; Sales Mgr.: Geri Gonzales; Adv. Mgr.: Rachel Murray. Audio: 81-r., cassette.

Dak Inds., Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559; WATS (800) 423-2636. Pres.: Drew Alan Kaplan.

Kaplan.

Audio: Cassette, open reel.

Dalsung America Inc., 155 E. 44 St., New York,
N.Y. 10017. Tel: (212) 682-6045. Pres.: Sang

Dalsung America Inc., 155 E. 44 St., New York, N.Y. 10017. Tel: (212) 682-6045. Pres.: Sang Ho Kim.
Home office: Korea.
Audio: Cassette.
Brand names: Seca. Solfa.
Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Mktg. Mgr.: Jere R. Hill; Nat'l Sales Mgr.: Gene Hull.
Audio: 8-tr., cassette.
Video: ¾" cassette.
Video: ¾" cassette.
Dyna/Day Plastics Inc., 1521 E. Avis Dr., Madison Heights, Mich. 48071. Tel: (313) 585-6280. Pres.: Frank Day; VP: Paul M. Hayes; Gen. Mgr.: Charles N. Munn; Plant Mgr.: Phil Kelly.
Audio: 8-tr., cassette.
E H C, see Electronic Homes.
Electronic Homes.
Electronic Homes. Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Bd. Chm.: George T. Saddler; Pres.: Paula Saddler; Sales Mgr.: Elias Smyrnakis.
Audio: Sasette.
Brand name: EHC.
El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP Mktg.: Allen Schor.
Audio: 8-tr., cassette. 3", 5" & 7" open reels.
Fidelipac, 109 Gaither Dr., Mount Laurel, N.J.

reels.
Fidelipac, 109 Gaither Dr., Mount Laurel, N.J.
08057. Tel: (609) 235-3511. Gen. Mgr.: Dan
McCloskey; Sales & Mklg. Mgr.: Arthur Con-

McCloskey; Sales & Mktg. Mgr.: Arthur Constantine.

Audio: NAB cartridges (A, B & C sizes).

Brand names: Fidelipac, Master Cart.

riel Mfg. Co. Inc., 125 S. Liberty Dr., Stony
Point, N.Y. 10980. Tel: (914) 942-0100.

Pres.: Edmond Gabriel; Sales Mgr.: Vin
Tullo; Adv. Mgr.: William Meyer.

Audio: Cassette.

IPS (Inches Per Second), 107 Bridge Rd., Haup-pauge, N.Y. 11787, Tel: (516) 234-3322. Pres.: Bill Prechtel. Audlo: Cassette.

Audio: Cassette.

rmagnetics Corp., 1311 Colorado Ave.,
Santa Monica, Calif. 90404. Tel: (213) 3939281. Pres.: Irving Katz; VP Sales: George
Johnson; VP Communications: Bruce Weber; VP Int'l Sales: Terry Wherlock,
Audio: 8-tr., cassette.
/ Jacobs Audio Inc., 1419 Santa Fe Ave.,
Long Beach, Calif. 90813. Tel: (213) 4370681. Pres.: Ray Jacobs; Sales Mgr.: Frank
Vorhess; Adv. Mgr.: Bob Lightle.
Audio: 8-tr.

Vorhess; Adv. Mgr.: Bob Lightle.
Audlo: 8-tr.
Brand name: RJA.
marn Ents. Inc., 46 Werman Court, Plainview.
N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan
Frost.
Audlo: 8-tr.

Frost.
Audio: 8-tr., cassette & open reel.
Jet Pak, see Tape-A-Thon.
Kyric Corp., PO Box 5487, 2002 N. Forbes Blvd.,
Tucson, Ariz. 85703. Tel: (602) 624-2408.
Pres. & Sales Mgr.: Keyvan Mokhlarian.
Audio: Cassette.
Lenco Co., PO Box 29128, 3901 N. 69 St., Lincoln, Neb. 68507. Tel. (402) 464-7488. Pres.:
Don Leonhardt, Sales & Adv. Mgr.: Daryl O.
Chapelle.
Branch: Indiananciic Let.

Chapelle
Branch: Indianapolls, Ind., Box 507, Rt. 2
Zip, 46231. Tel: (317) 839-6673 Mgr.: Scott
Bartlett
Audio: Cassette.
Loranger Mig. Corp. Entertainment Prods. Div., 10-38 Clark St., Warren. Pa. 16365. Tel: (814) 723-8600. Pres: J. Albert Loranger. Div. Mgr. Robert Loranger.
Audio: 6-1r., cassette.
M J. S. see Molded Ind'i Plastics.
M J. S. see Molded Ind'i Plastics.
M J. S. see Molded Ind'i Plastics.
M J. S. see Magnetic Mktg.
Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (2011) 694-3502. Pres.: Thomas J. Horbauer. Sales Mgr.: Brendan F. Browner, Adv. Mgr.: M. Judge. Audio: 8-tr., cassette.
Brand name: MGC.
Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Pres.: Aaron Wasserstrom; Gen Sales Mgr.: Douglas Scott. Int'l branch: Korea, IPO Box 5006. Seoul. Audio: Cassette.
Mann Endless Cassette Inds. Corp., PO Box 1347, San Francisco. Calil. 94101. Tel: (415) 221-2000. Pres.. Donald Mann; Sales Mgr.. Robert Wells.
Audio: Endless loop cassette.
Marmac, see Mastro.
Master Cart, see Fidelipac.
Mastro Inds. Inc., 3040 Webster Ave... Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccalerri; VP. Nicholas Perazzo. Audio: 8-tr., cassette.
Brand name: Marmac.
Meister Mfg. Co., 9126 Firestone Blvd., Downey, Calit. 9024. Tel: (213) 861-3198.
Audio: 7", 89", 10%" aluminum reels.
Miami Tape Inc., 8180 NW 103 St., Halelan Gardens, Fla. 33015. Tel: (305) 558-9211. Pres.: Carlos Garcia.
Audio: 8-tr., cassette.
Moided Ind'l Plastics Inc., Platt Rd., Shellon. Onn., 06486. Tel: (203) 929-3311/7674. Pres.: Mort Sattro.
Pres.: Mort Sattro.
Pres.: Mort Sattro.
Rich Garcia.
Franch: Hollywood, Calit., 18700. Laurelpark Rd. Sules Audio: Rev. Carlos Garcia.
Audio: 8-tr., cassette.
Moided Ind'l Plastics Inc., Platt Rd., Shellon. Onn., 06486. Tel: (213) 854-5602. VP Sales: Richard Ware. Plants: Compton. Call., 18700. Laurelpark Rd. Sules Audio: Rev. Carlos Garcia.
Branch: Hollywood, Callit., 18700. Laurelpark Rd. Sules: Audio: 2-47-7" reels, hub.
Video: Open reel for ½", 1

Pres.; George Clanane; VP: Craig M. Balaban.
Audio: Screw-type cassette.
TD K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880.
Pres.: Sho Okiyama; Mktg. Dir.: Ken Kohda; Div. Sales Mgr.: Bud Barger.
Branches: Irvine, Calift., 17072 Daimler St. Zip: 92705. Tel: (714) 979-5811. Div. Sales Mgr.: Sandy Cohen—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.

reterson Ave. ZIp. 60645. Tel: (312) 973-1222.

Video: Reels for ½" tape, ¾" cassette.
Tape-A-Thon Corp., 502 S. Isis, Inglewood, Calif. 90307. Tel: (213) 776-6933. Pres. Lee Tate; Exec. VP & Sales & Mktg. Dir.: Wally Rubin. Audio: Super cassette.
Brand name: Jet Pak, Trak-4.
Tape Servs, Inc., Cherry Hill Ind'l Center, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-9450. Sales Mgr.: Michael T. Mulcahy.

cany. **Audio:** 8-tr., cassette.

Telex Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg.: James S. Arrigion: Adv. & Sales Promo. Dir.: Peter Schwarz. Audio: NAB broadcast cartridges.

3 M Co., Magnetic Audio/Video Prods. Div., 3M Center, Bidg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1466. Div. VP. John E. Povolny; Sales Mgr.: Joe L. Leon; Adv. Co-ord. F.E. Dettloft: Adv. Mgr.: Peter M. Gavin. Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip: 99502. Tel: (907) 276-2363—Burbank, Callf., 126 W. Elm Court. Zip: 91502. Tel: (213) 848-5534—Los Angeles, Callf., 6023 S. Garfield Ave. Zip: 90400. Tel: (213) 726-6300—South San Francisco, Callf., 320 Shaw Rd. Zip: 94080. Tel: (415) 589-2663—Washington, D.C., 1101 15 St. NW. Zip: 20005. Tel: (202) 331-6900—Atlanta, Ga., 2860 Bankers Ind'l Dr. Zip: 30360. Tel: (404) 447-7000—Honolulu, Hawaii, 2880 Ualena St. Zip: 96819. Tel: (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave. Zip: 60501. Tel: (312) 496-6500—Needham Heights, Mass., 155 Fourth Ave. Zip: 02194. Tel: (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip. 48024. Tel: (313) 477-5000—Eagen, Minn., PO Box 3211. St. Paul S5133: 3130 Lexington Ave. Zip: 65166. Tel: (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07066. Tel: (201) 775-2000—Cinclinati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (516) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 10720. Tel: (215) 728-5300—Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 324-3100—Seattle, Wash., Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel: (206) 244-7200. Audio: 84r., cassette, open reel, Video: Reels for 2" & 1" tape. Brand name: Scotch.
Trak-4, see Tape-A-Thon. Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J., 07657. Tel: (201) 945-2000. Pres: Marvin Donalds; VP: Rudolph J. Puntillio. Audio: Saric. Sarsette, Open reel. Video: Reels for 2" & 1" tape. Brand name: Cotch. Trak-4, see Tape-A-Thon. Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J., 07657. Tel: (201) 945-2000. P

Parts, Cartridge & Cassette, Manufacturers

Alinabal (div. of MPB Corp.), 28 Woodmont Rd , Milford, Conn. 06460. Tel: (203) 877-3241. Prod Sales Mgr John Robertson. Audio: Liners, pressure pads & shields. Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif 94063. Tel (415) 367-2011 Pres: A H. Hausman: Sales Mgr R. A. Antonio: Adv. Mgr., A Fisher Sales offices: Glendale, Calif., 500 Rodier Dr. Zip. 91201 Tel: (213) 240-5000—Denver, Colo., 2121 S Birch. Zip: 80222. Tel. (303) 757-6491—Orlando, Fla., PO Box 15008-B Zip: 32808. Tel: (305) 423-2962—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—Overland Park, Kan., PO Box 7282. Zip: 66207. Tel: (913) 383-1951—Baton Rouge, La., PO Box 14754. Zip: 70808. Tel: (504) 766-6270—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800. District Mgr.: Max McCollough—Framingham, Mass., PO Box 1020. Zip: 01701 Tel: (617) 877-8060—Hackensack, N.J., 65 Commerce Way. Zip: 07601. Tel: (201) 489-7400—Pittsford, N.Y., PO Box 175. Zip: 14534. Tel: (716) 586-2580—Dallas, Tex., 1615 Prudential Dr. Zip: 75235 Tel: (214) 637-5100—Salt Lake City, Utah, 2880 S. Main St., Suite 105. Zip: 84115. Tel: (801) 487-8181—Seattle, Wash., 615 E. Pike. Zip: 98122. Tel: (206) 322-7211. Plants: Opelika, Ala., PO Box 190. Zip: 36801. Tel: (205) 745-7643—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000. Audio: 8-tr. plastic parts.
Audio: Alc cassette parts.
Audio: Alc cassette parts.
Audio: Accessories Co., 38W515 Deerpath Rd., Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney, Audio: Cassette plastic hub locks. Audio: 104, Inc., 90 Brighton Rd., Clifton, N.J., 07012. Tel: (201) 471-8044. Pres., Sales. & Adv. Mgr.: Charles Beres Jr. Audio: Alc cassette parts.
Audio: 8-tr. Road & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres.: M. Donalds; VP: M. Thaler. Audio: 8-tr. & cassette parts.
Cadet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Mgr.: Don Macmillan. Branch: Park Ridge, N.

ert K. Herrington.
Audio: 8-tr.
Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine St., Los Angeles, Calif. (19028. Tel: (213) 462-6252 Exec. VP: Ed Khoury; Mktg. Dir.: Harry Preston: Prof. Prods. Sales Mgr.: Larry Hockemeyer: Consumer Prods. Sales Mgr.: Oscar Arsianian: Int'l Sales Mgr.: Bud Jackson.
Sales offices: Niles, III., 6401 Gross Point Rd. Zip: 60648. Tel: (312) 775-7101—Germantown, Md., Century XXI. 20030 Century Blvd. Zip: 20767. Tel: (301) 428-0795—New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470—Cleveland, Ohio, 7123 Pearl Rd. Zip: 44130. Tel: (216) 888-6010—Dallas, Tex., 6730 Oakbrook Blvd. Zip: 75235. Tel: (214) 637-1890. Int'l branches: England. Singapore.
Audio: 8-tr. parts.
Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280; WATS (800) 854-3943. Press.: Edwin Gamson; VP Mktg.: Ray Allen; Adv. Mgr.: Hal Wilde.

Wilde. **Audio:** 8-tr. & cassette part<mark>s</mark>.

Custom Cartridge Inc., 341 Hill Ave., Nashville, Tenn 37210 Tel: (615) 244-5668. Pres.: Clif

Custom Cartridge Inc., 341 Hill Ave., Nashville, Tenn 37210 Tel: (615) 244-5668. Pres.: Clif Tant.

Audio: 8-tr.

Dak Inds. Inc.. 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: 984-1559; WATS (800) 423-2686. Pres., Drew Alan Kaplan, Audio: Cassette liners, hubs, housings, pins. rollers & pressure pads.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar: Mktg. Mgr.: Jere R. Hill: Nat'l Sales Mgr.: Gene Hull Audio: 8-tr. & cassette parts.

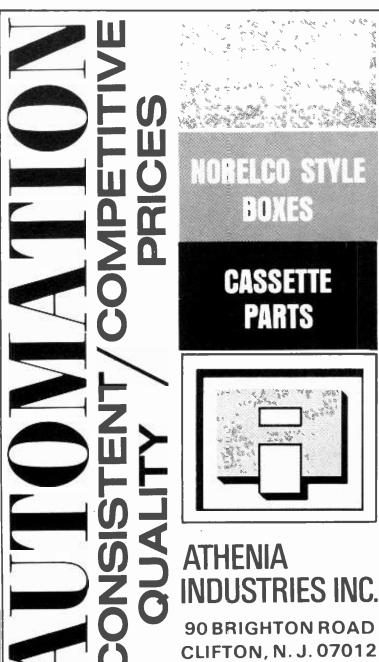
Dixon Inds. Corp., 386 Metacom Ave., Bristol. R.I. 02809, Tel: (401) 253-2000. Pres. Bert Katzanek: Sales Mgr.: John F. McCurdy Jr. Audio: Cassette shims, acetal post rollers, cartridge top rings & tellon thrust washers. Video: 'W' cassette tabs, guides & tellon thrust pads.

Donnak Inds., PO Box 422, Ridgefield, N J. 07657. Tel: (201) 945-6820. Pres.: Marvin Donalds: VP: Rudolph Puntillo

Audio: Cassette hubs, flanged rollers, slip sheets, stainless steel pins, spring pads, shields, sonic & screw-type shells & win-

shields, sonic & screw-type shells & windows.
Chet Dunn Assocs, Mfg, Rep., 20 Locke Rd., Billerica, Mass. 01821 Tel: (617) 663-2000. Pres. Chet Dunn Audlo: Staking rods, leader locks.
Dyna/Day Plastics Inc., 1521 E. Avis Dr., Madison Heights, Mich. 48071. Tel. (313) 585-6280. Pres.; Frank Day; VP: Paul M. Hayes; Gen. Mgr.: Charles N. Munn; Plant Mgr.. Phil Kelly
Audlo: Cassette hubs, rollers, shells
El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif., 90746. Tel. (213) 327-3180. Pres., Harry Schor; VP Mktg.; Allen Schor.
Audlo: 8-tr. & cassette parts.
Gabrie, Mfg, Co. Inc., 125 S. Liberty Dr., Stony Pcint, N.Y. 10980. Tel. (914) 942-0100. Pres.; Edmond Gabriel; Sales Mgr. Vin Tullo; Adv. Mgr. William Meyer.
Audlo: Hubs, pins, rollers, shells.
Hi-Flex Corp., 289 Huyler St., South Hacken-





(201) 471-8044

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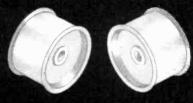


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TAPE SUPPLIES

sack, N.J. 07606. Tel: (201) 487-3027. Plant Mgr.: Jeff St. Thomas. Audio: Cassette shims & pressure pads rain Eng'g Inc., 12381 Schaefer Hwy., Detroit, Mich. 48227. Tel: (313) 933-6900. Pres. Richard C. Horian; Sales Mgr.: Robert L. Horian, Adv. Mgr.: Claudette Orr. Audio: 8-tr. & cassette shells. S. Inc., 107 Bridge Rd., Hauppauge. N.Y. 11787. Tel: (516) 234-3322. Audio: Cassette shells.

11787. Tel: (516) 234-3322.
Audio: Cassette shells.
O Inc. P.O Box 444, Huntington, Ind. 46750.
Tel: (219) 356-4810. Pres. John J. Abbott;
VP Sales & Mktg. W.P. Kelley.
Audio: Elastomeric pinch rollers.
ermagnetics Corp., 1311. Colorado Ave..
Santa Monica, Calif. 90404. Tel: (213) 3939281. Pres. Irving Katz; VP Sales. George
Johnson; VP Communications: Bruce Weber, VP Int! Sales. Terry Wherlock.
Audio: All 8-tr. & cassette parts.
marn Ents. Inc., 46 Werman Court, Plainview.
N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan
Frost.
Audio: All 8-tr. & cassette parts.

N Y. 11803. Tel: (\$10) 622-1277. Pres.. Allan Frost.
Audio: All 8-tr. & cassette parts.
Kyric Corp., PO Box 5487, 2002 N Forbes Blvd.,
Tucson. Ariz. 85703. Tel: (602) 624-2408.
Pres. & Sales Mgr.: Keyvan Mokhtarian.
Audio: All cassette parts.
Lenco Co., PO Box 29128, 3901 N. 69 St., Lincoln, Neb. 68507. Tel: (402) 464-7488 Pres.
Don Leonhardt, Sales & Adv. Mgr.: Daryl O.
Chapelle

Branch: Indianapolis, Ind., Box 507. Rt. 2. Zip: 46231. Tel: (317) 839-6673. Mgr.: Scott Bartlett. idio: Cassette hubs, shells, rollers, tab in

Seris Mig. Corp.: Entertainment Prods. Div. 10-38. Clark St., Warren, Pa. 16365. Tel (814) 723-8600. Pres: J. Albert Loranger; Div. Mgr: Robert Loranger; Div. Mgr: Robert Loranger. Audio: 8-tr. parts.

Mastro Inds. Inc., 3040. Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres: Mario Maccaterri; VP. Nicholas Perazzo. Audio: Cassette guide rollers, keyhole hubs. Minnesola Rubber Co., 3630. Wooddale Ave. S., Minneapolis, Minn. 55416. Tel: (612) 927-1400.

Audio: 8-tr. pinch & drive rollers. rland Prods. Co. Inc., PO Box 6, 515 N. Pierce St. Fremont. Neb. 68025. Tel: (402) 721-7270. Pres. & Sales Mgr.: Howard J. Pearson. **Audio:** 8-tr. & cassette pressure pads. pins &

Audio: 8-tr. & Cassette pressure padd, pinda shields. Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888. Audio & Video: Plastic & rubber injection molding machines for tape parts. Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield. N.J. 07080. Tel: (201) 757-7330. Pres. Edward Monett, VP: Jack E. Monett

Monett.
Audio: 8-tr. pinch rollers
pe, Symmetry & Sun Inc., PO Box 366, Biddeford Ind I Park. Biddeford, Me. 04005. Tel.
(207) 282-6155. Pres: Anthony L. Gelardi,
Sales Mgr.: Joe Ciccone; Adv. Mgr.: Bob
MacLeod

MacLeon.
Audio: Cassette hubs, pins, pressure pads, rollers, shells, shields.
cialty. Composites Corp., Delaware Ind'l Park, Newark, Del. 19713. Tel. (30) 738-6800. Sales Mgr.: R. Prybutok; Adv. Mgr.: J. Walsh.

6800. Sales Myr. N. 179000.

Welsh.
Audio: Pressure pads
Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield,
N.J. 07657. Tel: (201) 945-2000. Pres., Marvin Donalds, VP. Rudolph J. Puntillo.
Audio: Cassette hubs, double flanged rollers, slip sheets, stainless steet pins, tabs.
Troy Machinery Corp., 501 Division St., Boonton, N.J. 07005. Tel. (201) 334-2020. Pres.
Edward F. Joyce Sr., VP Sales, Edward F.
Joyce Jr.

Edward F. Joyce Sr.; VP Sales: Edward F. Joyce Jr.
Audio: Pinch rollers & pressure pads. que Prods. Inc., 869 E. Sandhill Ave. Carson, Calif. 90746. Tel: (213) 323-0681 TWX: (910) 346-7740. Pres. & Sales Mgr.. George Lusko: Adv. Chip Lusko.
Audio: Cassette & mini-cassette pressure pads. pins, shields & windows, screws, slip sheets.

pads, pins, snielos a windows, solicino, sheets iversal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel. (213) 327-3203. Pres.: Edward O Praeger.
Audio: 8-tr.—snap & screw type halves, bronze & foam type pressure pads, platforms; cassette—sonic, screw & snap type halves, stainless steel pins, pressure pads, mu-metal shields, hubs, double flanged idler rollers, window, teffon, graphite & polyester shield gaskets & liners & stainless steel pins

steel pins
Video: 1 open reel, ¼" cassette, ½" EIAJ
open reel & ¼" open reel parts.
btek Corp., 4326 W. Pico Blvd., Los Angeles,
Calif. 90019. Tel: (213) 937-3511. Pres: Joseph Klein, VP: John A. Pace: Sales Mgr.

Ken George. Branch: Northfield, III., 778 Frontage Rd. Suite 107. Zip: 60093. Tel: (312) 446-6046 Audio: Cassette liners

Tape, Blank Loaded Manufacturers

The numbers in parentheses follow ing the 8-track & cassette configurations show recording time in minutes; those following open reel configurations show length of tape in feet.

A A, see Audio Accessories.
A M P, see Alpha Media.
A T-Pro, see Abbey Tape.
A T & T (Able Turntable & Tape) Rec'g Inc., 725
N. Highland Ave., Hollywood, Calif. 90028.
Tel: (213) 933-5701. Pres.: Ted Gardner;
Sales Mgr.: Cyd Porter.
Audio: Cassette (1-122).
A V Con, see Audio-Video Concepts.
A/V Paragon, see Universal Tape.
A-V Tape Sales Corp., 2460 Lemoine Ave., Fort
Lee, N.J. 07024. Tel: (201) 947-9150. Pres.:
A.F. Etro.
Audio: Cassette (5-120) open cost.

Audio: Cassette (5-120), open reel.
Abbey Tape Duplicators, 5358 Cartwright Ave.

North Hollywood, Calif. 91601. Tel: (213) 985-3136. Gen. Mgr.: Norman C. Cooke. Audio: Cassette (2-120). Brand name: AT-Pro
Able Turnlable & Tape, see AT&T. Alpha Media, PO Box 254452, Sacramento, Calif. 95825. Tel: (916) 383-4385. Owner: Vladimir Sirota. Audio: Cassette (30,45,60,90 & custom

Audio: Cassette (30,45,60,90 & custom lengths). Brand name: AMP. erican Sound Corp., 3319 E. Ten Mile Rd., Warren, Mich. 48991. Tel: (313) 539-2900. Pres.: Frank S. Day, VP: Paul M. Hayes. Branches: North Hollywood, Calif., 8120 Webb Ave. Zip. 91605. Tel: (213) 768-6100. Gen. Mgr.: Michael S. Emerson. Reg'l Sales Mgr.: Richard Hulchinson—Demareat, N.J., 18 Christie. Zip. 07627. Tel: (201) 767-9033. VP Mktg.: Paul E. Adams. Audio: 8-Ir. & cassette (custom lengths). open real.

open reel. erican Tape Corp., 1116 Edgewater Ave. Ridgefield, N.J. 07657, Tel: (201) 943-7860.

open reel.
reirican Tape Corp., 1116 Edgewater Ave.,
Ridgefield, N.J. 07657. Tel: (201) 943-7860.
Pres. Donald H. Gabor.
Audio: 8-tr. (40).
Brand name: Remington.
ppex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415)
367-2011. Pres.: A.H. Hausman; Sales Mgr.
R.A. Antonio, Adv. Mgr.: A. Fisher.
Sales offices: Glendale, Calif., 500 Rodier
Dr. Zip. 91201. Tel: (213) 240-5000—Denver,
Colo., 2121 S. Birch. Zip. 80222. Tel: (303)
757-6491—Orlando, Fla., PO Box. 15008-B
Zip. 32808. Tel: (305) 423-2962—Atlanta,
Ga., 3135 Chestnut Dr.. Suite 101. Zip.
30340. Tel: (404) 451-7112—Overland Park,
Kan., PO Box 7282. Zip. 66207. Tel: (913)
383-1951—Baton Rouge, La., PO Box
14754. Zip: 70808. Tel: (504) 766-6270—
Bethesda, Md., 10215 Fernwood Rd. Zip.
20034. Tel: (301) 530-8800. District Mgr.
Max McCollough—Framingham, Mass., PO
Box 1020. Zip. 01701. Tel: (617) 877-8060—
Hackensack, N.J., 65 Commerce Way. Zip.
07601. Tel: (201) 489-7400—Pittsford, N.Y.,
PO Box 175. Zip: 14534. Tel: (716) 5862580—Dailas, Tex., 1615 Prudential Dr. Zip.
5235. Tel: (214) 637-5100—Sait Lake City,
Utah, 2880. S. Main St. Suite 105. Zip:
84115. Tel: (801) 487-8181—Seattle, Wash,
615. E. Pike. Zip: 98122. Tel: (206) 322-7211.
Plants: Opellika, Ala., PO Box 190. Zip.
36801. Tel: (205) 745-7643—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel:
(312) 593-6000.
Audio: 8-tr. (45,90), cassette (45,60,90.120),
open reel. (1500'.2150'.2440'.3000'.3600'.
broadcast.
Video: 1'' open reel., %'' cassette.

open reel (1500'.2150'.2440'.3000'.3600', broadcast. Video: 1'' open reel, ¾'' cassette (10,20,30,40,50,60) ½'' EIAJ open reel (1250'.2400'), pro Prod ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXXRON. Telex: 425233. Audio: 8-tr. (40,60.80), cassette (30,60.90,120).

Addio Sett. (40,00.80). Cassette (30,60.90,120).
Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn, N.Y. 11219. Tel: (212) 435-7322. Pres.: Anthony A. Maniere; Sales Mgr.: Rocco Salvatore; Adv.: Mgr.: Domenick Salvatore. Audio: 8-tr. & cassette (1-90).

Arista Ents. Inc., 35 Hoffman Ave., Hauppauge. N.Y. 11787. Tel: (516) 234-7000. Pres.: Alan Leifer; Sales Mgr.: Leon Kramer. Audio: 8-tr. (40,45,80,90). cassette (60,90). mini-cassette (45).

Arrow Trading Co. Inc., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-7688. (Audio only)

Arrow Irading Co. Inc., 1775 Batavas, 1876 Arrow Irading Co. Inc., 1775 Batavas, 1876 Audio only)
Athana Audio Prods. (div. of Arber Inds.), PO Box 3696, 1815 Mullin Ave., Torrance, Calif. 90510. Tel. (213) 775-3741. Telex. 69-1502 Audio Prods. Sales Mgr. William L. Starling. Audio: Cassette (custom lengths).
Athenia Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel. (201) 471-8044. Pres., Sales & Adv. Mgr.: Charles Beres Jr. Audio: Cassette (custom lengths).
Audicom Corp., 4950 Nome, Unit C. Denver. Colo. 80239 Tel. (303) 371-3076. Pres. Jack Dunham, Sales Mgr.. Richard Sanders: Chief Eng. David Howard. Audio: Cassette & open reel (custom lengths).
Audio Accessories Co., Box 38W 515 Deerpath Rd., Batavia, III. 60510. Tel. (312) 879-5998. Sales Mgr.. John S. Maloney. Audio: 8-tr., cassette, endless loop cassette (custom lengths).

(custom lengths).

Brand name: AA.
io Artists Co., PO Box 7, Wheaton 60187;
429 St. Charles Rd., Carol Streams, III. 60187
Tel. (312) 668-6682. Gen. Mgr.. Doug Lazzara. Audio: Cassette (up to 95 minutes).

zara
Audio: Cassette (up to 95 minutes)
Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Pres.: Louis R. Chiaramonte.
Audio: 8-tr., cassette, open reel & broadcast (custom lengths).
AudioFax, see Cassettes Inc.
Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres.: M. Donalds; VP. M. Thaler.
Audio: 8-tr., cassette.
Audio Magnetics Corp., 2602. Michelson Dr., Irvine, Calif. 92716. Tel: (714) 833-0020. Pres.: Dominick J. Saccacio; VP. Mtg.: James K. Place; VP. Sales: James W. Lantz; VP. Ind'l Prods.: Stewart B. Schlosberg.
Audio: 8-tr., cassette (45,60,90.120), open reel (5"x600",900"&1200",7"x1200',1800',2400'&3600").
Audio-Video Concepts Inc., 6909. Old Alexander Ferry Rd., Clinton, Md. 20735. Tel: (301) 868-7600.
Audio: Cassette (30,45,60,90. & custom lengths).
Brand name: AVCon.

Audio: Cassette (30,45,60,90 & custom lengths).

Brand name: AVCon.
dioVisual Communications Inc., PO Box 85, Radnor, Pa. 19087. Tel: (215) 272-8500
Pres.; J L C. Ulrich Jr.; Sales Mgr.: John W Ballantyne.

Ballantyne. **Audio:** Cassette (custom lengths up to 120 minutes), open reel (up to 10½" reels).

minutes), open reel (up to 10½" reels).

B A S F Systems, Crosby Dr. Bedford, Mass. 01730 Tel: (617) 271-4000. Pres.: G.J. Grochla; Mktg. Servs Mgr.: J.P. Hiltz: Sales Mgr.: J.S. Walker; Adv. Mgr.: G. Hersh. Branches: Santa Monica, Calil., 1307 Colorado Ave. Zip. 90404. Tel: (213) 451-8781—Melrose Park, Ill., 1800 N. 30 Ave. Zip. 60160. Tel: (312) 343-6618—Clitton, N.J., 149 Rt. 48. Zip. 70711. Tel: (201) 546-9111—Dallas, Tex., Dallas Petroleum Center. 13610 Midway, Suite 255. Zip. 75240. Tel: (214) 233-6607. Audio: 8-tr. (45,64,90), cassette (45,60,90.120), open reel (7"x1800',2400',&3600'; 10½"x3600'). Brand name: Performance, Professional, Studio.

Studio.

Bazzy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043. Tel: (313) 463-2592. Pres.: L. Allan Bazzy; Gen. Mgr.: Ken Laabs. Audio: 8-tr. & cassette (custom lengths). Betamax, see Sony.

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis, Minn. 55438. Tel: (612) 944-

2121. Pres.: T.A. Hegre; Sales & Adv. Mgr.: David W. Anthony. Audio: Cassette (custom lengths up to 120

Audio: Casserie (Caminutes).

Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Thomas R. Boddie, Sales Mgr... Dennis R. Boddie.

Dennis R. Boddie.
Audio: 8-tr. cassette (custom lengths).
nneville Prod'ns, 130 Social Hall Ave., Salt
Lake City, Utah 84111. Tel: (801) 237-2400.
Gen. Mgr.: Dick Alsop; Sales Mgr.: Dave
Whipple; Studio Mgr.: Dave Michelsen
Audio: Cassette (30.45.60,90,120).
ind Five, see Robins.
nadcast Electronics Inc.. 4100 N. 24 St.,
Quincy, III. 62301. Tel: (217) 224-9600.
Pres: Lawrence J. Cervon; VP Mktg.: Curtis
L. Kring.

I. Kring
Brand name: Spotmaster.
C E S Rec'g Inc., 4960G S. 83 East Ave., Tulsa.
Okla. 74145. Tel: (918) 627-8474. Pres.:
B.W. Thomas; Sales Mgr., Frankie Stricker.
Audio: 8-fr., cassette (custom lengths up to

B.W. Thomas; Sales Mgr. Frankie Stricker. Audio: 8-tr., cassette (custom lengths up to 90 minutes).
C L C, see International Audio
California Artists Corp., PO Box 11474, Fresno. Calif. 93773. Tel: (209) 222-1164. Pres.: Ray Camacho; Sales Mgr.: Mingo Cervantes; Adv. Mgr.: Jess Luna. Audio: 8-tr., cassette, open reel.
Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6252. Exec. VP. Ed Khoury, Mktg. Dir.: Harry Preston: Prof. Prods Sales Mgr.: Larry Hockemeyer; Consumer Prods Sales Mgr.: Larry Hockemeyer; Consumer Prods Sales Mgr.: Goscar Arslanian; Int'l Sales Mgr.: Bud Jackson.
Sales offices: Niles, III., 6401 Gross Point Rd. Zip: 60648. Tel: (312) 775-7101—Germantown, Md., Century XXI. 20030 Century Bivd. Zip: 20767. Tel: (301) 428-0795—New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470—Cleveland, Ohio, 7123 Pearl Rd. Zip: 44130. Tel: (216) 888-6010—Dallas, Tex., 6730 Oakbrook Bivd. Zip: 75235. Tel: (214) 637-1890. Int'l branches: England. Singapore. Audio: 8-tr. (32,40,45,48,99,100.120). cassette (30,45,60,99,120). broadcast. Brand name: Audiopak, Capitol. Music Tape by Capitol.

Audio: 8-fr. (32,40,45,64,80,90,100.120).
cassette (30,45,60,90,120). broadcast.
Brand name: Audiopak, Capitol. Music Tape by Capitol.
Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605.
Audio: Cassette (1-120). Mini-cassette
Cassette Prodn's Inc., 118 Rt. 17, Upper Saddle River, N.J. 07458. Tel: (201) 327-1707.
Audio: Cassette (46.60,90,120)
Brand name: Tonex.
Cassettes Inc., Cook Consultants Inc., PO Box 22857, 2510 SW Third Ave., Fort Lauderdale, Fla. 33315. Tel: (305) 522-0222.
Audio: Cassette (30,45,60,90,120).
Brand name: AudioFax.
Century FD, see Studio West.
Certron Corp., 1701. S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280; WATS (800) 854-4280. Pres.: Edwin Gamson; VP Mktg.: Ray Allen; Adv. Mgr.: Hal Wilde.
Audio: 8-fr., cassette & open reel (custom udio: 8-tr., cassette & open reel (custo

lengths).
Chase Media Inc., Hotel Newhouse, Suite 1204
Salt Lake City, Utah 84101. Tel: (801) 3635858. Pres.: Randal S. Chase; Sales Mgr.

Audio: Cassette, 5__ lengths) istian Dupl'ns Inc., 1710 Lee Rd., Orlando, Fla. 32810. Tel: (305) 299-7363: WATS (800) 327-9332. Pres: R.B. Turney, Sales Mgr.: Nini Lyle; Adv. Mgr.: Marilyn Kubik. Audio: Cassette, open reel (custom longths).

lengths). Video: ¼" cassette (30,80). Cinema Sound Corp., 14200 NE 21 St., Bellevue. Wash. 98007. Tel: (206) 641-8100. Pres: George M. Woodley; Sales Mgr.: Jack Stra-

Wash. 98007. Tel: (206) 641-8100. PressGeorge M Woodley; Sales Mgr... Jack Strayer.
Audio: Cassette (custom lengths).
Cinematape, see Transworld.
Columbia Magnetics (div. of CBS Inc.), 51 W. 52
St., New York, N.Y. 10019. Tel: (212) 7654321. Dir.. Glenn Hart.
Branch: Century City, Calif., 1801 Century
Park W. Zip: 90067. Tel: (213) 556-4836.
Nat'l Sales Dir... Jerry Bronaugh.
Plant: Danbury, Conn., 15 Great Pasture Rd.
Zip: 06810. Tel: (203) 744-3555. Plant Mgr...
Ray Hughes.
Audio: 8-tr. (40-100), cassette (40,60,90,120).
Comsette Corp., 12417. W. Olympic Blvd., Los
Angeles, Calif. 90064. Tel: (213) 826-4528.
Pres.: Richard W. Moore.
Audio: Cassette (10-120).
Cook Consultants Inc., see Cassettes Inc.
Cory. Sound Co., 440 Brannan St., San Francisco, Calif. 94107. Tel: (415) 543-0440.
Pres.: George Cory; VP & Prod'n Mgr.: Phililip C. Markinson; VP Sales: Lou Sinclair.
Audio: Cassette, open reel & broadcast
(custom lengths).
Creative Communications Inc. (sub. of SMI), 920
N. Valley Mills, Waco, Tex. 76710. Tel: (817)
776-1230. VP. Mac McLain; Eng'g Dir...
Ralph Swerington.

776-1230. VP. Mac McLain; Eng'g Dir.:
Ralph Swerington.
Audio: Cassette.
Criterion, see Lafayette.
Crolyn, see E.I. du Pont.
Custom Dupl'n Inc., 6330-36 Arizona Circle, Los
Angeles, Calif. 90045. Tel: (213) 670-5575,
776-4810. Pres.: Leonard Gross; Sales Mgr.:
Geri Gonzales; Adv. Mgr.: Rachel Murray.
Audio: 8-1r., cassette.
Dak Inds. Inc., 10845 Vanowen St., North Hollywood. Calif. 91605. Tel: (213) 984-1559,
WATS (800) 423-2636. Pres.: Drew Alan Kaplan.

plan. Audio: 8-tr. (custom lengths), cassette (30,60,90,120), open reel. Video: 1" Ampex & IVC open reel, ½" EIAJ open reel.

Dalsung America Inc., 155 E. 44 St., New York, N.Y. 10017. Tel: (212) 682-6045. Pres.: Sang

Home office: Korea. Audio: 8-tr., cassette (30,60,90,120), open

Audio: 8-tr., cassette (30,60,90,120), open reel.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200.
Pres. Otto Morningstar; Mktg. Mgr., Jere R. Hill; Nat'l Sales Mgr.: Gene Hull.

Audio: 8-tr. & cassette (custom lengths).
Video: %" cassette & mini-cassettes (custom lengths).

Delta Magnetics, 1901 McDonald Ave., Brooklyn, N. Y. 11223. Tel: (212) 627-6556.

Audio: 8-tr. (40,64,80,100,120), cassette (60,90,120), open reel (7x1200', 1800').

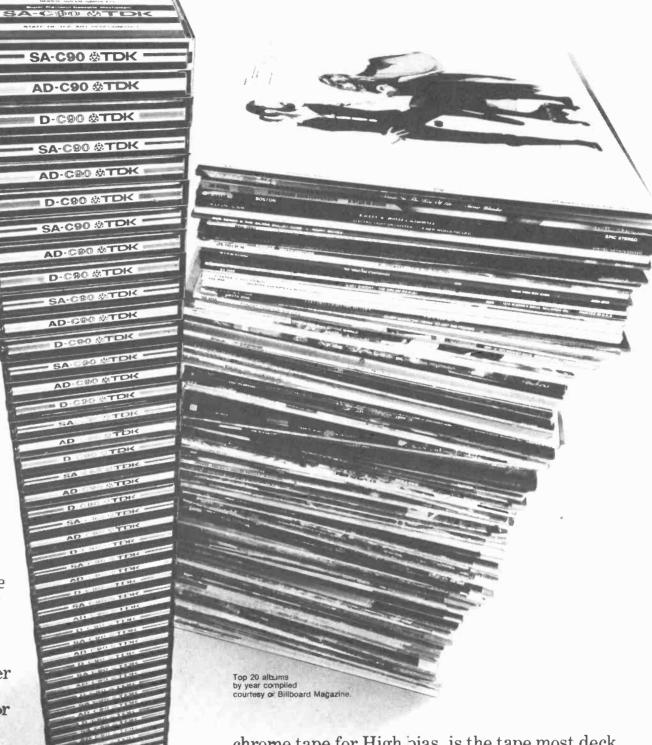
Duotone Co. Inc., 6875 SW 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres.: Stephen Nester Sr., VP: Benjamin Rosenberg, Sales & Adv. Mgr.: Stephen Gibson Nester Audio: 8-tr., cassette (30,60,90,120), open reel.

reel

Jlicator Premium, see Recordex Corp.
du Pont de Nemours & Co. Inc., Magnetic
Prods. Div., Photo Prods. Dept., Old du Pont
Airport, Wilmington, Del. 19898. Tel: (302)
999-4252. Div. Mgr.: Harvey Smith; Mktg.
Mgr.: Richard Buckley, Audio Sales Mgr.:
William Oskin.

William Oskin.
Audlo: Cassette (60,90,120).
Video: ¾" cassette (10-90), ½" EIAJ open reel (1250',1800',2400').
Brand name: Crolyn.

We've made the premium cassette business profitable for everyone.



When cassettes first came out, they offered low fidelity to the consumer. And for the dealer, profits were whatever could be scraped up off of a sale of two or three for a dollar.

But ten years ago, TDK changed all that.

We turned the cassette into a high fidelity medium. Cassette recorder makers kept up the pace, and a whole procession of new and better machines followed—some costing more than \$1000. Along with the decks came a new kind of cassette customer —someone willing to lay out up to five dollars and more for a tape. Yet they still bought two or three or even ten at a time.

We didn't just produce a cassette. We invented a whole

business. Better TDK dealers find this premium quality cassette business of ours as profitable as selling the machines themselves.

How profitable? Suppose we told you premium cassette sales were supposed to increase 30% last year alone, even while the overall blank tape market rose perhaps 12%? Merchandising Magazine's statistics predicted that just such an increase would occur.

Those were high expectations. But our dealers know how TDK premium quality sales grew: an average of 70%. Some aggressive TDK dealers reported growth of 200 to 300% last year.

We offer a full line of cassettes—all leaders

in their class—all profitable. SA, the first non-

chrome tape for High bias, is the tape most deck manufacturers use to fine-tune chromium bias and equalization on their machines. AD is Normal bias tape. usable in any machine, with a special high frequency response which makes it perfect for rock and roll. D is our bread-and-butter line, and even better than the original hi fi cassette we introduced ten years ago. All carry a full lifetime warranty.

We've been on top of the premium quality cassette business longer than any other brand. Call your TDK salesman. Or contact us directly. We can make room at the top for you.



Topping the charts for the last ten years.

TDK Electronics Corp., Garden City, New York 11530. In Canada: Superior Electronics Ind., Ltd

Duratape, see Mallory.
Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Bd.
Chm.: George T. Saddler; Pres.: Paula Saddler; Salas Mgr.: Elias Snyrnakis.
Audio: E-tr. (45-90), cassette (60,90,120), open reel (60-90 minutes).
Video: %" cassette (60).
Brand names: Lear Jet Stereo, Mr. Cassette. El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 9C746. Tel: (213) 327-3180. Pres.: Harry Schor; VP Mktg.: Allen Schor.
Audio: 8-tr. (1-90).
Elitrue Rec'g Music Publ'g Co. & Music Makers Network of America-Prod'ns, PO Box 3022, Wilmington, N.C. 28401. Tel: (919) 762-0474/4706/0539. Pres.: John Lewis Jones; VP. Betty F. Scavlla; Sales Mgr.: James L. Wheeler; Adv. Mgr.: J.D. Johnson.
Audio: Cassette, open reel.
Brand name: Excellence.

Audio: Cassette, open reel.
Brand name: Excellence.
Emerald, see Irish Magnetic.
Exactlime, see SSK.
Excellence, see Evitrue.
Ferrodyn, see Recording Specialties.
Fidelipac, 109. Gaither Dr., Mount Laurel, N.J.
08057. Tel: (609) 235-3511. Gen, Mgr.: Dan
McCloskey; Sales & Mktg. Mgr.: Arthur Constantine.

Audio: Broadcast cartridge (all lengths).
stwood Communication, 321 Revere St., Revere, Mass. 02151. Tel: (617) 289-6800.

Pres.: V.P. Giarrusso; Gen. Mgr. & Treas.: Raymond G. Samora; Sales & Adv. Mgr.: Victor Mancini.

Audio: 8-tr. cassette, open reel & broadcast (custom lengths).
Video: 1" open reel. 1" cartridge & %" cassette (custom lengths).
tarr, see Le-Bo.
i Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N.Y. 10001. Tel: (212) 736-3335. Gen. Mgr.: John Dale; Sales Mgr.: Terrance C. Donnelly.
Audio: 8-tr. (45,90), cassette (46,60,90), open reel 1200',1800',3600").
Video: 2" broadcast, 1" open reel, 4" cassette (10,15,20,30,60), ½" Beta & VHS cassette.

sette.
Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980, Tel: (914) 942-0100. Pres.: Edmond Gabriel: Sales Mgr.: Vin Tullo; Adv. Mgr.: William Meyer. Audio: 8-tr. (10-60), cassette (1-120). Heritage, see International Audio. High Fidelity Rec'g Inc., 1059 Porter, Wichita, Kan. 67203. Tel: (316) 262-6456. Pres.: James Strattan.

Kan. 67203. Tel: (316) 262-6456. Pres.: James Strattan. Audio: 8-tr., cassette. Hilo, see Magneric Mktg. Hitachi Sales Corp. of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 774-5151. Audio: Cassette (30,60,90,120).

Infonics Inc., PO Box 1111, 238 Hwy, 212, Michigan City, Ind. 46360. Tel: (219) 879-3381. Pres.: Paul C. Lloyd.
Audio: 8-tr., cassette, open reel & broadcast (custom lengths).
Brand name: Phoenix.
Intermagnetics Corp., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 393-9281. Press. Irving Katz: VP Sales: George Johnson; VP Communications: Bruce Weber; VP Int'l Sles: Terry Wherlock.
Audio: 8-tr. (45,65,90), cassette (45,60,90,120.

Audio: 8-tr. (45,65,90). cassette (45,60,90,120.
ernational Audio Inc., 2934 Malmo Dr., Arlington Heights, III 60005. Tel: (312) 956-6030. Pres.: Dick Mally, Exec. VP: John Kozin; Sales Mgr.: Bill Brin.
Audio: 8-tr. (45,64,90), cassette (1-120). broadcast (10 seconds-12 minutes). Video: ¾" cassette (5,10,20,30,60). Brand names: CLC, Heritage, International Audio, Videospot.
h Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803. Tel: (516) 293-5582. Cable MORHANEX. Telex: 96-7880. Pres.: Sol Zigman; Sales Mgr.: George Krug; Adv. Mgr.: George Taub.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, ¾" cassette, ½" EIAJ open reel.
Brand names: Emerald, Irish, Mortone.
"ALIA. 1535 Broad St., North Bellmore, N.Y.

ra Ltd., 1535 Broad St., North Bellmore, N. 11710. Tel: (516) 785-6480. Sales Mgr. Herb Yassky. Audio: 8-tr. (35-80), cassette (30-120).

J & I Cassette, 16123 Cohasset St., Van Nuys, Calif. 91406. Tel: (213) 781-4900. Owner & Pres.: John Brennan; Adv. Mgr.: Ivy Bren-

nan, Audio: 8-tr. & cassette (custom lengths). C Inds. Co., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-8010. Pres.: S. Hori; Sales Mgr.: Herman Schloss; Nat'l Adv. & Sales Promo. Mgr.: Ed Pessara Ir'

Nat'l Adv. & Sales Promo. Mgr.: Ed Pessara Jr.
Video: 4" cassette (15.20,30,60), %" EIAJ open reel, %" VHS cassette.
Ray Jacobs Audio Inc., 1419 Sante Fe Av., Long Beach, Calif. 90813. Tel: (213) 437-0681.
Pres.: Ray Jacobs: Sales Mgr.: Frank Vorness; Adv. Mgr.: Bob Lightle.
Audio: Cassette (custom lengths).
Brand name: RJA.
Javelin Electronics, 6357 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 641-4490.
Video: ½" EIAJ open reel.
Jet Pak, see Tape-A-Thon.
Jewel Rec'g Co., 1594 Kinney Ave., Cincinnati, Ohio 45231. Tel: (513) 522-9336.
Audio: 8-tr. (1-60).
Karex Inc., 1262 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-3341.
Video: 1" open reel, "cartridge, %" cassette, %"EIAJ open reel, "EIAJ cartridge, %" cassette, %"EIAJ open reel, "EIAJ cartridge.
Brand name: Karex Silverchrome 2.
Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Del. 19804. Tel: (302) 655-7488

n-Del Prod'ns Inc., 111 Valley Rd., Richard-son Park, Del. 19804. Tel: (302) 655-7488. Pres.: H. Edwin Kennedy; Sales Mgr.: Shir-ley Kay.

Audio: 8-tr., cassette, open reel & broadcast (standard & custom lengths).



OTARI's DP-6000 gives you duplications at 64:1!



TARI's DP-6000 duplicator is designed for quality sound duplications at the super high speed of 64:1! Its uniquely slanted loop bin insures smoothest 240ips transport of your 3 3/4ips master. Up to 10 slave units are centrally and automatically controlled. A quartzcrystal bias generator is employed, and crystal-coated ferrite heads assure clean, clear duplications for years on end

Behind this sophisticated system stands the proven reliability of Otari

technology. Otari studio master recorders, duplicators, QC monitors and tape loaders are meeting rugged everyday production schedules with the highest performance standard in every sector of audio recording and duplicating industries.

U.S.A.: Otari Corporation, 981 Industrial Road, San Carlos, California 94070 Japan: Otari Electric Co., Ltd., 4-29-18 Minami Ogikubo,

Suginami-ku, Tokyo 167, Japan
Singapore: Otari Singapore Representative Office, 2701-A 27th Floor, International Plaza, Anson Road, Singapore 2

DP-6000	
Name	
Company	
Address	
	Billboard

Kim-Pat Ents., PO Box 654, Hillwood Dr.,	Fa
yetteville, Tenn. 37334. Tel: (615) 433-232	
	23/
5661. Owner: Bill Trigg.	

yetteville, Tenn. 37334. Tel: (615) 433-2323/5661. Owner: Bill Trigg.
Audio: 8-tr. (custom lengths).
Kyric Corp.. PO Box 5487, 2002 N. Forbes Blvd.,
Tucson, Ariz. 85703. Tel: (602) 624-2408.
Pres. & Sales Mgr.: Keyvan Mokhtarian.
Audio: 8-tr., cassette & open reel (custom lengths).
Lafayette Radio Electronics, 111 Jericho Tnpk..
Syosset, N.Y. 11791. Tel: (516) 921-7700.
Audio: 8-tr., cassette, open reel.
Brand name: Criterion.
Lear Jet Stereo, see Electronic Homes.
Le-Bo Prods. Co. Inc., 56-60 Grand Ave.. Maspeth, N.Y. 11378. Tel: (212) 894-5155. Pres.:
Al Alexander; Adv. Mgr.: Gary Schwartz.
Audio: 8-tr. (40.45.80.90). cassette (60.90,120).
Brand names: Le-Bo, 4 Starr.
Lecture Brand, see Robins.
Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St.,
Cuoncil Bluffs, Iowa. 51501. Tel: (712) 328-8060.
Audio: 8-tr., cassette.
M J S. see Sounde Unique.

Cuoncil Bluffs, Iowa. 51501. Tel: (712) 328-8060.
Audio: 8-tr., cassette.
M J S, see Sounds Unique.
M M C, see Magnetic Mktg.
M R S, see M.R. Sand.
Magnetic Mktg. Corp., 29 Valley View Terr.,
Wayne, N.J. 07470. Tel: (201) 694-3502.
Pres.: Thomas J. Hofbauer; Sales Mgr.:
Brendan F. Browne; Adv. Mgr.: M. Judge.
Audio: 8-tr., cassette (60.90.120), open reel,
broadcast.
Brand name: Hilo, MMC.
Magnetix Corp., 770 W. Bay St., Winter Garden,
Fla. 32787. Tel: (305) 656-4494. Pres.: John
Lory.
Audio: 8-tr., cassette, open reel, broadcast.
Video: 1" open reel; ½" EIAJ open reel.
Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel: (317) 856-3731.
Audio: 8-tr. (45.90), cassette
(30.45,60,90.120).
Brand name: Duratape.
Mann Endless Cassette Inds. Corp., PO Box
1347, San Francisco, Calif. 94101. Tel: (415)
221-2000. Pres.: Donald Mann; Sales Mgr.:
Robert Wells.
Audio: Endless cassette.

Mann Endless Cassette Inds. Corp., PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann; Sales Mgr.: Robert Wells.
Audio: Endless cassette.

Marmac, see Mastro.
Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; VP. Nicholas Perazzo. Audio: 8-tr. (45,90), cassette (30.45,60,90,120).
Brand name: Marmac.

Maxell Corp. of America, 80 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-8020. Pres. T. Okada; VP Sales: Gene LaBrie; Adv. & Prod. Mgr.: Paul Miller.
Audio: Cassette (30.45,60,90,120).
Video: ¼" cassette (20.30,60).

Memorex Corp., 1600 Memorex Posanta Clara, Calif. 95052. Tel: (408)
Robert C. Wilson; Mktg. M., 1900.

General Selizabeth D. Nash., 2400 Kifer Rd. Zip. 95052. Tel: (312) 620-3240—Southfield, Mich., 24681 Northwestern Hwy., Suite 24. Zip: 48075. Tel: (312) 620-3240—Southfield, Mich., 24681 Northwestern Hwy., Suite 24. Zip: 48075. Tel: (313) 354-0240, 353-2670—New York, N.Y., 1700 Broadway. Zip: 10019. Tel: (212) 541-7780—McLean, Va., 7798 Old Spinghouse Rd. Zip: 22101. Tel: (703) 821-3300.

Audio: 8-tr. (45,60,90). cassette (30,45,60,90,120). open reel (1200',1800',2400',3600'). Video: 1" open reel, "cassette, ½" ElAJ open reel.

Brand name: Memorex, Pro.

Memory Media Prods. 1417 E. Edinger Ave. Santa Ana, Calif. 92705. Tel: (714) 835-0317.

Audio: Cassette (60, 90 & custom lengths). Video: "" & "y" cassette.

Santa A., Calli. 92/05. Tel. (714) 835-3317.

Audlo: Cassette (60, 90 & custom lengths). Video: ¼" & ½" cassette.

Meriton Electronics Inc., 35 Oxford Dr., Moonachie, N.J. 07074. Tel. (201) 440-5220. Pres. Shigeru Inagaki, VP Sales: W. Hoard; East Coast Mgr.: Bob Fisher: West Coast Sales Mgr.: JD. Chatburn; Nat'l Adv. & Sales Promo. Mgr.: David Lyons; Exec. Sec'y: E. Massaro.

Audlo: Cassette (60,90,120).

Mesa Electronics Sales Ltd., 2940 Malmo Dr., Arlington Heights, Ill. 60005. Tel. (312) 437-6500. Pres.: Mark L. Goldberg; Sales Mgr.: David Larson; Sec'y-Treas: M. Sue Goldberg.

berg.
Audio: Cassette (33,60,63,90,93,120,123).
Brand name: Rezound.
tacom Inc., 707 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres.: James I. McCann; Sales Mgr.: Phillip T. Levin. (Distributed by Mesa)
Audio: Cassette (33,60,63,90,93,120,123).
Brand name: Rezound.
mi Tape Inc., 8180 NW 103 St., Hialeah Gardens, Fla. 33015. Tel: (305) 558-9211. Pres.: Carlos Garcia.

Audio: 8-tr. (40,60,90), cassette (40,60,90,120).

(40,60,90,120).

chele Audio Corp., Andrew Street Rd., Massena, N.Y. 13662. Tel: (315) 769-2448. Pres.:

Ginette Cormier; Sales Mgr.: Harold Friedman; Mgr.: Jack Daniels.

Audio: 8-tr. (40,60,80,90), cassette (60,90,120).

Brand names: Michele, Michelex.

chelex, see Michele.

Cassette, see Electronic Homes.

arren C. Moore & Assocs., PO Box 8451, Kansas City, Mo. 64114. Tel: (816) 333-7654.

Owner: W.C. Moore.

Audio: 8-tr., cassette & broadcast (custom lengths).

Audio: 8-tr., cassette & broadcast (custom lengths).

Mortone, see Irish Magnetic.

Mother Dubbers Inc., 2537 Carlisle, Dallas, Tex.
75201. Tel: (214) 551-9544. Pres.: Arnett B.
Peel; Sales Mgr.: Jerry Acheson.

Audio: 8-tr., cassette & open reel (custom lengths).

Brand name: Motherlode.

Audio: 3-tr., cassette & open reel (custom lengths).

Brand name: Motherlode.
Motherlode, see Mother Dubbers.
Music Tape by Capitol, see Capitol.
N M I/ Master Sound Studios, 516 W. 75 St., Kansas City, Mo. 64132. Tel: (816) 333-9617.
Gen. Mgr.: Mike Green: Sales Mgr.: Charles Smith; Adv. Mgr.: Wally Gasper.
Audio: 8-tr., cassettle.
Nagra Magnetic Rec'rs Inc., 19 W. 44 St., New York, N.Y. 10036. Tel: (212) 661-8066.
Audio: Open reel.
Nakamichi Research (USA) Inc., 220 Westbury Ave., Carle Place, N.Y. 11514. Tel: (516) 333-5440. Pres.: E. Nakamichi; Mktg. Dir.: Ted Nakamichi; Sales Dir.: Ken Ohba; Technical Dir.: Harron K. Appleman.
Branch: Santa Monica, Callif., 1101 Colorado Ave. Zip: 90404. Tel: (213) 451-5901.
Audio: Cassette (60,90).
Nassau, see Telephone Dynamics.
National Audio Co. Inc., 1911 S. Stewart, Springfield, Mo. 65804. Tel: (417) 883-5377. Pres.: Steven L. Stepp; Adv. Mgr.: M. Bass. Audio: 8-tr. (42,84). cassette (42,60,90,120 & custom lengths), open reel, broadcast.
P S C Prod'ns, 1754 Lusitana St., Honolulu, Hawali 96813. Tel: (808) 537-1251. Pres.: Michael Tanaka; Sales Dir.: Dean Fujimoto. Audio: Cassette (30,45,60,90 & custom lengths), open reel (1200', 1800').
Panasonic Co. (div. of Matsushita Electronic Corp. of America), 1 Panasonic Way, Se-

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James Park; Eastern Reg¹ Video Sales
Mgr.: Morris Washington.
Branches: Duluth, Ga., 2 Meca Way. Zip:
30136. Tel: (404) 448-5683. Video Systems
Div. Mgr.: Leroy Wright—Elk Grove Village,
Ill., 1098 Greenleaf Ave. Zip: 60007. Tel:
(312) 593-0710. Video Systems Div. Mgr.:
Gary Olsen—Irving, Tex., 1825 Walnut Hills
Ln. Zip: 75062. Tel: (214) 256-1388. Video
Systems Div. Mgr.: Terry Conner.
Audio: Cassette (60.90).
Video: %" cassette, %" VHS cassette, %"
ElAJ open reel, %" ElAJ cartridge.
Park Brand, see Robins.
Pentagon Inds. Inc. 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.:
Tom Horton; VP Mktg.: James R. Dow. (Distributed by Universal Audio)
Audio: Cassette (10-120).
Performance, see BASF.
Phoenix, see Infonics.
Phylco Audio, 8111-D Foothill Blvd., Cucamonga, Calif. 91730. Tel: (714) 982-5996.
Owner: Robert Deates,
Audio: 8-tr. (10-90), cassette (5-100), open reel, broadcast.
Video: %" cassette (10-60).
Pro. see Memorex.
Professional, see BASF.
Quanitiape, see Sound Studios.
R J A, see Ray Jacobs Audio.
R J C Sales Corp., PO Box 194, Ryder Sta.,
Brooklyn, N.Y. 11234. Tel: (212) 868-9660.
Pres.: Richard Chernow; Sales Mgr.: Jay
Chernow.
Audio: 8-tr., cassette.

Pres.: Michael Chernow.
Audio: 8-fr., cassette.
dio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76102. Tel: (317) 390-3011. Pres.: Lewis Kornfeld; Sales Mgr.: Bernard Appel; Adv. Mgr.: Lawrence E. Blostein; Nat'l Publ. & Promo. Mgr.: Hy Sie-4590). cassette

gei. Audio: 8-tr. (45,90), cassette

30,45,60,90,120), open 900",1200',1800',2400',3600').

(30, 45, 60, 90, 120), open reel (900", 1200', 1800', 2400', 3600').

Brand names: Realistic, Supertape.

Bill Rase Prod'ns Inc., 955 Venture Court, Sacramento, Calif. 95825. Tel: (916) 929-9181.

Owner & Pres.: Bill Rase.

Audio: Cassette (custom lengths).

Realistic, see Radio Shack.

Recordex Corp., 1300 Booth Ave., Atlanta, Ga. 30318. Tel: (404) 351-7062. Pres.: Tom Allen; Sales Mgr.; Ron Nelsen.

Audio: Cassette (5-120).

Brand name: Duplicator Premium.

Recording Specialties Inc., 2971 Corvin Dr., Santa Clara, Calif. 95051. Tel: (408) 739-7201. Press.: Michael P. Papp.

Audio: 8-tr. (90), cassette (custom lengths in 1 minute increments).

Brand name: Ferrodyn.

Recortec Inc., 777 Palomar Ave., Sunnyvale, Calif. 94086. Tel: (408) 735-8821. Pres:: Lester H. Lee; Sales Mgr.: William T. Yasueda; Adv. Mgr.: Ron R. Troxell.

Audio: Cassette (custom lengths).

Nideo: %" cassette (custom lengths).

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchardt; Sales Mgr.: George Calvi; Adv. Mgr.: Peter Wish.

Audio: 8-tr. (53, 40, 70, 80, 100), cassette (40, 60, 90, 120), open reel (600', 900', 1200', 1800', 2400', 3600').

Redding Radio (div. of SJ Inds. Inc.), PO Box 344, Fairfield, Conn. 06430. Tel: (203) 579-0284. Press.: Jeffrey N. Tellis; Sales Mgr.: Sascha Deale.

Audio: Cassette (60, 90).

Remington, see American Tape.

Rezound, see Mesa Electronic & Meta-Com.

Rile Rec. Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533.

Pres.: Carl J. Burkhardt; VP: Phillip M. Burkhardt.

Audio: 8-tr., cassette, open reel (custom lengths).

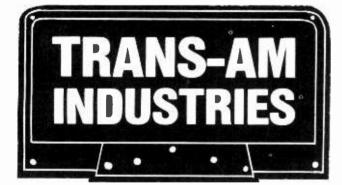
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bins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200.

Audio: 8-tr. (40,64.80), cassette (10,20,30,60,90,120), open reel (300',900',1200',1800').

Brand names: Brand Five, Lecture Brand, Park Brand.
yal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan.

Audio: 8-tr. (45,60,90), cassette (30,45,60,90,120).
6 K Ents. Inc., 2488 Townsgate Rd., Westlake Village. Calif. 91361. Tel: (805) 495-1214. Press. Mrs. S.F. Kara; Adv. Mgr.: Stephen Kara.
Audio: 8-tr. (1-99).
Brand name: Exactime.

Kara.

Audio: 8-tr. (1-99).

Brand name: Exactime.

M. R. Sand & Co., PO Box 2253, 6211 Milan Rd.,
Sandusky, Ohio 44870. Tel: (419) 625-0028.
Owner: Joseph F. Yost III.

Audio: 8-tr. (30,45,60,90).

Brand name: MRS.
Sankyo Seiki (America) Inc., 149 Fifth Ave., New
York, N.Y. 10010. Tel: (212) 260-0200.

Audio: Cassette.
Scotch, see 3M.
Sentry Inds. Inc., 221 N. Macquesten Pkwy.,
Mount Vernon, N.Y. 10550. Tel: (914) 6642909. Pres: Harold Rosen; Sales & Adv.
Mgr.: Barry Rosen.

Audio: 8-tr. (40,80,100), cassette
(30,60,90,120), open reel
(1200',1800',2400').
Sony Corp. of America, 9 W. 57 St., New York,
N.Y. 10019. Tel: (212) 371-5800. Adv. Mgr.:
Dan Gallagher; PR: Ira Morais. Local
branch: 47-47 Van Dam St., Long Island City
11101. Tel: 361-8600. Eastern Gen. Mgr.: Allen Shevin.
Sales & distribution branches: Brisbane.

11101. Tel: 361-8600. Eastern Gen. Mgr.: Allen Shevin.
Sales & distribution branches: Brisbane, Califi. Crocker Indi Park, 230 W. Hill Pl. Zip: 94005. Tel: (415) 467-4900. Gen. Mgr.: Norm Galentine—Compton, Califi., 700 W. Artesia Blvd. Zip: 90220. Tel: (213) 537-4300—Mlami, Fla., 5125 NW 165 St. Zip: 33014. Tel: (305) 624-1651. Gen. Mgr.: Barry Mitchell—Allanta, Ga., 2300 Peachford Rd. Suite 2131. Zip: 30338. Tel: (404) 451-7501. Gen. Mgr.: Roland Martin—Honolulu, Hawaii, 1020 Auahi St. Zip: 96814. Tel: (808) 531-5981. Gen. Mgr.: Richard Meyers—Femdle, Mich., 10610 Galaxie. Zip: 38220. Tel: (313) 548-9325. Gen. Mgr.: John Arnos—Cleveland, Ohio, 4650 W. 160 St. Zip: 44135. Tel: (216) 433-7722—Dallas, Tex., 9004. Ambassador Row. Zip: 75247. Tel: (214) 631-3431.

(214) 631-3431.

Audio: 8-tr. (40,60,80), cassette (45,60,90,120), open reel.

Video: 2" quadraphonic, 1" open reel, %" Betamax. Brand name: Betamax, U-matic. Jund Studios, 230 N. Michigan Ave., Chicago, III. 60601. Tel: (312) 236-4814. Pres.: jerry Markham; VP & Gen. Mgr.: Dan Tynus; Sales Mgr.: Joe Kukolla.

Audio: Cassette, open reel, broadcast (custom lengths).

Brand name: Quantitage

tom lengths).
Brand name: Quantitape.
Inds Unique, 2514 Seaboard Ave.. San Jose.
Calif. 95131. Tel: (408) 262-9793. Owner:
Michael Steiner.
Audlo: 8-tr. (46,60,90,100), cassette
(46,60,90,120), open reel
(1200',1800',2500',3600'), broadcast (1-22 minutes).

minutes). Brand name: MJS.

minutes).
Brand name: MJS.
Spectrotape Corp., PO Box 942, Colton, Calif. 92324, Tel: (714) 825-6744, Pres.: John Y.S. Chan; Sec'y-Treas.: Elsie Chan. Audio: Cassette.
Spotmaster, see Broadcast Electronics.
Studer Revox America Inc., 1819 Broadway, Nashville, Tenn, 37203, Tel: (615) 329-9576. Pres.: Willi Studer; Sales Mgr.: James Woodworth. (Audio only)
Branches: Van Nuys, Calif., 14046 Burbank Blvd. Zip: 91401. Tel: (213) 780-4234. Mgr.: Bill Van Doren-New York, N.Y. 155 Ave. of the Americas. Zip: 10014. Tel: (212) 255-4462. Mgr.: Fred Layne.
Studio, see BASF.
Studio Magnetics Co., Inc., 83 Carlough Rd., Bohemia, N.Y. 11716. Pres.: George Clahane: VP: Craig Balaban.
Audio: Cassette (custom lengths), open reel.

Audio: Cassette (custom lengths), open reel. VIdeo: ¼" cassette (custom lengths). Brand names: Studio Magnetics, StudioMaster, Studio Pro, Studio Standard. dio West Inc., 1018 Busse Hwy. Park Ridge. Ill. 60068. Tel: (312) 696-0675. Pres.: Sam Genovese; Gen. Mgr.: Dennis Cline; Audio Sales Mgr.: Len Fogerty. Local branch: Higgins, Hegner, Genovese, 251 E. Grand Ave.. Chicago 60011. Tel: (312) 644-1882. Branch: Rochester, N.Y., Visual Horizons, 208 Westfall Rd. Zlp: 14623. Tel: (716) 442-3600.

Branch: Nochester, N.T., Visual Horizons, 208 Westfall Rd. Zip: 14623. Tel: (716) 442-3600.

Audio: Cassette.
Brand name: Century FD.

Super Avilyn, see TDK.

Chatsworth. Calif. 91311. Tel: (213) 998-9333. Press: Joseph S. Tushinsky; VP Sales; Paul A. Markoff; VP Adv.: Alan Hirshfeld; PR Mgr.: Geoff Tookey; Prod. PR Co-ord. Christine Chambers.

Branches: Itasca, Ill., 1300 Norwood Ave.
Zip: 60143. Tel: (312) 569-2147. Contact: Henry Werch—Troy, Mich., 591 Executive Dr. Zip: 48084. Tel: (313) 588-7200. Contact: Dick Isola—Woodside, N.Y., 56-08 37 Ave.
Zip: 11377. Tel: (212) 446-7227. Contact: Joe Deo—Bellevue, Wash., 12842 NE 15 Pl. Zip: 98005. Tel: (206) 454-5162. Contact: Dave Pedrick.

Audio: 8-tr. (45.90), cassette (62.92.122). Supertape, see Radio Shack.

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y., 11530. Tel: (516) 746-0880. Pres.: Sho Okiyama; Mktg. Dir.: Ken Kohda; Div. Sales Mgr.: Bud Barger.

Branches: Irvine, Calif., 17072 Daimler St. Zip: 92705. Tel: (714) 979-5811. Div. Sales Mgr.: Sandy Cohen—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.

Peterson Ave. 4.p. Cassette 1222.

Audio: 8-tr. (45,90), cassette (30,45,60,90,120,180), open reel (1200',1800',3600').

Video: ¾" cassette, ½" EIAJ open reel. ½" EIAJ cartridge, ½" cassette.

Brand name: Super Avijyn.

Tape-A-Thon Corp., 502 S. Isis, Inglewood, Calif. 90307. Tel: (213) 776-6933. Pres.. Lee Tate; Exec. VP & Sales & Mktg. Dir.: Wally Rubin. Audio: Super cassette (16 hours). Brand name: Jet Pak, Trak-4.

Brand name: Jet Pak, Trak-4.

Tape Head Co Inc., 665 S. State St., Salt Lake
City, Utah 84111. Tel: (801) 521-3838. Pres.:
Stan Schubach. (Video only)
Tapemaker Sales Co. Inc., 629 W. Merrick Rd.,
Valley Stream, N.Y. 11582. Tel: (516) 5616080. Pres.: Arthur Brandwein: Sales Mgr.:
M. Medina.
Audio: Open reel (custom lengths).
Video: %" cassette, ½" Beta & VHS cassette.

tape Servs. Inc., Cherry Hill Ind'l Center, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel (609) 424-9450. Sales Mgr.: Michael T. Mulcahy

Audio: 8-tr. & cassette (custom lengths).
Brand name: Super Sound.
Tapette Corp., 7221 Garden Grove Blvd., Suite
K, Garden Grove, Calif. 92641. Tel: (714)
638-7960. Pres.: Jim Neiger II; Sales Mgr.:
Patrick Kenny; Customer Servs. Mgr.: Mary

Partick Kenny; Customer Servs. Mgr.: Mary Deery.

Audio: Cassette (custom lengths), phone Dynamics Corp., 2473-A Jerusalem Ave., North Bellmore, N.Y. 11710. Tel: (516) 221-9470. Pres.: Leonard Young.

Audio: Cassette, open reel (custom lengths).

Brand name: Nassau.

Co. Mannetic Audio Video Predo Div. 204

Bränd name: Nassau.

3 M Co., Magnetic Audio/Video Prods, Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1466. Div. VP: John E. Povolny; Sales Mgr. Joe L. Leon; Adv. Co-ord: F.E. Dettloff; Adv. Mgr.: Peter M. Gavin. Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip: 99502. Tel: (907) 276-2363—Burbank, Callf., 126 W. Elm Court. 2jp: 91502. Tel: (213) 848-554—Los Angeles, Callf., 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-6300—South San Francisco, Callf., 320 Shaw Rd. Zip: 94080. Tel: (415) 589-2663—Washington, D.C., 1101 15 St. NW. Zip: 20005. Tel: (202) 331-6900—Atlanta, Ga., 2860 Bankers Ind'1 Dr. Zip: 30360. Tel: (404) 447-7000—Honolulu, Hawali, 2880 Ualena St. Zip: 96819. Tel: (808) 841-0147—Argo, Ill, 6850 S. Harlen Ave. Zip: 60501. Tel: (312) 496-6500—Needham Heights, Mass., 155 Fourth Ave. Zip: 20194. Tel: (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel: (313) 477-5000—Eagen, Minn., Po Ox. 3211, St. Paul 55133; 3130 Lexington Ave. S. Zip: 55121. Tel: (612) 733-3300—St. Louis, Mo., PO Box 510. 10725 Baur Blvd. Zip: 63166. Tel: (201) 227-9100—Cinclnnati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—Philladelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 728-5300—Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 324-3100—Seattle, Wash., Andover Ind'1 Park, 100 Andover Park W. Zip: 98188. Tel: (206) 244-7200.
Audio: 8-tr. (45,90), cassette (45,60,90,120). open reel (150°,600°,900°,1200°, 1800°, 2400°, 3600°), broadcast: Video: 1" open reel; %" cassette (5.10,15.20,30,40,50,60), ½" ElAJ open-reel (5.01,50,20,30). Brand name:Scotch.
Tonex, see Cassette Prod'ns.
Trackmaster Inc., 1310 S. Dixie Hwy. West, Pompano Beach. Fla. 33060. Tel: (305) 943-2334. Pres: Roy D. Parsons: Sec'y-Treas: Lupe Parsons.
Audio: 8-tr., cassette (custom lengths). Brand name: Pentagon, Universal Audio. Inc.). 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-4363. Pres: Tom Horton; VP Mktg

lengths).

Brand name: A/V Paragon, UTC, Universal.

Victory Cassette Ministries Inc., Victory Park

100, Troutdale, Ore. 97060. Tel: (503) 663-4296. Pres.: Dan E. Gordon; Sales Mgr.: Janet Gordon; Adv. Mgr.: H. Albus.
Audio: 8-tr. & cassette (custom lengths).
Video Music Corp.. 770 W. 27 St., Hialeah, Fla.
33010. Tel: (305) 885-9156. Gen. Mgr.: Angel Tamargo.
Audio: 8-tr., cassette.
Videospot, see International Audio.
Zenith Radio Corp.. 1900 N. Austin Ave., Chicago, III. 60639, Tel: (312) 745-2000.
Audio: 8-tr. (40.64,80), cassette (30.45,60,90,120).



A/V Paragon, see Universal Tape.
Agta-Gevaert Inc., 275 North St., Telerboro, N.J.
O7608. Tel: (201) 288-4100; NYC (212) 2792560. Pres.: Robert Coppenrath; Nat'l Magnetic Tape Sales Mgr.: Maria A. Curry; Adv.
Mgr.: Myles Adler.
Sales offices: Burlingame, Calif., 1633 Old
Bayshore Hwy. Zip: 94010. Tel: (415) 6922432. Reg'l Mgr.: James Heller—Glendale,
Callf., 1025 Grand Central Ave. Zip: 91201
Tel: (213) 245-8886—Attanta, Ga., 380 Interstate N., Suite 200. Zip: 39318. Tel: (404)
955-4326. Zone Mgr.: Forest Cols—Lincolnwood, Ilf., 6901 N. Hamilin Ave., 60645. Teli
(312) 267-9100. Zone Mgr.: Fred Scha
ing—Waltham, Mass., 460 Totten Pond FZip: 02154. Tel: (617) 890-5430. Reg'l I.
R. Kleene—Waldwick, N.J., 150 Hopl.
Ave. Zip: 07463. Tel: (201) 444-8500—NewYork, N.Y., 1 Penn Plaza, Rm. 3527. Zip.
10001. Tel: (212) 279-2560—Dallas, Tex.,
3003 LBJ Fwy., Suite 100. Zip: 75234. Tel:
(214) 243-7315.
Audio: Cassette. broadcast.
Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415)
367-2011. Pres: A.H. Hausman: Sales Mgr.:
R.A. Antonio; Adv. Mgr.: A. Fisher.
Sales offices: Glendale, Calif., 500 Rodier
Dr. Zip: 91201. Tel: (213) 240-5000—Denver,
Colo., 2121 S. Birch. Zip: 80222. Tel: (303)
757-6491—Orlando, Fla., PO Box 15008-B.
Zip: 32808. Tel: (305) 423-2962—Atlanta,
Ga., 3135 Chestnut Dr., Suife 101. Zip:
30340. Tel: (404) 451-7112—Overland Park,
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Audio: Cassette.
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parto Beauti, Fla. 2000. Learning parto Beauti, Fla. 2000. Parsons; Sec'y-Treas: Lupe Parsons. Audio: 8-tr.
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S S K Ents. Inc., 2488 Townsgate Hot., westlake Village, Calif. 91361. Tel: (805) 495-1214. Pres.: Mrs. S.F. Kara; Adv. Mgr.: Stephen Kara.
Audio: Reel to cassette, reel to hub & continuous loop to pancake for 8-tr.
Scotsman, see Ray Jacobs.
Shape, Symmetry & Sun Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Pres.: Anthony L. Gelardi; Sales Mgr.: Joe Ciccone; Adv. Mgr.: Bob MacLeod.
Audio: Automatic & semi-automatic cassette & 8-tr. assembly equip., automatic cassette & 8-tr. assembly equip., automatic 8-tr. splicers & winders.
Singer Prods. Co. Inc., 1 World Trade Center, Suite 2365, New York, N.Y. 10048. Tel: (212) 432-1400. Pres.: Arthur A. Singer; Ass't VP. Steven Schiffman, Mktg. Mgr.: Richard Singer. (Export only)
Audio: Tape winders & duplicators.
Brand name: Recordex Co.
Super Pro, see Recordex Corp.
Superscope Tape Dup'g Prods. Inc. (sub. of Superscope Inc.), 455 Fox St. San Fernando, Calif. 91340. Tel: (213) 365-1191. Pres.: Joseph S. Tushinsky, VP & Gen. Mgr.: M.N. Padwa; Mktg. & Sales Mgr.: Jerry Epstein. Audio: Automatic cassette loader.
T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. Pres.: Sho Okiyama; Mktg. Dir.: Ken Kohda; Div. Sales Mgr.: Bud Barger.
Branches: Irvine, Callf., 17072 Daimler St. Zip: 92705. Tel: (714) 979-5811. Div. Sales Mgr.: Sandy Cohen—Chicago, Ill., 2906 W Peterson Ave. Zip: 60645. Tel: (312) 973-1222.
Audio: Cassette & open reel pancakes
Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream. N.Y. 11582. Tel: (516) 561-

1222.
Audio: Cassette & open reel pancakes.
Paudio: Cassette & open reel pancakes.
Paudio: Audio: Cassette & Open reel pancakes.
Paudio: Steam, N.Y. 11582. Tel: (516) 561-6080. Pres.: Arthur Brandwein; Sales Mgr.: M. Medina.
Audio: Programmable cassette testing unit, loon big.

N.Y. 11368. Tel: (212) 651-8900. Pres.

N.Y. 11368. Tel: (212) 651-8900. Pres.: Harry Sussman.
Audlo: High speed duplicators.
Telefunken, see Gotham Audio.
Telex Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420 Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg.: James S. Arrington; Adv. & Sales Promo. Dir.: Peter Schwarz.
Audio: Cassette & open reel modular duplicators/copiers, broadcast reel & cartridge recorders/reproducers.
Brand name: Magnecord, Telex.
Trackmaster Inc., 1310 S. Dixie Hwy. West, Pompano Beach, Fla. 33060. Tel: (305) 943-2334. Press. Roy D. Parsons, Sec'y-Treas. Lupe Parsons.

Janus Description of the Area Countries of t

Professional Tape Supplies Manufacturers & **Importers**

E Data Technology Corp., 350 Fischer Ave., Suite C, Costa Mesa, Calif. 92626. Tel: (714) 549-8353. Pres.: M.E. Hickson; VP Mktg: L.C. Alsobrook; Sales Rep.: Sue Carpenter. Audio: ½" x 10½" cassette transfer reels. dioba Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel: (916) 485-0500. Pres.: R.E. Stofan; Sales & Adv. Mgr.: J. Hoddes

Pres: H.c. U.S. Hodges.
Audio: Degaussers.
Jiomatic Corp., 1290 Ave. of the Americas,
New York, N.Y. 10019 Tel: (212) 582-5870.
Telex: 126419. Pres: Milton B. Gelfand; VP
Sales: Timothy A. Cole.
Int'l branch: France.
Audio: Splicino. cleaning & leader tages

Beaucart, see UMC.
Bogen—Germany, see International Rec'g.
W. H. Brady Co., 2221 W. Camden Rd., Milwauke, Wis. 53201. Tel: (414) 332-8100.
Pres.: J.E. Larson; A/V Accessory Prods.
Mgr.: John Arnold.
Audio: 8-tr. & cassette leader & splicing
tape, 8-tr. sensing tape, master splicing
tape.

Mgr.: John Arnoid.
Audio: 8-tr. & cassette leader & splicing tape, 8-tr. sensing tape, master splicing tape, 23497.
Audio: Patch cords, adapters, tape splicers. Celanese Plastics Co., 26 Main St., Chatham, N.J. 07928. Tel. (201) 635-2600.
Branch: Greer, S.C., Celanese Plastics Co., Films Div., PO Box 828, Hood Rd. Zip. 29651. Tel: (803) 877-8471.
Audio & video: Celanar polyester film tape base.
Cetec Broadcast Group, 75 Castillian Dr., Goleta, Calif. 93017. Tel: (805) 968-1561. Pres.: Ed Watts, Nat'l Sales Mgr.: Andy McClure; Adv. Mgr.: Jay Cooke.
Audio: Bulk erasers.
Columbia Magnetics (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Dir.: Glenn Hart.
Branch: Century City, Calif., 1801 Century Park W. Zip. 90067. Tel: (213) 556-4836. Nat'l Sales Dir. Jerry Bronaugh Plant: Danbury, Conn., 15 Great Pasture Rd. Zip. 06810. Tel: (203) 744-3555. Plant Mgr.. Ray Hughes.
Audio: Splicing & abrasive tape, liquid magnetic pattern detecting kit (Magna See).
El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres: Harry Schor; VP Mktg.: Allen Schor.
Audio: Splicing & editing equip. (Gotham), precision tape timer (Lyrec).
Grandy Inc., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-1433. VP Sales: John R. French.
Audio: Custom & replacement heads.
Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027. Plant Mgr.: Jeff St. Thomas.



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phy Rd., Wilmington, Del. 19897. Tel: (302) 575-3000.
Audio & video: Polyester film tape base. Brand name: Melinex. Sincis Inc. & Phoenix Ents., PO Box 1111, 238. Hwy. 212, Michigan City, Ind. 46360. Tel: (219) 879-3381. Pres. Paul C. Lloyd. Audio: Alignment tapes, kits, duplicator peripherals.

ripherals. rnational Rec'g Co., 49 Desmond Ave., Bronxville, N.Y. 10708. Tel: (914) 337-5726.

Audio: Alignment tapes, kits, duplicator peripherals.

International Rec'g Co., 49 Desmond Ave., Bronxville, N.Y. 10708. Tel: (914) 337-5726. Pres.: Claire Rie.
Audio: Heads (Bogen—Germany).
Jetmarn Ents. Inc., 46 Werman Court, Plainview, N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan Frost.
Audio: Sensing tape.
Lafayette Radio Electronics Corp., 111 Jericho Tipk., Syosset, N.Y. 11791. Tel: (516) 921-7700.
Audio: Tape splicers.
Lenco Co., PO Box 29128, 3901 N. 69 St., Lincoln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don Leonhardt; Sales & Adv. Mgr.: Daryl O. Chapelle.
Branch: Indlanapolis, Ind., Box 507, Rt. 2. Zip: 46231. Tel: (317) 839-6673. Mgr.: Scott Bartlett.
Audio: Cassette leader tape.
Lipps Inc., 1630 Euclid St., Santa Monica, Calif. 90404. Tel: (213) 393-0449. Pres.: B.D. Lipps; Sales Mgr.: Fran Bacllek.
Audio: Magnetic heads.
Lyrec, see Gotham.
M P M (div. of Pfizer Inc.), 640 N. 13 St., Easton, Pa. 18042. Tel: (215) 253-6261. Pres.: J.P. Bartels; Int'l Mktg. Mgr.: C. Alan Lindquist Jr.: Adv. Mgr.: H.F. Stolte.
Audio & video: Magnetic Iron oxide for tape coating.
M R L, see Magnetic Reference Lab. Magna See, see Columbia Magnetics.
Magnetic Reference Lab. Inc., 229 Polaris Ave., Suite 4, Mountain View, Calif. 94043. Tel: (415) 965-8187. Pres.: John G. McKnight.
Audio: Test tapes (MRL).
Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; VP. Nicholas Perazzo.
Audio: Reels for bulk cassette tape.
Melinex, see ICl.
Nortronics Co. Inc., 800 244M, Rt. 1, Social Circle, Ga. 30279. Tel: (404) 787-1910. Pres.: W.B. Thompson.
Audio: Splicing & sensing tape, splicer, paper leader tape.
Widay Helical Video lead-in splicing tape.

Centre N.Y. 11570. Tel: (516) 764-5061; NYC (212) 227-0008. Pres.: Stanley Gilman; Tape Sales Mgr.: Howard Stallon; Mgr.: Andrew Barr.
Audio: Splicing & sensing tape, splicer, paper leader tape.
Video: Helical video lead-in splicing tape.
Q/Splice, see Webtek.
Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200.
Audio: Cassette & 8-tr. demagnetizers, erasers, head cleaners, splicers, rewinders.
S T L, see Standard Tape Lab. & Taber Mtg.
Saki Magnetics Inc., 1649 12 St., Santa Monica, Callif. 90404. Tel: (213) 451-8611. Pres.: Eugene Sakasegawa; Sales & Adv. Mgr.: Trevor Boyer.
Audio: Magnetic recording heads.
Saxon Adhesive Prods. Inc. (a Saxon Co.), 880 Garfield Ave., Jersey City, N.J. 07305. Tel: (201) 451-0202; NYC (212) 964-1714. VP Mktg.: Steven Dauman; Adv. Mgr.: George Ratowsky.
Audio: Cueing & splicing tapes, end tabs. Speedex Electronics, 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A C. Valiulus; VP Mktg.: Ed Crockett; Adv. & Sales Promo. Mgr.: W. Sutherland.
Audio: Head demagnetizers, test tape, bulk erasers, splicing & editing equip.
Splicette, see Webtek.
Standard Tape Lab. Inc., 26120 Eden Landing Rd., Hayward, Calif. 94545. Tel: (415) 786-3546. Treas: Frank G. Lennert.
Audio: Test tapes (STL).
Studio Magnetics Co., Inc., 83 Carlough Rd., Bohemia, N.Y. 11716. Tel: (516) 589-4300. Pres.: George Clahane, VP: Craig M. Balaban.
Audio: W" ferro dynamic masterling tape, cassette editing kit. splicing. sensing &

ban, Audio: ¼" ferro dynamic mastering tape, cassette editing kit, splicing, sensing &

Audio: %" ferro dynamic mastering tape, cassete editing kit, splicing, sensing & leader tape.

Switchcraft Inc., 5555 N. Elston Ave., Chicago, III. 60530. Tel: (312) 792-2700.

Audio: Connectors, cable assemblies, adapters, patch cord systems, jacks & blues.

plugs.
TD K Electronics Corp., 755 Eastgate BMd., Garden City, N.Y. 11530. Tel: (516) 746-0880. Pres.: Sho Okiyama; Mktg. Dir.: Ken Kohda; Div. Sales Mgr.: Bud Barger.
Branches: Irvine, Callf., 17072 Daimler St. Zip. 92705. Tel: (714) 979-5811. Div. Sales Mgr.: Sandy Cohen—Chicago, III., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.

reterson Ave. Zip: 60645. Tel: (312) 973-1222.

Taberasers, see Taber Mfg
Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831. Pres.: W.D. Taber, Gen. Mgr.: R.H. Kearns. Audlo: Heads (Taber), bulk erasers (Taberasers), test lapes (STL).

Tapemaker Sales Co. Inc., 629 W. Merrick Rd, Valley Stream, N.Y. 11582. Tel: (516) 561-6080. Pres.: Arthur Brandwein; Sales Mgr.: M. Medina.

Audlo: Splicing & sensing tape, pre-cut Q-tabs.

Video: Splicing tape

Audio: Splicing & sensing tape, pre-cut Q-tabs.
Video: Splicing tape.
U M C Electron(sc Co., 460 Sackett Point Rd., North Haven, Conn. 06472. Tel: (203) 288-7731. Pres.: Allan J. Shaffel; Broadcast Sales Mgr.: Charles F. Rockhill; Admin. Ass't.: S. Smith.
Audio: Heads, motors (Beaucart).
Veritas Electronics Corp., 22 Grand Ave., Farmingdale, N.Y. 11735. Tel: (516) 541-5373.
Audio: Head demagnetizers, bulk erasers, cassette & open reel splicers.
W R E, see Wide Range Electronics.
Webtek Corp., 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel: (213) 937-3511. Pres.: Joseph Klein; VP: John A. Pace; Sales Mgr.: Ken George.

Summer CES issue is coming June 17, 1978 See page 48 for details

Branch: Northfield, III., 778 Frontage Rd., Suite 107 Zip: 60093. Tel: (312) 446-6046. Audio: Pre-cut tape splices (Q/Sprlice for 8-fr., Splicette for cassettes), cassette splicing & splicing /sensing roll tape.

Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366. Pres.: Otto Rauhut; Mktg. Mgr.: A.S. Russell.

Audlo: Bulk erasers, degaussers, magnetic erasing pencil (WRE).

Xcel Corp., 290 Ferry St., Newark, N.J. 07105. Tel: (201) 344-2300. Product: Acetate film base.

Packaging & Labeling Equipment & Supplies Manufacturers A & E Data Technology Corp., 350-C Fischer Ave., Sulte C, Costa Mesa, Calit. 29262. Tel: (714) 549-8353. Pres.: M.E. Hickson; VP Mttg.: L.C. Alsobrook; Sales Rep.: Sue Car-

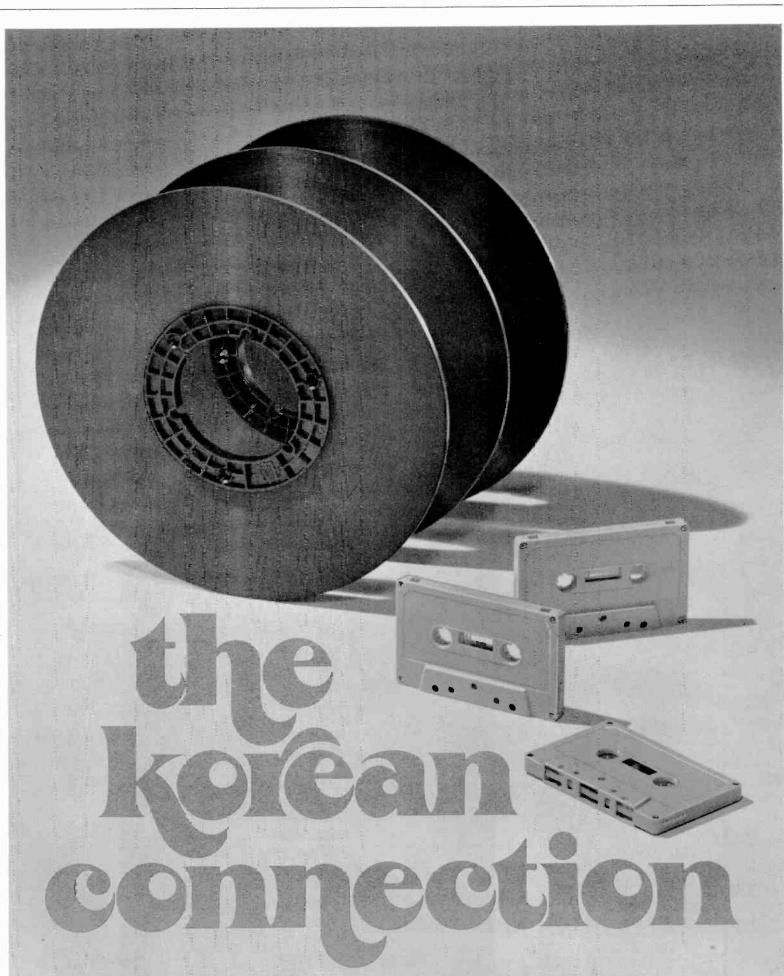
Mktg.: L.C. Alsobrook; Sales Rep.: Sue Carpenter
Product: '4'' video cassette shipping box.
Adhere-On, see Saxon.
Amaray Int'I Corp., 1901 Old Middlefield Way,
Suite 11, Mountain View, Calif 94043. Tel:
(415) 968-2840. Pres.: Lloyd D. Neal; Sales
Mgr.: Ron Garrett.
Product: Cassette boxes.
Anco Packaging Co., 347 Madison Ave. Zip:
10017. Tel: 682-8208.
Product: Pressure-sensitive labels & automatic applicators.
Artco Press Inc., PO Box 1445, Terre Haute, Ind.
47808. Tel: (812) 232-0926. Pres.: James S.
Royse; Sales Mgr.: Don Wilson.

Product: Casstte folders.
henia Inds. Inc., 90 Brighton Rd., Clffton, N.J.
07021. Tel: (201) 471-8044. Pres., Sales &
Adv. Mgr.; Charles Beres Jr.
Product: Norelco-style cassette boxes.
Idicom Corp., 4950 Nome, Unit C, Denver,
Colo. 80239. Tel: (303) 371-3076. Pres.;
Jack Dunham; Sales Mgr.: Richard Sanders;
Chief Eng.; David Howard.
Product: Cassette labeis & custom packages.

Product: Cassette labels o Custom Publica ages.

Audio Accessories Co., 38W515 Deerpath Rd., Batavia, III. 60510. Tel: (312) 879-5998. Sales Mgr.; John S. Maloney. Product: Boxes, labels. Brand name: Infopak.

Audio Inds. Inc., Broad & Linden Aves., Ridge-field, N.J. 07657. Tel: (201) 945-4545. Pres.: M. Donalds; VP: M. Thaler.



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Tel: 516 293 1010 Magnetic Media Corporation, 500 Eastern Parkway, Farmingdale, NY 11735

Product: Norelco-style boxes.
diomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-5870. Telex: 126419. Pres.: Milton B. Gelfand; VP Sales: Timothy A. Cole.
Int'l branch: France.
Product: Printers, inserters, wrappers. (Distributor for Apex Machine & others) diopack, see A.C. Hampson.
zzy Electronics Corp. 39 N. Rose, Mount Clemens, Mich. 48043. Tel: (313) 463-2592. Pres.. L. Allan Bazzy; Gen. Mgr.: Ken Laabs. Product: Shrink wrap sealer & film.
Benson Co. Printers Inc., 116. Nassau St., Brooklyn, N.Y. 11201. Tel: (212) 596-9100. Pres.: Gerald J. Benson; VP Sales: Gil Benson: Adv. Mgr.: Roxanne Evans.
Product: 8-tr. & cassette pressure-sensitive labels.

labels.
ckbourn Inc., 1821 University Ave., St. Paul,
Minn. 55104. Tel: (612) 646-2781. Pres.
George F. Snelgrove; Sales Mgr.: Thomas F.
Sabow.
Product: Audio & video cassette albums.
Brand name: Tape-Taches.

Brand name: Tape-Taches.
Bruce Packaging Co., 8025 N. Kenneth Ave.,
Skokie, III. 60076. Tel: (312) 583-2818. Pres.:
Joseph Halperin.
Product: Open reel boxes, cassette packaging & boxes.
Cheshire (a Xerox Co.), 408 Washington Blvd.,
Mundelein, III. 60060. Tel: (312) 949-2000.
Product: Labeling machines.
Cinema Sound Corp., 14200 NE 21 St., Bellevue,
Wash. 98007. Tel: (206) 641-8100. Pres.:
George M. Woodley; Sales Mgr.: Jack Strayer.

yer. **Product:** High-speed cassette labeling

Product: High-speed cassette labeling equip.

Comsette Corp., 12417 Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4528. Pres.: Richard W. Moore.

Product: Pressure-sensitive cassette labels, shrink-wrap equip.. Norelco-style & soft poly style cassette boxes.

Container-Kraft Inc., 8321 De Celis Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721.

Copy-Art Photographers (div. of James J. Kriegsmann), 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 757-0233.

Product: 8-tr. & cassette labels.

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WATS (800) 423-2636. Pres.: Drew Alan

WATS (800) 423-2636. Pres.: Drew Alan Kaplan.
Product: Cassette labels.

Delta Magnetics, 1901 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 627-2556. Product: Norelco-style boxes.

Disc Graphics (div. of Pickwick Int'1), Cardinal Ind'1 Park, Gilpin Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-1400.

Product: 8-tr. & cassette labels.

Dyna/Day Plastics Inc., 1521 E. Avis Dr., Madison Heights, Mich. 48071. Tel: (313) 585-6280. Pres.: Frank Day, VP. Paul M. Hayes; Gen. Mgr.: Charles N. Munn; Plant Mgr.: Phil Kelly.

Product: Noreico-style boxes

Product: Noreico-style boxes.
E-System, see Econocorp.
Econocorp Inc., 71 Fourth Ave., Needham Heights, Mass. 02194. Tel: (617) 444-8070. Pres.: Richard G. Lee; Sales & Mktg. Mgr.: James F. Zavatone.
Product: Horizontal-loading packaging

Product: Horizontal-loading packaging equip.
Brand name: E-System, Econoseal.
Econoseal, see Econocorp.
El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP Mktg.: Allen Schor.
Product: Ampex, Norelco, soft poly style & open reel boxes.
Ever-Ready Packaging & Assembly (div. of Reliance Folding Carton Corp.), 225 Belleville Ave., Bloomfield, N.J. 07003. Tel: (201) 748-6677; NYC (212) 233-9195. Pres.: Hayden Morris.

Morris.

Product: Cardboard boxes & mailers.
slipac, 109 Gaither Dr., Mount Laurel, N.J.,
08057. Tel: (609) 235-3511. Gen. Mgr.: Dan
McCloskey, Sales & Mktg. Mgr.: Arthur Constantine.

stantine.
Product: 8-tr. labels.
Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmond Gabriel: Sales Mgr.: Vin Tullo; Adv. Mgr.: William Meyer. Product: All types of plastic cassette boxes.
Gem-Bilt Container Corp., 48-20 50 Ave., Woodside, N.Y. 11377. Tel: (212) 729-8200, 784-8800. Pres.: Daniel Goodstein; Sales Mgr.: Martin Budman Martin Rudman.

Product: Corrugated cartons, folders &

Product: Corrugated cartons, folders & mailers.

Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701. Tel: (702) 882-9333. Pres.: Warren Perkins. Product: Labelers.
Brand names: Rotex, Uniline.

A. C. Hampson Printing Co. Inc., PO Box 97, 168 City Hill St., Union City, Conn. 06770. Tel: (203) 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: John W. Berry. Product: Pressure-sensitive & heat-seal 8-tr. & cassette labels, cassette inserts.
Brand name: Audiopack.
Image Devices Inc., 1825 NE 149 St., North Miami, Fla. 33181. Tel: (305) 945-1111. Pres.: David Haylock; Sales Mgr.: Bill Reiter. Product: Pressure-sensitive labels.

Infopak, see Audio Accessories. Jefmarn Ents. Inc., 46 Werman Court, Plainview, N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan Frost.

Restance of the control of the contr

Branch: Indianapolis, Ind., Box 507, Rt. 2. Zip: 46231. Tel: (317) 839-6673. Mgr.: Scott Bartlett.

Product: Ampex & soft poly style cassette

boxes.
Linear Prods. Inc., 37 W. 20 St., New York, N.Y. 10011. Tel: (212) 255-2917.
Branches: College Park, Ga., Data-Linear Prods. Inc. 4507-K Mills Pl. SW. Zip: 30366. Tel: (404) 691-1254—Puerto Nuevo, P.R., Linear Prods. of Puerto Rico, Old Long Bidg., Matadera Rd. Zip: 00936. Tel: (809) 783-4986.
Product: Pressure-sensitive label.

Product: Pressure-sensitive labels & stick-

ers.

Loranger Mfg. Corp.. Entertainment Prods. Div., 10-38 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. Press. J. Albert Loranger; Div. Mgr.: Robert Loranger; Product: Norelco-style cassette boxes.

M I P, see Molded Ind'l Plastics.
M M C, see Magnetic Mktg.
Magnetic Mktg. Corp.. 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3502. Press: Thomas J. Hofbauer: Sales Mgr.: Brendan F. Browne; Adv. Mgr.: M. Judge. Product: Cassette labeler. Brand name: MMC.

Mastro Inds. Inc.. 3040 Webster Ave.. Bronx.

Mastro Inds. Inc., 3040 Webster Ave., Bronx N.Y. 10467. Tel: (212) 547-5600. Pres. Mario Maccaferri; VP: Nicholas Perazzo. Product: Ampex & Norelco-style boxes.

Mike's Print Shop, 2507 Grim, Waco, Tex. 76707.
Tel: 752-2321. Mgr.: Mike Stanley.
Product: Pressure-sensitive cassette labels.
Molded Ind'l Plastics Inc., Platt Rd., Shelton,
Conn. 06484. Tel: (203) 929-3311/7674.
Pres. Mort Saffran.
Product: 5", 7" & 10½" hinged paper boxes.
Brand name: MIP.
N.A.C. see National Audio.

N A C, see National Audio.

N A C, see National Audio.

N J M Inc., 16 St. & Willow Ave., Hoboken, N.J. 07030. Tel: (201) 659-0483. Pres.: Richard Wellbrock; Sales Mgr.: M.C. Smith; Adv. Mgr.: G.K. Leeson.

Branches: Cupertino, Calli., PO Box 1317. Zip. 95014. Tel: (408) 246-4250—Des Plaines, Ill., 2720 Des Plaines Ave. Zip. 60018. Tel: (312) 296-1021. Mgr.: T. Paul. Product: Labeling & cartoning equip.

Brand name: Pony Label-DRI, Pony Pacer, Tuck-O-Mat.

Nashville Int'l Custom Prod., 20 Music Square W., Nashville, Tenn. 37203. Tel: (615) 256-2885. Pres.: Reggie M. Churchwell; Sales

Mgr.: Peggy J. Pettigrew; Adv. Mgr.: James E. Gray.
Product: Labels & sleeves.
Brand name: Nisco.
ional Audio Co. Inc., 1911 S. Stewart,
Springfield, Mo. 65804. Tel: (417) 883-5377.
Pres.: Steven L. Stepp; Adv. Mgr.: M. Bass.
Product: Cassette boxes, 8-tr. & cassette library labels.
Brand name: NAC.
20. see Nashville Int'l.

Brand name: NAO. Nisco, see Nashville Intl. Pauli Prods., PO Box 29, Collingswood, N.J. 08108. Tel: (609) 547-8925. Pres.: Joseph A.

Product: Cassette labels. erson & Assoc., 11152 Fleetwood St., Sun Valley, Calif. 91352. Tel: (213) 768-3122. Pres.: Herman A. Fredriksz; Prod. Mgr.: E.W.

sette inserts.
filine Corp., 1233 Rand Rd., Des Plaines, III.
60016. Tel: (312) 298-5300, Pres.; John Kaiser; Sales Mgr.; Mike Schlobohm.
Product: Soft hinge & Ampex-style cassette

Product: Soft ming-boxes.

Pony Label-DRI, see NJM.

Pony Pacer, see NJM.

Pratt-Spector Corp., 46 Merrick Rd., Rockville Centre, N.Y. 11570, Tel: (516) 764-5061. NYC (212) 227-0008. Pres.: Stanley Gilman: Tape Sales Mgr.: Howard Stallon; Adv. Mgr.: Andrew Barr.

Tape Sales Mgr.: Howard Stallon; Adv. Mgr.: Andrew Barr.
Product: 8-Ir. & cassette labels & labeling machines, tape mailer packages.
Pres-Tige Label Corp., 255 Oser Ave., Hauppauge. N.Y. 11787. Tel: (516) 273-0020.
Pres.: Jerry Sybul; VP & Gen. Mgr.: Ernie

Menkes. **Product**: 8-tr. & cassette pressure-sensitive

Product: 6-1r. & Cassette pressure-sensitive labels & stickers.

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn, N.Y. 11237. Tel: (212) 497-2320. Pres.: Jerome J. Rood; Sales Mgr.: Eric P. Rood; Prod. Mgr.: Bernard Stein.

Stein.
Product: 8-tr. & cassette labels.
Pens Lithographing Corp., 52-35 Barnett
Ave. Long Island City, N.Y. 11104. Tel: (212)
457-7700. Pres.: Jack L. Hecht; VP: Leonard
Varabay.

Branch: Hollywood, Calif., 6290 Sunse Blvd., Suite 304. Zip: 90028. Tel: (213) 464

Plant: Indianapolis, Inc., Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. Plant Mgr.: William

Ab221. 1el: 635-7/77. Plant Mgr.: William Swanson.
Product: 8-tr. & cassette labels, boxes, inserts, slipcases & collars, mart Printing Corp., 3180 J Expwy. Dr. S., Central Islip, N.Y. 11722. Tel: (516) 234-0050. Pres.: Frank D. Martino; VP & Opns. Dir.: Gerard V. Hughes.
Droduct: 8-tr. & cassette inserts & labels. Cording Supply Co. (div. of Polyline Corp.), 1233 Rand Rd., Des Plaines, Ill. 60016. Tel: (312) 297-0955. Pres.: John Kaiser; Sales Mgr.: Ray Kaiser.
Product: Open reel & cassette boxes. co-Sleeve Packaging, 2203 W. Oliver St., Indianapolis, Ind. 46231. Tel: (317) 635-7777. Pres.: Leonard Verebay; Sales Mgr.: Leonard Verebay; Sales Mgr.: Leonard Verebay; Sales Mgr.: Leonard Product: Cassette inserts.

ard Dimond.

Product: Cassette inserts.

lance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375, Tel: (212) 544-9800. Pres.: Marshall Weingarden; Sales Mgr.: Alison Smith; Adv. Mgr.: Barbara Weingarden.

Product: Audio & video cassette corrugated mailers

mailers.
Jins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200.

Product: Cassette mailers

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200.
Product: Cassette mailers, replacement labels, Norelco boxes, title labels.
Rotex, see Gopher.
Rutgers Packaging Corp., see Queens Lithographing.
Saxon Adhesive Prods. (a Saxon co.). 880 Garfield Ave., Jersey City, N.J. 07305. Tel: NYC (212) 964-1717. VP Mktg.: Steven Dauman; Adv. Mgr.: George Ratowsky.
Product: 8-tr. & cassette labels.
Brand name: Adhere-on.
Scandia Packaging Machinery Co., 180 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 473-6100.
Product: Packaging machinery for wrapping, cartoning, labeling & shrinking.
Shape Symmetry & Sun Inc., PO Box 366, Biddeford Ind'l Park, Biddord, Me. 04005. Tel: (207) 282-6155. Pres.: Anthony L. Gelardi; Sales Mgr.: Joe Ciccone; Adv. Mgr.: Bob MacLeod.
Product: Automatic cassette packaging machines, automatic 8-tr. & cassette labelling equip.
Shorewood Packaging Corp., 10 E, 53 St., New

chines, automatic 8-tr. & cassette labelling equip.
Drewood Packaging Corp., 10 E. 53 St., New York, N.Y. 10022. Tel: (212) 371-1500. Pres.: Paul Shore; VP Mktg.: Floyd S. Glinert; Nat'l Sales Mgr.: Ken Rosenblum.

Branch: Los Angeles, Callf., 1830 Glendale Blvd. Zip. 90026. Tel: (213) 660-3043.
Product: 6"x6" 8-tr. & cassette package. Prenson Packaging Equip. Co. Inc., 19431 Londelius St., Northridge, Calif. 91324. Tel: (13) 993-0040.

Product: Shrink film packaging equip. Jdio Magnetics Co. Inc., 83 Carlough Rd., Bohemia, N.Y. 11716. Tel: (516) 589-4300. Pres.: George Clahane; VP: Craig M. Balaban.

Product: Cassette soft plastic Ampex & No-

ban.

Product: Cassette soft plastic Ampex & Norelco-style boxes, pressure-sensitive labels
& mailing envelopes.

D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880.
Pres.: Sho Okiyama, Mtg. Dir.: Ken Kohda;
Div. Sales Mgr.: Bud Barger.

Branches: Irvine, Calif., 17072 Daimler St.
Zip: 92705. Tel: (714) 979-5811. Div. Sales
Mgr.: Sandy Cohen—Chicago, III., 2906 W.
Peterson Ave. Zip: 60645. Tel: (312) 9731222.

Mgr.: Sandy Cohen—Chicago, III., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222. Product: Labels & cartons.

Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel: (516) 561-6080. Pres.: Arthur Brandwein; Sales Mgr.: M. Medina. Product: Cassette labels.

Tape-Taches, see Blackbourn.
Tri-Lon Color Lithographers Ltd., 54 W. 21 St., New York, N.Y. 10010. Tel: (212) 255-6140. Pres.: Morris Strickler; VP: David Strickler. Product: 8-tr. & cassette inserts & labels.

Tropical Paper Box Co., 7000 NW 25 St., Miami, Fia. 33122. Tel: (305) 592-5520. Rec. Div. Mgr.: Dale Quartin. Audlo: 8-tr. boxes.

Truck-O-Mat, see NJM.
Uniline, see Gopher.
Universal Marking Systems Inc., 2320 E. 26 St., Minneapolis, Minn. 55406. Tel: (612) 721-7466. Pres.: Ken Lawrence; Mktg. Mgr.: Jack O'Neil.
Product: Audio & video cassette labels.

Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241. VP: R. Denson Parker; Sales Mgr.: Dudley Pendileton III; Adv. Mgr.: B.R. Cummings.
Product: Audio & video cassette albums.

Edward R. White Inc., 18 E. 41 St., New York, N.Y. 10017. Tel: (212) 687-2167. Pres. & Sales Mgr.: Lawrence Goldstein. Product: Tape envelope & mailers.

TAPE/AUDIO/VIDEO **EQUIPMENT MANUFACTURERS** & IMPORTERS

• Continued from page TAV-13

◆ Continued from page TA V-13

Ave., Farmingdale, N.Y. 11735. Tel: (516)
541-5373. Pres.: Warren S. Rosenthal.
Product: Pre-amplifiers, headphones.
VIDEOBEAM, see Advent.
VIDEO-MASTER, see Giant Screen.
VIDEOTON, see Kelso.
VIDSTAR, see JVC Inds.
VISONIK OF AMERICA INC., 1177 65 St., Oakland, Calif. 94608. Tel: (415) 653-9711.
Pres.: Henry Eberle; Sales Mgr.: Chris Hartnack: Adv. Mgr.: Lawrence H. Lurie.
Distribution: M/Ret.
Product: Speakers, turntables.
VOICE OF MUSIC, see V-M.
VOLUMAX, see Thomson-CSF.
WALD SOUND INC., 11131 Dora, Sun Valley.
Calif. 91352. Tel: (213) 875-0480.
Product: Speakers.

Calif. 91352. Tel: (213) 875-0480. Product: Speakers.

WALKER TRANSDUCING SYSTEMS INC., 1905
E. Maple Rd., Troy, Mich. 48084. Tel: (313) 528-1449. Product: RS speakers.

WATSON, see Great White Whale.

WELTRON (SUB. OF WALTER KIDDE CO. INC.,), 260 Bethpage Spagnoli Rd., Melville, N.Y. 11746. Tel: (516) 293-4400. Product: 8-tr. & cassette (portable) rec'rs/ players, compact & portable phono or phono combs. W/tape units, amplifiers, tuners, speakers.

tuners, speakers.
WESTLAND INT'L, 20121 Ventura Blvd., Suite
320, Woodland Hills, Calif. 91364. Tel: (213)
346-7002. Nat'l Sales Mgr.: Donald C. Ger-

vin.
Distribution: M/Ret, ID, M/Rep.
Product: CONCORD 8-tr. (auto) & cassette
(auto, portable) rec'rs/players.
WHARFEDALE, see Rank Hi Fi.
WHITE ELECTRONICS, 800 Morse Ave.,
Schaumburg, III. 60193 Tel: (312) 529-7580.
Press: Stan White.
Product: SHOT-GLASS speakers.
WILSON ELECTRONICS CORP., 1201 Broadway, New York, N.Y. 10001. Tel: (212) 689-6550.
Product: Tape playback equip.

WILSON ELECTRONICS CORP., 1201 Broadway, New York, N.Y. 10001. Tel: (212) 689-6650.

Product: Tape playback equip.

WOLLENSAK, see 3M Co.

WOOD SPECIALTY PRODS., Box 344, 1501
Vine St., Harrisonville, Mo. 64701. Tel: (816) 884-5113. Pres.: David Kinney; VP. Gen. & Adv. Mgr.: Roy L. Johnson.
Distribution: M/Rep.
Product: PARALLAX speakers.

WORLDEX MFG. CO. LTD., 1212 N. La Brea Ave., Hollywood, Calif. 90038. Tel: (213) 466-3224.

Product: Amplifiers, speakers, turntables.

WORLD MKTG. CORP., 400 Security Bidg., Jackson, Miss. 49201. Tel: (517) 782-5969.

Product: Pre-amplifiers, noise reducers.

WORLDWIDE ENTERTAINMENT SYSTEMS, 964 Third Ave., New York, N.Y. 10022. Tel: (212) 486-0010.

Product: Video projection systems.

X K, see Kustom Kreations.

YAMAHA INT'L CORP., 6600 Orangethorpe Ave., Buena Park, Calif. 90620. Tel: (714) 522-9105.

Product: Cassette (home) rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, decoders & demodulators.

ZENITH RADIO CORP., 1900 N. Austin Ave., Chicago, III. 60639. Tel: (312) 745-2000.

Product: ZENITH console phono or phono combs., compact phono or phono combs., witape units, videocassette rec'rs/players; ALLEGRO speakers.

Key Segments

• Continued from page TAV-2

Newest star on the electronics horizon is home video, with a combined 225,000 units shipped (not sold!) mostly in the last quarter of 1977, of both Beta and VHS halfinch formats, a fivefold increase. Retail value more than quadrupled to \$247.5 million, though average retail unit dipped to \$1,100 from

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Tape' Audio' Video RKET SOURCEBOOK

RECORD & TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer

A A, see Audio Accessories.
A B C Schwann Publ'ns Inc., 137 Newbury St., Boston, Mass. 02116. Tel: (617) 261-3143. Pres. & Chief Exec. Officer: William Schwann.

Schwann.

Branches: Great Barrington, Mass., Zip.
01230. Tel: (413) 528-1300. Adv. Mgr.: Len
Levine—New York, N.Y., 130 E. 59 St. Zip:
10022. Tel: (212) 826-8388. Sales Mgr.: Da-

10022. Tel: (212) 826-8388. Sales Mgr.: David Lee.
Product: Record & tape catalog servs.
A-Bee Syndicate Inc., 230 Fifth Ave., New York,
N.Y. 10001. Tel: (212) 684-7850. Pres.: Arnold Miller; Sales Mgr.: Tom Neary.
Product: Record & tape carrying & storage
cases. (M)
A/V Paragon, see Universal Tape.
Action Leathercraft Inc., 5340 E. Harbor St.,
Commerce, Calif. 90040. Tel: (213) 7281155. Pres.: Stan Zalkind; VP Mktg.: Andy
Livian; Special Accounts Co-ord.: Cathy
Burgess.

1155. Pres. Stan Leumins.
Livian; Special Accounts Co-ord.: Cathy Burgess.
Product: 8-Ir. & cassette carrying & storage cases (Port-A-Tune). (M)
Add 'n Stac, see Royal Sound.
Adhere-on, see Saxon.
Advance Prods. Co. Inc., PO Box 2178, 1101 E. Central, Wichita, Kan. 67201. Tel: (316) 263-4231. Pres.: William D. DeVore; Sales & Adv. Mgr.: Paul Keck.
Product: Storage cabinets (Pixmobile). (M)
Akro-Mils, 1293 S. Main St., Akron, Ohio 44319.
Tel: (216) 253-5593. Pres.: Steve Myers.
Product: Record-Mate, Tape-Mate). (M)
Aldshir Mig. Co. Inc., 111 Lake Ave., Tuckahoe, N.Y. 10707. Tel: (914) 779-1297. Pres.: Gerald Shirley; Sales Mgr.: Lindley Nichols.
Product: 45 rpm adaptors (Televex). (M)





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George Alexander Group Inc., 1063 Post Rd., Darien, Conn. 06820. Tel: (203) 655-7791; NYC (212) 886-5600. Pres: Kev Devejian. Product: Record & tape catalogue servs. Amaray Int'l Corp., 1901 Old Middlefield Way, Suite 11, Mountain View, Calif. 94043. Tel: (415) 968-2840. Pres: Lloyd L. Neal; Sales & Mktg. Dir.: Ron Garrett. Product: Video cassette carrying & storage casss (M)

cases. (M)
Amberg, see Vernon McMillan.
American Lighting Specialties Inc., 1942 W. Artesia Blvd., Torrance, Calif. 90504. Tel: (213) 532-9262.

Product: Record & tape carrying & storage cases. (M)

lesia Bivo., Torrance, Calif., 90504. Tel. (213) 532-9262.

Product: Record & tape carrying & storage cases. (M)

American Sound Corp., 3319 E. Ten Mile Rd., Warren, Mich. 48091. Tel: (313) 539-2900. Pres.: Frank S. Day; VP: Paul M. Hayes.

Branches: North Hollywood, Callf., 8120 Webb Ave. Zip; 91605. Tel: (213) 768-6100. Gen. Mgr.: Michael S. Emerson; Reg'l Sales Mgr.: Richard Hutchinson—Demarest, NJ. 18 Christle. Zip: 07627. Tel: (201) 767-9033. VP Mktg.: Paul E. Adams.

Product: Head cleaners. (M)

Ampex Corp.. Magnetic Tape Div., 401 Broadway, Redwood Cily, Calif. 94063. Tel: (415) 367-2011. Pres:. A. H. Hausman; Sales Mgr.: R.A. Antonio; Adv. Mgr.: A. Fisher.

Sales offices: Glendale, Callf., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—Denver, Colo., 2121 S. Birch. Zip: 80222. Tel: (303) 757-6491—Orlando, Fla., PO Box 15008-B. Zip: 32808. Tel: (305) 423-2962—Atlanta, Ga., 3135. Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—Overland Park, Kan., PO Box 7282. Zip: 65607. Tel: (913) 383-1951—Baton Rouge, La., PO Box 14754. Zip: 70808. Tel: (504) 766-6270. Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800. District Mgr.: Max McCollough—Framingham, Mass., PO Box 1020. Zip: 01701. Tel: (617) 877-8060—Hackensack, N.J., 65 Commerce Way. Zip: 07601. Tel: (201) 489-7400—Pittsford, N.Y., PO Box 175. Zip: 14534. Tel: (716) 586-2580—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100—Salt Lake City, Utah, 2880 S. Main St., Suite 105. Zip: 34115. Tel: (801) 487-8181—Seattle, Wash., 615 E. Pike. Zip: 98122. Tel: (206) 322-7211. Plants: Opelika, Ala., PO Box 190. Zip: 36801. Tel: (205) 745-7643—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000.

Product: Head cleaners, demagnetizers, leader & splicing tape. (M)

Ampro Design Prod'ns Inc. (sub. of GRT Corp.) 1624 Toal St., Charlotte, N.C. 28206. Tel: (704) 334-5341. VP. & Gen. Mgr.: Fred E. Martinitz.

Ampro Design Prod'ns Inc. (sub. of GRT Corp.).
1624 Toal St., Charlotte, N.C. 28206. Tel:
(704) 334-5341. VP & Gen. Mgr.: Fred E.
Martinitz.
Product: Record & tape carrying & storage
cases, cleaners, cloths & brushes (Dustbuster). (MI)
R. B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner.
R.B. Annis.
Product: Demagnetizers (Han-D-Mag),
pocket magnetometer (Annis). (M)
Arista Ents. Inc., 35 Hoffman Ave., Hauppauge,
N.Y. 11787. Tel: (516) 234-7000. Pres: Alan
E. Leifer; Nat'l Sales Mgr.: Leon Kramer.
Product: Cleaners, cloths, brushes, 45 rpm
adapters, head cleaners, demagnetizers,
needles, leader & splicing tape. (M)
Aspen Ltd., 77 E. Floyd Ave., Englewood. Colo.
80110. Tel: (303) 789-2239. Pres: Sid Laks;
Sales Mgr.: Bill Bystrom; Adv. Mgrs.: K.
Davis, Hank Aller.
Product: Record cleaner & pollish (Plastic
Way): head cleaners & demagnetizers (Aspen); 8-tr. test tape (Decktester).
Athenia Inds. Inc., 90 Brighton Rd., Cliffton, N.J.
07012. Tel: (201) 471-8044. Pres., Sales &
Adv. Mgr.: Charles Beres J.
Product: Cassette head cleaners. (M)
Audio Accessories Co., 38 W 515 Deerpath Rd.,
Batavia. Ill. 60510. Tel: (312) 879-5998.
Sales Mgr.: John S. Maloney.
Product: Splicing block, cassette hub locks
(AA); cassette repair kit (Sav-A-Tape).
Audio Buff, see Elpa.
Audio Buff, see Elpa.
Audio Groome, see Empire.
Audio Inds. Inc., Broad & Linden Aves.. Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres..
M. Donalds; VP: M. Thaler.
Product: Head cleaners, leader tape. (M)
Audio-Kare (div. of Hammond Inds. Inc.), 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516)
364-1900. Pres.: Colin E. Hammond; Prod.
Mgr.: Joel Schwartz.
Product: Bedeaners, demagnetizers, (M)
Audio-Betctronics, 3725 Esperanza Dr., Sacramento, Calif. 98825. Tel: (1916) 485-0500.
Pres.: R.E. Stofan; Sales & Adv. Mgr.: J.
Hodges.
Product: Demagnetizers. (MD)
Audiomatic Corp., 1290 Ave. of the Americas,
New York, N.Y. 11019. Tel: (1916) 836-0204.
VP & Gen. Mgr.: Jon R. Kelly; Mktg. Mgr.:
Fred Nichols.
Product:

Fred Nichols.

Product: Cleaners, cloths, brushes, needles, (M)

Audiotex (div. of GC Electronics), 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: Anthony C. Valiulis; VP Sales & Mktg.: Ed Crockett.

Product: Cleaners (Record Basic, Record Plus), cloths (Blue Max, Record Purifier), brushes (Electroduster), 45 rpm adapters, head cleaners, demagnetizers, splicers, anti-static turntable mat. (M)

B A S F Systems, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: G.J. Grochla; Mktg. Servs, Mgr.: J.P. Hiltz; Sales Mgr.: J.S. Walker, Adv. Mgr.: G. Hersh.

Branches: Santa Monica, Callit, 1307 Colorado Ave. Zip. 90404. Tel: (213) 451-8781.

Melrose Park, Ill., 1800. No. 30 Ave. Zip. 60160. Tel: (312) 343-6618—Clifton, N.J., 149 Rt. 48. Zip. 207011. Tel: (201) 546-9111—Dallas, Tex., Dallas Petroleum Center, 13610 Midway, Suite 255. Zip. 75240. Tel: (214) 233-6607.

Product: Tape carrying & storage cases, head cleaners. (M)

Ball Corp., 345 S. High St., Muncie, Ind. 47302. Tel: (317) 747-6100. Pres.: John Fisher, Nat'l Sales Mgr.: Stephen L. Oseman. Product: Record preservative & cleaner sprays (Sound Guard).

Bazzy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043. Tel: (313) 463-2592. Pres.: L. Allan Bazzy; Gen, Mgr.: Ken Laabs.

Product: Record & tape carrying & storage cases, head cleaners & demagnetizers.

Bear-Kat Prods. Inc., 1400 Axtell, Troy, Mich. 48084, Tel: (313) 549-2400.

Product: 8-tr. & cassette storage cases.

Bib Hi Fi Accessories Inc., 3363 Garden Brook Dr., Dallas, Tex. 75234, Tel: (214) 243-8971.

Pres. & Sales Mgr.: Trevor Glanger.

Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, splicing tape.

Blackbourn Inc., 1821 University Ave., St. Paul, Minn. 55104, Tel: (612) 646-2781, Pres.; George F. Snelgrove; Sales Mgr.: Thomas F. Sabow.

Sabow.
Product: Carrying & storage cases. (M)
Black Maglic, see Recoton.
Blue Max, see Audiotex.
Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave.,
Indianapolis, Ind. 46220. Tel: (317) 2513918. Pres.: Robert Bowers, VP & Sales
Mgr.: Charles H. Kaufman.
Product: Replacement record sleeves (Life-

time Protectors, Protect Your Records), LP gift packages, polyethelene jacket covers. (M)

time Protectors. Protect Your Records). LP
gift packages, polyethelene jacket covers.
(M)
W. H. Brady Co., 2221 W. Camden Rd., Milwaukee, Wis. 53201. Tel: (414) 332-8100.
Pres.: J.E. Larson; AV Accessory Prods.
Mgr.; John Arnold.
Product: Audio leader & splicing tape, 8-tr.
sensing tape, video cassette leader & splicing tape. (M)
Burlington Audio Tapes Inc., 106 S. Long Beach
Rd., Rockwille Centre. N.Y. 11570. Tel: (516)
764-3792. Pres.: Ruth Schwartz.
Product: Head cleaners, leader & splicing
tape. (M)
C D I, see Custom Dupl'n.
C M C, see Pratt-Spector.
Calibron. see Horian.
Carola, see Devon Design.
Carter Corp., 1916 11 St., Rockford, Ill. 61101.
Tel: (815) 397-3200. Pres.: Robert L. Fleming;
Adv. Mgr.; Donald Clark.
Product: 45 rpm adapters, needles (CarterCraft). (M)
Clean-Sweep, see Horian.
Clean-Track. see Horian.
Coast Ind'I Mfg. Co., 3611 E. La Palma Ave., Anaheim, Callf. 92806. Tel: (714) 630-3997.
Pres.: Art Reynolds Jr.; Sales Mgr.: Art
Reynolds Sr.
Product: Head cleaners.

Pres.: Art Heynolds Jr.; Sales Mgr.: Art Reynolds Sr. Product: Head cleaners. msette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064, Tel: (213) 826-4528. Pres.: Richard W. Moore. Product: Head cleaners. (M) stmark Inds., 500 Eighth Ave., New York, N.Y. 10018, Tel: (212) 947-9166 Pres.: Leon Reda

Product: Record & tape carrying & storage cases. (M)

Custom Case Mfg. Co., 6232 Bragg Blvd., Fa-yetteville, N.C. 28303, Tel: (919) 867-4106. Pres.: Al, Metzger; Nat'l Sales Mgr.: Judy Harris.

Product: Record & tape carrying & storage

Product: Record & tape carrying a storage cases. (M)
Custom Dupl'n Inc., 6330-36 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 670-5575, 776-4810. Pres.: Leonard Gross; Sales Mgr.: Geri Gonzales; Adv. Mgr.: Rachel Murray. Product: Head cleaners (CDI). (M)
D M I, see Display Media.
D-Stat II, see Discwasher.
Dak Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel. (213) 984-1559; WATS (800) 423-2646. Pres.: Drew Alan Kaplan.

WATS (800) 423-2646. Pres.: Drew Alan Kaplan.
Product: Tape carrying & storage cases, auto-sensing & mylar leader tape.
Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; VP: Gregory Mathus; Nat'l Sales Mgr.: Tom Lawrence.
Product: Record & tape carrying & storage cases. head cleaners (Dynasound). (M)
Decklester. see Aspen.
Delrama Int'l, 37 Newtown Rd., Plainview, N.Y.
11803. Tel: (616) 293-8740. Pres.. Thomas Della Rocca.

11803. Tel: (516) 293-8740. Pres.. Thomas Della Rocca.
Product: Tape carrying & storage cases, cleaners, cloths & brushes. (M) von Design Corp., 1319 Lafayette Blvd., Fredericksburg. Va. 22401. Tel: (703) 373-3000. Pres.: Clive Rumble; Gen. Mgr.. H. Rumble. Product: Record & tape carrying & storage cases (Carola. Devon), aluminum stereo consoles. (M) electrics Inc., 6 Second Ave., Chicopee, Mass., 01020. Tel: (413) 598-8308, Pres.: Earl S. Stahl; Exec. VP: Eric Craig Stahl. Product: Record & tape carrying & storage cases. (M)

cases. (M)

DISContinued Recs., 444 S. Victory Blvd., Burbank, Calif. 91502. Tel: (213) 849-4791. Owner: Les Szarvas.

Product: Catalog servs. (reference library of out-of-print recorded material).

DiscTraker, see Discwasher.

Discwasher Group of Cos., 1407 N. Providence Rd., Columbia, Mo. 65201. Tel: (314) 449-0941. Press. Bruce R. Maier; Nat'l Sales Mgr.: James D. Hall; Adv. Mgr.: Vickie Hargrove.

Product: Record cleans (Cleans)

grove.

Product: Record cleaner (Discwasher System), stylus cleaner (SC-1), piezoelectric anti-static gun (Zerostat), audio connector cables (Gold-ens), anti-static turntable mat (D-Stat II), micro-film record lubricant (Probisc), tonearm/cartridge damper (Disc-Traker).

Disk-Go-Case, see Supronics

Display Media Inc., 120 Laura Dr., Addison, III. 60101. Tel: (312) 625-3340. Pres. & Sales Mgr.: James R. Walsh.

Product: Carrying & storage cases (DMI).

Product: Carrying & storage cases (DMI).

(M)

Donnak Inds., PO Box 422, Ridgefield, N.J. 07657. Tel: (201) 945-6820. Pres.: Marvin Donalds; VP- Rudolph Puntillo.

Product: Head cleaners, leader tape.

Dosix, see Double Sixteen.

Double Sixteen Co., PO Box 1616. Wheaton: 407 Gundersen Ave., Carol Stream, III. 60187. Tel: (312) 653-1616. Pres.. Jim Canon.

Product: Tape carrying & storage cases (Dosix), (M)

Duotone Co., Inc., 6875 SW 81 St., Mami, Fla. 33143. Tel: (305) 665-1121. Pres.: Stephen Nester Sr.: VP Benjamin Rosenberg; Sales & Adv. Mgr.: Stephen Gibson Nester.

Product: Tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, splicing lape. (M)

Dustbuster, see Ampro.

Dynasound, see Data Packaging.

E V Game Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 378-0440. Pres.: Michael Damsky: Nat'l Accounts Mgr.: Bill Ranshous; Sales Mgr.: Syl Landro, Adv. Co-ord.: Charlotte Larson.

Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (EV Game); needles (Electro-Voice). (M)

Eagle Music Co., 3230 Evergreen, Jacksonville, Fla. 32206. Tel: (904) 356-1536. Pres.: Glen Copeland: Sales Mgr.: Helen Carroll.

Product: Head cleaners.

Editall, see Elpa.

Electroduster, see Audiotex

Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Bd. Chm.: George T. Saddler; Pres.: Paula Saddler; Sales Mgr.: Elias Smyrnakis.

Product: Head cleaners (Toyota). (M)

Electro-Voice, see EV Game.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson. Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP Sales: Allen Schor.

Product: Cassette storage box, head cleaners. demagnetizers, splicing tape. (M)

Elpa Mktg. Inds. Inc., Thornes & Atlantic Aves., Garden City Park, N.Y. 11040. Tel: (516) 746-3002.

Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip: 85260. Tel: (602) 948-1070.

Elpa Mktg. Inds. Inc., Thornes & Atlantic Aves., Garden City Park, N.Y. 11040. Tel: (516) 746-3002.

Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip: 85260. Tel: (602) 948-1070.

Product: Cleaners, cloths. brushes (Audio Buff, Watts Recordcare); splicing block & tape (Editall), (M)

Empire Scientific Corp., 1055 Stewart Ave., Garden City, N.Y. 11530. Tel: (516) 222-1400. Exec. VP: Kenneth Busch; Nat'l Sales Mgr.: Mark R. Friendman.

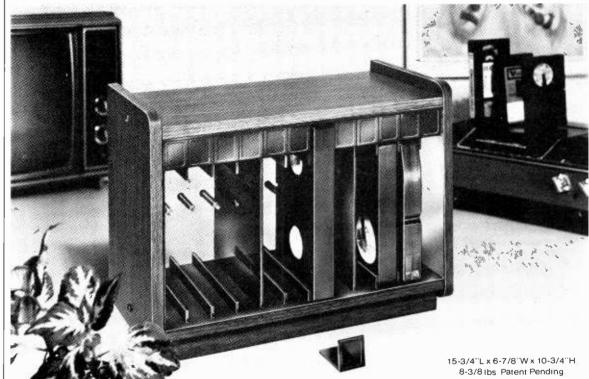
Product: Cleaners & brushes (Audio Groome); needles (Empire). (M)

Erass-Sure, see Magnisonics.

Erect-a-Set, see Fuji.

Esmond Inds. Inc., 2455 E. Sunrise Blvd., Fort Lauderdale. Fla. 33304. Tel. (305) 564-6435.

nond Inds. Inc., 2455 E. Sunrise Blvd., Fort Lauderdale, Fla. 33304, Tel. (305) 564-6435.



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RECORD & TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

Product: Record & tape carrying & storage

cases. (M)

Ever-Ready Packaging & Assembly (div. of Reliance Folding Carton Corp.), 225 Belleville Ave., Bloomfield, N.J. 07003, Tel: (201) 748-6677; NYC (212) 233-9195. Pres.: Hayden

Morris.

Product: Cassette albums. (M) elipac, 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Gen. Mgr.: Dan McCloskey; Sales & Mktg. Mgr.: Arthur Constantine.

08057. Tel: (609) 235-3511. Gen. Mgr.: Dan McCloskey; Sales & Mktg. Mgr.: Arthur Constantine.
Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape. (M)
Fuji Photo Film USA Inc.. 350 Fifth Ave., 70th fl., New York, N.Y. 10001. Tel: (212) 736-3335. Gen. Mgr.: John Dale; Sales Mgr.: Terrance C. Donnelly.
Product: Tape carrying & storage cases (Erect-a-Set). (M)
Gabriel Mtg. Co. Inc., 125 S. Liberty Dr., Stoney Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmond Gabriel; Sales Mgr.: Vin Tullo: Adv. Mgr.: William Meyer.
Product: Head cleaners. (M)
Gold-ens, see Discwasher.
Gusdorf Corp., 6900 Manchester Ave., St. Louis, Mo. 63143. Tel: (314) 647-1207. Pres.: John Gusdorf; VP Mktg.: Michael Wertman; Adv. Mgr.: Michael Sheperis.
Product: Carrying & storage cases, record storage cabinets.
Hagerstown Leather Goods Co., PO Box 470, 858 Willow Circle, Hagerstown, Md. 21740. Tel: (301) 739-3594. Pres.: Harold N. Taylor; Sales Mgr.: Sherman F. Kendall Jr.; Adv. Mgr.: Austyn Granville.
Product: Record & tape carrying & storage cases. (M)

Sales Mgr.: Sherman F. Kendall Jr.; Adv. Mgr.: Austyn Granville. Product: Record & tape carrying & storage cases. (M)
Han-D-Mag, see R.B. Annis.
Hartzell Custom Prods., Turtle Lake, Wis 54889. Tel: (715) 986-4407. Product: Audio & video record & tape carrying & storage cases (The Organizer). (M)
Herald Electronics, 6611 Lincoln Ave., Lincoln-wood, Ill. 60016. Tel: (312) 675-1100. Pres.: Charles F. Kellner; Sales Mgr.: Hank Katz. Product: 45 rpm adapters. demagnetizers. Horian Eng'g Inc., 12381 Schaeter Hwy. Detroit. Mich. 48227. Tel: (313) 933-6900. Pres.: Richard C. Horian; Sales Mgr.: Robert L. Horian; Adv. Mgr.: Claudette Orr Product: Record & tape carrying & storage cases; cleaners, cloths & brushes (Calibron, Clean-Sweep); head cleaners & demagnetizers (Calibron, Clean-Track). (M)
Barry Imhoff, Prod'ns Inc., 4 E. Eighth St. New York, N.Y. 10003. Tel: (212) 533-9550. Pres.: Barry Imhoff; Sales Mgr.: Chet Woods; Adv. Dir.: John Readey. Product: Mirrors from album jackets. Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plain-view, N.Y. 11803. Tel: (516) 293-5582. Cable: MORHANEX. Telex: 96-7880. Pres.: Sol Zigman; Sales Mgr.: George Krug, Adv. Mgr.: George Taub. Product: Herb Yassky. Product: Gassett storage library, tape carousels & storage centers, demagnetizers, needles.
Jacksonville Ginter Box Co. Inc., 2527 Walnut St., Jacksonville Ginter Box Co. Inc., 2527 Walnut St., Jacksonville, Fla. 32206. Tel: (904) 355-

zers, needles.

Jacksonville Ginter Box Co. Inc., 2527 Walnut
St., Jacksonville, Fla. 32206. Tel: (904) 355-

8341. Pres.: John C. Cavanagh; Sales Mgr.: Ed Johnson. Product: LP storage rack (Pack Rack), 8-tr.

Jefmarn Ents. Inc., 46 Werman Court, Plainview, N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan

Product: Head cleaners, leader & splicing

Product: Head cleaners, requer & spinons tape,
King Instrument Corp., 80 Turnpike Rd., West-boro, Mass. 01581. Tel: (617) 366-9141.
Pres.: James L. King; Mktg. Dir.: Paul McGonigle; Sales Mgr.: William E. Cline. Product: Splicing tape.
Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324. Tel: (213) 886-8883. Pres.: William Lang; Sales Mgr.: Floyd Sanders; Adv. Mgr.: Bruce Lang. Product: Tape carrying & storage cases. (M)

Lafayette Radio Electronics Corp., 111 Jericho Tnpk., Syosset, N.Y. 11791. Tel: (516) 921-7700.

Lafayette Radio Electronics Corp., 111 Jericho Tnpk., Syossef, N.Y. 11791. Tel: (516) 921-7700.

Product: Demagnetizers. (M)
Le-Bo Prods. Co. Inc., 58-60 Grand Ave., Maspeth. N.Y. 11378. Tel: (212) 894-5155. Pres.: Al Alexander, Adv. Mgr.: Gary Schwartz. Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners. (M)
Lenco-clean, see Skyborough.
Lifetime Protectors, see Bowers.
List-O-Tapes (div. of Trade Serv. Publ'ns Inc.), 2720 Beverly Blvd. Los Angeles, Calif. 90057. Tel: (213) 385-4211. Pres.: J.A. Simpson; VP. W.A. Mundy. Product: Tape catalog servs.
Loranger Mfg. Corp., Entertainment Prods. Div., 10-38. Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. Pres.: J. Albert Loranger, Div. Mgr.: Robert Loranger, Biv. Mgr.: Robert Loranger, Product: Tape carrying & storage cases (M) M M C. see Magnetic Mktg. M R S, see M.R. Sand.
Magnesonics Sales & Mfg. Co., PO Box 758. Zip-93001: 3740-E. Transport, Ventura, Calif. 93003. Tel: (805) 642-3092. Pres.: Donald P. Grosslight; Sales Mgr.: Gregory Grosslight. Product: Bulk erasers (Erase-Sure), cassette rewinder (Rapid-Winder).
Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3502. Pres.: Thomas J. Hotbauer, Sales Mgr.: Magnetic Mktg. Corp., 29 OE asstern Pkwy, Farmingdale, N.Y. 11735. Tel: (516) 293-1010, Pres.: Aaron Wasserstrom; Gen Mgr.: Douglas Scott. Int'l branch: Korea, IPO Box 5006. Seoul. Product: Leader tape. (M)
Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis Ind 46222 Tel: (317) 856-3731.

Int'l branch: Korea, IPO Box 5006, Seoul. Product: Leader tape. (M)
Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel: (317) 856-3731. Product: Head cleaners. (M)
Marsand Inds. Inc., 5150 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 938-2755. Exec. VP: Martin A. Waterman; Sales Mgr.: Leon Young. Exec. VP: Martin A, Waterman; Sales Mgr.: Leon Young. Product: Record & tape carrying & storage cases. (M)

cases. (M)
Mastro Inds. Inc., 3040 Webster Ave., Bronx,
N.Y. 10467. Tel: (212) 547-5600. Pres.;
Mario Maccaferri; VP: Nicholas Perazzo.
Product: Head cleaners, 8-tr. dust caps.

Vernon McMillan Inc., 801 Newark Ave., Eliza-beth, N.J. 07208. Tel: (201) 352-8800. Pres.; Alexander R. Noble; Corporate Mktg. Dir.:

Passavant, the quality name in magnetic tape

Alfred F. Calabro; Sales Mgr.: Donald R. Ste-

Alfred F. Calabro; Sales Mgr.: Donald R. Stevenson.

Product: Record & tape carrying & storage cases (Amberg). (M)

morex Corp., 1600 Memorex Dr., Santa Clara, Calif. 95052. Tel: (408) 987-1752. Pres.: Robert C. Wilson; Mktg. Mgr.: John C. Rohrer; Sales Mgr.: John R. Humphreys; Promo. Co-ord.: Elizabeth D. Nash. Local branch: 2400 Kifer Rd. Zip: 95052. Tel: 987-2620.

Branches: Los Angeles, Calif., 11340 W. Olympic Blvd. Zip: 90064. Tel: (213) 478-3051—Lombard, III., 335 Eisenhower Ln. S. Zip: 60148. Tel: (312) 620-3240—Southfield, Mich., 24681 Northwestern Hwy., Suite 24. Zip: 48075. Tel: (313) 354-0240, 353-2670—New York, N.Y., 1700 Broadway. Zip: 10019. Tel: (212) 541-7780—McLean, Va., 7798 Old Springhouse Rd. Zip: 22101. Tel: (703) 821-3300.

Product: 8-tr. & cassette head cleaner, 8-tr.

3300. Product: 8-tr. & cassette head cleaner, 8-tr. head & capstan cleaner, cassette cleaning kit, record cleaner & cleaning fluid, record

Metacom Inc., 707 W. Broadway, Minneapolis, Minn. 55411, Tel: (612) 588-2781. Pres.: James I. McCann; Sales Mgr.: Phillip T. Le-

vin.

Product: Tape carrying & storage cases. (MD)

Metrocare. see RNS.

Metrosound, see RNS.

Micro-Trak Corp., 620 Race St., Holyoke, Mass. 01040. Tel: (413) 536-3551. Pres.: William E. Stacy.

Product: Tape carrying & storage cases. (M)

Microtran Co. Inc., PO Box 236, 145 E. Mineola Ave., Valley Stream, N.Y. 11582. Tel: (516) 561-6050.

Ave., Valley Stream, N.Y. 11582. Tel: (516) 561-6050.
Product: Head cleaners & demagnetizers. (M)
M. A. Miller, see Pageant Miller.
Music Library, see Öxford Pendaflex.
N E R T (New England Record & Tape) (div. of PBN Survey), PO Box 268, 641 Haverhill St. Lawrence, Mass. 01841. Tel: (617) 686-4293. Press. Jerry P. Marcus; Sales Mgr.: Melvin L. Marcus; Adv. Mgr.: B.J. Kankey. Product: Record & tape catalog servs. (PBN Survey), cleaners, cloths & brushes.
Nakamichi Research (USA) Inc., 220 Westbury Ave.. Carle Place. N.Y. 11514. Tel: (516) 333-5440. Press. E. Nakamichi; Mktg. Dir. Ted hakamichi; Sales Dir. Ken Ohba; Technical Dir.: Harron K. Appleman.
Branch: Santa Monica, Callf., 1101 Colorado Ave. Zip: 90404. Tel: (213) 451-5901. Product: Demagnetizers. (MDI)
Helen Neushaefer Div., see Supronics.
Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401. Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape. (M)
Nuclear Prods. Co., PO Box 5178, El Monte 91734; 2519 N. Merced Ave., South El

tape. (M)
Nuclear Prods. Co., PO Box 5178, El Monte
91734; 2519 N. Merced Ave., South El
Monte, Calif. 91733. Tel: (213) 283-2603,
444-3852. Pres. & Gen. Mgr.: Richard M. Ev-

leth. **Product:** Record cleaning brush (Staticmaster). (M)

Olson Electronics Inc. (sub. of Teledyne Corp.), 260 S. Forge St., Akron, Ohio 44327. Tel. (216) 535-1800. Product: Demagnetizers, splicing & editing

equip.

One-Spot Publ'g (div. of Trade Serv. Publ'ns Inc.), 701 E. Prospect Ave., Mount Prospect. Ill. 60056. Tel: (312) 392-1720. Pres.: J.A. Simpson: VP & Gen. Mgr.: E.V Mironko; Circulation: R. Morin.

Product: Record catalog servs.

The Organizer, see Hartzell.

Oxford Pendallex Corp. Cipton Rd. Gardon

The Organizer, see Hartzell.
Oxford Pendaflex Corp., Clinton Rd., Garden City, N.Y. 11530, Tel: (516) 741-3200, Pres.: William Thompson; Mass Mktg. Mgr.: Al Tamashasky; Sales Mgr.: Kevin Botkin; Adv. Mgr.: Härry Dion.

Product: Record & tape carrying & storage cases (Music Library). (M)
P B N Survey, see NERT.
P/M I, see Pageant Miller.
Pack Rack, see Jacksonville.
Pageant Miller Inds., 605 Northern Blvd., Chinchilla, Pa. 18410, Tel: (717) 587-4771.
Owner & Pres.: Alan F. Wormser; Nat'l Sales Mgr.: M.J. Fields; Adv. Mgr.: J.A. Johndrow.
Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all P/MI); needles (M.A. Miller, Pageant). (M)
Paramount Wire Prods., 1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601.
Pres.. Joseph D. Winston; Sales & Adv. Mgr.: Charles W. Holmes.
Product: Tape storage cases.
Product: Tape storage cases.
Peerless Vid-Tronics Corp., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600.
Pres.: Herb Ravis, VP & Mktg. Dir.: Jerome Geller; Sales Mgr.: Andy Danzico.
Product: Record & tape carrying & storage cases, head cleaners, demagnetizers. (M)
Planstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085. Tel: (212) 623-1360. Pres. & Adv. Mgr.: Merle R. Nelson; Sales Mgr.: C. Al Clinton.
Product: Cleaners, cloths, brushes, 45 rpm adaptors, head cleaners (all Pfantone); needles (Pfanstiehl).
Plantone, see Pfanstiehl.
Phonolog Publ'g (div. of Trade Serv. Publ'ns Inc.), 2720 Beverly Blvd.. Los Angeles, Calif. 90057. Tel: (213) 385-4211. Pres.: J.A. Simpson: VP: W.A. Mundy.
Product: Record catalog serv.
Pickwick Mg. Co., 7500 Excelsior Blvd.. Minneapolis. Minn. 55426. Tel: (612) 932-7641.
Pres.: C. charles Smith; Nat'l Sales Mgr.: Daniel P. Mahoney.
Product: Record & tape carrying & storage cases. (M)
Pixmobile, see Advance Prods.
Pixoff, see Sonic Research.
Plastic Way. see Aspen.
Port-A-Tune, see Action Leathercraft.
Pratt-Spector Corp., 46 Merrick Rd., Rockville Centre. N.Y. 11570. Tel: (516) 764-5061; NYC (212) 227-0008. Pres.: Stanley Gilman; Tape Sales Mgr.: Howard Stallon: Adv. Mgr.: Andrew Barr.
Product: Leader tape (M); splicing tape (CMC). (DI)
Pro-Disc. see Discwasher.
Protect Your Records, see Bowers.
QR K Electronic Prods. inc., 1568 N. Sierra Vista Ave.

Quiet One, see Audio-Kare.

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y.
10462. Tel: (212) 892-6700.

Product: Tape carrying & storage cases. (M)
R N S Inc., 7 Manor Dr., Oak Ridge, N.J. 07438.
Tel: (201) 697-2212. Pres.: Robert N.
Schwartz; Customer Serv. Mgr.: Elaine Alta-

mura. **Product**: Cleaners, cloths & brushes (Metrocare, Metrosound); head cleaners, leader &

splicing tape. (I)
Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76102. Tel: (817) 390-3011. Pres.: Lewis Kornfeld; Sales Mgr.: Bernard Appel; Adv. Mgr.: Lawrence E. Blostein, Nat'l Pub. Mgr.: Hy Siegel. Product: Record & tape carrying & storage cases, cleaners. cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape, 8-tr. & cassette repair kits (Realistic). (M)
Rapid-Winder, see Magnesonics.
Realistic, see Radio Shack.
Record Basic, see Audiotex.
Record-Mate, see Akro-Mils.
Record Plus, see Audiotex.

Record Plus, see Audiotex. Record Purifier, see Audiotex.

Record Research Inc., PO Box 200, Menomonee Falls, Wis. 53051. Tel: (414) 251-5408. Pres.: Joel Whitburn; Gen. Mgr.: William Hath-

Record Research Inc., PO Box 200, Menomonee Falls, Wis. 53051. Tel. (414) 251-5408. Press.: Joel Whitburn; Gen. Mgr.: William Hathaway.
Product: Record catalog servs.
Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Press.: Robert Borchardt; Sales Mgr.: George Calvi; Adv. Mgr.: Peter Wish.
Product: Record & tape carrying & storage cases, record & tape catalog servs., 45 rpm adapters. needles, leader & splicing tape (all Recoton): cleaners, cloths & brushes (Black Magic. Clean Sound): head cleaners & demagnetizers (Black Magic & Recoton). (M)
Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel: (212) 544-9800. Press.: Marshall Weingarden; Sales Mgr.: Alison Smith; Adv. Mgr.: Barbara Weingarden.
Product: Record & audio & video cassette vinyl storage cases. (M)
Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888.
Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, needles (custom plastic & rubber injection molding only).
Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200.
Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, leader & splicing tape, bulk erasers, tape cleaners (Soundtrack Scrubber)
Rotel of America Inc., 1055 Saw Mill River Rd., Ardsley, N.Y. 10502. Tel: (914) 693-3355. Pres.: Alfred Choy, VP: Melvin J. Kaplan; Adv. Mgr.: C. Dashew.
Product: Cleaners & brushes. (M)
Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520. Tel: (616) 868-2880. Pres.: Mervin A. Dayan.
Product: Record & tape carrying & storage cases (Add 'n Stac) (M); head cleaners & demagnetizers (Royal Sound) (I).
C-1, see Discwasher.
S K Ents Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (805) 495-1214. Pres.: Mrs. S.F. Kara; Adv. Mgr.: Stephen Kara.
Product: Head cleaners. (M)

Kara.

Product: Head cleaners (M)

R. Sand & Co., PO Box 2255, 6211 Milan Rd.,
Sandusky, Ohio 44870, Tel: (419) 625-0028.

Owner: Joseph F. Yost III.
Product: Head cleaners (MRS). (M)
Sav-A-Tape, see Audio Accessories.
Savoy Leather Mfg. Corp., PO Box 176, Ward Hill
Ind'l Park, Neck Rd., Haverhill, Mass. 01830.
Tel: (617) 374-0351. Pres.: Norman E.
Savoy.
Sales office: Newton Upper Falls, Mass.,
1039 Chestnut St. Zip: 02164. Tel: (617) 9640530.

1039 Chestnut St. ZIP. UZ 103.
10530.
Product: Tape carrying & storage cases.
101 Adhesive Prods. Inc. (a Saxon Co.), 880
Garfield Ave., Jersey City, N.J. 07305. Tel:
(201) 451-0202, NYC (212) 964-1714. VP
Mktg.: Steven Dauman; Adv. Mgr.: George
Ratiowsky.
Product: Splicing tape (Adhere-on) (M)
1101 Prods. Inc., 215 N. Rt. 303. Congers, N.Y.

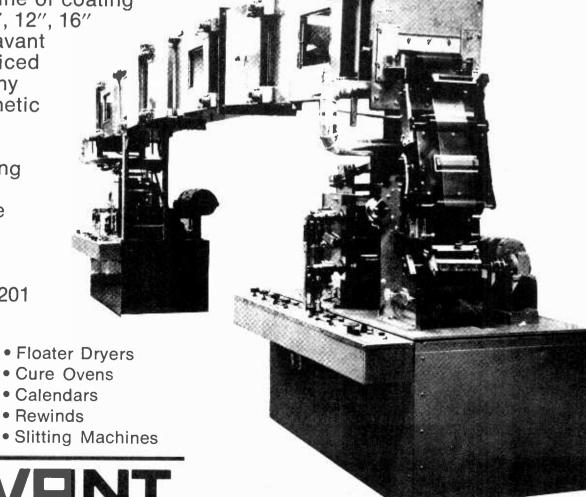
Product: Splicing tape (Adhere-on) (M)
Saxton Prods. Inc., 215 N. Rt. 303. Congers, N.Y.
10920. Tel: (914) 268-6846.
Product Demagnetizers (DI), needles (M).
Scotch, see 3M
Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, III. 60616. Tel. (312) 842-8221. Pres.: I.
Siegal; Sales Mgr.: R. Siegal.
Product: Record & Tape carrying & storage cases, wire record racks. (MD)
Sentry. Inds. Inc., 221. N. Macquiesten Physic

Sentry Inds. Inc., 221 N. Macquesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Pres.: Harold Rosen; Sales & Adv. Mgr.: Barry Rosen. Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape. (MDI)

MAGNETIC TAPE PROCESSING EQUIPMENT

processing equipment for the past 20 years. manufactures a complete line of coating and slitting machinery in 6", 12", 16" and 26" web widths. Passavant equipment is sold and serviced worldwide and used by many of the world's leading magnetic tape manufacturers. We provide complete package magnetic tape manufacturing facilities to meet your production needs. For more information contact Passavant Corporation, P.O. Box 2503, Birmingham, Ala. U.S.A. 35201

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- Film Cleaners & Washers
- Gravure & Reverse Roll Coaters
- Smoothing & Orientation Equipment
- Floater Dryers
- Cure Ovens
- Slitting Machines



\PRIL 29, 1978, **BILLBOARD**

ervice Mfg. Co. Inc., 155 Saw Mill River Rd., Yonkers, N.Y. 10701. Tel: (914) 476-1700. Pres.: Joseph L. Berkman; VP Sales: Rich-ard Rosenberg. Product: Record & tape carrying & storage

Product: Record & tape carrying & storage cases. (M)
Skyborough Corp., PO Box 458, Fort Washington, Pa. 19034. Tel: (215) 643-3987. Pres.: David J. Fisher; Dist'n Mgr.: Pat Homiller: Sales Mgr.: Welton Smith Jr. Product: Record cleaning fluid (Lencoclean)

clean).
Snap Jack Inc., 805 Clifton Ave., Clifton, N.J.
07013. Tel: (201) 779-0225/0240. Pres.: David T. Coote; VP: Joseph A. Spinella; Sales
Mgr.: Robert Messina.
Product: LP jacket wall frames.

iic Research Inc., 27 Sugar Hollow Rd., Dan-bury, Conn. 06810. (203) 792-8822. Pres.: Peter E. Pritchard; Mktg. Mgr.: R. von

Sacken.

Product: Cleaners (Pixoff) (I), cartridges

Product: Cleaners (Pixoti) (I), Cartridges (Sonics) (M).

The Sound Bug, see Trans Continental.

Sound Furniture Co., PO Box 11499, Clayton. Mo. 63105, Tel: (314) 241-1759, Pres.: Bergio Meabage.

Sound Furniture Co., PO Box 11499, Clayton, Mo. 63105. Tel: (314) 241-1759. Pres.: Bernie Hochman.

Product: Tape carrying & storage cases (The Spinner). (M)
Sound Guard, see Ball.
Soundtrack Scrubber, see Robins.
Spectrotape Corp., PO Box 942, Colton, Calif. 92324. Tel: (714) 825-6744. Pres. & Sales Mgr.: John Y.S. Chan; Sec'y-Treas.: Elsie Chan.

Product: Head cleaners.
Speedex Electronics, 400 S. Wyman, Rockford, III. 61101. Tel: (815) 968-9661. Pres.: A.C. Valiulus; VP Mkgr.: Ed Crockett; Adv. & Sales Promo. Mgr.: W. Sutherland.
Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, splicing tape. (M)
The Spinner, see Sound Furniture.
Stac-All Inc., PO Box 771, Rochester, Mich. 48063. Tel: (313) 652-9711. Pres.: J.E. Joyce: VP: Hope Joyce; Sales Mgr.: Judy A. Craig.
Product: Tape carrying & storage cases (Audio-Stac). (MD)
Staticmaster, see Nuclear Prods.
Sterling Prods. Co. Inc., 1689 Oakdale Ave., West St. Paul, Minn. 55118. Tel: (612) 455-6691.

Product: Tape carrying & storage cases Studio Magnetics Co. Inc., 83 Carlough Rd., Bo-hemia, N.Y. 11716. Tel: (516) 589-4300 Pres.: George Clahane; VP: Craig M. Bala-

Pres.: George Clahane; VP: Craig M. Balaban.
Product: Non-abrasive cassette head cleaners. (M)
Supronics Corp.. Helen Neushaefer Div., 104
New Era Dr., South Plainfield, N.J. 07080.
Tel: (201) 561-5800.
Product: Record carrying & storage cases (Disc-Go-Case). (MD)
TD K Electronics Corp., 755 Eastgate Blvd., Garden City. N.Y. 11530. Tel: (516) 746-0880.
Pres.: Sho Okiyama; Mktg. Dir.: Ken Kohda; Div. Sales Mgr.: Bud Barger.
Branches: Irvine, Calif., 17072 Daimler St. Zip: 92705. Tel: (714) 979-5811. Div. Sales Mgr.: Sandy Cohen—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.

Product: Tape carrying & storage cases, head cleaners. demagnetizers, leader &

Product: lape carrying & storage cases, head cleaners. demagnetizers, leader & splicing tape. (M)
Taberaser, see Taber Mtg.
Taber Mtg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831. Press.: W.D. Taber's Gen. Mgr.: R.H. Keanns. Product: Demagnetizers (Taberaser). (M)
Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel: (516) 561-6080. Press. Arthur Brandwein; Sales Mgr.: M. Medina. Product: Audio & video head cleaners, leader & splicing tape. (M)
Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-9450. Sales Mgr.: Michael T. Mulcahy.

cahy.

Product: Cleaners, cloths, brushes, head cleaners, demagnetizers. (M)
Tape-Mate, see Akro-Mils.
Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Pres.: Masaji Takahashi. Sales Mgr.: Allen Novick; Adv. Mgr.: Paul Worsham; Promos. Co-ord.: Linda Daniels.

Product: Head cleaners & demagnetizers. (M)
Televex. see Aldshire.

Allen Novick; Adv. Mgr.: Paul Worsham; Promos. Co-ord.: Linda Daniels. Product: Head cleaners & demagnetizers. (M)

Center, Bidg. 223-5N. St. Paul, Minn. 55101. Tel: (612) 733-1466. Div. VP: John E. Povolny; Sales Mgr.: Joe L. Leon; Adv. Co-ord. F.E. Dettloff: Adv. Mgr.: Peter M. Gavin. Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip. 99502. Tel: (907) 276-2363. Burbank, Calif., 126 W. Elm Court. Zip. 91502. Tel: (213) 848-5534—Los Angeles. Calif., 6023 S. Garfield Ave. Zip. 90040. Tel: (213) 726-6300—South San Francisco, Calif., 320 Shaw Rd. Zip. 94080. Tel: (415) 589-2663—Washington, D.C., 1101-15 St. NW. Zip: 20005. Tel: (202) 331-6900—Alanta, Ga., 2860 Bankers Ind'l Dr. Zip. 30360. Tel: (404) 447-7000—Honolulu, Hawaii, 2880 Ualena St. Zip. 96819. Tel: (808) 841-0147—Argo, III., 6850 S. Harlem Ave. Zip. 60501. Tel: (312) 496-6500—Needham Heights, Mass., 155 Fourth Ave. Zip. 02194. Tel: (617) 449-0300—Farmington, Mich., 29923 Research Dr. Zip. 48024. Tel: (313) 477-5000—Eagan, Minn., PO Box 3211, St. Paul 55133: 3130 Lexington Ave. S. Zip: 55121. Tel: (612) 733-3300—St. Louis, Mo., PO Box 510, 10725 Baur Blvd. Zip: 63166. Tel: (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07006. Tel: (201) 575-2000—Cincinnatl, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 5918 Rising Sun Ave. Zip: 19120. Tel: (215) 728-5300—Dalas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 324-313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 728-5300—Dalas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 324-3130—Sestelt, Wash., Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel: (206) 244-7200.
Product: Tape carrying & storage cases, head cleaners, leader & splicing tape (Scotch). (M)
Transcriber Co. Inc., PO Box 478, Attleboro, Mass. 02703. Tel: (617) 222-3525. VP: John McDonald.
Product: Cleaners, cloths, brushes, 45 rpm adaptors, head cleaners, demagnetizers, needle

Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape. UTC, see Universal Tape.

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Carson, Calif. 90/40. Tel. (213) 327 323.
Pres.: Edward O. Praeger.
Product: Head cleaners, demagnetizers, leader & splicing tape (A/V Paragon, UTC, Universal). (M)

Universal). (M)
Utopia Ultra-Sound, PO Box 718, 127 S. Fifth St., Newark, Ohio 43055. Tel: (614) 345-9426. Owner: Robert H. Kirk Jr.; Adv. Mgr.: Robert H. Kirk Sr. Product: Head cleaners (MD).

Flodot, Head cleaners (MD).

Rinds, Inc., 1440 S. State College Blvd., Unit 5-H, Anaheim, Calif. 92806, Tel: (714) 635-2400. Pres.: Frank Owen; VP & Sales Mgr.:

Product: Cleaners, cloths & brushes (Vac-O-Rec); demagnetizers (VOR). (M)
Vac-O-Rec, see VOR.
Victory Cassette Ministeries Inc., Victory Park
100, Troutdale, Ore. 97060. Tel: (503) 6634296. Pres.: Dan. E. Gordon; Sales Mgr.:
Janet Gordon; Adv. Mgr.: H. Albus.
Product: Carrying & storage cases (Victory
Home Library Case).
Vizi Co., 1-Box 283, Ellijay, Ga. 30540. Tel: (404)
635-7481. Pres.: E.J. Cylke.
Product: Cassette carrying & storage cases.
Vulcan Binder & Cover (div. of EBSCQ Inds.
Inc.), PO Box 29, Vincent, Ala. 35178. Tel;
(205) 672-2241. VP. R. Denson Parker;
Sales Mgr.: Dudley Pendleton III; Adv. Mgr.:
B.R. Cummings.
Product: Tape carrying & storage cases. (M)
W R E, see Wide Range Electronics.
Walco Electronics (div. of Walco-Linck Corp.),

RECORD & TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

PO Box 769, Rts. 3 & 46, Clifton, N.J. 07015. Tel: (201) 471-1070. Product: Needles. (M) Watts Recordcare, see Elpa.

Webtek Corp., 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel: (213) 937-3511. Pres.: Jo-seph_Klein; VP: John A. Pace; Sales Mgr.:

Ken George.

Branch: Northfield, III., 778 Frontage Rd..

Suite 107. Zip: 60093. Tel: (312) 446-6046. Product: Leader & splicing tape. (M) Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366. Pres.: Otto Rauhut; Mktg. Mgr.: A.S. Duse

Russell.

Product: Bulk erasers, magnetic erasing pencil (WRE). ostat, see Discwasher.

Until the Sound Guard record care work pad, your customers had nothing to work on.
And you had nothing to sell.

Sure, your customers could buy paper towels that scratch. to show on the outside Pieces of velvet that slip. Cloth of any kind with what's on the inside, the Sound Guard record

telltale lint. But for the record, there wasn't anything made

The pad protects one side of the record while your customer works on the other The pad holds the record

that your customers could use to work on.

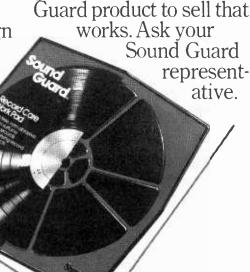
Until the Sound Guard record care work pad. It's non-conductive,

lint-free, and non-abrasive. So your customers' records

don't take a beating on one side while they're working on the other.

Its channel design confines any excess fluid to the pad away from any furniture. The Sound

Guard record care work pad is even easy to keep clean. Just wash it off. Packaged



care work pad doesn't just

something to work on. It gives you another Sound

give your customers



Sound Guard®keeps your good sounds sounding good.

Sound Guard® preservative — Sound Guard™ cleaner — Sound Guard™ Total Record Care System — Sound Guard record care work pad Sound Guard is Ball Corporation's registered trademark. Copyright ©Ball Corporation, 1978. Muncie, IN 47302

BLANK LOADED TAPE & ACCESSORIES WHOLESALERS

The following is a listing of Wholesalers and Independent Distributors of blank tape and record and tape accessories. The lines listed are not necessarily full lines, and the wholesalers and distributors are not necessarily limited to those lines only.

ARIZONA

• PHOENIX (Area Code 602)

Alta Dist'g Co., 2950 W. Catalina Dr. Zip: 85017.
Tel: 269-1411. Pres.: George W. Souvall: VP & Gen. Mgr.: Lee Weimar.
Branch: Salt Lake City, Utah.
Lines: Dynasound, Fidelitone, Hartzell, Le-Bo, Maxell, Memorex, Savoy, Scotch, Tracs, Watte

warts.
Terr.: Ariz.; Southern Calif.; Colo.; Nev.; N.M.; El Paso, Tex.
Associated Dists. Inc., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584.

ARKANSAS

• LITTLE ROCK (Area Code 501)

Central Arkansas School Supply, 1116 W. Markham. Zip: 72201. Tel: 376-9181. Contact: Bennie Jessup. Line: Studio Magnetics.
Bill Fisher Auto Air Conditioning Inc., 2905 Cantrell Rd. Zip: 72202. Tel: 664-0275.
Sieberts Inc. (sub. of Handleman Co.), 6301 Forbing Rd. Zip: 72209. Tel: 562-8800.

• WEST MEMPHIS (Area Code

Boss Ugly Bob Recs., 2314 E. Broadway. Zip: 72301. Tel: 735-6420.
Home office: Memphis, Tenn.
Lines: Astatic, Capitol, Duotone, Fidelitone, Le-Bo, Memorex, Savoy, Shure.

CALIFORNIA

• BUENA PARK (Area Code 714)

Brown Rec. Dist., 7342 Melrose Ave. Zip: 90621. Tel: 522-8351. Pres.: David Mingus; Mgr.: John Olson.
Lines: Action, Audio-Technica, BASF, Calibron, Le-Bo, Maxell, Pfanstiehl, Sound Guard, 3M, Transcriber, Watts.
Terr.: Ariz.; Calif.; Mont.; Nev.; N.M.; Ore.; Wash.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Garmisa Sales, 10457 Lindbrook Dr. Zip: 90024. Tel: 475-8884. Owner: Robert M. Garmisa. Line: Le-Bo. More Music Programming, 4529 Angeles Crest Hwy., La Canada 91011. Tel: 790-7138. Surf City Recs., PO Box 14. Hollywood 90028. Tel: 877-3671. Pres.. Gary M. Theroux; Sales Mgr.: Mark Charger.

ey One Stop, 6737 Valjean Ave., Van Nuys 91406. Tel: 782-6420. Pres.: Michael Lipton;

91406. Tel: 782-6420. Pres.: Michael Lipton; Buyer: Maggie Lewis. Home office: Oakland (San Francisco & Bay Area), Calif., The Music People Inc. Lines: BASF, Columbia. Terr.: Southern Calif.: Hawaii. rldw. Mlg. Co. Ltd., 1212 N. La Brea Ave., Hollywood 90038. Tel: 466-3324. Pres.: Louis R. Baptista.

• SACRAMENTO (Area Code 916)

Alpha-Media, PO Box 254452, 8996 Fruitridge Zip: 95825. Tel: 383-4385. Owner: Vladimir Sirota.

• SAN FRANCISCO & BAY AREA (Area Code 415)

Cal West Mktg., 14278 Wicks Blvd., San Leandro 94577_Tel: 483-9370. Pres.: Lynn McMillen.

94577. Tel: 483-9370. Pres.: Lynn McMillen. Line: Tracker.
Paul Lindner & Co., 1485 Bayshore Blvd. Zip: 94124. Tel: 755-2008.
Major Dists. Inc., 4189 First St., No. 200. Livermore 94550. Tel: 455-6868. Mgr.: Don Thurman.

Thurman.
Home office: Tukwila (Seattle Area), Wash.
Lines: BASF, Le-Bo, Transcriber.
Terr.: Northern Calif.
Music People Inc., 1025 W. MacArthur
Blvd., Oakland 94608. Tel: 653-5811. Mgr.:
Filiot Plaine Blvd., Oakland 94bub. 161. 052 Elliot Blaine. Branch: Van Nuys (Los Angeles Metropoli-tan Area), Califi, Valley One Stop. Lines: BASF, Columbia. evision Assocs. Inc., 2410 Charleston Rd., Mountain View 94043. Tel: 967-6040. Lines: Memorex, Scotch, Sony.

• SAN JOSE (Area Code 408)

Ideal Recs., 377 S. First St. Zip: 95113. Tel: 289-1220.

• SAN LUIS OBISPO (Area Code 805)

Square Deal Rec. Co., 169 Prado Rd. Zip: 93406. Tel: 543-3636. TWX: (910) 351-6700.

SHELL BEACH (Area Code 805)

The Essentials, 761 Shell Beach Rd. Zip: 93449 Tel: 773-1555. Pres.: Roger Rohrs. Line: Ampex.

COLORADO

• DENVER AREA (Area Code 303)

Mile Hi One Stop Inc., 77 Kalamath St. Zip: 80223. Tel: 629-1960. Mgr.: Bob Jacobs.

Home office: Skokie (Chicago Metropolitan Area), III., Sound Unlimited Inc. Lines: Action, Ampex, Audio Buff, Calibron, Capitol 1, Century, Discwasher, Le-Bo, Maxell, Memorex, Nortronics, Peerless, Pfanstiehl, Rec-O-Vac, Ronco, Scotch, Shure, Sound Guard, Stanton, TDK, Watts. Orwaka Dist. Inc., 2100 E. 112, Northglenn 80233. Tel: 451-8428; WATS (800) 525-8757.

CONNECTICUT

HARTFORD AREA (Area Code 203)

Rockwell Audio Visual, 192 Burnham St., South Windsor 06074, Tel: 528-9091. Contact: Dick Carlson. Line: Studio Magnetics.

Tin Pan Recs. Inc., 157 Charter Oak Ave. Zip: 06106. Tel: 278-5222. Pres.: Thomas J. Markoski. Lines: Ampex. Electro-Voice. Peerless,

Recoton. Terr.: New England; N.Y.

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

Schwartz Bros. Inc., 2146 24 Pl. NE. Zip: 20018. Tel: 529-5700.

FLORIDA

• FORT LAUDERDALE (Area Code 305)

Central Audio-Visual, 1212 S. Andrews Ave. Zip: 33316. Tel: 522-3796. Contact: Mike Lever. Line: Studio Magnetics.

HOLLYWOOD (Area Code 305)

Together Dist. Co., 450 N. Park Rd. Zip: 33021.
Tel: 966-1101. Sales Mgr.: Bob Lavalle.
Home office: Norcross (Allanta Metropolitan Area), Ga.
Line: Savoy.
Terr. Southeastern USA.

• JACKSONVILLE (Area Code 904)

Calco Dists. Inc., 7656 Lem Turner Rd. Zip: 32208, Tel: 768-4883. Pres.: Calvin Davis. Lines: Audio Magnetics, BASF, BSR, Calco, Fidelitone, Garrard, Pageant. Savoy. Speedex, VM, Vanco, Walco, XHE. Terr.: Northern Fla.: Southern Ga.

• MIAMI METROPOLITAN AREA (Area Code 305)

(Area Code 305)

Duotone Co. Inc., 6875 SW 81 St. Zip: 33143.
Tel: 665-1121. Pres.: Stephen Nester Sr.;
Sales Mgr.: Stephen Gibson Nester.
M J S Entertainment Corp., 8230 NW 56 St. Zip:
33166. Tel: 592-6085.
Pickwick Int'l Inc., Dist in Div., 13145 NW 45 Ave.,
Opa Locka 33054. Tel: 685-7601.
Southern Rec. & Tape Servs. Inc., 1020 E. 14 St.,
Hialeah 33010. Tel: 885-4625.
Specialty Dists. Inc., PO Box 4155, Normandy
Sta., Miami Beach 33141. Tel: 758-0000.

• ORLANDO (Area Code 305)

John Heischman Co., 431 Gaston Foster Rd. Zip: 32807. Tel: 275-3040. Contact. John Heischman. Line: Studio Magnetics.

GEORGIA

• ATLANTA METROPOLITAN AREA (Area Code 404)

Duplex Rec. Dist. of Atlanta, 699 McDaniel St. SW. Zip: 30310. Tel: 524-9174.
One Stop Rec. House Inc., 210 16 St. Zip: 30318. Tel: 875-9777. Pres: Hugh T. West; Sales Mdr.: John I. Boggan.

Tel: 875-9777. Pres.: Hugh T. West; Sales Mgr.: John I. Boggan.
Lines: BASF, Capitol. Le-Bo, Pfanstiehl.
Terr.: Southeastern USA.
Ithland Recs. Dist'g Co., 6664 Jimmy Carter Blvd., Norcross 30071. Tel: 447-9730.
a Rec. & Tape Dist. Co. Inc., 582 Armour Circle NE. Zip: 30324. Tel: 875-2555. Pres.: Gwen M. Kesler; VP & Sales Mgr.: R.W. Sanders.

Sanders.
Lines: Capitol, Discwasher, Fidelitone, Le-Bo, Maxell, Sound Guard.
Terr.: Ala.; Ga.; N.C.; S.C.; Tenn.
Together Dist. Co., 6405 Atlantic Blvd., Norcross 30071. Tel: 449-7900. Gen. Mgr.: Chuck

Huesman.
Branch: Hollywood, Fla.
Line: Savoy.
Terr.: Southeastern USA.

CLARKESVILLE (Area Code 404)

Clarkesville Rec. Sales Co. Inc., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Pres.: Peter J. Rosetty; Mgr.: James Stockton Line: Le-Bo. Terr.: Ala.; Fla.; Ga.; N C.; S.C.

• HONOLULU (Area Code 808)

Microphone Music Inc., 2077 S. Beretania St Zip: 96824. Tel: 946-1488. Pres.: Ken Kaiz-

awa.
Lines: Le-Bo, Savoy.
Terr.: Hawaii.
Nylen Bros. & Co. Ltd., 820 S. Beretania. Zip: 96813. Tel: 538-1171.
Lines: Electro-Voice, General Cement, Panasonic, 3M.
Terr.: Honolulu County, Hawaii.

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

Galgano Dist. Corp., 4147 W. Armitage. Zip: 60639. Tel: 235-3800. Pres.: Tony Galgano; VP: John Galgano. Lines: Capitol, Le-Bo, Maxell. Memorex. Pageant, Recoton, Scotch. TDK. Terr.: Midwest.

Kinnara Rec. & Tape Dist., 4323 N. Elston Ave.
Zip: 60641. Tel: 588-7735. Pres.: Raeburn
Flerlage; Sales/Opns. Mgr.: Kevin Papuga.
Line: Advent.
Terr.: Ill.: Ind.: Mich.; Mo.; Wis.
Sound Unlimited Inc., 5404 W. Touhy Ave.,
Skokie 60076. Tel: 674-0850. Pres.: Noel A.
Gimbel; Gen. Mgr.: David Solomon; Mgr.:
Stan Meyers.
Branch: Denver, Colo., Mile Hi One Stop Inc
Lines: Action, Ampex. Audio Buff, Calibron,
Capitol 1, Century, Discwasher, Le-Bo, Maxell. Memorex, Nortronics, Peerless.
Pfanstiehl, Rec-O-Vac, Ronco, Scotch,
Shure, Sound Guard, Stanton, TDK, Watts.
Terr.: Ill.; Ind.; Mich.; Wis.; other parts of
USA.

INDIANA

• INDIANAPOLIS (Area Code 317)

Circle City Dists., 603 W. 11 St. Zip: 46202. Tel: 632-3365. Pres.: Celester Neeley; Mgr.: Ron Harris. Lines: Custom Case. Pfanstiehl, Premium,

Scotch.

Terr.: Southern III.; Ind.; Southern Ohio.
Terr.: G. Freije; VP &
Gen. Mgr.: David M. Crockett; Mktg. Mgr.:
Steve Druley.
Lines: Audio-Technica, Capitol, Discwasher, Maxell, Memorex, Rictronics, Service,
Sound Guard, TDK, Watts.
Terr.: Midwest.

KANSAS

• SHAWNEE MISSION (Area Code 913)

Vanguard Systems Inc., 4210 Johnson Dr. Zip: 66205. Tel: 432-1141. Contact: Robert Stutz. Line: Studio Magnetics.

KENTUCKY

• CAMPBELLSVILLE (Area Code 502)

Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Pres.: Ran-dall B. Herron. Terr.: Ind.; Ky.; Tenn

LOUISIANA

• NEW ORLEANS (Area Code 504)

All South Dist., 1924 Lafayette St. Zip: 70113.
Tel: 568-0971. Pres: Warren Hildebrand;
Sales & Opns. Mgr.: Richard Brown.
Lines: Capitol, Fidelitone, Le-Bo, Memorex,
Savoy.
Terr.: Mobile, Ala.; La.: Miss.

• SHREVEPORT (Area Code 318)

B & B Sales Inc., 420 E 70 St. Zip: 71106. Tel: 869-3383.

VILLE PLATTE (Area Code 318)

Floyd's Whsle. Dist'g Co. Inc., PO Drawer 10, 434 E. Main St. Zip: 70586. Tel: 363-2184 Pres.: Floyd Soileau; Sales Mgr.: Ray La-fleur. Lines: Capitol, Le-Bo, Memorex, Pfanstiehl,

Terr.: Central & Southern La.; Western Miss.; East Tex.

(Continued on page TAV-37)

WE **KEEP TAPE** IN SHAPE

No matter what shape tape recorder-cassette, cartridge or reel to reel-Recoton's Black Magic Tape Care Products will keep them in shape.

Beautifully packaged, and in eye

catching displays, Recoton's Black Magic™ tape care products are the highest quality on the market today. The Recoton name has meant

quality for over 40 years. Profit from it.





Tape Audio Video MARKET SOURCEBOOK

RECORD & TAPE STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS & IMPORTERS

The key to the abbreviations following the company listings is: ((M) Manufactuer, (D) Distributor, (I) Importer.

A-Bee Syndicate Inc., 230 Fifth Ave., New York, N.Y. 10001. Tel: (212) 684-7850. Pres.: Arnold Miller; Sales Mgr.: Tom Neary. Product: Record & tape display racks. (M) George Alexander Group Inc., 1063 Post Rd., Darien, Conn. 06820. Tel: (203) 655-7791. NYC (212) 886-5600. Pres.: Kev Devejiań. Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards. American, Tane, Corp., 1116. Edgewater Ave.

onvider cards. erican Tape Corp., 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel: (201) 943-7860. Pres.: Donald H. Gabor. Product: Tape browser boxes, tape display

racks.

Ampro Inc. (sub. of GRT Corp.), 1624 Toal St., Charlotte, N.C. 28206. Tel: (704) 334-5341. VP & Gen. Mgr.: Fred E. Martinitz. Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards. (MI)

Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 248-5100. Pres.: Art Hochman; Adv. Mgr.: Lori Sidlar. Product: Record browser boxes, record display racks. (M)

Ted Bushman Signs, 627 Broadway, Massa-

Bushman Signs, 627 Broadway, Massa-pequa, N.Y. 11758. Tel: (516) 798-8590. Owner: Ted Bushman. Product: Record & tape divider cords for the cords.

Owner: Ted Bushman.
Product: Record & tape divider cards & signs. (M)
C E S Rec'g Inc., 4960G S. 83 East Ave., Tulsa, Okla. 74145. Tel: (918) 627-8474. Pres.: B.W. Thomas; Sales Mgr.: Frankie Stricker.
Product: Tape display racks. (M)

Product: Tape display racks. (M)
Carter Corp., 1916 11 St., Rockford, III. 61108.
Tel: (815) 397-3200. Press: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Adv. Mgr.: Donald Clark.
Product: Record display racks (Carter-Craft). (M)
Central Plastics, 3701 M. Buteri, Rd. Co.

Craft), (M)
Central Plastics, 2701 N. Pulaski Rd., Chicago, III. 60639. Tel: (312) 235-3300. Pres. & Gen. Mgr.: H.R. Greenwald; Adv. Mgr.: J.T. Flynn. Branch: Rockford, III., Rockford Central Plastics, 2101 23 Ave. Zip: 61101. Tel: (815) 397-4465. Product Record browser boxes, record display racks, record divider cards. (M)

Container-Kraft Inc., 8321 De Celis Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721. Product: Record & tape browser boxes, record & tape display racks.

Creative Store Equip. Inc., PO Box 933, 1000 Airport Rd., Terrell, Tex. 75160. Tel: (214) 563-5869, 226-7248. Pres.; Jerry G. White; Sales Mgr.: John Bowen; Adv. Mgr.: Jackie Aslin. Product: Record & tape display racks. Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-4106. Pres.: Al Metzger; Nat'l Sales Mgr.: Judy Harris.

Judy Harris.

Product: Record & tape divider cards. (M) m Corp., 1 Park St., Amsterdam, N.Y. 12010. Dajim Corp., 1 Park St., Amsterdam, N.Y. 12010.
Tel: (518) 842-4800, Pres.: James DiCaterino; Sales & Adv. Mgr.: Dan Di Caterino.
Product: Record browser boxes, record & tape display racks (Monark). (M)
Design Fabrications (div. of Vinyl Interior Prods.
Ltd.), 1215 Wheaton St., Troy, Mich 48084.
Tel: (313) 689-8206, Pres.: Bruce R. Dych.
Product: Record & tape display racks. (M)
Devon Design Corp., 1319 Lafayette Blvd., Fredericksburg, Va. 22401. Tel: (703) 373-3000.
Pres.: Clive Rumble, Gen. Mgr.: H. Rumble,
Product: Record & tape display racks
(Space Saver). (M)
Dielectrics Inc., 6 Second Ave., Chicopee, Mass.

(epide daver), (fr) lectrics Inc., 6 Second Ave., Chicopee, Mass. 01020. Tel: (413) 598-8308. Pres.: Earl S. Stahl; Exec. VP: Eric C. Stahl. Product: Record & tape divider cards.

Display Equip. Mfg. Co., 711 S. Orchard St., Seattle, Wash. 98108. Tel: (206) 762-0711. Gen. Mgr.: Jerry Schoeler; Sales Mgr.: Weldon Dolgoff; Adv. Mgr.: Lynda Hobson. Product: Record browser boxes, record & tape display racks. (MD)

tape display racks. (MD)
Display Media Inc., 120 Laura Dr., Addison, III.
60101, Tel: (312) 625-3340, Pres. & Sales
Mgr.: James R. Walsh,
Product: Tape Display racks (Securette). (I)

Product: 1ape Display acks (Sectione): (1)

R H Sales Corp., 221 W. 57 St., New York, N.Y.

10019. Tel: (212) 582-4200. Pres.: Lee Halpern; Sr. Exec. VP: Howard Roseff; Adv. Mgr.: Michael Halpern.

Product: Record & tape browser boxes, record & tape display racks.

record & tape display racks.

E V Game Inc., 186 Buffalo Ave., Freeport, N.Y.
11520. Tel: (516) 378-0440. Pres.: Michael
Damsky; Sales Mgr.: Syl Landro; Adv.
Co-ord.: Charlotte Larson.
Product: Record & tape display racks. (M)
Eagle Music Co., 3230 Evergreen, Jacksonville,
Fla. 32206. Tel: (904) 356-1536. Pres.: Glen
Copeland; Sales Mgr.: Helen Carroll.
Product: Tape display racks.

Elpa Mktg. Inds. Inc., Thornes & Atlantic Aves., Garden City Park, N.Y. 11040. Tel: (516)

746-3002. Branch: Scottsdale, Arlz., 7301 E. Evans Rd. Zip: 85260. Tel: (602) 948-1070. Product: Record display racks, record di-

Product, necos and product and

08057. Tel: (609) 235-3511. Gen. Mgr.: Dan McCloskey; Sales & Mktg. Mgr.: Arthur Constantine.

Product: Tape display racks. (M)
Freedman Artcraft Eng'g Corp., PO Box 228, Charlevoix, Mich. 49720. Tel: (616) 547; 6501. Press. Jack C. Grubaugh; Sales Mgr.: L.L. Espich: Adv. Mgr.: Max E. Hosmer.

Branch: City of Industry, Calif., 14424 Bonellist. Zip. 91744. Tel: (213) 968-9591. Sales & Opns. Mgr.: Ron Lloyd.

Product: Record & tape browser boxes, record & tape display racks.

Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701. Tel: (702) 882-9333. Pres.: Warren Perkins.

Product: Record & tape divider cards. (M)

Hamilton Fixture Co., PO Box 658, Zip: 45012; 4805 Hamilton-Middletown Rd., Hamilton, Ohio 45011. Tel: (513) 868-2144. Pres.: John Schlegel; Sales Mgr.: John Overmann.

Product: Record & tape browser boxes, record & tape display racks. (MD)

Kajac Rec. Corp., 155 First St., Carlisle, lowa 50047. Tel: (515) 989-0876, Pres.: Harold L. Luick.

Product: Record & tape display racks. (M)

Kajac Rec. Corp., 155 First St., Catinsie, Ioma 50047. Tel: (515) 989-0876, Pres.: Harold L. Luick.

Product: Record & tape display racks. (M)

Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel: (212) 387-1747.

Pres.: I. Kobrin; Sales Mgr.: Samuel Kobrin; Adv. Mgr.: Ben Kobrin.

Product: Record & tape browser boxes, record & tape display racks. (M)

Le-Bo Prods. Co. Inc., 58-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Pres.: Al Alexander; Adv. Mgr.: Gary Schwartz.

Product: Record & tape divider cards. (M)

Liberty Fixture Inc., 2467 Mariposa Rd., Stockton, Calif. 95206. Tel: (209) 948-1176. Pres., Sales & Adv. Mgr.: Leonard Semler.

Product: Browser boxes, display racks. (M)

Loranger Mfg. Corp., Entertainment Prods. Div. 10-38 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. Pres.: J. Albert Loranger: Div. Mgr.: Robert Loranger.

Product: Tape browser boxes. (M)

Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel: (317) 856-3731.

Product: Tape display racks. (M)

Product: Tape display racks. (M)
Monark see Dajim.
Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401.
Product: Tape display racks.
Product: Tape display racks.
Alhambra, Calif. 91803. Tel: (213) 570-1601.
Pres.: Joseph D. Winston; Sales & Adv. Mgr.: Charles W. Holmes.
Product: Record browser boxes, record display racks. (M)
Charlie Passantino Inc., 311 W. 43 St., 5th fl., New York, N.Y. 10036. Tel: (212) 586-1469.
Pres.: Charles V. Passantino; Adv. Mgr.: Bob Passantino.

Pres.: Charles V. Passantino; Adv. Mgr.: Bob Passantino. Product: Divider cards. (M) Pickwick Mtg. Co., 7500 Excelsior Blvd., Min-neapolis, Minn. 55426. Tel: (612) 932-7641. Pres.: C. Charles Smith; Nat'l Sales Mgr.: Daniel P. Mahoney. Product: Browser boxes, display racks. (M) Record Wide Dists., 1755 Chase Dr., Fenton, Mo. 63026. Tel: (314) 343-7100. Contact: Jim Adams.

Adams.

Product: Wire record & 8-tr. racks.

Adams.
Product: Wire record & 8-tr. racks.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Peter Borchardt; Sales Mgr.: George Calvi; Adv. Mgr.: Peter Wish.
Product: Record & tape divider cards.
Rockford Central Plastics, see Central Plastics. Scotch, see 3M.
Securette, see Display Media.
Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.
Product: Record display racks. (MD)
Space Saver, see Devon Design.
Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Pres. & Gen. Mgr.: Norman W. Morgan; Sales & Adv. Mgr.: William P. Miller.
Branch: Chicago, Ill., 1825 W. Chicago Ave. Zip: 60622. Tel: (312) 829-0549.
Product: Record divider cards. (MD)
Sterling Title Strip Co. Inc., 1175 Broad St., New-

Sterling Title Strip Co. Inc., 1175 Broad St., New-ark, N.J. 07114. Tel: (201) 243-0222. Pres.: Dick Steinberg; Sales Mgr.: William

Product: Divider cards (M).
Co., Magnetic Audio/Video Prods. Div., 3M
Center, Bldg. 223-5N, St. Paul, Minn. 55101.

Tel: (612) 733-1466. Div. VP: John E. Povolny; Sales Mgr.: Joe L. Leon; Adv. Co-ord.: F.E. Dettloff; Adv. Mgr.: Peter M. Gavin. Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip; 99502. Tel: (907) 276-2363—Burbank, Callf., 126 W. Elm Court. Zip; 91502. Tel: (213) 848-5534—Los Angeles, Cailf., 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-6300—South San Francisco, Callf., 320 Shaw Rd. Zip; 94080. Tel: (415) 589-2663—Washington, D.C., 1101 15 St. NW. Zip; 20005. Tel: (202) 331-6900—Atlanta, Ga., 2860 Bankers Ind'l Dr. Zip; 30360. Tel: (404) 447-7000—Honolulu, Hawali, 2880 Uatena St. Zip: 96819. Tel: (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave. Zip; 60501. Tel: (312) 496-6500—Needham Heights, Mass., 155 Fourth Ave. Zip; 2194. Tel: (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel: (313) 477-5000—Eagen, Minn., PO Box 3211, St. Paul 55133; 3130 Lexington Ave. S. Zip: 55121. Tel: (612) 733-3300—St. Louis, Mo., PO Box 510, 10725 Baur Blvd. Zip: 63166. Tel: (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip; 07006. Tel: (201) 575-2000—Cincinati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 41130. Tel: (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 728-5300—Dalas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (200) 244-7200.

Product: Tape display racks (Scotch) (M) Ican Binder & Cover (div. of EBSCO inds.

Product: Tape display racks (Scotch). (M)
Vulcan Binder & Cover (div. of EBSCO Inds.
Inc.), PO Box 29, Vincent, Ala. 35178. Tel:
(205) 672-2241. VP: R. Denson Parker;
Sales Mgr.: Dudley Pendleton III; Adv. Mgr.:
B.R. Cummings.
Product: Tape display racks. (44)

Product: Tape display racks. (M) stland Graphics, 2237 N. Hollywood Way, Burbank, Calif. 91505. Tel: (213) 846-1205. Pres.: George T. Dixon; Sales Mgr.: Richard T. Dixon. Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

owider cards. Wiremaid Prod. Corp., 60 West Ave., Patchogue, N.Y. 11772. Tel: (516) 475-0193. Pres.: Barry Jaffe; Sales Mgr.: A. Boden. Product: Record & tape display racks. (M)

BLANK LOADED TAPE & **ACCESSORIES** WHOLESALERS

• Continued from page TAV-36

PORTLAND (Area Code 207)

Diamond Corp., 8 Somerset St. Zip: 04101. Tel: 774-5362. Pres.: Herbert S. Holmes Jr.; Gen. Mgr.: William Hemmens; Opns. Mgr.: William Tiffany. Lines: Amberg, Memorex, Recoton, Savoy, Sound Guard, Watts. Terr.: N.H.; Me.

MARYLAND

BALTIMORE (Area Code 301)

Marshall-Mangold Dist'g Co. Inc., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. The Zamoiski Co., 1101 Desoto Rd. Zip: 21223. Tel: 644-2900. Pres.: C. Zamoiski; VP: I. Gomprecht. Lines: Capitol, Le-Bo, Service. Terr.: Washington, D.C.; Md.; Va.

MASSACHUSETTS

BOSTON METROPOLITAN AREA (Area Code 617)

Royal Dists., 96 Sagamore St., North Quincy 02171. Tel: 328-1822.

LAWRENCE (Area Code 617)

Nert of New England, PO Box 268, 641 Haverhill St. Zip: 01841, Tel: 686-4293, Pres.: J.P. Marcus; Sales Mgr.: M.L. Marcus. Lines: Memorex, TDK.

MICHIGAN

• DETROIT METROPOLITAN AREA (Area Code 313)

AREA (Area Code 313)

Ami Dist. Corp., 34411 Industrial Rd., Livonia 48150, Tel: 525-7600. Pres.: Harry Manoogian; Sales Mgr.: Carl Mooradian. Line: Memorex. Terr.: Mich.; parts of Ohio.

Angott Rec. & Tape Sales, 2616 Puritan. Zip: 48238. Tel: 341-7053. Partner: Ken Walker; Sales Mgr.: Ron Rogers.
 Lines: GRT, Le-Bo, Memorex.
 Terr.: Mich. & adjoining states.

Cadet Dist. Co, Inc./Cornell Recs. Inc., 13380 Capital, Oak Park 48237. Tel: 548-3171. Pres.: Harry Levin.
 Lines: Capitol, Recoton.
 Terr.: Ind.; Mich.; Ohio.

Cornell Recs. Inc., see Cadet Dist.
 Music Peddlers Inc., 1755 E. Maple Rd., Troy 48044. Tel: 524-2800. Pres.: Carl Thom; Sales Mgr.: Fred De Coopman.
 Lines: Discwasher, Le-Bo, Maxell, Memorex, Pfanstiehl, Service, Sony, Sound Guard, TDK.
 Terr.: Mich.; upper Ohio.
 Music Trend Inc.; 24611 Crestview Court, Farmington Hills 48018. Tel: 474-0300. Pres.: Eugene L. Silverman; Opns. Mgr.: Sandra M. Valchuk.
 Lines: Savoy, Scotch, VPI.
 Terr.: Mich.

Valchuk.
Lines: Savoy, Scotch, VPI.
Terr.: Mich.
Iio Frank Inc., 14442 Michigan Ave., Dearborn 48126. Tel: 584-6880, Pres.: Frank M.
Neckrock; Mgr.: H. Keleshian.
Lines: Ampex, Astatic, Marsand, Recoton,
VPI, Vanco.
Terr.: Mich.

MINNESOTA

• MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Pickwick Int'l Inc., Dist'n Div., 7500 Excelsion Blvd., Minneapolis 55426. Tel: 932-7548.

MISSISSIPPI

• JACKSON (Area Code 601)

nnett's Rec. Dists., 3152 Delta Dr. Zip: 39213. Tel: 981-4328, Pres.: James Bennett. Lines: Capitol, Le-Bo, Pfanstiehl, Pro, Rob-Terr.: Ala.; Ark.; La.; Miss.; Tenn.

MISSOURI

KANSAS CITY (Area Code 816)

Choice Rec. Dists., 321½ Southwest Blvd. Zip: 64108. Tel: 421-2540. House Dists., 4641 Troost. Zip: 64110. Tel: 753-2661. Pres.: Harold S. Brody; Sales Mgr.: Bob Sheldon.

Bob Sheldon. Lines: Ampex, Capitol. Terr.: Ark.; Southern III.; Iowa; Kan.; Mo.; Neb.; Okla.; Tex.

ST. LOUIS (Area Code 314)

Convention Cassettes, 12874 Glenbernie. Zip: 63141. Tel: 434-3329. Contact: Frank Fox. Line: Studio Magnetics.
P-B One Stop Rec. Serv. Inc., 1919-21 Washington St. Zip: 63103. Tel: 231-2074. Pres.: Patrick J. Blunda; VP: Perry F. Blunda; Sales Mgr.: John C. Gavin.
Lines: Audio Magnetics, Capitol, Le-Bo, Pfanstiehl. Pfanstiehl. Terr.: III.; fnd., Iowa; Kan.; Mo.: Neb.

GREAT FALLS (Area Code 406)

Holm-James Dists. Inc., 320 Sixth St. S. Zip: 59405, Tel: 761-2420. Pres. & Gen. Mgr.: Richard E. Holm. Richard E. Holm. Lines: Fidelitone, Garrard, Le-Bo. Robins, Scotch, Sound Guard. Terr.: Mont.: Northern Wyo.

NEVADA

• CARSON CITY (Area Code 702)

Gopher Prods. Corp., Box 1812, 2201 Lockheed Way. Zip: 89701. Tel: 882-9333. Pres.: Warren Perkins.

NEW HAMPSHIRE

GEORGES MILLS (Area Code

Reliable Wireless Learning Systems, PO Box 79. Zip: 03751. Tel: 763-2585. Contact: Thomas Burke. Line: Studio Magnetics.

NEW JERSEY

• HAZLET (Area Code 201)

Logos Tape Ministry, 3103 Rt. 35. Zip: 07730. Tel: 264-2759. Contact: Arthur Duble. Line: Studio Magnetics.

• HILLSIDE (Area Code 201)

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 923-7474. Pres.: Sam Weiss; Mgr.: Jerry Cohen. Lines: Capitol, Le-Bo, Maxell, Walco. Terr.: Conn.; N.J.; N.Y.

• ISELIN (Area Code 201)

Rainbow Dist'g Co., 1538 Oak Tree Rd. Zip: 08830. Tel: 494-5510. Pres.: Sy Lerner;

PENNSAUKEN (Area Code 609)

Richman Bros. Recs. Inc., 6935 Airport Hwy. Ln.
Zip: 08109. Tel: 665-8085. Pres.: Jerold
Richman; Mgr.: Allen Richman; Buyer: Ted
Neumann.
Lines: Discwasher, Le-Bo, Maxell, Memorex, Pfanstiehl, TDK, Watts.
Terr.: Del.; Md.; N.J.; Pa.

SUMMIT (Area Code 201)

dern Mass Media, 315 Springfield Ave. Zip: 07901. Tel: 277-6300. Contact: Ralph Del Coro. Line: Studio Magnetics.

UNION (Area Code 201) Program Recs. Inc., 950 Greeley Ave. Zip: 07083, Tel: 964-3434.

NEW MEXICO

• ALBUQUERQUE (Area Code 505)

Tocino Music Ents., 900 Fourth St. SW. Zip. 87102. Tel: 247-8051.

NEW YORK

ALBANY AREA (Area Code 518)

Bee Gee Recs. & Tape, 10 Northway Ln. N., La-tham 12110. Tel: 785-1122. Exec. VP: Law-rence Smith; VP Sales: Herbert Dorfman. Lines: E-V Game, Le-Bo, Memorex, Peer-less, Savoy, Scotch.

Terr.: New England ...

rex, TDK.
Terr.: New England; N.Y.
ns World Music Corp., 874 Albany-Shaker
Rd., Latham 12110. Tel: 783-5152. Pres.:
Robert J. Higgins; Sales Mgr.: Steven A.

Kretser.
Lines: Audio-Technica, Black Magic, Capitol, Clean Sound, Discwasher, Empire, Hagerstown, Maxell, Memorex, Pfanstiehl, Pickering, Recoton, Scotch, Shure, Sound Guard, TDK, Watts.
Terr.: New England; N.J.; N.Y.; Pa.

AMSTERDAM (Area Code 518)

Almor Playtime Co. Inc., 140 Guy Park Ave. Zip: 12010. Tel: 843-3801. Pres: Albert A. Hyman; VP: Bruce M. Hyman; Mgr.: Judy Newland.
Lines: Auto Butler, BASF, Disc-Go-Case, Fidelitone, Le-Bo, Maxell, Memorex, Recoton, Sound Guard, TDK.
Terr.: Conn.; Mass.; N.H.; N.Y., excluding New York City; Pa; Vt.

BOHEMIA (Area Code 516)

Studio Magnetics Co. Inc., 83 Carlough Rd. Zip: 11716. Tel: 589-4300. Pres.: George Cla-hane; VP: Craig M. Balaban. Lines: Add 'n Stac, Magnesonics.

• FREEPORT (Area Code 516)

Candy Stripe Recs. Inc., 371 S. Main St. Zip: 11520. Tel: 379-5151. Pres: Bernard Keil; Gen. Mgr.: Irving Glasser. Lines: Ampex, Capitol, Columbia, Hagerstown, Le-Bo, Memorex, Recoton. Terr.: National & Export.

HAUPPAUGE (Area Code 516)

Pres-Tige Label Corp., 255 Oser Ave. Zip: 11787. Tel: 273-0020. Pres: Jerry Sybul; VP & Gen. Mgr.: Ernie Menkes. Lines: Permacel, Scotch.

NEW YORK METROPOLITAN AREA (Area Code 212)

Olympia Rec. Ind. Inc., 239 W. 18 St. Zip: 10011. Tel: 989-7200. Tara Audio Sales, 1370 Ave. of the Americas. Zip: 10019. Tel: 581-6950. Contact: Ed Tip: 10019. Tel. U.Sternbach.
Line: Studio Magnetics.
nbex Prod ns Corp., 245 W. 55 St. Zip: 10019.

www.americanradiohistory.com

Tel: 757-3681. Pres.: Richard Marcus; Sales Mgr.: Joel Willis. Line: Scotch. Recs. Inc., 41-43-39 St., Long Island City 11104. Tel: 786-7667. Pres.: Sam Weiss; Sales Mgr.: George Weiss. Lines: Capitol, Le-Bo, Memorex. Terr.: N.Y. & overseas.

 POUGHKEEPSIE (Area Code 914)

Toy House of Hudson Valley, Manchester Rd. Zip; 12603, Tel: 471-2740, Pres.: Lou J. Kustas. Lines: Capitol, Hagerstown, Maxell, Memorex, Recoton. Terr.: Eastern N.Y.

WESTBURY (Area Code 516)

All Rec. Dist. Inc., 44 Bond St. Zip: 11590. Tel: 997-7160. Pres.: Michael R. Lojacono. Lines: Capitol, GRT, Le-Bo, Pfanstiehl, TDK. Terr.: National.

NORTH CAROLINA

CHARLOTTE (Area Code 704)

Bib Dist'g Co., 101 Yorkmont Rd. Zip: 28210. Tel: 527-0440.

ngold-Bertos Corp., 2212 W. Morehead St. Zip: 28208, Tel: 334-4637, Pres.: Phil Goldberg. Lines: Le-Bo, Memorex, TDK. Terr.: N.C.; S.C.

OHIO

Lee Hall Prods., 2748 Canfield Rd. Zip: 44312. Tel: 784-8349. Owner: Lee Hall. Lines: Capitol, Le-Bo. Terr.: Ohio.

reigrenn Ents. Inc., 2775 Yellow Creek Rd. Zip: 44313. Tel: 836-5591.

CINCINNATI (Area Code 513)

Tel: 421-0747, Pres.: Sam Klayman; Sales Mgr.: Al Klayman, Line: Fidelitone. Terr.: Indianapolis, Richmond, Ind.; Lexington, Louisville, Ownesboro, Ky.; Cincinnati, Columbus, Dayton, Ohio.

• CLEVELAND METROPOLITAN

Action Music, Hayes Ind'l Park, 6541 Eastland Rd. Zip: 44142, Tel: 243-0300, Pres.: L. Sil-ver; VP: D. Baker. Lines: Audio Magnetics, Memorex, Sound Guard.

Guard. Terr.: Northern Ky.; Western N.Y.; Ohio; Western Pa.; Western W. Va. In The Middle, 5923 Cantwell Dr., Mayfield Heights 44124. Tel. 461-3342. Owner: Sher-

man Lieberman. Lines: Fidelitone, Savoy. Terr.: Ohio; Western Pa.

OKLAHOMA

• TULSA (Area Code 918)

Oklahoma News Co., 909 W. 23 St. Zip: 74107 Tel: 584-4754.

PENNSYLVANIA

PHILADELPHIA METROPOLI-TAN AREA (Area Code 215)

Record Scene, Melrose Park, 1118 Stratford Ave. Zip: 19126. Tel: 635-4640. Pres.: Mike Grosswald.

Lines: Audio-Technica, Fuji, Le-Bo, Marsand, Maxell, Portatune, Sound Guard, TDK, Walco.

Terr.: Del.; N.J.; Pa.: Philadelphia Metropolitan area, including 12 suburdan counties.

A. I. Rosenthal Assocs. Inc., 29 E. Glenside Ave., Glenside 19038. Tel: 885-5211. Pres.: Al Rosenthal.

Lines: Ampex, Audio-Technica, BASF, Black Magic, Capitol, Clean Sound, Discwa-(Continued on page TAV-48)



INTERNATIONAL

CANADA

services

DESIGN & ARTWORK

Eric Ansley Graphic Servs. PO Box 325, Sta. K, Toronto, Ont. M4P 2G7. Tel: (416) 961-8667 Cinram Ltd., 3855 Devonshire Rd., Montreal, P.O. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788.

Toronto, Ont. M4P 227 . 1et. (410) 501-5007.
Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788.

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9527, 364-0575. Pres.; J. Hawthorne; Gen. Mgr.: William Hewson; Sales Mgr.: Bob Stone.

Bill Hicks Design & Photography, 61 Gertle St., 2nd fl., Winnipeg, Man. R3A 1B5. Tel: (204) 943-1868.

Kitsch, Baroque & Rococo Advertising Counsellors, PO Box 85, Stoney Creek, Ont. L8G 3X7. Tel: (416) 544-7569. Art Dir. & Gen. Mgr.: Lawrence M. Bedder.

Lithobec Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133.

Oki Assocs., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 534-7951. Owner: Lois Oki; Art Dir.: Tom Oki.

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres.: V. Parr; Gen. Sales Mgr.: R.A. Gray.

Promotivation Agency Inc., 354 Youville St., Montreal, P.Q. H2Y 2C3. Tel: (514) 284-0330.

Rada Rec. Pressings Ltd., PO Box 2199, Vancouver, B.C. v6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney; Adv. Mgr.: Evelyn Rodney.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. M1H 1H. Tel: (416) 438-5301. Telex: (065) 25228. Mng. Dir.: Gerhard Prochaska; Mktg. Mgr.: Edward Ingram.

Branch: Montreal, P.Q., 100 Alexis Nihon Blvd., Suite 583. Postal Code: H4M 2P1. Tel: (514) 748-7959. Mgr.: Richard Riendeau. Home office: USA, New York, N.Y.

Studio Lorraine, 300 Ann St., Montreal, P.Q. H3C 2K1, Tel: (514) 861-2759; WATS (800) 361-8538. Telex: 05-267411.

Super Music Sales. Box 32. Willowdale, Ont. M2N 557. Tel: (416) 495-1710.

World Rec., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone.

PRINTERS & LITHOGRAPHERS

Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5751.
Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9527. 364-0575. Press.: J. Hawthorne; Gen. Mgr.: William Hewson; Sales Mgr.: Bob Stone.
Lithobec Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133.
Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Press.: V. Parr; Gen. Sales Mgr.: R.A. Gray.

Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres.; V. Parr; Gen. Sales Mgr.: R.A. Gray.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; VP Mktg.; Jack Vermeer; VP Mtg.; Ronald P. Gardner; VP Finance: Howard Hayman.

Branches: Winnipeg, Man., Galt Bidg., 4th fi. Postal Code: R38 OR7. Tel: (204) 943-6563. Mgr.: Charles Porter—Toronto, Ont., 130 Mack Ave., Postal Code: M1L 4P5. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave. Postal Code: H4A 2G9. Tel: (514) 481-1167. Mgr.: Danielle Gagnon.

Ross-Ellis Ltd., 300 Ann St., Montreal, P.O., H3C 2K1. Tel: (514) 861-2411; WATS (800) 361-8538. Telex: (05) 267411.

Branch: Markham, Ont., 227 Idema Rd., Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: 06-22819.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough Ont. M1H 1Hz. Tel: (416) 438-5301. Telex: (065) 25228. Mng. Dir: Gerhard Prochaska; Mktg. Mgr.: Edward Ingram.

Branch: Montreal, P.Q., 100 Alexis Nihon Blvd., Suite 583. Postal Code: H4M 2P1. Tel: (514) 748-7959. Mgr.: Richard Riendeau. Home office: USA, New York, N.Y.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788. Audio: 8-tr. quadraphonic, cassette. Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. M4W 1L4. Tel: (416) 920-2211. Gen. Mgr.: Salim Sachedina; Studio Mgr.: John Ellison. Audio: Cassette. open reel. Globol Prods., 350 Sorauren Ave., Toronto, Ont.

John Ellison.
Audio: Cassette. open reel.
Globol Prods., 350 Sorauren Ave., Toronto. Ont.
M6R 2G9. Tel: (416) 531-5751.
Audio: Cassette.
Golden Rec. Mfg. Ltd., 500 Coronation Dr., West
Hill, Ont. M1E 4V7. Tel: (416) 281-9527, 3640575. Pres.: J. Hawthorne; Gen. Mgr.: Wiiliam Hewson: Sales Mgr.: Bob Stone. (PKG)
Audio: 8-tr., cassette.
London Recs. of Canada (1967) Ltd., 6265 Cote
de Liesse. St. Laurent. P.Q. H4T 1C3. Tel:
(514) 341-5350. Cable: FULLRANGE MONTREAL. Telex: (05) 826832. Pres.; Fraser C.
Jamieson: VP: Alice Koury: VP Mktg.: Kenneth Verdoni; Sec'y-Treas.: S. Christie; Nat!
Promo. Mgr.: P. Beauchamp; Sales Mgr.:
Yves Dupuis.
Branches: Calgary, Alta., 429 Manitou Rd.
SE. Postal Code: T2G 4C2. Tel: (403) 2431313. Telex: (038) 22572. Mgr.: Bruce Anderson—Burnaby, B.C., 3166 Lake City
Way. Postal Code: V5A 3A4. Tel: (604) 2986471. Telex: (04) 354544. Mgr.: O.L. Jones—
Winnipeg, Man., 23 Keith Rd. Postal Code:
R3H 0H7. Tel: (204) 633-6607. Telex: (07)
57695. Mgr.: Gerry Young—Scarborough,
Ont., 1630 Midland Ave. Postal Code: M1P
3C2. Tel: (416) 755-3373. Telex: (06)

963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: G1J 3S3. Tel: (418) 529-0261. Telex: (051) 3799. Mgr.: Fred Reffca.

P.Q., 1303 Rue Conway. Postal Code: G1J 3S3. Tel: (418) 529–2061. Telex: (051) 3799. Mgr.: Fred Reffca.

Audio: 8-Ir., 8-Ir. quadraphonic. cassette. Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale. Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Pres.: Eric H. Hardman; VP's: Eric S. Hardman, R. DiFlorio; Gen. Mgr.: John M. Morgan. (PKG)
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit. Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres.: H.E. Woolley; Sales Mgr.: John D. Williams; Treas.: A.J. Newton. (PKG)
Piasetzki Recordatape Ontario Ltd. (PRT Tapes), 1489 Merivale Rd., Ottawa, Ont. K2E 5P3. Tel: (613) 224-6692. Pres.: Patricia L. Plasetzki; VP Sales: Ted W. Plasetzki; Prod'n & Promo. Co-ord.: John C. Piasetzki; (PKG)
Polydor Ltd., 6000 Cote de Liesse. St. Laurent. P.O. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690. Pres.: Tim Harrold; VP Mktg. & Sales: Dieter Radecki; Mfg. & Warehousing Dir.: Brian Barnes. Branches: Calgary, Alta., PO Box 9531, Postal Code: T2P 2W6: 890 Bow Valley Square, 202 Sixth Ave. Sw. Postal Code: T2P 2R9. Tel: (403) 265-5007. Telex: (03) 821859. Mgr.: Ken Graydon—Vancouver, B.C., Mezzanine, 805 W. Broadway. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: (04) 54410. Mgr.: Peter Behnke—Etoblooke, Ont., Etobico Tower, Suite 707, 555 Burnhamhmthorpe Rd. W. Postal Code: M9C 2Y3. Tel: (416) 622-6680. Telex: (06) 967755. Mgr.: Al Elias.

Audio: 8-tr., cassette.
Priss Ents., 329 Churchill Ave., Ottawa, Ont. K1Z 588. Tel: (613) 725-2153. Pres.: J.D. Hudson.

Audio: 8-tr., cassette, Open reel. Video: W'r cassette.

Audio: 8-tr., cassette, open reel.

N12 SBB. 1el. (613) 729-2153. Pres.: J.D. Hudson.
Audio: 8-tr., cassette, open reel.
Video: W' cassette.
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; VP Mktg.: Jack Vermeer: VP Mtg.: Ronald P. Gardner: VP Finance: Howard Hayman. (PKG)
Branches: Winnipeg, Man., Galt Bidg., 4th fl. Postal Code: R3B 0R7. Tel: (204) 943-6563. Mgr.: Charles Porter—Toronto, Ont., 130 Mack Ave. Postal Code: M1L 4P5. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal, P.Q., 2215 Beaconstield Ave. Postal Code: H4A 2G9. Tel: (514) 481-1167. Mgr.: Danielle Gagnon.
Audio: 8-tr., cassette.
Rada Rec. Pressings Ltd. PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney; Adv. Mgr.: Evelyn Rodney, Audio: 8-tr., cassette.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; Sales & Mktg. Mgr.: William Laing. (PKG) Audio: 8-tr., cassette.
Super Music Sales. Box 32, Willowdale, Ont. M2N 5S7. Tel: (416) 495-1710. (PKG) Audio: 8-tr., cassette.
World Recs., 484 Waterloo Court, Oshawa. Ont. L1H 3X1. Tel: (416) 576-0250. Pres.: Bill Hewson: Gen. Mgr.: Bob Stone. Audio: 8-tr., cassette.
Video: 'W' EIAJ open reel, 'W' EIAJ cartridge.

TAPE DUPLICATORS/

TAPE DUPLICATORS **MARKETERS**

MARKETERS

Piasetzki Recordtape, Ontario Ltd., (PRT Tapes), 1489 Merivale Rd., Ottawa, Ont. K2E 5P3. Tel: (613) 224-6692. Pres.: Patricia L. Piasetzki; VP Sales: Ted W. Piasetzki; Prod'n & Promo. Co-ord.: John C. Piasetzki. Audio: 8-tr.

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; Sales & Mktg. Mgr.: William Laing.

8-tr. & cassette: Alshire.

supplies

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CARTRIDGE & CASSETTE PARTS

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 379, Tel: (416) 791-3100, VP & Gen. Mgr.: JL. Major; Magnetic Tape Div. Mgr.: J.R. Pariselli; Adv. Mgr.: J.A. Sellin. Mgr.: J.R. Pariselli, Adv. Mgr.: J.A. Sellin. Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q. 681 Lepine. Postal Code: H9P 1G3. Tel: (514) 636-4840. Audio: 8-tr. & cassette parts. dman inds. Ltd., 34 Greesnboro Dr.. Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Chm.: Eric H. Hardman: Pres.: Eric S. Hardman: Sales Mgr.: Walter Strilec.

Strilec. **Audio:** 8-tr., cassette

EMPTY CARTRIDGES, CASSETTES & REELS

CASSETTES & REELS

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9, Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major, Magnetic Tape Div. Mgr.: J.R. Pariselli: Adv. Mgr.: J.A. Sellin. Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-6523—Dorval, P.Q. 681 Lepine, Postal Code: H9P 1G3. Tel: (514) 636-4840. Audio: 8-tr., cassette, open reel. Capitol. see Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres: Wilf Farrow; Sales Mgr.: Julie Thompson (Canadian sales office for Capitol Magnetic Tape Div.) Audio: 8-tr., cassette, open reel. Brand name: Capitol. Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5751. Audio: 8-tr., cassette.

Mon 209, 1et; (410) 531-5/51.
Audio: 8-fr., cassette.
Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel; (416) 245-7890.
Telex: (06) 969625, Chm.: Eric H. Hardman;
Pres.: Eric S, Hardman; Sales Mgr.: Walter
Strilec.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416)

278-9851. Telex: (06) 960159. Pres.: H.E Woolley, Treas.: A.J. Newton; Sales Mgr. John D. Williams. Audio: All configurations.

PROFESSIONAL TAPE SUPPLIES

Editall, see McKeen & Grabst.

McKeen & Grabst Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242.

Audio: Bulk erasers (WRE), splicing & editing equip. (Editall).

W R E, see McKeen & Grabst Electronics Ltd.

TAPE, BLANK LOADED

The numbers in parentheses following the 8-track & cassette configurations show recording time in minutes; those following open reel configurations show length of tape

In feet.

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; Magnetic Tape Div. Mgr.: J.R. Pariselli; Adv. Mgr.: J.A. Sellin. Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 1G3. Tel: (514) 636-4840. Audio: 8-Ir., (45, 90) cassette 45, 60, 90, 120), open reel (1500', 2150', 2440', 3000', 3600'), broadcast. Video: 1" open reel. %" cassette (10, 20, 30, 40, 50, 60), ½" EIAJ open reel (1250', 2400'). Audio Magnetics Corp. of Canada Ltd., 1180

2400').
dio Magnetics Corp. of Canada Ltd., 1180
MartinGrove Rd., Rexdale, Ont. M9W 5M9.
Tel: (416) 245-4400.
Audio: 8-tr. (40,80), cassette (45,60,
90,120), open reel.
Brand names: Cycles, Tracs, Tracs Plus,
XHE.

XHE.
Capitol, see Wilf Farrow Assocs. Ltd.
Cinram Ltd., 8355 Devonshire Rd., Montreal,
P.Q. H4P 2L1. Tel: (514) 739-2281. Telex:
(05) 827788.
Audio: 8-fr., cassette.
Brand name: TM:100.
Cycles, see Audio Magnetics Corp. of Canada
Ltd.

Deramic Sound, see London Recs. of Canada Ltd.

Deramic Sound, see London Recs. of Canada Ltd.

Dynapak, see Stereodyne (Canda) Ltd. Edmund Scientific Prods. Co., 3500 Bathurst St., Toronto, Ont. M6A 2C6. Tel: (416) 787-4584. Pres.: Evan Efston.

Audlo: Endless-loop cassette.

Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres.: Wilf Farrow; Sales Mgr.; Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

Audlo: 8-tr. (32.40.45,60,64,80,90,100,120), cassette (20,30.45,60,90,120), open reel.

Brand name: Capitol.

Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4M7. Tel: (416) 252-7209. Pres.: J. Bouzaglov; Sales Mgr.: Herbert A. Guiness.

Audlo: 8-tr. cassette open reel

Pres.: J. Bouzaglov; Sales Mgr.: Herbert A. Guiness.
Audio: 8-tr., cassette, open reel.
Globol Prods., 350 Sorauren Ave., Toronto, Ont.
MSR 2G9. Tel: (40,45,80,90 & custom lengths), cassette (40,45,80,90 & custom lengths), open reel.
Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890.
Telex: (06) 969625. Chm.: Eric H. Hardman; Press.: Eric S. Hardman; Sales Mgr.: Walter Strilec.
Audio: 8-tr. (45,90), cassette (60,90).

dale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Chm.: Eric H. Hardman; Press: Eric S. Hardman; Sales Mgr.: Walter Strilec.
Audio: 8-tr. (45.90), cassette (60.90). Brand names: Hi-Performance, Lear Jet. Hi-Performance, see Hardman. International Audio Visual Ltd., PO Box 1096, Postal Code: V3.J 624; 224 Cayer St., Coquitlam, B.C. V3K 5A9, Tet. (604) 522-7955. Press: Dr. Peter P. Allinger, Sales & Adv. Mgr.: A Dirks. (Audio only) Brand name: Pacific Tape. Lear Jet, see Hardman. London Recs. of Canada Ltd., 6265 Cote de Liesse, St. Laurent, P.O. H4T 1C3. Tel: (514) 341-5350. Cable: FULLRANGE MONTREAL Telex: (05) 826832. Press: Fraser C. Jamieson; VP. Alice Koury; VP Mktg.: Kenneth Verdoni; Sec'y-Treas.: S. Christie; Nat'l Promo. Mgr.: P. Beauchamp, Sales Mgr.: Yves Dupuis.
Branches: Calgary, Alta., 429 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 243-1313. Telex: (038) 22572. Mgr.: Bruce Anderson—Burnaby, B.C., 3166 Lake City Way. Postal Code: V5A 3A4. Tel: (604) 296-6471. Telex: (04) 354544. Mgr.: O.L. Jones-Winnipeg, Man., 23 Keith Rd. Postal Code: R3H 0H7. Tel: (204) 633-6607. Telex: (07) 57695. Mgr.: Gerry Young—Scarborough, Ont., 1630 Midland Ave. Postal Code: MTP 3C2. Tel: (416) 755-3373. Telex: (06) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 323. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1305 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: GTJ 3S3. Telex: (16) 963754. Mgr.: Armand Beaudin—Quebec,

Audio: Cassette & open reel (standard &

custom lengths).

Sony Of Canada Ltd., 1370 Sony Pl., Winnipeg,
Man. RSG 3C3. Tel: (204) 284-7160. Pres.:
A.D. Cohen; Sales Mgr.: B.E. Martin: Adv.
Mgr.: D.G. Willox.
Branches: Calgary, Alta., 110 11 Ave. SE.
Postal Code: T2G 0X6. Tel: (403) 264-0055Edmonton, Alta., 11245 120 St. Postal Code:
T5G 2X9. Tel: (403) 453-3911—Richmond.
B.C., 1135A Bridgeport Rd. Tel: (604) 2731921—Vancouver, B.C., 855 W. Broadway
St. Postal Code: V5Z 1K2. Tel: (604) 873-

3511—Ottawa, Ont., 1140 Morrison Dr. Postal Code: K2H 859. Tel: (613) 820-6060—Toronto, Ont., 88 Horner Ave. Postal Code: M8Z 4X8. Tel: (416) 252-3581—Willowdale, Ont., 405 Gordon Baker Rd. Postal Code: M2H 256. Tel: (416) 499-5111—Montreal, P.O., 6465 Trans Canada Hwy. Postal Code: H4T 153. Tel: (514) 748-9331. Home office: Japan. reodyne (Canada) Ltd., 3121 Universal Dr., Mississauga. Ont. L4X 2E2. Tel: (416) 625-8311. Press: Robert B. Kerr; Sales & Mktg. Mgr.: William Laing. Audlo: 8-tr. (40.45,80,90), cassette (60,90). Brand name: Dynapak.

Audio: 8-tr. (40,45,80,90), cassette (60,90).
Brand name: Dynapak.
Superior Electronics Inc., 1330 Trans Canada
Hwy. S., Montreal, P.Q. H9P 1H8. Tel: (514)
683-6331. Pres.: S.K. Plotnick; VP & Gen.
Mgr.: F. Lawrence Plotnick; Sales Mgr.: H.S.
Pollock.
Audio: 8-tr. (45,90), cassette (30,45,
60,90,120), open reel (1200', 1800', 3600').
Brand name: TDK.
T D K, see Superior Electronics Inc.
T M:100, see Cinram.
Teac, see White Electronic.
Tracs, see Audio Magnetics.
Tracs Plus, see Audio Magnetics Corp. of Canada Ltd.
White Electronic Development Corp. Ltd., 6300

ada Ltd.
White Electronic Development Corp. Ltd., 6300
Northam Dr., Malton, Ont. L4V 1H7. Tel:
(416) 676-9090. Telex: (06) 983584. Pres.:
Murray Fiebert; VP: Doug Wigg; Sales CoOrd.: Chris Tootell. (Importer)
Branch: Montreal, P.Q., 4750 Blvd. des
Grandes Prairies. Postal Code: H1R 1A1.
Tel: (514) 326-4075.
Audio: Cassette, open reel.
Brand name: Teac.
XHE, see Audio Magnetics Corp. of Canada Ltd.

TAPE, BULK RAW

TAPE, BULK RAW

Agfa Gevaert, see Photo.

Ampex of Canada Ltd., 132 East Dr., Bramalea,
Ont. L6T 3T9. Tel: (416) 791-3100. VP &
Gen. Mgr.: J.L. Major; Magnetic Tape Div.
Mgr.: J.R. Pariselli, Adv. Mgr.: J.A. Sellin.
Branches: Calgary, Alta., 5421 11 St. NE,
Suite 104. Postal Code: T2E 6K4. Tel: (403)
276-8523—Dorvat, P.Q., 681 Lepine. Postal
Code: H9P 1G3. Tel: (514) 636-4840.
Audio: 8-tr.. cassette, open reel.
Audio Magnetics Corp. of Canada Ltd., 1180
MartinGrove Rd., Rexdale, Ont. M9W 5M9.
Tel: (416) 245-4400.
Audio: 8-tr., cassette, open reel.
Capitol, see Wilf Farrow Assoc. Ltd.
Wilf Farrow Assoc. Ltd.
Wilf Farrow Assoc. Sales Mgr.: Julie
Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: 8-tr., cassette, open reel.
Brand name: Capitol.
Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4M7. Tel: (416) 252-7209.
Pres: J. Bouzaglov; Sales Mgr.: Herbert A.
Guiness.
Audio: 8-tr., cassette.

Pres.: J. Bouzaglov; Sales Mgr.: Herbert A. Guiness.
Audio: 8-tr., cassette.
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5751.
Audio: 8-tr., cassette, open reel.
Magna-Tape Mfg. Inc., 34 Greesnboor Dr., Rexdale, Ont. M9W 1H1. Tel: (416) 245-7890.
Telex: (06) 969625. Pres.: Eric H. Hardman; VP's: Eric S. Hardman, R. DiFlorio: Gen. Mgr.: John M. Morgan.
Audio: 8-tr., cassette, open reel.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres.: H.E. Woolley: Sales Mgr.: John D. Williams; Treas: A.J. Newton.
Audio: 8-tr., cassette, open reel.
Photo Importing Agencies Ltd., 29 Gurney Crescent, Toronto, Ont. M6B 159. Tel: (416) 787-5691. Telex: 22631. Mng. Dir.: L.F. Verhulst: Sales Mgr.: Peter Humick.
Audio: 8-tr., cassette, open reel.
Prism Ents., 329 Churchill Ave., Ottawa, Ont. K1Z 588. Tel: (613) 725-2153. Pres.: J.D. Hudson.
Audio: Cassette, open reel.

TAPE DUPLICATING &

TAPE DUPI ICATING & PROCESSING EQUIPMENT

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; Magnetic Tape Div. Mgr.: J.R. Pariselli; Adv. Mgr.: J.A. Sellin. Branches: Calgary, Atta., 5421 11 St. NE, Sulte 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 1G3. Tel: (514) 636-4840. Product: Bin-loop duplicators. master reproducers.

accessories

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major: Magnetic Tape Div. Mgr.: J.R. Pariselli, Adv. Mgr.: J.A. Sellin. Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 163. Tel: (514) 636-4840. Product: Head cleaners & demagnetizers, leader & splicing tape.
Duotone, see Wilf Farrow. Empire Scientific Corp. Ltd., 65 Martin Ross Ave., Downsview. Ont. M3J 2L6. Tel: (416) 661-3910.
Home office: USA. Product: Needles.
Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres.: Wilf Farrow; Sales Mgr.: Julie Thompson.
Product: Tape carrying & storage cases,

8151. Pres.: Wilf Farrow; Sales Myr.: Julie Thompson.
Product: Tape carrying & storage cases, cleaners. Cloths, brushes. 45 rpm adapters, head cleaners & demagnetizers. needles, leader splicing tape (Duotone).
Globol Prods.: 350 Sorauren Ave.: Toronto. Ont. M6R 2G9. Tel: (416) 531-5751.
Product: Carrying & storage cases. cleaners, cloths, brushes, 45 rpm adaptors, head cleaners & demagnetizers, needles. leader & splicing tape.
Hardman Inds. Ltd.: 34 Greensboro Dr.: Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890.
Telex: (66) 969625. Chm.: Eric H. Hardman; Pres.: Eric S. Hardman; Sales Mgr.: Walter Strilec.

Strilec.
Product: Head cleaners (Hi-Performance)
Performance, see Hardman.
rnational Audio Visual Ltd., PO Box 1096,
Postal Code: V3J 6Z4; 224 Cayer St., Coquillam, B.C. V3K 5A9. Tel: (604) 522-7955.
Pres.: Dr. Peter P. Allinger; Sales & Adv.
Mgr.: A. Dirks.

Product: Head demagnetizers, splicing & editing equip.

Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Pres.: Eric H. Hardman; VP's: Eric S. Hardman, R. DiFlorio; Gen. Mgr.: John M. Morgan.
Product: Tape carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Motown Recs. (Canada) Ltd., 1960 Ellesmere Rd., Unit 9, Scarborough, Ont. M1H 2V9. Tel: (416) 438-2855. Telex: (065) 25387. Product: Tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adaptors, needles (Recoton—Ont. only). Nakamichi, see Superior Electronics Inc. Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. LSE 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres.: H.E. Woolley; Treas.: A.J. Newton; Sales Mgr.: John D. Williams.
Product: Tape carrying & storage cases, head cleaners & demagnetizers, leader tape.

tape.
Parr's Print & Litho Ltd., 341 Nantucket Blvd.,
Scarborough, Ont. M1P 2P2. Tel: (416) 7595601. Pres.: V. Parr; Gen. Sales Mgr.: R.A.

Scarborough, Ont. M1P 2P2. Tel: (416) 7595601. Pres.: V. Parr; Gen. Sales Mgr.: R.A. Gray.
Product: Catalog servs.
ecord Care, see Smyth.
ecoton, see Motown.
myth Sound Equip. Ltd., 595 Parc Industriel, Lonqueuil, P.Q. JaH 3V7. Tel: (514) 6795490.
Product: Cleaners, cloths, brushes (Watts, Record Care).
my Of Canada Ltd., 1370 Sony Pl., Winnipeg, Man. R3C 3C3. Tel: (204) 284-7160, Pres.: A. D. Cohen; Sales Mgr.: B.E. Martin; Adv. Mgr.: D.G. Willox.
Branches: Catgary, Alta., 110 11 Ave. SE. Postal Code: T2G 0X6. Tel: (403) 264-0055—
Edmonton, Alta., 11245 120 St. Postal Code: T5G 2X9. Tel: (403) 453-3911—Richmond, B.C., 1135A Bridgeport Rd. Tel: (604) 2731921—Vancouver, B.C., 855 W. Broadway St. Postal Code: X24 RS9. Tel: (613) 820-606.
Toronto, Ont., 88 Horner Ave. Postal Code: M8Z 4X8. Tel: (416) 252-3581—Willowdale, Ont., 405 Gordon Baker Rd. Postal Code: M2H 2S6. Tel: (416) 499-5111—Montreal, P.Q., 6465 Trans Canada Hwy. Postal Code: H4T 1S3. Tel: (514) 748-9331.
Home office: Japan.
Product: Head demagnetizers, splicing &

H4T 153. Tel: (514) 748-9331.

Home office: Japan.

Product: Head demagnetizers, splicing & editing equip.

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; Sales & Mktg. Mgr.: William Laing.

Product: Head cleaners.

Superior Electronics Inc., 1330 Trans Canada Hwy. S., Montreal, P.O., H9P 1H8. Tel: (514) 683-6331. Pres.: S.K. Plotnick; VP & Gen. Mgr.: F. Lawrence Plotnick; Sales Mgr.: H. Pollock.

Mgr.: F. Lawrence Plotnick; Sales Mgr.: H. Pollock.
Product: Head demagnetizers & bulk erasers (Nakamichi).
Tracker Infl.; PO Box 4151, Sta. A, Victoria, B.C. Pres.: Larry Best; Mktg. Dir.: Paul Watson. Product: Tape recorder & record care kits.
Watts, see Smyth.

store fixtures & merchandising aids

Wilf Farrow Assocs, Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont, L4W 1E4, Tel: (416) 625-8151. Pres.: Wilf Farrow: Sales Mgr.: Julie Thompson. Product: Tape display racks (Devon Design).

sign). bol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5751.

M6H 2G9. Tel: (416) 531-5751.
Product: Browser boxes, display racks.
Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890.
Telex: (06) 969625. Pres.: Eric H. Hardman; VP's: Eric S. Hardman, R. DiFlorio; Gen. Mgr.: John M. Morgan.
Product: Tape Browser boxes, tape display

racks.
's Print & Litho Ltd., 341 Nantucket Blvd.,
Scarborough, Ont. M1P 2P2. Tel: (416) 7595601. Pres.: V. Parr; Gen. Sales Mgr.: R.A.

Gray. **Product:** Tape browser boxes.

playback/ recording equipment

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; Magnetic Tape Div. Mgr.: J.R. Parlselli; Adv. Mgr.: J.A. Sellin. Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 1G3. Tel: (514) 636-4840. (Audio & Video)
Allantic Sound Systems, RR 1, Westville. Pictou County, N.S. BOK 2A0. Tel: (902) 752-8527. Pres.: Peter W. Lan. (Audio only)
Automatic Radio Of Canada Ltd., 460 Coronation Dr., West Hill, Ont. M1E 3H4. Tel: (416) 284-6171. (Audio only)
C E C, see White.
Clarion, see Superior.
Electrohome Ltd., 809 Wellington St. N., Kitchener, Ont.. Canada N2G 4J6. Tel: (519) 744-7111. Pres.: J.A. Pollock; Sales Mgr.: Robert Lovell. Audio: Electrohome/Planar.
Electrohome/Planar, see Electrohome.
Fujitsu Ten Corp. of America, 1145 Bellamy Rd. N., Unit 9, Scarborough, Ont. M1H 1H9. Tel: (416) 431-9332. Office Mgr.: K. Takeuchi. Audio: Ten.
International Audio Visual Ltd., PO Box 1096, Postal Code: V3J 6Z4: 224 Cayer St., Coquitlam, B.C. V3K 5A9. Tel: (604) 522-7955. Pres.: Dr. Peter P. Allinger; Sales & Adv. Mgr.: A. Dirks. (Audio only)
J V C Electronics of Canada Ltd., 31 Progress Ave., Unit 14, Scarborough, Ont. M1P 4S6. Pres.: Hiroshi Sano. Audio & Video: JVC (Japan).
K L H, see White.
Luxman, see White.
McKeen & Grabst Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242.

Nakamichi, see Superior.
Revox, see McKeen & Grabst.
Sankyo, see Superior.
Sony of Canada Ltd., 1370 Sony Pl., Winnipeg,
Man. R3C 3C3. Tel: (204) 284-7160. Press.
A.D. Cohen; Sales Mgr.: B.E. Martin; Adv.
Mgr.: D.G. Willox.
Branches: Calgary, Alta., 110 11 Ave. SE.
Postal Code: T2G 0X6. Tel: (403) 264-0055—
Edmonton, Alta., 11245 120 St. Postal Code:
T5G 2X9. Tel: (403) 453-3911—Richmond,
B.C., 1135A Bridgeport Rd. Tel: (604) 2731921—Vancouver, B.C., 855 W. Broadway
St. Postal Code: V5Z 1K2. Tel: (604) 8733511—Ottawa, Ont., 1140 Morrison Dr.
Postal Code: K94 R89. Tel: (613) 820-6060—
Toronto, Ort., 88 Horner Ave. Postal Code:
MBZ 4X8. Tel: (416) 252-3851—Willfowdale,
Ont., 405 Gordon Baker Rd. Postal Code:
M2H 2S6. Tel: (416) 499-5111—Montreal,
P.Q., 6465 Trans Canada Hwy. Postal Code:
H4T 153. Tel: (514) 748-9331.
Audio & Video: Sony (Japan).
Superior Electronics Inc., 1330 Trans Canada
Hwy. S., Montreal, P.Q. H9P 1H8. Tel: (514)
683-6331, Pres.: S.K. Plotnick; VP & Gen.
Mgr.: F. Lawrence Plotnick. Sales Mgr.: H.
Pollock.
Audio: Clarion, Nakamichi, Sankyo.

Mgr.: F. Lawrence Plotnick, Sales Mgr.: H. Pollock.
Audio: Clarion, Nakamichi, Sankyo.
Teac, see McKeen & Grabst & White.
Ten, see Fujilsu Ten.
White Electronic Development Corp. Ltd.: 6300
Northam Dr., Mallon, Ont. L4V 1H7. Tel:
(416) 676-9090. Telex: (06) 983584. Pres.:
Murray Fiebert; VP: Doug Wigg: Sales CoOrd.: Chris Toolell. (Importer)
Branch: Montreal, P.Q. 4750 Blvd. des
Grandes Prairies. Postal Code: H1R 1A1.
Tel: (514) 326-4075.
Audio: CEC (Japan), KLH (USA), Luxman,
Teac (Japan).

GERMAN FEDERAL REPUBLIC

services

DESIGN & ARTWORK

Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt/Main. Tel: (0611) 23-08-01. Telex: (04) 16046. Pres. Branko Zivanovic; Sales Mgr.: Wolfgang Schle.

Branko Zivanovic, Sales Mgr.: Wollyang Sattler. mic News GmbH, PO Box 850227, D-5000 Cologne 80. Tel: (0221) 68-25-74. Telex: (08) 873445. Pres.: Rolf Kaiser. Branch: D-1000 Berlin 31, Wittelsbacherstr.

18. ck-Verlag-Werbung. Freiburgerstr. 21, D-6900 Heidelberg 1. Tel: (06221) 3-37-79. Telex: (04) 61538. slic Radio Promos. Klingelholl 35, D-5600 Wuppertal 2. Tel: (0202) 50-12-78

Music Hadio Promos., kinigenoii 33, D-3600
Wuppertal 2, Tel: (0202) 50-12-78
Hans Sikorski (Int'le Musikverlage), Johnsallee
23, D-2000 Hamburg 13 Tel: (040) 44-62-45,
Telex: (02) 11027. Co-Pres: Dr. Hans &
Hanna Sikorski.
Sonopress/Reinhard Mohn ohG, Carl
Bertelsmann Str. 161, D-4830 Guetersloh,
Tel: (05241) 831. Telex: 933832 Gen. Mgr.,
Uwe Swientek: Sales Mgr. Heinz Kirchberg.
Sternenmaedchen (Starmaiden) Media Serv
GmbH, see Cosmic News.
Tonomatic Tontraeger GmbH, Schwabelstr 2,
D-8011 Hoehenkirchen bei Munich Tel:
(08102) 81 36. Chief Exec.: Johann Winkler:
Sales Mgr.: Margarethe Winkler
Heinz Ulm-Music & Promos., Voelkstr, 34, 8900
Augsburg. Tel. (08202) 555, (0821) 51-5555. Cable: HELMMUSIC Dir. Heinz Ulm.

PRINTERS & LITHOGRAPHERS

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort, Tel. (02131) 8-13-78

4100 Duisburg-Ruhrort. Tel· (02131) 8-13-78
Cosmic News GmbH. PO Box 850227, D-5000 Cologne 80 Tel· (0221) 68-25-74. Telex (08) 873445 Pres.: Rolf Kaiser
Hans Sikorski (Int'le Musikverlage). Johnsallee 23, D-2000 Hamburg 13. Tel (040) 44-62-45 Telex: (02) 11027. Co-Pres.: Dr. Hans & Hanna Sikorski.
Sonopress/ Reinhard Mohn ohG, Carl Bertelsmann Str. 161, D-4830 Guetersloh, Tel· (05241) 831. Telex: 933832. Gen Mgr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg.
Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel· (080) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Meissner
Tonomatic Tontraeger GmbH. Schwabelstr. 2, D-8011 Hoehenkirchen bei Munich. Tel· (08102) 81 36. Chief Exec.; Johann Winkler; Sales Mgr. Margarethe Winkler.
The Wurzburger Music Publ'g Co., Viehgasse 62, D-7300 Esslingen/N. Tel· (0711) 35-02-44. Dir.. Luciano Wurzburger; Gen Mgr.. Jack Cunningham.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio and Video ines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

Attacca Musikverlag, Dr. Hammacherstr 3, D-4100 Duisburg-Ruhrort, Tel. (02131) 8-13-

78.
Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich
22. Tel: (089) 22-50-57 Cable: ASONA
Telex: (05) 22084. Dir. & Gen. Mgr. Alf
Kuerzeder.

Kuerzeder.

Audio: Cassette, open reel
Bauer KG (Tonstudio), Markgroeningerstr. 46,
D-7140 Ludwigsburg-Eglosheim 10. Tel.
(07141) 3-10-98. Telex: (07) 264806. Mng.
Dir.: Rolf Bauer.

Audio: Cassette, open reel.
Bellaphon Recs. GmbH & Co. KG, Mainzer
Landstr. 87-89, D-6000 Frankfurt/ Main. Tel:
(0611) 23-08-01. Telex: (04) 16046. Pres.:
Branko Zwanovic; Sales Mgr.: Wolfgang
Sattler (PKG) Sattler. (PKG) Audio: Cassett

Sattler. (PKG)
Audio: Cassette.
Cassetton, Wallensteinstr. 22, D-8192 Geretsried 2. Tel: (08171) 42-40. Telex: (05) 26331.
Audio: Cassette.
E M I Electrola GmbH. Maarweg 149, D-5000 Cologne 41. Tel: (0221) 4-90-21. Cable: ELECTROLATON KOLN. Telex: (08) 881290.
Mng. Dir.: Friedrich E. Wottawa; Sales Mgr.: B. Krajewski.
Audio: Cassette.
I D S (Int'l Disc Serv.), PO Box 140105, Auf der Schanz 44, D-8500 Nuernberg 14. Tel: (09122) 8-64-40: (0911) 63-64-08. Telex:

(06) 23987. Gen. Mgr.: Hans-Joachim Rabe Sales Mgr.: D. Stecher. **(PKG)** P Tonband-Produktions KG, Potsdamerst 58, D-1000 Berlin 30. Tel: (030) 261-1111 Cable: INTERBAND. Telex: 184378. Ger

(07751) 32-58.
Audio: 8-tr., 8-tr. quadraphonic, cassette.
M D R (Magnetic Disc Rec'g) GmbH Germany,
PO Box. 140105, D-8500 Nuernberg. Tel:
(0911) 63-64-08: (09122) 8-64-40. Telex:
(06) 23987. Dir.: Erich Rabe: Sales Mgr. M
Rabe. (PKG—video only)
Magna Produktions GmbH, Juliusstr. 10-11, D1000 Berlin 44. Tel: (030) 684-4028. Telex:
**a3845. Gen. Mgr.; Juergen Freidank.
Audio: Cassette.
Video: %" cassette.
Video: %" cassette.
Crchestrola GmbH, PO Box 186.

cassette.
Orchestrola GmbH, PO Box 186, Auf Dem Esch
8, D-2840 Diepholz. Tel: (05441) 2293, 1812.
Cable: PALAS, Telex: (09) 41221. Gen.
& Sales Mgr.: Rolf Neumann; Ass't: Ingeborg

B, D-2840 Diepholz, Tel: (05441) 2293, 1812
Cable: PALAS. Telex: (09) 41221, Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossmann.
Audio: Cassette.
Polyband Gesellschaft fuer Tontrager mbH & Co. KG, Sonnenstr. 20, D-8000 Munich 15. Tel: (089) 55-41-98, 59-41-00.
Audio: Cassette.
Polydor Int'l GmbH, PO Box 1409, Podbielskistr. 164, D-3000 Hanover 1. Tel: (0511) 69-68-1. Telex: 922807.
Rhenus Musikstudio Godorf (1967), Godorf, D-5000 Cologne. Tel: (0221) 38-01-47. Dir.: Karl-Heinz Muenchow; Studio Mgr. & Chief Eng.: Guenther Beyer.
Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO, Pres.: Dietrich Scharschmidt.
Audio: Cassette, open reel.
Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel: (040) 24-67-74.
Sonopress/Reinhard Mohn ohG, Carl Bertelsmann Str. 161. D-4830 Guetersloh. Tel: (05241) 831. Telex: 933832. Gen. Mgr.: Uwe Swientek; Sales Mgr.: Heinz Kirchberg.
Audio: Cassette.
Teldec Telefunken-Decca Schallplatten GmbH, Niedernstr. 37, D-2353 Nortort/Holstein. Tel: (04392) 381. Telex: 029610. Comm'l Opns. Dir.: John L. Schubach; Technical Dir.: Herbert Knothe.
Tonomatic Tontraeger GmbH, Schwabelstr. 2. D-8011 Hoehenkirchen bei Munich. Tel: (08102) 81.36. Chief Exec.: Johann Winkler; Sales Mgr.: Margarethe Winkler.
Audio: Cassette.
Heinz Ulm-Music & Promos.. Voelkstr. 34, D-8900 Augsburg. Tel: (08202) 555; (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm. (PKG).

59-59. Gassette.
Audio: Cassette.
D. Warren Co. KG, Im Steingrund 5, D-6072
Dreieich-Buchschlag. Tel: (06103) 6-10-51.
Cable: WAMESCO. Telex: (04) 185391.
Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier; VP & Controller: Karl Schoon.
Video: "4" cassette, "4": EIAJ open reel.

supplies

CARTRIDGE & CASSETTE PARTS

CARTRIDGE & CASSETTE PARTS
C C M Kunststoffe GmbH, Schwarzwaldstr. 19,
D-7893 Jestetten Tel: (07745) 75-08. Telex:
7921476. Pres. & Gen Mgr.. Peter K. Wirz
Audio: Cassette parts
Magna Produktions GmbH, Juliusstr. 10-11. D1000 Berlin 44. Tel (030) 684-4028 Telex
183845 Gen. Mgr. Juergen Freidank
Audio: Compact cassette parts.
Video: ½" cassette,
Dietrich Scharschmidt Studioausruestung,
Gernotstr. 11, D-8000 Munich 40 Tel. (089)
30-65-46 Cable: PROSTUDIO Pres.:
Dietrich Scharschmidt.
Audio: All cassette parts.
Arthur Shishmanian Export-Import.
Boeckmanstr. 15, D-2000 Hamburg 1 Tel(040) 24-67-74.
3 M Deutschland GmbH, Carl Schurzstr. 1, D404 Neuss 1 Tel: (02101)141. Gen. Mgr.: Bo
Ekman; Sales Mgr. Juergen Wagner.

EMPTY CARTRIDGES, CASSETTES & REELS

CASSETTES & REELS

Agfa-Gevaert AG, D-5090 Leverkusen-Bayerwerk, Tel. (02172) 301 Telex: 8510871.
Audio: Cassette, open reel.
Audio: Club, see Magna.
C C M Kunststoffe GmbH, Schwarzwaldstr. 19, D-7893 Jestetten. Tel: (07745) 75-08. Telex: 7921476. Pres. & Gen. Mgr Peter K Wirz. Audio: 8-tr., cassette.
Eurolape, PO Box 233, D-2408 Timmendorfer Strand. Tel: (04503) 38-49.
Audio: 8-tr., cassette.
M D A, see Dietrich Scharschmidt.
Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Gen. Mgr.: Juergen Freidank Audio: Cassette, open reel.
Video: 'W' cassette
Brand names: Audio Club, Magna
Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres. Dietrich Scharschmidt.
Audio: Cassette.

Dietrich Scharschmidt.
Audio: Cassette.
Brand name: MDA
Scotch, see 3M
3M Deutschland GMbH, Carl Schurzstr. 1, D-404
Neuss 1. Tel (02101) 141. Gen. Mgr.: Bo
Ekman; Sales Mgr.: Juergen Wagner.
Audio: 8-tr., cassette. open reel.
Video: Cartridge, cassette, open reel.
Brand name: Scotch.

PROFESSIONAL TAPE SUPPLIES

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO Pres.: Dietrich Scharschmidt Audio: Heads Brand name: Photovox-Vacodur.

TAPE. BLANK LOADED & RAW

TAPE, BLANK LOADED & RAW

Agfa-Gevaert AG, D-5090 LeverkusenBayerwerk. Tel: (02172) 301. Telex.
8510871.

Audio: Cassette.
Video: 1" open reel, ½" cassette.
Brand names: Agfa, Agfa Stereochrom.
Agfa Videochrom.
Audio Magnetics, see Waltham.
C C M Kunststoffe GmbH. Schwarzwaldstr 19.
D-7893 Jestetten. Tel: (07745) 75-08. Telex.
7921476. Pres & Gen. Mgr.: Peter K. Wirz.
Audio: Cassette.
Brand names: Galaxy, Toka.
Cassetton, Wallensteinstr. 22, D-8192
Geretsried 2. Tel: (08171) 60840. Telex: (05)
26331.

Galaxy, see CCM.

Galaxy, see CCM.

M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (07751) 32-58.
 Audio: 8-tr., cassette.
 Magna Produktions GmbH, Juliusstr. 10-11, D-

INTERNATIONAL

1000 Berlin 4^A. Tel: (030) 684-4028, Telex: 183845, Gen. Mgr.: Juergen Freidank.
Audio: Blank—cassette: raw—cassette.

open reel.

Video: Blank-½'' EIAJ open reel & cartridge; raw-¾'' cassette, ½'' EIAJ open

open reel.

Video: Blank—½" EIAJ open reel & cartridge; raw—¾" cassette, ½" EIAJ open reel & cartridge.

Maxell Europe GmbH. Stresemannstr. 9, D-4000 Dusseldorf 1. Tel: (0211) 8-41-31. Telex: (08) 587288, Dir.: A. Matsumoto; Ass't Dir.: H. Hayashi.

Home office: Japan.
Audio: Blank—8-fr., cassette, open reel; raw—8-tr., cassette.

Video: Blank—4" cassette.

Memorex, see W.D. Warren.

Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diephotz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann: Ass't: Ingeborg Grossman.
Audio: Cassette.

S E C I, see Dietrich Scharschmidt.

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.
Audio: Cassette, open reel.

Audio: Cassette, open reel. Video: 1" open reel, ½" EIAJ open reel, ¼"

Video: 1" open reel, %" EIAJ open reel, %"
cassette,
Brand name: SECI.
Scotch, see 3M.
Arthur Shishmanian Export-Import,
Boeckmanstr 15, D-2000 Hamburg 1, Tel:
(040) 24-67-74, (Blank only)
Sony, see W.D. Warren.
T D K Electronics Europe GmbH, Georg Glock
Str. 14, D-40C0 Dusseldorf.
Audlo: Cassette.
3 M Deutschland GmbH, Carl Schurzstr, 1, D404 Neuss 1, Tel: (02101) 141, Gen, Mgr.: Bo
Ekman, Sales Mgr.: Juergen Wagner,
Audlo: 8-tr., cassette, open reel,
Video: 1" open reel, 1" cartridge, %"
cassette, %" EIAJ open reel, ½" EIAJ
cartridge, %" cassette.
Brand Name: Scotch.
Toka, see CCM.

Waltham Electronics GmbH, Anzingerstr 1, D-8000 Munich 80

www.americanradiohistory.com

Toka, see CCM.

Audio: 8-tr., cassette, open reel.
Brand name: Audio Magnetics.
) Warren Co, KG, Im Steingrund 5, D-6072
Breieich-Buchschlag, Tel: (06103) 6-10-51.
(Gable: WAMESCO. Telex: (04) 185391.
Owner: William-Dirk Warren; Exec. VP:
Eugene Elskens; VP Sales: Helmut
Rossmaier: VP & Controller: Karl Schoon.
Video: %" cassette, %" EIAJ open reel.

Brand names: Memorex, Sony.

TAPE DUPLICATING & PROCESSING EQUIPMENT

-Gevaert AG, D-5090 Leverkusen-ayerwerk. Tel: (02172) 301. Telex

Agfa-Gevaert Au, D-3030
Bayerwerk, Tel: (02172) 301. Telex: 8510871.
Audio: Calibration tapes, cutter sets.
Asona, see Auvis-Asona.
Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich: 22. Tel: (089) 22-50-57. Cable: ASONA. Telex: (05) 22084. Dir. & Gen. Mgr.: Alf Kuerzeder.
Audio: 8-tr. & cassette duplicating equip., winding & labeling machines.
Brand name: Asona.
Machi, see Dietrich Scharschmidt.
Dietrich Scharschmidt Studioausruestung.
Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO Pres.: Dietrich Scharschmidt.
Audio: Cassette screwing machines.

Dietrich Scharschmidt.
Audio: Cassette screwing machines.
Brand name: Machi.
A Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1, Tel: (02101) 141. Gen. Mgr.: Bo
Ekman; Sales Mgr.: Juergen Wagner.
Audio: Cassette duplicators.
Brand name: Wollensak
erhard Vollmer, Schillerstr. 7, D-7310
Plochingen/N, Tel: (07153) 2-10-04. Cable:
VOLLMERWERK, Gen. Mgr. & Eng.:
Eberhard Vollmer; Sales Mgr.: Ms. I.
Marcon.

accessories manufacturers

Agfa-Gevaert AG, D-5090 Leverkusen-Bayerwerk. Tel: (02172) 301. Telex: 8510871. **Product**: Head cleaners, leader & splicing

tapes.

D. Kretz (Automaten-Serv.), Sofienstr. 179, D-7500 Karlsruhe 1, Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners,

Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, needles.

Magna Produktions GmbH, Juliusstr, 10-11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Gen. Mgr.: Juergen Freidank. Product: Tape carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Maxell Europe GmbH, Stresemannstr, 9, D-4000 Dusseldorf 1, Tel: (0211) 8-41-31. Telex: (08) 587288. Dir.: A. Matsumoto; Ass't Dir.: H. Hayashi.
Home office: Japan.
Product: Head cleaners.

Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz, Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossman.

Grossman.

Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adaptors, head cleaners & demagnetizers.

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO, Pres.: Dietrich Scharschmidt.

Product: Head cleaners & demagnetizers, leader lape.

Schweizer Design Eurosale GmbH, Koenigsweg 3, D-4973 Viotho, Tel: (05733) 50-41 Telex: 971217. Mng. Dirs.: G. Deja, Dr. M. Gaier.



Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

Stanton, see Teledyne.

Teac Tonband-Aniagen-Vertriebs GmbH, Egerstr. 2, D-6200 Wiesbaden-Erbenheim. Tel: (06121) 742-25. Telex: (04) 186159. Pres.: Katsuma Tanı; Gen. & Sales Mgr Haruo Onda.

Product: Head cleaners & demagnetizers.
Teledyne Acoustic Research, Burgstr. 6-8, D-6200 Wiesbaden. Tel: (06121) 3-91-71. Product: Needles (Stanton).

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.

Product: Leader & splicing tape.

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren; Exec. VP; Eugene Elskens; VP Sales: Helmut Rossmaier, VP & Controller: Karl Schoon. Product: Tape carrying & storage cases, needles.

• store fixtures & merchandising manufacturers

D. Kretz (Automaten-Serv.), Sofienstr. 179, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres: Diethelm Kretz; Sales Mgr.: Gertrud Drost.
Product: Display racks.
Schweizer Design Eurosale GmbH, Koenigsweg 3, D-4973 Vlotho. Tel: (05733) 50-41. Telex: 971217. Mng. Dirs.: G. Deja, Dr. M. Galer. Product: Browser boxes, display racks.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-

404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.

playback/ recording equipment

A E G-Telefunken, Buecklestr. 1-5, D-7750 Konstanz. Tel: (7531) 86-24-60. Cable: TELE-FUNKEN KONSTANZ. Telex: 733233 Gen. Mgr.: Dr. Gillmann; Sales Mgr.: Mr. Hermann

Mgr.: Dr. Gillmann; Sales Mgr.: Mr. Hermann.
Audlo: Magnetophon, Telefunken.
A S A Musik Vertrieb GmbH, Friedrichstr. 40, D6000 Frankfurt/Main. Tel: (0611) 72-78-72.
Brand names: SMS, Sus! 8.
Audio Club, see Magna.
Audiolive, Kyfthaeuserstr. 10/46-48, D-5000 Cologne 1. Tel: (0221) 23-09-10, 430-7425.
R. Barth, Elektronik & Akustik KG, Grillparzerstr.
6a, D-2000 Hamburg 76. Tel: (040) 2298883. Telex: 212095. Pres. & Gen. Mgr.:
Ruediger Barth: Admin. Mgr.: Hartwig K.
Puetz.

Puetz.
Audio: MCI.
Robert Bosch GmbH Geschaeftsbereich Fernsehanlagen, Robert Bosch Str. 7, D-6100.
Darmstadt. Tel. (06151) 8081. Cable: FERNSEH DARMSTADT. Telex: 419256. Mrg. Dir.: Otto R. Oechsner; Sales Mgrs.: Hans. J. Goeller, Ulrich P. Heimes, Broadcast Equip. Prod. Mgr.: Hermann K.J. Zickbauer.
Video: Bosch Fernseh.
Denon, see Nippon Columbia.

E M I Voxson GmbH, Aachenerstr. 312, D-5000

Cologne 41.
Grundig AG, Kusgartenstr. 37, D-8510 Fuerth.
Tel: (0911) 7031. Telex: (06) 23431. (Audio

only)
ID S, see MDR.
M C I, see R. Barth.
M D R (Magnetic Disc Rec'g) GmbH Germany,
PO Box 140105, D-8500 Nurnberg. Tel:
(0911) 63-64-08, (09122) 864-40. Telex: (06)
23987. Dir.: Erich Rabe: Sales Mgr.. M.

Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Gen. Mgr.: Juergen Freidank. Audio: Audio Club, Magna.

Audio: Audio Club, Mayno.
Video: Magna.
Magnetophon, see AEG-Telefunken.
Nippon Columbia Co. Ltd., Kaufmannshans 1,
Zimmer 126, D-2000 Hamburg 36.
Brand name: Denon.
S E C I, see Dietrich Scharschmidt.
S M S, see ASA.

S M S, see ASA. Dietrich Scharschmidt Studioausruestung, Ger-notstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.

Scharschmidt.
Audio & Video: SECI.
Dry, see W.D. Warren.
Isi 8, see ASA.
acc Tonband-Anlagen-Vertriebs GmbH,
Egerstr. 2, D-6200 Wiesbaden-Erbenheim.
Tel: (06121) 7-42-25. Telex: (04) 186159.
Pres: Katsuma Tani; Gen. & Sales Mgr.:
Haruo Onda.
Audio: Teac (Janan)

Audło: Teac (Japan). ec (TED), Heussweg 25, D-2000 Hamburg

19.
 Telefunken, see AEG-Telefunken.
 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. (Audio & Video)

Video)
D. Warren Co. KG, Im Steingrund 5, D-6072
Dreieich-Buchschlag. Tel: (06103) 6-10-51.
Cable: WAMESCO. Telex: (04) 185391.
Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier; VP Controller: Karl Schoon.
Audlo & Video: Sony (Japan).

Konrad Wolf Musikproduktion, Alte Dorfstr. 22 D-2000 Hamburg 65. Tel. (040) 605-2333.

ITALY

services

DESIGN & ARTWORK

Mario Convertino, Via Giovannino dei Grassi 3, Milan. Tel: (02) 808.716.
Durium SpA, Via Manzoni 40/42, Milan. Tel: (02) 701.703. Cable: DURIUM MILANO. Telex: 25564. Pres. & Mng. Dir.: Krikor Mintangian; Admin'r: Giulio Galimberti: Sales Mgr.: Amleto Silvestri.
Gianni Greguoli, Via Vincenzo Monti 77, Milan. Tel: (02) 498-9467. Ass't: Luca Greguoli.

Tel' (02) 498-9467. Ass't: Luca Greguoli.
L E M (Lavorazione Nastro Magnetico) SpA, Via
G.b. de La Salle 4/A, 20132 Milan. Tel. (02)
256-998. Pres.: Sergio Arnoldi; Gen Mgr.
Gian Franco Mancini,
Sciascia SaS (Ed.), Via Giacomo Brodolini,
20089 Rozzano (Milan). Tel. (02) 825-8041.
Pres.: Armando Sciascia; Gen. & Sales
Mgr.: Sergio Sciascia.
Luciano Tallarini, Via Washington 25, 20146
Milan. Tel: (02) 804,908. Chief Exec.:
Luciano Tallarini.

PRINTERS & LITHOGRAPHERS

C G D SpA, Via Quintiliano 40, 20138 Milan. Tel: (02) 50.84. Telex: 35063. Ecofina SrL. Via Leopardi B, 20123 Milan. Tel: (02) 869-0121, 806.125. Telex: 32473. Chief Exec.: Mourad Sabet; Factory: Via Monviso 21. Tel: (02) 314.766. GT E (General Tape Equip.) SrL. Via dei Cybo 4, 20127 Milan. Tel: (02) 282-0839, 285-3093. Telex: 25046.

Z012/ Milati. Tel: (UZ) Z02-0035, Z05-3093. Telex: 25046.

LO (International Org.), Vic. Borbhetto 20, Rome. Tel: (06) 678-4949. Telex: 62319.

R 1 (Industrie Riunite Italiane) SrL, Via Vespolate 22, 27030 Confienza (Pavia). Tel: (0384) 64.540/054.

LE M (Lavorazione Nastro Magnetico) SpA, Via G.B. de La Salle 4/A, 20132 Milan. Tel: (02) 255-998. Pres.: Sergio Arnoldi; Gen. Mgr.: Gian Franco Mancini.

Ri-Fi Rec. Co. SpA, Corso Buenos Aires 77, 20124 Milan. Tel: (02) 273.641. Mng. Dir. & Gen. Mgr.: Giavorani Battista Ansoldi.

Sciascia SaS (Ed.), Via Giacomo Brodolini, 20089 Rozzano (Milan). Tel: (02) 825-8041. Pres.: Armando Sciascia; Gen. & Sales Mgr.: Sergio Sciascia.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio & Video lines indicate the configurations which the firms duplicate. Companies which offer packaging & labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

Ambrosio Discografica SaS, Via Brasile 13. 20090 Limito di Pioltello (Milan). Tel: (02)

20090 Limito di Pioltello (Milan). Tel: (02) 904-7861.

Branch: 20121 Milan, Via San Paolo 15. Tel: (02) 865-678.

Audio: 8-tr., cassette

Ampex Italiana SpA. Via Riccardo Gigante 4, Rome. Tel: (00396) 546-991. Cable: AMPEX ROMA. Telex: 61492. Mng. Dir.. Riccardo Crippa; Sales Mgr.: Domenico Rossi.

Home office: USA.

Audio: 8-tr., cassette.

Ariston SrL., Via Massimo Gorki 21, Strada Zivido. 20098 San Giuliano (Milan). Tel: (02) 984-6974. Telex. 35466. Pres.: Alfredo Rossi; Factory Mgr.: Carlo Barbareschi; Sales Mgr.: Riccardo Benini; Int'l Mgr.: Graham Johnson. (PKG)

Branch: 00195 Rome, Via Cantore 17 Tel: (06) 386.259.

Audio: 8-tr., cassette

(06) 386.259.
Audio: 8-tr., cassette
C G D SpA, Via Quintiliano 40, 20138 Milan. Tel: (02) 50.84. Telex: 35063.
Audio: 8-tr., cassette
Cinevox Rec. SpA, Via Romeo Romei 15, Rome. Tel. (06) 311.280, 311.870.
Branch: Milan, Via Borgogna 7. Tel: (02) 701.107.

701.107.

Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Telex: 38231. Pres. & Gen. Mgr.: Davide Matalon. Audlo: 8-tr., cassette.

Ducale Ind. Musicali Spa., Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Telex: 38231. Pres. & Gen. Mgr.: Davide Matalon.
Audio: 8-fr., cassette.
Duplimatic Srt., Via Natale Battaglia 4, 20127 Milian. Tel: (02) 281.226. Admin'r: Guido Mezzadra; Gen. Mgr.: Aldo Mezzadra; Sales Mgr.: Enrico Mezzadra: Sales Mgr.: Enrico Mezzadra.
Audio: 8-fr., 8-fr. quadraphonic, cassette. open reel, open reel quadraphonic, cassette, open reel, open reel quadraphonic, cassette, open reel, open reel quadraphonic, pp. 1045/504.491.
Audio: 8-fr., 8-fr. quadraphonic, cassette, open reel, open reel quadraphonic, pp. Claudio Occhiena: Technicai Mgr.: Pr. Claudio Occhiena: Technicai Mgr.: Pr. Claudio Occhiena: Technicai Mgr.: Paolo Maggiolini. (PKG)
Audio: 8-fr., cassette, open reel.
Video: 1" open reel, "Cassette, "ElaJ open reel, "Cassette.
Durium SpA, Via Manzoni 40/42, Milan. Tel: (02) 701.703. Cable: DURIUM MILANO. Telex: 25564, Pres. & Mng. Dir.:Krikor Mintangian; Admin'r: Giulio Galimberti: Sales Mgr.: Amleto Silvestri. PKG)
Audio: 8-fr., 8-fr. quadraphonic, cassette. EMIGRAM ROMA. Telex: 64208. Mng. Dir.: John L. Bush; Deputy Mng. Dir.: Vittorio Magnoli; Mklg. Dir.: Marco Bignotti; Sales Mgr.: Nerio Alunni.
Ecofina SrL, Via Leopardi 8, 20123 Milan. Tel: (02) 314, 766.
Audio: 8-fr., 8-fr. quadraphonic, cassette, open reel, open reel quadraphonic. Cassette, open reel, open reel quadraphonic. Cassette, Open reel, Open Reel

25100 Brescia. Tel: (030) 293.128, 41379. Audio: 8-tr., cassette. I (Industrie Riunite Italiane) SrL, Via Vespolate 22, 27030 Confienza (Pavia). Tel: (0384) 64.540.054.

(0384) 64.540/054.
Audio: 8-tr., cassette.
L E M (Lavorazione Nastro Magnetico) SpA, Via G. B. de La Salle 4/A, 20132 Milan. Tel: (02) 256-9998. Pres.: Sergio Arnoldi; Gen. Mgr.: Gian Franco Mancini.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
M D A Cassettes SrL, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Gen. Mgr.: Pinuccia Grassi.
Audio: 8-tr., cassette.
Manplast SrL, Via G. Di Vittorio 307/6, 20099 Sesto San Giovanni (Milan). Tel: (02) 248-5019.
Audio: 8-tr., cassette.

Sesto San Giovanni (Milan). Tel: (02) 248-5019.

Audio: 8-tr., cassette.

Phonoster SpA, Via G. Rossini, 20067 Tribiano (Milan). Tel: (02) 90.64.646.

Phonotype Rec. dei Fratelii Esposito Snc, Via Enrico de Marinis 4, 80134 Naples. Tel: (081) 206.642. 205 873. Mng Dir.: Fernando Esposito; Gen Mgr.: Roberto Esposito; Sales Mgr.: Vincenzo Esposito
Audio: 8-tr., cassette.

R C A SpA, PO Box 7158, 00100 Rome: Via Tiburtina, Km. 12. 00131 Rome. Tel: (06) 416.041. Telex: 61428.

Home office: USA.

Revival SrL, Via Privata Denti 17. 22051 Bellano (Como). Tel: (0341) 821.250.
Audio: 8-tr., cassette.

Ricordi SpA (Dischi) Via Barletta 11, 20141 Milan Tel: (02) 539-2392. Admin. Mgr.: Giuseppe Maurelli.

Audio: Cassette.

Ri-Fi Rec. Co. SpA, Corso Buenos Aires 77, 20124 Milan. Tel: (02) 273.641. Mng. Dir. & Gen. Mgr.: Giovanni Battista Ansoldi.

S E C I (Societa Elettrotecnica Chimica Italiana) SpA, Via G.B. Grassi 97, 20157 Milan. Tel: (02) 355-5146, 357-0946. Cable: SELECHIMIT. Telex: 37269. Mng. Dir.: Luigi Lang.

SELECHIMIT. Telex: 37269. Mng. Dir.: Luigi Lang.
Audlo: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
Saar Srl., Via Gramsci 4, 20016 Pero (Milan). Tel: 353-0573/0564. Pres.: Walter Gurtler; Mgr.: Luigi Maurizio.
Sciascia SaS (Ed.), Via Giacomo Brodolini, 20089 Rozzano (Milan). Tel: (02) 825-8041. Pres.: Armando Sciascia: Gen. & Sales Mgr.: Sergio Sciascia. (PKG—audio only).
Senn Sound Italiana Srl., Via Edison 100, 20019 Settimo Milanese (Milan). Tel: (02) 328-2366/2337. Mng. Dir.: Francesco de Paola: Gen. Mgr.: Franco de Paolis.
Audlo: 8-tr., 8-tr. quadraphonic, cassettes.

supplies

A T B SpA, Via Palmiro Togliatti 30, 20030 Senago (Milan). Tel: (02) 998-9976. Cable: ATIBISENAGO. Telex 36479. Mng. Dir.: Abramo Bordignon.
Audio: Single- & band-assembled components for cassettes, digital cassettes & 8-tr.; spring pads & antifriction liners; full. flat & flat-foam shields in any magnetic alloy: customer-designed supplies.

Altapolymer SrL. Via Lamarmora 33. Milan. Tel (02) 546-6986.
Audio: Cassette bodies. https://doi.org/10.1003/10.1003/10.

Audio: Cassette bodies, hubs, rolls, foils, pads, shields, all cartridge parts, library

(UZ) 540-0950.
Audio: Cassette bodies, hubs, rolls, foils, pads, shields, all cartridge parts, library cases.

Ampex Italiana SpA, Via Riccardo Gigante 4, Rome. Tel: (00396) 546991 Cable: AMPEX ROME. Telex: 61492 Mng Dir.: Riccardo Crippa: Sales Mgr.: Domenico Rossi.
Home office: USA.
Audio: Plastic cassette parts.
Audio Devices, see Neumannacustic.
Av.El.Ca SrL, V. Emanuella 16, Saronno. Tel: (02) 960-5413/3248. Mng. Dir. & Gen. Mgr.: Sergio Moretti: Sales Mgr.: Edoardo Benetton.
Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel: (02) 928-8064. Pres.: Corrado Bresolin.
Audio: All parts.
Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20156 Milan. Tel: (02) 367,693. Gen. Mgr.: Gaetani Cesare.)
Via Niccodemi 5, 20156 Milan. Tel: (02) 367,693. Gen. Mgr.: Gaetani Cesare.)
Cenca (General Cassette) SaS. Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex: 31371, 37607.
Audio: Hubs & rollers.
L E M (Lavorazione Nastro Magnetico) SpA, Via G.B. de La Salle 4/A, 20132 Milan. Tel: (02) 256-9998. Pres.: Sergio Arnoldi: Gen. Mgr.: Gian Franco Mancini.
M D A Cassettes SrL. Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Gen. Mgr.: Pinuccia Grassi.
Neumannacustic di Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel: (02) 228.120, 276.893. Cable: BEPPATOMIL. Owner: Roberto Beppato, Sales Mgr.: David Butterworth.
Branch: 00143 Rome, Via G. Armellini 31. Tel: (0616591-4609. Contact: Livio Argentini.

Butterworth.

Branch: **90143** Rome, Via G. Armellini 31.
Tel: (06) 591-4609. Contact: Livro Argentini.

Brand name: Audio Devices.
iva SIAT (Societa Italiana Articoli Tecnici)
SrL, Via dell'Orto 21, 21047 Saronno
(Varese). Tel: (02) 960-7485/7450. Cable:
NSIAT. Telex: 26502. Mng. Dir.: Edoardo
Benetton.

NSIAT. Telex: 26502. ming. Circ. Benetton.
Start Ltd., Via Como 25/27, Rovellasca (Como). Tel: (02) 964-2245/2410. Telex: 33080. Pres.: Mario Colombo; Gen. Mgr.: Dr. Dario De Benedetti; Sales Mgr.: Dr. Luigi Cane; Sales Admin. Exec.: Rosella Millefanti. Audlo: All parts.

EMPTY CARTRIDGES CASSETTES & REELS

B SpA, Via Palmiro Togliatti 30, 20030 Senago (Milan). Tel: (02) 998-9976. Cable: ATIBISENAGO. Telex: 36479. Mng. Dir.:

Senago (Milan). Tel: (02) 998-9976. Cable: ATIBISENAGO. Telex: 36479. Mng. Dir.: ADramo Bordignon.

Alfapolymer Srt., Via Lamarmora 33, Milan. Tel: (02) 546-6986.

Audio: C-O cassettes.

Ampex Italiana SpA, Via Riccardo Gigante 4, Rome. Tel: (00396) 546991. Cable: AMPEX ROME. Telex: 61492. Mng. Dir.: Riccardo Crippa; Sales Mgr.: Domenico Rossi.

Home office: USA.

Audio: 8-tr., cassette. open reel. ""
cassette, "" Beta cassette.

Brand name: Ampex, Shamrock.

Audio: Devices, see Neumannacustic.

AV.ELCa Srt. V. Emanuella 16, Saronno. Tel: (02) 960-5413/3248. Mng. Dir. & Gen. Mgr.: Sergio Moretti; Sales Mgr.. Edoardo Benetton.

Audio: 8-tr., cassette.

Bresolin Corrado, Via XXV Aprile 205, 20092

Cinisello Balsamo (Milan). Tel: (02) 928-8064. Pres: Corrado Bresolin.

Audio: 8-tr., cassette.

Comp-Ray, see Start.

Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 38231. Pres. & Gen. Mgr.: Oavide Matalon.

Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Gaetani Cesare.

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Dreieich-Buchschlag, Tel: (06103) 6-10-51.
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Audio: 8-tr., cassette.
Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex: 31371, 37607.

Audio: Cassette.
Brand name: King Sound.
King Sound, see Genca.
L E M (Lavorazione Nastro Magnetico) SpA, Via G.B. de La Salle 4/A, 20132 Milan. Tel: (02) 256-9998. Pres.: Sergio Arnoldi: Gen. Mgr.: Gian Franco Mancini.
M D A Cassettes SrL, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Gen. Mgr.: Pinuccia Grassi.
Audio: 8-tr., cassette.
Neumannacustic di Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel: (02) 228.120, 276.893. Cable: BEPPATOMIL. Owner; Roberto Beppato; Sales Mgr.: David Butterworth.
Branch: 00143 Rome, Via G. Armellini 31.

Roberto Bepparo, Sales Mg. L. L. Butterworth.

Branch: 00143 Rome, Via G. Armellini 31. Tel: (06) 591-4609. Contact: Livio Argentini.

Brand name: Audio Devices.

Na SIAT (Societa Italiana Articoli Tecnici)

SrL, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960-7485/7450. Cable: NSIAT. Telex: 26502. Mng. Dir.: Edoardo Renetton.

NSIAT. Telex: 26502. Mng. Dir.: Edoardo Benetton.
Audio: 8-tr., cassette & open reel: boxes.
Brand name: SIAT.
SIAT, see Nuova.
Shamrock, see Ampex.
Sonorex SpA, Via Bontadina 14, 25046 Cazzago San Martino (Brescia). Tel: (030) 725.382.
Telex: 30826. Pres.: Giuseppe Zani; Gen. Mgr.: Bruno Raineri; Sales Mgr.: Italo Capoterri.
Audio: 8-tr., cassette.
Start Ltd., Via Como 25/27, Rovellasca (Como).
Tel: (02) 964-2245/2410. Telex: 33080.
Pres.: Mario Colombo; Gen. Mgr.: Dr. Dario De Benedetti; Sales Mgr.: Dr. Luigi Cane: Sales Admin. Exec.: Rosella Millefanti.
Audio: 8-tr., cassette.
Brand name: Comp-Ray.

TAPE, BLANK LOADED & RAW

TAPE, BLANK LOADED & RAW

Agta-Gevaert SpA, Viale de Gasperi, 20151
Milan. Tel: (02) 30.74. Cable:
AGFAGEVAERT. Mng. Dir.: Benito
Chiucchini; Sales Mgr.: Giorgio Dordoni.
Audio: Cassette, open reel.
Video: 2" & 1" open reel.
Ampex Italiana SpA, Via Riccardo Gigante 4,
Rome. Tel: (00396) 546991. Cable: AMPEX
ROME. Telex: 61492. Mng. Dir.: Riccardo
Crippa; Sales Mgr.: Domenico Rossi.
Home office: USA.
Audio: 8-tr., cassette, open reel.
Video: Blank—2" quad, 1" open reel, %"
cassette, %" EIAJ open reel, %" Beta
cassette.

cassette, %" EIAJ open reel, %" Beta cassette.
Audio Devices, see Neumannacustic.
Audio Magnetics, see Melchioni.
Av.EI.Ca SrL, V. Emanuella 16, Saronno. Tel: (02) 960-5413/3248. Mng. Dir. & Gen. Mgr.: Sergio Moretti; Sales Mgr.: Edoardo Benetton. (Blank only)
Audio: 8-tr., cassette.
Brand names: Av.EI. Ca. New Audio Box.
B A S F, see SASEA.
Bresolin Corrado. Via XXV Aprile 205, 20092
Cinisello Balsamo (Milan). Tel: (02) 928-8064. Pres.: Corrado Bresolin. (Blank only)
Audio: 8-tr., cassette.
Comp-Ray, see Start.
Duplimatic SrL, Via Natale Battaglia 4, 20127

INTERNATIONAL

Milan. Tel: (02) 281.226. Admin'r: Guido Mezzadra; Gen. Mgr.: Aldo Mezzadra; Sales Mgr.: Enrico Mezzadra. (Blank only) Audio: 8-tr., cassette, open reel. I E C SpA, Via Baracchini 10, 20122 Milan. Tel: (02) 863.849. (Importer—blank only)

Tel: (02) 863.849. (Importer—blank only)
Audio: Cassette.
Brand name: Memorex.
Ifina SrL. Via Leopardi 8, 20123 Milan. Tel:
(02) 869-0121, 806.125. Telex: 32473. Chief
Exec.: Mourad Sabet. Factory: Via Monviso
21. Tel: (02) 314.766. (Blank only)
Audio: Cassette.

Audio: Cassette. pipielle SrL, Viale San Gimagnano 11, 20146 Milan. Tel: (02) 418.315. (Blank only) Audio: 8-tr., cassette. em (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Gaetani Cesare. (Blank only)

Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Gaetani Cesare. (Blank only)
Audio: 8-tr., cassette.
GT E (General Tape Equip.) SrL, Via dei Cybo 4, 20127 Milan. Tel: (02) 285-3093. 282-0839. Telex: 25046. (Blank only)
Audio: 8-tr., cassette.
Gilberto Gaudi SpA, Corso di Porta Nuova 48, 20121 Milan. Tel: (02) 664.981, 655.272. (Importer—blank only)
Audio: Cassette, open reel.
Brand name: TDK.
Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex: 31371, 37607. (Blank only)
Audio: 8-tr., cassette.
LE M (Lavorazione Nastro Magnetico) SpA, Via G.B. de La Saile 4/A, 20132 Milan. Tel: (02) 256-9998. Pres: Sergio Arnoldi; Gen. Mgr.: Gian Franco Mancini.
Audio: 8-tr., cassette, open reel.
Lear Jet. see Start.
M D A Cassettes SrL, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Gen. Mgr.: Pinuccia Grassi.
Audio: 8-tr., cassette.
Melchioni SpA, Casella Postale 1670, Via P. Coletta 39, 20135 Milan.
Audio: 8-tr., cassette. open reel.
Brand name: Audio Magnetics.
Memorex, see EMEC.
Neumannacustic di Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel: (02) 228.120, 276.893. Cable: BEPPATOMIL. Owner: Roberto Beppato; Sales Mgr.: David Butterworth.
Branch: 00143 Rome, Via G. Armellini 31. Tel: (06) 591-4609. Contact: Livio Argentini.

Roberto Beppato; Sales Mgr.: David Butterworth.

Branch: 00143 Rome, Via G. Armellini 31. Tel: (06) 591-4609. Contact: Livio Argentini. Audio: 8-tr., cassette, open reel. Brand name: Audio Devices. wa Audio Box, see Av.El.Ca.

Iova SIAT (Societa Italiana Articoli Tecnici) SrL, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960-7485/7450. Cable: NSIAT. Telex: 26502. Mng. Dir.: Edoardo Benetton. (Blank only) Audio: 8-tr., cassette.

AS E A (Societa Aniline Solventi & Affini) SpA. Via Pietro Rondoni 1, 20146 Milan. Tel: (02) 42.48.

Home office: Germany, BASF.
Audio: 8-tr., cassette.

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(02) 355-5146, 357-0946. Cable:

SELECHIMIT, Telex: 37269, Mng. Dir.: Luigi Lang.

Lang. Audio: 8-tr., cassette, open reel

cotch, see 3M.

norex SpA, Via Bontadina 14, 25046 Cazzago
San Martino (Brescia). Tel: (030) 725.382.

Telex: 30826. Pres.: Giusseppe Zani; Gen.
Mgr.: Bruno Raineri; Sales Mgr.: Italo
Capoterri.

Mgr.: Bruno Raineri; Sales Mgr.: Italo Capoterri.

Audio: 8-tr., cassette, open reel.

Start Ltd., Via Como 25/27. Rovellasca (Como). Tel: (02) 964-2245/2410. Telex: 33080. Pres.: Mario Colombo; Gen. Mgr.: Dr. Dario De Benedetti; Sales Mgr.: Dr. Luigi Cane; Sales Admin. Exec.: Rosella Millefanti.

Audio: 8-tr., cassette.

Brand names: Comp-Ray, Lear Jet.

T D K, see Gilberto Gaudi.
3 M Italia SpA, Milano San Felice (Segrate). Tel: (02) 75.451. Telex: 31275. 31159. Mng. Dir.: T. Skoog; Sales & Mktg. Mgr.: M. Bianchi. Audio: 8-tr., cassette, open reel.

Video: 2", 1" & %" open reel, 1" cartridge, %" cassette, "ElAJ cartridge, %" cassette.

Brand name: Scotch.

TAPE DUPLICATING & PROCESSING EQUIPMENT

TAPE DUPLICATING & PROCESSING EQUIPMENT

A E G-Telefunken Sipa, Via Pirelli 12, 20124 Milan. Tel: (02) 92798. Cable: AEGITAL. Telex: 31473. Pres.: Dr. F. Angeloni; Gen. Mgr.: L. Tringali; Sales Mgr.: A. Bosco. Audio: Duplicators & winders. Brand name: Telefunken.

Ampex Italiana SpA, Via Riccardo Gigante 4, Rome. Tel: (00396) 546.991. Cable: AMPEX ROMA. Telex: 61492. Mng. Dir.: Riccardo Crippa; Sales Mgr.: Domenico Rossi. Home office: USA. Audio: Duplicators.

Ducale Ind. Musicall SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 38231. Pres. & Gen. Mgr.: Davide Matalon (Audio only) Exhibo Italiana Srl., Via F. Frisi 22. 20052 Monza. Tel: (039) 360.021. Cable: EXHIBOMI. Telex: 25315. Press. F. Anguissola d'Altoe; Prod. Mgr.: G. Granito: Adv. Mgr.: L. Porfiri. Branch: Rome, Via P. Emilio 7. Tel: (06) 318.026. Contact: S. Bertoli. Audio: Duplicators. Brand name: Otari. Fraem (Societa Individuale di Gaetani Cesare). Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Gaetani Cesare). Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Gaetani Cesare). Tele: (25046. Audio: Automatic, semi-automatic & manual tape winders, ultra high speed duplicators. automatic cassette assemblers & automatic cassette screwdriver.

Neumannacustic de Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel: (02) 228.120, 276.893. Cable: BEPPATOMIL. Owner: Roberto Beppato; Sales Mgr.: David Butterworth. Branch: 00143 Rome, Via G. Armellini 31. Tel: (05) 591–4609. Contact: Livio Argentini.

Spontini Procession of the Control o

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

EQUIPMENT & SUPPLIES

Ecofina Srt., Via Leopardi 8, 20123 Milan. Tel:
(02) 869-0121, 806.125. Telex: 32473. Chief
Exec.: Mourad Sabet.
Product: Boxing machines.
Brand name: Ponzone & Vico.
G T E (General Tape Equip.) Srt., Via dei Cybo 4,
20127 Milan. Tel: (02) 285-3093, 282-0839.
Telex: 25046.
Product: Automatic cassette labeling &
boxing machines.
Ponzone. see Ecofina.
Start Ltd., Via Como 25/27. Rovellasca (Como).
Tel: (02) 964-2245/2410. Telex: 33080.
Pres.: Mario Colombo: Gen. Mgr.: Dr. Dario
De Benedetti; Sales Mgr.: Dr. Luigi Cane;
Salex Admin. Exec.: Rosella Millefanti.
Product: 8-fr. & cassette boxes.
Sumat Srt., Via San Giuseppe 137, Saronno. Tel:
(02) 962-0915. Gen. Mgr.: Roberto Macchi.
(Manufacturer/importer)
Product: Cassette & cartridge plastic shelves pressing machines, boxes pressing machines, boxes pressing machines, cassettes-into-boxes automatic injectors.

Tapematic, Via Unione 13, 20050 Mezzago
(Milan). Tel: (039) 692.359. Dir.: Luciano
Perego: Technical Mgr.: Giovanni Brignani.
(Audio only)
Product: Boxing & labeling machines.
Vico. see Ecofina.

accessories manufacturers

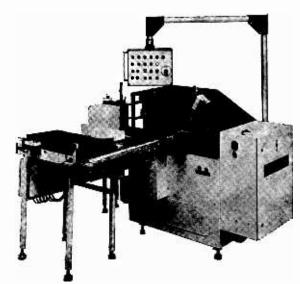
Agta-Gevaert SpA, Viale de Gasperi, 20151 Milan. Tel: (02) 30.74. Cable: AGFAGEVAERT. Telex: 37182. Mng. Dir.: Benito Chiucchini: Sales Mgr.: Giorgio Dordoni.

Benito Chiucchini: Sales Mgr.: Giorgio Dordoni.
Product: Head cleaners, demagnetizers, leader & splicing tape.
Alfapolymer SrL, Via Lamarmora 33, Milan. Tel: (02) 546-6986.
Product: Carrying & storage cases. head cleaners & demagnetizers.
Ampex Italiana SpA. Via Riccardo Gigante 4, Rome. Tel: (00396) 546991. Cable: AMPEX ROME. Telex: 61492. Mng. Dir.: Riccardo Crippa: Sales Mgr.: Domenico Rossi.
Home office: USA.
Product: Head cleaners, demagnetizers, leader & splicing tape.
Audel, Via Ximenes 3, Milan. (Importer)
Product: Needles (Ortofon).
Audio SnC, Strada di Caselle 63, 10040 Leini. Tel: 998-8841. (Importer)
Product: Needles (Pickering).
Audio-Technica, see NTC.

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for the fully automatic loading of compact cassettes and descriptive literature into plastic boxes



KZM III with special equipment

Capacity:

infinitely regulable 30/65 or 30/75 cassettes/min. resp. (If higher capacity

is required please contact us)

length Size of boxes: 109,2 (+0,8) 103,5 outside inside min.

width height 69,6 (+0,5) 16,7 (+0,5) 66,5 13,7 x width

length 102 (± 0,5) 101 (±0,5)

If desired also manyfold inserts can be inserted.

Current supply:

Measures of inserts:

1,8 kW, 220/380 volts, 50 cycles per second or according to your requirements includes vacuum pump)

Compressed air supply:

operating presure 6 bar [△] 84 PSI to aerate inserts in the magazine

three phase alternative current

In addition the machine can be equipped with an automatic feeding device and units which wrap the boxed cassettes in cellophane and carton them

The machine is designed in such a way that scratching or marking of the boxes is minimized to the greatest extent.

Concatenation to our labelling- and cartoning machines possible.



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Tel. 314766-3182272

INTERNATIONAL

Av.El.Ca SrL, V. Emanuella 16, Saronno. Tel: (02) 960-5413/3248. Mng. Dir. & Gen. Mgr.: Sergio Moretti; Sales Mgr.: Edoardo Benetton.

Sergio Moretti; Sales Mgr.: Edoardo Benetton.
Product: Head cleaners, demagnetizers, needles, leader & splicing tape.
Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel: (02) 928-8064. Pres: Corrado Bresolin.
Product: Tape carrying & storage cases, head cleaners & demagnetizers.
Centro Leader Hi-Fi, Via J. Palma 5, 20146 Milan. Tel: (02) 408-2458. (Importer)
Product: Record brush & cleaner (Decca), anti-static gun (Zerostat).
Codea SrL, Via G.B. Carta 36, Milan. Tel: (02) 256-3189. (Importer)
Product: Cleaners, cloths & brushes (Metrosound).
D B D, Via Giovanni XXIII 33, 50040 Settimello di

Product: Cleaners, cloths & brushes (Metrosound).
D B D, Via Giovanni XXIII 33, 50040 Settimello di Calenzano (Florence). Tel: (055) 887-7464 Product: Record cleaner & brush.
Decca, see Centro Leader.
Ducale Ind, Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel: (0332) 770.784/189. Cable: DUCALE MUSIC BREBBIA (VARESE). Telex: 38231. Pres. & Gen. Mgr.: Davide Matalon. Product: Head cleaners & demagnetizers.
10 (International Org.), Vic. Borghetto 20, Rome. Tel: (06) 678-4949. Telex: 62319. Product: Record carrying & storage cases, tape catalog servs. cleaners, cloths, brushes, 45 rpm adaptors, needles, leader & splicing tape.

splicing tape.

Dust Jockey, see Musica Diffusione.

Gilbert Gaudi SpA, Corso di Porta Nuova 48

20121 Milan. Tel: (02) 664.981, 655.272

20121 Milan. Tel: (02) 664.981, 655.272. (Importer)
Product: Record cleaner (Sound Guard), needles (Sansui).
Kenital, Via Guercino 8, Milan. (Importer)
Product: Needles (Kenwood).
Kenwood, see Kenital.
E M (Lavorazione Nastro Magnetico) SpA, Via G.B. de La Salle 4/A, 20132 Milan. Tel: (02) 256-9998.
Product: Leader & splicing tape.
M D A Cassettes SrL, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Gen. Mgr.: Pinuccia Grassi.
Product: Head cleaners & demagnetizers.
Metrosound, see Codea.
Musica Diffusione, Via Del Gambero 30, 00187 Rome.

Musica Diffusione, Via Del Gambero 30, 00187
Rome.
Product: Record cleaner & brush (Dust
Jockey), anli-stalic turntable mat.
N T C, Via Montebello 27, Milan. (Importer)
Product: Needles (Audio-Technica).
Net-tronic, see Phonola.
Ortofon, see Audio.
Ortofon, see Audio.
Phonogram SpA, Via Borgogna 2, 20122 Milan.
Tel: (02) 796.541. Cable: COMINFON. Telex:
(843) 26140. Mng. Dir. & Gen. Mgr.: Alain C.
Trossat. Trossat.

Product: Catalog servs., cleaners, cloths & brushes.

brushes.
Phonola, Via Montenapoleone 10, 20121 Milan.
Tel: (02) 708.781
Product: Record brush (Net-tronic).
S E C I (Societa Elettrotecnica Chimica Italiana)
SpA, Via G B. Grassi 97, 20157 Milan. Tel:
(02) 355-5146, 357-0946. Cable:
SELECHIMIT. Telex: 37269. Mng. Dir.: Luigi
Lang.

Milan. Tel: 469-6251. Pres.: Walter Gurtler; Sales Mgr.: Sergio Balloni. Product: Catalog servs.
Sansui, see Gilberto Gaudi. Siemens SpA (Societa Italiana Telecomunicazione), Via A. Canova 19/A, Milan. Tel: (02) 43-88. (Importer) Audio: Needles (Stanton). Sound Guard, see Gilberto Gaudi. Stanton, see Siemens 3 M Italia SpA, Milano San Felice (Segrate). Tel: (02) 75-451. Telex. 31275, 31159. Mng. Dir. T. Skoog; Sales & Mktg Mgr.: M. Bianchi. Product: Carrying & storage cases, catalog servs., head cleaners, demagnetizers, leader & splicing tape.

• store fixtures & merchandising aids

manufacturers

Alfapolymer SrL, Via Lamarmora 33, Milan. Tel: (02) 546-6986.
Product: Display racks.
Phonogram SpA, Via Borgogna 2, 20122 Milan. Tel: (02) 796-5411. Cable: COMINFON. Telex: (843) 26140. Mng. Dir. & Gen. Mgr.: Alain C. Trossat.
Product: Browser boxes, display racks.
Saar SrL, Viale di Porta Vercellina 14, 20123 Milan. Tel: 469-6251. Pres.: Walter Gurtler; Sales Mgr.: Sergio Balloni.
Product: Browser boxes, display racks.

playback/ recording equipment

A E G-Telefunken SipA, Via Pirelli 12, 20124 Milan. Tel: (02) 92798. Cable: AEGITAL. Telex: 31473. Pres.: Dr. F. Angeloni; Gen. Mgr.: L. Tringali; Sales Mgr.: A. Bosco.
Audio: Telefunken.
Aiwa, see Socofin.
Ampex Italiana SpA, Via Riccardo Gigante 4, Rome Tel: (00396) 546991. Cable: AMPEX ROME. Telex: 61492. Mng. Dir: Riccardo Crippa; Sales Mgr.: Domenico Rossi.
Audio & Video: Ampex (USA).
Av.El.Ca Srl. V. Emanuella 16, Saronno. Tel: 960.54.13. Mng. Dir. & Gen. Mgr.: Sergio Moretti; Sales Mgr.: Edoardo Benetton. (Audio only)
Crown, see Socofin.
Exhibo Italiana SrL, Via F. Frisi 22, 20052 Monza. Tel: (039) 360.021. Cable: EXHIBOMI. Telex: 25315. Pres.: F. Anguissola d'Altoe; Prod. Mgr.: G. Granito; Adv. Mgr.: L. Porfrit.
Branch: Rome, Via P. Emilio 7. Tel: (06) 318026 Contact: S. Bertoli.
Audio: Otari. Stellavox.
Grundig Italiana SpA, 38015 Lavis-Trento.
Audio: Teac.
Magnetotoni Castelli, see Remco.

Linear Italiana SpA, Via Arbe 50, **Audio:** Teac. Magnetofoni Castelli, see Remco.

see Exhibo. ss SpA Sistemi Audio Video, Viale F. Testi 27, 20162 Mllan, Tel: 64.45. (Audio &

nate. Tel: (02) 956041.

Audio: Magnetofoni Castelli, Remco.
Socofin Divisione Elettronica, Sala dei Longobardi 2, 20121 Milan. Tel: (02) 869-0795/
0764/0350, 86.53.90, 89.81.20.
Audio: Aiwa, Crown (both Japan).
Stellavox, see Exhibo
Studer Italiana, Via G. Spontini 3, 20131 Milan.
Tel: (02) 228.120. Cable: BEPPATOMIL.
Telex: 32402. Gen. Mgrs.: Roberto Beppato,
Walter Conti; Sales Mgr.: David Butterworth.
Audio: Studer (Switzerland).
Teac, see Linear.
Teletunken, see AEG-Telefunken.
3 M Italia SpA, Milano San Felice (Segrate). Tel:
(02) 75.451. Telex: 31275, 31159. Mng. Dir.:
T. Skoog; Sales & Mktg. Mgr.: M. Blanchi.
Audio: Wollensak.
Wollensak, see 3M.

co Italiana SpA, 20060 San Pedrino di Vig-ate. Tel: (02) 956041. au**dio**: Magnetofoni Castell**i, R**emco.

JAPAN

services

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PC C (KK), Shibuya Central Bldg., 5F, 3-14 Udagawa-cho, Shibuya-ku, Tokyo, Tel. (03) 4646045. Pres. Motosuke Tachikawa
Teichiku Recs. Co. Ltd., 1-2 Nishi-Shimbashi,
Minato-ku, Tokyo 105. Tel. (03) 502-7213.
Press. Shigeji Nanko; Gen. Mgr.: Ichiro
Kinoue; Sales Mgr.: Minori Ozaki.

TAPE CUSTOM DUPLICATORS

Apollon Music Ind'l Corp.. 1-5 Wakaba-cho, Shinjuku-ku, Tokyo 160. Tel: (03) 353-0191. C B S/Sony Recs Inc., 156-2 Aikawa, Oigawa-machi. Shitagun, Shizuoka 421-02 Tel: (05462) 2-1321. Pres: Norio Ohga; Exec. Mng. Dir.: Tokio Sasaki. Audlo: 8-tr., cassette, open reel & open reel quadraphonic.

Audio: 8-tr., cassette, open reel & open reel quadraphonic. Eastern Sun Ents. Co. Ltd., Hirasawa Bldg., 34 Kotohira-cho, Shiba, Minato-ku, Tokyo 105, Tel: (03) 501-0344 Cable: EMPSUNMU-SERV.

Audlo: 8-tr., 8-tr. quadraphonic, cassette, open reel. y Inc., World Trade Center Bidg., 24F, 2-4-1 Hamamatsu-cho, Minato-ku, Tokyo 105.

Audio: 8-tr., 8-tr. quadraprionic, cassette, open reel.

Pony Inc., World Trade Center Bidg., 24F, 2-4-1 Hamamatsu-cho, Minato-ku, Tokyo 105. Tel: (03) 435-4925.

Tel: (03) 435-4925.

Tel: (03) 435-4925.

Tel: (03) 584-7351.

Audio: 8-tr., cassette.

Video: 1" open reel

Tel: (03) 584-7351.

Audio: 6-tr., cassette.

Video: 4" open reel

Tel: (03) 257-2525.

Audio: Cassette.

Video: ½" landor cassette.

Video: ½" cassette.

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JVC).
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

Video: 1" open reel, "" cassette.



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Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335. Home office: USA.

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Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106.
Tel: (03) 583-8335.
Home office: USA.
Audio: 8-tr.

Sony Corp., PO Box 10, Airport PO, Tokyo 149:
6-7-35 Kita-Shinagawa, Shinagawa-ku,
Tokyo 141. Tel: (03) 448-2111.
Int'l branches: Brazil, Canada, England,
Germany, Greece, Hong Kong, Panama,
Singapore, South Africa, Switzerland, USA.
Audio & Video: Reels.

PROFESSIONAL TAPE SUPPLIES

Victor Co. Of Japan Ltd., 4-1 Nihonbashi-Hon-cho, Chuo-ku, Tokyo 103. Tel: (03) 241-7811. Cable: VICTOREXPORT TOKYO. Telex: 26222. Pres.: Kokichi Matsuno; Gen. Mgr.: Heitaro Kikuchi; Sales Promo. Chief: Mitsuo Ichikawa.

Mitsuo icnikawa. I<mark>nt'i branches:</mark> Canada, England, USA (all VC). Audio: Test tape, heads, splicing & editing

equip.
Brand name: JVC.

TAPE, BLANK LOADED & RAW

Fuji Photo Film Co. Ltd., 2-26-30, Nishi-Azabu, Minato-ku, Tokyo 106. Tel: (03) 406-2111. Telex: 24306.

Minato-ku, Tokyo 106. Tel: (03) 406-2111. Telex: 24306. Int'l branches: England, Germany, USA. Audio: 8-tr., cassette, open reel. Wideo: 1" open reel, %" cassette, v" EIAJ open reel, %" EIAJ cartridge.

Brand name: Fujifilm. litachi Maxell Ltd., Ginza Toho Seimei Bidg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6211. Cable: MAXELLELEC TOKYO. Gen. Mgr.: Takashi Inoue; Sales Mgr.: Bob Fujiwara; Int'l Dept. Mgr.: Ken Kakurai. (Blank only) Int'l branches: Germany, Kuwait, USA. Audio: 8-tr, cassette, open reel. Wideo: %" cassette, "EIAJ open reel, %" EIAJ cartridge.

Brand name: Maxell.

V C, see Victor. lagnadyne Corp., Royal Higashi Azabu Bidg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335. (Blank only) Home office: USA. Audio: 8-tr. atsushita Electric Ind'l Co. Ltd., PO Box 51, Osaka Central 530-91, 1006 Corp. Maxedon.

Audio: 8-tr.

Matsushita Electric Ind'I Co, Ltd., PO Box 51,
Osaka Central 530-91; 1006 Oaza Kadoma,
Kadoma-city 571. Tel: (06) 908-1121. Cable:
MATSUDEN MORIGUCHI. Telex: 63426.
Pres.: Toshihiko Yamashita. (Blank only)
Int'I branches: Germany, USA.
Audio: Cassette, open reel.
Video: ¾" cassette, ½" EIAJ open reel. ½"
EIAJ cartridge, ½" VHS cassette.
Brand names: National, Panasonic, Quasar,
Technics.
Maxell. sae. Hitachi

Technics.
Matell, see Hitachi.
Matell, see Matsushita.
Nippon Columbia Co. Ltd., 4-14-14 Akasaka.
Minato-ku, Tokyo 107. Tel: (03) 584-8111.
Cable: NIPPONCOLUMBIA TOKYO. Telex:

INTERNATIONAL

22591. Pres.: Takami Shobochi; Dir.: Toshio

22591. Pres.: Takami Shobochi; Dir.: Toshio Kikutsugi.
Audio: Cassette, open reel.
Panasonic, see Matsushita.
2uasar, see Matsushita.
2uasar, see Matsushita.
2uasar, see Sumitomo.
Sony Corp., PO Box 10, Airport PO, Tokyo 149;
6-7-35. Kita-Shinagawa. Shinagawa-ku,
Tokyo 141. Tel: (03) 448-2111.
Int'l branches: Brazil, Canada. England,
Germany, Greece. Hong Kong, Panama,
Singapore. South Africa, Switzerland, USA.
Audio: 8-fr., cassette, open reel.
Video: 1" open reel., %" cassette. ½" EIAJ
open reel., %" cassette.
Sumitomo 3M Ltd., 3M Bldg., 2-33-1 Tamagawadai, Setagaya-ku, Tokyo 158. Tel: (03) 7098493.
Audio: Blank—cassette, open reel; raw—8tr., cassette & open reel; "Cassette, ½" EIAJ
open reel.
Video: 1" open reel, %" cassette, ½" EIAJ
open reel.
Brand name: Scotch.

tr., cassette & open reel.

Video: 1" open reel, ¾" cassette, ½" EIAJ
open reel.

Brand name: Scotch.

T D K Electronics Co. Ltd., 2-14-16 Uchikanda,
Chiyoda-ku, Tokyo 101. Tel: (03) 257-2525.
Int'l branches: UK, USA.
Audio: 8-tr., cassette, open reel.
Video: ¾" cassette, ver lela open reel. ½"
EIAJ cartridge.
Technics, see Matsushita.
Victor Co. Of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 2417811. Cable: VICTOREXPORT TOKYO
Telex: 26222. Pres.: Kokichi Matsuno; Gen.
Mgr.: Heitaro Kikuchi; Sales Promo. Chief:
Mitsuo Ichikawa.
Int'l branches: Canada, England, USA (all
JVC).
Brand name: JVC.

TAPE DUPLICATING EQUIPMENT

Brand name: JVC.

TAPE DUPLICATING EQUIPMENT

Magnadyne Corp., Royal Higashi Azabu Bldg., 223 Higashi Azabu, Minato-ku, Tokyo 106.
Tel: (03) 583-8335.

Home offlice: USA.
Audio: 8-tr. duplicating equip.

Matsushita Electric Ind'l Co. Ltd., PO Box 51,
Osaka Central 530-91; 1006 Oaza Kadoma,
Kadoma-city 571. Tel: (06) 908-1121. Cable:
MATSUDEN MORIGUCHI. Telex: 63426.
Pres: Toshihiko Yamashita.
Int'l branches: Germany, USA.
Video: Duplicator.
Brand name: National/Panasonic.
Otari Electric Co. Ltd., 4-29-18 Minami Ogikubo,
Suginami-ku, Tokyo 167. Tel: (03) 333-9631.
Cable: OTARIDENKI. Telex: 26604. Pres.:
Masayuki Hosoda; Gen. Mgr.: Mituo Takekawa; Sales Mgr.: Takao Aoki.
Audio: High speed tape duplicators, rewinders.

ers.
Sony Corp., PO Box 10, Airport PO, Tokyo 149;
6-7-35 Kita-Shinagawa. Shinagawa-ku,
Tokyo 141. Tel: (03) 448-2111.
Int'l branches: Brazil, Canada, England,
Germany, Greece, Hong Kong, Panama,
Singapore, South Africa, Switzerland, USA.
Audio & Video: Duplicators.

TAPE PACKAGING & LABELING **EQUIPMENT & SUPPLIES**

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106 Tel: (03) 583-8335. Home office: USA. Product: Shrink packaging.

accessories manufacturers

Akai Electric Co. Ltd., 2-12-14 Higashi-Kojiya, Ohta-ku, Tokyo 144. Tel: (03) 742-5111. Product: Head cleaners & demagnetizers. Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161. Int'l branches: Germany, Hong Kong, USA. Product: Carrying & storage cases. catalog servs.

Product: Carrying & storage cases, catalog servs.

Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6211. Cable: MAXELLELEC TOKYO. Gen. Mgr.: Takashi Inoue: Sales Mgr.: Bob Fujiware; Int'l Dept. Dir.: Ken Kakurai. Int'l brances: Germany, Kuwait, USA. Product: Head cleaners.

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335.

Home office: USA. Product: Tape storage cases, cleaners. cloths & brushes. splicing tape.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA TOKYO. Telex: 22591. Pres.: Takami Shobochi; Dir.: Toshio Kikutsugi. Product: Demagnetizers.

Catles. New York of the Catles and Shobochi; Dir.: Toshio Kikutsugi.
Product: Demagnetizers.
Sharp Corp., 22-22 Nagaike-cho, Abeno-ku, Osaka 545. Tel: (06) 621-1221. Cable: LABOMET.
Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35. Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111.
Int'i branches: Brazii, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA.
Product: Catalog servs., head cleaners & demagnetizers, leader & splicing tape.
Sumitomo 3M Ltd., 3M Bldg., 2-33-1 Tamagawadai, Setagaya-ku, Tokyo 158. Tel: (03) 709-8493.

Sumitomo 3M Ltd., 3M Biog., 2-33-1 Tamagamadai, Setagaya-ku, Tokyo 158. Tel: (03) 709-8493.

Product: Tape catalog servs., leader & splicing tape.

T D K Electronics Co. Ltd., 2-14-16 Uchikanda, Chiyoda-ku, Tokyo 101. Tel: (03) 257-2525.

Int'l branches: UK, USA.

Product: Head cleaners & demagnetizers, leader & splicing tape.

Tamradio, see Tamura.

Tamura Seisakusho Co. Ltd., 433 Higashi-Oizumi, Nerimaku, Tokyo 177. Tel: (03) 925-1111. Pres.: Itsuya Tamura; Sales Mgr.: Junichi Noda.

Product: Head demagnetizers (Tamradio).

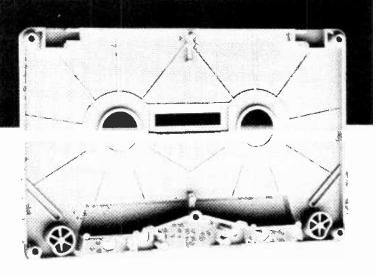
Teac Corp., 3-7-3 Naka-cho, Musashino-shi, Tokyo 180. Tel: (0422) 53-1111. Cable: TEAC MITAKA. Telex: 2822551. Pres.: Katsuma Tani; Gen. Mgr.: Norio Tamura; Sales Mgr.: Masao Morita.

Int'l branches: Germany, Hong Kong, USA.

store fixtures & merchandising

aids manufacturers

Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161. Int'i branches: Germany, Hong Kong, USA.



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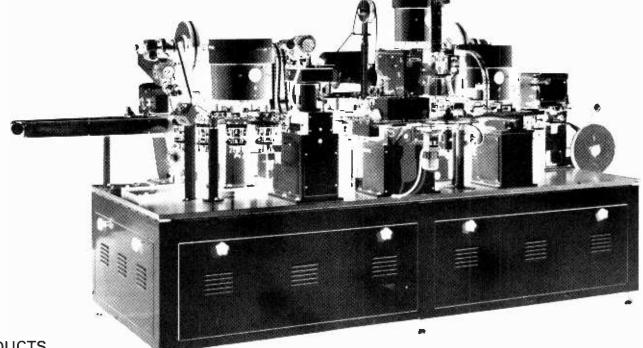
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31, CORSO DI PORTA VITTORIA- MILAN (ITALY) TELEPHONE: (0332) 770784 - 770189 (Mr. D. MATALON) TELEX 38231

INTERNATIONAL

Product: Browser boxes, display racks. y Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35 Kita Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA. Product: Display racks.

playback/ recording equipment

Aiwa Co, Ltd., 1-11-9 Ueno, Taito-ku, Tokyo. Tel:
(03) 835-1201. Pres.: Yusuke Sambe; Sales
Mgr.: K. Juen; Adv. Mgr.: H. Tsuchida; Sales
Planning Dept.: M. Watanabe.
Local branch: 3-24-13 Yushima, Bunkyo-ku.
(Audio only)
J V C, see Victor.
Matsushita Electric Ind'l Co, Ltd., PO Box 51,
Osaka Central 530-91; 1006 Oaza Kadoma,
Kadoma, Osaka 571. Tel: (06) 908-1121.
Cable: MATSUDEN MORIGUCHI. Telex:
63426. Pres.: Toshihiko Yamashita.
Int'l branches: Germany, USA,
Audio & Video: National, Panasonic, Technics.

Audio & Video: National, Panasonic, Technics.
Mechanism, see Tamura Seisakusho.
National, see Matsushita.
Otari Electric Co. Ltd., 4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167. Tel: (03) 333-9631.
Cable: OTARIDENKI. Telex: 26604. Pres.: Masayuki Hosoda; Gen. Mgr.: Mituo Take-kawa; Sales Mgr.: Takao Aoki. (Audio only)
Panasonic, see Matsushita.
Sansui Electric Co. Ltd., 2-14-1 Izumi, Suginami-ku, Tokyo 168. Tel: (03) 323-1111. Pres.: Keizo Fujiwara; Sales Mgr.: Akio Oki; Adv. Mgr.: Koichi Enomoto. (Audio only)
Int'l branches: Belgium, USA.
Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35 Kitashinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 442-5111.
Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa. Switzerland, USA.

Singapore, South Africa. Switzerland, USA.
nura Seisakusho Co. Ltd., 433 Higashi-Oizumi, Nerima-ku, Tokyo 177. Tel. (03) 9251111. Pres.: Itsuya Tamura; Foreign Dept.
Sales Mgr.: Junichi Noda.
Audlo: Mechanism.
scam, see Teac.
ac Corp., 3-7-3 Naka-cho Musashino-shi,
Tokyo 180. Tel: (0422) 53-1111. Cable:
TEAC MITAKA. Telex: 2822551. Pres.: Katsuma Tani; Gen. Mgr.: Norio Tamura; Sales
Mgr.: Masao Morita; Adv. Mgr.: Hiroshi Satoh. (Audlo & Video)
Int'I branches: Germany, Hong Kong, USA.

toh. (Audio & Video)
Int'l branches: Germany, Hong Kong, USA.
Audio: Tascam, Teac.
Video: Teac.
Technics, see Matsushita.
Victor Co. Of Japan Ltd.. 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241-7811. Cable: VICTOREXPORT TOKYO.
Telex: 26222. Pres.: Kokichi Matsuno; Gen.
Mgr.: Heitaro Kikuchi; Sales Promo. Chief:
Mitsuo Ichikawa.
Int'l branches: Canada, England, USA (all
JVC)

MEXICO

services

DESIGN & ARTWORK

B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333. Pres.: Jose Manuel Villareal P.; VP: Armando de

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333. Pres.: Jose Manuel Villareal P.; VP: Armando de Llano Arana.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900.

Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-4549. Dir.: Luis A. San Martin; Gen. Mgr.: Marcelo Gorraez G.

Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel: (905) 563-9625. Pres.: Rafael Ficachi Gonzalez; Admin. Mgr.: Raul J. Castro; Prod'n Mgr.: Marco Antonio Renteria; Sales Mgr.: Alce Biarco 26, San Bartolo, Naucalpan. Tel: (905) 576-4935.

Musart SA (Discos)/Orfeon Videovox SA, Alce Bianco 26, San Bartolo, Naucalpan. Tel: (905) 576-4935.

Musart SA (Discos), Apdo. 17503, Zone: 17; Av. Cuitlahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100/0020, Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis; Int'l Mgr.: Frank J.P. Segura.

Promoton (Promotora Fonografica), Calle de la

gura.
moton (Promotora Fonografica), Calle de la
Colima 25-B, Mexico 7, D.F. Tel: (905) 5147941. Owner: Gabriel Gonzalez de la O.;
Gen. Mgr.: Guillermina Lozano.
mo SA (Publicidad), Adolfo Prieto 1427-B,
Mexico 12, D.F. Tel: (905) 559-1833.

PRINTERS & LITHOGRAPHERS

PRINTERS & LITHOGRAPHERS
Brisa SA (Discos), Olivar 29, Mexico 19, D.F. Tel: (905) 563-0100.
C B S/Columbia Int'I SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333. Pres.: Jose Manuel Villareal P.; VP: Armando de Llano Arana.
Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 551-2900.
Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-4549. Dir: Luis A, San Martin; Gen. Mgr.: Marcelo Gorraez G.
I M Ed. SA, Sanctorum 86, Mexico 17, D.F. Laminados & Acabados Especiales SA, Olivar 27. Colonia Alfonso XIII, Mexico 19, D.F. Tel: (905) 563-9625. Pres.: Rafael Ficachi Gonzalez; Admin. Mgr.: Raul J. Castro; Prod'n Mgr.: Marco Antonio Renteria; Sales Mgr.: Alma Ficachi de Rivas.
Mexicanos SA (Discos)/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan. Tel: (905) 576-4935.
Musart SA (Discos), Apdo. 17503, Zone 17; Av. Cuitlahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100/0020. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis; Int'l Mgr.: Frank J.P. Segura.
Peerless SA (Fabrica de Discos), Mariano Escobedo 201, Mexico 17, D.F. Tel: (905) 545-7215. Dir. Gen.: Heinz Klinckwort; Gen. Mgr.: Peter Ulrich; Prod'n Mgr.: Pedro Leonarz; Sales Mgr.: Oscar Najera.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

Stereo Jet de Mexico SA, Calle Dos 13-B, Nau-calpan. Tel: (905) 576-6866.

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

of their respective listings.

C B S Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333. Pres.: Jose Manuel Villareal P.: VP: Armando de Llano Arana. (PKG)
Audlo: 8-tr., cassette.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900.
Audlo: 8-tr., cassette.

Duplicaset SA, Calz. de Tacubaya 168, Mexico 17, D.F.
Audlo: 8-tr., cassette.

E M I-Capitol de Mexico SA de CV, Rio Balsas 49, Mexico 5, D.F. Tel: (905) 525-1700. Cable: CAPRECORDS, Pres.: Robert Ascott; Mgr.: Miguel Reyes.
Audlo: 8-tr., cassette.

Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-4549. Dir.: Luis A, San Martin: Gen. Mgr.: Marcelo Gorraez G.
Audlo: Cassette.

Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel: (905) 563-9625. Pres.: Rafael Ficachi Gonzales; Admin. Mgr.: Raul J. Castro; Prod'n Mgr.: Marco Antonio Renteria; Sales Mgr.: Alma Ficachi de Rivas.
Audlo: Cassette.

Matrices SA (Discos), Lago Chalco 122, Mexico 17, D.F. Tel: (05) 250-1499. Cable: MELMEX.

Alma Ficachi de Rivas.
Audio: Cassette.
Matrices SA (Discos), Lago Chalco 122, Mexico 17, D.F. Tel: (05) 250-1499. Cable: MELMEX.
Pres.: Ignacio Morales Perea; Gen. Mgr.: Arturo Campero.
Audio: 8-tr., cassette.
Mexicanos SA (Discos)/Orfeon Videovox SA,
Alce Blanco 26, San Bartolo, Naucalpan.
Tel: (905) 576-4935.
Audio: 8-tr., cassette, open reel.
Musart SA (Discos), Apdo. 17503, Zone: 17; Av.
Cuitlahuac 2335, Mexico 16, D.F. Tel: (905)
527-0100/ 0020, Pres.: Eduardo L. Baptista;
Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.:
Francisco Llopis; Int'l Mgr.: Frank J.P. Segura.

gura.
Audio: 8-tr., cassette.
erless SA (Fabrica de Discos), Mariano Escobedo 201, Mexico 17, D.F. Tel: (905) 545-7215. Dir. Gen.: Heinz Klinckwork; Gen. Mgr.: Peter Ulrich: Prod'n Mgr.: Pedro Leonarz; Sales Mgr.: Oscar Najera.
Audio: 8-tr., cassette.
omofon (Promotora Fonografica), Calle de la Colima 25-B, Mexico 7, D.F. Tel: (905) 514-7941. Owner: Gabriel Gonzalez de la O.; Gen. Mgr.: Guillermina Lozano.
Audio: Cassette.
ovi SA, Arquimedes 98, Mexico 5, D.F. Tel:

Gen. Mgr.: Guillermina Lozano.
Audio: Cassette.
Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel:
(905) 250-6000/6200. Dir. Gen.: Oscar Rivero; Sales Mgr.: Victor Hernandez Vieyra.
Audio: 8-tr., cassette, open reel.
Steroo Jet de Mexico SA, Calle Dos 13-B, Naucalpan. Tel: (905) 576-6866.
Audio: 8-tr., cassette, open reel.

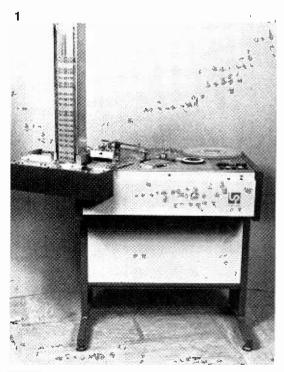
This is a complete line for a swift production of music-cassettes.

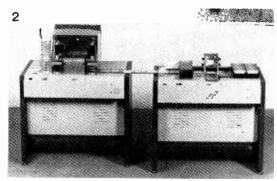


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Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900.

TAPE, BLANK LOADED & **BULK RAW**

Agra-Gevaert de Mexico SA, Apdo. 7256, Mexico 1, D.F.; Ing. Zapadores 1, Naucalpan. Tel: 761-800. Telex: (017) 74479.

Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.

raw—cassette, broadcast, studio.

Video: Cassette.

Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Ampex de Mexico SA de CV. Div. Del Norte 1832, Col. Portales, Mexico 13, D.F. Tei: (905) 532-5126, 539-6870. Gen. Dir: Miguel A. Hernandez; Admin. Mgr.: Isaias Trujillo; Audio Prods. Sales Mgr.: A. Martinez; Tape Prods. Sales Mgr.: Oscar Luna.

Audio: 8-tr., cassette, open reel, 1" cartridge, %" cassette." ElAJ open reel, 4" cassette, "" ElAJ open reel, 4" cassette, "Cardridge, "" cassette; raw—2" quad, 1" open reel, 4" cassette.

Avon, see Coro.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tei: (905) 531-2900. (Blank only)

Audio: 8-tr., cassette.

Brand names: Avon, Coro, In.
In, see Coro.

Brand names: Avon, Coro, In.
In, see Coro.
Montage Mexico SA, PO Box 244, Cuidad Ind'l El
Framboyan, Veracruz. Tel: 3-42-00. Gen.
Mgr. Raul Valenzuela Aguirre.
Audio: 8-tr., cassette, open reel.
Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel:
(905) 250-6000/6200. Dir, Gen.: Oscar Rivero, Sales Mgr.: Victor Hernandez Vieyra.
Audio: 8-tr., cassette, open reel.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex de Mexico SA de CV, Div. del Norte 1832. Col. Portales, Mexico 13, D.F. Tel: (905) 532-5126, 539-6870. Gen. Dir.: Miguel A. Her-nandez; Admin. Mgr.: Isaias Trujillo; Audio Prods. Sales Mgr.: M. Villela; Video Prods. Sales Mgr.: A. Martinez; Tape Prods. Sales Mgr.: Oscar Luna. Audio & Video: Recorders, duplicators.

accessories manufacturers

Ampex de Mexico SA de CV. Div. del Norte 1832.
Colonia Portales, Mexico 13, D.F. Tel: (905)
532-5126, 539-6870. Gen. Dir.: Miguel A.
Hernandez; Admin. Mgr.: Isaias Trujillo; Audio Prods. Sales Mgr.: M. Villela; Video
Prods. Sales Mgr.: A. Martinez; Tape Prods.
Sales Mgr.: Oscar Luna.
Product: Leader & splicing tape.
Coro SA, Bahia de Perula 80, Mexico 17, D.F.
Tel: (905) 531-2900.
Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adaptors, head
cleaners & demagnetizers.
Centro Musical de Tijuana SA, PO Box 292, San
Ysidro, Calif, 92073, USA; 917 Constitucion
Ave., Tijuana, B.C. Tel: (903) 385-1322,
Pres.: Luis B. Alonso; VP: Tessy Alonso;
Sales Mgr.: Manuel Magdaleno C.
Product: Record & tape carrying & storage
cases, cleaners, cloths, brushes, 45 rpm
adaptors, needles.
Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel:
(905) 250-6000/6200. Dir. Gen.: Oscar Rivero; Sales Mgr.: Victor Hernandez Vieyra.
Product: Leader tape.

store fixtures & merchandising aids manufacturers

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900, Product: Display racks.

NETHERLANDS

services

DESIGN & ARTWORK

Almere Projects BV, Aris van Broekweg 10, Zaandam. Tel: (075) 16-79-95. Telex: 16604. Dir.: P.P.A. van Rossum: Mgrs.: P. van der Veer, C.B. de Boer.

C B S Grammotoonplaten BV, Dept. of Mfg. Opns., Nijverheidsweg 30-36. Haarlem. Tel: (023) 31-92-50. Cable: COLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens. Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Dir.: Leen La Riviere; Gen. Mgr.: Mr. Zwartz; Sales Mgr.: Tom Lamstra.

Riviere; Gen. Mgr.: Mr. Zwartz; Sales Mgr.: Tom Lamstra.

E & E Prod'ns, PO Box 1525, Amsterdam. Tel: (020) 93-62-49. Gen. Mgr.: Peter Rensen; Sales Mgr.: E. Damsteeg.

E MI-Holland Produktle BV, Tulpenkade 1, Haarlem. Tel: (023) 31-90-83. Cable: BOEMI. Telex: 41257. Mng. Dir: J H.G. Vossen.

Johnny Hoes Benelux Music Inds, BV, Uilenweg 38, Weerl. Tel: (4950)-65-40. Telex: 51285. Press: Johnny Hoes; Sales Mgr.: Adrian Hoes.

Hoes. Joinny Hoes, Sales Mgr.: Adrian Hoes.

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort, Nyjverheidsweg Noord 126-128, Amersfoort. Tel: (033) 3-16-64. Telex: 79448. Mng. Dir.: Jaap van Leeuwen.

Polydor BV, Verrijn Stuartlaan 36, Rijswijk, Tel: (070) 90-76-00. Telex: 31481. Gen. Mgr.: Hans van den Broek; Mktg. Mgr.: Bob Spits.

Ring Workshop BV, Orchideestr. 19a, Hilversum. Tel: (02150) 4-38-41. Mng. Dir.: Niek Lucas, Gen. Mgr.: Thod eV ovs; Sales Mgr.: George Nissen; D&A Dept. Head: Letty Annokkee.

Universe Prod'ns, Spaniaardslaan 33-37. Leeu-

nokkee.
Universe Prod'ns, Spanjaardslaan 33-37, Leeuwarden. Tel: (05100) 2-45-22. Pres.: Wobbe van Selien.

PRINTERS & LITHOGRAPHERS

PHINTERS & LITHOGRAPHERS
Bruin BV, Aris van Broekweg 10, Zaandam. Tel:
(075) 16-06-57. Telex: 16604. Pres: Jaap
Super; Sales Dir.: Harry van den Berg; Export Mgr.: Nic Niese.
C B S Grammofoonplaten BV, Dept. of Mfg.
Opns., Nijverheidsweg 30-36, Haarlem. Tel:
(023) 31-92-50. Cable: COLRECORD. Telex:
41538. Gen. Mgr.: Peter P. Bouwens.
E MI-Holland Produktie BV, Tulpenkade 1, Haarlem. Tel: (023) 31-90-83. Cable: BOEMI.
Telex: 41257. Mng. Dir: J JH G. Vossen.
Johnny Hoes Benelux Music Inds. BV, Uilenweg
38, Weert. Tel: (4950) 3-65-40. Telex: 51285.

Pres.: Johnny Hoes; Sales Mgr.: Adrian Hoes. derlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amerstoort; Nylverheidsweg Noord 126-128, Amerstoort. Tel: (033) 3-16-64. Telex: 79448. Mgp. Dir.: Jaap van Leeuwen. 10 van Orsouw BV, Oostenburgervoorstr. 71-73, Amsterdam. Tel: (020) 22-28-98; 25-21-13. Telex: 13442. Chief Exec.: Arno van Orsouw.

souw. Polydor BV, Verrijn Stuartlaan 36, Rijswijk. Tel: (070) 90-76-00. Telex: 31481. Gen. Mgr.: Hans van den Broek; Mktg. Mgr.: Bob Spits.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

Audio: Studio & Magnetronics BV, de Wetstr. 1012. Arnhem. Tel: (085) 22-91-23. Telex:
75037. Pres.: Gert van der Garde; Gen.
Mgr.: Alfred van der Garde; Chief Eng.:
Charles van Cattenburch.
Audio: Cassette, open reel.
C B S Grammofoonplaten BV, Dept. of Mfg.
Opns., Nijverheidsweg 30-36, Haarlem. Tel:
(023) 31-92-50. Cable: COLRECORD. Telex:
41538. Gen. Mgr.: Peter P. Bouwens.
Audio: Cassette.
E MI-Holland Produktie BV, Tulpenkade 1, Haarlem. Tel: (023) 31-90-83. Cable: BOEMI.
Telex: 41257. Mng. Dir.: J.H.G. Vossen; Cassette Dept. Gen. Mgr.: W. M. Klinkenbijl.
Audio: Cassette.
Johnny Hoes Benelux Music Inds. BV, Uilenweg
38, Weert. Tel: (4950) 3-65-40. Telex: 51285.
Pres.: Johnny Hoes; Sales Mgr.: Adrian
Hoes. (PKG)
Audio: 8-tr., cassette.
Polydor BV, Verrijn Stuartlaan 36, Rijswijk. Tel:
(070) 90-76-00. Telex: 31481. Gen. Mgr.:
Hans van den Broek; Mktg. Mgr.: Bob Spits.
Audio: Cassette.
Sonortape BV, PO Box 183, lepenlaan 23 achter,
Zwanenburg. Tel: (02907) 25-53. Telex:
14065. Chief Exec.: M.C. Groeneveld.
Audio: 8-tr., 8-tr. quadraphonic, cassette,
open reel.
van der Garde's Audio Studios BV, De Wetstr.
10-12, 6814-AP Arnhem. Tel: (0031) 85 22-

van der Garde's Audio Studios BV, De Wetstr. 10-12, 6814-AP Arnhem. Tel: (0031) 85 22-91-23. Dir.: Gert van der Garde. Audio: Cassette.

TAPE DUPLICATOR/MARKETERS

Eriksound (Nederland) BV, Singel 104, Amsterdam. Tel: (020) 23-43-61.

Johnny Hoes Benelux Music Inds. BV, Uilenweg 38, Weert. Tel: (4950) 3-65-40. Telex: 51285, Pres.: Johnny Hoes; Sales Mgr.: Adrian Hoes.

supplies

EMPTY CARTRIDGES CASSETTES & REELS

Ampex BV, Zamenhofdreef 65A, 2505 Utrecht. Tel: (030) 61-29-21. Telex: 47856. Mgr.: G.C.A. de Jong. E & E Prod'ns, PO Box 1525, Amsterdam. Tel: (020) 93-62-49. Gen. Mgr.: Peter Rensen; Sales Mgr.: E. Damsteeg.

TAPE DUPLICATING & PROCESSING EQUIPMENT

PROCESSING EQUIPMENT

Ampex BV, Zamenhofdreef 65A, 2505 Utrecht. Tel: (030) 61-29-21. Telex: 47856. Mgr.: G.C.A. de Jong.

Audio Studio & Magnetronics BV, de Wetstr. 10. 12. Arnhem. Tel: (085) 22-91-23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.

Audio: Duplicators, loaders.
Brand name: Telefunken.

Telefunken, see Audio Studio & Magnetronics.
Unaworld Corp., PO Box 6730, De Perponcherstr. 14, The Hague.
Home office: USA.
Audio: Duplicating heads.

TAPE, RAW & BLANK LOADED

Ampex BV, Zamenhofdreef 65A, 2505 Utrecht.
Tel: (030) 61-29-21. Telex: 47856. Mgr.:
G.C.A. de Jong.
Audio: 8-tr., cassette, open reel.
Video: Blank—1" open reel, %" cassette,
" EIAJ open reel; raw—1" open reel, %"

W" EIAJ open reel; raw—1" open reel; 74 cassette.
Audio Studio & Magnetronics BV, de Wetstr. 10-12. Arnhem. Tel: (085) 22-91-23. Telex: 75037. Press: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.
Audio: Cassette, open reel.
Video: ½" EIAJ cartridge, ½" cassette.
Chairos BV, Mensinge 51, Amsterdam. Tel: (020) 44-13-77. Telex: 18118. Press: W.F. Harrems. Gen. Mgr.: Mrs. B. Harrems. (Blank only)
Audio: 8-tr., cassette.

accessories manufacturers

Ampex BV, Zamenhofdreef 65A, 2505 Utrecht.
Tel: (030) 61-29-21. Telex: 47856. Mgr.:
G.C.A. de Jong.
Product: Head cleaners & demagnetizers.
Chairos BV, Mensinge 51, Amsterdam. Tel: (020)
44-13-77. Telex: 18118. Pres.: W.F. Harrems.
Gen. Mgr.: Mrs. B. Harrems.
Product: Tape carrying & storage cases, head cleaners & demagnetizers.
Pico Recs., Ganzenhoef 28, Amsterdam. Tel: (020) 99-47-36. Dir.: Hans Down; Gen. Mgr.: Kees Kuiper; Sales Mgr.: Atma Ramchalaon.

Nees Nutren, Catalogue asses, catalog servs., cleaners, cloths, brushes, 45 rpm adaptors, needles.

Twinkle Stars Prod'ns BV, PO Box 341, Schaloenstr, 36, Sittard, Tei: (04490) 83-23. Cable: MAASTRICHT, Gen. Mgr.: Rudolph de Nijs; Sales Mgr.: Roy Sinclair.

Product: Record carrying & storage cases, leader tape.

• store fixtures &

manufacturers

merchandising

Chairos BV, Mensinge 51, Amsterdam. Tel: (020) 44-13-77. Telex: 18118. Pres.: W.F. Har-rems; Gen. Mgr.: Mrs. B. Harrems. Product: Tape display racks.

playback/ recording equipment

Ampex BV, Zamenholdreef 65A, 2505 Ulrecht.
Tel: (030) 61-29-21. Telex: 47856. Mgr.:
G.C.A. de Jong.
Audio Studio & Magnetronics BV, de Wetstr. 1012, Arnhem. Tel: (085) 22-91-23. Telex:
75037. Pres.: Gert van der Garde; Gen.
Mgr.: Alfred van der Garde; Chief Eng.:
Charles van Cattenburch.
Audio & Video: Magnetronic.
Audiotronics, see Selectronic.
Chairos BV, Mensinge 51, Amsterdam. Tel: (020)
44-13-77. Telex: 18118. Pres.: W.F. Harrems; Gen. Mgr.: Mrs. B. Harrems.
Audio: Motorola (USA). Shibuya (Japan)
Magnetronic. see Audio Studio.
Motorola, see Chairos.
Revox. see Selectronic.
Selectronic BV, 1 Zydelry, 1420-CA Uithoorn.
Tel: (02975) 60-600/562. Telex: 15728.
Pres.: G.J. Muhlenbaumer; Sales Mgr.: R.
Muhlenbaumer; Adv. Mgr.: F. Maaswinkel.
Audio: Audiotronics, Revox, Tiffen.
Shibuya, see Chairos.

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Amberlee Recs. Ltd., 387 Harrow Rd., London W9. Tel: (01) 969-2315. Mng. Dir.: John Peters: Gen. Mgr.: Orlean Lamas.
Arlingheath Ltd., see Target.
Arrow Int'l Music Ltd., Humber Rd., London NW2 6EP. Tel: (01) 450-2411. Telex: 923034. Mng. Dir.: Maurice Mindel; Sales Mgr.: P. Dawson: Prod. Mgr.: Martin Moritz; Int'l Mgr., Dennis Power: Ass't Int'l Mgr.: Paul Rinne.

Dawson: Prod. Mgr.: Martin Moritz; Int'l Mgr.. Dennis Power; Ass't Int'l Mgr.: Paul Rinne.
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Camron Design Ltd., 32 Pancras Rd., London NW1 2QP. Tel: (01) 837-8328. Owners Malcolm Macdonaid, Lynda Watkins.
Cassette Developments (Audiosonic Ltd.), Micra House, 138 Lower Mortlake Rd., Richmond. Surrey TW9 2JZ. Tel: (01) 940-8186. Telex: 24523. Mng. Dir.: D. Dixon. (Tape only).
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Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155. Dirs.: Bob F. Child, Mlke S. Stanford, Margaret E. Taylor.
Beryl Davis Assocs., 24 Beresford Rd., Wallasey, Merseyside L45 0JJ. Tel: (051) 639-2265/3559. Chief Exec.: Beryl Davis; Sales Mgr.: Eunice Williamson.
Delga Press Ltd., Dingwall House, 8 Marlborough Rd., Bromley, Kent. BR2 9NN. Tel: (01) 460-0112. Telex: 8951346. Mng. Dir.: R.E. Edwards; Gen. Dir.: R.N. Roadnight; Dir.: R.G. Froment; Sales Mgr. P.H. Grey.

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de Howes.

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Colin Knapman Displays, 28 Beechwood, Fordingbridge, Hants. Tel: (0425) 53943.
Krystal Promotions, 48 Abbeydale Rd. South, Millhouses, Sheffield. Tel: (0742) 365638.
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Music Radio Promos., PO Box 400, Kings Langley, Herts. Tel: (09277) 64014. Mng. Dir. & Gen. Mgr.: Mike Baron; Sales Mgr.: Peter Duncan; Publ'g Dlr.: Nik Oakley.

P D Graphics, 14 Forest Rd., Woodford Green, Essex S04, Tel: (01) 504-1549, Mng. Dir.: Philip Duffy; Gen. Mgr.: John Copeman. Pan-Graphics (Edinburgh) Ltd., 21 Grosvenor St. Edinburgh, Scotland EH12 5ED. Tel: (031) 225-9502, Mng. Dir.: John Mackinnon, Creative Dir.: Jonathan Field. Phonogram Ltd., Stanhope House, Stanhope Pl., London W2 2HH. Tel: (01) 262-7788 Cable: PHONREC. Telex. 261583, Mng. Dir.: A.J. Morris; Mktg. Mgr.: K.N. Maliphant, Sales Mgr.: F.R. Towers. Prinacle Electronics Ltd., Electron House, Cray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel: (66) 27099 Telex. 896141. Chm. & Mng. Dir.: Terry Scully; Mng. Dir.: Jack Bass; Gen. Mgr.: G.F. Stone: Sales Mgr.: Ray Phillips.

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Steelguard Security Tape Display Systems. Pembroke Studios, 3A Bensham Ln., West Croydon, Surrey Tel. (01) 689-1877/7878. Mng. Dir.: Paul Holmes; Gen. Mgr.: Phillip Harrison; Sales Mgr.: Brian Forscutt.

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n Humphries, Music House, 1 de Cham Ave.. Hastings, East Sussex TN37 6JE. Tel: (0424) 440104.

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Audiogenic Ltd., 34-36 Crown St., Reading, Berks. RG1 2SN. Tel: (0734) 595647. Dir.: Martin Maynard, Gen. Mgr.: Henri Smithson. Audio: Cassette, open reel.
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Mng. Dir.: Don Todd; Sales Mgr.: Verna

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Video: 1" open reel.
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Embankment, London SE1 7SW, 1et. (01) 735-8111.
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Discourses Ltd., 36 Crescent Rd., Tunbridge Wells, Kent Th1 2LZ, Tel: (0892) 26397.
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Audio: Cassette, open reel.

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Middx. UB4 0SY. Tel: (01) 561-8722. Dir.:
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Telex: 264413. Mng. Dir.: John D. Tucker:
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London N1 5QJ. Tel: (01) 739-9672. Chm.:
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Audio: 8-tr., cassette.
Steve Lane Musical & Publicity Servs., 12 Slough
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205-2587. Owner: Steve Lane: Gen. Mgr.:
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Audio: Cassette.

K.C. Sear.

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Eng'g Ltd., Napier House. Bridge St..
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Audio: Cassette, open reel.
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Sales Mgr.* F.R. Towers.

Audio: Cassette.

Pinnacle Electronics Ltd., Electron House, Cray
Ave., St. Mary Cray, Orpington., Kent BR5
3QJ. Tel: (66) 27099. Telex: 896141. Chm. &
Mng. Dir.: Terry Scully: Mng. Dir.: Jack Bass:
Gen. Mgr.: G.F. Stone; Sales Mgr.: Ray
Phillips. PKG

Precision Tapes Ltd., ATV House, 17 Great
Cumberland Pl., London W1A 1AG. Tel: (01)
262-5502. Cable: PYREC LONDON. Telex:
28259. Mng. Dir.: Walter S. Woyda: Sales
Dir.: Terry Stanley. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette.

Racal-Zonal Ltd., Station Hill, Pound Hill,

Audio: 8-fr., 8-fr. quadraphonic, cassette.
Racal-Zonal Ltd., Station Hill, Pound Hill,
Crawley, Sussex RH10 4AZ. Tel: (0293)
34982. Cable: CASSETTES CRAWLEY,
Telex: 87651. Mng. Dir: D.S. Worman; Mktg.
Dir.: H.K. Kimblin; Gen. Sales Mgr.: John
Rooke; A/V Sales Mgr.: Eric Mould. (PKG)
Strathclyde Sound & Video Ltd.. Central
Chambers, 93 Hope St., Glasgow, Scotland
G2 6LD. Tel: (041) 221-2244, 204-2303 x
3102. Telex: 777283. Mng. Dir.: Raymond E.
Orr; Sec'y: R. Elspeth Lowe.
Audio: 8-fr., cassette.
Video: ½" ElAJ open reel, ½" ElAJ
cartridge, ½" cassette.
T. R. A. D. Electronics Sales Ltd., 149B St. Albans

Carringe, 72 Cassette.
TR A D Electronics Sales Ltd., 149B St. Albans
Rd., Watford, Herts, WD2 5BB, Tel: (92)
47988, Telex: 262741, Mng. Dir.: J.E.
Southard,
Audio: Cassette.

T D Rec'gs. 1 Cleveland Park Crescent, Waltham Forest, London E17. Tel: (01) 520-0414. The Tape Dupl'g Co. (GB) Ltd., Freedex House. 4-10 North Rd., Islington, London N7 9HN. Tel: (01) 609-0087. Telex: 264773. Pres.: Mark Myers; Mng. Dir.: Peter Robey: Sales Mgr.: David Mason. Audio: 8-tr., cassette. Theatre Projects Servs. Rec'g Studio, 11/13 Neals Rd., Monmouth St., London WC2. Tel: (01) 836-1168. Cable: THEATRELIT. Telex: 27522. Mng Dir.: John Ball: Studio Mgr.: Roger Norwood. Audio: Open reel. Tinsley-Robor Group Ltd., Churchill Industrial Estate, Lancing, Sussex. Tel: (09063) 5381. Telex: 877171. (PKG)
Trident Audio Developments Ltd., 112/114 Wardour St., London W1V 3AW. Tel: (01) 734-9901. Telex: 27782. Mng. Dir.: Malcolm Toft; Sales Mgrs: Mike Rogers. Derek Fox (PKG)
Audio: 8-tr., cassette.
Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1. Tel: (01) 439-4313. Dir.: M.J. Sutton, Gen. & Sales Mgr.: Christie Gillingham. (PKG)
James Yorke. The Old Post Office. Fossebridge. Cheltenham, Gloucestershire GL54 3JW. Tel: (028572) 423. (PKG)
Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herls. AL3 4DF. Tel: (0727) 60511. Telex: 28675. Mng. Dir.: P.H. Grant: Export Sales Dir.: Brian Blank. (PKG)

TAPE DUPLICATOR/MARKETERS

Metropolitan Communications. 8a Frognal Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau; Gen. Mgr.: R. Fry: Sales Mgr.: R. Hanau; Admin.: A. Lohmeyer. Labels: Bedside, Belmont, Talkie Tapes.

Venus.
Pebble Recs. Ltd., 46 Maddox St., London W1.
Tel: (01) 629-3266, 491-4140. Telex: 25247
Mng. Dir.: James Pollard; Gen. Mgr.: Julia
Slocombe.

Mng. Dir.: James Pollard; Gen. Mgr.: Julia Slocombe.
Label: Sound & Picture (Kuwait).
Precision Tapes Lld., ATV House, 17 Great Cumberland Pl., London W1A 1AG. Tel: (01) 262-5502. Cable: PYREC LONDON. Telex: 28259. Mng. Dir.: Walter S. Woyda: Sales Dir.: Terry Stanley.
Labels: Ariola-Hansa, Bradleys, Buddah, Cactus, Casablanca, Charly, Chartbusters, Collector, Conquest, Creole, Cube, Dawn, Electric, Ember. Golden Guinea, Golden Hour, Gull, Hit & Run, Immediale, Kama Sutra, Marble Arch, PBR. Parachule. Private Stock, Pye. Pye Intl., SRT. Sonet, Spark, Sun, 20th Century, Unicorn, Vanguard, Vogue, Xtra.

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CARTRIDGE & CASSETTE PARTS

Ampex Great Britain Ltd., Acre Rd., Reading,
Berks. RG2 OQR. Tel: (0734) 85200. Cable:
AMPEX READING. Telex: 848345. Gen.
Mgr.: E.H. Sadeler; Mktg. Servs. Supervisor:
C. Murphy-O'Connor; Sales Mgr.' W.
Scullion; Adv. Mgr.: P Vaughan.
C S B Ltd., 5/7 Carnaby St., London W1V 1PG.
Tel: (01) 439-9281. Telex: 896691. Mng. Dir:
Mafalda Hall; Dir. & Prod'n Mgr.: Mike Shaw;
Sales Mgr.: Paul Cumming: Int'l: Caroline
Lacy-Thompson.
Contek Magnetics Ltd., 32 Eveline Rd., Mitcham.
Surrey. Tel: (01) 648-5156. Telex: 945309
Mng. Dirs., Colin Marler, R.L. Fraser: Sales
Dir.: Chris Purkiss; Sales Mgr.: John
Bateman.

Surrey. Tel. (Ur) das-5130. Leck. 394309
Mng. Dirs. Colin Marier, R.L. Fraser, Sales Dir.: Chris Purkiss; Sales Mgr.: John Bateman.
Audio: Cassette parts.
Cosmocord Ltd., Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 716-666. Cable: ACOS WALTHAM CROSS. Telex: 24294. Mng. Dir.: V.J. Sivyer; Sales & Mktg. Mgr.: G.E. Brewin.
Landmark (Precision Mouldings) Ltd., 2 Albone Way, Langford Rd., Biggleswade, Beds. Tel: (0767) 314-231. Telex: 23384. Mng. Dir.: David Ritchie: Prod'n Dir.: George Jardine: Works Dir.: Don Pearson.
Branch: Potters Bar, Herts., Deneway House, Darkes Ln.
Audio: Plastic molded parts.
Musonic, see Ziphurst.
Professional Tape Mktg. Assocs. Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton.
Audio: Cassette screws, housings, pins Racal-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D.S. Worman; Mktg. Dir.: H.K. Kimblin: Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould.
Audio: All cassette components.
Thorn Consumer Electronics Ltd., 284 Southbury Rd. Enfield, Middx. EN1 17J. Tel: (01) 366-1155. Telex: 263201. Mng. Dir.: R.E. Norman; Sales Dir.: J. Ross; Adv. Mgr.: M.L. Doman.

M.L. Doman. Audio: Cassette mechanisms.

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EMPTY CARTRIDGES. **CASSETTES & REELS**

CASSETTES & REELS

Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 0QR. Tel: (0734) 85200. Cable: AMPEX READING. Telex: 848345. Gen. Mgr.: E.H. Sadeler; Mktg. Servs. Supervisor: C. Murphy-O'Connor; Sales Mgr.: W. Scullion; Adv. Mgr.: P. Vaughan. Audio: All configurations.

Audio: All configurations.

Audio: Devices, see Lee.

B A S F UK Ltd.. Haddon House, 2/4 Fitzroy St., London W1P SAD. Tel: (01) 637-8971. Telex: 28649. Div. Mgr.: H.C. Pattinson; Prof. Mgr.: R.M. Hine; Comm'l Mgr.: A.R. Patch; Technical Officer: E. Riege.

Audio: 8-tr., cassette, open reel. Video: Cassette.

Video: Cassette.

Video: Cassette. See Leex: 896691. Mng. Dir.: Mafalda Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline-Lacy-Thompson.

Contek Magnetics Ltd., 32 Eveline Rd., Mitcham, Surrey, Tel: (01) 648-5156. Telex: 945309. Mng. Dirs.: Colin Marler, R.L. Fraser; Sales Dir.: Chris Purkiss; Sales Mgr.: John Bateman.

Audio: Cassette.

Mng. Dirs.: Colin Marler, R.L. Fraser; Sales Dir.: Chris Purkiss; Sales Mgr.: John Bateman.

Audio: Cassette.
Copel, see Cosmocord.
Cosmocord Ltd.. Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 716-666. Cable: ACOS WALTHAM CROSS. Telex: 24294. Mng. Dir.: V.J. Sivyer; Sales & Mktg. Mgr.: G.E. Brewin.

Audio: 8-tr., cassette, open reel.
Brand name: Copel.
Fidelipac, see SIS.
Landmark (Precision Mouldings) Ltd., 2 Albone Way, Langford Rd., Biggleswade, Beds. Tel: (0767) 314-231. Telex: 23384. Mng. Dir.: David Ritchie: Prod'n Dir.: George Jardine; Works Dir.: Don Pearson.
Branch: Potters Bar, Herts., Deneway House, Darkes Ln.
Audio: 8-tr., cassette.
Lee Eng'g Ltd., Napier House, bridge St., Walton-on-Thames, Surrey KT12 1AP, Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sr. Sales Eng.: R.J. White.

Audio: NAB.
Brand name: Audio Devices

Myl.: Orlins Weish, 3r. Sales Eng.: R.J. White.
Audio: NAB.
Brand name: Audio Devices.
Musonic, see Ziphurst.
National Panasonic (UK) Ltd., 107/109 Whitby
Rd., Slough, Berks. SL.1 3DR. Tel: (0753)
27516. Cable: PANASONIC. Telex: 848761.
Mng. Dir.: A. Imura; Sales Mgr.: J. Aoki; Adv.
Mgr.: Ron Fry.
Branch: Stourton, Leeds, Skelton Grange
Rd. Tel: (0532) 702541. Reg'l Sales Dir.:
Tony Nishigaki.
Video: '" EIAJ open reel, ½" EIAJ cartridge.

Viceo. 72 Life open tridge.

Brand name: National. fessional Tape Mktg. Assocs. Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton.

House, 329 Hunsiet Rd., Leeds LS10 1NJ.
Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton.
Audio: 8-tr., cassette.
Racal-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY, Telex: 87651. Mng. Dir.: D.S. Worman; Mktg. Mgr.: H.K. Kimblin; Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould.
Audio: 8-tr., cassette.
S Ltd., 57 St. Andrews Rd., Northhampton NN1 2PB. Tel: (0604) 32965, 30559. Mng. Dir.: D.P.D. Mitchell; Sales Mgr.: T.C. Sherman.
Audio: NAB "A" & "C"
Brand name: Fidelipac.
Scotch, see 3M.
Tandberg (UK) Ltd., 81 Kirkstall Rd., Leeds, Yorks. LS3 1HR. Tel: (0532) 35111. Cable: TANBERG LEEDS. Telex: 557611. Mng. Dir.: John Farnell; Dir. & Sales Dir.: W.R. Harrison; Adv. Mgr.: M.R. Cowing.
Audio: Cassette.
3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir.: Donn Osmon; Mktg. Co-ord:: P.A. Stockwell-Jones; Sales Mgr.: D.J. Pacy; Adv. Mgr.: R. Rippon. Reg'l sales offices: Beifast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—Birmlingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 0AY, Scottand, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 TTR, PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-8500.

8500.
Audio: 8-tr., cassette & open reel.
Video: Open reel, cassette.
Brand name: Scotch.
Ziphurst Ltd., Stylus House, 34/38 Verulam Rd.,
St. Albans, Herts. AL3 4DF. Tel: (0727)
50611. Telex: 28675. Mng. Dir.: P.H. Grant;
Export Sales Dir.: Brian Blank.
Audio: 8-tr. cassette

PROFESSIONAL TAPE SUPPLIES

(Associated Tape) Ltd., 214 Bowes Rd. Southgate, London N11. Tel: (01) 368-2309 (Importer)
Audio: Automatic 8-tr. changer.

Audlo: Automatic 8-tr. changer.

Brand name: Telex.
Amos of Exeter Ltd., Weircliffe Court, Exwick, Exeter EX4 2AG. Tel: (0392) 72-132. Telex: 42786, Mng. Dir.: R.E. Amos.
Audlo & Video: Bulk tape erasers.
Brand name: Weircliffe.
Audlotape, see Lee.
Audua, see TDK.
B A S F UK Ltd., Haddon House, 2/4 Fitzroy St., London W1P 5AD. Tel: (01) 637-8971. Telex: 28649. Div. Mgr.: H.C. Pattinson; Prof. Mgr.: R.M. Hine; Comm'l Mgr.: A.R. Patch; Technical Officer: E. Riege.
Audlo: Duplicating tape.
Chroma 90, see Memorex.
E M I Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1B1. Tel: (01) 573-3888. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Naef; Comm'l Mgr.: P.K. Mitchell; Sales Mgr.: P. Sollitt; Promos. Mgr.: David Claridge.
Audlo: Standard & long-play professional

Audio: Standard & long-play professional

Audio: Standard & long-play professional tape.
C. Farnell Ltd., Kenyon Ltd., Sheffield S1 4BD. Tel: (0742) 78901.
Product: Bulk erasers.
Itall, see Scenic Sound Equip.
e ton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sr. Sales Eng.: R.J. White.
Audio: Tape.

White.
Audio: Tape.
Brand name: Audiotape.

Scenic Sounds Equip., 97-99 Dean St., London W1. Tel: (01) 73-42-812. Telex: 27939. Mng. Dir.: David Hawkins.
Audio: Spilicing & editing equip.
Brand name: Editall, SSE.
Scotch, see 3M.
T D K Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 688-7372. Telex: 946727. Mng. Dir.: John C. Buchan; Sales Mgr..: Derek Huthwalte.
Brand name: Audua.
Telex. see AT.
3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir.: Donn Osmor; Mktg. Co-ord.: P.A. Stockwell-Jones: Sales & Mktg.: Mgr.: D.J. Pacy; Adv. Mgr.: R. Rippon.
Reg'i sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (023) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 OAY, Scotland, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 7TR, PO Box 38, Yeoman House, 63 Croydon Rd. Penge. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-8500.
Audio: Professional rec'g tapes. Video: Broadcast & helical scan tapes. Brand name: Scotch.
Triple Three, see Racal-Zonal.
Triple Six, see Racal-Zonal.
Triple Six, see Racal-Zonal.

TAPE, BLANK LOADED & BULK

oustic Dynamic, see TDK.
lastra Electronics Ltd.. Cricklewood Trading
Estate, Unit N22, Claremont Rd., London
NW2 1TU. Tel: (01) 452-6288. Cable: WESTQUIP. Telex: 897112. Mng. Dir.: Michael
Leaver; Gen. & Sales Mgr.: J. Boyce. (Blank
only)
Audio: Cassette. open rock

only)
Audio: Cassette, open reel.
Brand name: Syncassette, Synchrotape.
Agia-Gevaert Ltd., Unit House, 27 Great West
Rd., Brentford, Middx. Tel: (01) 560-2131.
Cable: AROVEG. Telex: 28154, Mng. Dir.: G.
Ahrens; Gen. Mgr.: G. Squires; Sales Mgr.
E.J. Drew; Tape Sales Mgr.: E.A. Bowden;
Adv. Mgr.: B. Butcher. (Raw only)
Home office: Germany.
Audio: Cassette, open reel.
Video: 1" open reel, \(\frac{\pi}{2} \) cassette.
Air Check, see Sound.
Ampex Great Britain Ltd., Acre Rd., Reading,
Berks. RG2 OOR. Tel: (0734) 85200. Cable:
AMPEX READING. Telex: 848345. Gen.
Mgr.: E.H. Sadeler; Mktg. Servs. Supervisor:
C. Murphy-O'Connor, Sales Mgr.: W. Scullion; Adv. Mgr.: P. Vaughan.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, \(\frac{\pi}{2} \) cassette, "ElAJ
open reel, \(\frac{\pi}{2} \) open reel.
Audiogenic Ltd., 34-36 Crown St., Reading,
Berks. RG1 2SN. Tel: (0734) 595647. Dir.:
Martin Maynard; Gen. Mgr.: Henri Smithson.
(Blank only)
Audio: Cassette.
Audiomagnetics Inc. (UK) Ltd., 121 Loverock
Rd., Reading, Berks. Tel: (0734) 598036.
Telex: 849113. Mng. Dir.: Nigel W. Bryden;
Sales Mgrs.: Scott Murdoch, Hugh Smith.
Audio: 84-r., cassette, open reel.
Brand name: Audiomagnetics Plus, Extra
Plus, Super XHE.
Audiomagnetics Plus, Extra
Plus, Super XHE.
Audiomagnetics Plus, Extra
Plus, Super XHE.
Audionagnetics Revenue States Plus, Extra
Plus, Super XHE.
Avcom Systems Ltd., Newton Works, Stanlake
Mews, London W12 7HA. Tel: (01) 7492201. Cable: CINEPRO LONDON. Telex:
896691. Mng. Dir.: Eric R. Bastin, Sales Dir.:
Nick Gillieron; Sales Mgr.: Marc Hall; Adv.
Mgr.: Tony Fox. (Blank only)
Capitol Magnetics (div. of EMI Tape Ltd.), Tape
House, Dawley Rd, Hayes, Middx. UB3 18T.
Tel: (01) 573-7860. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Naet;
Gen. Mgr.: P. Sollitt.
Audio: 8-tr., cassette, open reel.
Brand name: Blank—The Master Tape;
raw—Capitol.
Cassette Developments (Audiosonic) Ltd., Micra
House, 138 Lower Mortlake Rd., Richmond,
Surrey RH2 OLV, Tel: 49505. Owner: E.G.
Dowley (Blank only)
Audio: Ca

Caithness, Scotland. Tel: (0955) 2787. Dir.: J. Johnston; Mgr.: John Hunter. (Blank only) Audio: Cassette. Exx & Co. Ltd., Laltex House, 1 Canal St., Manchester M60 4AX. Tel: (061) 236-B186. Cable: ALMIGHTY. Telex: 669431. Dirs.: R.J. Mulchand, K.C. Bhavnani. (Blank only) Audio: Cassette. Brand names: Certron, Monatone, Winthronics.

Brand names: Certron, Monatone, Winthronics.
Leda, see EPS.
Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sr. Sales Eng.: R.J. White.
Audlo: NAB.
Brand name: Auditotape.
The Master Tape, see Capitol.
Maxell, see Natural Sounds.
Media Sound, see Metropolitan Communications.

cations.

morex (UK) Ltd., Hoechst House, 50 Salisbury Rd., Hounslow, West Middx, TW4 6JN.
Tel: (01) 570-7716. Cable: MRXLON. Telex: 935013. Mng. Dir: J.E.M. Kitching: Audio Prods. Sales Mgr.: C.C.M. Bayliss: Video Prods. Sales Mgr.: R. Shepherd; Adv. Mgr.: J.C. McBurney.
Audio: Blank—8-tr., cassette, open reel; raw—cassette.

J.C. McBurney.
Audlo: Blank—8-tr., cassette, open reel; raw—cassette.
Video: 2" & 1" open reel, %" cassette, ½" EIAJ open reel.
Metropolitan Communications, 8a Frognal Gardens, London NW3 6UX. Tel: (01) 435-8803.
Mng. Dir.: Mark R.F. Hanau; Gen. Mgr.: R. Fry; Sales Mgr.: R. Hanau; Admin.: A. Lohmeyer. (Blank only)
Audlo: Cassette.
Brand name: Media Sound.
Monatone. see Laltex.
Musonic, see Ziphurst.
National Panasonic (UK) Ltd., 107/109 Whitby Rd., Slough, Berks. SL1 3DR. Tel: (0753) 27516. Cable: PANASONIC. Telex: 848761.
Mng. Dir.: A. Imura; Sales Mgr.: J. Aoki; Adv. Mgr.: Ron Fry. (Blank only)
Branch: Stourton, Leeds, Skelton Grange Rd. Tel: (0532) 702541. Reg'l Sales Dir.: Tony Nishigaki.
Audlo: Cassette.
Video: ½" EIAJ Open Reel, ½" EIAJ cartridge.
Brand name: National, National Panasonic, Technics.
Natural Sound Systems, 10 Byron Rd., Wealdstone Harrow. Middx. Tel: (01) 863-8622.

Technics.
Natural Sound Systems, 10 Byron Rd., Wealdstone, Harrow, Middx. Tel: (01) 863-8622.
Telex: 922573. Sales Dir.: Malcolm Kays;
Maxell Prod. Mgr.: Mike Crawshaw. (Blankonly)

only)
Audio: Cassette, open reel.
Brand name: Maxell.
P T M A, see Professional Tape Mktg. Assocs.

P T M A, see Professional Tape Mktg. Assocs.
Paragon Int'l Prods., 16 Holmes St., Belfast,
Northern Ireland. Tel: (0232) 48260. Dir.:
John O.P. McCourt; Gen. Mgr.: Anne Heaps;
Sales Mgr.: Edwina Heaps.
Audlo: Cassette, open reel.
Pebble Recs. Ltd., 46 Maddox St., London W1.
Tel: (01) 629-3266, 491-4140. Telex: 25247.
Mng. Dir.: James Pollard; Gen. Mgr.: Julia
Slocombe.
Audlo: 8-tr., cassette.
Philips Electrical Ltd., City House, London Rd.,
Croydon, Surrey. Tel: (01) 689-2166. Telex:
946169.
Audlo: Cassette, open reel.

946169.
Audlo: Cassette, open reel.
Video: ½" EIAJ open reel, VCR,
fessional Tape Mktg. Assocs. Ltd., Cassette
House, 329 Hunslet Rd., Leeds LS10 1NJ.
Tel: (0532) 706066. Telex: 55293. Mng. Dir.:
Raymond Linton.
Audlo: Blank—cassette; raw—8-tr., cassette.

Audio: Blank—cassette; raw—8-tr., cassette.
Brand name: PTMA.
Pyral Magnetics Ltd., Airport House, Purley Way, Croydon, Surrey CR0 0XZ. Tel: (01) 681-2272. Telex: 946670. Mng. Dir.: H.J. Hutchings: Sales Mgr.: John P. Thurley.
Audio: Cassette, open reel.
Pyser Ltd., Fircroft Way, Edenbridge, Kent TB8 6HA. Tel: (073271) 864111. Telex: 95527. Mng. Dir.: J.P. Tilt; Sales Dir.: Malcolm Blockley.
Branch: Harrow, Middx, 102 College Rd. Tel: (01) 427-2278.
Audio: 8-tr., cassette, open reel.
Brand name: Fuji Photo.
Racal-Zonal Ltd., Station Hill; Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D.S. Worman; Mktg. Dir.: H.K. Kimblin; Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould.
Audio: Cassette, open reel.
Brand name: Triple Three, Triple Six, Triple Eight.

Audio: Cassette, open reel.

Brand name: Triple Three, Triple Six, Triple
Eight.

Ross Electronics, 32 Rathbone Pl., London W1P
1AD. Tel: (01) 580-7112. Cable: ROSSILECT. Telex: 22747. Mng. Dir.: Ross I.L.
Marks: Gen. & Sales Mgr.: A.C. Murphy.
(Blank only)
Audio: 8-tr., cassette.

SISLtd., 57 St. Andrews Rd., Northampton NN1
2PB. Tel: (0604) 32965, 30559. Mng. Dir.:
D.P.D. Mitchell: Sales Mgr.: T.C. Sherman.
Audio: NAB "A" & "C."
Brand name: Fidelipac.

Selecta (London) (div. of Decca Rec. Co. Ltd.),
125/127 Lee High Rd., Lewisham, London
SE13 5NX, Tel: (01) 852-9171/9191. Telex:
896029. Gen. Mgr.: J.D. Roberts; Sales
Mgr.: D. Barsby; Sales Co-ord.: E. Packham.
(Blank only)
Scotch, see 3M.
Sony (UK) Ltd., Pyrene House, Sunbury-Cross,
Sunbury-on-Thames, Middx. Tel: (76)
87644. Telex: 266371 London.
Video: ¾" U-matic cassette; ¾" EIAJ open
reel.
Sound, 1 Ogdershaw Mews, Maidenhead, Berks.

8/644. Telex: 266371 London.
Video: '%' U-matic cassette: '%'' EIAJ open reel.
Sound, 1 Ogdershaw Mews, Maidenhead, Berks.
Tel: (0628) 33011. Mng. Dir.: S.M. Webb; Sales Mgr.: M. Lloyd; Adv. Mgr.: C. McVie. (Audio only)
Brand name: Air Check.
Strathclyde Sound & Video Ltd., Central Chambers, 93 Hope St., Glasgow, Scotland G2 6LD. Tel: (041) 221-2244, 204-2303 x 1302. Telex: 777283. Mng. Dir.: Raymond E. Orr; Sec'y: R. Elspeth Lowe.
Audio: 8-tr., cassette, open reel.
Super Avilyn, see TDK.
Super XHE, see Audiomagnetics.
Syncassette, see Adastra.
Synchrotape, see Adastra.
Yn Check Strage Stra

raw-cassette.

Brand names: Acoustic Dynamic, Audua, Dynamic, Super Avilyn.

A D Electronics Sales Ltd., 149B St. Albans Rd., Watford, Herts. WD2 5BB. Tel: (92) 47988. Telex: 262741. Mng. Dir.: J.E. South-

ard.

Audio: Cassette, open reel.
e 7, see EPS.
hnics, see National Panasonic.

recnnics, see National Panasonic.
3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir.: Donn Osmon; Mktg. Co-ord.: P.A. Stockwell-Jones; Sales & Mktg. Mgr.: D.J. Pacy; Adv. Mgr.: R. Rippon.

www.americanradiohistory.com

Reg'i sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 7TR, PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-8500.

Nudlo: 8-tr., cassette, open reel. Video: 1" open reel, 1" cartridge, %" cassette, "FlAJ open reel, "ElAJ cartridge, %" cassette, "ElAJ cartridge, "Cassette," cassette.

sette, ½" EIAJ open reel, ½" EIAJ cartridge, ¼" cassette.

Brand name: Scotch.

Trident Audio Developments Ltd., 112/114

Wardour St., London W1V 3AU. Tel: (01)
734-9901. Telev: 27782. Mng. Dir.: Malcolm
Toft; Sales Mgrs.: Mike Rogers, Derek Fox.
Audio: 8-tr., cassette.

Triple Three, see Racal-Zonal.
Triple Six, see Racal-Zonal.
Winthronics, see Laltex.
Ziphurst Ltd., Stylus House, 34/38 Verulam Rd.,
St. Albans, Herts. AL3 4DF. Tel: (0727)
50611. Telex: 28675. Mng. Dir.: P.H. Grant;
Export Sales Dir.: Brian Blank.
Audio: 8-tr., cassette.
Brand name: Musonic.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Brand name: Musonic.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 OQR. Tel: (0734) 85200. Cable: AMPEX READING. Telex: 848345. Gen. Mgr.: El. Sadeler; Mktg. Servs. Supervisor: C. Murphy-O'Connor; Sales Mgr.: W. Scullion; Adv. Mgr.: P. Vaughan.

Audic: Professional tape duplicators.

Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA. Tel: (01) 749-2201. Cable: CINEPRO LONDON. Telex: 896691. Mng. Dir.: Eric R. Bastin; Sales Dir.: Nick Gillieron; Sales Mgr.: Marc Hall; Adv. Mgr.: Tony Fox.

Audio: Cassette duplicators.

Brand name: Telex.

Auvis-Asona, see Lennard.

Cetec Int'l Ltd., Sapphire House, 16 Uxbridge Rd., Ealing, London W5 2BP. Tel: (01) 579-9145. Telex: 935847. Mng. Dir.: Brian C.A. Wills; Sales Mgr.: Michael J. Cotter.

Audio: High-speed duplicators.

Brand name: Gauss.

Cintron Group, Grove House, 551 London Rd., Isleworth, Middx. Tw7 4DS. Tel: (01) 568-0131. Telex: 93504. Sales Dir.: Bernard G. Rawson. (Audio only)

Brand name: Pentagon (USA), Telex (USA), Wollensak (USA),

Duplitape, 1/7 Harewood Ave., London NW1. Tel: (01) 724-2497. Telex: 21879. Dir.: B.R. Lambden: Gen. Mgr.: R. Jackson Moore.

Audio: Duplicating equip.

Brand name: Otari (Japan).

Gauss, see Cetec.

C. E. Hammond & Co. Ltd., 105/109 Oyster Ln., Byfleet, Surrey KT14 7 LA. Tel: (91) 51051. Cable: APTRAN BYFLEET. Telex: 262525. Mng. Dir.: R.J. Higgin; Mktg. Mgr.: R.J. Sharpe.

Audio: Cassette & open reel duplicators.

Brand name: Otari.

Hayden Labs. Ltd., Hayden House, Churchfield Rd., Challont St. Peter, Bucks. SL9 9EW.

Tel: (20213) 88447. Telex: 849469. Mng. Dir.: E.J. Barrett; Adv. Mgr.: E. Simmonds. Branch: London NW1 65N, 6 Bendall Mews, Bell St. Tel: (01) 723-2441. Mgr.: P. Ferris; Serv. Mgr.: G. Davis.

Audio: Cassette duplicators. & loaders.

Brand name: Otari (Japan).

Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Mgr.: Chris Welsh; Sr. Sales Eng.: R.J. White.

Lee Eng g Ltd., Napier House. Bridge St., Watton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sr. Sales Eng.: R.J. White.

Audio: Duplicators, loaders, printers.
Leevers-Rich Equip. Ltd., 319 Trinity Rd., Wandsworth, London SW19 3SL. Tel: (01) 874-9054. Cable: LEEMAG. Telex: 923455. Mng. Dir.: R.C. Blezard; Gen. Mgr.: W.A. Costello; Sales Mgr.: J. Robinson.

Audio: Bulk erasers.
Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 OQX. Tel: (01) 363-8238. Cable: LEENAARD ENFIELD. Mng. Dir.: E.G. Lennard.

Audio: Cassette loaders.

Brand name: Auvis-Asona.

B.H. Morris & Co. (Radio) Ltd., Precision Centre, Heather Park Or., Wembley, Middx. HAO 1SU. Tel: (01) 902-9422. Telex: 922131.

Mng. Dir: K. Lasky; Mktg. Mgr.: B.T. Cockram; Sales Dir.: A. Allenstein.

Brand name: Trio.

National Panasonic (UK) Ltd., 107/109 Whitby Rd., Slough, Berks. St.1 3DR. Tel: (0753) 27516. Cable: PANASONIC. Telex: 848761. Mng. Dir.: A. Imura; Sales Mgr.: J. Aoki; Adv. Mgr.: Ron Fry.

Branch: Stourton, Leeds, Skelton Grange Rd. Tel: (0532) 702541. Reg'l Sales Dir.: Tony Nishigaki.

Video: High speed ½" cartridge duplicator (VTP)

Brand name: National.

Otari, see Duplitape, C.D. Hammond & Industrial Tape.

Pentagon, see Cintron.

Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169.

Audio: Cassette duplicators.

Video: VCR duplicators.

Video: VCR duplicators.

Scotch, see 3M.

Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: (76) 87644. Telex: 266371 London. (Video only) Telefunken, see Hayden.

Telex, see Avcom & Cintron.

Trio, see B.H. Morris.

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. R612 1 JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir:: Donn Osmon: Mktg. Co-ord:: P.A. Stockwell-Jones; Sales & Mktg. Mgr.: D.J. Pacy; Adv. Mgr.: R. Rippon.

Rippon.

Regi sales offices: Belfast, BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 7TR, PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-8500.

Audio: Cassette pancakes. Brand name: Scotch. Ilensak, see Cintron.

TAPE PACKAGING & LABELING **EQUIPMENT & SUPPLIES**

E. Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester LE4 8AP. Tel: (0533) 695413.

Telex: 34627. Mng. Dir.: C. Hetherington; Sales Dir.: N.L. Cartwright.

Product: Cartridge & cassette labels, inlay

cards. Carlings & Cassette labels, inlay cards.
pard Developments Ltd., 206 Chase Side.
Enfield, Middx. EN2 OQX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng Dir.:
E.G. Lennard.
Product: Cassette labelling machines (Auvis-Asona).

accessories manufacturers

O131. Letex. 535057. Calcal Rawson. Product: Head cleaners & demagnetizers. Colclene, see Future Film. Condor Electronics Ltd., 100 Coombe Ln., London SW20 OAY. Tel: (01) 946-0033. Cable: CONDORELEC SW20. Telex: 928502. Mng. Dir.: C.A. Wolff; Sales Mgr.: L.

Alley.

Product: Catalog servs., cleaners, cloths, brushes, head cleaners & demagnetizers, needles.

Surrey HHZ UL1 Dowley. Product: Head cleaners & demagnetizers.

Product: Head cleaners & demagnetizers.

E M I Recs. Ltd.. Shopfitting & Supplies Div., 'A
Uxbridge Rd., Hayes, Middx. 4BH 0SY, Tel:
(01) 561-8722. Dir.: R.E. Matthews; Special
Projects Mgr.: D.L. Watson.
Product: Carrying & storage cases,
cleaners, cloths & brushes.

E M I Tape Ltd., Tape House, Dawley Rd., Hayes,
Middx. UB3 1BT. Tel: (01) 573-3888. Cable:
EMITAPE LONDON. Telex: 932161. Mng.
Dir.: E.A. Naef: Comm'l Mgr.: P.K. Mitchell;
Sales Mgr.: P. Sollitt; Promos. Mgr.: David
Claridge.
Product: Cleaners, cloths, brushes, head
cleaners, demagnetizers, leader & splicing
tape.

Product: Record & tape carrying & storage

Adastra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Claremont Rd., London NW2 1TU. Tel: (01) 452-6288. Cable: WESTQUP LONDON NW2. Telex: 897112. Mng. Dir.: Michael Leaver; Gen. & Sales Mgr.: J. Boyce. Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

Agla-Gevaert Ltd., Unity House, 27 Great West Rd., Brentford, Middx. Tel: (01) 560-2131. Cable: ARTOVEG. Telex: 28154. Mng. Dir.: G. Ahrens; Sales Mgr.: E.J. Drew; Tape Sales Mgr.: E.A. Bowden; Adv. Mgr.: B. Butcher. Home office: Germany. Product: Splicing & editing equip.

Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 OQR. Tel: (0734) 85200. Cable: AMPEX READING. Telex: 848345. Gen. Mgr.: E.H. Sadeler; Mktg. Servs. Supervisor: C. Murphy-O'Connor; Sales Mgr.: W. Scullion; Adv. Mgr.: P. Vaughan. Product: Head cleaners & demagnetizers, leader & splicing tape.

Arrow Int'l Music Ltd., Humber Rd., London NW2 6EP. Tel: (01) 450-2411. Telex: 923034. Mng. Dir.: Maurice Mindel; Sales Mgr.: Puawson; Prod. Mgr.: Martin Moritz; Int'l Mgr.: Dennis Power; Ass't Int'l Mgr.: Paul Rinne. Product: Tape carrying & storage cases, cleaners, brushes, head cleaners, demagnetizers, leader & splicing tape.

AS F UK Ltd., Haddon House, 2/4 Fitzroy St.. London WIP SAD. Tel: (01) 637-8971. Telex: 28649. Div. Mgr.: H. C. Pattinson; Prof. Mgr.: R.M. Hine; Comm'l Mgr.: A.R. Patch; Technical Officer: E. Riege. Product: Head cleaners & demagnetizers, leader & splicing tape.

Bib Hi-Fi Accessories Ltd., Kelsey House, Wood Ln. End, Hemel Hempstead, Herts. HP2 4RQ. Tel: (0442) 61291. Telex: 286437. Chm. & Mng. Dir.: B.P. Arbib; Sales Dir.: R.G. Everett; Adv. Mgr.: G. Skelly. Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, splicing tape.

Bradleys Tapemaster Tape Directory, Kempsey, Worcs. WR5 3PN. Tel: (0905) 820-137, 352-131. Ed. & Compiler: James Bradley; Research. Kathleen Bradley. Product: Tape catalog servs.

Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Mortlake

needles.

Crown Arrow Co., 8 Gatelodge Close, Round Spinney, Northampton NN3 4RJ. Tel: (0604) 48744. Telex: 311165. Owner: Robert J. Parfitt.

Product: Record & tape carrying & storage cases

cases.
Crown Merton, see T.I. Crown Merton.
D & B Tape Servs., 23 Croydon Rd., Reigate,
Surrey RH2 0LY Tel: 49505, owner: E.G.
Dowley.

Claridge.
Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape.
Eagle Int'I, Precision Centre, Heather Park Dr., Wembley, Middx. HAO 1SU, Tel: (01) 902-8832. Cable: PRECEN. Telex: 922131. Mng. Dir.: Gerry Adler: Mktg. Servs. Mgr.: Chris Williams; Sales Mgr.: Carol Trevellick. Product: Head demagnetizers.
N. & S.B. Field & Co. Ltd. / Record Housing, 17-A Newham Rd., Wood Green N22. Tel: (01) 888-7487. Chm.: N. Field; Gen. Mgr.: F. Davis; Sales Mgr.: J. Edwards; Promo. Dir.: M.L. Field.
Product: Carrying & storage cases.
Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland. Tel: (0574) 3015. Mng. Dir.: C. Rumble; Gen. Mgr.: Richard R. Rumble.
Sales office: Watford, Herts., 20 Green Ln., Oxney. Tel: (923) 47699. Telex: 923408. Home office: USA. Devon Design Corp. Product: Tape storage cases.
Future Film Development, 36/38 Lexington St., London W1R JHR. Tel: (01) 437-1892. Cable: ALLOTROPE LONDON W1. Telex: 21624. Dir.: C.S. Young.
Product: Head cleaners (Colclene).
Golding Audio Ltd., Marks Tey, Colchester, Essex. Tel: 210433. cable: GOLDAUDIO. Telex: 98550.
Product: Tape carrying & storage cases, head cleaners & demagnetizers.
John Harwood-Bee Assos... The Maltings. 63 High St., Ware, Herts. Tel: (0920) 66310. Telex: 299929. Mng. Dir.: John Harwood-Bee.

Product: Record & tape carrying & storage cases.

Landmark (Precision Mouldings) Ltd., 2 Albone Way, Langford Rd., Biggleswade, Beds. Tel: (0767) 314-231. Telex: 23384. Mng. Dir.: David Ritchie; Works Dir.: Don Pearson; Prod'n Dir.: George Jardine.

Branch: Potters Bar, Herts., Deneway House, Darkes Ln.
Product: Head cleaners & demagnetizers, cassette library cases.

Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sr. Sales Eng.: R.J. White.
Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape (Nortronics).

- Lennard Developments Ltd., 206 Chase Side, Entield, Middx. EN2 OQX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard. Product: Tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adaptors, head cleaners, demagnetizers, needles, splicing tape.
- splicing lape.

 Lightning Recs. Ltd., 839 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-7155/5255. Telex: 927813. Mng. Dir.: Raymond Laren; Mktg. Dir.: Keith Yershon; Financial & Admin. Dir.: Norman Mandell. Product: Catalog servs., 45 rpm adaptors. Lugton & Co. Ltd., PO. Box 182, Cross Ln., Hornsey, London N8 758. Tel: (01) 348-8211. Mng. Dir.: Walter Ficker: Gen. & Sales Mgr.: John Sully. Product: Record & tape carrying & storage cases, cleaners, clothes, brushes, head cleaners, demagnetizers, needles, leader & splicing tape.

cases, cleaners, clothes, brushes, head cleaners, demagnetizers, needles, leader & splicing tape.

Metrosound Audio Prods. Ltd., Freedex House, 4-10 North Rd., Islington, London N7 9HN. Tel: (01) 607-8141. Cable: METROS. Telex: 264773. Pres. Mark Myers; Mng. Dir.: David Mason; Sales Mgr.: Ian Levene.

Product: Cleaners, clothes, brushes, 45 rpm adaptors, head cleaners, demagnetizers, needles, leader & splicing tape.

Musicase Ltd., Camberwell Ind'i Estate, Unit 6, Denmark Rd., London SE5. Tel: (01) 737-0480. Mng. Dir.: John Hardman; Prod'in Mgr.: Martyn Ward.

Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

Nusonic, see Ziphurst.

Nortronics, see Lee.
Osmabet Ltd., 46 Kenilworth Rd., Edgware, Middx. HA8 8YG. Tel: 958-9314. Mng. Dir.: O. Greenlick.

Product: Bulk erasers & head demagnetizers.

Product: Bulk erasers & head demagnetizers.

Paragon Int'l Prods., 16 Holmes St., Belfast, Northern Ireland. Tel: (0232) 48260. Dir.: John O.P. McCourt; Gen. Mgr.: Anne Heaps; Sales Mgr.: Edwina Heaps.

Product: Catalog servs.

Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169.

Product: Cassette head

946169.
Product: Cassette head cleaning tape, leader & splicing tape.
Pinnacle Electronics Ltd., Electron House, Cray Ave., St. Mary Cray, Orpington, Kent BR5 30J. Tel: (66) 27099. Telex: 896141. Chm. & Mng. Dir.: Terry Scully; Mng. Dir.: Jack Bass; Gen. Mgr.: G.F. Stone; Sales Mgr.: Ray Phillips.
Product: Carrying & storage cases, cleaners, cloths, brushes, needles, leader & splicing tape.

cleaners, cloths, brushes, needles, leader & splicing tape. ducts 2000, The Maltings, 63 High St., Ware, Herts. SG12 AD. Tel: (0920) 66242. Partner: R.C. Bayes; Gen. Mgr.: C.W. Bayes. Product: Carrying & storage cases. fessional Tape Mktg. Assocs. Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton.
Product: Head cleaners, demagnetizers, splicing tape.

splicing tape.

Purpax Plastics Ltd., Longbank Works, Aiva, Clackmannanshire, Scotland, Tel: (0259) 60307. Mng. Dir.: J.M. Fuller; Prod Dir.: R.B.

Purpax Plastics Ltd., Longbank Works, Aiva, Clackmannanshire, Scotland, Tel: (0259) 60307. Mng. Dir.: J.M. Fuller; Prod Dir.: R.B. Dunbar.
Product: Carrying & storage cases.
Pyral Magnetic Ltd., Airport House, Purley Way, Croydon, Surrey CR0 0XZ. Tel: (01) 681-2272. Telex: 946670. Mng. Dir.: H.J. Hutchings; Sales Mgr.: John P. Thurley. Product: Head cleaners & demagnetizers, leader tape.
Pyser Ltd., Fircroft Way, Edenbridge, Kent. Tel: (073271) 864111. Telex: 95527. Mng. Dir.: J.P. Till; Sales Dir.: Malcolm Blockley.
Branch: Harrow, Middx, 102 College Rd. Tel: (01) 427-2278.
Product: Record preservative (Sound Guard), head cleaners & demagnetizers.
Quality Audio Supplies, Wollaton Rd., Beeston, Notts. Tel: (0602) 25-22-22.
Product: Head cleaners.
Racal-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D.S. Worman; Mktg. Dir.: H.K. Kimblin; Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould.
Product: Head cleaners, demagnetizers, leader & splicing tape.
Record Housing, see N. & S.B. Field
Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel: (01) 580-7112. Cable: ROSSILECT. Telex: 22747. Mng. Dir.: Ross. LL. Marks; Gen. & Sales Mgr.: A.C. Murphy. Product: Cleaners, Cloths, brushes, head cleaners & demagnetizer, Sculthorp Plastics Ltd., The Barge Walk, East Molesey, Surrey Kfs 9AZ. Tel: (01) 941-2929. Mng. Dir.: R.H. Sculthorp. Product: Carrying & storage cases. Securette Ltd., 25 Bluebridge Ind'l Estate, Halstead, Essex CO9 2EX. Tel: (07674) 5912. Mng. Dir.: BruceT. Samson; Dir.: Mary B. Valentine.

B. Valentine.

Product: Carrying & storage cases.
lecta (London) (div. of Decca Rec. Co. Ltd.),
125/127 Lee High Rd., Lewisham, London
SE13 5NX, Tel. (01) 852-9171/9191. Telex:
896029. Gen. Mgr.: J.D. Roberts; Sales
Mgr.: D. Barsby; Sales Co-ord.: E. Packham.
Product: Record & tape carrying & storage
cases, cleaners, cloths, brushes, 45 rpm
adaptors, head cleaners, demagnetizers.
needles.

adaptors, head cleaners, demagnetizers, needles.

Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Co. Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Les Paterson; Rec./ Tape Mgr.: Michael H. Ross; Sales Mgr.: Noel A. Spiller. Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, needles. Sound Guard, see Pyser.

T D K Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 688-7372. Telex: 946727. Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwaite. Product: Head cleaners & demagnetizers.

T.I. Crown Merton Ltd., Trafalgar Works, Station Rd., Merton Abbey, London SW19 2NJ. Tel: (01) 542-1012. Sales Mgr.: John Pengilly. Product: Injection-molded plastic & wire record & cassette storage racks (Crown Merton).

Tapemaster Publ'ns, Kempsey, Worcs, WR5 3PN, Tel: (0905) 82-01-37, 35-21-31, Compilation Ed.: James Bradley; Research: Kathleen Bradley, Product: Tapemaster classical cassette catalogue

Product: Tapemaster classical cassette catalogue.

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir. Donn Osmon; Mktg. Co-ord: P.A. Stockwell-Jones; Sales & Mktg. Mgr.: D.J. Pacy; Adv. Mgr.: R. Rippon.

Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 7TR, PO Box 38,

Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel:

reuman House, 63 Croydon Rd., Penge, Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061)236-8500.
Product: Leader & splicing tape.
Trident Audio Developments Ltd., 112/114 Wardour St., London W1V 3AW. Tel: (01) 734-9901. Telex: 27782. Mng. Dir.: Malcolm Toft; Sales Mgrs.: Mike Rogers, Derek Fox. Product: Library cases.
James Lipton Ltd., 67 Rosoman St., London EC1, Tel: (01) 278-2916. Cable: TINROBOR. Sales Mgr.: W.G.A. Howe.
Product: Catalog servs.
M. Young & Co., Industrial Estate, Southgate Ave., Mildenhall, Suffolk IP28 7AT. Tel: 712553, Partner: M. Young.
Product: Polythene lined covers, master bags, cardboard rec. covers, cassette master bags.
Zeepa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 6AH. Tel: (01) 399-0966. Cable: AELTRON SURBITON. Telex: 929679, Mng. Dir.: W. Ling; Sales Mgr.: R.S. English.
Audio: Record cleaners, tape head spray Audio: Record cleaners, tape head spray

Audio: Hecord cleaners, tape head spray demagnetizers, bulk erasers. hurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Grant; Export Sales Dir.: Brian Blank. Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adaptors, head cleaners, demagnetizers, needles, leader & splicing tape (Musonic).

• store fixtures & merchandising aids manufacturers

Ateka & Co., Industrial Estate, 23 Station Rd., Hailsham, East Sussex BN27 2ER. Tel: (0323) 843191. Gen. Mgr.: G.J. Willamowski; Sales Mgr.: K.W. French.
Product: Record & tape browser boxes, tape display racks.
Crown Merton, see T.I. Crown Merton.
Decor Shopfitting Servs. Ltd., Horton Bank Top Mills, Cooper Ln., Bradford. Tel: 76109.
Branch: Cupar, Fife, Scotland, G. Walker-Audio, The Studio, South Bridge. Tel: 2400.
E M I Recs. Ltd., Shopfitting & Supplies Div. 1/3
Uxbridge Rd. Hayes, Middx. 4BH 0SY. Tel: (01) 561-8722. Dir.: R.E. Matthews; Special Projects Mgr.: D.L. Watson.
Product: Browser boxes, display racks.
E M I Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Naef; Comm'l Mgr.: P.K. Mitchell; Sales Mgr.: P. Sollitt; Promos. Mgr.: David Claridge.
Product: Record & tape display racks.
Film & Television Prod'n Servs., Pinewood Studios, Iver Heath, Bucks.
Product: Tape display racks.
Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland. Tel: (0574) 3015. Mng. Dir.: C. Rumble; Gen. Mgr.: Richard R. Rumble.
Sales office: Watford, Herts., 20 Green Ln., Oxney. Tel: (923) 47699. Telex: 923408. Home office: USA, Devon Design Corp. Product: Tape display racks.
John Harwood-Bee Assocs., The Maltings, 63 High St., Ware, Herts. Tel: (0920) 66310. Telex: 299929. Mng. Dir.: John Harwood-Bee.

Telex: 299929, Mng. Dir.: Joint Heilberg.
Bee.
Product: Record & tape browser boxes.
Lightning Recs. Ltd., 841 Harrow Rd.,
Harlesden, London NW10 5NH. Tel: (01)
969-7155/5255. Telex: 927813. Mng. Dir.:
Raymond Laren; Mktg. Dir.: Keith Yershon;
Financial & Admin. Dir.: Norman Mandell.
Product: Display racks, browser boxes.
Luglon & Co. Ltd., Cross Ln., Hornsey, London
N8 7SB. Tel: (01) 348-8211. Mng. Dir.:
Walter Ficker; Gen. & Sales Mgr.: John
Sully.

Sully.

Product: Tape display racks.

Metropolitan Communications, 29-33 Park Ln., London W1. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau; Gen. Mgr.: R. Fry; Sales Mgr.: R. Hanau; Admin.: A. Lohmeyer. Product: Tape display racks, audio sampler. Musonic, see Ziphurst.
Natural Sound Systems, 10 Byron Rd., Wealdstone, Harrow, Middx. Tel: (01) 863-8622. Telex: 922573. Sales Dir.: Malcolm Kavs

Sozzi Telex 22273. delas bir.: Malcolii Kays. Product: Display racks, divider cards. nacle Electronics Ltd., Electron House, Cray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel: (66) 27099. Telex: 896141. Chm. & Mng. Dir.: Terry Scully; Mng. Dir.; Jack Bass; Gen. Mgr.: G.F. Stone; Sales Mgr.: Ray

Gen. Mgr.: G.F. Stone; Sales Mgr.: Hay Phillips. Product: Browser boxes, display racks, divider cards. Ilmheath Display & Design, 93 Sirdar Rd., London W11, Tel: (01) 727-0614. Mng. Dir.: Bryan Whitman; Dir.: Peter Berkeley. Product: Browser boxes, display racks, divider cards

divider cards.

curette Ltd., 25 Bluebridge Ind'I Estate,
Halstead, Essex CO9 2EX. (07874) 5912.
Mng. Dir.: Bruce T. Samson; Dir.: Mary B.
Valentine

alentine.

oduct: Tape display racks (Serette). Product: Tape display racks (Serette).

T D K Tape Dist. (UK), Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 688-7372. Telex: 946727. Mng. Dir.: J.C. Buchan: Sales Mgr.: Derek Huthwaite. Product: Display racks.

T.I. Crown Merton Ltd., Trafalgar Works, Station Rd., Merton Abbey, London SW19 2NJ. Tel: (01) 542-1012. Sales Mgr.: John Pengilly. Product: Cassette display racks (Crown Merton).

Merton).
hurst Ltd., Stylus House, 34/38 Verulam Rd.,
St. Albans, Herts. AL3 4DF. Tel: (0727)
50611. Telex: 28675. Mng. Dir.: P.H. Grant;
Export Sales Dir.: Brian Blank.
Product: Record browser boxes & display
racks (Musonic).

playback/ recording equipment

A E G-Telefunken (UK) Ltd., Bath Rd., Slough, Berks, SL1 4AW. Tel: (2) 872-101. Cable: AEGTFK. Mng. Dir.: Dr. H.W. Klemm; Sales Mgr.: R.B. Jackson; Adv. & Pub. Mgr.: R. Yates. Audio: Magnetophon, Telefunken (Ger-

Audio: Magnetophon, Telefunken (Germany).
A & H, see Allen & Heath.
A M S Trading (Amstrad) Ltd., 89 Ridley Rd., Dalston, London E8. Tel: (01) 249-5237.
Audio: Amstrad.
Acoustic Research, see Teledyne.
Advent, see Cintron.
Aiwa Sales & Serv. (UK) Ltd., 30/32 Concord Rd., Westwood Park Trading Estate, Western Ave., Acton, W3 0TH. Tel: (01) 993-1672.

Telex: 936239. Mng. Dir.: Stephen R. Chorley; Sales Mgr.: Mr. Wright.
Audio: Aiwa (Japan).
Akai, see Rank Audio Visual.
Allen & Heath Ltd./Breneil Eng'g Ltd., Pembroke House, Campsbourne Rd., London NB. Tel: (01) 340-3291. Telex: 267727. Mng. Dir.: Neil Hauser; Mtg. Mgr.: Andy Munro.
Audio: A&H, Breneil.
Alpha, see Highgate Acoustics.
Amcron, see Macinnes Labs.
Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 0QR. Tel: (0734) 85200. Cable: AMPEX READING. Telex: 848345. Gen. Mgr.: E.H. Sadeler; Mtg. Servs. Supervisor: C. Murphy-O'Connor: Sales Mgr.: W. Scullion; Adv. Mgr.: P. Vaughn.
Audio & Video: Ampex (USA).
Amstrad, see AMS.
Audi-Cord, see Lee.
Audiodecks Ltd., PO Box 7, Sandback Way, Wetherby, West Yorks. LS22 4YS. Tel: (Wetherby) 5477.
Audio: Dual.
Avcorn Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA. Tel: (01) 749-2201. Cable: CINEPRO LONDON. Telex: 896691. Mng. Dir.: Eric R. Bastin; Sales Dir.: Nick Gillieron; Sales Mgr.: Marc Hall; Adv. Mgr.: Tony Fox.
Audio: Telex.
B A S F UK Ltd., Haddon House. 2/4 Fitzroy St., London W1P 5AD. Tel: (01) 637-8971. Telex: 28649. Div. Mgr.: H.C. Pattinson. (Audio only)

28649, Div. Mgr.: H.C. Pattinson. (Audio only)
Bang & Olufsen UK Ltd., Eastbrook Rd., Gloucester GL4 7DE. Tel: (Gloucester) 21591.
Audio: Beocord.
F. W. O., Bauch Ltd., 49 Theobald St., Borehamwood, Herts. WD6 4RZ. Tel: (01) 953-0091.
Telex: 27502. Mng. Dir.: John Bauch; Sales Mgr.: Stephen Holmes.
Audio: Revox.
Beocord, see Bang & Olufsen.
Binatone Int'l Ltd., Binatone House, 1 Beresford Ave., Wembley, Middx. HA0 1YX. Tel: (01) 903-5211. Cable: BINATONE WEMBLEY.
Telex: 923810, Mng. Dirs.: LT. & P.T. Lalvani; Sales Mgr.: John Lock; Adv. Mgr.: Paul Stranks.
Audio: Binatone Empress.
Blaupunkt, see Robert Bosch.
Robert Bosch Ltd., PO Box 166. Rhodes Way, Watford, Herts. WD2 4LB. Tel: (0923) 442-33.
Audio: Blaupunkt.

33.
Audio: Blaupunkt.
Video: Bosch Fernseh.
Brenell, see Allen & Heath.
Carltone, see C.F. Fraser.
Cintron Group, Grove House, 551 London Rd.,
Isleworth, Middx. TW7 4DS, Tel: (01) 5680131, Telex: 935054. Sales Dir.: Bernard G.

Carltone, see C.F. Fräser.
Cintron Group, Grove House, 551 London Rd., Isleworth, Middx. TW7 4DS. Tel: (01) 568-0131. Telex: 935054. Sales Dir.: Bernard G. Rawson.
Audio & Video: Advent (USA).
Crown Int'l, see Macinnes Labs.
Crown Radio Co. Ltd., Russell Gardens, Wickford, Essex SS11 BRT. Tel: Wickford 634-14. Telex: 995109. (Audio only)
D J Electronics (Hackney) Ltd., 83 Queens Rd., Southend-on-Sea, Essex SS1 1PY. Tel: (0702) 353033. Telex: 99181. Mng. Dir.: George Sheppard; Sales Mgr.: Jim Sheppard. (Audio)
Decca Radio & Television Ltd., Neachells Ln., Willenhall, Wolverhampton. Staffs. Tel: (Wolverhampton) 67367. (Audio only)
Dokorder, see REW.
Duplitape, 1/7 Harewood Ave., London NW1. Tel: (01) 724-3768. Telex: 21879. Dir.: B.R. Lambden; Gen. Mgr.: R. Jackson Moore. Audio: Otari (Japan).
Dual, see Audiodecks.
E P S (Educational Publ'g Servs.), 75 Holloway Rd., London N7 8JZ. Tel: (01) 607-6059. Pres.: David Cavalier. Audio: Leda (Italy).
Eagle Int'l, Precision Centre, Heather Park Dr., Wembley HAO 1 SU. Tel: (01) 902-8832. Cable: PRECEN. Telex: 922131. Mng. Dir.: Gerry Addier; Sales Mgr.: Carol Trevellick; Adv. Mgr.: Chris Williams. (Audio only)
Eumig (UK), Ltd., 14 Priestley Way, London NW2. 7TN. Tel: (01) 450-8070. Telex: 923812. Mng. Dir.: D. Vaughan; Hi-Fi Prods. Mgr.: J.R. Carpenter.
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Ferguson, see Thorn.
Formula 4, see Mayware.
C. F. Fraser Ltd., 21 Princess Rd., London NW1 8 JR. Tel: (01) 722-6633. Audio: Carltone.
Goodmans. Loudspeakers. Ltd., Downley Rd., Havant, Hants. Tel: (0705) 486344. Telex: 86296. Sales Mgr.: R.A. Hawkes; Mktg. Exec.: Nigel Bain: (Audio only)
Grundig Int'l Ltd., Newlands Park, London Se26 5NQ. Tel: (01) 569-2468. Telex: 22854. Mng. Dir.: B.H. Higgin; Mktg. Mgr.: E.J. Barrett; Tech. Sales Exec.: J.A. Rudling: Adv. Mgr.: Br. L. Higgin; Mktg. Mgr.: R.J. Sharpe.
Audio: Leno, Otari (Japan)
Harman/Kardon. see Tannoy.
Hayden Labs. Ltd., Hayden House, Churchfield Rd., Chalfont St. Peter, Bucks Sl. 9 EW. Tel: (02813) 88447. Telex: 849469. Mng. Dir.: E.J. Barr

NW1 7EJ. Tel: (01) 267-4936. Cable: HI-MANCO. Mng. Dir.: F. Strauss; Gen. Mgr.: H. Rimington.

Audio: Alpha (Japan), Tungsram.

Hitachi Sales (UK) Ltd., Hitachi House, Station Rd., Hayes, Middx. UB3 4DR. Tel: (01) 848-8787. Telex: 933611 Mng. Dir.: R. Mori: Adv. / Mktg., Mgr.: R.P. Bennett. (Audio only) 1T T Consumer Prods. (UK) Ltd., Maidstone Rd., Sidcup, Kent DA14 5HT. Tel: (01) 300-7733. Telex: 21836. Mng. Dir.: Eric F. Bates: Sales Mgr.: Ron Russell; Adv. Mgr.: David H. Cavey. (Audio only) IV C, see International Video Corp. Industrial Tape Applications. 1/7 Harewood Ave., London NW1. Tel: (01) 724-2497. Telex: 21879. Dir.: M. Parmiter; Gen. Mgr.: B. Lambden; Sales Mgr.: P. Leader.

Audio: Itam, Otari (Japan), Revox (Germany), Teac (Japan).

International Video Corp. (IVC), 10 Portman Rd., Reading, Berks. RG3 1JR. Tel: (0734) 585421. Cable: INTERVIDEO. Telex: 847579. Mng. Dir.: John Jeffery. (Video only)

only)
Itam, see Industrial Tape.
J V C (UK) Ltd., Eldonwall Trading Estate,
Staples Corner, 6-8 Priestley Way, London
NW2 7AF, Mng, Dir.: Kurt Lowy.
Audio & Video: JVC (Japan).

Leda, see EPS.

Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475, Mng. Dir: Thomas Lee; Gen. Mgr.: Chris Welsh; Sr. Broadcast Sales Eng.: R.J. White.

Audio: Audi-Cord (USA), Scully (USA).

Lenco, see C.E. Hammond.

M C I (Professional Studio Equip.) Ltd., MCI
House. 54/56 Stanhope St., London NW1
3EX. Tel: (01) 388-7867. Telex: 261116.

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Macinnes Labs. Ltd., Macinnes House, Carlton
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MACLABS IPSWICH. Mng. Dir.: I.M. Marshall; Sales Mgr.: C.R. Flack.
Audio: Amcron, Crown Int'l (USA).
Magnetophon, see AEG-Telefunken.
Mayware Ltd., 15 Heather Walk, Edgware,
Middx. HA8 9TS, Tel: (01) 958-9421. Cable:
MAYWARE EDGWARE. Chm. & Mng. Dir.:
G. Bearman; Mgr.: Lee Smith.
Audio: Formula 4.
Mincom, see 3M.

Audio: Formula 4.
Mincom, see 3M.
B.H. Morris & Co. (Radio) Ltd., Precision Centre.
Heather Park Dr., Wembley, Middx. HA0
1SU. Tel: (01) 902-9422. Telex: 922131.
Mng. Dir.: K. Lasky; Mktg. Mgr.: B.T. Cockram; Sales Dir.: A. Allenstein.
Audio: Trio.

ram; Sales Dir.: A. Allenstein.
Audio: Trio.
N A D, see Pyser.
N E A L, see North East Audio Ltd.
Nagra, see Hayden.
Nakamichi, see Natural Sound.
National Panasonic (UK) Ltd., 107/109 Whitby
Rd., Slough, Berks. SL1 3DR. Tel: (0753)
27516. Cable: PANASONIC. Telex: 848761.
Mng. Dir.: A. Imura: Gen. Mgr.: J. Aoki; Adv.
Mgr.: Ron Fry.
Audio: National Panasonic (Japan), Technics (Japan).
Video: National Panasonic (Japan), Technics (Japan).
Natural Sound Systems Ltd., Strathcona Rd.,
North Wembley HA9 BQL. Tel: (01) 9040141.
Audio: Nakamichi, Yamaha.

Audio: Nakamichi, Yamaha. North East Audio Ltd., 5 Charlotte Square, New-castle-upon-Tyne NE1 4XF. Tel: (0632) 26660. Mng. Dir.: A.J. Helliwell; Gen. Mgr.:

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John Page Ltd., Wesley House, Wesley Ave.,
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Audio: Stellavox.
Peerless, see Ross Electronics.
Philips Electrical Ltd., City House, 420 London
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Telex: 946169. (Audio & Video)
Pioneer, see Shriro.
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45191. Cable: PYBUSCOM. Telex: 81547.
Mng. Dir.: A. Cowie; Sales Mgr.: C.A. Robbins; Pub. & Sales Promo. Mgr.: E.C.W. Hug-

gins.
Audio & Video: Philips.
Bet Ltd., Fircroft Way, Edenbridge, Kent. Tel:
B64111, Telex: 95527, Mng. Dir.: J.P. Tilt;
Sales Mgr.: Malcolm Blockley.
Audio: NAD.

Audio: NAD.

R E W Audio Visual Co., 10/12 High St., Colliers
Wood, London SW19 2BE, Tel: (01) 5409684, Telex: 896691, Mng. Dir.: Mark Murray.

ray.
Audio: Dokorder (Japan).
Yideo: DES monitors, REW Tri-Standard.
NK Audio Visual Ltd., PO Box 70, Great West
Rd., Brentford, Middx. TW8 9HR. Tel: (01)
568-9222. Cable: RANKAUDIO BRENT-FORD. Telex: 27976, Mng. Dir.: G.W. Provan. **Audio:** Akai (Japan), Rotel (Japan). **Video:** Akai (Japan). listic, see Tandv

Audio: Akai (Japan), Rotel (Japan).
Video: Akai (Japan),
Realistic, see Tandy,
Revox, see F.W.O. Bauch & Industrial Tape.
Ross Electronics, 32 Rahbone Pl., London W1P
1AD. Tel: (01) 580-7112. Cable: ROSSI-LECT. Telex: 22747. Mng. Dir: Ross I.L.
Marks; Gen. & Sales Mgr.: A.C. Murphy.
Audio: Peerless, Ross.
Rotel, see Rank Audio Visual.
Saba Radio & Television Ltd., 10/12 Cornbrook
Park Rd., Manchester M15 4EE. Tel: (061)
872-7661. Telex: 669131. Mng. Dir.: R.C.
Medford. (Audio only)
Sansul Audio Europe S.A., 39/41 Maple St.,
London W1P 5FU. Tel: (01) 580-5353. (Audio only-distributed by Vernitron)
Scully, see Lee.
Sharp Electronics (UK) Ltd., Sharp House, 107
Hulme Hall Ln., Manchester M10 8HL. Tel:
(061) 205-7321. (Audio only)
Shriro (UK) Ltd., Shriro House, The Ridgeway,
Iver, Bucks. SLD 9JL. Tel: (0753) 65-22-22.
Audio: Pioneer.

Skantic (UK) Ltd., Station Rd., Edenbridge, Kent. Tel: (0732) 865231. Telex: 957149. Mng. Dir.: George J. Korbel; Sales Dir.: Dennis Swannack. (Audio & Video) Sony (UK) Ltd., Regent St., London W1R 6DJ.

Sony (UK) Ltd., Regent St., London W1R 6DJ. Tel: (01) 439-3874. (Audio & Video)
Stellavox. see John Page.
Tandberg (UK) Ltd., Farnell House, 81 Kirkstall Rd., Leeds, North Yorks. LS3 1HR. Tel: (0532) 35111. Cable: TANBERG LEEDS. Telex: 557611. Mng. Dir: John Farnell; Sales Dir.: W.R. Harrison; Promo. Servs. Mgr.: M.R. Cowing. (Audio)
Tandy Corp., Bilston Rd., Wednesbury, West Midlands WS10 7JN. Tel: (021) 556-6101. Audio: Realistic.
Tannoy, St. Johns Rd., Tylers Green, High Wycombe, Bucks. Tel: (Penn) 5221. Audio: Harman/Kardon.
Teac, see Teledyne & Industrial Tape. Technics, see National Panasonic.
Teledyne Acoustic Research, High St., Houghton Regis. Dunstable. Beds. Tel: (0582) 603151. Cable: ARUKINT. Telex: 825467. Tech. Mgr.: K.G. Hopkins. Audio: Teac (Japan).
Telefunken, see AEG-Telefunken & Hayden Labs.

Labs.
Telex, see Avcom.
Thorn Consumer Electronics Ltd., 284 Southbury Rd., Enfield, Middx, Tel; (01) 366-1155.
Telex: 263201. Mng. Dir.: R.E. Norman, Mktg. Mgr.: St. J.C. Jackson; Sales Dir.: J. Ross; Adv. Mgr.: M.L. Doman.
Audio: Ferguson.
3M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU, Tel: (0344) 26726. Telex: 849371. Mng. Dir.: D.R. Osmon; Mktg. Co-ord.: P.A. Stockwell-Jones; Sales & Mktg. Mgr.: D.J. Pacy; Adv. Mgr.: R. Rippon.

Sales & Mktg. Mgr.: D.J. Pacy; Adv. Mgr.: R. Rippon.
Reg'i sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel: (041) 332-9622—London SE20 7TR, PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-8500.
Audio: Mincom, Wollensak.

Audio: Mincom, Wollensak.
Video: 3M/Datavision video character gen-

erators.
Toshiba (UK) Ltd., Toshiba House, Girling Way, Great South West Rd., Feltham, Middx. Tel: (01) 751-1281. Cable: TOSHIBA FELTHAM. Telex: 935162. Pub. Mgr.: Michael Hales.

(01) 751-1281. Cable: TOSHIBA FELTHAM.
Telex: 935162. Pub. Mgr.: Michael Hales.
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Trio, see B. H. Morris.
Tungsram, see Highgate Acoustics.
Uher Ltd., 28 Spencer St., St. Albans, Herts. AL3
5EG. Tel: 30236. Mrg. Dir.: R.F. Sims; Sales
Mgr.: P.G. Murrell. (Audio only)
Waltham Electronics (UK) Ltd., 155/159 Queens
Rd., Watford, Herts. WD1 2QH. Tel: Watford
24543. Cable: TELERENT. Telex: 923071.
Mng. Dir.: M. Raymond; Sales Mgr.: A.J.
Specter. (Audio only)
Vernitron Ltd., Thornhill, Southampton SO9
5QF. Tel: (0703) 444811. Mng. Dir.: B. Chatwin; Sales Mgr.: B. Bennett.
Audio: Sansui (Japan).
Wollensak, see 3M.
Yamaha, see Natural Sound.

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Gene Pippin.
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Boss Ugly Bob Recs. (BC Ent. of Memphis Inc.), 726 E. McLemore. Zip. 38106. Tel: 774-6400. Fres.: Robert L. Catron Jr.; Mgr.: Linda Hilliard.
Branch: West Memphis, Ark.
Lines: Astatic, Capitol, Duotone, Fidelitone, Le-Bo, Memorex, Savoy, Shure.
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Hot Line Rec. Dist. Inc., 421 S. Main St. Zip: 38103. Tel: 525-0756. Pres.: Jim Crudgington; Sales Mgr.: Ewell Roussell. Lines: Captiol, Memorex. Terr.: Ark.; Miss.; Tenn.

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Music City Rec. Dists Inc., 25 Lincoln St. Zip: 37202. Tel: 255-7315. Pres.: E. Hutch Car-lock; Sales Mgr.: Mike Wise. Lines: Capitol. Empire, Fidelitone, Maxell, Memorex, Peerless, TDK, Watts. Terr.: Ala., Ga.; Ky.; Miss.; N.C.; Okla.; S.C., Tenn.; Va.

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Pickwick Int'l Inc., Dist'n Div., 2204 E. Randol Mill Rd. Zip: 76011, Tel: 261-4281.

• AUSTIN (Area Code 512)

Technical Educational Servs. Inc., 6611 Burnet Ln. Zip: 78757. Tel: 452-3060. Contact: Larry Stout. Line: Studio Magnetics.

DALLAS AREA (Area Code 214)

Big State Rec. Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100.
Sulco Sales, 525 W. Lane, Irving 75061. Tel: 254-1214. Owner: B. D. Sullivan. Line: Tracker.
Terr.: Ark.; La.; Okla.; Tex.

• EL PASO (Area Code 915)

Star Discos-Recs., 110 S. Oregon St. Zip: 79946. Tel: 533-7508. Owner: Joseph Gillman. Lines: Le-Bo, Memorex, Recoton. Terr.: N.M.; El Paso, Tex.

• HOUSTON (Area Code 713)

H. W. Daily Inc., 3409 Brinkman, Zip: 77018, Tel: 861-9251, Pres.: Donald M. Daily; Sales Mgr.: David Bennett, Lines: Caplfol, Le-Bo, Memorex, Pfanstiehl, Sound Guard, Watts.

Sound Guard, Watts.
Terr.: South Tex.
Eden Recs./Sound Rec'g Co., 2015 S. Shepherd. Zip: 77019. Tel: 526-1634. Pres.: Melvin L. Rice; VP/Gen. Mgr.: Joseph A. Zim-

merman. Line: Le-Bo. Terr.: All counties in South & Southwestern Tex., west to Laredo, east to Lake Charles,

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Memorex.
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man. Lines: Capitol, Le-Bo, Memorex. Terr.: Southwestern USA.

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Home office: Phoenix, Ariz. Lines: Le-Bo, Maxell, Memorex, Savoy. Terr.: Idaho; Mont.; Nev.; Utah; Wyo

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Tel: 625-7801. Pres.: John Becker; Gen. Mgr.: Jay R. Quail.
Lines: Capitol, Le-Bo, Recoton, Tracs. Tert.: Wash., D. C.; Fla.: Md.; S.C.; Va.
Scott Dist'g Corp., 3418 Azalea Garden Rd. Zip: 23513. Tel: 855-0188.

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Major Dists., PO Box C88579, 18292 Andover Park W., Tukwila 98188. Tel: 575-0081, Pres.: R. G. Anderson; VP Sales: Gary Clark, Branch: Livermore (San Francisco & Bay Area), Calif. Lines: Ampex, BASF, Certron, Le-Bo, Transcriber.

Transcriber Terr.: Alaska; Idaho; Ore., Wash. Worldwide Rec. & Tape Sales, 2028 21 Ave. S. Zip: 98144. Tel: 324-2300.

WEST VIRGINIA

• CHARLESTON (Area Code 304)

3-D Electronics Inc., 2393 Sissonville Dr. Zip. 25312, Tel: 343-9501, Pres.: David L. Ferrell; Sales Mgr.: Brad Brannon. Lines: Arista, BSR, Black Magic, Capitol, Le-Bo, Memorex, Tech Spray. Terr.: W. Va.

WISCONSIN

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Coke, Pioneer, CBS Set Atlanta 'Musicmachine' Promo At this point, the plan calls for the promotion to run through most of promotion to run through most of NEW YORK—A "Musicmachine" The two vans will visit mostly youth-oriented sites, including number of remote broadcasts are promotion to run through most of August and the Point and the Point and the Point and the Point and the promotion to run through most of the promotion to run through most of promotion to run through most of the pr

sweepstakes promotion involving Coca-Cola Bottling Co. of Atlanta. U.S. Pioneer Electronics. CBS Records and Chevrolet, will be tested in Atlanta youth locales over the Labor Day period.

Success at the local level could lead to a national breakout similar to the highly successful "Denimachine" sweepstakes run in fall 1976 with Levi Strauss & Co.

Emphasizing that plans are just now being formulated, Frank Ray of Pollock-Ray, Coke's promotional coordinator, indicates the promotion will involve two custom-designed Chevy vans as jukeboxes. equipped with Pioneer hi fi components and a library of the top 100 albums provided by CBS Records local branch.

While it's strictly an Atlanta test that will involve all Coke outlets, Chevy dealerships and Pioneer dealers as distribution points for the sweepstakes entry coupons, Ray notes that the Coca-Cola Co. will be watching returns closely. The "Denimachine" national promo brought 10 million entries for the 68 customized denim Ford vans, with the lo-cal contest offering the two "Musicmachines" as top awards.

The vans will be equipped with a full array of the latest Pioneer equipment, including a turntable and two tape decks-both cassette and open reel. Given the mobility factor involved, tape will get prominence. with the top albums provided on cassette mainly, plus some reel-toreel. Memorex is among key blank tape companies talking to Coke about joining the promotion.

GRT Into Home Computer Tapes

SUNNYVALE, Calif.-GRT Corp. will soon market a line of programmed cassette tapes for the personal home computer market, developing an initial series with Microcomputer Software Associates of Hayward, Calif. The first tapes are expected within two months, to be marketed through computer retailers and department stores.

With some record/tape distributors already handling the more entertainment-oriented video game software from Atari, Bally and others, GRT becomes the first major company to offer a line of programmed cassettes for the home computer mart, according to Vinton Carver, chairman and president.

The programs are playable on a standard audiocassette unit in conjunction with the computer, and initially will include home finance, stock option tracking, cash flow analysis, diet assistance/medical biorhythms and several computer games including blackjack and bridge instruction.

Scotch A/V 'Master'

ST. PAUL-3M recently bowed a premium line of Scotch brand A/V audiocassettes, designated the Studio Master Series. Specs claimed for the low noise tape include improved short wavelength performance resalting in 4 dB more output at 12.5 kHz than 3M's standard A/V cas settes

Packaged in a black-and-white album box with new graphics, the cassettes are in a new black screw-assembled shell with roller guides and patented creased shims. Suggested list prices are \$1.70 for a C-30, \$2.15 for a C-60 and \$2.80 for a C-90

August, peaking over the Labor Day weekend-one of the four big holiday soft drink selling periods, Ray

driver education centers, high schools, shopping centers and Chevy dealers. Local promotion will involve a group of top AM and FM ra-

likely to be tied to the various van appearances.

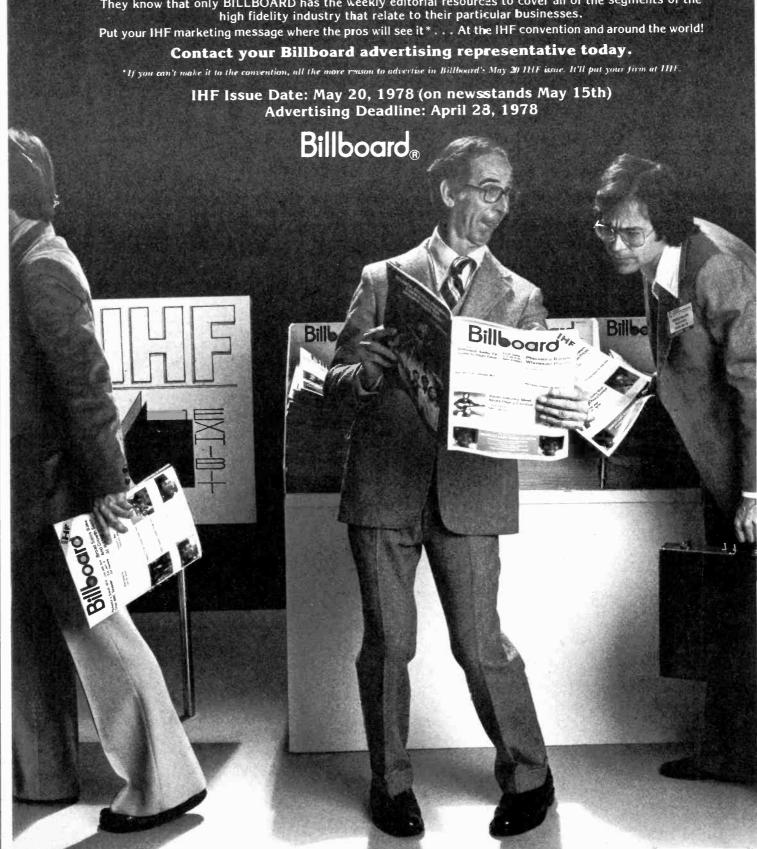
Newspapers also will be used, as well as in-store point-of-sale mateoutlets where Coke is sold, as well as Pioneer, Chevy and record/tape dealers

"The three youth turn-ons are (Continued on page 55)



convention in Atlanta (May 19-21) will be Billboard's May 20th issue with its EXPANDED I.H.F. section.

BILLBOARD will be the first thing reps, retailers and equipment purchasers will go for once they've pushed through the turnstiles and grabbed their name-tags in the lobby of the convention hall. They know that only BILLBOARD has the weekly editorial resources to cover all of the segments of the high fidelity industry that relate to their particular businesses.



Tape/Audio/Video

JBL Ties Artist T-shirts & Dealers

ers to see what acts they were going out on tour with. And the sound companies were all interested in the

The T-shirts JRL supplies typically carry the name of the group and accompanying artwork on the front with the name of the appropriate sound company on the back as well as the JBL logo.

The Cal Jam T-shirt carried all the names of the performing artists on the front with TEA Electrosound, the sound reinforcement company in Los Angeles which handled the electronics, printed on the back with

the JBL logo.
"Normally," adds Stern, "we will give 150 shirts to the sound company as a thank you since a lot of them use JBL speakers and amplifiers with the acts they tour with. In this way, it helps to more visibly detail the working relationship between the equipment supplier, the sound company and the artists.

"And the sound company does what they like with the shirts. Give them to band members, roadies or the sound reinforcement crew," she continues

In addition, JBL has also been offering those same shirts to local JBL pro and consumer dealers in certain limited markets as a promotional ve-

Arrangements were worked out with the management companies of Firefall, Emerson, Lake & Palmer and Foghat where a local JBL dealer or dealers could get a limited num-ber of tickets as well as T-shirts (available at cost) which they turned into promotional weapons for the concert as well as their stores.

"The dealers involved used the tickets," says Stern, "for giveaways during in-store raffles either the day before or day of the concert. And they also used the T-shirts to give away to consumers who came in and auditioned JBL speakers

1978 T/A/V **SOURCEBOOK** AVAILABLE

NEW YORK-The expanded 1978 edition of Billboard's Tape/ Audio/Video Market Sourcebook is now available, incorporating listings of manufacturers/importers of equipment, accessories, store fixtures and merchandising aids; tape services, and tape supplies. An expanded international section has information from Canada, German Federal Republic, Italy, Japan. Mexico and the U.K., among key marts.

Market information includes data on factory shipments of blank tape unit sales by type, retail value and average unit price.

Single copies are \$10 prepaid from Billboard, 1515 Broadway, New York 10036.

HIGH END SERIES

Sony Aims At 'Pro' Market

• Continued from page 52

to pay a premium price." Rinaldi

Schulhof maintains the new line. which is the high-end of a product preview that includes two other tuners, three cassette decks, three amplifiers, six receivers and a budget-priced direct-drive semi-automatic turntable, will reinforcement Sony's total commitment to audio by top management.

He feels there's plenty of room to grow in both the consumer and professional markets, and sees the new top-line units as helping establish the Sony image. The components were shown in a handome rosewood-finish cabinet on casters with smoked glass that will be tested for

audiophile appeal.

The digital PCM adaptor, a production prototype offering 85 dB signal/noise ratio, is the forerunner of a not-too-distant line of digital record/playback equipment, previewed by Sony Corp. chairman Akio Morita at a security analysts meeting here last month.

Morita believes it will not be long before digital LPs and cassettes are widely available on the market, although the material demonstrated todate has been mostly experimental. The Betamax digital audio cassettes used in the PCM-1 demonstration at the introduction here were specially mastered in Japan.

The entire audiophile series will get the benefit of a sharply increased advertising budget, as will the rest of the audio line, according to Ishida. Special attention also will be given to specialized markets such as broadcast and studio, where units such as the FM tuner and speakers particularly lend themselves

The new top-line audiophile series includes:

• SS-G7 three-way bass-reflex speaker system has maximum power capacity of 200 watts, effective frequency range of 30 Hz to 20 kHz. with a "plumb-inline" speaker unit arrangement that aligns the points in the tweeter, midrange and woofer where the sound begins rather than their front edges as in most systems. Suggested list is about \$1,000.

- ST-A7B FM tuner offers digital frequency readout plus a more conventional dial scale with a local oscillator referenced to a phase-lock quartz crystal said to assure driftfree center tuning for lowest-distortion FM reception. Suggested list is
- TA-N7B power amplifier offers 100 watts/channel RMS from 20 Hz to 20 kHz with no more than 0.01% total harmonic distortion. with a DC design for excellent transient response and high phase linearity, while components provide a low output impedence to the speaker load and a high impedance to power supplies. Suggested list is \$920.
- TA-E7B stereo preamp, companion to the power amp, has a versatile state-of-the-art head amplifier as an input for moving-coil cartridges, an accurate metering system with average, peak and peak-hold functions, and a full complement of control facilities including a 32-step attenuator for accurate tracking between the two channels. Suggested list is \$820.
- TC-K8B front-load cassette deck features liquid crystal recordlevel meters, ferrite-and-ferrite record/playback head, Dolby noise reduction, a new frequency-generator, servo-controlled motor for a capstan drive plus a separate spooling motor, with a signal/noise ratio of 60 dB (ferri-chrome tape, Dolby off). Suggested list is \$850.

The audiophile series will be available in early summer, with the PCB-1 adaptor scheduled for fall delivery

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ohms, 20 Hz to 20 kHz, at less than 0.1% THD

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HIGH-END FERRIC

Memorex Debuts MRX3

NEW YORK - Memorex debuted its anticipated new MRX3 improved high energy ferric audiocassette line and strongly hints it will have a companion high-bias product later this year.

The normal-bias MRX3 supplants the existing MRX2, according to Al Pepper, audio product marketing manager at a minimal 4½% price increase across the board for the C-30, C-45, C-60, C-90 and C-120 lengths ranging from \$2.29 to \$5.39.
"We have a strong commitment to

the high-bias segment of the market now served by our chromium dioxide line and intend to be there with the best possible product," he says, stopping short of a definite commit-

ment.
"Our first task is to get a broad base squared away with the replacement of MRX2 by the new line." he explains. "Later this year we'll move into select areas.

The redesigned package offers a label stripped onto the unique Memorex storage box spine, with the bias setting indicated on the front of the box and the cassette itself. The thicker coated tape necessitated some engineering changes within the shell, but the basic components remain the same.

Shipping next month with full distribution by early summer, the new MRX3 line will be backed by the largest ad campaign in Memorex history, Pepper says. Premier spokes-person Ella Fitzgerald will plug the new cassette alone in an extensive television and print schedule.

The commercials will be demonstrated at the Summer CES with a variation on the consistent ty message that has given the company a hefty share of the market-"Now even more we can ask—is it live or is it Memorex?"

The MRX3 line will be introduced to consumers with the promotion Memorex has found most successful-a "Buy Two, Get One Free" deal with the C-90 length, Pepper

He acknowledges that the company is taking a certain risk in re-placing "the No. 1 selling product" in the market, particularly in the rec-ord/tape area "where we have a tre-mendous franchise." He notes that every major record/tape distributor in the country handles the line "because we sell."

In fact, Pepper believes Memorex has perhaps the broadest "right of distribution of anyone in kind' the business, acknowledging that 3M may have more outlets in total. He notes recent Memorex expansion into the 800-store Eckard's drug chain, the Western Auto stores and all branches of Sears.

He looks at the synergism of the company with its unique positioning to take advantage of what's coming along in home video, digital recording and other areas, "We're also in business with the equipment people and have made our products avail-

(Continued on page 55)

Tape/Audio/Video

'Promote & Merchandise' Key Camelot Accessory Climb

• Continued from page 52

it's worth," says Jones. "We've had excellent results from featuring three-pack C-90 Memorex cassettes for \$6.49. We have another two-pack Memorex deal for \$3.99 that also does well. Blank tape responds well to open pegboard display and when we have a deal going we simply spread the display of that number out more. "Maxells in three-packs also are top sellers as result of the topnotch job that manufacturer does in selling its name," notes Jones.

"I sometimes elect to save the customer dough if I find this equipment doesn't justify paying the tab for higher-priced tape. If the customer asks 'what's the best tape?' I'll check out his gear and may advise him that for price versus value, the BASF Studio Series deserves consideration."

"When a customer brings a couple of single tapes to the counter," explains Jones, "we'll suggest he save a couple of dollars by buying in a pack. Okay, so the ticket isn't as big, but we feel we're building long-haul customer-satisfaction by encouraging multi-pack buying."

Carrying case shoppers look for less bulk, says Jones, and a slimstyled 12-unit LeBo case priced at \$2.99 is a good seller. Mediumpriced cases in the \$10 to \$14 range account for a large portion of the dollar business. Between 50 and 75 cases are shown over the prerecorded 8-track and cassette racks.

"Stark's tie-up with LeBo is a big asset," Jones believes. "This manufacturer's reputation for quality and good service makes it advantageous"

The stores are stocking more sophisticated record and tape cleaning gear as buyers call for better products, says Jones. Memorex and Le-Bo are well-represented on the pegboard display. The Memorex kit priced at \$5.49 is a brisk mover, as is a Le-Bo kit for \$7.99.

"We tell customers they're acquiring a larger brush and more fluid with the Le-Bo cleaning kit," Pat Jones says, "But the Memorex lower-priced number gets more sales.

Supplier of the backwall-displayed sheet music and music books is Chas. Dumont & Sons, Cherry Hill, N.J. Services furnished includes a WATS line for use in phoning special orders and a tear-off ticket system for replacing stock, with new releases shipped auto-

Musicmachine Promo

• Continued from page 53

wheels, clothes and music," Ray says. "This time we're substituting music for the clothes, and we're hoping the results will be good enough on the local level to expand the promotion nationally."

Working with Ray on putting the "Musicmachine" plan together are Don Wilson of Coca-Cola/Atlanta, Don Kobes of U.S. Pioneer, Gus Young of Chevrolet and Shelley Schwab of CBS' Atlanta branch.

Memorex Debuts

• Continued from page 54

able for testing in both audio and video," he points out.

Accessories represent a major growth opportunity and the company is committed to expanding its deluxe line bowed at the January CES. "New products represent new revenues and they're a natural fit with existing distribution. Better profit opportunities make the whole diotape line attractive," he points ut.

STEPHEN TRAIMAN

matically. Music books are full-listed at \$5.95, \$6.95 and \$7.95 and sheet music priced at \$1.50. There's steady interbuying between sheet music and prerecorded 45s.

The entire music book mix leans

heavily to basic pop music, with sales revved up front with mass-displayed setups of hot sellers like the Beatles, "Close Encounters," Fleetwood Mac and Led Zeppelin. Active recent sellers have been Dan Hill's "Sometimes We Touch," Billy Joel's
"The Way You Are," and "You
Light Up My Life."

Aggressive merchand:sing of the entire accessory mix is a key reason for Stark being named NARM re-

tailer of the year at the recent convention, Jones believes. And he expects more expansion in this area as the chain adds more super-store Grapevines, with at least two planned for this year.



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RECALLS MUSIC ROOTS

Carter Unwinds At White House **CMA Reception**

home and my roots. The words are true about the nature and character of the American people, telling about heartbreak, love, faith in one another and God, hope, marital harmony and marital disharmony.

"There's a down to earth realism about country music," added the president, who then made reference to the 20-year history of the CMA. noting, "I've been listening to the music a lot longer than 20 years. As a farm boy in the Deep South, I grew up with the music.'

In alluding to the crossover trend in country music, President Carter drew laughter from the music industry notables by proclaiming, "Some people believe my own campaign was a crossover hit."

Many of those performing and attending had helped Carter in the critical early days of his presidential campaign. Phil Walden, president of Capricorn Records, the earliest Carter show business supporter, and Joe Smith, Elektra/Asylum board chairman, a leader in West Coast support, attended the function along with the CMA board members and officers.

Washington insiders commented on the casual, friendly feel of the evening, typified by Loretta Lynn and her husband-manager Mooney. "I've been out eight weeks singingand it sounds like it, doesn't it, Jimmy?" Lynn bantered from the stage, adding to the First Lady.

Jimmy. I've known you for a long time and I love you.

Protocol took a back seat to personality as the music figures enjoyed the relaxed feeling of the Carter White House. "The atmosphere is different here compared with when Nixon was in office," commented one Nashvillian on his second trip to the White House.

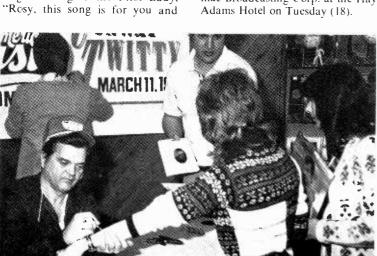
Mooney Lynn wore a rental tux with cowboy boots and claimed he would have worn his cowboy hat if Loretta hadn't hid it. Andrew Jackson would have loved it; Jimmy Carter did love it.

Accompanying the acts were six banner Nashville musicians: Harold Bradley, Bob Moore, Sonny Garrish, Gregg Galbraith, Buddy Harman and Tony Migliore.

Frank Jones, vice president and general manager of Capitol Records country division, produced the fast moving show which drew a standing ovation from the President and the audience.

President Carter made a brief 11minute break from the room during Tom T. Hall's performance to get late word on the pending Panama Canal treaty voting which was re-solved in his favor the following day.

The CMA was holding its quarterly board meeting in Washington. Tuesday-Wednesday (18-19), and was also honored by a luncheon sponsored by WPIK/WXRA, Potomac Broadcasting Corp. at the Hay



TWITTY KITTY—A young fan has her arm autographed by Conway Twitty during an in-store appearance at Ira Heilicher's Great American Music Store in Minneapolis. Drawing some 5,000 fans, the promotion was coordinated by MCA, Great American Music Store and WDGY which broadcast live from the

WHN Will Air 'Rabbitt Day' Live

NASHVILLE-April 30 has been proclaimed by Gov. Brendan Byrne of New Jersey as "Eddie Rabbitt

Day."

The Elektra Records artist, a nahome state for two concert appear-

ances at Drew Univ. in Madison. WHN radio, New York City. will

Calif. Jamboree

NASHVILLE-Innovative lighting and sound techniques are promised for the May 13 Allstar Country Jamboree at Swing Auditorium in San Bernardino, Calif. Produced by R.G. Canning Concerts, the show will star Mel Tillis and Eddie Rab-

broadcast the event live. Joining Rabbitt for the concert will be some of his performer friends such as Walt Conklin, Willie Samples, Johnny Hedges, Chuck Bower, Tommy Lee and Kookie Kay.

Cee Cee Contracts

NASHVILLE-The World International Group of Nashville will handle distribution for Cee Cee International Records of Cleveland, Ohio. A Cee Cee single by Rodger Wilhoit, "In The Arms Of Any Stranger," is set for immediate release, according to Carl French, president of the label's parent firm, Carwin Country International.



Midas Touch: Ronnie Milsap gets the message in gold and braille from RCA Records executives, left to right, Jerry Bradley, vice president of Nashville operations; Dave Wheeler, manager of national country sales; Robert Summer, president; and Mel Ilberman, division vice president, business affairs and associated labels.

RCA Pres. Lauds Nashville Wing

NASHVILLE-RCA's local office has passed the muster of Robert Summer, the label's recently named president.

During a recent trip Summer met with RCA's Nashville leaders and presented Ronnie Milsap with a gold album award at an RCA reception at the Opryland Hotel. He was accompanied by Mel Ilberman, RCA division vice president. business affairs and associated labels.

"More and more of our country artists are achieving major crossovers to the pop charts," added Summer, pointing to the RCA surge in gold and platinum coun-

Milsap's "It Was Almost Like A Song" gained him the gold LP award which was specially inscribed in braille for the blind

Summer noted the Nashville of-

num and four gold records since Christmas. The platinum certification by RIAA was for "Waylon & Willie" by Waylon Jennings and Willie Nelson.

Dolly Parton's single, "Here You Come Again," and her LP of the same title both turned gold. RCA officials report the LP is gaining strong new life and sales from her latest crossover single. 'Two Doors Down," and edging close to platinum status.

The platinum award for Jen-

nings is his third in the last two years, the first being his "The Outlaws" collaboration with Willie Nelson, Tompall Glaser and Jessi Colter, and the second for "Ol" Waylon,

The "Waylon & Willie" LP accounted for RCA's fourth gold award in the quarter before moving on to platinum.

Meanwhile, Charley Pride, with II gold LPs to his credit, has a new single and LP, both titled "Some-one Loves You Honey." The single reached No. I on the Billboard Hot Country Singles chart, while the LP is number four on the album

The label has shown a strong hold on the LP and single charts for most of the first quarter.

RCA presently claims 20% of the Billboard Hot Country LPs chart with Jennings and Nelson, Pride, Parton, Milsap, Elvis Presley, John Denver, and Dave & Sugar.

On the Billboard Hot Country Singles chart, the RCA share is 14% with songs by Parton, Pride, Presley, Jim Ed Brown & Helen Cornelius, Nelson, Gary Stewart, Dave & Sugar, Tom T. Hall, Jerry Reed, Dottsy, Jennings & Nelson, Bonnie Tyler. Eddy Arnold and Steve Wariner.

Con Brio Tees Market Wing

NASHVILLE-Con Brio Records has established its own marketing department under the direction of Ed Hamilton, newly appointed vice president of sales and marketing for the young Nashville-based label.

With this announcement. Con Brio is ceasing its two-year old distribution agreement with Nationwide Sound Distributors.

"The decision to make the split with Nationwide Sound was a very hard one," says Bill Walker, president of the label. "We all feel strongly about the people at Nationwide and appreciate the hard work and cooperation they have given us

"However, the reason for the change was based on a desire to control all facets of the company's operation internally and thereby centralize control."

In conjunction with the transition, Edie McCroskey, former promotions assistant, has been promoted to junior vice president of major market promotion. Also, Jeff Walker has been upped from general manager to vice president of operations while Johnny "K" Koval moves into the vice president of promotion/public-

The first release under the new setup will be Don King's "Don't

Make No Promises."

Don Williams To Host BBC **Tube Special**

NASHVILLE-Don Williams, the ABC Records artist whose music has earned him gold and silver awards on every British album release, will host a BBC television special taping this spring in the United Kingdom.

In addition to the special, which will air on the new fall programming schedule, Williams will make a live performing appearance May 13 on "The Val Doonican Music Show," directed and produced by Yvonne Littlewood who is also producing the Williams special.

Titled "Don Williams In Concert," the 45-minute show will tape May 15 at the BBC Theatre before a live audience and will also feature CBS artist Barbara Fairchild as Williams' special guest. Fairchild will debut on "The Val Doonican" program with Williams.

"It's going to be one of the highlights of my career." Williams notes. "The people of Great Britain have responded so incredibly to my music-they're just the greatest audiences in the world.

Littlewood is contemplating some footage to be shot on location in Scotland in addition to the theatre site. Williams' manager Jim Halsey

Firm Movie Songs

NASHVILLE-Music for the Mapaho Productions, Ltd. movie 'Jody," currently filming at Alamo Village in Brackettville, Tex., is being supplied by Alamo Village Music. Inc., a subsidiary of Celebrity

Management, Inc. based here.
"Waiting For Mv Love To Come Home," "A Man Is A Man," and the title song "Through Jody's Eyes" were written by Gary Sefton Soundtracks, including theme and cue music, will be produced by Clarence Selman. RCA's Dottsy will perform and sing the title song.

Golf May 15-16

NASHVILLE-The second annual Acuff-Rose Golf Invitational has been scheduled for May 15-16 at Henry Horton State Park in Chapel Hill. Tenn.

is considering the release of a soundtrack album from the BBC taping.

Terry Hughes, head of Variety Programming for the BBC, has been justifiably impressed with Williams'

"He's come to forefront in popular music and has crossed over from first a strictly country reputation to become quite well known through-out the field of music," Hughes points out. "The man has a mesmeric effect on people, which is one of the special traits we'll try to brin

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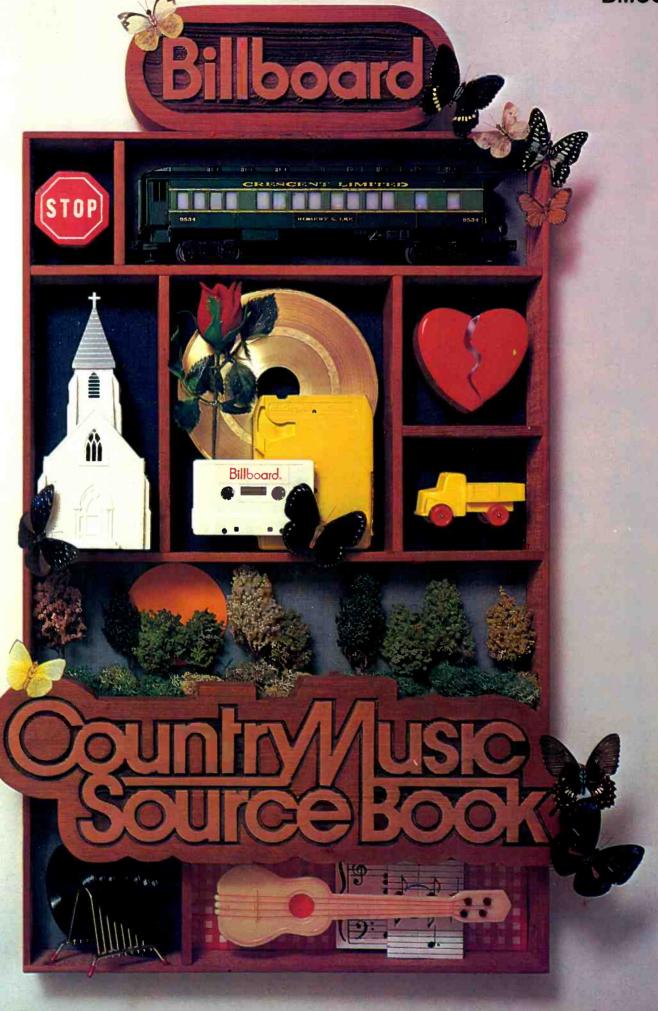
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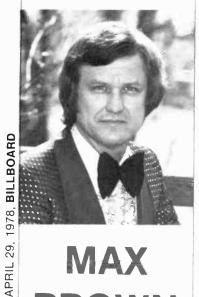
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This We	Last W	Weeks on Chart	TITLE—Artist (Writer), Label & Number (Dist. Label) (Publisher, Licensee)	This We	Last We	Weeks on Chart	TITLE - Artist (Writer), Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	Weeks on Chart	TITLE - Artist (Writer), Label & Number (Dist. Label) (Publisher, Licensee)
1	1	11	EVERYTIME TWO FOOLS COLLIDE—Kenny Rodgers & Dottie West (J. Dyer, J. Tweel). United Artists 1137 (United Artists.	由	43	4	I LIKE LADIES IN LONG BLACK DRESSES—Bobby Borchers (R. Bourke). Playboy 85827 (Epic) (Chappell ASCAP)	63	-	2	I'D LIKE TO SEE JESUS (On The Midnight Special)—Tammy Wynette (R. Seay, D. Smith), Epic 8 50538 (Blackwood/Magic
2	2	11	ASCAP/Window. BMI) HEARTS ON FIRE—Eddie Rabbitt (E. Rabbitt, E. Stevens, D. Tyler), Elektra 45461 (Briarpatch/ Deb Dave, BMI)	歃	50	5	NOW YOU SEE 'EM, NOW YOU DON'T—Roy Head (S Whipple). ABC 12346 (Tree. BMI)	10	79	2	Castle BMI) I CAN'T GET UP BY MYSELF—Brenda Kay Perry
食	3	7	IT'S ALL WRONG, BUT IT'S ALRIGHT/ TWO DOORS DOWN—Dolly Parton	37	13	11	DON'T EVER SAY GOODBYE—T. G. Sheppard (P. Dempsey). Warner/Curb 8525 (Lowball. ASCAP)	100	83	3	(R. Pennington), MRC 1013 (Dunbar, BMI) EASY—John Wesley Ryles
4	6	8	(D. Parton). RCA 11240 (Velvet, BMI) SHE CAN PUT HER SHOES UNDER MY	38		3	I'LL BE TRUE TO YOU—Oakridge Boys (A. Rhody). ABC 12350 (Tree. BM1)	血		2	(T Skinner) ABC 12348 (Narvel the Marvel, BMI) COUNTRY LOVIN'—Eddy Arnold
			BED (ANYTIME) — Johnny Duncan (A. Schroeder, B. Halley), Columbia 3-10694 (Dandy Dittys Unlimited, ASCAP/Super Songs Unlimited, BMI)		44	6	SWEET LOVE FEELINGS—Jerry Reed (J. R. Hubbard), RCA 11232 (Vector, BMI)	72	72	6	(Bernstein, Adams), RCA 11257 (Silver Blue, ASCAP) CASH ON THE
食	9	7	I'M ALWAYS ON A MOUNTAIN WHEN I FALL—Merle Haggard (C. Howard), MCA 40869 (ATV/Shade Tree. BMI)	TO TO		5	SLOW AND EASY—Randy Barlow (F. Kelly, B. Muir). Republic 017 (Frebar and Taylor Made. BMI)	72	75		BARRELHEAD — Ronnie Sessions (I. & C. Louvin). MCA 40875 (Acuff Rose, BMI)
6	4	12	SOMEONE LOVES YOU HONEY—Charley Pride (D. DeVaney). RCA 11201 (Music City, ASCAP)	41	5	12	IT DON'T FEEL LIKE SINNIN' TO ME—The Kendalls (M. Kosser, C. Putnam), Ovation 1106 (Tree. BM!)	73		4	NO TELL MOTEL—David Houston (R. Jenkins, L. Shell). Starday 184 (Gusto) (Power Play, BMI)
7	7	10	WE BELIEVE IN HAPPY ENDINGS—Johnny Rodriguez (B McDill), Mercury 55020 (Phonogram)	42	22	10	I'LL BE THERE (When You Get Lonely)—David Rogers	74	76	4	SUNSHINE MAN—Kenny Price (R. Pennington). MRC 1012 (Tree. BMI)
4	10	9	(Hall-Clement, BMI) MAYBE BABY—Susie Allanson	43	29	12	(D. Burgess). Republic 015 (Golden West Melodies, BMI)	U	85	3	IT'S A HEARTACHE—Bonnie Tyler (Scott. Wolfe), RCA 11249 (P. Gem. BMI)
4	ıĩ	6	(N Petty, C. Hardin), Warner/Curb 8534 (McCartney, BMI) UNCHAINED MELODY/SOFTLY, AS I			12	I'VE GOT A WINNER IN YOU—Don Williams (W. Holyfield, O. Williams). ABC 12332 (Maple Hill/ Vogue, BMI)	76	81	3	THE NINTH OF SEPTEMBER—Jim Chestnut (S. Collom). ABC/Hickory 4027 (Milene, ASCAP)
10	14	7	LEAVE YOU—Elvis Presley (A North, H. Zaret)/(A. deVita, H. Shaper) RCA 11212 (frank, ASCAP)/(Miller, ASCAP) THE POWER OF POSITIVE	44	27	13	I CHEATED ON A GOOD WOMAN'S LOVE—Billy "Crash" Craddock (D. Bryant). Capitol 4545 (Onhisown, BMI)	W	NEW	ENTRY	HERE COMES THE REASON I LIVE—Ronnie McDowell (B. Peters). Scorpion 1159 (GRT) (B. Peters & Stimbull BMI)
14	17		DRINKING—Mickey Gilley (B. Klang, D. Pfrimmer), Playboy 85826 (Epic)	U	57	3	DIRTY WORK-Sterling Whipple (S. Whipple). Warner Bros. 8552 (Tree, BMI)	☆	90	2	ONLY YOU—Freddie Hart
11	12	8	(Singletree, BMI) COME ON IN—Jerry Lee Lewis (B. Braddock). Mercury 55021 (Tree. BMI)	46	33	12	STARTING ALL OVER AGAIN—Don Gibson (P. Mitchell), ABC/Hickory 54024 (Muscle Shoals, BMI)	10	NEW E	KTRY	(A Rand. B Ram) Capitol 456! (TRO-Hollis BMI) BABY I'M YOURS—Debby Boone
血	15	8	I'LL NEVER BE FREE— Jim ED Brown/Helen Cornelius (B. Benjamin, G. Weiss) RCA 11220 (Chappell	47	39	12	READY FOR THE TIMES TO GET BETTER—Crystal Gayle (A Reynolds). United Artists 1136 (Aunt Polly's BMI)	80	88	2	(V McCoy). Warner Bros. 8554 (Blackwood, BMI) I'M ALREADY TAKEN—Steve Wariner (S. Wariner, T. Ryan, C. Atkins). RCA
山	16	7	Abilene. ASCAP) DO YOU KNOW YOU ARE MY SUNSHINE—Statler Brothers	血	NEW	ELITEY	IT ONLY HURTS FOR A LITTLE WHILE—Margo Smith	山	96	2	11173 (Stibbs. BMI) THE REST OF MY LIFE—Kenny Starr (R. Maineera) MCA 40880 (Unart. BMI)
山	17	7	(D Red H Reid). Mercury 55022 (Phonogram) (Cowboy, BMI) IF YOU CAN TOUCH HER	曲	63	3	(M. David/F Spielman). Warner Bros. 8555 (Warner Bros., ASCAP) I'VE GOT TO GO—Billie Jo Spears	82	82	4	MEMORIES ARE MADE OF THIS—Tommy O'Day
仚	20	6	AT ALL—Willie Nelson (L. Clayton). RCA 11235 (Resaca, BMI) GEORGIA ON MY MIND—Willie Nelson	50	34	8	(L. Butler, R. Bowling) United Artists 1190 (Blackwood/ATV, BMI) IF YOU'RE LOOKING FOR A				(Gilkyson, Dehr, Miller). Nu Trayl 919 (WIG) (Blackwood, BMI)
10	19	7	(H Carmichael, S Gorrell). Columbia 310704 (Peer, BMI) RED WINE AND BLUE MEMORIES—Joe Stampley	30	34		FOOL—Freddy Fender (Thomas McRee Thomas) ABC 12339 (Crazy Cajun, BMI)	83	84	3	NEVER KNEW (How Much & Loved You 'Til I Lost You) — Dawn Chastain (K Bach B Jones) Prairie Dust 7623 (Annextra BM)
17	18	8	(B. Sherrill, C. Taylor, M. Sherrill), Epic 8 50517 (Algee, BM1) WHISKEY TRIP—Gary Stewart	51	41	13	A LOVER'S QUESTION—Jacky Ward (B. Benton, J. Williams). Mercury. 55018 (Times Square/Eden/Unichappell, BMI).	血	NEW	ENTRY	RISING ABOVE IT ALL—Lynn Anderson (1 Foster B Rice). Columbia 3 10721 (April. ASCAP)
			(W. Carson, D. Tankersley), RCA 11224 (Screen Gems EMI/Rose Bridge, BMI)	拉	78	2	SHADY REST—Mel Street (B McDill), Polydor 14468 (Hall-Clement BMI)	85	92	3	THREE NIGHTS A WEEK—Ruby Falls (A. Domino) 50 States 60 (Travis, BM)
W	21	6	NO, NO, NO (I'd Rather Be Free)— Rex Allen Jr. (W. Holyfield, B. McDill) Warner Bros 8541 (Hall Clement, Maple Hill Yogue BMI)	53	42	13	BUCKET TO THE SOUTH—Ava Barber (G. Davies). Ranwood 1083 (Beechwood Dickerson BMI)	86	93	3	DON'T YOU THINK IT'S TIME—Tommy Jennings (B.L. Morris H. Shedd, M. Johnson), Monument 45248
血	24	7	THIS IS THE LOVE—Sonny James (B. Springfield L. Wood), Columbia 3-10703 (Bobby	54	46	12	HERE IN LOVE—Dottsy (K. Robbins) RCA 11203 (Pr-Gem. BMI)	1			(Dixie Queen/Haystack ASCAP Dawnbreaker, BMI)
20	31	4	Goldsboro ASCAP/House of Gold BMI) GOTTA' QUIT LOOKIN' AT YOU BABY—Dave & Sugar () Foster B Rice) RCA 1125! (lack and Bill, ASCAP)	B	65	4	LET ME BE YOUR BABY—Charly McClain (J. MacRae. B. Morrison). Epic 8-50525 (Music City. ASCAP)		NEW E		SLIPPIN' AWAY — Bellamy Brothers (F. Sawlinoz Valentini) Warner Bros. 8558 (Colgems EMI ASCAP
21	23	9	BABY IT'S YOU—Janie Fricke (T. Gmeiner J.: Greenebaum). Columbia 3 10695 (Sawgrass, BMI)	56	45	12	I WOULD LIKE TO SEE YOU AGAIN—Johnny Cash (C Craig L Atwood) Columbia 3 10681 (Gee Whiz BMT)	88	89	2	(The Truth Is) WE'RE LIVIN' A LIE—R.C. Bannon (R C Bannon J Bettis). Columbia 3:107 4 (Warner Tamerlane, BM/Swee' Harmony, ASCAP
22	32	4	PUTTIN' IN OVERTIME AT HOME—Charlie Rich	57	48	15	(Gee Whiz BM!) WALK RIGHT BACK—Anne Murray (S. Curtrs) Capito: 4527 (Warner Tamerlane, BMI)	台	NEW C	ENTRY	IT JUST WON'T FEEL LIKE CHEATING (With You)—Sammi Smith
23	28	5	(B Peters) UA 1193 (Ben Peters, BMI) I'M GONNA LOVE YOU ANYWAY—Cristy Lane	58	56	7	A SWEET LOVE SONG THE WORLD CAN SING—Dale McBride				(J Vest D Chamberlain Elektra 45476 (Galleon ASCAP)
24	25	8	(L. Martine Jr.). LS 156 (Ahab. BMI) BORN TO BE WITH YOU—Sandy Posey (D. Robertson). Warner Brothers 8540 (Edwin H.	59	49	11	(D. King, D. Woodward) Con Brio 131 (NSD) (Wiljex, ASCAP)	01	NEW E		I WANT A LITTLE COWBOY—Jerry Abbott (Abbott Jackson) Churchhill 7*** (Valence BMI)
1	30	6	Morris, ASCAP) FOUR LITTLE LETTERS—Stella Parton	23	43	11	AT THE END OF A RAINBOW—Jerry Wallace (J. Krondes S. Jacobson) BMA 8-006 (WIG) (Criterion BMI)	91	91	3	THE REAL THING—Jean Shepard (R McDowell), Scorpion 157 (Brim SESAC)
26	26	7	(D. Tyler, E. Stevens), Elektra 45468 (Deb Dave, Briarpatch BM) LAY DOWN SALLY—Eric Clapton (E. Clapton, M. Levy, G. Terry), RSD 886 (Polydor)	60	53	15	MAMAS DON'T LET YOUR BABIES GROW UP TO BE COWBOYS/I CAN GET OFF ON YOU— Waylon & Willie	92	95	3	I DON'T WANNA CRY—Maury Finney (L Gatlin) Soundwaves 4566 (First Generation, BMI) WAYS OF A WOMAN IN LOVE—Tom Bresh
血	37	3	(Stigwood/Unichappell, BMI) NIGHT TIME MAGIC—Larry Gatlin				(E. Bruce P. Bruce)/(W. Nelson, W. Jennings), RCA 11198 (Tree/Sugarplum, BM!)/(Willie Nelson/Waylon lennings)	94	69	7	(D. Cook) ABC 12302 (Cross Reys ASCAP) LONG GONE BLUES—Cates Sisters
4	38	4	(L. Gallin). Monument 45249 (First Generation. BMI) COWBOYS DON'T GET LUCKY ALL THE TIME—Gene Watson	61	54	10	LOVIN' YOU BABY—Connie Smith (I. Seals, J.C. Seals) Monument 45241 (Danor BMI)	95	NEW EN	_	(D Hanner) Caprice 2047 (Sabal ASCAP) IF THERE'S ONE ANGEL MISSING (She's
台	47	3	TIME—Gene Watson (D. Harms). Capitol 4556 (Doubleda). BMI) TWO MORE BOTTLES OF WINE—Emmylou Harris	☆	NEW (7	I CAN'T WAIT ANY LONGER—Bill Anderson (B Anderson B. Killen), MCA 40893 (Stallion, BMI)				Here In My Arms Tonight)—Billy Parker (W Morse), SCP 157 (White Wing General BM!)
30	35	7	(D. McClinton). Warner Bros. 8553 (ABC Dunhill. BMI) RUNAWAY — Narvel Felts (D. Shannon, M. Crook). ABC 12338 (Mole Hole/	TO I	73	3	TOO MANY NIGHTS ALONE—Bobby Bare (S. Silverstein E. Stevens). Columbia 310690 (Deb Dave/Evil Eye. BMI)	96	98	4	CASHIN' IN—Bill Black's Combo (I Cash M Kilgore, C King), Hi 78508 (London) (Hi Lo/Painted Desert, BMI)
由	36	6	Belinda. BMI) MAYBE I SHOULD'VE BEEN	64	58	9	RIGHT OR WRONG—Mary K. Miller (W. Jackson), Inergi 306 (NSD) (Combine, BMI)	97	97	2	TO LOVE A ROLLING STONE—Jan Howard (D. King), Con Brio 132 (Willex, ASCAP)
由	40	4	LISTENIN'— Rayburn Anthony (B. Rabin). Polydor 14457 (Screen Gems EM!, BMI) I WISH I LOVED SOMEBODY	65	59	10	LOVING HERE AND LIVING THERE AND LYING IN BETWEEN—Faron Young (J. Wilson, G. Debbins, T. Austin). Mercury 55019 (Phonogram) (Chappell:Full Swing, ASCAP)	98	77	6	JUST OUT OF REACH—Mack White (V. F. Stewart), Commercial 33 (Four Star. BMI)
由	51	3	ELSE—Tom T. Hall (TT Hall). RCA 11253 (Hallinote. BMI) ME AND THE IRS/GEORGIA IN A JUG—Johnny Paycheck	66	66	8	(Phonogram) (Chappelli/Full Swing, ASCAP) HANG ON FEELIN'/BOB'S GOT A SWING BAND IN HEAVEN—Red Steagall (M. Kosser, R. Mannegra)/(R. Steagall), ABC 12337 (Screen Gems-EMI-Tree, BMI)/(Texas Red Songs-BMI)	99	NEW ENT	17	THERE'S NOTHING LIKE THE LOVE BETWEEN A WOMAN AND A MAN—Linda Cassady/Bobby Spears (D. Hice, R. Hice), Cinkay 036 (All American)
34	8	11	(P. Thomas, R. Scarfe, G. Scarfe, D. Scarfe)/(B. Braddock), Epic 8-50539 (Tree, BMI) SWEET SWEET SMILE—Carpenters	67	64	14	SOFT LIGHTS AND HARD COUNTRY	100	NEW ENT		PUT ME OUT OF MY
			(J. Newton, O. Young), A&M 2008 (Sterling/Addison, ASCAP)				MUSIC — Moe Bandy (S. Shafer). Columbia 3-10671 (Acuff-Rose, BMI)				MEMORY — Johnny Bush (1 Bush), Starday 165 (Gusto) (Power Play, BMI)

Country



COUNTRY'S LARGEST-ABC Records group the Oak Ridge Boys perform at the taping of NBC's "The World's Largest Indoor Country Music Show" at the Silverdome in Pontiac, Mich. airing Wednesday (5). The event, hosted by Kenny Rogers and Dottie West, drew more than 58,000 fans to witness performances by 100 star entertainers.

TOP WRITERS AT EXIT/IN

NASHVILLE-Top songwriters will perform at the Exit/ In Wednesday (3) at 8 p.m. to ben-efit Youth Services/Nashville Child

Co-sponsored by the Nashville Songwriters Assn., Super Writers Night will follow the highly success-"writers night" format popularized locally by the Exit/In.

More than 25 of Nashville's finest songwriters are set to perform their past hits and new material including Richard Leigh, "Don't It Make My Brown Eyes Blue;" Sonny Throck-morton, "Knee Deep In Love With You;" Bobby Braddock. "D-I-V-O-R-C-E;" Curley Putman. "Green Green Grass Of Home;" Sterling Whipple. "Blind Man In The Bleachers;" Don Wayne, "Anybody Going To San Antone;" Sonny Cur-tis, "Walk Right Back;" Dennis Wilson, "Standard Lie No. 1;" Rafe VanHoy, "Golden Rings." Kenny Robbins, "Stand By My Woman Man;" Archie Jordan, "Almost Like A Song;" and Roger Bowling, "Lu-

B.S. Productions and Concerts For People will produce the event.

ASCAP Meets May 9

NASHVILLE-ASCAP will be hosting a general membership meeting for writer and publisher members from 20 states at Nashville's Hyatt Regency May 9.

Among those slated to be present include Stanley Adams, president, who will preside; members of the executive committee of the ASCAP board of directors; Paul Marks, managing director, and Ed Shea, southern regional executive director.

'This marks the third general membership meeting held in Nashville by ASCAP in recent years, says Adams, "and we see it as a useful opportunity to communicate directly with the members of this music community.

\$10,000 Rose Gift

NASHVILLE-Wesley Rose, president of Acuff-Rose Publications, has presented a check for \$10,000 to the Nashville Songwriters Assn., International.

The money was raised at the recent Wesley Rose Celebrity Salute (Billboard, March 25, 1978) that saw Rose toasted and roasted by his contemporaries in the fields of music, business and politics

Biggest Tenn. Show Firm For July 2-3-4

• Continued from page 42

since we intend to make this an an-

nual event," says Fallwell.

The talent lineup includes
Tammy Wynette, Larry Gatlin, Eddie Rabbitt, the Earl Scruggs Revue, Hank Williams, Jr., Don Williams, Jim Ed Brown & Helen Cornelius, Lynn Anderson, Barbara Fairchild, the Kendalls, Danny Davis & the Nashville Brass, Alvin Crow, Charlie McCoy, Joe Stampley, Merle Kilgore, Johnny Rodriguez, Jimmy C. Newman, the Oak Ridge Boys, Barefoot Jerry, Little Jimmy Dickens, the Jack Greene & Jeannie Seely Show, Sons of the Pioneers, Hank Williams Jr., Don Williams, Official festival hours have been

set from noon to 9 p.m. each day, but activities will begin earlier, according to Fallwell, with possibly lesser known talents or songwriters plus other activities being scheduled

An extensive print campaign in major country music consumer magazines and local newspapers are in the works along with local bill-board ads, radio buys and radio give-away co-promotions

"We decided to experiment with our radio promotions," says Fall-well. "We shotgunned letters out to some 900 radio stations nationally, most of them within a 1,000-mile

radius of Nashville, and invited them to structure a promotion that would work in their area, given the type of lineup that we had

In return, we offered to give them some type of geographical exclusiveity on their promotional idea. and if they decided to turn the promotion into a type of bus tour to Nashville or a camper caravan, we'd sell them tickets at a 15% discount and give one away free for every 10

"So far, the response has been good with 60 radio stations already confirmed on promotions, including stations from 1,000 watters to even two 50,000 watts.'

Benefit By Smith

NASHVILLE-Sammi Smith plans a Goch'tal Educational Benefit in Globe, Ariz., April 29-30. for scholarship funds aiding the advanced education of Apache In-

Joining the Elektra/Asylum artist will be such artists as Waylon Jennings, Jessi Colter, Mickey Newbury, Johnny Rodriguez, Bobby Borchers, Joe Ely, Buddy Emmons, Chip Young, Bobby Moore, Tommy Alsup and Ralph Emery as guest

Nashville

Following performances in Gotenborg, Swe den and at London's Wembley Festival, Ronnie Prophet went on to win Canada's Juno Award for country male vocalist of the year. Prophet has already been invited to host next year's Wembley Festival according to his management and booking representative Don Kairns, president of ARTA Productions. Inc.

Also as a result of the London appearance, Prophet will star in his own 30-minute BBC-TV special in October as well as participating in a network Christmas special. Keirns says he is currently negotiating a new recording contract for Prophet due to the expiration of his RCA-Canada commitment

According to program director Kevin Lein, the response to WXGR Radio's switch to modern country programming has met with tremendous acceptance in the Bay Saint Louis, Miss., area.



RABBITT GUESTS—Elektra/Asylum's Eddie Rabbitt tapes the NBC-TV special "Country Music Night Of Stars' at the Grand Ole Opry House. Rabbitt performed "You Don't Love Me Anymore" from his current LP "Variations."

Covering the Gulf Coast and greater New Or leans, the 4,000 watt facility is starting its spring campaign with album giveaways, T-shirts, bumper stickers and outdoor advertisements Throughout the year, the station will be involved in several major concerts, courtesy of Holly Pro ductions, such as Jimmy Buffett in July and the fifth annual Country Music Jamboree.

There's been a great deal of activity of the House of Bryant publishing company in the last month. Songs by Boudleaux and Felice Bryant will be included on albums by Leo Sayer, Rita Coolidge and Carly Simon and James Taylor. The cuts are "Raining In My Heart," "Bye-Bye Love," and "Devoted To You," respectively.

Jerry Bradley and RCA Records hosted a lavish affair at Opryland Hotel celebrating Ronnie Milsap's first gold album, "It Was Almost Like A . Huey Meaux has completed produc tion on Tommy McLain's upcoming LP at his Sugar Hill Studios in Houston. Meaux produced McLain's hit single, "Sweet Dreams," in the .. Commander Cody and the Moonlighters appear at the Palomino Club in North Holly wood, May 12-14.

The Four Guys that have a new LP release on Fona/Churchill Records are not the same Four Guys that are members of the "Grand Ole Opry." Other label negotiations are currently ords artist Dawn Chastain makes her first Nash ville appearance Thursday (27) during a benefit for the Donelson Christian Academy at the Grand Ole Opry House. Other special guests in clude Ronnie Prophet, Jeanne Pruett, the Rutherford Country Square Dancers, "Grand Ole Opry" stars the Four Guys, and Anne J. Morton

The Oak Ridge Boys and Barbara Mandrell completed tapings for "Midnight Special" in April, Airtimes have not been confirmed. . . . Don Williams bows at Constitution Hall in Wash ington, D.C., Saturday (29), as his last stateside concert appearance before returning to London for his BBC-TV special taping. . . . The Kendalls' new Ovation single, "Pittsburgh Stealers," is set for release the first week of May. . . son makes his annually anticipated birthday appearance at LSU in Baton Rouge, Saturday (29).

Billboard SPECIAL SURVEY For Week Ending 4/29/78 Country LPs.

Week	Week	Weeks on Chart	★ Star Performer—LPs registering proportionate upward progress this week.
This	Last	3 5	TITLE—Artist, Label & Number (Distributing Label)
1	2	13	WAYLON & WILLIE-Waylon Jennings & Willie Nelson, RCA AFL 12686
2	1	14	TEN YEARS OF GOLD-Kenny Rogers, United Artists UA-LA 835-H
ø	7	3	EVERYTIME TWO FOOLS COLLIDE—Kenny Rogers & Dottie West,
4	4	9	United Artists UALA864H SOMEONE LOVES YOU HONEY—Charley Pride, RCA APL1-2478
5	3	13	OUARTER MOON IN A TEN CENT TOWN—Emmylou Harris, Warner Bros.
			BSK 3141
6	6	5	HE WALKS BESIDE ME—Elvis Presley, RCA AFL1-2772
7	8	22	TAKE THIS JOB AND SHOVE IT—Johnny Paycheck, Epic KE 35045
8	5	27	HERE YOU COME AGAIN-Dolly Parton, RCA APL12544
9	10	29	SIMPLE DREAMS—Linda Ronstadt, Asylum 6E104
10	9	41	WE MUST BELIEVE IN MAGIC—Crystal Gayle, United Artists UA LA 771 G
11	14	35	LOVE IS JUST A GAME-Larry Gatlin, Monument MG 7616 (Phonogram)
山	24	2	SON OF A SON OF A SAILOR-Jimmy Buffett, ABC 1046
13	13	33	HEAVEN'S JUST A SIN AWAY-The Kendalls, Ovation OV 1719
14	15	29	Y'ALL COME BACK SALOON-Oak Ridge Boys, ABC/Dot D02093
15	12	15	THE BEST OF THE STATLER BROTHERS, Mercury SRM 1-1037 (Phonogram)
16	16	11	LET'S KEEP IT THAT WAY-Anne Murray, Capitol ST 11743
山	NEW	NTRY	ENTERTAINERS ON AND OFF THE RECORD—The Statler Brothers, Mercury SRM15007 (Phonogram)
th	32	3	VARIATIONS—Eddie Rabbitt, Elektra 6E 127
19	19	37	DAYTIME FRIENDS-Kenny Rogers, United Artists UALA 7546
20	11	34	IT WAS ALMOST LIKE A SONG-Ronnie Milsap, RCA APL1-2439
21	23	11	ENDLESS WIRE-Gordon Lightfoot, Warner Bros. BSK 3149
	30	4	THE BEST OF THE OAK RIDGE BOYS—Columbia KC 35302
23	29	3	BILLY "CRASH" CRADDOCK, Capitol ST 11758
24	25	4	EASTER ISLAND—Kris Kristofferson, Monument JZ 35310 (Columbia)
25	26	50	OL' WAYLON-Waylon Jennings, RCA APL 1-2317
26	17	27	ELVIS IN CONCERT-Elvis Presley, RCA APL22587
21	44	2	OLD FASHIONED LOVE—The Kendalls, Ovation 0V1733
28	22	7	OUT OF MY HEAD AND BACK IN MY BED-Loretta Lynn, MCA 2330
29	42	34	THAT'S THE WAY LOVE SHOULD BE-Dave & Sugar, RCA APL1:2477
30	20	18	WANTED: THE OUTLAWS-Waylon Jennings, RCA AFL 1 1312
31	18	69	GREATEST HITS—Linda Ronstadt, Asylum 7E-1092
32	35	29	COUNTRY BOY-Don Williams, ABC/Oot DO 2098
33	27	21	I WANT TO LIVE-John Denver, RCA AFL12521
34	31	54	KENNY ROGERS, United Artists UA-LA689-G
35	36	3	GREATEST HITS—Tanya Tucker, MCA MCA 3032
36	21	12	ELEVEN WINNERS-Merle Haggard, Capitol ST-11745
37	37	7	I'VE CRIED THE BLUE RIGHT OUT OF MY EYES—Crystal Gayle, MCA 23
38	40	3	STELLA PARTON, Elektra 6E 126
39	43	26	YOU LIGHT UP MY LIFE—Debby Boone, Warner Bros. BS3118
40	41	86	CRYSTAL—Crystal Gayle, United Artists UA-LA614-G
41	28	12	GEORGIA KEEPS PULLING ON MY RING-Conway Twitty, MCA 2328
42	NEW	ENTRY	REDHEADED STRANGER—Willie Nelson, Columbia KC 33482
43	34	4	SOFT LIGHTS AND HARD COUNTRY MUSIC—Moe Bandy, Columbia KC 35,
44		ENTRY	SWAMP GOLD-Freddy Fender, ABC 1062
45	33	24	GREATEST HITS-Olivia Newton-John, MCA 3028
46	47	2	RED HOT MEMORY—Kenny Dale, Capitol ST-11762
47	38	26	SHAME ON ME—Donna Fargo, Warner Bros. BS 3099
48	NEW	ENTRY	FLYING HIGH-Mickey Gilley, Playboy KZ 35099 (Epic)
49			BURNING THE BALLROOM DOWN-Amazing Rhythm Aces, ABC 1063

Opryland's Fabulous Fifties group, the Sh Booms, will perform for the National Discover America Travel Organization Conference and Travel Mart at the convention's final luncheon, Thursday (27), at the Chicago Conrad Hilton. This marks the third consecutive year Opryland has been invited to provide entertainment for the conference of tour brokers, travel agents and members of the tour industry

Not only did they get to hear Dalbert McClinton—late night patrons of New York's Lone Star Cafe were treated to a special added attraction when Joe Ely, Jimmy Buffett and John Belushi of "Saturday Night Live" came onstage to join McClinton for the late night jam. Bannon will be opening the shows on Johnny Paycheck's upcoming West Coast tour. Paycheck opens at Hollywood's Roxy, June 9.

New Owners 'Clean Out' Chi WVON

LOS ANGELES-Combined Communications Corp. has officially taken over WVON in Chicago from the Globetrotter Corp. and unlike early reports that the group would make no changes in format or personnel, Combined is what is commonly known as "cleaning house.'

Veteran programmer E. Rodney Jones, station operations manager Jerry Boulding, announcers Pervis Spann and Bill "Butterball" Crane have all been relieved of their duties.

Bernadine Washington, general manager of the station resigned when asked to take a lower position at about half her salary, according to an informed source. Joe Jones from Combined Communications has taken over Washington's position.

Some members of the broadcast and music industries appear to be shocked at the WVON shakeup, while still some others say the move

was predictable.

Walt "Baby" Love, formerly with the station as operations manager prior to Boulding, has returned as program director.

According to Joe Jones, also a vice president, broadcasting of Combined Communications, Love's new duties in addition to programming the music, will be that of operations manager. He adds however, that the title operations manager has been eliminated. Jones notes that there are no plans to change WVON's r&b format.

Tom Jorner, brought on by Boulding, Bill Meyer and Joe Cobb are the only announcers from the old

regime to remain at the station.
Several months ago WVON was in the news with the firing of veteran announcer Herb Kent and Cecil Hale. Hale is set to collect his doctorate degree in communications in May and is an executive at Mercury Records.

The Globetrotter organization was sold to Combined Communications Corp. a year ago (Billboard, May 14, 1977) for a reported \$13 million, although insiders insist the figure was much higher

In addition to WVON, Globetrotter's stations included WGCI-FM, Chicago: WDEE, a country-oriented outlet in Detroit; WMGC and WDOK-FM both in Cleveland.

Jones is now head of both WVON and WGCI. Bernadine Washington headed up the AM side. * *

Stephen James, nephew of the late Duke Ellington, will release his first Salsoul LP on Saturday (29), which would have been the 79th birthday of the Duke.

The LP "Love You Madly" by the Love You Madly Orchestra, with James conducting and arranging, is the first in what will be a series of Ellington works to be performed by the 40-piece orchestra. The orchestra was created solely for the purpose of preserving and updating the works of Ellington.

Also at Salsoul, the Salsoul Orchestra with Loleatta Holloway plus Love Committee will perform at Carnegie Hall on June 10 in an evening being billed as "I Love New York Evening." According to a label representa-

tive, the theme was selected because Salsoul is presently involved in pro-(Continued on page 82) Billboard Hot Soul Single

This Week	1 Last Week	6 Weeks	*STAR Performer—singles registering great- est proportionate upward progress this week TITLE, ARTIST (Writer), Label & Number (Dist. Label) (Publisher, Licensee)	Week	Week			x	*		
		9	, , , , , , , , , , , , , , , , , , , ,	₹ SE	Last W	Weeks on Chart	TITLE, ARTIST (Writer), Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer), Label & Number (Dist. Label) (Publisher, License
4	4		TOO MUCH, TOO LITTLE, TOO LATE— Johnny Mathis & Deniece Williams (N. Kipner, J. Vallins). Columbia 310693	34	31	18	LET ME PARTY WITH YOU—Bunny Sigler (B. Sigler, K. Miller, R. Earl, S. Miller), (Lucky	4	79	5	I'M REALLY GONNA' MISS YOU—Billy Preston (B. Preston), A&M 2012 (Irving/Wep. BMI)
T		8	(Homewood House, BMI) ON BROAOWAY—George Benson (B. Mann, C. Weil, J. Leihar), Warner Bros. 8542 (Screen Gem.EMI, BMI)	35	28	15	Three/Suemay, BMI), Gold Mine 4008 (Salsoul) DON'T COST YOU NOTHING— Ashford And Simpson (N. Ashford, V. Simpson), Warner Bros. 8514 (Nick.	70	71	3	HEY SENORITA—war (S. Allen, H. Brown, M. Dickerson, L. Jordan, C. Miller, L. Dskar, H. Scott, J. Goldstein), MCA 40883 (Far Out, MCA)
3	2	12	THE CLOSER I GET TO YOU—Roberta Flack with Donny Hathaway (J. Mtume, R. Lucas), Atlantic 3463 (Scarab, Ensign, BMI)	36	29	11	O-Val, ASCAP) LOVE IS ALL YOU NEED—High Inergy (C. Drayton), Gordy 7157 (Motown) (Jobete, ASCAP)	命	81	2	WESTSIDE ENCOUNTER—Salsoul Orchestra (S. Sondheim, L. Berstein). Salsoul 72064 (G. Schirmer, ASCAP)
4	3	13	BOOTZILLA—Bootsy's Rubber Band (W. Collins. G. Clinton), Warner Bros. 8512 (Rubber Band, BMI)		47	6	MS.— David Oliver (D. Oliver, R. Robinson), Mercury 543 (Ele'corn/ Relaxed, BMI)	由	82	2	EYESIGHT—James Brown (J. Brown, D. Brown), Polydor 14465 (Dynatone/ Belinda/Unichappell, BMI)
政	14	5	TAKE ME TO THE NEXT PHASE—Isley Brothers (E. Isley, M. Isley, C. Isley, R. Isley, C. Jasper), Columbia 38272 (Bovna, ASCAP)	重	51	5	EVERYBODY DANCE—Chic (Edwards & Rogers), Atlantic 3469 (Cotillion/ Kremers/Chic, BMt) DUKEY STICK—George Duke	73	72	18	MAKIN' LOVE IS GOOD FOR YOU—Brook Benton (T. White), (Tennessee Swamp Fox. ASCAP), Old
6	5	12	DANCE WITH ME—Peter Brown (P. Brown, R. Rans). Drive 6269 (T.K.) (Sherlyn/Decibel, BMI)	40	40	7	(G. Duke), Epic 850531 (Mycenae, ASCAP) THE ONE AND ONLY—Gladys Knight & The Pips	74	73	12	World 1100 EMOTION—Samantha Sang (B. Gibb, R. Gibb), Private Stock 45178
7	10	14	FLASH LIGHT—Parliament (G. Cininton, B. Worrell, W. Collins), Casablanca 909 (Rick's/Malbix, BMI) NIGHT FEVER—Bee Gees	☆	50	5	(A. Bergman, M. Bergman, P. Williams), Buddah 592 (Arista) (Famous/Ensign, ASCAP, BMI) KEEP ON DANCING—Johnnie Taylor (J. Shamwell & C. McCollough), Columbia 3-10709	75	75	3	LOVELY NIGHT FOR OANCING—Bill Withers (B. Withers), Columbia 310702 (Golden Withers, BMI))
A	12	6	(B. Gibb, R. Gibb, M. Gibb), RSO 889 (Stigwood, BMI) STAY—Rufus/Chaka Khan	血	52	5	(Groovesville, BMI) SUPERNATURAL FEELING—Blackbyrds (Saunders, Toney), Fantasy 819 (Blackbyrd, BMI)	76	74	11	TRUST YOUR HEART—Bobby Womack (B. Womack, L. Ware, O. Davis), Columbia 310672 (Tracebob/Unart, BMI) (Jubete, ASCAP)
1	19	4	(R. Calhoun/Chaka Khan) ABC 12349 (American Broadcasting, ASCAP/High Seas, BMI) THE GROOVELINE—Heatwave (R. Temperton), Epic 850524	44	53 48	5	YOU ARE, YOU ARE—Curtis Mayfield (C. Mayfield). Curtom 0135 (Mayfield, BMI) LET'S GET FUNKTIFIED—Boiling Point	か	88	2	SUMMER SONG—Grover Washington Jr. (J. Blake), Kudu 942 (Motown) (Not Listed)
血	15	9	(Almo/Tincabell, ASCAP) RIDING HIGH—Faze-0 (K. Harrison, T. Crum, R. Aikens, R. Parker, R. Neal	45	35	13	(C. Howard, W. Harrell, A. Daniels), Büllet 05 (Bang) (Web IV/Brown Sugar/Funktified, BMI) FREAKY DEAKY—Roy Ayers (E. Birdsong, R. Ayers), Polydor 4451 (Phonodisc)	78	78	5	LOOK UP WITH YOUR MIND—Lenny Williams (F. Wilson. J. Wieder), ABC 12345 (Screen Gems- EM/Traco, BMI)
曲	23	4	Jr.), SHE 8700 (Atlantic) (Playone, BMI) USE TA BE MY GIRL—The O'Jays (K. Gamble, L. Huft), Philadelphia International 83642 (CBS) (Mighty Tree. BMI)	46	32	15	(Michel Bird/Roy Ayers Ubiquity, ASCAP) DO YOU LOVE SOMEBODY—Luther Ingram (J. Baylor), KoKo 728 (Klondike, BMI)	79	87	5	BLACK WATER GOLD—Sunshine Band (L. Zillery), TK 1026 (Su-ma/Rogan, BMI)
13	13	10	GET ON UMENTY THE CHIP) GET ON UP—Tyrone Davis (L. Graham), Columbia 3-10684 (Content/Tyronza, BMI)	☆	57	5	WAITING ON LOVE—Johnny Bristol (J. Bristol), Atlantic 3421 (Bushka, ASCAP)	80	83	3 ENTRY	NUMBER ONE—Eloise Laws (P. Vegas, L. Vegas), ABC 12341 (Novalene, BMI) ALMIGHTY FIRE—Aretha Franklin
14	7	18	REACHING FOR THE SKY—Peabo Bryson	1	58	5	I FEEL GOOD—Al Green (A. Green/F. Jordan/R. Fairfax Jr.). Hi 78511 (Al Green/Jec, BMI)	由	92	2	(C. Mayfield), Atlantic 3468 (Mayfield, BMI) LET'S GO ALL THE WAY—Whispers
15	8	11	(P. Bryson), (P.B. ASCAP), Capitol 4522 NEVER GET ENOUGH OF YOUR LOVE—LTD (R. Dahrouge), A&M 2005 (Sister	49	44	10	THIS TIME THEY TOLD THE TRUTH—Z.Z. Hill (F. Knight), Columbia 3-10680 (Two-Knight, BMI)	83	us.	ENTRY	(M. Ragin, R. Burke, A. Vosey, J. Brown), Solar 11246 (RCA) (Free Delivery, ASCAP/Wah Walson/ Joseph & Art, BMI) AIN'T NO SMOKE WITHOUT
16	18	11	John/Uignette, BM1) LET'S ALL CHANT—The Michael Zager Band (A Fields, M. Zager), Private Stock	50	33	15	WORKIN' TOGETHER—Maze Featuring Frankie Beverly (F. Beverly), Capitol 4531 (Pecle, BMI)				FIRE – Eddie Kendricks (D. Bugatti. F. Musker), Arista 0325 (Biackwood, BMI)
17	17	11	45184 (Sumac, BMI) OCEAN OF THOUGHT AND DREAMS—Dramatics	52	46	7	WHERE DID LOVE GO—Leroy Hutson (G. Askey). Curtom 0134 (Warner Bros) (Andrask, BMI) TWO HOT FOR LOVE—THP Orchestra	84	84	7	RISKY CHANGES—Bionic Boogie (G. Diamond), Polydor 14450 (Diamond Touch/ Arista, ASCAP)
由	24	8	(E. Robinson, D. Davis), ABC 12331 (Grovesville, BMI/Conquistador, ASCAP) 1T'S ALL IN YOUR MIND—Side Effect (Johnson, Maha, Pation, Henderson, St. James),	53	36	15	(B. Ley), Butterfly 1206 (Ample Parking, ASCAP) STAYIN' ALIVE—Bee Gees (B. Gibb, R. Gibb, M. Gibb), RSO 885 (Polydor),	85	91	2	PLEASURE PRINCIPLE—Parlet (G. Clinton, R. Ford, B. Worrell), Casablanca 919 (Rick's/Matbiz, BMI)
血	25	9	Fantasy 818 (Relaxed/Happy, Birthday, BMI) SLICK SUPERCHICK—Koof & The Gang (G. Brown, Kool & The Gang), Delite 901 (Phonogram) (Delightful/Gang, BMI)	54	38	10	(Stigwood, BMI) HEAVEN IS ONLY ONE STEP AWAY—Controllers (D. Camon), Juana 3416 (T.K.) (Every Knight, BMI)	86			WEEKEND LOVER—Odyssey (S. Linzer, D. Randell), RCA 11245 (Featherbed/ Desiderata/Unichappell, BMI)
20	20	11	1 COULD HAVE LOVED YOU—Moments (Not Listed), Stang 5075 (Unichappell/Begonia/ Fedora, BMI)	55	55	5	TOMORROW I MAY NOT FEEL THE SAME—Gene Chandler (1 Thompson). Chi Sound 1168 (United Artists)	BY			SHAME—Evelyn Champagne King (J. H. Fitch. R. Cross), RCA 11122 (Dunbar/Mills & Mills, BMI)
21	9	18	IT'S YOU THAT I NEED—Enchantment (M. Stokes, V. Lanier), (Desert Moon,		66	4	(Carleen/Defrantz Morque, ASCAP) GIRL CALLIN'—Chocolate Milk (A. Toussaint). RCA 11222 (Marsaint, BMI)			raties	MY FAVORITE FANTASY—Van McCoy (V. McCoy), MCA 40885 (Van McCoy/Warner- Tamerlane, BMI)
台	43	6	Willow Girl, BMI/Desert Rain, Sky Tower, ASCAP), Roadsnow 1124 (United Artists) OH WHAT A NIGHT FOR DANCING—Barry White		67	4	ATTITUDES—The Bar-Kays (J. Alexander, J. Dodson, A. James, W. Stewart, M. Board, C. Allen, H. Heinderson, L. Smith, F.	89	93	2	BABY I JUST WANNA LOVE YOU—Jonelle Allen (G. Gada. J. Hoffman), Alexander Street 007 (Alexander Street, ASCAP)
23	22	11	(B. White, V. Wilson) 20th Century 2365 (Sa-Vette, BMI) ALL THE WAY LOVER—Millie Jackson	58	54	8	Thompson), Meccury 550 (Phonogram) (Bar Kay/ Warner Tamerlane, BMI) OLD MAN WITH YOUNG IDEAS—Ann Peebles	W	HEW		LET THE MUSIC PLAY—Dorothy Moore (F. Knight), Malaco 1048 (TK) (Two Knight, BMI)
24	11	14	(B. Latimore), Spring 179 (Polydor) (Sherlyn, BMI) AM I LOSING YOU—Manhattans (A. Fields, B. Morr, D. Stender), Columbia 3-10674 (Sumack/Scorpicorn, BMI)	59	37	10	(G. Jackson/R. Moore), Hi 78509 (Cream) (Muscle Shoals Sound, BMI) WE FELL IN LOVE WHILE	91	411	Later	I AM YOUR WOMAN, SHE IS YOUR WIFE—Barbara Mason (W. McDougal III). Prefude 71103 (Veedone/Tramar, BMI)
由	34	7	DANCE ACROSS THE FLOOR—Jimmy "Bo" Horn (H.W. Casev. R. Finch). Sunshine Sound 1003 (TK)	60	65	5	DANCING—Bill Brandon (1 Boyce, M. Dillard), Prelude 71102 (Song Tailors/Dillco/Trumar, BMI)	92			COME ON BACK TO ME LOVER— Margie Joseph (J. Bristol). Atlantic 3445 (Bushka, ASCAP)
26	26	8	(Sherlyn/Harrick, BMI) MISS BROADWAY—Belle Epoque (E Lenton, A Wayman), Big Tree 76008 (Atlantic) (Prim Linea, ASCAP)	60	03	3	IF I CAN'T HAVE YOU — Yvonne Elliman (Barry Gibb, Robbin Gibb, Maurice Gibb), RSO 884 (Stigwood/Unichappell, BMI)	93	MEW	ELTILY	TILL YOU TAKE MY LOVE—Harvey Mason (H. Mason, D. Foster). Arista 0323 (Masong, ASCAP)
27	21	9	RUMOUR HAS IT—Donna Summer (D. Summer, G. Moroder, P. Bellotte), Casablanca 916 (Rick's, BM!)	61	56	24	OUR LOVE—Natalie Cole (C. Jackson, M. Yancy), Capitol 4509 (Jay's Enterprises/Chappell, ASCAP)	94	MEN		BALTIMORE—Ron Preyer (R. Newman), Shock 10 (Janus) (Hightree, BMI)
	27	10	FANTASY — Earth, Wind & Fire (M. White, E. del Barrio, V. White), Columbia 3-10688 (Saggfire, BMI)	62	60	14	L-O-V-E-U—Brass Construction (R. Mueller), United Artists 1120 (Desert Rain/Big Boro, ASCAP)	95		ENTRY	SKOKIAN — Herb Alpert & Hugh Masakela (Not Listed), Horizon 115 (A&M) (Irving/Munsale/ We've Got Rhythm, BMI/Almo, ASCAP)
720	39	6	IT'S SERIOUS—Cameo (G. Johnson, L. Blackmon), Chocolate City 013 (Casablanca) (Better Days, BMI)	64	61	8	BOOGIE SHOES—K.C. & The Sunshine Band (H. W. Casey, R. Finch), TK 1025 (Sherlyn, BMI) CAUSE YOU'RE MINE NOW—R.B. Hudmon	96	86	3	YOU'VE BEEN A PART OF ME—Wee Gee (V. Buliock, J. Fordham, S. Love), Juney 533 (Lenise, BM1)
	30	9	I CAN'T STAND THE RAIN—Eruption (B Bryant, A Peebles, B. Miller), Ariola 7686 (Burlingtom, BMI)	65	59	6	(D. Daley), Cotillion 34613 (Atlantic) (Unart/ Sunstine Rabbit, BMI) BABY, I'M THROUGH—Emotions (I Michigan), Stay 2000 (England)	97	80	4	UP THE DOWN STAIRS—Wilson Williams (G. McGregor), ABC 12344 (Relaxed/McGregor, BMI)
	41	7	CONFUNKSHUNIZEYA—Con Funk Shun (M. Cooper), Mercury 547 (VAL-1E Joe, BMI) DAYLIGHT & DARKNESS—Smokey Robinson	66	62	24	(). Hutchinson), Stax 3200 (Fantasy) (Pamjokene, BMt) JACK AND JILL—Raydio	98	85	11	GHOST OF LOVE—Tavares (K. St. Lewis), Capitol 4544 (Bull Penn, BMI)
	16		(S. Robinson, R.E. Jones), Tamla 54293 (Motown) (Bertam, ASCAP)	67	77	3	(R. Parker, Jr.), Arista 0283 (Raydiola, ASCAP) TRY AND UNDERSTAND—Jaisun	99	89	11	TRUST ME—Milt Matthews (M. Matthews), H & L 4692 (Boca, ASCAP)
33	10	10	YOUR LOVE IS SO GOOD FOR ME—Diana Ross (K. Patterson), Motown 1436 (Porchester/Seitu, BMI)	68	70	8	(W.M. Stevenson) Jett Sett 101 (Mikim, BMI) IF I HAD MY WAY—Walter Jackson (J. Moore), Chi-Sound 1140 (United Artists) (Gaetana/Jadan, BMI)	100	95	6	THE BEAT GOES ON & ON—Ripple (F. Smith, K. Carter, W. Carter, B. Sherrer, V. Burks, B. Lee), Salsoul 2057 (Lucky Three, BMI/ Salsoul, ASCAP)

Billboard SPECIAL SURVEY For Week Ending 4/29/78

General News

Dealers Huddling To Avert Buyer Backlash From Increased Prices

LOS ANGELES-With record manufacturers upping their suggested list prices, dealers across the country are going into huddles to determine how much of an increase they will pass onto their customers.

One such dealer is Backbone Records, an r&b-oriented retail outlet in Youngstown, Ohio, which sells the bulk of its LPs at the suggested list

According to Bruce Ford, representative at the outlet, "Our entire organization is meeting this Sunday (23) to discuss just how much we will increase our rates.

He notes that while some customers may balk at the idea of a price increase. Backbone will attempt to come up with unique promotional and merchandising ideas so as not to lose any of its clientele.

The nearly two-year old outlet currently has weekly sales with \$1-\$2 off list price on the special LP of the week. It also has sales whereby when the customer purchases one LP he receives a \$1 discount of the second. \$2 on the third and down the line, says Ford.

He explains that Backbone's customers range in age 16-45 and the shop also draws heavily from three nearby schools.

He notes that black pre-teens and teens are generally known in the area to purchase singles. However, in Backbone's case its rate of singles turnover is extremely low.

"This year we're finding that more teenagers are buying LPs and passing over the singles, therefore we're not stocking as many as a year ago.

"But, we find that these kids only buy hits, nothing else appeals to them," says Ford. He adds, however, that the bulk of the shop's customers are adults which tends to increase its LP sales.

Eight-track tapes are also on the upswing, according to Ford. "We're moving into the tape season now

and we already see an increase over last year's tape sales. I guess it's the same story across country, more people are buying cars with 8-track tape players."

At the same time, he says cassettes are on the increase but fall way short of 8-tracks. He claims the shop undersells its competitors in tape prices charging \$6.98 "while others generally charge \$7.98.

The shop, which is managed by Rodney Turner, in addition to its r&h nierchandise also stocks jazz, gospel and is planning to move into the pop area, says Ford.

He notes that while gospel tends to sell well in heavily concentrated black areas-usually traditional gospel mixed with a bit of contemporary, because of the demographic age group Backbone tends to draw. only contemporary gospel is stocked He adds that the exception is James Cleveland who is one of the outlet's biggest sellers.

The same applies to its jazz line. "Contemporary jazz is what we stock such as Grover Washington Jr., George Benson and that type of artist. With older or traditional jazz, we special order it."

He explains that the reason for not stocking at least some older product is because "we use all of our store space for selling, merchandising aids or items that will draw customers immediately-and we don't want any vacant area in the store that could be

used for selling." says Ford.

Backbone buys its product from
Record Shack and One Way onestop both in Cleveland.

In terms of how much product is purchased. Ford says, "One method is that we have a Backbone Record Club of about 200 names. We keep files on each person with information such as how and what the customer purchases and their special

"Any customer may become a member just by purchasing an LP and asking to become a member of the club. As a member, for every seven LPs purchased one is given free. They don't have to buy seven records at one time-just whenever they get up to that amount."

Backbone's rate of record returns from its customers is extremely low. 'We have found that people who buy from us don't bring the records back complaining of scratches or after listening to them find they just don't want the album.

"The recent exception is the Harvey Mason LP on Arista. Customers are returning them because some of them have the wrong LP in the Mason jacket."

He notes that the company has monthly meetings with its staff in an effort to stay on top of what's hap-pening in the market and to give input in terms of merchandising ideas.

Backbone, open six days a week, Monday through Saturday, currently employs four sales persons.

For the Record

NEW YORK-The initial release of Sound South, the soul-oriented label announced in Billboard's new companies column March 25, is not the Lamms, as was reported incorrectly, but the Tams, whose 1962 hit, "What Kind of Fool," has sold more than one million copies.

The Tams' latest release is "This Precious Moment," written by Eddie Cornelius of The Cornelius Bros. & Sister Rose. Sounds South is based in Charleston, S.C.



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DISCO MUSIC SPECIALIST

Costandinos: Man With a Touch

LOS ANGELES-It is ironic that producer Alec R. Costandinos has had most of his U.S. chart success with Casablanca disks, because his first big break in this country came in producing and composing Cerrone's "Love In C Minor" on Cotillion, which fought a chart battle with a Casablanca cover version by Frankie Crocker & the Heart & Soul Orchestra.

The Cerrone disk crested at number two on the disco chart in March 1977, a month after the Heart & Soul Orchestra version reached a disco peak of four.

Since then Costandinos has handled two big disco disks for Casablanca. Love & Kisses reached number 11 on the disco survey last September with "I Found Love", "Accidental Lover" and "Romeo & Juliet" by Costandinos & the Syncophonic Orchestra hit No. I a month ago.

New albums which Costandinos produced for Casablanca are the econd Love & Kisses LP, "How Much How Much I Love You:" Sumeria's "Golden Tears" (which he cowrote with his longtime arranger Don Ray); and Sphinx's "Judas Iscariot & Simon Peter" ("the story of what happened on Holy Friday on both sides of the coin," explains Costandinos).

Costandinos also wrote the title song from "Thank God It's Friday" for Love & Kisses, which is being is-

sued as a single this week. He enthuses that it is the first single he has produced which is not merely an edit of a long LP cut.



Alec Costandinos

And he has the second album by the Synchophonic Orchestra in the can, ready to be issued when the act's debut set falls off. This week 'Romeo & Juliet" is up to number 102 star in its sixth week on the pop LP chart. The followup, also a concept album dealing with the classics, is "The Hunchback Of Notre

Costandinos wants to take the orchestra on tour with singers and a ballet, but the costs would be exorbitant. The direction, visual effects,

lighting and decorations would bring the required investment to at \$200,000. Casablanca may bankroll the project, but Costandinos says, "both Neil (Bogart) and I by common agreement are holding back. I'd have to work on it and nothing else for a couple of months.

And at the moment he's rather busy. His production company, Ibis Records, is based in L.A. and his publishing concern, Fefee Music, is based in Paris. Says Costandinos: "My American career has taken over practically all my time. In Paris my assistant Danny Goldschmidt handles practically all the local production and also supervises the office with Hughes Kirichim. I have no time to write songs for the foreign market.'

Costandinos says his assistants will eventually take over his French concern, but he will not relinquish control of his American company.

Costandinos, who is 34, composes almost all of his productions (and does all the male vocals). One record he did not write is a disco-r&b medley he's doing for Casablanca of the Righteous Brothers' "You've Lost That Lovin' Feeling" and "Unchained Melody," for an act tentatively named the Lauriston Connec-

Costandinos has written most of Demos Roussos lyrics and also wrote songs under a variety of pseudonyms for top American pop acts. He wrote "Yesterday My Life" for Paul Anka under his real name. Alec Kouyoumdjian; "Dolce" for Henry Mancini under the name Milton de Sao Paulo; "Precious Love" for Engelbert Humperdinck under the name Robert Rupin; and "Forever & Ever" and "My Friend The Wind" for Humperdinck under his present professional name.

Costandinos does not want to be labelled a disco producer. "I've got this tag which says 'disco,' but basically all my musical culture is r&b." he says. "I don't see the point of doing an album just for people to dance to." He says he'd even like to do a country rock act to prove his

versatility. STAGE LIGHTING SPECIAL EFFECTS

London's Embassy Clark Revamped In 17

NEW YORK-London's onceexclusive Embassy Club has been redesigned, refurbished and reopened as that city's first American-styled disco.

The club, in London's couture district on Bond St., was in the 1920s and 1930s the city's society hot spot, playing host to the creme de la creme of the country's stars and debutantes.

In recent years, the Embassy slipped into decline until its acquisition by a consortium of business people headed by Michael Fish, an elite London shirt designer.

The Embassy's American-style sound system features speakers and tweeter arrays by GLI, GLI's model 3880 mixer and signal processor. BGW power amplifiers. Technics model SL-1200 cassette decks, Stanton cartridges and a Craftsman equalizer.

The sound system was put together by American Greg James of Scranton, Pa. James, a member of the U.S.-based Pocono Record Pool, will also be the club's regular spinner.

The light show, conceived by international disco lighting designer Tony Gottelier and sup-

plied by Illusion Lighting, includes what Fish describes as "a four-sided curtain of light" featuring dozens of bullet beam spots, a number of Illusion variable speed fourarm spinners, a central cluster of balls with sound-to-light pinbeams, a fog machine, strobes and a large array of colored pinbeams to intersect the airspace above the dance floor.

The front of the deejay's booth is illuminated by a large neon featuring the club's logo.

Fish notes that although the British seem to have created the concept of discotheques, it has been refined, expanded and given a sound and style exclusively its own by Americans.

He is confident that the opening of his club, and the recent success of the disco movie "Saturday Night Fever," will help open the eyes of a lot of people.

He adds, "I hope it will serve to make them realize that yet another great British concept has been eaten alive in North America, due to lack of imagination and poor investment in audio systems by English disco own-

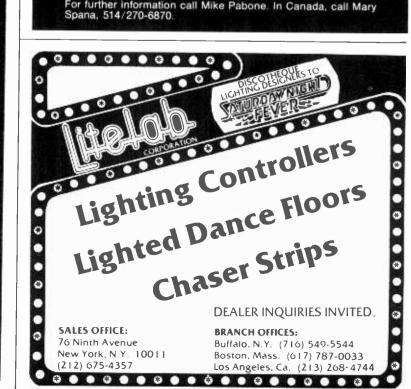
Polydor Releases 'Fever'

NEW YORK-The first single version of the theme from "Saturday Night Fever" has been released on the Polydor label, produced by CAM-U.S.A.'s Victor Benedetto.

The theme holds the rest of the

film's music together," Benedetto explains. "And it was getting virtually no attention as an individual piece." Hence the decision to rush release it. Thus far, six songs from the film have been Hot 100 hits.



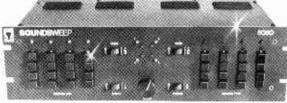


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Marv

Marv Stuart, Co-President, Curtom Records

(Distributed by Warner Bros. Records, Inc.)

Billboard's Disco Action

ATLANTA

- This Week

 1 VOYAGE—all cuts—Marlin (TK) (LP)
- 2 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY— Linda Clifford—Curtom (LP/12-inch)
- 3 COME INTO MY HEART/LOVE'S COMING-Baby Love-
- BIONIC BOOGIE-atl cuts-Polydor (LP)
- 5 LET YOURSELF GO-T-Connection-TK (12-inch remix)
- ROMEO & JULIET—Alec R. Costandinos & the Syncophonic Orch.—Casablanca (LP/12-inch)
- MACHO MAN/KEY WEST-Village People-Casablanca
- 8 LET'S ALL CHANT/LOVE EXPRESS—Michael Zager Band—
- Private Stock (12-inch) NUMBER ONE-Eloise Laws-ABC (12-inch)
- I CAN'T STAND THE RAIN—Eruption—Ariola (12-inch)
- 11 GIMME SOME LOVIN'/AFRICANISM/DR. DOO DAH-Kongas-Polydor (LP)
- 12 COME ON DANCE, DANCE—Saturday Night Band-
- NIGHT FEVER—Carol Douglas—Midsong (12-inch)
- THANK GOD IT'S FRIDAY—all cuts—Casabianca (LP)
- 15 PLAY WITH ME/YOU ARE MY LOVE-Sandy Mercer-H&L

BALT./WASHINGTON D.C.

- This Week

 1 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY/
 RUNAWAY LOVE—Linda Clifford—Curtom (12-inch/
- 2 SEVEN DEADLY SINS—Laurin Rinder & W. Michael Lewis—AVI (LP)
- 3 VOYAGE-all cuts-Marlin (TK) (LP)
- LOVE'S COMING-Baby Love/COME INTO MY HEART— USA-European Connection—TK (LP)
- I CAN'T STAND THE RAIN-Eruption-Ariola (12-inch)
- MACHO MAN/KEY WEST/I AM WHAT I AM—Village People—Casablanca (LP)
- TOUCH ME ON MY HOT SPOT/COME ON DANCE, DANCE—Saturday Night Band—Prelude (LP RIO DE JANEIRO—Gary Criss—Salsoul (12-inch)
- AT THE DISCOTHEQUE—Lipstique—Tom 'N Jerry (LP)
- 10 THE GARDEN OF LOVE—Don Ray—Crocos (LP)
- ROMEO & JULIET—Alec R. Costandinos & the Syncophonic Orch.—Casablanca (LP/12-inch)
- 12 BOOGIE TO THE TOP/ONE WITH A STAR/S-E-X-Idris Muhammad-CTI (LP)
- MACHO (A Real, Real One)—Celi Bee & the Buzzy Bunch—TK (12-inch)
- LET'S ALL CHANT/LOVE EXPRESS/MUSIC FEVER— Michael Zager Band—Private Stock (12-inch/LP)
- 15 DANCE WITH ME-Peter Brown-Drive (TK) (12-inch)

BOSTON

- This Week

 1 MACHO MAN/KEY WEST/JUST A GIGOLO—Village
 People—Gasablanca (LP)

 2 VOYAGE—all cuts—Marlin (LTX) (LP)
- COME INTO MY HEART/LOVE'S COMING-Baby Love—
 USA-European Connection—Marin (TK) (LP)

 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY/
 RUNAWAY LOVE—Linda Clifford—Curtom (LP/12inch)
- RIO DE JANEIRO-Gary Criss-Salsoul (12-inch)
- I LOVE N.Y.—Metropolis—Salsoul (12-inch)
- SEVEN OF ADLY SINS—Laurin Rinder & W. Michael
- LET YOURSELF GO-T-Connection-TK (12-inch remix) THE GRAND TOUR/FLIGHT TO VERSAILLES/LATE NOVEMBER—Grand Tour—Butterfly (LP)
- COME ON OANCE, DANCE—Saturday Night Band-Prelude (LP)
- AT THE DISCOTHEQUE-Lipstique-Tom 'N Jerry (LP)
- 12 HOW MUCH, HOW MUCH I LOVE YOU—Love And Kisses— Casablanca (LP)
 13 LET'S ALL CHANT/LOVE EXPRESS—Michael Zager Band—
- Private Stock (12-inch)
- DANCE WITH ME—Peter Brown—Drive (TK) (LP/12-inch)
 LET'S GET TOGETHER/TURN ON LADY/I CAN'T SEEM TO
 FORGET YOU—Detroit Emeralds—Westbound (LP)

CHICAGO

- This Week
 1 VOYAGE—all cuts—Marlin (TK) (LP)
- IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY/ RUNAWAY LOVE—Linda Clifford—Curtom (12-Inch) I CAN'T STAND THE RAIN—Eruption—Ariola (12 inch)
- 1 I CANT STAND HE RANN—Eruption—Ariola (12 inch)
 LET'S ALL CHANIT/LOVE EXPRESS—Michael Zager BandPrivate Stock (12-inch)
 GETTIN' THE SPIRIT/OH HAPPY DAY—Roberta Kelly—
 Casablanca (LP)
 THE GARDEN OF LOVE (all cuts)—Don Ray—Crocos (LP)

- 8 AT THE COPA/I CAN'T SMILE WITHOUT YOU—Barry
 Manilow—Arista (LP)

- DANCE WITH ME/YOU CAN DO IT—Peter Brown—Drive (TK) (12-inch)
- 13 COME ON DANCE, DANCE-Saturday Night Band-
- Prelude (LP)

 14 SHAME—Evelyn "Champagne" King—RCA (12-inch

DALLAS/HOUSTON

- is Week 1 VOYAGE—all cuts—Marlin (TK) (LP)
- 2 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY— Linda Clifford—Curtom (12-inch)
- ROMEO & JULIET—Alec R. Costandinos & the Syncophonic Orch.—Casablanca (LP/12-inch)
- 4 COME INTO MY HEART/LOVE'S COMING-Baby Love-
- MACHO MAN/I AM WHAT I AM-Village People-
- Casablanca (LP)
- I FEEL GOOD-Al Green-Hi (Cream) (12-inch)
- 9 LET YOURSELF GO-T-Connection-TK (12-inch remix)
- THANK GOD IT'S FRIDAY—all cuts—Casablanca (LP)
- 11 YOU ARE MY LOVE/PLAY WITH ME—Sandy Mercer—H&L
- GIMME SOME LOVIN'/AFRICANISM/DR. DOO DAH— Kongas—Polydor (LP)
- 13 YDU REALLY GOT ME—Eclipse—Casablanca (LP) 14 EVERYBODY DANCE-Chic-Atlantic (12-inch remix)
- 15 I CAN'T-STAND THE RAIN-Eruption-Ariola (12-inch)

DETROIT

- is Week

 1 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY/
 RUNAWAY LOVE—Linda Clifford—Curtom (LP/12inch)
- VOYAGE—All cuts—Martin (TK) (LP)
 TURN ON LADY/LET'S GET TOGETHER/I CAN'T SEEM TO
 FORGET YOU—Detroit Emeralds—Westbound (LP)
- 4 PLAY WITH ME/YOU ARE MY LOVE-Sandy Mercer-H&L
- MACHO MAN/KEY WEST/I AM WHAT I AM-Village
- People—Lasablanca (LP)

 COME INTO MY HEART/LOVE'S COMING-Baby Love—
 USA European Connection—Marlin (TK) (LP)

 GET OFF/TENA'S SONG/YOU/READY FOR LOVE—Foxy—
 Dash (TK) (LP)

 LET YOURSELF GO—T-Connection—TK (12-inch remix)
- SEVEN DEADLY SINS-Laurin Rinder & W. Michael Lewis-AVI (LP)
- Lewis—AVI (LP)

 COME ON DANCE, DANCE/TOUCH ME ON MY HOT
 SPOT—Saturday Night Band—Prelude (LP)

 ROMEO & JULIET—Alec R. Costandinos & the
 Syncophonic Orch.—Casablanca (LP/12-inch)

 THANK GOD IT'S FRIDAY—all cuts—Casablanca (LP)
- LADY OF THE NIGHT/GOTTA GET OUT OF HERE—Lucy Hawkins—Sam (12-inch)
- 14 LET'S ALL CHANT/LOVE EXPRESS—Michael Zager Band— Private Stock (12-inch)
- SAVE & SPEND—Cheryl Barnes—Millennium (12-inch)

LOS ANGELES/SAN DIEGO

- 1 VOYAGE—all cuts—Martin (TK) (LP)
 2 COME ON DANCE, DANCE, TOUCH ME ON MY HOT
 SPOT—Saturday Night Band—Prelude (LP)
 3 COME INTO MY HEART/LOVE'S COMING-Baby Love—
 USA-European Connection—Martin (TK) (LP)
 4 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY/
 RINAMAY LOVE/YOU ARE, YOU ARE—Linda
 Clifford—Curtom (LP/12-inch)
 5 THANK GOD IT'S FRIDAY (all cuts)—Various Artists—
 Casablanca (LP)
- THANK GOD IT'S FRIDAY (all cuts)—Various Artists—
 Casablanca (LP)
 RIO DE JAMEIRO—Gary Criss—Salsoul (12-inch)
 LET'S ALL CHANT/LOVE EXPRESS/SOUL TO SOUL/
 MUSIC FEVER/FREAK—Michael Zager Band—Private
 Stock (LP/12-inch)
 ROUGH DIAMONO/TOUCH MY HEART—Madleen Kane—
 Warner Bros. (LP)
 NUMBER ONE—Eloise Laws—ABC (12-inch remix)
 GETTIN'THE SPIRIT—Roberta Kelly—Casablanca (LP all
 cuts)
- 11 LET'S GET TOGETHER-Detroit Emeralds-Westbound
- MACHO MAN/KEY WEST/I AM WHAT I AM-Village People – Casablanca (LP)

 13 SLOTH/ENVY/ANGER/LUST – Laurin Rinder & W. Michael
- Lewis—AVI (LP)

 HOW MUCH, HOW MUCH I LOVE YOU—Love And Kisses—
- Casablanca (LP)

 15 AT THE DISCOTHEQUE/MAH-NAH-MAH-NAH—Lipstique—
 Tom 'N Jerry (LP)

MIAMIAREA

- This Week

 1 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY—

 1 Output (P./12,inch)
- Linda Clifford—Curtom (LP/12-inch)

 MACHO MAN/KEY WEST/I AM WHAT I AM— Village
 People—Casablanca (LP)
- ROMEO & JULIET Alec R. Costandinos & the Syncophonic Orch. Casablanca (LP/ 12-inch) COME INTO MY HEART/LOVE'S COMING-Baby Love— USA-European Connection—Marlin (TK) (LP)
- FROM EAST TO WEST/POINT ZERO/ORIENT EXPRESS/ LADY AMERICA— Voyage—Marlin (TK) (LP) LET'S ALL CHANT- Michael Zager Band-Private Stock
- HOW MUCH, HOW MUCH I LOVE YOU— Love And Kisses— Casablanca (LP) THANK GOD IT'S FRIDAY (all cuts)—Various Artists—
- COME ON DANCE, DANCE— Saturday Night Band— Prelude (LP)
- DANCE WITH ME— Peter Brown—Drive (TK) (12-inch)
- 15 I LOVE N.Y. Metropolis-Salsoul (12-inch)

NEW ORLEANS

- This Week

 1 MACHO MAN/I AM WHAT I AM/KEY WEST—Village
 People—Casablanca (LP)

 2 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY—
 Linds Clifford—Curtom (12-inch)
- 3 FROM EAST TO WEST/POINT ZERO/LATIN ODYSSEY-Voyage-Marlin (TK) (LP)
- 4 COME INTO MY HEART/LOVE'S COMING-Baby Love— USA-European Connection—Marlin (TK) (LP) 5 ROUGH DIAMOND/FEVER—Madleen Kane—Warner Bros.
- 6 COME ON DANCE, DANCE—Saturday Night Band—
- Prelude (LP) LET YOURSELF GO-T-Connection-TK (12-inch remix)
- WEST SIDE STORY (Medley)/EASE ON DOWN THE ROAD—Salsoul Orch.—Salsoul (12-inch)
- GETTIN' THE SPIRIT—Roberta Kelly—Casabianca (LP)
 GIMME SOME LOVIN'/DR. DOO DAH/AFRICANISM—
 Kongas—Polydor (LP)
- 11 LUST/GLUTTONY/ANGER-Laurin Rinder & W. Michael Lewis-AVI (LP)
- AT THE COPA—Barry Manilow—Arista (12-inch)
 STREET DANCE/MUSIC, HARMONY & RHYTHM—Brooklyn
 Dreams—Casablanca (12-inch remix)
- UNDER MY THUMB-THE SAME OLD SONG/SOUL SISTER—Ronnie Jones—Salsoul (12-Inch)

NUMBER ONE-Eloise Laws-ABC (12-inch remix) **NEW YORK**

- This Week

 1 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY/
 RUNAWAY LOVE/YOU ARE, YOU ARE—Linda
 Clifford—Curtom (12-inch)

- VOYAGE—all cuts—Marlin (TK) (LP) ROMEO & JULIET—Alec R. Costandinos & the Syncophonic Orch.—Casablanca (LP/12-inch)
- 6 COME ON DANCE, DANCE—Saturday Night Band— Prelude (LP)
- RISKY CHANGES/DANCE LITTLE DREAMER/BOOGIE BOO-Bionic Boogie-Polydor (LP/12-inch)
- LET'S ALL CHANT/LOVE EXPRESS/MUSIC FEVER/SOUL TO SOUL—Michael Zager Band—Private Stock (LP/ 12-inch)
- TAYIN' ALIVE/ NIGHT FEVER/MORE THAN A WOMAN— Bee Gees—RSO (LP/12-inch) ROUGH DIAMOND/TOUCH MY HEART—Madleen Kane— Warner Bros. (LP)
- THE GAROEN OF LOVE—Don Ray—Crocos (LP Import)
 LET YOURSELF GO—T-Connection—TK (12-inch remix)
 I CAN'T STAND THE RAIN—Eruption—Ariola (12-inch)
 - OANCE WITH ME-Peter Brown-Drive (TK) (12-inch)

PHILADELPHIA

- This Week

 1 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY/YOU

 ARE, YOU ARE/RUNAWAY LOVE—Linda Clifford—

 Curtom (LP/12-inch)
- VOYAGE-all cuts-Martin (TK) (LP)
- I LOVE N.Y.—Metropolis—Salsoul (12-inch) SEVEN DEADLY SINS—Laurin Rinder & W. Michael Lewis—AVI (LP)
- WHAT SHALL WE DO WHEN THE DISCO'S OVER?—Richard Hewson Orch.—AVI (12 inch)
- WEST SIDE STORY (Medley)/FIDOLER ON THE ROOF— Salsoul Orch.—Salsoul (LP)
- GRAND TOUR—all cuts—Butterfly (LP) AT THE DISCOTHEQUE—Lipstique—Tom 'N Jerry (LP)
- COME ON DANCE, DANCE—Saturday Night Band— Prelude (LP)
- 14 ROMEO & JULIET—Alec R. Costandinos & the Syncophonic Orch.—Casablanca (LP/12-inch)

PHOENIX

- This Week
 1 COME INTO MY HEART/LOVE'S COMING-Baby Love—
- USA-European Connection—Marlin (TK) (LP)
 SEVEN DEADLY SINS—Laurin Rinder & W. Michael
- SPOT—Saturday Night Band—Prelude (LP)
 NUMBER ONE/A THOUSAND LAUGHS—Eloise Laws—ABC
- (12-inch/LP)

 FLIGHT TO VERSAILLES/THE GRAND TOUR/CALIFORNIA

 DREAMIN'/LATE NOVEMBER—Grand Tour—Butterfly THAT'S THE KIND OF LOVE I'VE GOT FOR YOU - Ousty
- MACHO (A Real, Real One)/ALTERNATING CURRENTS/ HOLD YOUR HORSES, BABE—Celi Bee & the Buzzy
- Bunch—TK (12-inch)
 NIGHT FEVER/LET YOU COME INTO MY LIFE—Carol

- 3 COME ON DANCE, DANCE—Saturday Night Band—
- Prelude (LP) VOYAGE-atl cuts-Marlin (TK) (LP)
- COME INTO MY HEART/LOVE'S COMING-Baby Love
 USA-European Connection Marlin (TK) (LP)
 ROMEO & JULIET Alec R. Costandinos & the
 Syncophonic Orch. Casablanca (LP/12-inch)
- 8 THE GRAND TOUR—Grand Tour—Butterfly (LP)
- 10 LET'S GET TOGETHER-Detroit Emeralds-Westbound
- 11 tLOVE N.Y.—Metropolis—Salsoul (12-inch)
- 13 GETTIN' THE SPIRIT—Roberta Kelly—Casablanca (LP)
- 14 SEVEN DEADLY SINS—Laurin Rinder & W. Michael Lewis—AVI (LP)

SAN FRANCISCO

- This Week

 1 GETTIN' THE SPIRIT—Roberta Kelly—Casablanca (LP) 1 GETTIN' THE SPIRIT - ROUGE OF ROW/ SYPSY LADY/
 RUNAWAY LOVE - Linda Clifford - Curtom (LP/12-
- 3 COME ON DANCE, DANCE-Saturday Night Band-Prelude (LP)

- 7 RIO DE IAMEIRO—Gary Criss—Salsoul (12-inch)
 8 LET'S GET TOGETHER/TURN ON LADY/I CAN'T SEEM TO
 FORGET YOU—Detroit Emeralds—Westbound (LP)
 9 MACHO MAN/KEY WEST/I AM WHAT I AM—VIIIage
 People—Casablanca (LP)
 10 YOU ARE MY LOVE/PLAY WITH ME—Sandy Mercer—H&L
 (LP/12-inch)
 11 DANCE WITH ME/YOU SHOULD DO IT—Peter Brown—
 Drive (TK) (12-inch)
 12 YO'AGE—311 cuts—Martin (TK) (LP)
- 12 VOYAGE—all cuts—Marlin (TK) (LP)
- YOU REALLY GOT ME—Eclipse—Casablanca (LP)
 AT THE DISCOTHEQUE—Lipstique—Tom 'N Jerry
 (Salsoul) (LP)

- 2 FROM EAST TO WEST-Voyage-Marlin (TK) (LP)
- 4 I CAN'T STAND THE RAIN—Eruption—Ariola (12-inch) 5 NIGHT FEVER—Carol Douglas—Midsong (12-inch)
- 7 IF MY FRIENDS COULD SEE ME NOW—Linda Clifford— Curtom (12-inch/LP)
- 9 LET'S GET TOGETHER—Detroit Emeralds—Westbound
- THANK GOD IT'S FRIDAY (all cuts)—Various Artists— Casablanca (LP) 14 YOUR LOVE IS SO GOOD FOR ME-Diana Ross-Motown

MONTREAL

- 1 LET'S ALL CHANT—Michael Zager Band—Quality (LP) 2 I CAN'T STAND THE RAIN-Eruption-GRT (LP)
- VOYAGE-Voyage-RCA (LP)
- 7 STREET DANCE-Brooklyn Dreams-Quality (12-inch)
- 8 TUXEDO JUNCTION-Tuxedo Junction-RCA (LP)
- 11 RIO DE JANEIRO—Gary Criss—RCA (12-inch) 12 DANCE WITH ME-Peter Brown-CBS (LP)
- 13 BAMALAMA-Belle Epoque-Solo (12-inch) 14 FEELIN' THE SPIRIT—Roberta Kelly—Polydor (LP)
 - 15 ACTION 78-Erotic Drum Band-Down (12-inch)

PITTSBURGH

- This Week

 1 VILLAGE PEOPLE—all cuts—Casablanca (LP)
- 2 IF MY FRIENDS COULD SEE ME NOW/GYPSY LADY— Linda Clifford—Curtom (12-inch/LP)

- YOUR LOVE IS SO GDOD FOR ME—Diana Ross—Motowr (12-Inch remix)
- 9 WEST SIDE STORY (Medley)—Salsoul Orch.—Salsoul (12
- 12 LET YOURSELF GO/GROOVE TO GET DOWN—T-Connection—TK (12-inch remix)
- 15 DANCE WITH ME-Peter Brown-Drive (TK) (12-inch)
- 4 ROUGH DIAMOND/FEVER/TOUCH MY HEART/C'EST SI
- BON-Madleen Kane-Warner Bros. (LP)

 5 MACHO (A Real, Real One) Celi Bee & the Buzzy
 Bunch-TK (12-inch)

 6 THANN GOD IT'S FRIDAY Various Artists Casablanca
 (LP all cuts)

 7 RIO DE JANEIRO-Gary Criss-Salsoul (12-inch)

- 15 COME INTO MY HEART/LOVE'S COMING-Baby Love-USA-European Connection—Marlin (TK) (LP)
- SEATTLE/PORTLAND
- This Week

 COME INTO MY HEART/LOVE'S COMING-Baby Love—
 USA-European Connection—Marlin (TK) (LP)
- 3 MACHO MAN—Village People—Casablanca (LP)
- 6 I FEEL GOOD—AI Green—HI (Cream) (12 inch/LP)
- 8 GIMME SOME LOVIN'/AFRICANISM/DR. DOO DAH— Kongas—Polydor (LP)
- 10 BIONIC BOOGIE-all cuts-Polydor (LP/12-inch) UNDER MY THUMB—Ronnie Jones—Salsoul (12-inch) 12 LET YOURSELF GO-T-Connection-TK (12-inch remix)

15 COME ON DANCE, DANCE-Saturday Night Band-

- MACHO MAN-Village People-Polydor (LP)
- 6 DISCO DUB—David Boydell—London (12 inch)
- 9 AT THE DISCOTHEOUE-Lipstique-Polydor (LP) 10 FUTURISTIC JOURNEY-Bidu Orch.-CBS (LP)

National Disco Action Top 40

Meek Last TITLE(S), ARTIST, LABEL Ŧ IF MY FRIENDS COULD SEE ME NOW/ VOYAGE-all cuts-Marlin (TK) (LP) COME INTO MY HEART/LOVE'S COMING— EASY LOVE—USA— European Connection—TK (LP) MACHO MAN/KEY WEST/I AM WHAT I AM-Village People—Casablanca (LP) 7 COME ON DANCE, DANCE—Saturday Night

Band-Prelude (LP) 5 ROMEO & JULIET—Alec R. Costandinos & the Syncophonic Orchestra—Casablanca (LP/12-inch)

6 RIO DE JANEIRO—Gary Criss— Salsoul (12-inch) SEVEN DEADLY SINS—Laurin Rinder & W. Michael Lewis--AVI (LP)

12 GETTIN' THE SPIRIT—Roberta Kelly-

13 LET'S GET TOGETHER/TURN ON LADY
Detroit Emeralds—Westbound (LP MUSIC FEVER/LET'S ALL CHANT/LOVE

14 LET YOURSELF GO-T-Connection-TK (12

I CAN'T STAND THE RAIN-Eruption-

THANK GOD IT'S FRIDAY—all cuts—Various Artists—Casablanca (LP)

EXPRESS—Michael Zager Band—Private Stock (LP/12-inch)

14 15 DANCE WITH ME-Peter Brown-Drive (LP/12-inch)

15

23 17

ROUGH DIAMOND/FEVER/TOUCH MY HEART—Madleen Kane—Warner Bros. (LP) AT THE DISCOTHEQUE—Lipstique—Tom 'n Jerry (Salsoul) (LP)

FLIGHT TO VERSAILLES/LATE NOVEMBER/ CALIFORNIA DREAMIN'—Grand Tour— Butterfly (LP) 39 GARDEN OF LOVE—Don Ray—Crocos

GIMME SOME LOVIN'/AFRICANISM/DR. DOO DAH—Kongas—Polydor (LP)

I LOVE N.Y.—Metropolis—Salsoul (12-inch)

NUMBER ONE/ONE THOUSAND LAUGHS— Eloise Laws—ABC (12-inch) HOW MUCH, HOW MUCH I LOVE YOU — Love And Kisses—Casablanca (LP)

24 16 PLAY WITH ME/YOU ARE MY LOVE—Sandy Mercer—H&L (12-inch/LP) WEST SIDE STORY (Medley)/EASE ON DOWN THE ROAD/FIDDLER ON THE ROOF—Salsoul Orch.—Salsoul (12-inch/LP)

BIONIC BOOGIE (entire LP)—Bionic Boogie—Polydor (LP/12·inch) 23 CELI BEE & THE BUZZY BUNCH—all cuts— TK (LP/12-inch)

WHAT SHALL WE DO WHEN THE DISCO'S OVER?—Richard Hewson Orch.—AVI (12-inch) NIGHT FEVER—Carol Douglas— Midsong (12-inch) 25 YOUR LOVE IS SO GOOD FOR ME—Diana Ross—Motown (12-inch remix)

AT THE COPA—Barry Manilow—Arista (12-inch) YOU REALLY GOT ME-Eclipse Casablanca (LP) I FEEL GOOD—AI Green—H (Cream) (12-inch/LP)

THAT'S THE KIND OF LOVE
I'VE GOT FOR YOU—Dusty Springfield—
United Artists (LP)

28 STAYIN' ALIVE/NIGHT FEVER/MORE THAN A WOMAN—Bee Gees—RSO (LP/12-inch) UNDER MY THUMB/THE SAME OLD SONG/ SOUL SISTER—Ronnie Jones—Salsoul (12-inch)

30 SHAME-Evelyn "Champagne" King-RCA

STREET DANCE/MUSIC, HARMONY & RHYTHM—Brooklyn Dreams— Casablanca (12-inch remix) TRUST IN ME/DON'T TRY TO WIN ME BACK—Vicks Sue Robinson—RCA (12-inch remix)

(12-inch remix)

40 EVERYBODY DANCE/YOU CAN GET BY-

Compiled from Top Audience Response Records in the 15 U.S. regional

- 7 HOW MUCH, HOW MUCH I LOVE YOU Love And Kisses-
- MANIOW-Arista (LP)

 COME INTO MY HEART/LOVE'S COM ING-Baby Love—
 USA-European Connection—Martin (TK) (LP)

 GIMME SOME LOVIN'/AFRICANISM/DR. DOO DAH/
 TATTOO WOMAN—Kongas—Polydor (LP)

 MACHO MAN—Village People—Casablanca (LP)
- 15 ROMEO & JULIET-Alec R. Costandinos & the Syncophonic Orch.—Casablanca (LP/12-inch)

- RIO DE JANEIRO-Gary Criss-Salsoul (12-inch)
- 8 LET'S GET TOGETHER-Detroit Emeralds-Westbound

- GETTIN' THE SPIRIT Roberta Kelly Casablanca (LP all
- THE GARDEN OF LOVE—Don Ray—Crocos (LP import)
 I CAN'T STAND THE RAIN— Eruption—Ariola (12-inch)
 GIMME SOME LOVIN'/AFRICANISM/DR. DOO DAH/
 TATTOO WOMAN—Kongas—Polydor (LP)

Compiled by telephone from Disco D J Top Audience Response Playlists representing key discotheques in the 16 major U.S. Disco Action Markets.

- COME INTO MY HEART/LOVE'S COMING-Baby Love—
 USA-European Connection—Marlin (TK) (LP) RIO DE JANEIRO-Gary Criss-Salsoul (12-inch)
- MACHO MAN/KEY WEST/I AM WHAT I AM -Village People Casablanca (LP)

- 2 RIO DE JAMEIRO Gary Criss Salsoul (12-inch)
- COME INTO MY HEART/LOVE'S COMING-Baby Love— USA-European Connection—Marlin (TK) (LP)
- MACHO MAN-Village People-Casablanca (LP) FCAN'T STAND THE RAIN—Eruption—Ariola (12-inch)

15 GETTIN' THE SPIRIT—Roberta Kelly—Casablanca (LP)

- Lewis—AVI (LP)
 WHAT SHALL WE DO WHEN THE DISCO'S OVER?—Richard
 Hewson Orch.—AVI (12-inch)
 MACHO MAN—Village People—Casablanca (LP)
 COME ON DANCE, DANCE/TOUCH ME ON MY HOT
- I THE NATU OF LOVE ITYE GOT FOR YOU—Ousty Springfield—United Artists (LP)

 IF MY FRIENDS COULD SEE ME MOW/SYPSY LAOY—
 Linda Clifford—Curtom (12-inch/LP)

 YOYAGE—all cuts—Marlin (TK) (LP)

 SUPERSLICK/LOYEMAKER/BOOGIE UPTOWN—WhamGRT (LP)
- 13 NIGHT FEVER LET TO GO STATE
 DOUGHS—Midsong (12-inch)
 14 LET'S GET TOGETHER TURN ON LADY—Detroit
 Emeralds—Westbound (LP)
 15 ATTHE DISCOTHEQUE—Lipstique—Tom 'N Jerry
 (Sabound (LP)

Club Chain Launches '2001 Records' Label

• Continued from page 1

an important role in distribution plans for the new label.

According to Parris Westbrook, director of operations for 2001 Clubs, first releases from 2001 Records will initially be distributed through the chain's 22 franchises and affiliates across the country, as well as through the nation's leading disco record pools.

Negotiations are also underway with a number of major record companies and independent distributors for comprehensive distribution of the products.

First release on 2001 Records is "Summer In Malibu" by Lou Christie & Sweet Breeze. The tune, written and produced by Christie, is



available in both 7-inch 45 r.p.m. singles and 12-inch, 33½ r.p.m. disco disk configurations.

The record, described by Westbrook as "a very danceable Top 40 product," is the first of several releases planned by the company this year. "What this means is that 2001 Clubs of America intends to become solidly entrenched in the record business," states Westbrook.

So far, sales of "Summer in Malibu" have been described as "encouraging." Most of the records sold so far have been to 2001 patrons. Clubs in the chain are large, with the 12 largest accommodating in excess of 2,000 people per night.

Westbrook feels that if half the

Westbrook feels that if half the patrons bought a copy of the release, the decision to launch the label would have been well worth while. Patrons to Oz are also expected to be prime customers.

The new Oz clubs, two of which are already in operation, are being structured along the same lines as the parent company. However, no alcohol is being served. Patrons will be drawn from among the 16 to 21 age group. The parent chain is geared to an over 21 audience. There will also be some modifications to the music played at Oz.

Programming for the adult clubs span the spectrum of available music formats, but Westbrook expects that the music played in Oz will be more youth-oriented, incorporating rock, punk rock, disco, pop and other danceable sounds.

Sigma Sound Is Taping Hotbed

PHILADELPHIA—Eartha Kitt, now starring on Broadway in "Timbukto," an all-black remake of "Kismet," has recorded a number of disco songs for use in the Crazy Horse Saloon in Paris.

The songs, which were commissioned exclusively for use at the Crazy Horse and will not be made available for commercial release, were recorded at Sigma Sound Studio, here by Jacques Morali, French-based producer of the Ritchie Family and the Village People.

Meanwhile Sigma Sound is emerging as one of the leading disco music hit factories in this area. Recently the Trammps returned here to record their fourth album for Atlantic Records, Atlantic is also reissuing the group's single, "Disco Inferno" as a followup to its "Saturday Night Fever" success. Both tunes were recorded at Sigma Sound.

At this studio too, Vincent Montana Jr., recently recorded his first album for Atlantic titled, "Montana."

Street, Trax: Rough Diamond, Madleen Kane: For You, Prince: Pulstar, McLaine Explosion; imp—Future Mystic Journey, Biddu Orch.; Hot R/S; Quartz; Back to Music, Theo Vaness: Garden of Love, Don Ray w/Cerrone; At the Discoteque, Lipstique; Vamps (red vinyl); Stop Telling Lies, Hurricane Fife. 12" dom—Freak with Me, Universal Robot; imp—Black Star: Action '78. Erotic Drum Band: Make Love to Me, Kelly Marie; I Can't Stand the Rain, Eruption.

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LOS ANGELES—Busy **Ken Scott** is producing the film score to Jon Peters' upcoming "Eyes Of' Laura Mars" at **Chateau** with music by **Micholski & Oostryeen** for Columbia. Scott also producing M&O's Columbia LP.

Bruce Botnick producing and mixing Les Dudek for Columbia at Larrabee Sound. Kenny Nolan also in for Polydor doing overdubs, Roger Young engineering, while Tony Hogarth continues producing Studs, an Australian band, for Wizard Records, Marc Piscitelli behind the board assisted by Betsy Banghart.

Epic's George Duke new LP cut by John Golden with George Duke producing at Kendun and Kerry McNabb engineering and supervising. Also there, Wendy Waldman's new LP on Warner Bros. cut by Golden with producer Mike Flicker and Waldman in for the session. And comedian Steve Martin cut a single called "King Tut" with Bill McEuen producing and Geoff Sykes engineering. . . . Richard and Gloria Jones producing Gonzales at Music Recorders, Mike Perricone producing.

At Crystal Sound: Frank Wilson cutting tracks for Lenny Williams; Tower Of Power contributing to a Rene Geyer project, Kevin Beamish engineering; Trevor Lawrence doing horn overdubs for Joe Farrell while also working on a Burt Somers project doing vocals and overdubs, John Fischbach behind the board; and Leoanrd Caston mixing Minnie Riperton, Dave Henson at the board.

John Mayhall continuing to record an ABC LP at Filmways/Heider, Biff Dawes at the board.
... Neil Portnow mixing Fandango's second RCA LP at Producer's Workshop, Gus Mossler the engineer. Also there, Jim Mason mixing Racing Cars for Chrysalis, Eric Prestidge at the board.

Helix doing some work on an upcoming LP at Devonshire with Eric Schilling and Ron Malo behind the board, Allan Blazek producing for Pandora Productions. . . Brian Ahern producing Rodney Crowell, Emmylou Harris' guitar player, who is cutting a solo LP at Sierra Pacific for Warner Bros.

Out Of Town Notes:

Gabriel in at Kay-Smith, Seattle, cutting tracks for an Epic Sweet City LP, Carl Maduri and Buzz Richmond producing. Buckacre also finishing up an MCA LP there.

The Fanta mobile truck doing house recordings and remixes for Tracy Nelson in Nashville, Travis Rivers producing. The Fanta remote unit also cut Parliament Funkadelic at the Tarrant County Convention Center, Ft. Worth.

J. Boy Adams at Ardent Studios, Memphis, cutting a second LP for Atlantic, Bill Ham of Lone Wolf Productions producing. . . . At Secret Sound, New York: Michael Zager producing Love Child's Afro-Cuban Blues Band for Arista, Jerry Love the executive producer with Rick Rowe at the board; and Billy Squier producing himself, Rowe at the board.

New York band Lover at Bearsville Studio, Bearsville, N.Y., cutting an LP with producer Neal Teeman and engineer Tom Edmunds assisting. . . . Axis set to record a debut LP for Hologram Records at New York's Record Plant, Andy Johns producing.

The Bee Gees returning to Miami's Criteria to begin work on a new studio LP with co-production by Karl Richardson and Albhy Galuten for Karlbhy Productions. Other activity at Criteria sees Dave Mason mixing his upcoming CBS LP, Ron Nevison co-producing with engineering help from Steve Klein and Sheila "Sam" Taylor; Crosby, Stills & Nash working on a new Atlantic LP, Ron and Howard Albert co-producing with Steve Gursky engineering; Johnny Rivers producing himself for Atlantic with Dean Parks and engineer Jerry Masters; and Ted Nugent starting tracks for a new Epic LP. Lew Futterman producing and Tom Werman co-producing, Steve Klein and Kevin Ryan behind the console.

The Filmways/Heider remote and audio services arms handled all sound and broadcast facilities for the Academy Awards show at the Music Center. In Filmways/Heider recording activity: Spellbound completed its debut EMI America LP, while projects continue for Robin Trower, Fandango and the "Grease" Soundtrack.

The Filmways/Heider San Francisco studios had Capitol's Crimson Tide in for horn overdubs with Tower Of Power with John Carter producing and Doug Rider and Allen Sudduth at the controls

At Capricorn Sound Studios, Macon, Ga., Deke Richards producing Black Oak for a second Capricorn LP, Sam Whiteside and David Pink-



X-RATED—Who drummer Keith Moon, right, drops by a London recording studio to chat with Generation-X's Billy Idol during a recent session. Generation-X's debut LP on Chrysalis is slated for April release.

ston engineering: Kurt Kinzel mixing a tape of Sea Level cut at New York's My Father's Place for a BBC network special; and Johnny Sandlin producing Kingfish with Kurt Kinzel and Steve Tillisch behind the board.

Stuart Levine producing Marshall Tucker Band at Criteria, Miami, Kurt Kinzel engineering, with overdubbing and mixing at Hollywood Sound Recorders, L.A., with Rik Pekkonen assisting

At Kingdom Sound, Long Island, N.Y., Flo & Eddie producing D.M.Z. for Sire Records, Clayton Hutchinson engineering with John Devlin assisting. Also, Ken Lewis, Leon Pendarvis and Howard Jennings producing Diamond Collection, with Hutchinson and John Devlin at the board.

John Cale's recording projects for Spy Records at the Big Apple Recording Studio, N.Y., include Bob Neuwirth, the Accessaries, the Poles and Judy Nylon, Michael Young at the console with help from Roddy Hui.

Recent recording activity at Quadraphonic, Nashville, includes: Work on a new Stella Parton song with Gene Eichelberger at the board and David Malloy producing; Jack Clement working on new cuts with Eichelberger on the mixing board; Donna Fargo with her producer Stan Silver working on a new LP, Eichelberger enginering; Eddie Rabbit's new LP with David Malloy producing for Elektra and Eichelberger engineering; and Norbert Putnam completing the production of a new Jesse Winchester album on Bearsville, Jimmy Stroud the assistant engineer.

Don McLean set for recording sessions at Jack Clement Recording Studios, Nashville, with producer Larry Butler with Billy Sherrill at the controls. Jim Fogelson also producing Roy Clark and sidekick Buck Trent at Clement Studios for an instrumental LP with Jim Williamson, general manager at Clement, engineering the sessions.

Arista Records brought Gladys Knight with producer Tony Camillo into United Sound Sys-

tems, Detroit, for vocal overdubs with Gerry Estes as engineer. Also there, George Clinton working on a new project with the Brides of Dr. Funkenstein co-produced by Clinton and Ron Dunbar; Bootsy Collins cutting some tracks and overdubs for Bootsy's Rubber Band, Jim Vitti engineering; and Don Davis producing the Skyliners for Tortoise.

Muscle Shoals Sound Studios, Sheffield, Ala., activity includes: Steve Alaimo, TK Productions, producing Bennie Latimore, Steve Melton and Gregg Hamm at the board and Ron Haffkine continuing to produce Dr. Hook, Melton and Hamm engineering.

JIM McCULLAUGH

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LOS ANGELES—East Stroudsburg State College, East Stroudsburg, Pa., will be offering a three-credit course in music sound recording and amplification to be given the 1978 fall semester by the Educational Communications Department

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The Entertainment Industry

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International

Danger Signs For U.K. Industry Posted In New Economic Report

LONDON-The optimistic industry view that times of economic gloom spell boom times for escapist entertainment such as records and movies is given a severe hammering in a new report on the music busi-

It is published in the journal Retail Business, researched and produced by the Economist Intelligence Unit.

Eschewing the normal economic report jargon, it talks of the "phenomenon of rackjobbing" which now has taken up a third of the entire U.K. market. It notes that tvpromoted compilation albums have met with a stormy reception in the industry and, if maintained for

6 Consecutive No. 1 Hits From Pink Lady Duo

TOKYO-Pink Lady, the nation's super-successful sing-and-dance duo, has scored again with another chart-topping single to become the first artists in the music industry here to have six number one hits in a row.

Until the first week of April, they had to share the honors for five consecutive number ones with Mari Amachi, Momoe Yamaguchi and Goro Noguchi.

Pink Lady started making chart history with "Sergeant Pepper," their first million-seller. "SOS" followed, selling 1.05 million copies, "Carmen '77" (1 million), "Nagisa no Sindbad" (1.3 million), no Sindbad" (1.3 million), "Wanted" (1.5 million) and "UFO" with 1.7 million copies. The latest blockbuster, "Southpaw," cruised past the million mark at the end of March in less than a week after its long, could spell trouble for the

more venturesome among retailers and the more experimental among performers.

On rackjobbing, the report uses British Phonographic Industry figures to show value and volume of sales between 1972 and 1977 to illustrate the dramatic drop in volume since the 1974 peak. The drop has accelerated as the general economic situation has bottomed out.

The report goes on: "The escapist logic may have made sense in the 1930s, but not in the age of television.

"Over-all the market showed explosive growth in the early 1970s, paralleling a similar trend in sales of record players and hi fi hardware, but then tailed off. It has contracted since 1974, with no sign yet visible of

upturn.
"It is interesting to note that trading up from singles to albums was responsible for much of the growth and subsequently trading down again has been responsible for the contraction.

The Economist Intelligence Unit has found some new music industry angles. Taking the 1976 total retail value of the record and tape market as £250 million (around \$440 million), and putting the statistical average British family at 2.83 people, it shows a figure of just £13.38 spent annually on recorded music per household, around \$20-\$24.

Another point made is that a figure of 35 million-plus blank cassettes sold last year indicates that the statistical family unit buys more than twice as many blank tapes as prerecorded.

As for tv compilations, the report makes the grim point: "All compilation producers depend on the willingness of the major record companies to supply them with top-name stars. So far, both seem to be making a profit from the practice.

"But the situation could change suddenly regarding availability of material and then the compilation men could disappear as suddenly as they arrived on the scene.'

It says commentators in the trade are not happy with the development for they see it threatening future innovation and variety. It goes on: "Television has become the dominant medium for promotion. As a result, the break-even point of sales for new releases is made that much higher and it is for this reason that compilation albums represent a threat to variety and experi-mentation."

Describing the retail side of the business as "currently in turmoil" with mass discounting by multiples forcing some 80% of all outlets to sell

(Continued on page 70)



CAPALDI VISIT-Jim Capaldi and his new band, the Contenders, pause during an extensive debut European tour at a party at Polydor International headquarters in Hamburg, honoring the band's album "The Contender." Left to right, Ray Schmidt-Walk, international marketing manager, Deutsche Grammophon; John Glover and Dick Polack, Capaldi management; Willi Schloesser, international manager, Chappell; Chris Georgi, product manager, DG; Herbert Winter, Polygram group public relations; Jim Capaldi; Stuart Newton, Chappell, London; Graham Haysom, manager popular music management; Hille Hillekamp, popular music management.

Tax Inequity Is Charged In French Industry Study

By HENRY KAHN

PARIS-The inequity of the French tax on records compared to the tax on books is one of the points stressed in a study of the French record industry. The study appears in Sonore, the monthly magazine published by SNEPA, the French record company syndicate.

For every \$2 disk sold, the public pays more than 50 cents in tax. For the same price book the tax is only 14 cents, it reports.

On the more positive side, figures show that the industry employs 6,200 people, not including those working in the associated areas of printing and distribution.

An indication of the success of the industry can be seen in the sales chart jumping from 105.5 in 1971 to 167 in 1976. At the same time the price chart showed only a modest increase: from 99.4 to 119.8.

Also emphasized is the situation over the last Jacques Brel album, released by Barclay. Much heralded in all territories, the album was used as "bait" by some wholesalers and retailers. Most chain stores cut the price, seriously reducing sales by smaller dealers. The highly orchestrated promotion on the album led to an enormous demand from which only the cut-price merchants really found benefit, the report states.

But SNEPA explains this was not the fault of the record company. While French law forbids sales below cost, or at a loss, it does not forbid cut prices. But the law forbids a refusal to sell, which meant that Barclay could not refuse to sell disks to the price-cutters.

The article closes by listing the gold disk awards for 1977. They totalled nine singles and 78 albums, with Pathe awarded 18, RCA 17, Phonogram 16, WEA 15, Polydor 10 and CBS 5. At artist level, Pink Floyd came top with five awards.

Czechs Host Intl Pop Acts

By LUBOMIR DORUZKA

PRAGUE-Concerts by international pop stars, normally very rare here, took on new prominence in Czechoslovakia recently with two

Italian singer Drupi performed twice in Lucerna Hall, following his

success at the Bratislava Lyre festival last June. His popularity here is based above all on local cover ver-

sions of his titles by Czech artists.

"Sereno E," recorded by Karel Gott, had total sales (singles and albums) of nearly 400,000, a record tally in the Czech marketplace. Another Drupi title, "Piccola e Fragile," has had considerable success through an instrumental version by soprano saxophone player Felix Slovacek.

Drupi's original recordings have never been offered on the Czech market but following his Bratislava and Prague appearances an album is now due from Supraphon.

Also featured in concerts at the Lucerna Hall was Polish singer Czesław Niemen. Though he had been brought to Czechoslovakia before by Pragokoncert, he had not previously performed in a big hall in Prague. His last tour included only smaller venues in suburban towns.

Three of his Prague concerts were organized by a local rock-jazz asso-ciation, featuring Niemen as the show closer after a program of local rock and jazz groups. The fourth was a one-man show featuring new rep-

FEBRUARY FIGURES

Tapes Far Outpace Disks In Japan

TOKYO-February production of prerecorded tapes, with a big 34% increase over last year, far outdistances the small 5% gain in disk production for the same period in 1976, according to the Japan Phonograph Record Assn.

Manufacturers have obviously not yet been successful in turning around the disk slowdown.

Cassettes were again the big scorers in the tape rise. They represent 43% of the almost 3 million tapes produced in February and 51% of their over \$20 million value.

Cartridge volume increased 11%, but value dipped 12%.

February's 13.5 million-plus disks, worth about \$50 million, represent a decline of 13% and 18% in quantity and value, respectively, over the month of January. Singles went up 11% in quantity and 10% in value from the same month the year before, while LPs staved off a quantity decline only to dip 2% in value.

Tape volume was up 1% but value declined 15% from the January fig-

International

appointed Teddy Meier as coordinator for Germany, Austria and Switzerland, including responsibility for liaison with Phonogram, the Chrysalis licensees, in product release, promotion, publicity, sales and marketing. He reports to Arthur Cookson, European marketing manager, and is to be based in Hamburg.
United Artists Records in London

has completed its recent series of personnel changes, largely stemming from the departure of former managing director Martin Davis and a&r chief Andrew Lauder to set up Radar Records. Iain MacLay is sales promotion manager; Howard Berman is label manager, having previously run the UA sales promotion office. In the promotion division,

Soirées e Vienne Liszt Valses caprices Schubert

under head of promotion Geoff Morris, Dave Phimister is now promotion assistant, having previously been with Noel Gay Music and

Jerry Turner has been named pop product marketing manager for CBS U.K., with over-all responsibility for product management, the press of-fice and artist relations.

Utopia Records in London has appointed Lisa Denton as general manager. The company is signed to Phonogram on a distribution basis, and Denton was with that company as pop marketing manager. At Utopia she will be involved in all aspects of the company's operation, working at first on the publishing

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Self-Help Ploy Blossoms Into 'Backwater' One-Stop

LONDON-A West of England record dealer's self-help scheme for fellow retailers is now, just six months after its start, subject of a bold expansion move.

Eric Moss, of Moss Music, Bide-

ford, Devon, is to develop his bulk buying project into a complete wholesaling, one-stop and distribu-tion business. He set up the original scheme last November last year and it immediately attracted 120 small independents in the area.

The project involves negotiating

Basart To Sell Rainbow Label In Benelux Mart

BUSSUM, Holland-Dutch record company Basart has signed a three-year Benelux distribution deal with the U.K. Rainbow label of former Arista-U.K. head Aaron Six. The deal was initiated at this year's MIDEM in Cannes

First Rainbow releases will be a single and album by U.K. hard-rock group Trapeze, and a single and album from the Beaver Brothers, also from the U.K. Coming next will be the single "The Heartbreak Kid." of rock band Ricky and the Numbers.

Former Traffic drummer Jim Capaldi has started work as a producer for Rainbow and has already produced an album by U.K. singer Annette Peacock, for release here in the good discounts with manufacturers and passing them on to members.

The number of shops he serves by this postal method is now at a ceiling point. While the number of shops has not increased much, the average size has increased, with some of the smallest independents dropping out and being replaced.

Now a warehouse distribution center is being built to meet the demands of the expansion scheme.

In record retailing for less than two years, Moss brings to the trade experience as a production manager in industry. He was from the start determined to increase sales and profits in an area of the country which manufacturers, and dealers themselves, regarded as "a back-

When Moss opens his new business he estimates it could be used by 400 or more dealers who presently have to rely on deliveries from manufacturers, or from wholesalers based in London or the Midlands.

A West-country one-stop would make it possible for them to have same-day supply because they could call and collect product themselves.

Moss says his new idea is "one step on" from the original scheme. Instead of bulking together orders from members before ordering from manufacturers, he can now, he claims, "predict what they will need, specially where albums are concerned, and buy them in beforehand for quicker deliveries.

PIRATE HAWKERS RUN FOR COVER

Jolly Roger Furled In Hong Kong

Continued from page 1

rate product, illicit producers are scattered and more difficult to apprehend than retailers.

Enforcement was spearheaded by Hong Kong's Custom and Excise Service, whose special copyright unit, formed in late 1973, was only recently strengthened to a complement of 41 officers from the previous seven-man force.

Although the unit, in cooperation with industry groups, has brought about a number of significant seizures from pirate manufacturers, distributors and retailers since its formation, its relative lack of manpower prevented the mounting of a continuous campaign.

Beefing up of the copyright unit came after pirate sales by hawkers. said to be protected by triads (the Hong Kong equivalent of the mafia) became so blatant it could no longer be ignored. Addition of staff was authorized in mid-1977, with recruitment and training underway since.

Planning for the drive against pirate hawkers began several months ago and the actual campaign was preceded by ample publicity to alert illegal traders and that were to be

Also effective was an address by Dave Young, director of the International Federation of Phonographic Industries' Asian and Pacific regional office, before the Rotary Club here on the piracy probelm and the pending enforcement thrust. Young's speech was given wide coverage on television, radio and in the

The publicity campaign and the apparent conviction on the part of the traids that the government was serious in its purpose led to an immediate cessation of hawker traffic

Some attempt was made to return to the streets with pirate tapes during the Easter holidays, but raids by the copyright unit resulted in 18 seizures and 24 arrests.

Except for sporadic appearances by isolated hawkers. Hong Kong is now remarkably free of pirate retailers, says Young. Mobile patrols take care of these violators, he adds.

As yet, industry spokesmen are reluctant to predict how much of the sales volume held formerly by pirates will revert to the legitimate fold. Since pirates accounted for half of all sales, in dollars, the potential is considered enormous. In any case, a healthy increase in the legitimate market is seen. Young notes.

Penalties against pirate manufacturers are severe. Any illicit producer found in possession of duplicating equipment is liable, upon conviction, to a fine of 50,000 Hong Kong dollars and a two-year prison

Persons found in possession of pirate product may be fined 1.000 Hong Kong dollars for every unauthorized tape and to imprisonment for 12 months. Normally, all equipment and tapes seized are also confiscated.

Although exporting pirated tapes is not specifically prohibited, the illegal status of such manufacturers is expected to act as an inhibiting factor to open overseas shipment. Despite this, however, Young is concerned that exports say rise

Action to restrict pirate exports will require the cooperation of the international recording industry.

Young also notes that there has been a significant decrease in the once widespread taping records by local retailers. Taping on demand formerly cut deep into legitimate sales, he says, but numerous civil actions in recent months have sharply reduced the practice.



DUTCH TREAT-Mother's Finest performing on Holland's national television program, Top Pop. The CBS act has accepted an invite to appear at the Dutch Pink Pop Festi-

From The Music Capitals Of The World

LONDON

Roland Rennie, local music industry pioneer, former managing director of Polydor and Chappell executive, celebrating his 25th anniversary in the business by setting up Roland Rennie Enterprises Ltd., a production, publishing and consultancy outfit, with producer-writer Emil Zoghby as his partner.

Randy Newman coming in next month for this first U.K. tour in four years, backed by a major WEA campaign repromoting his album "Little Criminals." . Football World Cup fever over Scotland's chances in the finals in Argentina reflected in several record releases, including "Marching To Argentina" by the **Tartan Lads** and "Easy Easy," first out for the last competition but updated by Bill Martin and Phil Coulter.

CBS here signed new long-term licensing deal with U.S.-based Prelude label, product to appear with a Prelude logo identity. . . . David Apps has set up a new management company. Shire Artists, representing Allan Clarke, the Walker Brothers and Ian Carr and Nucleus.

May issue of local "Country Music People" magazine its 100th. . . . Colored vinyl, offering choice of red, blue, green, yellow, white, transparent and "marble or psychedelic" multi-colored disks now produced in the U.K. for the first time by Doeflex Compounds of Swindon. Former motor mechanic and shoe salesman Adrian Juste now handling two-hour Saturday morning show for BBC Radio One

Jonathan King standing for parliament elec-tion as Royalist Party candidate for the constituency of Epsom and Ewell in a bye-election (27). . . . Canadian cabaret and country artist Ronnie Prophet to compete all three days of next year's International Festival of Country Mu sic at Wembley here.

Label Records, one of the U.K.'s youngest in dependents set up new outlet Boa Records, first product by Tribesmen, London-based black band featuring former members of the Otis Waygood Band and Black Slate. . . . Sudden death from heart attack of Peter Gerber, 34, who formerly ran Main Man Ltd. in the U.K. representing David Bowie and Mott the Hoople, and later working as independent business manager to many artists.

Clark's Show Company here in promotional link with The Coasters 20 Great Originals (Atlantic) via its Coasters line of canvas shoes. . . . Keyboard man **Don Snow** and guitarist **Dave** Birch have joined the Vibrators, following the 'amicable' departure of founder member John U.K. conductor/composer Ron Goodwin, working with the New Zealand Symphony Orchestra, shipped gold in that country for the album "Going Places," first time an orchestral LP has shipped as high as 16,000 units there.

The Singing Nun, who had a big hit in 1962 with "Dominique," and who toured U.K. but now works as a lay preacher in Brussels, being sued for \$150,000 unpaid income tax on her

ABBA HOAX IN FINLAND **CAUSES STIR**

HELSINKI-A young man, reportedly in his early 20s, has caused nationwide confusion by placing a bogus Abba concert advertisement in Helsingin Sanomat, a leading lo-

cal newspaper.

The ad, which bore the names of Oy Discophon Ab, AB Polar Music International and AB Abba, stated that the Swedish group would give its first-ever Finnish concert on May 29 at the Helsinki Ice Stadium.

Discophon, as Abba's local representative, was quick to point out the advertisement was simply a hoax and stressed that Abba has no plans to make European concert appearances this year. The group visited, on promotional activities, in the winter

Now Discophon has asked the criminal investigation department of Helsinki Police to examine the case, a rarity in the history of the Finnish music industry.

earnings. . . . Elton John quote: "I have lost the taste. I have no intention of going on the road in the foreseeable future.'

Debut appearances here by Pere Ubu, from Cleveland, Ohio. . . . Extra dates added to cope with enormous demand for Black Sabbath tickets on group's marathon 26-gig tour here. Bryan Ferry back in London after completing his album "The Bride Stripped Bare" in Switzer-. Charley Pride in for another U.K. tour PETER JONES starting May 5.

LISBON

Healthy boom here of Anglo-American punk rock music, groups involved including the Stran giers, Cock Sparrer, Slaughter and the Dogs, Wire, 999 and Buzzcocks. . . . Chart singer Julio Pereira, a top new local talent from 1977, signed to record company Valentim de Carvalho, with a first album "Lisboemia."

The Contenders, headed by U.K. musician

Jim Capaldi in for concerts at the Coliseu dos Recreios. ... Tantra (EMI) first Portuguese progressive rock group to break into the LP charts with "Misterios e Maravilhas." . . . Paulo Gil and David Mourao Ferreira much impressed by a London performance by EMI new singer Kate
Bush and they plan to bring her in for live

Soares Lauro is the new president of RTP Television and Jose Nisa, director of tv program ming, has resigned for undisclosed reasons. U.K. group Queen (EMI) topping album sales in main centers with "News Of The World." . . . Island artist Grace Jones new album charter with the LP "Portfolio," following disco break-out . . Huge promotion campaign here by Triunfo for Luisa Fernandez (WB/West Ger many) and Matia Bazar (Ariston/Italy).
French Eurovision Song Contest entry

"L'Amour Ca Fait Chanter La Vie," by Jean Val-lee and the Belgian entry "II Y Aura Toujours Des Violins" by Joel Prevost released here by Triunfo on the CBS label, other company prod uct including **ELO's** "Out Of The Blue" and "**Fats Domino** Live In Europe." . . . First single by new Portuguese group Diadagua for EMI is "Este Livro Que Vos Deixo Comunhao," with lyr ics by poets Antonio Aleixo and Miguel Torga.

Valentim de Carvalho released a re-edition of the Joan Baez A&M album "Where Are You Now My Son?'

Phonogram Portugal release schedule in cludes albums by **Pablo Neruda**, "Veinte Poemas de Amor y Una Cancion Desesperada," and Gal Costa's "Caras e Bocas" (on Philips), Barclay James Harvest "Gone To Earth" and Ringo Starr's "Ringo's IV" (Polydor) and Donna Summer and "Once Upon A Time" (Casa-

TV series "Baretta" a big success here, with the Sammy Davis Jr. theme "Keep Your Eye On The Sparrow" out soon via Triunfo. . . . Telectra and Phonogram Portugal came to arrangement for the release of an album featuring music from the successful Brazilian tv series "O Casarao."

BARCELONA

Big contest here between two versions of "La Vie En Rose"—Grace Jones (Ariola) in English and Manolo Otero (EMI) in Spanish. . . . Many articles in press here about Ramoncin and W.C. a new artist wanted to lead the punk-rock field here, with a single out from his album "Rock And Roll Dudua." The artist is a product of the Madrid slum areas, with explosive lyrics of his

Third tour here for Tangerine Dream (Ariola), linked with the release of the album "Encore."

Marina Rosell (CBS), new Catalan singer, now in "Palan de la Musica" on stage and extremely successful. . . . Initial demand for new album "El Meu Amic El Mar," by Lluis Llach, his first for Ariola, is over the 25,000 mark. It includes all the lyrics, composed by Llach, in all languages spoken in Spain: Castilian, Catalan, Gallego and Basque.

New album of Joan Manual Serrat (Ariola) now being completed and titled "Ciudadano."
... Though "Tarde" was the **Rocio Durcal**(Ariola) hit in Mexico, in Spain the flip "Fue Tan Poco Tu Carino" is the big one, with the artist

surprising fans with his mariachi sounds. Included in top Spanish RTVE program "Popgrama" was a film of two songs by Bob Welch (Capitol) from his album "French Kiss" and "Ebony Eyes" looks like being a hit again.

'A major U.S. record company is looking for experienced record person to supervise and co-ordinate all Latin American affiliate companies which include South America, Central America, Mexico and areas of the Caribbean. Responsibilities include working with Label Managers, A&R Directors, Managing Directors and promotion people throughout the Latin territories to promote, stimulate and increase record sales as well as record company profile in Latin territories. Must have record industry knowledge and speak fluent Spanish. Must be willing to travel extensively and be out of the country nine months out of a year. Liberal benefits and travel expenses. Send resume and salary requirements to:

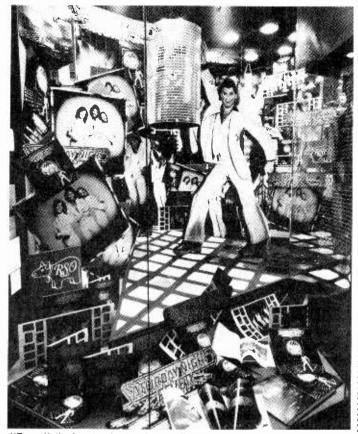
P.O. Box 782 Beverly Hills, California 90213"



(Continued on page 70)

RSO, POLYDOR, CHAPPELL

"Fever" Hits U.K., Sweden



"Fever" display dominates Chappell Music Centre window in London.

NEW YORK—"Saturday Night Fever"—the movie and the RSO soundtrack album—has hit the U.K. and Sweden in recent weeks, with major promotional activities in both countries helping "spread the infection."

In London, RSO, Polydor and the Chappell organization are involved in key activities. The Chappell Music Centre in London's Bond Street has a spectacular window display with a specially built "2001 Odyssey" disco floor and a larger-than-life cutout of star John Travolta. Trimmed with flashing lights, the window is a big traffic-stopper.

Sales of the double LP, currently No. 2 on the U.K. charts, and Chappell-published music book and sheet music, have risen significantly since Polydor installed the display.

RSO and Polydor also are sponsoring a "Saturday Night Fever Disco Contest" in conjunction with the National Assn. of Youth Clubs and the Mecca Organization. Preliminary contests

involving the 6.000 groups with 500,000 members will lead to 12 regional finals in October and grand finals in London in December.

Sweden is seeing one of the most intensive promotional campaigns ever staged for a pop movie, handled by film distributor Cinema International and Polydor AB, which has the RSO soundtrack album. The film opened simultaneously in 12 cities including Stockholm.

cities including Stockholm.

More than 200,000 copies of a "Saturday Night Fever Bulletin" are being distributed to record/tape retailers, cinema chains, boutiques and discos, and the cinema trailer was converted to videocassette for showings in major retail outlets.

A local magazine is sponsoring provincial dance contests with the final in June offering a grand prize of a trip to New York and a visit to the 2001 and Studio 54 discos. A special fashion show touring 25 cities is using the soundtrack music for its presentation.

Danger Signs For Industry Posted

Continued from page 68

discounted product, EIU produces its own statistics showing that independents have 47.5% by value of the retail trade, and the three big multiples have 33%.

In a final section, looking at the prospects for music retailers, the cur-

rent problems of bootlegging, piracy and home taping are sketched in and "immediate prospects depend very much on the general economic situation.

"However, digital recording does open up exciting prospects for the future."

Tape Pirates Fly High In Portugal; Take Is \$7.5 Mil

LISBON—Industry experts estimate that around three million pirated cassettes were produced in Portugal during 1977, one of the highest figures of any country in Europe

rope.
Pirates picked up a financial jackpot of some \$7.5 million, paying only 50 cents for a blank cassette and then selling the illegal product at \$2.50 or more. Because no taxes are paid, the government loses some \$2.5 million in a year.

It is hoped that adequate laws against tape and record piracy here will be soon approved in parliament.

THE WORST ON WANTED

LONDON-Jimmy Cross' "I Want My Baby Back," voted by Capital Radio listeners here as "the world's worst record release," is to be the first single out on the new nationally distributed Wanted label, launched by Dave MacAleer and Craig Baguley's Music Farm publishing company.

The record, rights for which were secured by Baguley on a U.S. visit, is due out May 12. Distribution via a major is being finalized.

MacAleer says: "This will be the first of many in-demand 'had' records which we plan to put out for collectors."

He is a former RCA, Pye and 20th Century executive who is known here for his jukebox containing what he personally thinks are the "one hundred most tasteless, banal, sick or just plain bad records ever issued commercially."

Castlebar Ups Contest Money

DUBLIN—Prize money for the 1978 Castlebar Song Contest (Oct. 2-7) in Ireland is bigger than ever before, with Berger Paints as main sponsor and a first prize of \$5,000 for the best overall song

for the best overall song.

In the special orchestral composition section, first prize is \$2,000, double that of last year. With the increased prize fund, the organizers look for a record entry from amateurs and professionals all over the world.

Closing date for entries is June 15 with those picked for the finals announced in July. Details from Mrs. Gisela O'Connor, 10 St. Helen's Road, Booterstown, County Dublin.

Mojam Label Bows

VIENNA—Jamaican-born Lance Lumsden has set up a new label, Mojam, to spotlight new artists. He has also opened his own studio.

20 Countries View Eurovision Telecast

PARIS—A record audience exceeding last year's estimated 600 million was to view the live telecast of the 1978 Eurovision Song Contest from the Palais Des Congres here Saturday night (22) in the 20 countries represented in this year's competition.

Unlike the problems that the contest telecast faced last year in Britain, with union hassles causing a lastminute, five-week postponement (Billboard, April 16, 1977), everything apparently was smooth for the production being directed by Bernard Lion for the French TFI Network.

France automatically became the host country when its entry won last year's contest—the unexpected victory of "The Bird And The Child" sung by Marie Myriam.

Complete list of entries included: Austria—"Mrs. Caroline Robinson;" Belgium—"Life Makes Life Sing:" Denmark—"Boom-Boom;" Finland—"Give Love A Chance;" France—"There Will Always Be Violins;" Greece—"Charlie Chaplin;" Israel—"A'Ba'Ni'Bi."

Also, Ireland-"Born To Sing;" Italy-"This Love;" Luxembourg"Parlez-Vous Francais;" Monaco"The Gardens Of Monaco;" Netherlands-"It's O.K.;" Norway-"Mile
After Mile;" Portugal-"Dai Li
Dou;" Spain-"Let's Dance A
Waltz;" Sweden-"When The Night
Comes."

Also, Switzerland—"Live;" Turkey—"When I Love You;" United Kingdom—"The Bad Old Days," and West Germany—"Fire."

From The Music Capitals Of The World

• Continued from page 69

Belter releasing the old Kinks' hit "You Really Got Me" via a new version by the Hammersmith Gorillas.

Seems likely that no final agreement has been reached between the management of **Bob Marley** (Ariola) and his Spanish promoter **Gay Mercader** concerning a possible May tour. . . . Latest **Carl Douglas** single here is "Run Back," a track with hit potential. . . . Following the **Beatle** tribute hit single "Unlimited Citations," by **Cafe Greme** (EMI), the album of the same name is an instant chart success here.

FERNANDO SALAVERRI

HELSINKI

Hurriganes, leading local band recording for Love and Sonet, to make a 13-date tour of Sweden in May and in the summer there is an album, solo, by the group's drummer-singer Remu Aaltonen. . . . K-tel Finland's first release "Disco Fire" doing good business and a likely number one here. The company plans to market some 10 albums by the end of 1978.

The Helsinki International Country Festival attracted around 3,000 fans with tickets ranging from \$2.50 for youngsters to \$9. Last-minute cancellations, notably by Barbi Benton, Donna Fargo and Ronnie Milsap, damaged the event and there was also a threat of a nationwide transport strike, called off at the very last moment.

Country promoter Mervyn Conn, Londonbased, paid a visit to Moscow for talks. . . . Finlandia Quartett, a local classical ensemble, back from a Chinese tour, which included an hourlong appearance on Peking TV. . . . Song "Hello Dolly" is featured on a local "Dolly" chocolate tw commercial, and a Memorex blank tape ad uses the voice and appearance of Ella Fitzgerald.

Erkki Liikanan, for years with Discophon, has signed a new recording contract with Finnlevy. . . . Finndisc Oy., formerly an all-Finnish company, now Finnish representative of international jazz labels, including Tax and Jazz Society. . . Baccara's smash hits "Yes Sir I Can Boogie" and "Sorry I'm A Lady" have been covered here by Eini and Virve Rosti respectively.

CBS Records here, in collaboration with APU magazine and Finnlux electronics, has started a massive talent hunt to find new artists suitable

for recording. A similar search last year produced two Top 10 acts, Jarmo Tuominen and Juhamatti. . . . Scandia duo Danny and Armi visited London to promote their single "I Wanna Love You Tender," due for release in many territories worldwide. Jouko Ahera, studio chief of Finnvox, now has his own mobile recording studio.

KARI HELOPALTIO

MEXICO CITY

Discos Melody threw a big bash for Rigo Towar Y Su Costa Azul at El Senorial commemorating the artist's 6th anniversary with the label. . . . Melody president and owner Ignacio "Nacho" Morales paid tribute to Tovar citing him as not only "the biggest seller in the history of the company, but just about tops for the entire country." . . . TV personality Juan Calderon emceed the affair, along with singer-dancer Yolanda Lievana. . . . Two instrumental-vocal groups performed and played for dancing; La Tropa Loca, who record for Enrique Guzman's Chapultepec label (distributed via Melody) and Los Alcantara, who currently wax for CBS.

Jose Antonio Zavala claims heavy booking of the new Composers' (AC) studios ever since it was formally inaugurated in mid-February. Most sessions are for the fledgling label, "but there are some rentals from other companies," Zavala adds. . . . Manoella Torres, Marco Antonio Muniz and Manolo Munoz among big musical winners at the El Meraldo annual awards event.

Televisa reports "heavy ratings" for the tape

Televisa reports "heavy ratings" for the tape delay transmission of the Grammy Awards show. . . . Augusto Monsalve, who formerly managed

Rigo Tovar, organizing a small label in the interior. He says between a half and dozen LPs will be on the market before the end of spring. . . . Discos Musart is planning to enlarge its international department by making it a division, according to Eduardo Jr. and Andres Baptista, two of the executives of the company. The new setup will be run by Frank Segura, who has been overseeing all foreign licensee product for Musart for the past three years.

Polygram will hold its initial Latin American repertoire workshop in Bogota the early part of May, according to the company's Latin American coordinator, Andre Toffel. Countries which won't participate are Argentina, Chile, Brazil and Bolivia.

MARY FISCHER







at IMIC

Staying at the EXCELSIOR PALACE HOTEL. Trudy Meisel, Edition Intro. Gebr. Meisel: Peter Phillips, ATV Music Ltd.

Stig Anderson, Sweden Music: Claude Pascal, Editions Musicales Claude Pascal: Elisabel Mintangian, Durium: Roland Kluger, Roland Kluger Music. Staying at the HOTEL VILLA MABAPA, LIDO DI VENEZIA Julio Clara, Ediciones Musicales Clipper's.



Area Code 213/550/8798

Album Picks

Number of LPs reviewed this week 55 Last week 61

Pop

Billboard SPECIAL SURVEY For Week Ending 4/29/78

TODD RUNDGREN-Hermit Of Mink Hollow, Bearsville BRK6981 (WB). Produced by Todd Rundgren. Rundgren not only produced this album; he also composed and arranged all the songs, plays all the instruments and does all the vocals. He divides the album into "the easy side" and "the difficult side," placing a couple hard rockers on the second side, and more melodic midtempo rock numbers on side one. The most clever and outrageous cut is "Onomatopoeia," an ode to

about 60 words which sound like what they represent.

Best cuts: "All The Children Sing," "Can We Still Be Friends," "Fade Away," "Hurting For You," "Bread."

Dealers: A fun, entertaining pop album.

RINGO STARR-Bad Boy, Portrait JR35378 (CBS). Produced by Vini Poncia. Starr pursues his penchant for sentimental rock with 10 cuts which highlight his vocal versatility, ranging from ballads ("A Man Like Me") through rousing rockers ("Hard Times"). Backed by two guitars, bass, key-boards and occasional strings, Starr has emerged with an album smacking more of a "group" than solo effort—and benefits from the shift. Tasty licks and catchy lyrics pervade,

comprising possibly Starr's most commercial LP todate. **Best cuts:** "Heart On My Sleeve," "Hard Times," "Monkey See-Monkey Do," "Old Time Relovin'."

Dealers: "Ringo," a strong tv special, features three cuts.

CLIMAX BLUES BAND-Shine On, Sire SRK6056 (WB). Produced by Climax Blues Band, Peter Henderson. The fourman group which broke through with last year's smash single "Couldn't Get It Right" returns with another set of melodic medium tempo rock. The songs are all originals except "The Gospel Singer," a slow semi-religious dirge by Tony Joe White. The instrumental support is as crisp as on the last LP, "Gold Plated." Alto and tenor sax add appropriate punch on several of the cuts. Most of the tunes are programmable either on AM

or album oriented rock stations.

Best cuts: "Makin' Love," "When Talking Is Too Much
Trouble," "Whatcha Feel," "Teardrops," "Champagne & Rock'N'Roll.

Dealers: The group hit number three with a single from the last album.

WILLIE NELSON-Stardust, Columbia JC35305, Produced by Booker T. Jones. Unusual pairing of artist and producer here as Jones was the prime mover in Booker T & the MGs a few years back. But the combination works well for Nelson who has been scoring huge successes both with Waylon Jennings and as a solo artist. He puts his distinctive, soft vocal style to good use interpreting a number of standards as well as country flavored tunes. All of the material seems well-suited to his easygoing style as Nelson backs himself with guitar and gets help with guitar, drums, keyboards, bass and

Best cuts: "Stardust," "Georgia On My Mind," "Un-chained Melody," "September Song," "Moonlight In Ver-

Dealers: Nelson is getting to be more than just an 'outlaw cowboy' figure.

DEMIS ROUSSOS. Mercury SRM13724. Produced by Freddie Perren. Despite his majestic God-like physical appear ance, the internationally renowned Roussos is a real smooth crooner who proves why some 30 million of his albums are in the hands of his fanatical European fans. Roussos' voice is amazingly fluid, often dreamy considering the size of his frame. Producer Perren rises to the challenge by pairing Roussos with delightfully melodic material which truly de fines Roussos' unique sound. The two have created an Americanized work, incorporating country, r&b and pop elements, with a dash of international flavor helped along by Roussos' accent free delivery. Strings and background female vocalists punctuate the warm rhythmic backing.

Best cuts: "That Once In A Life Time," "I Just Live,"

"L.O.V.E. Got Hold Of Me," "Feel Like I'll Never Feel This Way

Dealers: An all out publicity assault is planned.



ARETHA FRANKLIN-Almighty Fire, Atlantic SD19161. Produced by Curtis Mayfield. The Queen of Soul is reunited here with Mayfield, who produced her "Sparkle" soundtrack. Mayfield also wrote eight of the tunes. Most of the songs are in the more rousing, gospelish style most associated with Frank lin. The excellent horn and string arrangements effectively augment the basic six-man band, which includes Mayfield on lead guitar. Throughout, this is a solid r&b package.

Best cuts: "Almighty Fire (Woman Of The Future)," "I'm Your Speed," "I Needed You Baby," "Close To You."

Dealers: The album cover (a Franklin conception) makes for excellent display.

TAVARES-Future Bound, Capitol SW11719. Produced by Freddie Perren. The brothers Tavares have never sounded better and their excellent and powerful vocals and harmonies shine on this outing. The material ranges from soulful ballads to fiery, uptempo r&b. Producer Perren sculpts rhythmic, pulsating arrangements and adds vibraphone, synthesizer and harpsichord himself. "More Than A Woman," a disco-tinged soul rocker from "Saturday Night Fever" is also included. The _Spetlight_



ORIGINAL MOVIE SOUNDTRACK—Thank God It's Friday, Casablanca NBLP7099DJ. Produced by Rob Cohen. The year of the soundtrack continues with this block buster package. An army of enviable talent contributes to what is essentially a disco-oriented tapestry including the likes of Donna Summer, the Commodores, Thelma Houston Paul Jabara Diana Ross Santa Esmeralda, D.C. LaRue, Patti Brooks and others. The new material goes from out and out disco rockers to hypnotic, sensuous love ballads—all eminently danceable. An added bonus to the two pocket package is a special 12-inch single featuring queen of disco Summer, herself, at her sensual vo cal best over a mesmerizing, string laden disco track

Best cuts: Nineteen tracks in all and each one packs a

Dealers: Casablanca is pulling out all the plugs on this one in a \$1-million promo blitz

slightly longer lengths on these eight tracks also allows for fuller development. Best cuts: "The Ghost Of Love," "Timber," "Slow Train To radise," "More Than A Woman." Paradise.

Dealers: The Tavares magic keeps on building and build

DRAMATICS—Do What You Wanna Do, ABC AA1072. Produced by Larry J. Reynolds, Ron Banks. The title song on the latest from this veteran five man group is Hall & Oates' intense, slow ballad "Do What You Want To Do, Be What You Are." But most of the album is comprised of uptempo disco and party funk material. The Detroit Horns & Strings supply instrumental support, as does guitarist Dennis Coffey. The Dramatics are one of the classiest of all soul groups, with slick, lush orchestrations melded to smooth, seemless vocals.

Best cuts: "Disco Dance Contest," "California Sunshine," o' Love," "I Want You."

Dealers: The group achieves steady, consistent sales.

JIM ED BROWN & HELEN CORNELIUS-I'll Never Be Free, RCA APL12781. Produced by Bob Ferguson. Titled after their current single, starring at 12 in Billboard's Hot Country Singles chart, the LP's emphasis concentrates on the rich vocal harmonies of this duet. Material is a mixture of ballads, country/blues and tunes with gospel and rock n' roll flavors, such as "Old Fashioned Kind Of Love" and "Take Me I'm Yours," respectively. Production is lively, relying mainly upon such

country instrumentation as keyboards, guitars and steel.

Best cuts: "Nobody Else In The World," "Feeling You" "Do You Wanna Make Love.

Dealers: Collection is a solid set for Brown/Cornelius fol-



CELI BEE & THE BUZZY BUNCH-Alternating Currents, APA 77002 (TK). Produced by Pepe Luis Soto. Vocalist Celi Bee returns here with above average disco material in a more elaborate production setting than before. Producer Soto wrote the seven cuts which were arranged by Hector Garrido. A 10-man group is backed by a string section with the female Buzzy Bunch providing background vocals. There are a couple of softer tunes here, and the upbeat material takes on an attractive flavor through injections of soul and a taste of Latin. The haunting "Alternating Currents" is an exceptionally original and striking cut.

Best cuts: "Alternating Currents," "Disposable Love,"

"Hold Your Horses, Babe."

Dealers: An improved effort from this already popular



JOSE-JOSE-Volcan, Pronto PTS1035. Produced by Rafael Perez Botija. This is the Mexican vocalist's followup to his widely successful "Reencuentro" LP. It is his second effort for the label (Ariola in Mexico) and is bound to continue his spectacular career rebirth. Composer/arranger Botija, who gave him his last hit, "Gavilan O Paloma," has penned five of the 10 tunes on this album. The material, all mellow romantic numbers, is highly polished and sophisticated, with lush, elegant arrangements by Botija, Alejandro Monroy and Jesus Gluck. The work will solidify Jose-Jose's new status as a top international Latin act. It is a first-class effort shaped in the mold of modern Spanish pop music.

Best cuts: "Volcan," "O Tu O Yo," "Jaque Mate," "Amor Lo Que Se Dice," "Farolero."

Dealers: Jose-Jose is hot in every sector of the U.S. market from Puerto Rico to Los Angeles. LOS TIGRES DEL NORTE-Numero Ocho, Fama 564. Produced by Arturo Caminante. This modern norteno five-man combo is one of the strongest contemporary acts in this

genre. In this 12-tune set, the group offers interesting fare, mostly rancheras and corridos with a couple of lightly rhythmic cumbias thrown in for balance. Each cut promi tures the essential accordeon ornamentations and focuses as well on the group's clean and skilled multi-part vocal har-monies. From a production standpoint, this label stresses quality in recording and packaging, making its product stand

out among its sometimes careless competitors.

Best cuts: "Prieta Casada," "La Quinceanera," "Ya Nos
Dieron Permiso," "Muchachas Modernas," "Pajaro Prieto."

Dealers: This is a quick follow-up to the group's last LP
which still rides high in Chicago, San Antonio and Los An-



SHOSTAKOVICH: THE NOSE-Soloists, Chorus, Orchestra of the Moscow Chamber Opera, Rozhdestvensky, Columbia M234582. Cross a Marx Brothers picture with a novel by Franz Kafka and you will get something like this bizarre, fast-paced satirical opera taken from a short story by the Russian author Gogol. The work, written in 1929, is one of Shostakovich's deepest excursions into the musical avante-garde, a project for which he allowed his creative imagination to run wild. Columbia offers the world premiere recording of this important chapter in twentieth century opera, a brilliant presentation that many listeners will feel is a revelation

First Time Around

THE PALEY BROTHERS, Sire SRK6052 (WB). Produced by Earle Mankey. Good time rock'n'roll with a touch of innocence is what makes this debut a hot commodity considering the recent successes of youth-oriented songs. Andy and Jonathan Paley, with a strong Boston base, play fun sounding pop, with a 50s sound, reminiscent of Jan & Dean, Beach Boys and Phil Spector. But there are also some kicking rockers that give the duo more older demographic credibility. The most striking aspect though is the incredibly tight harmonies in the Everly

Best cuts: "You're The Best," "Stick With Me Baby," "I

Heard The Bluebirds Sing," "Tell Me Tonight," "Turn The

Dealers: This is mainstream pop at its fun-sounding best

U.K.-Polydor PD16145. Produced by U.K. This debut from O.K.—Polydor PD16.143. Produced by U.K. Inis debut from four former members of various British art rock ensembles (Curved Air, Yes, Roxy Music, King Crimson, Soft Machine) waxes philosophical a bit too often, but it's an interesting rock document for the varied musical textures it provides. The eight cuts range from soft to hard, cosmic to whimiscal rock, and the lyrics and melodies could appeal to various tastes. There are sections that are more compelling than others, but the group shows promise overall. The potential market for this music is indicated by the past affiliations of the group.

Best cuts: Side One.

Dealers: Play this in-store and pitch it to fans of the above-mentioned groups.

PRINCE—For You, Warner Bros. BSK3150. Produced by Prince. This extraordinary debut is a one-man gangbuster featuring the diverse talents of this 18-year old musical pheo-nomenon who goes only by the name Prince. He is credited as singer, songwriter, arranger, keyboardist, guitarist, bassist drummer and youngest ever to produce a Warner's album. Each composition is sleak, vibrant and pulsating, as the beat cascades through ballads, uptempo r&b rockers and sexy melancholy laments. Vocals are agile with an occasional falsetto. A solid fusion of r&b and pop.

Best cuts: "For You," "Just As Long As We're Together,"
"Baby," "Soft And Wet," "In Love."

Dealers: This has across the board appeal.

ROGER VOUDOURIS, Warner Bros. BSK3154, Produced by

Michael Omartian. It's a shame that a lyric sheet isn't inclosed because Voudouris paints some vivid images through his words. Drawing upon personal experiences for song mat-ter, Voudouris applies a biting dose of rock to drive home the point. There is an even balance of material here, with just the right amount of love songs, rockers and ballads. Accompanying Voudouris, who alternates between electric and acoustic guitar is a bassist, drummer and keyboards by producer Omartian.

Best cuts: "Don't Turn Down My Music," "What Are You Doing After Class," "Let The Singer Sing," "We're Out Of

Dealers: Voudouris is readying for a tour.

Billboard's Recommended LPs

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THE MARSHALL TUCKER BAND—Together Forever, Capricorn CPN0205. Produced by Stewart Levine. Heir apparent to the Allman Brothers, this six-piece outfit plays as fine a blend of Southern boogie rock as anyone. The guitar licks are fiery on a mix of uptempo and more laidback material. Flute and alto sax add extra musical dimension to the basic guitar and drum base. And Doug Gray's vocals are powerful on the rockers as well as the change of pace. **Best cuts:** "I'll Be Loving You," "Love Is A Mystery," "Everybody Needs Somebody,"
"Change Is Gonna Come."

RICHIE FURAY-Dance A Little Light, Asylum 6E115. Produced by Jim Mason. Furay's light tenor vocals are the focal point here on this collection of soft rockers and ballads. The melodies and rhythms are bright and textured here and there with strings and horns. As in previous outings Duray also draws strength from incisive lyric writing. **Best cuts:** "It's Your Love," "Ooh Dreamer," "Dance A Little Light," "This Magic Moment.'

ETTA JAMES-Deep in The Night, Warner Bros. BSK3156. Produced by Jerry Wexler. James interprets several rock standards as well as soul and r&b material in this overall pleasing set. On all the material James' powerful voice is both evocative and effective. Wexler's production touches such as string and horns over excellent rhythm tracks adds stirring dimension. **Best cuts:** "Laying Beside You," "Piece Of My Heart," "Sugar On The Foor," "Sweet Touch Of Love."

KRAFTWERK-The Man Machine, Capitol SW11728. Produced by Ralf Hutter Florian Schneider. This four-man German band once again presents another step in its unique rock vision. Most of the material from the six long tracks are synthesizer based with a distinct, otherwordly and futuristic feel. Combined with a rhythmic backbeat there's a definite disco flavor. Best cuts: "The Robots," "Spacelab," "The Model," "The Man Machine

ANDREW LLOYD WEBBER-Variations, MCA MCA3042. Produced by Andrew Lloyd Webber. The composer of "Jesus Christ Superstar" combines virtuoso violinist Niccolo Paga-nini with the likes of piano/synthesist Rod Argent, Coliseum II, flutist Barbara Thompson and cellist Julian Lloyd Webber, the composer's brother. The result is a lush fusion of classical and rock that fluctuates in mood, intensity and tempo. Best cuts: Each "Variation" is splendid.

STANKY BROWN, Sire SRK6053 (WB). Produced by Charles Fisher. Third album by this underrated six-man pop band is solid mainstream rock with an emphasis on textured harmonies. The melodies are consistently catchy and the instru-mentals punchier with the addition of a lead guitarist and a axophonist. Unlike its previous two albums, there is more of a unifying bond tieing the album together, along with a more vibrant rock sound. **Best cuts:** "Tell Me What You Want," "Master Of Disguise," "Chance On Love," "She's A Taker."

SCARLET RIVERA-Scarlet Fever, Warner Bros. BSK3164. Produced by Jimmy Wisner. Rivera is a gifted violin player who gained attention recently as a member of Bob Dylan's Rolling Thunder Revue. Here she weaves a delightful tapestry filled with rock 'n' roll, jazz and country elements. Joining her are top New York session players with lots of horn work, key-boards, guitar, bass, percussion and drums. **Best cuts:** "Scar-let Fever," "Day Of The Unicorn," "Lift Away," "Crystal Pis-

DOUG KERSHAW-The Louisiana Man, Warner Bros. BSK3166. Produced by Bob Johnston. The 'King Of The Ca-juns' is effective here on Bayou flavored rockers and country flavored rock'n' roll. Ever present is Kershaw's blazing fiddle on charging uptempo fare. But he also proves he can both write and sing a soft ballad with his gritty vocal style. **Best** cuts: "Jambalaya (On The Bayou)," "Louisiana Man," "Hardly Anymore," "If You Don't, Somebody Else Will."

ORIGINAL MOTION PICTURE SOUNDTRACK—A Little Night Music," Columbia JS35333. Produced by Jonathan Tunick,

(Continued on page 76)

Spotlight—The most outstanding new product of the week's releases and that with the greatest potential for top of the chart placement; picks—predicted for the top half of the chart in the opinion of the reviewer; recommended—predicted to hit the second half of the chart in the opinion of the reviewer, or albums of superior quality, Albums receiving a three star rating are not listed. Review editor: Ed Harrison; reviewers: Eliot Tiegel, Gerry Wood, Is Horowitz, Jean Williams, Dave Dexter Jr., Pat Nelson, Sally Hinkle, Agustin Gurza, Roman Kozak, Dick Nusser, Jim McCullaugh, Paul Grein,



OLIVIA NEWTON-JOHN JOHN TRAVOLTA

THE ORIGINAL SOUNDTRACK FROM THE MOTION PICTURE



Contains The Smash Hit Single "You're The One That I Want!"



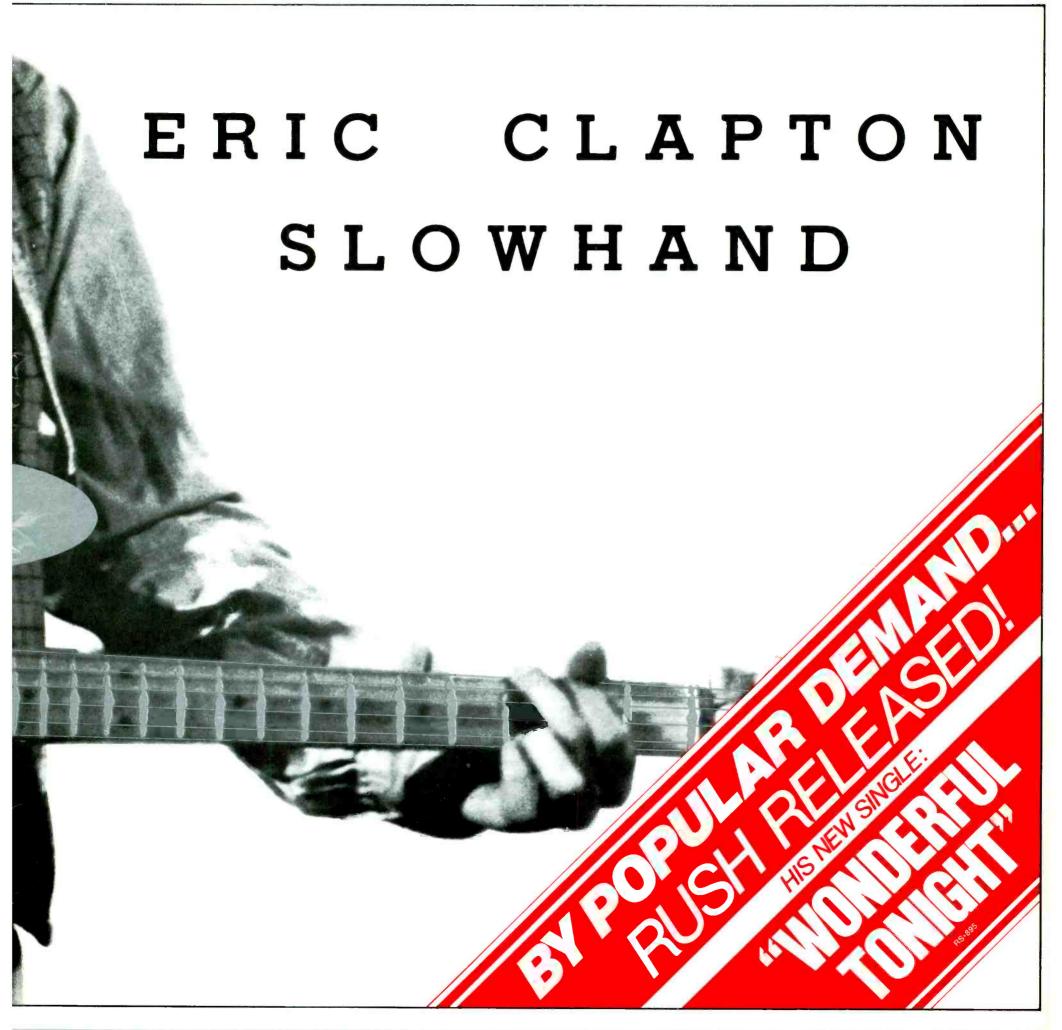
PLATINUM



PRODUCED BY GLYN JOHNS BY ARRANGEMENT WITH THE ROBERT STIGWOOD ORGANISATION

The RSO Family

BLE /CLAPTON





Closeup

CHARLIE – Lines, Janus JXS-7036. Produced by Terry Thomas, Julian Colbeck, Eugene Organ.

With the release of Charlie's third album, second for Janus, this sixpiece English band realizes the potential it hinted at with "No Second Chance," its previous effort. That album contained some rock gems including its dynamic breakthrough "Johnny Hold Back."

she doesn't mean a thing to you," writes Thomas.

"Watching T.V." is an Englishman's perception of America's fascination with heroes of the tube. Spiced with the right dose of sarcasm and wit and rhythmic support, the song is actually a comedic, incisive viewpoint from the eyes of a foreigner.

"I wanna be like Starsky and



Charlie Members

"Lines" is a loosely structured concept album about the band's perceptions of America, its infatuation with television super heroes, and the often traumatic, unstabilized existence of life on the road and how normal love and family interests are sacrificed for motels and strangers. Despite its suggestive cover and title, "Lines" is not an inducement to go out and snort cocaine.

At the forefront of Charlie's creativity is guitarist/vocalist/song-writer Terry Thomas. Charlie's musical vision is delivered within the context of its collective effort, although it's Thomas' incisive perceptions that speak for the unit.

The band boasts a somewhat modified lineup of players on this album. In addition to Thomas, there are stalwart members John Anderson on bass, Steve Gadd (not the session drummer gracing so many albums) on drums. Julian Colbeck on keyboard and new lead guitarist Eugene Organ. Beginning with its upcoming tour a second drummer. Shep Lonsdale, will be joining the band.

The opening track. "She Loves To Be In Love." seems like the natural single with its infectuous melody and chorus hook. Thomas' vocals rise above the rhythm tracks with a touch of congas thrown in.

The tune recounts the saga of a woman grasping onto a romance which means nothing to the male who happens to be thousands of miles away. "So don't you spoil her hopes and dreams by telling her that

Hutch (and those) sweet Charlie's Angels say look but don't touch," is a sampling of how the band feels towards our plastic heroes.

"No More Heartache" and "Out Of Control" both depict a lack of stability in love and family life due to the constant traveling from city to city.

"No More Heartache" features multi-layered vocals and harmonies and a percussive backbone. "Out Of Control," featuring the double barrel guitars of Organ and Thomas, touches upon a similar theme. "This crazy life's destroying me slowly driving me insane... I gotta nother town to see, oh it's just another place to me."

One of the most perceptive looks at the Los Angeles lifestyle comes to life in "L.A. Dreamer." Accompanied by the light sax of Pete Zorn, and textured harmonies of background vocalists, the catchy tune is truthful and accurate, "At a casual glance well he looks real sleek / drives a foreign car 'cos that's L.A. chic." go the lines.

"No Strangers In Paradise" deviates from the rest of the material in that it's a religious-sounding dirge lyrically. The cut takes on a textured, dreamy sound, incorporating synthesizer, percussion, background vocals and a stirring Thomas guitar solo.

"I Like To Rock And Roll" is an upbeat feeling good rocker praising the joys of rock'n'roll.

ED HARRISON

General News ASCAP's B'caster Rates

Continued from page 36

might have been willing to accept liability from Jan. 1 this year. They also claim the ASCAP dis-

They also claim the ASCAP discount offer proves the society was after a "million dollar rate" from the start, and only used the \$3.6 million figure to bargain from.

In their rebuttals, each side of the issue claims the other's declared rate formulas have no precedent in music licensing and no real bearing on the totals reached.

ASCAP scorns the per-composition formula which public broadcasters insist is the basis—at least in part—for the SESAC \$50,000 a year license and the BMI \$250,000 a year.

ASCAP says BMI's blanket license is really a one-year fee for a "year of peace." When ASCAP gains higher rates at the tribunal, BMI rates will rise proportionately under its voluntary agreement.

SESAC would get at the most \$100 under the pre-composition formula, ASCAP estimates, and reminds the tribunal that SESAC counsel Albert Ciancimino has testified it is in their view a "blanket license," not per-composition.

The public broadcasters defend the totals as fairly arrived at, but admit they do have aspects of blanket licensing. They term the BMI total fair because BMI music is currently earning "fees amounting to more than half of ASCAP's" in commercial broadcasting, "and this fraction is increasing." The broadcasters add that since the BMI agreement is for \$250.000 the first year, a tribunal award to ASCAP above \$400,000 "would distort the economic balance between these two competing agencies."

As for ASCAP's proposed rates of 1.21% of non-commercial radio network (NPR) and station budgets, and .83% of the tv network (PBS) and affiliate station budgets, the noncommercial broadcasters say ASCAP's own economist Paul Fagan admitted these percentages have never appeared in any other ASCAP licensing.

Another sore point is licensing for some 600 small college radio stations not covered in the public broadcasters proposals. Radio rates would be based only on music use by NPR programs and its affiliate stations.

ASCAP proposes a \$216 a year fee for most of the non-network radio stations. The society rejects the public broadcaster claim that the rate offered for NPR is sufficient to cover the music use by smaller campus stations.

ASCAP's \$216 campus radio fee would be reduced by declining discounts, from 50% in 1978-79 down to 20% in 1982—or from \$108 in each of the first two years and back up to \$172 in 1982.

The public broadcasters have said ASCAP's insistence on individual station licensing and the annual reporting requirements would be a

"horror" to noncommercial licens-

But ASCAP says all the financial reporting it would require—and much more—is already available in the stations' annual reports to the Corp. for Public Broadcasting.

ASCAP says it learned of these reports only after the tribunal hearings. The society's rebuttal contains a copy of the 20-page Corp. For Public Broadcasting's annual financial report and information survey forms which all non-commercial licensees must fill out. With it is a 38-page handbook on how to fill out the forms.

In their final tit-for-tats, ASCAP accuses the public broadcasters of "thrift shop" mentality and compares them unfavorably with foreign noncommercial broadcasters who pay far higher fees to their music societies.

The public broadcast system spokesmen decry ASCAP's insistence on treating them like the commercial broadcasters. Public stations have infinitely smaller budgets, smaller markets, smaller audiences and "an entirely different use of music," they point out.

On public tv. 50% of all of the music is in children's programs, 90% is played in non-prime time, and 69% of all public tv music is background use. On NPR, they say much of the music is classical and in the public domain.

Alleged Pirates In L.A. Suing RIAA

• Continued from page 4

with AM/FM radio and agreed to buy a stipulated number of prerecorded tapes, but the RIAA conspired to hamper their marketing.

They claim that RIAA members would not license music to them, halted their acquisition of capital funds and fixed prices in the industry.

A search warrant obtained by FBI agents March 16, 1976, for Pearl Music, 5075 Warner Ave., Huntington Beach, has attached to it an inventory of material taken from those premises by the enforcement team.

It included: 2.240 "reel to reel masters:" 1.002 "cassette" masters: approximately 3.600 finished "tapes and cassettes" and a wide variety of tape duplicating equipment and testing equipment.

Agents reported taking production reports dating from Feb. 15, 1975, to March 12, 1976. Among the artists specifically mentioned in the

inventory seizure were Jan and Dean. Elton John, Iron Butterfly. Billy Paul. Waylon Jennings, the Temptations. the Supremes. Aretha Franklin. Marvin Gaye. Electric Light Orchestra, Mantovani. Richie Havens, Ronnie Milsap, Rory Gallagher. Benny Goodman. Hubert Laws. Seals & Crofts. Boots Randolph, Peter. Paul and Mary, the Mystic Moods, Jackson 5, Poco, Barbra Streisand and Eddy Arnold, among others.

There are a number of different versions in the court's records as to how the operation was run.

It is described as a telephone solicitation which promoted a tape playback unit for a \$10 delivery charge with the consumer buying 60 hours of prerecorded music over a five-year period.

In another filing. Robert Dean, a consumer of 60 Kingsdown Dr., Scarsborough, Ont., Canada, is reported as signing a contract with National Music Corp. through a firm

representative. in which he got the playback unit and agreed to spend \$1,000 on tapes at \$1 each.

In a March 1977 catalog received by another consumer. 7,000 cassette titles are listed, per the filing. The repertoire included hundreds of tapes by top rock, soul and country artists along with black and white gospel, Japanese and Latin albums. There were hundreds of classical tapes, all listed by composer and title with no artists' names given. From December 1975 through

From December 1975 through February 1976, Warner Bros., RCA, Atlantic, MCA, CBS and ABC Records filed separate civil actions against Martin and Pearl Music, alleging infringement.

These suits were all bulked into a cumulative action against the defendants. The plaintiffs got a permanent injunction against the defendants, which was violated

ants, which was violated.

The presiding judge, Irving Hill, cited Martin for contempt levying a (Continued on page 82)

Billboard's Recommended LPs

• Continued from page 72

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Bob Hathaway. Tunick won the Oscar for adapting Stephen Sondheim's score to this 1973 Broadway hit. Elizabeth Taylor and Diana Rigg are the stars of the film; and Liz performs a breathy, little girlish "Send In The Clowns." Good orchestrations spark the pretty waltzes which predominate here. **Best cuts:** "Send In The Clowns," "Night Waltz."

DUKE JUPITER—Sweet Cheeks, Mercury SRM13718. Produced by Chuck Leavell. Combining guitar, bass, keyboards, drums and percussion with strong horn backup by outstanding session players, this five-man unit serves up an enticing debut effort. The music ranges from funk, to jazz flavored rock 'n' roll that is both distinctive and free spirited. Members Greg Walker and Marshall Styler turn in fine, alternating lead vocals. Best cuts: "When The Ladies Get Down." "Save The Fox," "Trouble In Paradise," "Saxaphone," "Sweet Cheeks"

MOXY-Under The Lights, Mercury SRM13723. Produced by Jack Richardson. The latest by this five-man group mixes basic rock instrumentation of guitar, bass and drums with strong melodic hooks. In this sense the music here is similar to the Guess Who's "American Woman" or Bob Seger's "Night

Moves," producer Richardson's biggest hits. The tunes, all originals, are especially strong. **Best cuts**: "High School Queen," "Sing To Me," "Sailor's Delight," "Easy Come Easy Go," "Livin' & Learnin."

GENERATION-X—Chrysalis CHR1169. Produced by Martin Rushent. Certainly, as evidenced by this album, this four-man unit from England can't be dismissed as just another new wave punk band with limited musical abilities. The LP is decided notch above the rest featuring riveting and powerful chords, and high energy, charged-up vocals. It's good rock in' roll and intelligently put together. Best cuts: "Gimme Some Truth," "Ready Steady Go." "Day By Day." "One Hundred Punks," "Wild Youth."

SOUNDTRACK—The Fury, Arista AB4175. Composer John Williams' score for the latest wide screen haunting is a more somber piece than his earlier works. It follows the movie's theme, evoking the proper mood for horror of unknown dimensions. The London Symphony stalks through the score with care. Ied by the composer. There is no strong recurrent theme in the music. Best cuts: Side One.

AURACLE—Glider, Chrysalis CHS6PDJ. Produced by Ted Macero, James DiPasquale. Combining such instruments as trumpet, flugelhorn, flutes, tenor saxophone, vibes, percussion, bass and drums, this expertly trained sextet provides an

outstanding synthesis of rock, jazz and classical elements. The result is a powerful blend of rock jazz that is becoming increasingly popular. Four cuts on each side. **Best cuts:** "Tom Thumb," "Glider," "Sleezy Listening," "Kid's Stuff."

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PLEASURE—Get To The Feeling, Fantasy F9550. Produced by Wayne Henderson. This self-contained eight-man group has a smooth jazz-soul sound. The band has soulful and distinctive vocalist in Sherman Davis, and he is helped out by the mellow backup provided by four other vocalists in the group. The band's horn and rhythm sections are both first-rate. Best cuts: "Get To The Feeling." "Thanks For Everything," "Foxy Lady."

CARRIE LUCAS—Street Corner Symphony, Solar BXL12773 (RCA). Produced by Dick Griffey, the Whispers. Lucas is an accomplished soul stylist with MOR leanings, as previous releases have proved. Support is smooth and sophisticated, both in terms of the arrangements and the vocal backup (by the Whispers) and the songs are pleasant. Lucas easily handles upbeat material. Best cuts: "The Edge Of Night," "Simpler Days," "But My Heart Says No."

NYCC-Make Every Day Count, RCA APL12782. Produced by

Warren Schatz. The New York Community Choir combines gospel-based harmonizing (fronted by alternating male/fe-male vocals) with contemporary r&b arrangements. It's a potent brew, and Schatz brings out the full rhythmic qualities of such an aggregation on numbers like "A Song Can Reach Your Heart" and "Rejoice, Rejoice." Best cuts: "Who Do You Say I Am," "Make Every Day Count," "I'll Keep A Light In My Window."

THE ORIGINALS—Another Time, Another Place, Fantasy F9546. Produced by Freddie Gorman, the Originals. The ninth album together, and first for Fantasy, finds this veteran act in fine form, displaying old fashioned r&b harmony points alongside newer, disco-oriented tricks, Best cuts: "I've Loved, I've Lost, I've Learned," "Adies (We Need You)," "Temporarily Out Of Order."

SWEET THUNDER—Sweet Thunder, Fantasy WMOT F9547. Producers: Various. This is a new, four man combo offering some Blue Magic styled harmony moments, spiced with jazzy instrumental workouts. Leader Charles Buie, who wrote or composed four of the seven tunes here, has an expressive voice, and his cohorts support strongly in back, Material may not be melodic, but it is always accomplished. Best cuts: "Joyful Noise," "Sweet Thunder," "Baby | Need Your Love Today."

(Continued on page 80)

General News

Executive Turntable

gion, for Epic/Portrait/Associated labels. Formerly local promotion manager in the Atlanta market for CBS, he will now base in Los Angeles. . . . Julie Rader assumes the post of national promotion coordinator at Silver Cloud Records, New York, from a promotion post at Midsong. ... Allen Rosenblatt named vice president of business affairs at Tomato Records, New York, joining from comptroller of publishers Mason/Charter. Also leaving the latter firm for Tomato are production manager Laura Giambrone and accounting and administrative assistant Gwendolyn Flowers. Other appointments at Tomato are Robert Gold as Northeastern district manager, based in Boston, joining from his own campus disk servicing firm, Siddartha; and Paul Diamond, as assistant to president Kevin Eggers, and also assistant in promotion, joining from G. Schrimer.... Dale Tedesco now a professional manager at ABC/Dunhill Music, Los Angeles, moving from director of creative services at MCA Music. Karen Sherry named department manager of domestic and international promotion/publicity at Morton D. Wax & Assoc., New York. She was previously a member of recording duo, the Sherry Sisters.

At the Record Bar chain, Paul Fussell, 1977 manager of the year for the na-

tionwide chain, has moved to the first Tracks superstore, Norfolk, Va., as operations manager, with Leigh Bishop moving into his slot in the Charleston, S store. She had been Fussell's assistant. In the Durham headquarters, Nanci Carlton moved from the sales department to the new post of construction coordinator in charge of new store construction, renovations and store maintenance. Meg Mansfield transferred from the accounting department to assistant to Chris Stewart, director of operations. ... Ed Richter becomes vice president of Sound Records & Tapes, Seattle. He will continue in his present capacity as general manager of Sound and will add to that a like responsibility as general manager of Supersound One Stop. Concurrent with this, Linda Skore assumes the newly created position of sales supervisor of Sound Records & Tapes. . . . Joyce Heider becomes administrative manager of the record and tape division of the Zamoiski Co., Baltimore. She will be responsible for both the distribution and rack operations as well as office management. Prior to this she had been a buyer for the division.

Sy Warner, who has been with London Records, joins Televak Video Merchandising Corp. as executive vice president. . . . Kenneth Badish joins Home Box Office in New York as manager of film acquisition. He had been an assistant media director for Benton & Bowles.... Frank Masi appointed vice president of the talent booking team of Russ Byrd & Associates in St. Petersburg, Fla. He will head up the newly formed Sarasota-Bradenton area office. Masi is a professional entertainer, himself. . . . Leo Leichter has resigned his post as West Coast head of Variety Artists International to pursue special projects. He has been named a consultant to Elman Film Enterprises in Los Angeles. Joy Sures has been elected secretary/treasurer of Media Entertainment Distribution Assn. in Los Angeles. Prior to joining she was U.S. manager of Hash Jeans International and assistant to the president at Federated Electronics....
Atlantic Presentations makes the following in-house promotions: **Donald** Montrose named director of creative services after formerly serving as advertising director; and Margot Abramson named director of special projects and promotions after formerly serving as assistant director of publicity. . . . Don Waisanen appointed vice president and director of marketing and artist development for the Wayne Coobs agency in Los Angeles. . . . Dore Chodrow named vice president, licensing, at concert merchandisers, Boutwell. Located in Los Angeles, she steps up from director of licensing. ... Suzanne J. Schwartz appointed director of business affairs and general counsel for the Stigwood Group in Los Angeles. She resigns from N.Y. legal firm of Paul, Weiss, Rifkind, Wharton & Garrison.

Koss Corp. names George J. Magdech to the newly created position of vice president of operations at the firm's Milwaukee headquarters. He was a senior vice president and general manager.... Mike Gritchen becomes regional sales manager for Kenwood's Western and Midwestern regions. He comes to the Gardena, Calif., company from Akai where he was national sales manager... Alfred di Scipio resigns as president of Magnavox Consumer Electronics Co., a subsidiary of North American Philips, New York, to pursue outside interests. He had been at the helm for the past several years. Cees Bruynes, chairman of the Magnavox Consumer Electronics Co. and executive vice president of North American Philips Corp., will assume overall management responsibility for the Magnavox subsidiary until a successor is named.... Robert Blumberg, national sales manager of Bozak Inc., So. Norwalk, Conn., has resigned his post due to internal policy differences. A successor will be announced later.

Michael Roach becomes executive producer and vice president of Braverman Productions, Inc., Los Angeles. He had been an associate producer with the firm. . . . Sy Kasoff named to head up the newly established television department at the Robert Light Agency in Los Angeles. . . . Richard Stewart; affiliated with the Irving/Almo Publishing Co. at A&M Records for five years in their legal department, has become director of business affairs at Michael Arciaga's Filmusic Inc. Co. in Los Angeles. . . . Amy Bolton becomes assistant professional manager to Allan Tepper, professional manager, at Dick James Music, Inc., New York. She was previously with American Entertainment Management as manager of artist relations.... Diane Simmons is now production manager of Krugerrand Records, Los Angeles. . . . Joy Sures has been elected secretary/treasurer of Media Entertainment Distribution Assn. in Los Angeles. Previously she was the U.S. manager of Hash Jeans International and assistant to the president of Federated Electronics. . . . Lee McLemore named director of album-oriented rock promotion for Southern Record Promotion in Nashville. At the same time, Courtney Kaufman named director of pop promotion. She's a 10-year veteran specializing in secondary promotion throughout

For the Record

LOS ANGELES-The announcement of a death which caused some confusion and misunderstanding at Cal Jam II in Ontario, Calif., March 18 was not made by a representative of radio station KMET, as previously reported (Billboard, April 1, 1977).

London In Switch

NEW YORK-London Records is switching to distribution by Pickwick International's Atlanta branch in that city, as well as Memphis, Nashville and Charlotte.

Pickwick also distributes London product in Minneapolis, Miami and St. Louis.



JAM TIME-The Dixie Dregs get together with Carlos Santana between shows at the Fox Theatre in Atlanta where they launched a tour supporting the new Capricorn LP "What If." They appeared as special guests with Santana at two soldout shows and joined him onstage for some jamming. Left to right are Santana, and Steve Morse and Allen Sloan of the Dregs.

New Companies

Yellow Brick Road Music, an ASCAP-related publishing firm, launched by Ouincy Jones, to supplement his BMI-affiliated firm Kidada. The first licensing under the new deal is Jones' new A&M single, "Stuff Like That," which is co-published with Nick Ashford & Valerie Simpson's Nick-o-Val firm. Address: 1416 La Brea, Los Angeles 90028, (213) 469-2411, extension

Dorothy Spires Agency, a booking agency, formed for concentration on country and gospel acts. Initial clients are Phyllis Burk and Lori Malone. Address: United Artists Towers, 50 Music Square West, Nashville 37203, (615) 327-3134.

Nyamm Neowd Music, Inc., a BMI-affiliated publishing firm, launched by Manchild to publish all of its compositions. Address: 38 N. Pennsylvania Ave., Suite 417, Indianapolis 46202, (317) 283-6443.

*

Jets, Inc., an aircraft brokerage firm for the entertainment industry, launched by C.B. Simons, president, and Toby Roberts, director of marketing. Roberts was one of the organizers behind the "Woodstock" festival and also books Starship I, a Boeing 720 luxury liner. Jets, Inc.,

6th Forum Due At Nashville 'In'

NASHVILLE-The sixth in the continuing series of Forum will be held Tuesday (25), 7:30 p.m., at Nashville's Exit/In.

Jointly sponsored by Capricorn Records, the NARAS Institute and B.S. Productions, this month's Forum will cover the topic of artist development with panel members from five major record labels.

Moderated by Don Light of Don Light Talent, Inc., the panel will include Don Schmitzerle, general manager of Capricorn Records; Mary Martin and Stan Byrd, Warner Bros.; Bill Williams, Elektra Records; Mary Ann McCready, CBS; and Dave Wheeler, RCA Rec-

Entertainment for the informational seminar open free to the public will be by the Contenders and Tim Krokel.

Previous Forums have covered songwriting, record production, music business law, copyrights and trade magazines.

now on tour with Grateful Dead, coordinates all tour logistics, from transportation to hotel accommodations. Address: 1416 No. Havenhurst, Los Angeles 90046. (213) 656-7254.

New Art Management, a division of Chick Corea Productions, launched by Ron Moss, executive director. Moss is also personal manager of Corea, president of the new firm. Initial signings are Corea, Return to Forever, vocalist Gayle Moran and keyboard player Mike Garson, formerly the musical director and pianist with David Bowie. Address: 2214 Canyon Drive, Los Angeles 90068, (213) 463-2303.

Jack Bratel Marketing, a freelance independent firm specializing in consumer motivation, launched by the industry veteran, most recently with the international department at UA. The company is available for national, regional or local program planning. Address: 16811 Escalon Dr., Encino, Calif. 91436, (213) 990-3583.

Sid Johnson Management Inc. formed by Sidney D. Johnson, Clarence D. Bolden Jr. and Kevin B. Edmonds. Initial clients are Manchild and Merging Traffic. Address: P.O. Box 18157. Indianapolis 46218, (317) 283-6443.

Major Label Records formed by Richard Deitch, president. Initial releases are Bob Bishop's "Stay" and Terry Foster's "You Sing Like An Angel." Address: 6876 Alloway East, Worthington, Ohio 43085, (614) 846-2026.

Fast Registration

MUSCLE SHOALS-Registration for the first annual Muscle Shoals Music Assn. Records and Producers Seminar for May 25-27 is going at a fast clip.

Executive director Buddy Draper

says persons interested in attending the seminar should contact him soon for registration, lodging reservations and registration for various other activities. There will be a \$25 per person fee for the entire seminar on "Independent Production: The Hit Factor." That fee also covers participation in the hospitality rooms, cocktail parties and shows, a continental breakfast and the closing banquet and show.

RSO On 'Fever'

• Continued from page 3

Coury says that some weeks ago he actually called top stations to discourage play. "Bruce Wendell requested that I call a few stations to tell them we weren't releasing the Bee Gees' 'More Than A Woman.' which I did, But it didn't make any difference; they played the Bee Gees' version anyway.

Perhaps to avoid glutting the mar-ket with product, RSO held off on the release of the "Grease" soundtrack for three-four weeks. Its official release date is Monday (24), and it has one million advance orders, according to Coury, more than "Saturday Night Fever" had when it was released last November.

The soundtrack features the Travolta/Newton-John duet which sold one million copies in seven days and was certified gold in 12. It includes another duet by the team and a title song written and produced by Barry Gibb and performed by Frankie Valli, on loan from Private Stock. ("I wouldn't be surprised," says Coury, when asked if Valli will ultimately join the RSO roster.)

RSO has rights to these three singles; MCA has rights to Newton-John solos and Midsong International can claim rights to Travolta

"And then we're going to release 'Sgt. Pepper' hot on the heelsering 'Grease,' " says Coury, registering some concern about dropping yet a third \$12.98 two-record set on the

"The problem is that the three albums will drain a lot of dollars out of the marketplace. It hurts other labels whenever any label takes a large & chunk of dollars from the dealers and the racks."

The "Pepper" album will be distributed by RSO in the U.S. and by A&M in the U.K. In terms of singles, A&M has rights to Peter Frampton solos; Columbia has Earth, Wind & Fire and Aerosmith solos; WB has Steve Martin and Alice Cooper cuts; and RSO has "everything else."
Rights to the "duets" featuring

Frampton and the Bee Gees are still being decided. Coury is trying to negotiate with Jerry Moss for A&M to get U.K. rights, while RSO would have U.S. rights, as is the case with the album.

The "Pepper" album is due in late summer or early fall, to coincide with the release of the RSO film. About a month earlier, on August 1, RSO is planning to release the new Bee Gees studio album, the trio's first since "Children Of The World" came out in September 1976. A single from the set will precede it in mid-to-late June.

Just as the "Pepper" album has to be released at that time because of the film; the Bee Gees album is committed because the trio is beginning a 50-city tour Aug. 11.

Says Coury of the Pepper album: "It could make 'Saturday Night Fever' look like a punk album; like a test run for the main event.

While that is almost admittedly wishful thinking, it does reflect Coury's feeling that the "Night Fever" explosion is not a record which will stand for all time; but rather a door opener to higher sales possibilities for future LPs.

"Over the past two years album sales have expanded greatly," he says. Reflecting on his Capitol experiences, he adds, "At their peak it was hard for the Beatles to reach one million units. And when Steve Miller did a million with 'The Joker,'

(Continued on page 91)

Billboard Hits Of The World.

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BRITAIN

esy Music Week) SINGLES

1	1	MATCHSTALK MEN &
		MATCHSTALK CATS & DOGS-
		Brian & Michael

NIGHT FEVER-Bee Gees. (RSO 002)
I WONDER WHY—Showaddywaddy—
Arista ARIST 174
IF YOU CAN'T GIVE ME LOVE—Suzi

Quatro, RAK 271 WITH A LITTLE LUCK—Wings,

Parlophone R 6019 NEVER LET HER SLIP AWAY-

Andrew Gold, Asylum K 13112 TOO MUCH, TOO LITTLE, TOO

LATE—Johnny Mathis/Deniece Williams, CBS 6164 BAKER STREET—Gerry Rafferty
FOLLOW ME—Genesis

10 11 5 22 DENIS-Blondie, Chrysalis SINGIN' IN THE RAIN-Sheila B. Devotion
WALK IN LOVE—Manhattan Transfel

12 13 SOMETIMES WHEN WE TOUCH-14 MORE LIKE THE MOVIES-Dr. Hook.

Capitol CL 15967
WUTHERING HEIGHTS—Kate Bush
EVERY 1'S A WINNER—

19 20

21 22

23

WUTHERING HEIGHTS—Kate Bush
EVERY 1'S A WINNER—
Hot Chocolate
I CAN'T STAND THE RAIN—Eruption
EVERYBODY DANCE—Chic,
Atlantic K 11097
SHE'S SO MODERN—Boomtown
Rats (Ensign ENY 13)
LET'S ALL CHANT—
Michael Zager Band
IT TAKES TWO TO TANGO—Richard
Myhill, Mercury TANGO 1
TAKE ME I'M YOURS—Squeeze,
A&M AMS 7335
CHELSEA—Elvis Costello
and Attraction
EMOTIONS—Samantha Sang
I LOVE THE SOUND OF BREAKING
GLASS—Nick Lowe
ALLY'S TARTAN ARMY—
Andy Cameron 26

Andy Cameron
AUTOMATIC LOVER—Dee D. 27 Jackson (Mercury 6007 171) JACK & JILL—Raydio, Arista 161 WHENEVER YOU WANT MY 28 29

LOVE—Real Thing IS THIS LOVE—Bob Mariey 30 21

& THIS LOVE—Bob Marley
& The Wailers
I'LL GO WHERE YOUR MUSIC
TAKES ME—Tina Charles
THE ONE AND ONLY—Gladys Knight
& The Pips, Buddah BDS 470
STAYIN' ALIVE—Bee Gees
DO IT DO IT AGAIN—Raffaella Carra 31 27 32

(Epic 6094) 35 EGO-Elton John (Rocket ROKN 538)

FOXHOLE—Television (Elektra K 12287)

K 12287)
HAZEL—Maggie Bell
(Swansong SSK 19412)
LONG LIVE ROCK & ROLL—
Rainbow, Polydor 2066 913
BAD OLD DAYS—Coco (Ariola-Hansa

AHA 513) BACK IN LOVE AGAIN—Donna 41

BACK IN LOVE AGAIN—Donna Summer (GTO GT 117) I MUST BE IN LOVE—Rutles (Warner Brothers K 17125) THEME FROM HONG KONG BEAT— Richard Denton/Martin Cook (BBC RESL 52) KU KLUX KLAN—Steel Pulse, Island

WIP 6428
I LOVE MUSIC—O'Jays, Philadelphia

I LOVE MUSIC—O'Jays, Philadeipni PIR 6093 MOVE YOUR BODY—Gene Farrow, Magnet MAG 109 HEY LORD DON'T ASK ME QUESTIONS—Graham Parker

QUESTIONS—Graham Parker (Vertigo Park 002) HEY SENORITA—War (MCA 359) (I Can't Get Me No) SATISFACTION—Devo (Stiff

Boy 1)
THE GHOST OF LOVE—Tavares, 31

Capitol CL 15968
YOU'RE SO RIGHT FOR ME—
Eastside Connection, Creole

20 GOLDEN GREATS-Nat King Cole, Capitol EMTV 9
SATURDAY NIGHT FEVER-Various, SATURDAY NIGHT FEVER—Various, RSO 2658 123 (F)
AND THEN THERE WERE THREE—
Genesis (David Hentschel),
Charisma CDS 4010 (F)
LONDON TOWN—Wings (Paul McCartney), Parlophone PAS 10012 (E)
THE ALBUM—Abba (B. Andersson/

B. Ulvaeus), Epic EPC 86052 (C) 20 GOLDEN GREATS—Buddy Holly

& The Crickets, MCA EMTV 8 (E)
THE KICK INSIDE—Kate Bush INSIDE—Kate Bush Powell), EMI EMC

8 KAYA—Bob Marley & The Wailers,
Island ILPS 9517
12 CITY TO CITY—Gerry Rafferty
(Hugh Murphy/Gerry Rafferty),
United Artists UAS 30104 (E)
11 THIS YEAR'S MODEL—Elvis Costello
& The Attractions, Radar RAD 3
10 OUT OF THE BLUE—Electric Light
Orchestra (Jeff Lynne), Jet UAR 11

100 (E)
PLASTIC LETTERS—Blondie (Richard 12 Gottehrer), Chrysalis CHR 1166 (F) RUMOURS—Fleetwood Mac

(Fleetwood Mac/Dashut/Caillat). Warner Bros. K 56344 (W) THE RUTLES—The Rutles (Neil

Innes), Warner Bros. K 56459 (W) FONZIES FAVOURITES—Various, 15

Warwick WW 5037 (M) 20 CLASSIC HITS—The Platters, 16 19

20 CLASSIC HITS—The Platters, Mercury 9100 049 PASTICHE—Manhattan Transfer (Tim Hauser), Atlantic K 50444 (W) PENNIES FROM HEAVEN—Various, 17

50444 (W)
PENNIES FROM HEAVEN—Various,
World Records SH 266
999—999, United Artists UAG 30199
25 THUMPING GREAT HITS—Dave
Clark Five (Dave Clark), Polydor
POLTV 7 (F)
VARIATIONS—Andrew Lloyd Webber
(Andrew Lloyd Webber) MCA MCF
2824 (E)
REFLECTIONS—Andy Williams
(Various), CBS 10006 (C)
BAT OUT OF HELL—Meat Loaf, Epic
EPC 82419
BOOGIE NIGHTS—Various, Ronco
RTL 2027 (B)
LIVE AND LET LIVE—10cc (Eric
Stewart), Mercury 6641 698 (F)
THE SOUND OF BREAD—Bread
(David Gates, Griffin, Royer),
Elektra K 52062 (W)
EXODUS—Bob Marley & The Wailers
(Bob Marley & The Wailers),
Island ILPS 9498 (E)
GREATEST HITS—Abba (B,
Andersson/B, Ulvaeus), Epic EPC
69218 (C)
THE STRANGER—Billy Joel,
CBS 82311
ANOTHER MUSIC IN A DIFFERENT

21

CBS 82311
ANOTHER MUSIC IN A DIFFERENT KITCHEN—Buzzcocks, United Artists UAG 30159

NEW BOOTS AND PANTIES—lan Dury (Peter Jenner/Lauria Latham/Rick Walton), Stiff SEEZ 4 (E)
DARTS—Darts (Richard Hartley/

DARTS—Darts (Richard Hartley/ Tommy Boyce), Magnet MAG 5020 (£) ALL 'N' ALL—Earth, Wind & Fire (Maurice White), CBS 86051 (C) GENERATION X—Generation X, Chrysalis CHR 1169 FOOT LOOSE & FANCY FREE—Rod 45

Stewart (Tom Dowd), Rivia RVLP 5 (W) EASTER—Patti Smith (Jimmy

37

EASTER—Patti Smith (Jimmy Lovine), Arista SPART 1043 (F) HE WALKS BESIDE ME—Elvis Presley, RCA PL 12772 (R) ARRIVAL—Abba (B. Andersson/B. Ulvaeus), Epic EPC 86018 (C) EVERY 1'S A WINNER—Hot Chocolate, RAK SRAK 531 DISCO STARS—Various, K-tel NE 1022 (K)

Chocolate, RAK SRAK 531
DISCO STARS—Various, K-tel NE
1022 (K)
SIMON & GARFUNKEL'S GREATEST
HITS—Simon & Garfunkel, CBS
69003 (C)
30 GREATEST—Gladys Knight & The
Pips, K-Tel NE 1004
A NEW WORLD RECORD—Electric
Light Orchestra (Jeff Lynne), Jet
UAG 30017 (E)
OL' BLUE SUEDES BACK—Carl
Perkins (Felton Jarvis), Jet UATV
30146 (E)
MDONFLOWER—Santan,
CBS 88272 (C)
FEELINGS—Various, K-tel
NE 1006 (K)
FLEETWOOD MAC—Fleetwood Mac
(Fleetwood Mac), Reprise K
54043 (W)
CYCLONE—Tangerine Dream,
Virgin V 2097
STAR WARS (Soundtrack)—London
Symphony Orchestra, 20th
Century BTD 541 (A)
LIVE AT TREORCHY—Max Boyce
(Bob Barratt), One-Up OU 2033
(E)
GREATEST HITS—Donna Summer,

(Bob Barratt), One-Up UU 2033
(E)
GREATEST HITS—Donna Summer,
GTO GTLP 028 (C)
IN FULL BLOOM—Rose Royce,
Warner Bros. K 56394 (W)
ENDLESS FLIGHT—Leo Sayer
(Richard Perry), Chrysalis CHR
1125 (F)
THEIR GREATEST HITS 1971-75—
Eagles, Asylum K 53017 (W)
STIFFS LIVE STIFFS—Various, Stiff
GET 1 (E)
THE STUD—Various, Ronco RTD

THE STUD—Various, Ronco RTD 2029 (B)
THE DARK SIDE OF THE MOON—

Pink Floyd (Pink Floyd), Harvest SHVL 804 (E)

THE JESUS OF COOL—Nick Lowe (Nick Lowe), Radar RAD 1 (W)

37 MARY O'HARA AT THE ROYAL FESTIVAL HALL—Mary O'Hara, Chrysalis CHR 1159 48 ZARAGON—John Miles—Decca

CANADA tesy of Canadian R Industry Association As Of 4/5/78 SINGLES

K
STAYING ALIVE—Bee Gees (RSO)—POL
WE ARE THE CHAMPIONS—Queen
(ELEK)—WEA
NIGHT FEVER—Bee Gees (RSO)—POL
EMOTION—Samantha Sang (PRIV)—OUA
LOVE IS THICKER THAN WATER—Andy
Gibb (RSO)—POL

Gibb (RSO)—POL GOODBYE GIRL—David Gates (ELEK)—WEA GIRL'S SCHOOL/MULL OF KINTYRE—Paul McCartney & Wings (CAP)—CAP LAY DOWN SALLY—Eric Clapton (RSO)—

POL
DUST IN THE WIND—Kansas (Kirshner)
HOT LEGS—Rod Stewart (WARN)—WEA
WONDERFUL WORLD—Art Garfunkel

(COL)—CBS
JUST THE WAY YOU ARE—Billy Joel
(COL)—CBS
CAN'T SMILE WITHOUT YOU—Barry
Manilow (ARIS)—CAP

manilow (ANIS)—CAP
PEG—Steeley Dan (GRT)—GRT
YOU LIGHT UP MY LIFE—Debby Boone
(WARN)—WEA
SHORT PEOPLE—Randy Newman
(WADN)—WEA

(WARN)—WEA
NAME OF THE GAME—ABBA (WEA)—WEA
CIRCLE IS SMALL—Gordon Lightfoot

(WEA)-WEA
DON'T LET ME BE MISUNDERSTOOD-Santa Esmeralda (STIR)—TCD UNCHAINED MELODY—Elvis Presley

(RCA)—RCA
HOW DEEP IS YOUR LOVE—Bee Gees

(RSO)—POL THE WAY YOU DO THE THINGS YOU—Rita Coolidge (A&M)—A&M
SOMETIMES WHEN WE TOUCH—Dan Hill

COOLOGE (A&M)—A&M
SOMETIMES WHEN WE TOUCH—Dan Hill
(GRT)—GRT
POOR POOR PITIFUL ME—Linda Ronstadt
(ASYL)—WEA
RUNNING ON EMPTY—Jackson Browne
(ELEK)—WEA
THEME FROM CLOSE ENCOUNTERS—John
Williams (ARIS)—CAP
WALK RIGHT BACK—Anne Murray (CAP)—
CAP
YOU'RE IN MY HEART—Rod Stewart
(WARN)—WEA
THEME FROM CLOSE ENCOUNTERS—
Meco (MILL)—QUA
EBONY EYES—Bob Welch (CAP)—CAP
SWEET TALKIN' WOMEN—Electric Light
Orchestra (UA)—RCA
THUNDER ISLAND—Jay Ferguson (ASYL)—
WEA

WEA
ROCK AND ROLL IS A VICIOUS GAME—
April Wine (AQUA)—LON
DANCE DANCE DANCE—Chic (ATLA)—WEA
HEY DEANIE—Shaun Cassidy (WARN)—
WEA
BABY COME BACK—Player (RSO)—POL
SLIP SLIDING AWAY—Paul Simon (CBS)—

CBS
IF I CAN'T HAVE YOU—Yvonne Elliman

(RSO)—POL RUNAROUND SUE—Leif Garrett (ATLA)—

WEA
OH PRETTY LADY—Trooper (MCA)—MCA
DESIREE—Neil Diamond (CBS)—CBS
SWEET SWEET SMILE—Carpenters

(A&M)—A&M HERE I GO AGAIN—Larry Evoy (ATTI)—

LON
SURFIN' U.S.A.—Leif Garrett (WEA)—WEA
THE WAY I FEEL TONIGHT—Bay City
Rollers (ARIS)—CAP
HERE YOU COME AGAIN—Dolly Parton

(RCA)—RCA
BACK IN LOVE AGAIN—LTD (A&M)—A&M
DREAMER—Supertramp (A&M)—A&M
TURN TO STONE—Electric Light Orchestra

(UA)—RCA
HAPPY ANNIVERSARY—Little River Band
(CAP)—CAP

SATURDAY NIGHT FEVER—Various (RSO)

SATURDAY NIGHT FEVER—Various (RSO) ENDLESS WIRE—Gordon Lightfoot (WARN) THE STRANGER—Billy Joel (CBS) NEWS OF THE WORLD—Queen (ELEK) BAT OUT OF HELL—Meatloaf (EPIC) SLOW HAND—Eric Clapton (RSO) RUMOURS—Fleetwood Mac (WARN) FOOTLOOSE & FANCY FREE—Rod Stewart (WARN)

(WARN)
THE GRAND ILLUSION—Styx (A&M)
THE ALBUM—Abba (ATLA)
MY AIM IS TRUE—Elvis Costello (CBS)
FLOWING RIVERS—Andy Gibb (RSO)
SANTA ESMERALDA—Santa Esmeralda AJA—Steely Dan (ABC)

AJA-Steely Dan (ABC)
LIVE—Barry Manilow (ARIS)
LONGER FUSE—Dan Hill (GRT)
BORN LATE—Shaun Cassidy (WARN)
SIMPLE DREAMS—Linda Ronstadt (ASYLM)
ROCK 'N' ROLL MACHINE—Triumph

WATERMARK -- Art Garfunkel (CBS)

HOLLAND

SHAUN CASSIDY—Shaun Cassidy (WARN)
CRIME OF THE CENTURY—Supertramp
(A&M)
RUNNING ON EMPTY—Jackson Browne
(ASYL)
I'M GLAD YOU ARE HERE—Neil Diamond
(CRS)

(CBS)
BOSTON—Boston (EPIC)
DRASTIC PLASTIC—Bebop Deluxe (CAP)
ALIVE II—Kiss (CASA)
HOTEL CALIFORNIA—Eagles (ASYL)
GREATEST HITS—Paul Simon (CBS)
ASTRAL PROJECTOR—Zon (CBS)
OUT OF THE BLUE—Electric Light
Occhestra (IIA)

Orchestra (UA)
EMOTION—Samantha Sang (PRIV)
TEN YEARS OF GOLD—Kenny Rodgers (UA) GREATEST HITS VOL. 2—Elton John

(MCA)
WAYLON & WILLIE—Waylon Jennings/

Willie Nelson (RCA)
EVEN IN THE QUIETEST MOMENTS— Supertramp (A&M)

1, ROBOT—Alan Parsons (ARIS)
LITTLE CRIMINALS—Randy Nev

(WARN)
BOOK OF DREAMS—Steve Miller (CAP)

BOOK OF DREAMS—Steve Miller (CAP)
A FAREWELL TO KINGS—Rush (ANTA)
FOREIGNER—Foreigner (ATLA)
STAR WARS—Soundtrack (20th)
ALL IN ALL—Earth, Wind & Fire (CBS)
WEEKEND IN L.A.—George Benson (WE
GREATEST HITS—Olivia Newton-John

GREATEST THE (MCA)

(MCA)

FLEETWOOD MAC—Fleetwood Mac (REPF)

DOWN TWO THEN LEFT—Boz Scaggs (CBS)
HERE YOU COME AGAIN—Dolly Parton

(RCA) LET'S GET SMALL—Steve Martin (WARN) SOMEONE LOVES YOU HONEY—Charley Pride (RCA)

JAPAN (Courtesy of Music Labo, Inc.) As Of 4/17/78 *Denotes local origin SINGLES

SOUTHPAW—Pink Lady (Victor)—NTVM HOHOEMIGAESHI—Candies (CBS/Sony)—

Watanabe
NAYOIMICHI-Machiko Watanabe (CBS/

MAYUMICHI—Machiko Watanabe (CBS/ Sony)—PMP TOKINIWA SHOFU NO YONI—Toshio Kurosara (Columbia)—Nichion LOVE LETTER FROM CANADA—Nasaaki Hirao, Yoko Hatanaka (Victor)—Daiichi Music

MUSIC
DON'T LET ME BE MISUNDERSTOOD—
Santa Esmeralda (Philips)—Intersong
VIBLATION—Hiromi Go (CBS/Sony)—

Santa Esmeraida (Pfillips)—Intersong

VIBLATION—Hiromi Go (CBS/Sony)—
Burning

8 NAMIDA:NO CHIKAI—Alice (Express)—JCM

9 SAMURAI—Kenji Sadada (Polydor)—
Watanabe

10 FUYU-NO INAZUMA—Alice (Express)—JCM

11 ANATA-TO AI-NO TAMENI—Hideki Saijo
(RCA)—Geiei Music

12 UFO—Pink Lady (Victor)—NTVM

13 OTOMEZAKYU—Momoe Yamaguchi (CBS/Sony)—TOP

14 ANTA-NO BALLAD—Masanori Sera & The
Twist (Aardvark)—Yamaha

15 HAMASHICURE—Mizue Takada (Union)—
Fuji Music, PMP

16 MEZAME-NOGGARNIVAL—Ikue Sakakibara
(Columbia)—TOP

17 FUYU-GA KURU RAKNI—Kami Fusen
(CBS/Sony)—ABC

18 AIYO YONIGAERE—Goro Noguchi
(Polydor)—NP Music

19 KAMOME-WA KAMOMM—Naoko Ken
(Canion)—Yamaha, Tanabe

20 TOGUSHI—Char (See Saw)—Nichion
Intersong

AUSTRALIA

(Courtesy of Radio 1270 2SM) As Of 4/17/78 SINGLES

STAYIN' ALIVE—The Bee Gees (RSO)
IF I HAD WORDS—Scott Fitzgerald &
Yvonne Keeley (U/A)
EMOTION—Samantha Sang (Private)
ISN'T IT TIME—The Babys (CHRYS.)
EBONY EYES—Bob Welch (CAP)
YES SIR I CAN BOOGIE—Baccara (RCA)
SOMETIMES WHEN WE TOUCH—Dan Hill
(Interfusion)

SOMETIMES WITCH THE CONTROL OF THE WAY YOU ARE—Billy Joel (CBS)
YOU TOOK THE WORDS RIGHT OUT OF
MY MOUTH—Meatloaf (EPIC)
IT'S A HEARTACHE—Bonnie Tyler (RCA)
LPs

SATURDAY NIGHT FEVER—So

(R.S.O.)
THE STRANGER—Billy Joel (CBS)
WEEKEND IN L.A.—George Benson (Warns

Bros.)
SIMPLE DREAMS—Linda Ronstadt (Asyli BAT OUT OF HELL—Meat Loaf (Epic)
MASTERPIECES—Bob Dylan (CBS)

THAIGHES—Electronal Mac (Warner Bro RUMOURS—Fleetwood Mac (Warner Bros.)
MARCIA LIVE ACROSS AUSTRALIA—

Marcia Hines (Miracle)
LONDON TOWN—Wings (Capitol)
DOWN TWO THEN LEFT—Boz Scaggs

(Courtesy Stichting Nederlandse Top 40)
SINGLES

STAYING ALIVE—Bee Gees (RSO)
ONLY A FOOL—Mighty Sparrow and Byron

Lee (Trojan)
U O ME—Luv (Philips)
RIVERS OF BABYLON—Boney M (Hansa)

ARGENTINA—Conquistador (Philips)
WITH A LITTLE LUCK—Wings (Capitol)
COME BACK MY LOVE—Darts (Negram)
WUTHERING HEIGHTS—Kate Bush (United

Artists) STARSHIP—Mistral (CNR) 10 FANTASY—Earth, Wind & Fire (CBS) LPs

1 SATURDAY NIGHT FEVER-Soundtrack

(RSO)
THE KICK INSIDE—Kate Bush (United

Artists)
MOET NIET ZEUREN—Tol Hansse (CNR)

MOET RIET ZEUREN—TOI Hansse (CNK)
LONDON TOWN—Wings (Capitol)
ALL 'N ALL—Earth, Wind & Fire (CBS)
PLASTIC LETTERS—Blondie (Chrysalis)
MOONFLOWER—Santana (CBS)
AND THEN THERE WERE THREE—Genesis

(Mercury)
OUT OF THE BLUE—Electric Light

Orchestra (EMI)

10 20 GROOTSTE SUCCESSEN—Fischer Choir

SPAIN (Courtesy of "El Gran Musical")
As Of 4/8/78
*Denotes local origin
SINGLES

TE AMO (in Spanish)—Umberto Tozzi
(Epic/CBS)—April Music

VETE—*Los Amaya (RCA)—Talisman
BALLANDE POUR ADELINE—Richard

Clayderman (Hispavox)
POGO A POCO . . . ME ENAMORE DE TI
(in Spanish)—Collage (Hispavox)
GIRL'S SCHOOL/MULL OF KINTYRE—

Wings (EMI)—Clipper's
UNLIMITED CITATIONS—Cafe Creme (EMI)—Clipper's SORRY, I'M A LADY—Baccara (RCA)—

Notas Magicas
POLVORA MOJADA—*Pablo Abraira r-ULYURA MOJADA—°Pablo Abraira (Movieplay)—Quiroga-Penta AMOR MIO? COMO ESTAS?—°Miguel Bose (CBS)—Sugar Music Y...NO—°Camilo Sesto (Ariola)—Arabella-EIT

This
Week

1 EVEN IN THE QUIETEST MOMENTS—
Supertramp (A&M/CBS)
2 MOONFLOWER—Santana (CBS)
3 I'M GLAD YOU'RE HERE WITH ME
TONIGHT—Neil Diamond (CBS)
4 I ROBOT—The Alan Parsons Project (EMI)
5 DISCO MANIA—Various Interpretes (K-tel)
6 ENTRE AMIGOS—"Camilo Sesto (Ariola)
7 LOVE SONGS—The Beatles (EMI)
8 STAR WARS—Banda Original Pelicula
(Movieplay)

(Movieplay)
HERE ... AT LAST ... BEE GEES ...
LIVE—Bee Gees (Polydor)
A MIS 33 ANOS—°Julio Iglesias (Columbia)

MEXICO (Courtesy of Ortiz-Mexico) As Of 4/7/78 SINGLES

1 BLUE BAYOU—Linda Ronstadt (Asylum)
2 JAMAS ME CANSARE DE TI—Rocio Durcal

(Ariola)
3 AUNQUE TE ENAMORES—Juan Gabriel (Ariola)
4 EL NEGRO JOSE—Los Venturosos de la

Salsa (Gas)
EL PASADISCOS—Diego Verdaguer

(Melody)
SI TU TE VAS—Camilo Sesto (Ariola)

STAYING ALIVE—Bee Gees (Polydor)
POR QUE TU NO ME QUIERES—Miramar

(Courtesy Help and Scura magazines)
*Denotes local origin
SINGLES

DARLING—Baccara (RCA)
DADDY COOL—Darts (Magnet)
2-4-6-8- MOTORWAY—Tom Robinson Band
(EMI)
DON'T LET ME BE MISUNDERSTOOD—
Santa Esmeralda (Philips)
HOUSE OF THE RISING SUN—Santa
Esmeralda (Philips)
YES SIR I CAN BOOGIE—Baccara (RCA)
ME VAIN—*Danny & Armi (Scandia)
JOS YSTAVAAN VOIT LUOTTAA—*Jamppa
(CBS)

(CBS)
EGYPTIAN REGGAE—Jonathan Richman

(Beserkley)
BANAANIA POSKEEN—*P-O Kangas

(Accion)
DAYBREAK—Barry Manilow (Arista)
VOLCAN—Jose Jose (Ariola) **FINLAND**



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Billboard_®

Number of singles reviewed

this week **86** Last week 83



ABBA-Take A Chance On Me (3:30); producers: Benny Andersson, Bjorn Ulvaeus; writers: B. Andersson, B. Ulvaeus; publisher: Artwork ASCAP. Atlantic 3457. The consistent hitmakers offer one of its most busy, fast paced productions to date, an effective change-of-pace followup to the ballad "The Name Of The Game," which peaked at number 12. An effective tension and sense of urgency is created by the sexy fe

ROD STEWART-I Was Only Joking (4:48); producer: Tom Dowd; writers: Stewart, Grainger; publisher: Riva ASCAP. Warner Bros. WBS8568. After an interlude with the fiery rocker "Hot Legs" Stewart returns here with another ballad, the third single from "Foot Loose And Fancy Free." Again the distinctive gravel-like voice is in top form interpreting insightful lyrics over a rhythmic, semi-acoustic rock foundation. Good string and mandolin work pace this rock ballad.

QUEEN-It's Late (6:26); producer: Queen; writer: May; publisher: Queen. Elektra E45478A. Queen follows its top five "We Are The Champions" with a tune that shifts gear from subdued balladry to thunderous rock'n'roll. Freddie Mer cury's vocals are at the forefront with rich, multi-layered harmonies backing him. Stinging guitar work and drums pace

JIMMY BUFFETT-Cheeseburger In Paradise (2:51); producer: Norbert Putnam; writer: Jimmy Buffett; publisher: Coral Reefer/Outer Banks BMI. ABC AB12358. Buffett captures the up spirit of "Margaritaville" on this cheery campy tune.
The lyrics are lots of fun and Buffett's easy going vocal is backed up by a female chorus. Recorders give the midtempo rocker Buffett's now distinctive nautical feel.

recommended

RINGO STARR-Lipstick Traces (On A Cigarette) (2:58); producer: Vini Poncia; writer: N. Neville; publisher: Unart BMI. Portrait 670015

LEIF GARRETT-The Wanderer (2:40); producer: Michael Lloyd; writer: Ernest Maresca; publishers: Rust Enterprise, Schwartz ASCAP. Atlantic 3476.

LITTLE FEAT-Oh Atlanta (3:40); producer: Lowell George; writer: B. Payne; publisher: Naked Snake ASCAP. Warner Bros. WBS8566

ANNE MURRAY-You Needed Me (3:38); producer: Jim Ed Norman; writer: Randy Goodrum; publisher: Chappell/Iron side ASCAP. Capitol P4574.

ETTA JAMES-Piece Of My Heart (3:42); producer: Jerry Wexler; writers: Berns/Ragavoy; publishers: Web IV/Ragmar BMI. Warner Bros. WBS8545.

BOBBY ARVON—From Now On (3:35); producer: John Lombardo; writer: Bobby Arvon; publishers: First Artists/Little House ASCAP. First Artists 41003.

TODD RUNDGREN-Can We Still Be Friends (3:11); producer: Todd Rundgren; writer: Todd Rundgren; publisher: Earmark BMI. Bearsville BSS0324.

THE TUBES—Show Me A Reason (3:26); producers: Pete Henderson, Rikki Farr; writer: Steen; publishers: Irving/Pseudo BMI. A&M 2037S

FLAME—Too Many Cooks (3:20); producer: Jimmy lovine; writer: Willie Dixon; publisher: Arc BMI. RCA JH11266.

NIGEL OLSSON-Rainy Day (3:23); producers: Paul Davis, Nigel Olsson; writers: N. Olsson; R. Price; publisher: Drumsong/Web IV BMI. Columbia 310733.

RUSS BALLARD-Treat Her Right (2:55); producer: Keith Olwriter: R. Ballard; publisher: Island ASCAP. Epic

ANDREW LLOYD WEBBER-Theme And Variations (2:57); producer: Andrew Lloyd Webber; writer: Andrew Lloyd Webber; publisher: Chappell/Steampower Ltd. ASCAP. MCA

LIGHT YEAR-Help Me Find My Way (2:40); producer: Van Brown; writer: Denny Crockett; publisher: Tri-Star ASCAP. Pocatello PR101.



PEABO BRYSON-Feel The Fire (4:57); producers: Peabo Bryson, Richard Evans; writer: Peabo Bryson; publisher: Warner/ Tamerlane BMI. Capitol P4573.

EUGENE RECORD—Trying To Get To You (3:55); producer: Eugene Record; writer: Eugene Record; publishers: Angelshell/Irving BMI. Warner Bros. WBS8570.

CUBA GOODING-Mind Pleaser (3:35); producers: Dennis Lambert, Brian Potter; writers: D. Lambert, B. Potter; pub-lisher: Lambert & Potter BMI. Motown M1440F.

LINDA CLIFFORD-Runaway Love (3:28); producer: Gil Askey; writer: G. Askey; publishers: Andrask/Gemigo BMI. Curtom CMS0138

LUTHER INGRAM—Get To Me (4:20); producer: Johnny Baylor; writer: Johnny Baylor; publisher: Klondike BMI. Koko



ANNE MURRAY-You Needed Me (3:38); producer: Jim Ed Norman; writer: Randy Goodrum; publishers: Chappell & Co. Inc./Ironside, ASCAP. Capitol P4574. Drawn from Murray's current "Let's Keep It That Way" LP as a followup to her successful country and pop single, "Walk Right Back," Murray's latest is a warm, intoxicating, "Killing Me Softly"-type ballad. Sensitive vocal delivery highlights the number which is heightened by guitar and strings.

ingle Pick

CON HUNLEY-Week-End Friend (2:48); producer: Norro Wilson; writers: Troy Seals/Eddie Setser; publishers: Down 'N Dixie/Irving, BMI. Warner Bros. WBS8572. A sedate r&b rhythm coupled with Hunley's deep, sensuous DELIVERY is offered in this midtempo ballad accentuated by electric piano, strings, backup vocals and touches of steel in the chorus. Highlighting finale is the addition of sax and a bluesy turnover delivery by Hunley.

KENNY DALE—The Loser (2:49); producer: A.V. Mittelstedt; writers: D. McCall/L. Morris; publisher: Aud-Lee, BMI. Capitol P4570. Taken from Dale's "Red Hot Memory" LP, his latest is a midtempo waltz-type number filled with electric guitar, backup vocals almost entirely throughout, piano, bass. steel and fiddles. Dale's country pure vocals are strong and

MEL McDANIEL-The Farm (3:37); producer: Johnny MacRae; writer: Dennis Linde; publisher: Combine, BMI. Capitol P4569. Strings and acoustic guitar intro set the mood for this mellow and lyrically vivid story number that McDaniels delivers so well with sensitivity. The story line revolves around the still warm memories of a young boy's grandfather's dreams of being back on the farm as they roll down a midnight highway in a Greyhound bus.

recommended

JOHN DENVER-I Want To Live (3:45); producer: Milton Okun; writer: John Denver; publisher: Cherry Lane, ASCAP. RCA IB11267

MARY LOU TURNER—You Left Your Sunshine With Me (3:06); producer: David Byrd; writers: Chuck Stewart, Hillman Hall; publisher: Buckhorn, BMI. MCA MCA40898.

DARRELL McCALL-The Weeds Outlived The Roses (2:45); producer: Ken Laxton; writer: T. Conley; publisher: Blue Moon, ASCAP. Columbia 310723.

ED BRUCE-Man Made Of Glass (3:28); producer: Buddy Killen; writer: D. Wilson; publisher: Tree, BMI. Epic 850544.

DON BOWMAN-Willon & Waylee (2:54); producer: Don Bowman; writers: D. Bowman, B. Graham, B. Walker; publisher: Parody, BMI. Lone Star LSR2003.

RAY PENNINGTON—Lucy Needs A Friend (2:48); producer: Ray Pennington; writer: Ray Pennington; publisher: Almarie, BMI, MRC MR1015.

THE DRIFTING COWBOYS—Rag Mop (2:10); producer: Charlie Daniels; writers: J.L. Wills, D. Anderson; publisher: Belinda, BMI. Epic 850543.

PEGGY SUE—Come And Lay Down With Me (2:30); producer: Gene Kennedy; writers: Ron Muir, Larry Shell; publisher: Door Knob, BMI. Door Knob WIGDK8052A.

THE LeGARDES-True Love (2:26); producer: Gary S. Paxton; writer: Cole Porter; publisher: Buxton Hill, ASCAP. Raindrop



VILLAGE PEOPLE—Macho Man (3:30); producer: Jacques Morali; writers: J. Morali, H. Belolo, V. Willis, R. Whitehead; publisher: Can't Stop Music BMI. Casablanca NB922DJ. The title cut from this six-piece disco outfit's second album is a spirited fast paced percussive track highlighted by multi-part harmonies and a rugged lead vocal. The beat pulsates with a

LOVE AND KISSES-Thank God It's Friday (3:17); producer: Alec R. Costandinos; writer: Alec R. Costandinos; publishers: Cafe Americana ASCAP, O.P. Fefee. Casablanca NB925DJ. This established group and hot producer handle the title cut from the upcoming film, a link which should boost the tune's popularity. It is fairly formula disco, but appealing with its sweeping orchestration and excellent vocal work, both lead and chorus.

RINDER AND LEWIS-Envy (Animal Fire) (3:39); producers: Lewis & Rinder; writers: W. Michael Lewis, Laurin Rinder; publisher: Equinox BMI. AVI AVI205S. This is the first deadly performing effort for this team with a strong track record as producers. This cut is taken from the "Seven Deadly Sins" LP already strong on the disco charts. It's an unusual number with a hint of evil and vocals rendered in appropriately threatening tones.

recommended

LE PAMPLEMOUSSE—Monkey See, Monkey Do (4:30); producers: W. Michael Lewis; Laurin Rinder; writer: Gil Karson; publisher: Equinox BMI. AVI AVI153S.

DAVIS IMPORT-I'm Glad You're Mine (3:30); producer: Kelli-Arts; writers: Bruce Davis, Glen Davis; publishers: Kinman-Carleen ASCAP. AV1197S.

STARBOW-Intersidereal Message (5:22); producers: Ralph Benatar, Mike Butcher; writers: Jean Kluger, Daniel Vangarde; publisher: September ASCAP. AVI 12194D.

Picks-a top 30 chart tune in the opinion of the review panel which voted for the selections released this week; recommended—a tune predicted to land on the Hot 100 between 31 and 100. Review editor—

Billboard's Recommended LPs

• Continued from page 76

JUGGY MURRAY JONES-Rhythm And Blues, Jupiter Jazz 1401. Produced by Juggy Murray Jones. This album returns the veteran Jones, who created the powerhouse Sue Records label, back into the limelight, this time as a performer. Backing Jones' vocals, which fall flat in spots, is a solid band, full of horns, percussion and hot rhythms. **Best cuts:** "Come On Do It Some More," "Get Your Thing Together," "Dance

MOSES-The Coming Of Moses, Pure Silk PS1001. Produced by Moses Davis. This is good and clean contemporary funk, solid and tight throughout. The songs stand on their own with no strings or choruses sweetening them up, and no horns intruding. The music draws from both white rock and tradi-tional jazz without compromising its r&b roots. **Best cuts:** "Love To Live," "The Sweetist Love," "Sunday Afternoon."

country

CONNIE SMITH—New Horizons, Monument MG7624. Produced by Ray Baker. Album contains two previously released singles along with other material by pop and country writers.
Instrumental support is provided by guitars, keyboards, strings, background vocals and splashes of steel with the main emphasis placed on Smith's strong vocals. Production seems subdued, but there's a general uptempo and light feel to the LP. **Best cuts**: "I Just Want To Be Your Everything," "There'll Never Be Another For Me," "Your Smiling Face."

TOM T. HALL-Greatest Hits, Vol. III, Mercury SRM15008. Produced by Jerry Kennedy. Hall has enough legitimate hits to issue a Vol. III best hits without getting into weak material. This is a collection of some of his last Mercury cuts. Uptempo numbers are balanced by Hall's love ballads, with the latter being his strongest point. Guitars, drums, piano and harmonica take the lead in boosting his vocalizing. **Best cuts**: "It's All In The Game," "Your Man Loves You, Honey," "Fox On The Run," "She Gave Her Heart To Jethro."

JOHN WESLEY RYLES-Shine On Me, ABC AB1056. Produced **by Johnny Morris.** Titled after his latest country chart topping single, Ryles' LP offers a collection of mostly easy ballads and midtempo tunes laced with smooth instrumentation. An earpleasing selection that highlights Ryles' steady and smooth delivery. **Best cuts:** "Shine On Me," "Don't Let The Sun Catch You Crying," "All Day Rain."

LOREZ ALEXANDRIA-How Will I Remember You?, Discovery DS782. Produced by Albert Marx, Dennis Smith. It's nice to have this fine stylist back warbling on disks. Accompanied by a trio of caring sidemen, she cuts an impressive path through 11 tunes for this new L.A.-based label. Tunes are both chart toppers and some well worked evergreens. Lorez's voice is strong and she holds down the dramatic trickery to let the music dominate. **Best cuts:** "Make Someone Happy," "Until It's Time For You To Go," "Baltimore Oriole."

BEN WEBSTER-Did You Call?, Nessa N-8. Produced by Discos Ensayo. The veteran tenorman's 1972 venture into a Spanish studio is recalled on this outing which features his heartfelt playing on a score of ballads. Pianist Tete Montoliu's trio offers a warm backing for Webster's sensitive playing for this new Chicago label. The gentleness of his playing is the hallmark of the sessions. **Best cuts:** "Don't Blame Me," "Barceiona Shout," "Ben's Blues," "The Man I Love.

TOMMY VIG ORCHESTRA-Encounter With Time, Discovery DS780. Produced by Albert Marx, Dennis Smith. Vibis & Vig wrote eight of the nine compositions initially recorded in 1967. The LP blends a swinging mood with the intensity of orchestral compositions. A host of L.A. sidemen join Vig (who also plays drums) in this adventurous, modern jazz excursion The LP's interesting orchestral colors are its key point. **Best** cuts: "Space Race," "Gratitational Blues," "Sunrise, Sun-

BENNY GOODMAN-The Complete Benny Goodman, Vol. 5, RCA Bluebird AXM2 5557. Produced by Frank Driggs. No one has ever played more clarinet than Goodman and no band has exerted a stronger influence on American music. These 31 classic tracks reveal how expertly a big band could produce hardcore, ever-swinging jazz along with fine pop sounds. Vocals are by Martha Tilton. Best cuts: "Camel Hop," "Life Goes To A Party," "Don't Be That Way," "Sweet Lorraine."

ARTIE SHAW—The Complete Artie Shaw, Vol. 3, RCA Bluebird AXM25556. Produced by Frank Driggs. A rousing collection of 32 tracks waxed in 1939-40 by one of the all-time finest (and most swinging) dance bands. Shaw's clarinet is superb, and so are his numerous sidemen including Georgie Auld, Buddy Rich and Tony Pastor. **Best cuts:** "All In Fun," "I Didn't Know What Time It Was," "I Surrender, Dear," "Lady Be Good."

TOMMY DORSEY—The Complete Tommy Dorsey, Vol. 3, RCA Bluebird AXM25560. Produced by Frank Driggs. There are some delightful instrumental gems in this 34-track reissue of well-remembered TD performances of 1936-37, some of which showcase Bud Freeman's tenor sax and the impeccable drumming of Dave Tough. Dorsey's was a smooth, highly musical aggregation paced by the leader's virtuostic trombone **Best cuts:** "Buy My Violets," "Liebestraum," "Melody In F," 'Song Of India.

GLENN MILLER-The Complete Glenn Miller, Vol. 4, 1940, RCA Bluebird AXM25558. Produced by Frank Driggs. The most popular of all big bands of the swing era offers only a few genuinely memorable tracks in this 32-song two-LP reissue. Most feature dreary vocals by Ray Eberle. Yet the late Miller still retains a following 37 years after his death and there will be a market for this musical legacy. **Best cuts:** "My Blue Heaven," "Slow Freight," "Tuxedo Junction," "Bugle

HAL SCHAEFFER—The Extraordinary Jazz Pianist, Discovery DS781. Produced by Dennis Smith and Albert Marx. A sensation in Los Angeles back in the 1940s, little has been heard of Schaeffer recently. But in his six tracks here, assisted by Freddy Atwood on bass and Alvin Stoller's drums. Schaeffer confirms his skills at the acoustic keyboard-excellent tech nique and sensitive, personalized expression abound. Best cuts: "You Are Too Beautiful," "Yesterdays."

disco

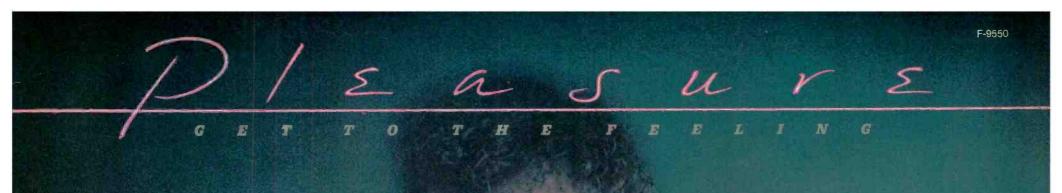
MADLEEN KANE-Rough Diamond, Warner Bros. BSK 3188. Produced by Michaele, Lana & Paul Sebastian. A good disco effort showcasing Kane's adequate vocals in five rather lengthy cuts. Slow material is included here, but the more notable cut is the rendition of the old Peggy Lee tune, "Fever." The producers are listed as composers on most of the tunes. **Best cuts:** "Let's Make Love," "Fever."

latin

MASSIEL—Lo Mejor De Massiel, Zafiro ZLP513. No producer listed. A new figure in the U.S., Spanish vocalist Massiel makes her introduction here via this collection of 12 hits. All are rich in content and musically striking, putting her among the more thoughtful of Spain's performers. Her voice is appealing, full and powerful. **Best cuts:** "Rosas En El Mar," "La Moza De Los Ojos Tristes," "A Espaldas De Mi Pueblo."

classical

MUSSORGSKY: "PICTURES AT AN EXHIBITION," "NIGHT ON BALD MOUNTAIN"—Leibowitz, Royal Philharmonic, Quintessence PMC7059. Interpretive insight and sonic grandeur are wed in these 1963 performances, perhaps the most famous recordings by conductor Rene Liebowitz. Many consider this the best of all stereo "Pictures," and collectors have sought the original RCA pressings. Quintessence adds Leibowitz' 1960 Paris recording of "Danse Macabre" to the bargain.

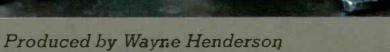


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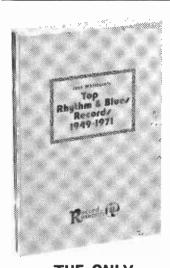


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Supreme Court Nixs Nixon

• Continued from page 3 all of the hundreds of Nixon tapes including those heard and reported on during the Watergate trials heremust wait until government achivists decide which can be released, and provide access regulations for the making of copies.

The 22 Watergate trial tapes of Nixon conversations with White House aides, from which Warner Communications Inc. and other record companies planned to make and sell cassette recordings, will be taken from Federal District Court

The tapes will be turned over to the General Services Administration (GSA) for what could be years-long

Federal District Court Judge John Sirica has been working out procedures for releasing copies of the Watergate tapes, under a 1976 order from the U.S. Appeals Court, which directed him to provide the public with the earliest possible access to copies of the tapes. But the Supreme Court has now reversed that ruling.

The Appeals Court had denied objections by Nixon attorneys, who claimed that recordings and broad-cast of the tapes would be an invasion of privacy. The Appeals Court

Kitching tells the FTC that the

albums encouraged clerk-customer

Kitching sent statements from Gil-

lory in which the Budget franchisor

stated he had lost \$20,000 profit

since Odyssey opened six to seven

months ago, while Miller said he

had lost \$8,000 in profit since the

Together with the complaint

said the trial tapes had already been publicly heard and reported in detail in the press. sion holds that the 1974 Presidential Recordings and Materials Preservation Act, giving the government con-trol of the Nixon tapes and documents, does not give courts any

Assistance in preparing this story provided by Mildred Hall and Ed

of others will have to hurdle a mara-thon of legal obstacles, both inside and outside of the government. The most optimistic estimate of

the Watergate tapes and hundreds

authority to release copies of this

From here on in, any release of

material.

The Supreme Court's 7 to 2 deci-

how long it will be before there is any chance of release of the Watergate tapes is three years.

For starters, the Nixon attorneys are allowed under the 1974 law to challenge in court any and all planned releases of the tapes. These challenges are expected to go on very possibly for his lifetime.

GSA access regulations are also under the gun.

The agency was directed by Congress to control and regulate release of copies of the tapes. But GSA has had three of its regulation proposals vetoed by either the House or the Senate under the 1974 law which permits a one-house veto.

A fourth set of GSA regulations which would provide for some tapes to be released, has been challenged by Nixon attorneys in Federal Court because they are said to be based on an unconstitutional law.

The Justice Dept. has filed a brief agreeing with the Nixon attorneys' claim that the one-house veto is unconstitutional. A final ruling on this issue could take many months.

Congress is expected to rise up in wrath against the attack on its onehouse veto, which can and has been used against regulations by a number of government agencies.

Congress, some say, may even decide to pass a law specifically dealing with release of the Nixon tapeswhich the Nixon legalists would undoubtedly also challenge.

In any case, the Surpreme Court

looks like the ultimate forum in the future for petitions by just about evervone involved in access to the government-held tapes-whether for or against release.

Meanwhile, record companies, broadcasters and the public resume their painfully long wait for these unique historic materials.

Mondale's Fete

• Continued from page 3

Mrs. Mondale. He noted her long involvement with the arts, her aid to young artists and support of tax revision favoring creative persons.

She is properly known as "Joan of Art," said Moss.

Stan Gortikov, president of RIAA, delivered a short welcoming address and introduced the first entertainment segment, a 40-minute set by Columbia artist Jane Olivor.

Plagued by sound problems and intermittent feedback, she nevertheless scored strongly, particularly with her unique rendition of "Some

Enchanted Evening."

Most of the evening's enthusiasm, however, was stimulated by a 90minute country extravaganza served up by Loretta Lynn and Conway Twitty, fresh from their appearance at the White House the night before (see separate story this page). Separate sets by each was followed by a rousing duo closer.

Between somewhat protracted band setup changes, Moss welcomed an unscheduled assist from Theodore Bikel who strung out a few humorous anecdotes to fill time.

Hammond Remembers

• Continued from page 24 first audition for Hammond at CBS Records New York office.

Answering a few audience queries, Hammond called the record business "for its size, the most competitive in the country," and decried tape piracy, which he termed "can-

state attorney general's consumer protection office in Spokane was told by Odyssey that it could not tag. When he takes the price tagless album to the register, the consumer "is charged whatever price the particket each album because it took too much time because of its high turnover and that not marking prices on

Odyssey start.

Dealers Asking FCC

ticular clerk decides upon. "It should be noted that the cash registers used by Odyssey are the computer type and this type of cash register does not allow the consumer

to see the amount he is charged." The complaint asks the FTC to check into why labels don't resume putting suggested list price on the backbone of the album.

Goody Ends Well

• Continued from page 8

out of both soft and hard goods, with net income for the year of \$435,725 more than seven times the \$61,336 noted in 1976. Results for the year, estimated earlier (Billboard, Feb. 18, 1977), reflect sales of \$55.1 million, largest ever and 14% over the \$48.4 million recorded in 1976.

Commenting on the proposed merger with American Can, Levy says the paperwork is in the last stages before presentation to the SEC, possibly this week. The timetable calls for a late May or early June closing, following final approval of the merger by both boards of directors. STEPHEN TRAIMAN

Pirates Sue

• Continued from page 76

\$2,500 collective fine and \$5,000 in attorneys' fees on him.

Other FBI testimony to the court stated there was a "strong suspicion" that the defendants were peddling illicit tapes in Utah, Idaho, New Hampshire, Colorado, Arizona, Illinois. Canada and here.

In one part of the testimony quoting Charles Everett Zimmerman, described as a dealer in Salt Lake City for Martin, a consumer deal is offered wherein the party receives the tape playback unit in return for which he agrees to buy three 100 coupon books exchangeable for tapes at \$1 each.

The only indication of the tape received by buyers is one which described the tapes as coming in blank cassettes to which was gummed a plain white typewritten label carrying the artist's name and album title. JOHN SIPPEL

Pair Teams Up

LOS ANGELES-Van Dyke Parks, WB producer/artist, and Perry Botkin Jr., A&M artist, are teaming to score "Going South," a period Western for Paramount which stars Oscar winner Jack Nich-

RIAA **Certified** Records

Singles

Natalie Cole's "Our Love" on Capitol. Disk is her second gold single.

Barry Manilow's "Can't Smile Without You" on Arista. Disk is his fourth gold single.

John Travolta & Olivia Newton-John's "You're The One That I Want" on RSO. Disk is their first gold single as a duo.

Eric Clapton's "Lay Down Sally" on RSO. Disk is his second gold

Gold LPs

Atlanta Rhythm Section's "Champagne Jam" on Polydor. Disk is its second gold LP.

Jethro Tull's "Heavy Horses" on

Chrysalis. Disk is its eleventh gold

Warren Zevon's "Excitable Boy" on Asylum. Disk is his first gold LP.

Carole King's "Her Greatest Hits" on Ode. Disk is her eighth gold LP. Jimmy Buffett's "Son Of A Son Of A Sailor" on ABC. Disk is his second

Heatwave's "Central Heating" on Epic. Disk is its second gold LP.

The Isley Brothers' "Showdown"

on T-Neck. Disk is their sixth gold

Platinum LPs

Waylon Jennings and Willie Nelson's "Waylon & Willie" on RCA. Disk is their first platinum LP as a

Soul Sauce

• Continued from page 60 moting New York and attempting to boost tourism.

"I Love New York" by the Salsoul roup Metropolis, is also a part of the label's promotion efforts. *

The recording committee for the Image Awards chaired by Bill Chappell, has tapped industry executives to serve on the committee, including Larkin Arnold, vice president at Capitol: LeBaron Taylor, CBS vice president; Don Mizel, general manager of Elektra's Fusion label; Tom Draper, a vice president at Warner Bros. Records; Eddie Levine, general manager of Blue Note Records; Jheryl Busby, West Coast director, marketing and promotion at Atlantic; Sonny Carver; Chuck Mann; and Andre Montell of Laff Records.

For the first time, the Image Awards are being sponsored by the entire body of the NAACP as opposed to the Beverly Hills/Hollywood branch of the organization.

Another first is a luncheon being

set for music industry leaders along with film and television execs with Margaret Bush Wilson, president of the NAACP and Ben Hooks, executive director advising the executives of the importance of the Image Awards and how its concept has expanded. The meeting is being set for

Los Angeles within the next two

TK's Dave Clark notes that Gospel Roots, TK's subsidiary label, has just released its largest gospel pack-

The label has come out with LPs by Rev. Marvin Yancy & his Community Choir (Natalie Cole's husband), Jackson Southernaires, Jean Austin, Brooklyn Allstars, Howard Lemon Singers, Phillipians, Singing Sons of Washington and the Greene

Renny Roker, formerly of Casablanca Records has landed a role of R.P. McMurphy in the stage play "One Flew Over The Cuckoo's Nest," set to open May 9 following a series of previews starting Thursday (27) at the Zephyr Theatre in Los Angeles. . . Dollar Brand, a black South African pianist/composer discovered in Paris by Duke Ellington made his first Los Angeles appearance Sunday (23) at Schoenberg Hall, UCLA. Michael Henderson is on Buddah Records not Arista as previously reported. Buddah is distributed by Arista.

Remember ... we're in communications, so let's communicate.

38 SPECIAL DELIVERS AGAIN.



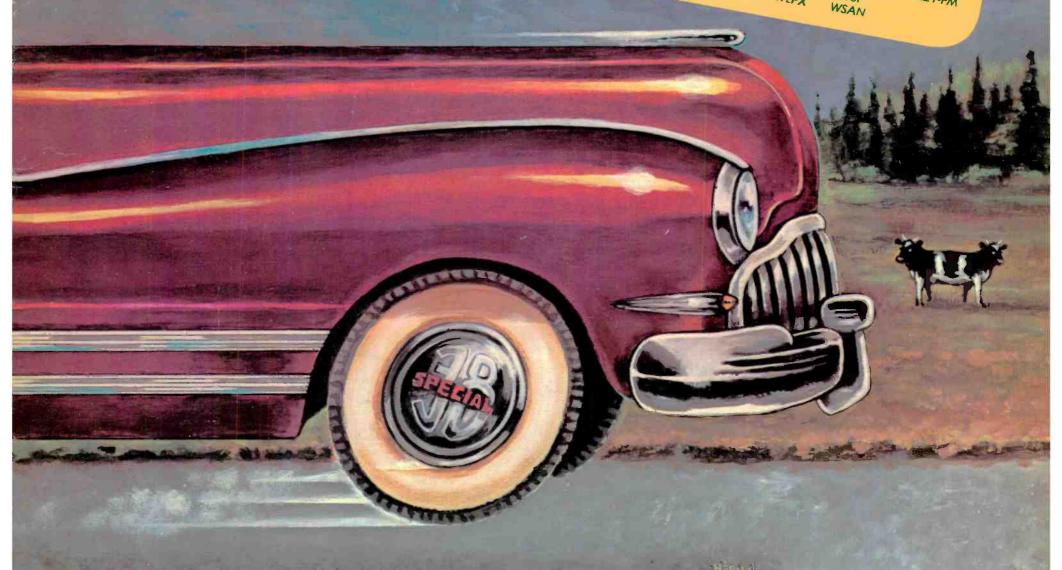
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BILLBOARD

29, 1978,

Central American Music Sales Gaining In U.S.

LOS ANGELES—An important new market for the U.S. Latin industry—Central American music—has been growing quietly but steadily here over the last few years.

Still ignored by much of the Latin industry, the Central American sector has become a significant part of the market and a few sharp firms are cashing in on the trend while others sleep.

Two factors have contributed primarily to the increase in Central American music sales, and to heightened awareness of the markets potential.

First, a steep increase in the size of the Central American population, especially in California.

And secondly, a sharpened consumer interest sparked by the phenomenal success of Nicaraguan composer Carlos Mejia Godoy whose "Quincho Barrilete" won the latest OTI International Song Festival and whose "Son Tus Perjumones Mujer" has yielded an uncontrollable flood of cover versions this year.

Official figures for 1977 set the

Central American population in California at about 50,000, according to Philip Smith, assistant district director for investigations of the Immigration and Naturalization Service

Figures through September 1976 set the total U.S. population at about 87,000, says Smith who cautions that the figures reflect only those who reported their addresses to the government as aliens in the U.S.

But as with the Mexican population, official statistics tell only half the story. The true number of Central Americans is beyond calculation because of the flow of undocumented aliens who swell the ranks but remain uncounted. The true total is perhaps more than double the official figure.

official figure.
Omer G. Sewell, deputy district director of the Immigration and Naturalization Service, gives this rough estimation of the illegal Central American traffic: "If five years ago we apprehended five or 10 (undocumented) Central Americans per month, we're now finding 300 to 400 per month. And those are just the ones we apprehend."

By AGUSTIN GURZA

Sewell notes that most of the Central Americans enter the country through Mexico, accounting for the large concentration in California. But because of the distance to Central America, he says it "becomes more difficult to ship them back."

Luckily for those in the Latin music business here, much of the Central American population has settled in the low-to-medium income area around the stretch of Pico Blvd. called Record Row—the heart of the Latin industry.

Latin industry.

Their record-buying presence has been felt for quite some time by onestops like Musica Latina, retailers like Feria Del Disco and distributors like Baly Records—all Pico Blvd. locations.

And while all of these firms report increased demand for the product, all also complain of a lack of supply from U.S. Latin labels.

Rosa Maria Sanchez, a buyer at Musica Latina, the largest L.A. one-stop, says, "We've always had steady, constant sales in the product. But the truth is there are very few lines which release the material and catalog is very thin. We've had very few new releases and have had to depend on the same 20 or 25 catalog LPs for sales."

Sanchez reports that Musica Latina owner Jose Garcia "has gotten tired of writing to the Central American labels themselves," especially INDICA (CBS), to obtain product directly on an import basis.

"But they don't seem to be too interested," she says, noting their failure to respond.

Next door at La Feria Del Disco retail shop, co-owner and manager Ramiro Alvarez reports he has gotten around the lack of domestic supply by ordering through a San Francisco-based importer who travels to Central America once a month to bring the product back.

But even this direct source of supply is only half effective. Alvarez says his orders, made via an INDICA catalog, are only 50% filled, leading him to believe there's a supply problem in Cnetral America itself.

Alvarez has "definitely" seen an increase in demand, and has directly felt the impact of Mejia Godoy's popularity on sales of the entire Central American catalogs.

He says he stocks about \$2,500 to \$3,000 worth of the product which he retails at \$5.95 and \$6,95. His corresponding cost is \$4.50 and \$5.50

responding cost is \$4.50 and \$5.50. He agrees with Musica Latina's Sanchez that there is a vacuum of new releases, but he adds: "This buyer doesn't really follow new releases. He's just happy to see something from his country and he picks it up."

Asked what he considers the main

Asked what he considers the main motivating factor for the Central American buyer, Ramirez responds, "Home sickness."

The Central Americans are not so nostalgic that they neglect other Latin music. "They're tremendous buyers," says Alvarez. "They'll take anything from Vicente Fernandez to Camilo Sesto with American music thrown in as well."

At Baly Records, salesman Al-

At Baly Records, salesman Alfonso Magana says the firm does well with the product at both distribution and retail levels, "even though radio stations don't really program that much of it."

Owner Caco Baly, whose fledgling Arriba Records has just released an LP by Central American group Combo Melodico Tropical, says his sales in Central American product has quadrupled compared to six or seven years ago.

seven years ago.

He also describes the buyer as faithful, "coming in and asking for the latest from his country."

The problem is, apparently that the latest is always two or three years in getting here.

Arturo Guerra, a local concert promoter who has monopolized the Central American talent scene for the past seven years, says he has stressed to labels here and in Central America that they're missing the boat as far as record sales go.

The newest LP release in the U.S. by Alma Tuneca, one of the most popular live acts, is already two or three LPs behind the group's releases in Central America, Guerra notes.

"I've tried to point out to the labels in Central America that they are being negligent in ignoring this market," says Guerra who says he grosses some \$250,000 yearly on his Central American concert promotions in the U.S.

He calls the failure a "lack of vision" on the part of the labels, the same lack of vision that has left the

concert promotion field his exclusive domain until now that other promoters are crowding in, he says, based on his successes.

Los Angeles is by far the largest center of Central American population, Guerra notes, followed by New York, Chicago, San Francisco, New Orleans, Washington, D.C., and Boston, roughly in that order.

He believes there are about one million Central American residents in the U.S. counting, of course, the illegals.

Guerra says he averages a show every two months, with attendance ranging from a low of 4,500 to a high of 10,000.

The most successful groups, in concert as well as on disk, appear to be Orqusta Hermanos Flores, Or-

(Continued on page 85)

RAFF LABEL SUES ORFEON

LOS ANGELES—Raff Records and its branch manager here, Cruz Guerrero, have filed suit in Superior Court here against Orfeon Records and its vice president Jose Angel Rota charging slander and asking for exemplary damages of \$250,000.

In the suit, Guerrero claims that Rota slandered Raff in a statement published as part of an interview with Rota in the Mexican trade magazine Fono-Tip in its edition of December 1977.

The offending statement, says the suit, was the following: "On the other hand, conversing with Jose Angel Rota, vice president of Orfeon Records, he commented that it was very harmful that enterprises that have a hit, as in the case of Raff Records that has Napoleon in first place, risk their market by selling their records at hot dog prices of \$1.50."

The suit claims this statement caused Raff a general loss of business and damaged its reputation in the industry.

Guerrero claims in the suit that the statement caused Raff to lose credibility with its customers who felt that he was discriminating against them with a higher price.

Guerrero claims in the suit that Raff has sold its records to all its customers at \$2.10. **JOHN SIPPEL**

	Billboard SP	ECIAL SURVEY	For Week E	nding 4/29/78
Billboard Special Survey	otl	ati		Ps
Copynght 1978, Billboard Public stored in a retrieval system, or trans photocopying, recording, or other	mitted, in any fo	orm or by any me	ans, electro	nic, mechanical.

	BALA BAL (Dam)		三型州企业资格,但是外国。 其实
	MIAMI (Pop)		CHICAGO (Pop)
This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	JULIO IGLESIAS A Mis 33 Anos, Alhambra 38	1	JUAN GABRIEL Siempre En Mi Mente, Arcano 3388
2	ROBERTO CARLOS Amigo, Caytronics 1505	2	CHELO La Voz Ranchera, Musart 10638
3	CELIA CRUZ/WILLIE COLON Only They Could Have Made This Album Vaya 66	3	LOS HURACANES DEL NORTE Son Tus Perjumenes Mujer, Luna 1018
4	LOLITA	4	LOS TIGRES DEL NORTE Vivan Los Mojados, Fama 554
5	Mi Carta, Caytronics 1506 BASILIO	5	COSTA CHICA Tapame, Fama 549
6	Demasiado Amor, Zafiro 513 WILKINS	6	LOS HUMILDES Besitos Fama 560
,	No Se Puede Morir Por Dentro, Velvet 1523	7	VICENTE FERNANDEZ Joyas Rancheras, Caytronics 1503
7	JOSE-JOSE Reencuentro Pronto 1026	8	YOLANDA DEL RIO La Hija De Nadie, Arcano 3202
8	No. 5 Zafiro 512	9	IRENE RIVAS Vida Mia Cara 004
9	HUGO BLANCO Si Te Vas, Te Vas, West Side Latino	10	ROBERTO CARLOS Amigo, Caytronics 1505
10	NAPOLEON Hombre Raff 9066	11	NAPOLEON Hombre Raff 9066
11	JOSE-JOSE Volcan, Pronto 1035	12	CHELO Con Mariachi, Musart 10585
12	LOS AMAYA Asi Son, Arcano 3403	13	YNDIO Herida De Amor, Miami 6165
13	JOSE LUIS Tu, Top Hits 2021	14	CELIZ CRUZ/WILLIE COLON Only They Could Have Made This Album,
14	Justo Yo, Borinquen 1306	15	Vaya 66 RIGO TOVAR
15	JOSE VELEZ Romantica, Alhambra 40	1.0	Dos Tardes De Mi Vida, Mericana/Melody 5610
16	JULIO IGLESIAS America, Alhambra 27	16	VICENTE FERNANDEZ La Muerte De Un Gallero, Caytronics 1492
17	OLGA GUILLOT Orteon 5082	17	LUCIA MENDEZ Frente A Fernte, Arcano 3362
18	TANIA Insuperable, Top Hits 2022	18	JUAN GABRIEL Con Mariachi, Vol. 2, Arcano 3353
19	JULIO IGLESIAS El Amor, Alhambra 23	19	JULIO IGLESIAS A Mis 33 Anos, Alhambra 38
20	LOLITA Abrazame, Caytronics 1489	20	LOS BUKIS Los Alambradaos, Mericana/Melody 5611
21	NELSON NED El Romantico De America West Side	21	LOS TERRICOLAS En Mexico Discolando 8240
22	CAMILO SESTO	22	LOS FELINOS Los Felinos, Musart 1701
23	Rasgos, Pronto 1025 SOPHY	23	LUCHA VILLA No Me Dejes Nunca, Nunca, Musart 1705
24	RAY CONNIFF	24	VICENTE FERNANDEZ El Hijo Del Pueblo, Caytronics 1441
25	Exitos Latinos, Caytronics 1502 EYDIE GORME/DANNY RIVERA Muy Amigos/Close Friends, Gala 2003	25	YOLANDA DEL RIO Tradicionales Al Estilo De Yolanda Del Rio, Arcano 3405

Latin Scene

LOS ANGELES

Caco Baly is bubbling with excitement about a recent deal he made for his growing Arriba label. Noticing the success of a new Mexican artist named Salvador's with a tune named "Derrumbes," the aspiring record mogul zeroed in on a three-year U.S. licensing deal with the Guadalajara-based Azteca label and rush-re-leased the single in the U.S. only days after closing the deal. He was off in a flash also to promote the single in Northern California, and he says the radio response has been excellent. Baly believes his label is onto its hottest number since "Una Lagrima Y Un Recuerdo" by Grupo Miramar.

Noting that the Miramar tune was a bigger hit in the U.S. than in Mexico, Baly says he's in a better position with "Derrumbes" because it comes with the substantial impulse of its Mexican popularity. Baly is also pushing heavy on a version of the Spanish tune "Acariciamo" by Los Inocentos.

Baly is obviously intent on becoming a serious factor in the market as a manufacturer while his distribution operation continues to straighten out its affairs. Though he brags of having the lowest prices of any label (nothing to brag about), he does add his voice to the chorus of Latin execs who say it's past time for a price

hike in the field. So Baly says his intent is to go to \$5.98 list on his line and he's already printing the line: "Suggested List Price: \$5.98" on his LP backbones. But he admits he's nowhere near that pricing structure yet. His rationale for his current lowballing is that he has to create demand for his new line and compete with established firms. But the pressure of high costs are on him too and if he is to be accepted as a legitimate manufacturer, he'll be forced to go to the higher price "eventually."

Printing the list price on his label was part of a plan to help fight piracy, Baly concedes, noting the technique is an aid to identifying counterfeit product. Of which there is plenty in the Latin business. At followup meetings of ALARM, recently, labels here have tossed around other antipirate plans.

They include hiring a private detective and an attorney to gather info on retailers and manufacturers of the illicit product. ALARM president Edmundo Pedoroza says the labels have already agreed to cooperate on producing an LP of hits, combining tunes from the different labels and issued on a special ALARM logo.

Funds from that LP, to be sold collectively by

Funds from that LP, to be sold collectively by all firms, would go to finance the antipiracy drive. A festival is also in the works, says Pedroza, also to help raise money.

The problem is so serious here that a group of label execs conducted their own raid on a Paramount, Calif., swap meet, causing quite a scene when they confronted alleged counterfeit dealers there. What leads to that kind of frustration? A drop in 8-track sales as high as 80% in the case of Gas. Other labels strongly affected have been Falcon, according to Juan Vila, Alhambra, Fama and Caytronics. While Pepe Garcia, Jr., of Latin International has joined up with the group since its revival dinner some weeks ago, Joe Ramirez of Caytronics has dropped out. But comments Pedroza, "We can't hold up what we're doing just for Caytronics."

The town is still buzzing about the outrageous tardiness of **Roberto Carlos** who left more than 5,000 fans waiting 2½ hours for his debut here. A near-disaster was averted, however, and the show went off with some success. Co-promoter **Lupi Rodriguez**, however, was off to Mexico to try to straighten out the financial aftermath.

Also successful here recently was the salsa double bill at the Hollywood Palladium with El Gran Combo and Celia Cruz. With fans hungry for a salsa show, the affair drew a large and enthusiastic crowd, and both Celia and El Gran Combo put in exceptionally dynamic and thrilling performances.

AGUSTIN GURZA

CAYTRONICS SALE PENDING

CBS Intends To Control U.S. Distribution Of Acts

• Continued from page 1

tween the two firms expires June 30, but Caytronics president Joe Cayre asserts his contract has an option for at least an additional one-year extension.

Caytronics, the largest Latin firm in the U.S., has distributed CBS product for more than 10 years. Prior to that, CBS marketed its own Latin product in the U.S. through its domestic operation. Caytronics now also represents RCA, Ariola, Hispavox, Melody and Movieplay.

The current talks, explains Asher, "just grew out of discussions with Joe (Cayre) where we told him we felt we wanted to establish our own distribution in order to make sure our CBS artists got the best possible service."

Asher sees a marked disadvantage to being "in the hands of a third party," though he praises Caytronics' performance and speaks of a "pleasant relation" between the firms.

He notes for example, that it is difficult to request special investments from a licensee on behalf of artists which may or may not pay off.

"But it would be worth it," Asher says, "for us to give the artist a chance anyway because we can get it back somewhere else (another territory), and we get the artist's good will as well."

That strategy reflects CBS' general policy in guiding its international Latin operations, now headquartered in Miami.

A top priority of that policy is to strengthen ties between all CBS affiliates in every territory. And that, as Asher sees it, would be the main improvement if CBS took over its U.S. Latin business.

The move would provide greater "communication and coordination between Latin America, Spain and the company in the U.S.," Asher says.

And Asher agrees the new Miami offices put CBS in a particularly good position to bring this about.

What of the concern of other firms now licensed to Caytronics who may be wondering about their own fate in the event of a CBS takeover?

"If those companies don't do their own thing," says Asher, "we hope that they would stay with us.... CBS in various parts of the world represents other people's records and I don't really think we've ever been accused of favoritism in the sense that we would deliberately hurt the competition to gain an advantage.

"I think we compete pretty tough but we don't compete dirty.... We would do the best we can for those firms in the U.S."

In the event of a Caytronics deal, Asher believes "it's possible" for the entire operation to be transferred without the need for CBS to renegotiate contracts of its own with the other firms involved.

"We're not going to make substantial changes in the management of the company," says Asher of the potential Caytronics deal.

And Caytronics president Joe Cayre says his other licensors have been reassured that a CBS sale would not substantially alter the current Caytronics personnel.

As far as marketing, Asher says CBS would "do what Caytronics is now doing, that is, we're not planning to put it through the CBS domestic operation."

Though CBS International would be the corporate entity overseeing a U.S. Latin operation, Asher does say, "We would want to tie-in some ways with the domestic record people."

Asher notes of the domestic CBS operation that "its experience would be useful" and that there would be a "greater potential for crossover."

Though the general attitude in the U.S. is to relegate the Latin industry to secondary status, Asher says CBS "certainly does believe in the market"

"Latin artists are becoming bigger and bigger worldwide, and the U.S. Latin market is becoming more and more important. There are maybe 10 or 12 important Latin markets in the world, and this is one of them."

Joe Cayre agrees with that, estimating that all Latin labels combined are only exploiting a third of the market's potential, mainly because of a lack of resources needed to develop the field.

A firm the size of CBS wields the strength to effectively develop that potential. Cayre says, and he adds that he is insisting the in-progress deal include specific commitments from CBS to develop the market and its artists.

Cayre reports Caytronics has been growing at a rate of 30% per year, and though statistics in this market are notoriously unavailable, he guesses the total retail volume now at \$60 million per year, and says "it has a greater growth potential" than most other markets. "It should be at least \$220 million per year," he notes.

He flatly denies reports that he wants to exit the Latin business. And as for claims that Latin sales are being hurt by a defection of Latin youth to American product, Cayre says the truth is just the opposite, noting "a great movement among young Latins to come back to their music."

Sales Gain In Central America

• Continued from page 84

questa Casino, Alma Tuneca, Orquesta India Maya, Orquesta Gallito, Flebre Amarilla, among others.

The two most active labels in the field here are Gas Records and Discolando who represent Dicesa and Dideca respectively.

The only other Central American major, INDICA/CBS, goes through Caytronics with minimal impact here. The Dila label goes through Musart based on a new deal, and Latin International represents Fonica

The most successful, however, has been Gas with Dicesa.
Gas branch manager here Ed-

Gas branch manager here Edmundo Pedroza says his sales are on the upswing, noting a good catalog Central American LP is at a sales par with a catalog LP of Mexican vocalist Alberto Vazquez.

He downplays the complaints of lack of product, saying he has new LPs by Orquesta Hermanos Flores, Orquesta Casino and Orquesta Nueva Sensacion already on the street with another Hermanos Flores and new Alma Tuneca due soon.

Pedroza says a good catalog item will move at about 1,000 units a month, but believes the pace will pick up as the firm promotes more single for airplay.

singles for airplay.

As of now, Guerra's concerts are the sole promotion vehicle, and he has the last word: "There could be another Mejia Godoy hiding out there. I'm sure there are several."

Work Rules No Bar To Studios For Foreigners

OTTAWA—Foreign musicians entering Canada for the sole purpose of studio work will not have to consult with Canada manpower officials prior to reaching the point of entry, according to Louis Racone, chief of Visitors' Programs.

The recently legislated immigration act (Billboard, April 15, 1978) is confusing in this area. But Racone has allayed fears that restrictive methods would be employed against foreign musicians working in Canadian studios.

"Musicians coming here to work in Canadian studios will be treated the same as any businessman crossing the border," the official says. "The need for validation and work permits would only apply to these people if tour work was also involved."

The new regulations make it difficult for non-Canadian performing acts to enter the country for club work since the new laws make a distinction between "artistic work" and commercial work. Concert performances are considered artistic, while weekly clubs stands are purely commercial endeavors.

Canada Import Woes May Help Local Bands

By DAVID FARREL

TORONTO—A variety of events in Canada have combined to affect talent buyer policy on touring acts. The net benefit could be in favor of the Canadian band.

The sagging dollar, Canada's 15% withholding tax on foreign performers and recent changes in the immigration laws here have all combined to increase workloads and decrease profit margins for tour promoters wishing to import major names into Canada.

Donald K. Donald, a major tour promoter in eastern Canada, figures his advertising costs have doubled in the past year while boxoffice risks haven't eased any. The Ontario market has similarly had its headaches for promoter Mike Cohl, who runs Concert Productions Int., while western Canada has become an unstable tour market in the past six months, despite being one of the richest areas in Canada at the moment with its oil resources.

Neil Dixon, talent buyer for On-

tario Place here, and partner in the management firm of Dixon-Propas, suggests that promoters can now find a better rate of return on coordinating tours for domestic bands, although many are limited to the 3-5,000 seat arenas and halls across the country.

Dixon will shortly find out if his philosophy is true. Rock trio Triumph is shortly off on a 40-date Canadian tour, put together by CPI in Toronto and coordinated with Donald K. Donald in the east and Perryscope Productions in western Canada.

One of a number of acts managed by Dixon-Propas, Triumph's first Attic album has just been submitted for gold certification by the CRIA. Part of the tour's promotional costs are being borne by the record label and Aquarius Records in Montreal, which handles Teaze, slotted in as "special guests" on the arena tour.

In the past year, promoters have bemoaned the fact that fewer and fewer major acts are capable of creating the boxoffice excitement of old, and those that do promise a guaranteed sell-out are touring maybe once or twice a year.

One of the more interesting tour dates coming up in Canada is Genesis. In July the trio plays one show in Montreal at the Olympic Stadium, capacity 70,000, and one show at the CNE grounds in Toronto, capacity 25,000. On the two dates Genesis will be exposed to 100,000 fans and overhead costs will be minimal, compared with playing four 25,000 seat venues in four major centers in Canada.

Promoters consider their lot with a degree of sarcasm these days, but as Dixon suggests, the marketplace has changed and profits are there for the taking if promoters are willing to book Canadian in Canada.

Imports, Direct-To-Disks, Punk Profit Rock Shops

TORONTO-Rock shops in Toronto, Ottawa and Montreal are finding new ways to increase profit margins with inventory that has limited appeal but a high turnover and markup.

Records On Wheels, a 33 store chain, was the first to start seriously marketing import and direct-to-disk albums and recently moved that stock from back-store racks to prime retail space in their outlets.

Using wall racks close to the cash register, the chain operation is moving the \$10 and \$15 items in and out of their stores on a continuous basis, and, on a percentage scale, is enjoying a healthier rate of return than on top 10 titles that have a profit margin of 50 to 60 cents per disk.

In the past few weeks the chain has sold over 1,200 import copies of the Brian Eno album, "Before And After Science," with a \$9.98 tag on the pressing. Direct-to-disk pressings run between \$15.98 and \$17.98 and have a guaranteed selling factor without promotion or advertising.

Specialty singles by punk and new wave bands can sell in the stores at the same price as a premium cutout and are binned at the cash counter in miniature browser boxes. These items often carry as much as a 50% mark-up on them, and since they are available in limited quantities, move quickly and are replaced by newer recordings.

Color vinyl pressings have a built in sale factor, store personnel relate, often times to the extent of doubling overall sales on the title. Colored pressings, displayed properly, can sell at full suggested list price and also have a higher profit margin than top 10 titles.

The Records On Wheels chain has been particularly successful in marketing catalog titles on major acts touring, using current product for display material with competitive pricing tags on the newer product, but stocking back catalog titles in bins and in display racks with full suggested list price tags.

The current Bowie tour promises a healthy return ratio with the store since titles such as "Diamond Dogs,"

Fall Of Ziggy Stardust" continue to sell in quantity. The earlier titles, particularly "Ziggy Stardust," move at the rate of 100 copies per week on the average, one salesman reports.

Selective merchandising is the

"Bowie Live" and "The Rise And

Selective merchandising is the modus operandi for rock shops to-day; staff and buyers keep a watchful eye on European and U.K. record charts and jump on a title when it breaks abroad. With a wholesale value of \$6 tops, the rock shops are successfully selling the same album at \$9.98 and rock fans seem willing to put out the cash.

From The Music Capitals Of The World

TORONTO

Phonodisc Records held a gala reception for Lena Martell in Toronto recently. The following day the company was out in full force to celebrate the up-coming appearance of Tony Bennett in town. Bennett's concert was promoted as a benefit, with the majority of the gate being turned over to the Ontario Crippled Children's Center.

While the latest **BTO** album is proving to be slumbering nationally, retail and radio reaction to **Randy Bachman's** "Survivor" album has been phenomenal, reports a Polydor rep. Bachman is currently on a promotional tour and has made himself available for radio interviews in Toronto, Montreal and Calgary, as well as meeting retailers in all three markets.

Jonathan Lipson is named sales manager for Ontario by the Almada music company... Bob Ancell is now national press officer for Polydor Records. Ancell was formerly with the label in regional promotions and is basing out of head-office in Montreal.

Quality Records has pressed the **Madcats** album in amber vinyl and made several thousand copies available to retail outlets across the country. The label is currently looking for U.S. interest in releasing the album.

Power-rock act **Teaze** is busting out in Japan, considering tour dates in that market in July and appears to be scoring significant gains in San Antonio, Texas, via radio station KIAS-FM, which reports more than favorable reaction on the debut album

The Canadian International Record Pool is a new organization in Montreal, with a mandate to

aggressively "promote European and Canadian disco product throughout Canada, U.S. and Europe."

RCA Promotes Nestor Pistor Comedy LPs

TORONTO—With the promise of a national election in the wind, RCA in Canada is running hot with a Pat Paulson type promotion which has Ukranian comic Don Ast, alias Nestor Pistor, bounding across the country in support of his latest album, "Vote Nestor Pistor For Prime Minister."

Three albums todate have netted RCA close to a quarter-million album sales in the prairie region, but apart from his country comedysingle of last year, "Winestoned Plowboy," Pistor has failed to cause much excitement in the rest of Canada.

The current album, however, has caught the ears of rackers and retailers alike, and the almost parochial humour that Pistor has come to excel at, has suddenly become big stuff for national media vehicles, especially television and radio.

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'Indecency' Flap Floats 2nd Issue

Top Court Surfaces Question Of FCC Rights At Hearing

• Continued from page 3

who used indecent words over the air. Would he be liable for criminal prosecution?

The FCC attorney backed away from that one and noted that the commission can cancel a CB license. and that indecent language could be a factor in deciding whether or not to renew his license

The FCC has admitted it could reach the offensive words in the WBAI-FM broadcast under its public interest standards. But Morino said, "We felt since the prohibition is in the statutes, we wanted to give meaning and limit to it."

He said the FCC intended applying the policy very narrowly to cover this particular language when children are in the audience, because of the intrusive quality of broadcasting into the home. The commission denies wanting or intending to cen-

sor programming.
Chief Justice Warren Burger, when told by attorney Plotkin that there was a pre-program warning of possible shock, asked, "Would it act as a turnoff-or a come on?" to the vast amusement of the court au-

Plotkin defended the non-commercial stations as never having any "prurient or titillating" purpose. He noted that FCC talks a good deal about the sex and violence on tvbut the commission admits there is nothing it can do about that.

The court's hearing was cut short due to time limits and was scheduled to resume Wednesday (18) to hear

pop a&r, CBS Records, U.S.

and Wayne Bickerton, chairman

and managing director, State Rec-

suhi Ertegun's "Piracy: The Cancer Is Spreading" session, as Guido

Ragnano, managing director, Ri-

cordi, Italy, is set to partake in that

internationally explosive plenary

Mike Stewart, president of Inter-

world Music, U.S., will chair the panel entitled "Movies And Music: Who Needs Them More?" This ses-

sion will explore the tie-in between

Panelists will include Al Coury,

president, RSO Records, U.S. and

Don Ellis, vice president, national

An addition has been made to Ne-

ords, U.K.

film and soundtrack.

The broadcast is heard on 160 commercial and 130 non-commercial

Many commercial classical station owners and managers had feared NPR was going to pressure producers of the Met broadcasts to grant exclusive rights to the NPR network.

"It's the best news I've heard in two years," sighed WQXR president and general manager Walter Neiman. WQXR has traditionally handled the stereo opera broadcasts in New York. The Texaco-sponsored program is now about equally distributed to commercial and non-

Warnock also raised the possitions to pick up programs from the NPR satellite network, providing latory nightmare" for the FCC.

further cheered by Warnock's prediction that the satellite hookup will eventually provide such a wealth of diverse programming sources that NPR stations probably won't be relying on classical formats to the degree they do now. Approximately

Seventeen sessions are planned for the May 1-4 confab touching on piracy, radio/television/disco promotion, computer technology, movies and music, retailing, the jazz market, independent labels, executive training, publishing and specialized market retailing.

IMIC registration is still open. Fee is \$450 with a special spouse rate of \$175. Registration does not include hotel and airfare.

For registration information in the U.S. contact Diane Kirkland, IMIC conference director, Billboard, 9000 Sunset Blvd., Los Angeles, Calif. 90069. In Europe and the U.K. contact Helen Boyd, Billboard, 7 Carnaby St., London WIV IPG England.

Record/Tape Sales Swelling Swallens

Continued from page 4

known as a guy who will stick his neck out if he and his 32 cohorts in the Swallens' record/tape division like the sound of an unproven new

act.
"We often put together a spot dio stations play a record or group." Putteet, who is also merchandising manager for the Swallens' chain, does all the ordering. He likes his people to get a preview before he goes all out.

Swallens uses a simple tear-off paper tag on its albums. The tag carries the manufacturer's prefix and he and his managers talk over reorders often. Putteet varies his pricing by market sometimes, but generally his current special price on a \$7.98 album is \$4.77 for either LP or tape. He shelves LPs at \$5.47, while the tape counterpart is \$5.57.

"We're continually on the radio. I use from one to three album specials concurrently. We favor 60-second spots. I try to tell the story of Swallens' departments in the first 20% to 30% of the spot and then we've set them up for the product pitch." He uses stations like WEBN, WKRQ and WSAI-FM, Cincinnati, and WCOL and WVKO, Columbus.

"I like full page newspaper ads," Putteet says. "They grab attention. And besides the Columbus and Cincinnati dailies, I'm having good luck with the Univ. of Cincinnati and Ohio State dailies.'

Putteet readily admits that the

If you need immediate

pressings call on

Why Lose Sales?

Swallens' 7 of 10 stores with record/ tape departments aren't ideally suited for traffic, so he must substitute potent advertising to get people

Despite the most rigorous winter weather ever recorded in the area, Swallens currently is running 21% of 1977 in its record-tape departments. And Putteet looks for that increase to mount as stronger releases and more clement weather persist.

His biggest challenge may come in early 1979, when the chain's 11th store opens in Middletown. Today, the Swallens' stores range from 30,000 to 70,000 square feet. The 1979 opening swells the store size to 156,000 square feet, meaning the record/tape department could be a

It might mean, for example, more accessories. Today, the record/tape departments carry primarily record and tape carrying cases and record and tape cleaning aids. It could

mean far more emphasis on singles.
Right now, one-stops supply top 40 singles in country, soul and rock, with a smattering of oldies. Swallens gets a standard $\bar{8}9$ cents for singles.

Putteet hopes it will mean keeping the comprehensive array of tape and record playback equipment butted against the record/tape department. One pulls business for the other, he And accessories like blank tape, for example, are the responsibility of the audio department.

Putteet sees additional space motivating much more in-store

point-of-purchase merchandising. He's all for that. Since 1971, Swallens has used the box-lot mass display principle.

It's one of the rare department stores that uses this merchandising logic. He'd like more space to correlate promotions with discos.

He's found that the Red Bank Road store in Cincinnati where he quarters has boosted its gross by working with Lucy's In The Sky, a disco in a nearby Holiday Inn. He wants to work closer with concert promoters in highlighting their gigs in his departments.

The Red Bank store might just be the first department store to boast a Betamax playback unit to lure customers to buy more albums with videocassettes supplied by labels. The unit goes in next month.

And if it flies, Putteet will soon get Don Swallens, store vice president, to equip the other six departments with the enlarged screen playbacks. Putteet sees it as the perfect marriage equipmentwise for the joined-together hardware/software sections in the stores.

2 Labels Deal

• Continued from page 16

is gearing up its first major LP release program since signing distribution to Arista last October.

Set to ship next month are fresh albums by Gladys Knight & the Pips, Michael Henderson, Andrea True Connection and Love Ma-

The Knight package is tagged after the group's current hit, "The One And Only," and contains their last 45, "Sorry Doesn't Always Make It Right," plus other material produced by Van McCoy and Tony Camillo.

The Henderson album is "In The Night Time," his third for Buddah: the Connection disk features the act's last two hits, "What's Your Name, What's Your Number" and "New York, You Got Me Dancing; and the Love Machine set, which came to the label via its Italian licensee, showcases a new, ninewoman aggregation, based in Cali-

Chain Switches

• Continued from page 16

been located in the chain's homebase building in San Antonio has been moved to 9106 Capitol Row, Dallas, where Tom Sims, long-time WEA Dallas branch chief, has taken over as president.

Peebles says the chain has seven or eight more store openings planned for 1978. He would not comment when asked if additional stores might include outlets outside the state of Texas.

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NPR Satellite 'Met' Share

IMIC Indie Labels Panel

• Continued from page 1

outlets in the U.S.

commercial outlets.

bility of allowing commercial sta-NPR members have first right of refusal. He also warned that future technologies for microwave transmissions could result in "a regu-

Classical music broadcasters were

60% of NPR stations now program some classical music.

He also implied that the NPR staff, again pending approval of the board, the membership and ultimately the FCC, is willing to open a dialog on the concept of supplying commercial stations with NPR programs via satellite transmission providing NPR members have first

crack in their market.
"We're trying to modify the policy where everything must be available to all stations on the NPR network," Warnock says, although he explains that many caveats exist in connection with the proposal.

Commercial outlets, particularly classical stations, see the NPR satellite system as a money-saving device that would also eliminate technical pitfalls now associated with long line telephone transmittal.

Later, members of the Concert Music Broadcasters heard reports from satellite system developers and classical members with experience in the area discuss various other options for increasing their reach, improving their signal, or gaining more programs via satellite, cable and microwave systems.

Among the methods considered was the possibility of a concert network, geared toward leasing satellite audio channels.

Bennett Trip Firms Europe Deals

LOS ANGELES-Al Bennett, president of Cream-Hi Records, is scheduled to arrive in Europe Monday (24) for a series of meetings to finalize negotiations for representation of the firm's record and publishing interests in several territories.

Accompanied by Bobby Weiss, vice president and international division director. Bennett is slated for two days of meetings in London (24-25) before proceeding to Frankfurt on Wednesday (26) and to Hamburg on Thursday and Friday (27-28).

This trip follows the recent closing of two international agreements for the firm.

A pact was signed with Home Industries of the Philippines for the Hi Records product to be released in that territory on the Hi label.

In addition, the combined Cream and Hi catalogs will be issued on the Cream label in Brazil via a new pact with Gravacoes Electricas.

New pacts are also being concluded now in Greece and South Af-

The Cream label is already represented in Canada, Japan, the Philippines, Australia, New Zealand, Barbados and the Caribbean, Israel, Italy, Argentina and Venezuela.

The Cream Publishing group,

comprising East Memphis, Deerwood, Birdees, Churn, Butter, Jec and Fi copyrights, is currently represented in Australia, New Zealand, Japan, the Philippines, Italy, Israel, France Belgium, and Canada. Pacts are being negotiated in all other ter-

Schlachter And Hoffman Label

• Continued from page 22

belief of those people with whom we wanted to do business.'

Apart from Schlachter and Hoffman-the pair's association goes back beyond their ATV days, to GRT in the early '70s—the Prelude team consists of Melvin Moore, handling national promotion, and Joe Kolsky, looking after sales.

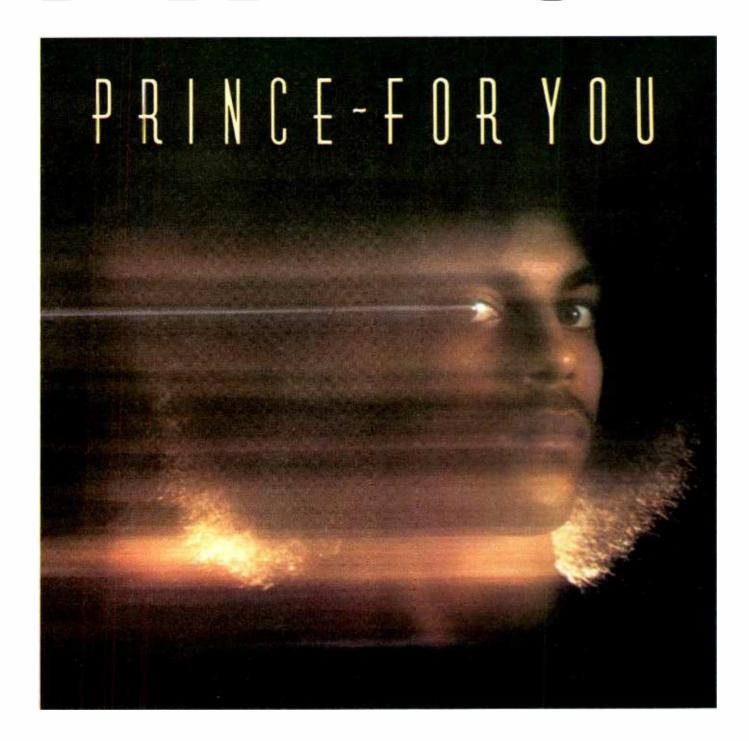
Former was another recruit from ATV, latter was previously with

Apart from its own product, the company also distributes Jay Ellis' Honeybee Records.

Financing for Prelude, adds Schlachter, was put together entirely by Hoffman and himself. "We have no major company or outside investors supporting us. It's our own ship."

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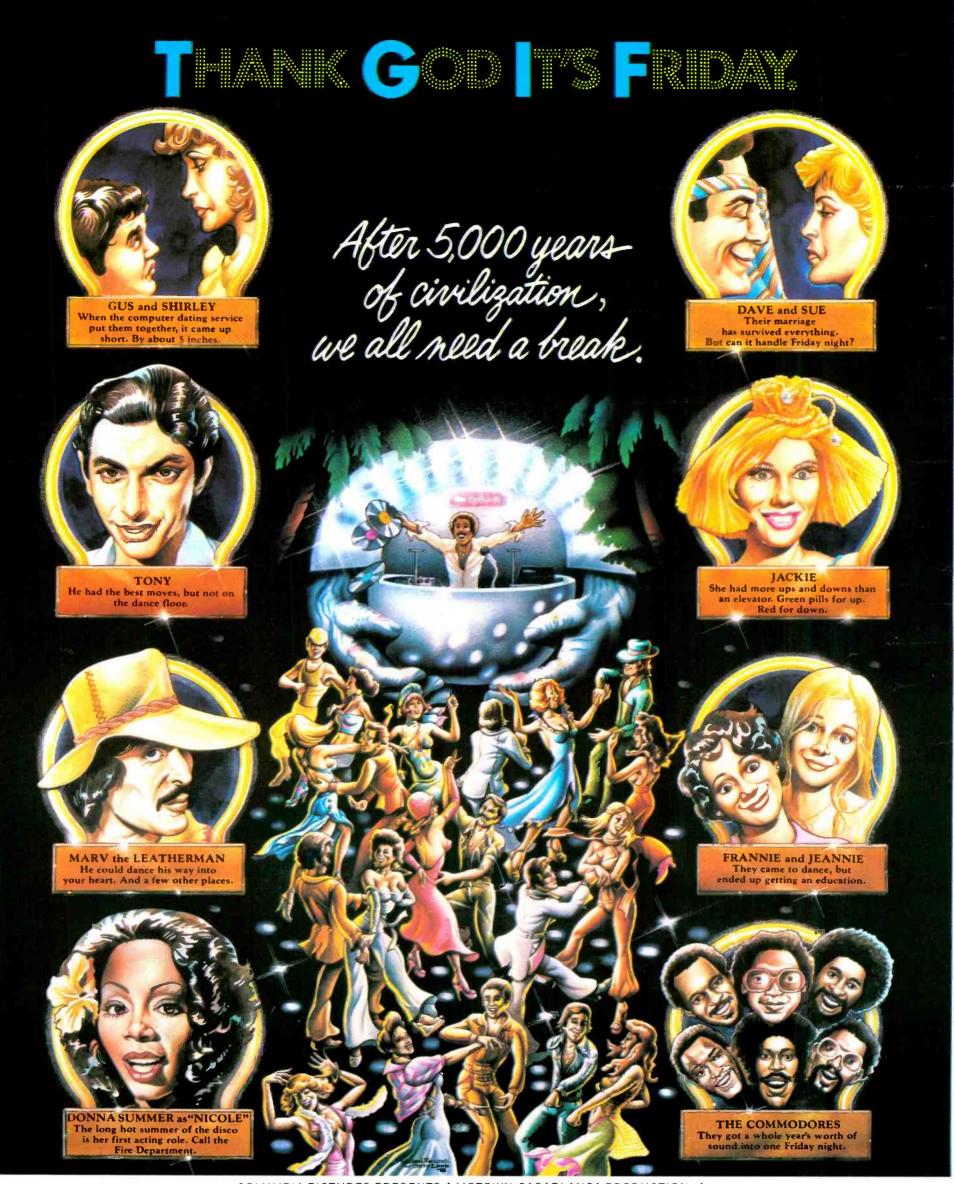
PRINCE



18 years old and he's made his first Warner Bros. album. He composed and arranged the music. Produced the sessions.

Played the instruments and sang all the lead and background vocals.





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An unprecedented 6½ hours of national television featuring "THANK GOD IT'S FRIDAY".

A special two-part Merv Griffin Show to salute "THANK GOD IT'S FRIDAY" and the new night life of the '70s featuring Donna Summer, the cast, music, dancers and the finalist of the national disco dance contests to be aired May 18-19.

Dick Clark presents **American Bandstand**, a tribute to Disco Music, starring **Donna Summer**, the artists and the music from the film to be aired May 27 on ABC-Network.

The Midnight Special will feature a salute to Disco with the music and artists from "THANK GOD IT'S FRIDAY" to be aired May 26 on NBC-Network.

A nationally syndicated half hour television program about the making of "THANK GOD IT'S FRIDAY".

National radio promotions, 200 key markets will feature radio promotions tyingin with disco dance contests and theatre openings.

Members of the **cast** will make a month long national personal appearance tour, hitting high schools and college campuses. This event will highlight a multimedia publicity campaign.

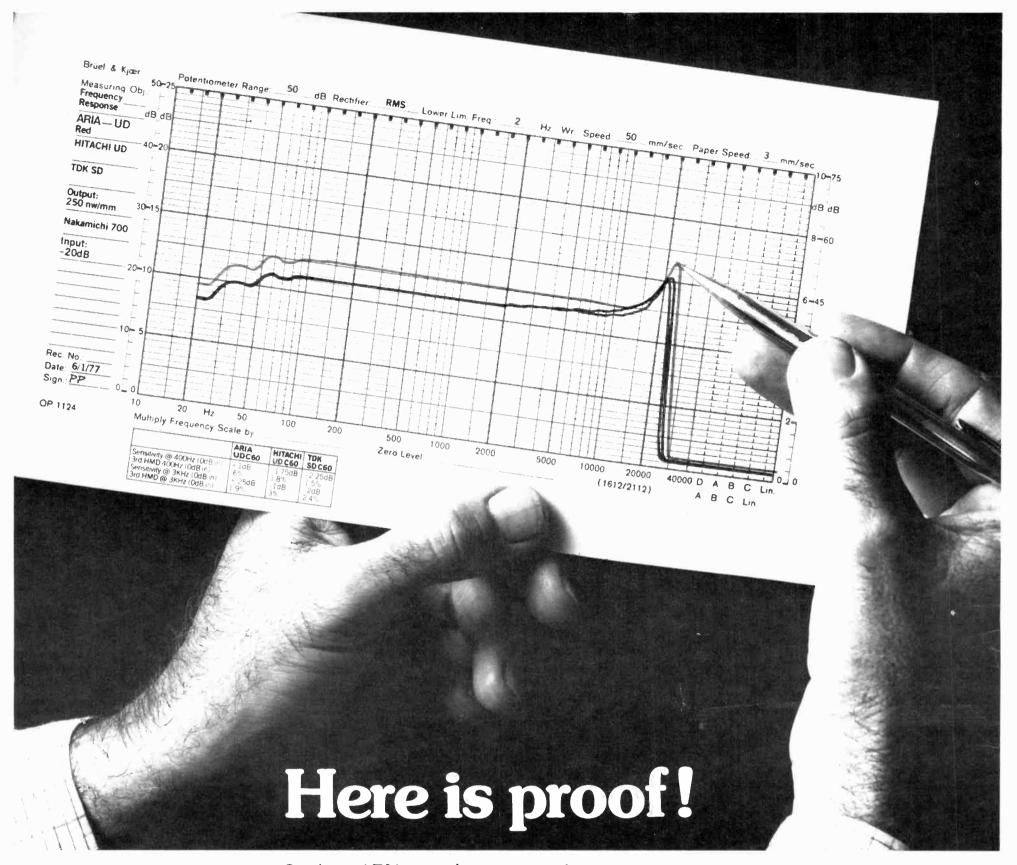
Major department stores, record stores and disco tie-ins, promoting the movie with a full range of "THANK GOD IT'S FRIDAY" merchandising, including in-store displays, T-shirts and bumper stickers.

Real Cigarettes have tied-in with "THANK GOD IT'S FRIDAY" and is using the music from the movie in their nationally advertised disco dance contest.

A special three-record soundtrack album of "THANK GOD IT'S FRIDAY" is being released to coincide with the opening of the movie with a CASABLANCA-MOTOWN promotion of its own.

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Lifelines

A daughter, Jacqueline Rae, to Kenny and Carolyn Buttice, April 13 at Cedars Sinai Hospital in Los Angeles. Father is vice president, promotion for Elektra/Asylum Records.

A boy, Henley Reid, to Natalie and Richard Halem, April 16 at Cedars Sinai Hospital in Los Angeles. Father is president of Artists Touring Co., Ltd.

Marriages



Newlyweds John McVie and Julie

John McVie, 32, bass guitarist for Fleetwood Mac, to long-time girlfriend Julie Rubens, 25, at a private ceremony held at the McVie home in West Hollywood on April 16. Mick Fleetwood, the group's drummer, manager and co-founder with McVie, was best man. A reception following the ceremony was attended by Warner Bros. executives, including president Mo Ostin, and a number of celebrities including current and former Fleetwood Mac members, musicians Ron Wood of the Rolling Stones and John Mayall, and concert promoter Bill Graham.

Aretha Franklin, Atlantic Records recording artist, to actor Glynn Turman at her father's church in Detroit April 11. The Rev. C.L. Franklin performed the ceremony before an estimated crowd of 3,000 including Atlantic chairman Ahmet Ertegun and his wife. The Four Tops performed at the ceremony.

Ken Kragin, vice president of Management III, to actress Kathy Worthington in Los Angeles April

Deaths

Stu Bernat, 50, president of a St. Louis, Mo., surplus firm, Great Atlantic and Pacific Music, April 15 in Los Angeles. A veteran rackjobber, Bernat sold a Los Angeles company he jointly owned with Glen Becker to Transcontinental in the mid-'60s. He joined that firm, eventually becoming vice president, marketing, for Music Isle which was later sold to United Artists Records. He left Music Isle in 1976 to work as a principal in the St. Louis firm. He is survived by his widow, Mini, and a daughter.

Jack Kemach, 28, college booker for John Scher's Monarch Entertainment Corp., of Hodgkin's Disease April 12 in New York's Mt. Sinai Hospital. A former William Morris staffer, Kemach also had worked for Rollins, Jaffe & Moura, a management firm. He is survived by his par-

*

Shakeups May Rock 2 Radio Webs

• Continued from page 1

ing from rock to sports/talk, a move which in turn could precipitate a switch from country to rock for KGBS-FM, Storer's second station in L.A.

While that is left to speculation, Rockoff has been busy converting another Storer outlet, Miami's WGBS-AM from MOR to a contemperary format.

Meanwhile, Vince Cremona has been named general manager of the Tribune Co.'s WPIX-FM in New York, and while declaring no specific plans for the station in the programming area, he does promise stepped-up promotion.

In his new post, Rockoff, who has been general manager of Storer's New York country outlet for three years, will supervise the operation of all seven Storer stations, including the two just acquired from Woody Sudbrink's Sudbrink Broadcasting, WLAK-FM, Chicago, and WLYF-FM, Miami.

Rockoff is accompanied in his ele-

vation by part of his WHN team.
Ed Salamon, WHN's program director since Rockoff hired him away from Pittsburgh's WEEP-AM three years ago, is promoted to national program director for Storer.

At the same time, Dale Pon, who Rockoff also hired three years ago as WHN's director of creative services. becomes Storer's national director of

Rockoff, Salamon and Pon all

sitions at WHN.

Although Rockoff stresses that no decisions have been made as yet, there is already considerable anticipatory nervousness at the Los Angeles Storer outlets.

Several KTNQ DJs are reportedly

looking for new jobs.

Rockoff did indicate that a sports/talk format would make sense in Los Angeles since all-talk KABC-AM "is number one in revenue for the market."

Assistance in preparing this story provided by Agustin Gurza and Ray Herbeck Jr.

Rockoff may well be anticipating that KTNQ could overtake KABC in a head-to-head fight with the same format since the latter is only 5kw while KTNQ is 50kw.

As for the WGBS conversion in Miami from MOR to contemporary, it is known that Rockoff and his team had been spending considerable time there consulting the station on an unofficial basis even before the promotions were made.

The Cremona move to the Trib-

une Co.'s WPIX in New York comes at an unusual time.

Cremona, who has been general manager of WICC-AM, Bridgeport, Conn., for the past two years, replaces John Catlett who had run WPIX for about a year.

Catlett is departing the AOR FM outlet over policy differences with

WPIX president Lev Pope who is not waiting to see the impact of Catlett's sweeping changes on the station's performance in the April/May Arbitron results.

Catlett had recently brought in George Taylor Morris as program director from WCOZ-FM in Boston, Dave Skillman as general sales manager from CBS-TV, and had hired morning drive man Jim Kerr away from competitor WPLJ-FM.

Catlett himself had been with CBS-owned stations, mostly FM, for seven years before joining WPIX.

Whether Cremona will make programming changes as Catlett's successor will no doubt be affected by the station's showing in the April/

looking forward to the October/November book.

Cremona appears to have gotten the job as somewhat of a fluke. He happened to take a seat next to Pope on the return flight from the NAB convention in Las Vegas earlier this month. The two got on so well that Pope replaced Catlett with Cre-

The WPIX unit, consisting of the two radio stations and a tv outlet, is owned by the New York Daily News which in turn is owned by the Tribune Co., publisher of the Chicago Tribune.

The firm also owns WGN-AM, Chicago and KDAL-AM, Duluth.



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RSO Hot On 'Fever'

• Continued from page 77

it was very unusual. Now he'll do 31/2

For the past three weeks, RSO has had 10 singles on the Hot 100, more than any other label. And, as Coury proudly points out, the company (under his regime) is just 19 months old, has just 12 artists on its roster and employs just 51 people. (More than half of the employes, 28, are in promotion.)

The 10 records on the chart include the three No. 1 hits by the Bee Gees; a past No. 1 and a starred top 30 followup by Player and Andy Gibb; and top 10 gold smashes by Yvonne Elliman, Eric Clapton and Travolta/Newton-John.

Coury agrees that the label's big successes have given it a built-in advantage. He says, "Our credibility factor is so high, radio will give us

Angry Retailer

• Continued from page 3

panies to be raising their prices. Do you notice that it always happens that right after the manufacturers release figures showing record profits, three weeks later they raise their prices.

"And the records are getting worse. That thin vinyl they use you can just about fold them in half. I have never had as many returns. And then it takes 14 weeks for the manufacturers to take them back. With that and the high prices, the business is just not fun any more."

'Nimble' Cover

• Continued from page 20

requirement for punitive damages of "'moral culpability ... involving evil and reprehensible motives.

or 'gross fraud.'"
According to Gordon T. King and Pamela G. Ostrager of Coudert Brothers, ABC Records has stopped producing the album jacket but has not yet decided whether to appeal.

the benefit of the doubt." He allows that his only "work" record in the past few weeks has been the Player followup, which nonetheless hit in the top 20.

"Of our last 12 records, only one was not a hit," boasts Coury, referring to "On The Strip," Paul Nicholas' followup to "Heaven On The Seventh Floor." RSO will be rere-leasing it in a few weeks, just as it rereleased Elliman's "If I Can't Have You" when it faltered the first time around.

"We're not putting it out because we're disgraced that one didn't go top 10, but because it's a summery record and we made a mistake initially when we released it in Janu-

RSO has occupied the No. 1 spot on the Hot 100 for 19 consecutive weeks, through five successive No. 1 singles. The Bee Gees have occupied the top spot 14 of those weeks, Player for three, and Andy Gibb for

Coury says he wouldn't be crestfallen if the hot Manilow or Wings records broke the string, but he acknowledges that releases are timed to avoid one RSO single blocking out another from the No. 1 spot. For this reason the Travolta/Newton-John single was issued two-three weeks before Andy Gibb's new hit.

Still, on this week's chart Elliman is again holding at number two behind the Bee Gees' "Night Fever," now in its seventh week on top. Only two other singles in the 1970s have had as many weeks at No. 1: Rod Stewart's "Tonight's The Night" (WB, 1976), which also had seven weeks; and Debby Boone's "You Light Up My Life" (Warner-Curb, 1977), which had 10 weeks.

Coury says "Saturday Night Fever" has also stimulated the Bee Gees catalog, with about 1.5 million catalog pieces sold this year, including 500,000 units of "Here At Last ... Live" and 300,000 units of "Bee Gees Gold."

The family of the late their gratitude to all of his friends

He loved you and he loved the laughter and the music.

Jack Kemach wish to express and associates for your love and support during his illness. And for your kind words upon his passing.

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*Chart Bound

IT'S LATE—Queen (Elektra 45478) SEE TOP SINGLE PICK REVIEWS,

			ying, recording, or otherwise, without ission of the publisher.		-				®		page 80	
THIS	LAST	WKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS	LAST	WKS. ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS	LAST	WKS.ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	
☆	1	13	NIGHT FEVER—Bee Gees ● (Barry, Robin, Maurice Gibb, Karl Richardson, Albhy Galuten),	35	23	14	EBONY EYES—Bob Welch (John Carter), B. Welch, Capitol 4543 CPP	69	72	3	YOU GOT THAT RIGHT—Lynyrd Skynyrd (Lynyrd Skynyrd), S. Gaines. R. Van Zant, MCA 40888	MCA
台	2	14	B. Gibb, R. Gibb, M. Gibb, RSO 889 IF I CAN'T HAVE YOU—Yvonne Elliman	36	40	6	DO YOU BELIEVE IN MAGIC—Shaun Cassidy (Michael Lloyd), J.B. Sebastian, Warner/Curb 8533 CPP	70	NEW E	TRY	I WAS ONLY JOKING—Rod Stewart (Tom Dowd), R. Stewart, Granger, Warner Bros. 8568	
台	3	13	(Freddie Perren), B. Gibb, R. Gibb, M. Gibb, RSO 884 WBM CAN'T SMILE WITHOUT YOU—Barry Manikow ● (Ron Dante, Barry Manikow), D. Martin, C. Arnold, J. Morrow,	37	41	3	EGO — Elton John (Elton John, Clive Franks), E. John, B. Taupin, MCA 40892 MCA	血	83	2	FOLLOW YOU, FOLLOW ME—Genesis (David Hentschel, Genesis), R. Banks, Collins, Atlantic 3474	CPP
4	5	11	(Ron Dante, Barry Manilow), D. Martin, C. Arnold, J. Morrow, Arista 0305 WBM THE CLOSER I GET TO YOU—Roberta Flack	38	42	9	LET'S ALL CHANT—The Michael Zager Band (Michael Zager), A. Fields, M. Azgor, Private Stock 45184 CPP	72	77	4	MAMA LET HIM PLAY — Doucette (R. Hennemann), J. Doucette, Mushroom 7030	CPP
			(Rubina Flake, Joe Ferla, Eugene McDaniels), J. Mtume, R. Lucas, Atlantic 3463	39	25	12	THANK YOU FOR BEING A FRIEND—Andrew Gold	73	74	8	I CAN'T STAND THE RAIN—Eruption (Frank Farian), D. Bryant, A. Peebles, B. Miller, Ariola 7686	CPP
H	7	6	WITH A LITTLE LUCK—Wings (Paul McCartney), P. McCartney, Capitol 4559 WBM	40	46	7	(Andrew Gold & Brock Walsh), A. Gold, Asylum 45456 CPP TWO OUT OF THREE AIN'T BAD—Meat Loaf	血	84	2	THE WANDERER—Leif Garrett (Michael Lloyd For Mike Curb Prod.), E. Maresca, Atlantic 3476	
6	6	18 14	LAY DOWN SALLY—Eric Clapton ● (Glyn Johns), E. Clapton, M. Levy, RSO 886 (Polydor) WBM	办	53	5	(Todd Rundgren), J. Steinman, Cleveland International 850513 (Epic)	山	85	2	CHEESEBURGER IN PARADISE—Jimmy Buffett (Norbert Putnam), J. Buffett, ABC 12358	WBM
8	8	16	DUST IN THE WIND—Kansas (Jeff Glixman), K. Liugren, Kirshner 84274 WBM JACK & JILL—Raydio	由	47	6	DEACON BLUES—Steely Dan (Gary Katz), W. Becker, D. Fagen, ABC 12355 EVERY KINDA PEOPLE—Robert Paimer	76	80	5	DANCE ACROSS THE	
*	11	5	(Ray Parker Jr.), R. Parker Jr., Arista 0283 CPP YOU'RE THE ONE THAT I	由	48	6	(Robert Palmer), A. Fraser, Island 100 WBM SHADOW IN THE STREET—Allan Clarke	山	COL	-	FLOOR—Jimmy "Bo" Horne (Casey/Finch, R. Finch), H.W. Casey, Sunshine Sound 1003 (TK) ALMOST SUMMER—Celebration	CPP
		Ĭ	WANT—John Travolta & Olivia Newton-John ● (John Farrar), J. Farrar RSO 891 WBM	44	29	11	(Spencer Proffer), A. Clarke, G. Benson, Atlantic 3459 ALM FOOLING YOURSELF—Styx	78	58	5	(Ron Altbach), B. Wilson, M. Love, A. Jardine, MCA 40891	CPP
10	20	5	TOO MUCH, TOO LITTLE, TOO LATE - Johnny Mathis & Deniece Williams	45	51	9	DANCE WITH ME—Peter Brown	79	81	8	YANK ME, CRANK ME—Ted Nugent (Tom Werman, Lew Futterman), T. Nugent, Epic 8-50533 DON'T COST YOU NOTHING—Ashford & Simpson	WBM
11	12	12	(Jack Gold), N. Kipner, J. Vallins, Columbia 310693 WBM RUNNIN' ON EMPTY—Jackson Browne	46	56	4	(Cory Wade), P. Brown, R. Rans, Drive 6269 (TK) MAKE YOU FEEL LOVE AGAIN—wet Willie	13	91	0	(Nickolas Ashford and Valerie Simpson), N. Ashford, V. Simpson, Warner Bros. 8514	CPP
巾	14	8	COUNT ON ME—Jefferson Starship (Larry Cox & Jefferson Starship), J. Barish, RCA 11196 CPP	☆	60	4	"(Gary Lyons), G. Jackson, T. Jones III, Epic 850528 HAN BECAUSE THE NIGHT—Patti Smith	80	90	2	EVERYBODY DANCE—Chic (Bernard Edwards, Nile Rodgers, Kenny Lehman), Edwards & Rodgers, Atlantic 3469	WBM
13	13	21	STAYIN' ALIVE—Bee Gees (Bee Gees, Marl Richardson, Albhy Galuten For	4	54	5	(Jimmy Iovine), P. Smith, B. Springsteen, Arista 0318 AIN'T GONNA EAT OUT MY HEART	血	NEW E	THY	YOU'LL LOVE AGAIN—Hotel (Dain Eric), M. Phillips, Mercury 73979	
山	18	9	Karlbyh Productions), B.R.M. Gibb, RSO 885 IMAGINARY LOVER—Atlanta Rhythm Section (Buddy Buie), Buie, Nix, Daughtry, Polydor 14459 CPP		E0.		ANYMORE—Angel (Eddie Leonetti), P. Sawyer, L. Burton, Casablanca 914 WBM	872	NEW E	ПРУ	I WANT TO LIVE—John Denver (Milton Okun), J. Denver, RCA 11267	
山	17	12	(Buddy Buie), Buie, Nix, Daughtry, Polydor 14459 CPP FEELS SO GOOD— Chuck Mangione (Chuck Mangione), C. Mangione, A&M 2001	50	59 69	2	HEARTLESS—Heart (Mike Flicker), A. Wilson, N. Wilson, Mushroom 7031 CPP TAKE A CHANCE ON ME—Abba	183	NEW E	ITRY	USE TA BE MY GIRL—O'Jays (K. Gamble, L. Huff), K. Gamble, L. Huff, Philadelphia Inter-	
16	16	12	FLASHLIGHT — Parliament (George Clinton), G. Clinton, B. Worrell, W. Collins,				(Benny Andersson, Bjorn Ulvaeus), B. Andersson & B. Ulvaeus (Atlantic 3457) ALM	84	NEW E		national 83642 (CBS) WARM RIDE—Rare Earth	
血	19	11	Casablanca 909 ALM SWEET TALKING WOMAN—Electric Light Orchestra (Jeff Lynne), J. Lynne, Jet 1145 (United Artists) B-3	51	45	15	LADY LOVE—Lou Rawls (Sherman Marshall, Yon Gray, Jack Faith), V. Gray, S. Marshall, Philadelphia International 8-3634 ABP/BP	85	87	2	(John Ryan), B. Gibb, M. Gibb, R. Gibb, Prodigal 0640 (Motown) WHERE HAVE YOU BEEN ALL MY	WBM
18	10	16	OUR LOVE—Natalie Cole ● (Charles Jackson & Marvin Yancy For Jav's Enterorises).	52	49	20	THUNDER ISLAND—Jay Ferguson (Bill Szymczyk), J. Ferguson, Asylum 45444 (Elektra/Asylum/Nonesuch) WBM				LIFE—Fotomaker (Eddie Kramer/Fotomaker), J. Cawley, Atlantic 3471	CIPP
10	22	11	C. Jackson & M. Yancy, Capitol 4509 CHA DISCO INFERNO—Trammps	53	39	10	(Elektra/Asylum/Nonesuch) ROCKET RIDE—Kiss (Kiss, Eddie Kramer), A. Frehley, S. Delaney, Casablanca 915 ALM	86	88	2	I'M ON MY WAY—Captain & Tennille (Daryl Dragon), M. Safan, A&M 2027	CPP
20	24	8	(Baker, Harris and Young), L. Green, R. Kersey, Atlantic 45-3389 THIS TIME I'M IN IT FOR LOVE—Player (Dennis Lambert & Brian Potter), S. Pippin, L. Keith, RSO, 890 CPP	54	44	13		87	94	2	BLUER THAN BLUE—Michael Johnson (Brent Maher, Steve Gibson), R. Goodrum, EMI-America 8001 (Capitol)	CPP
21	15	20	(Dennis Lambert & Brian Potter), S. Pippin, L. Keith, RSO 890 CPP GOODBYE GIRL—David Gates (David Gates), D. Gates, Elektra 45450 WBM	55	55	32	HOW DEEP IS YOUR LOVE—Bee Gees ● (Bee Gees, Karl Richardson, Albhy Caluten/For Karlbhy	88	92	4	GIMME SOME LOVIN'—Kongas (Cerrone), S. Winwood, M. Winwood, S. Davis, Polydor 14461	
由	30	,3	SHADOW DANCING—Andy Gibb (Barry Gibb, Carl Richardson, Albhy Galuton), B.R.M.&A. Gibb,	56	43	10	Productions), B. Gibb, R. Gibb, M. Gibb, RSO 882 LET ME PARTY WITH YOU—Bunny Sigler (Bunny Sigler), B. Sigler, K. Miller, R. Earl, S. Miller,	89	89	3	DO YOU WANNA DANCE—Ramones (Tony Bongioui, T. Erdely), Frieman, Sire 1017 (Warner Bros.)	
23	26	7	RSO 893 WBM TWO DOORS DOWN—Dolly Parton (Gary Klein), D. Parton, RCA 11240 CPP	57	57	6	Gold Mind 4008 (Salsoul) CPP MUSIC. HARMONY & RHYTHM—Brooklyn Dreams	90	NEW E	TRY	OH WHAT A NIGHT FOR DANCING—Barry White (Barry White), B. White, U. Wilson, 20th Century 2365	CPP
24	9	10	WE'LL NEVER HAVE TO SAY GOODBYE—England Dan & John Ford Coley	58	79	3	(Skip Konte), S. Esposito, Millennium 610 (Casablanca) YOU BELONG TO ME—Carly Simon	91	93	2	CHATTANOOGA CHOO CHOO—Tuxedo Junction (W. Michael Lewis, Laurin Rinder), M. Gordon, H. Warren,	
25	37	8	(Kyle Lehning), J. Comanor, Big Tree 16110 (Atlantic) ON BROADWAY—George Benson	59	61	18	(Arif Mardin), C. Simon, M. McDonald, Elektra 45477 WBM ALWAYS & FOREVER—Heatwave (Barry Blue), R. Temperton, Epic 8:50490 ALM	92	75	25	Butterfly 1205 JUST THE WAY YOU ARE—Billy Joel ●	ADD (DO
	36	6	(Tommy L. Puma), B. Mann, Č. Weil, J. Leiher, M. Stroller, Warner Bros. 8542 CPP WEREWOLVES OF LONDON—Warren Zevon	60	70	2	TUMBLING DICE—Linda Ronstadt (Peter Asher), M. Jagger, K. Richard, Asylum 45479	93	52	10	READY FOR THE TIMES TO	ABP/BIP
26			(Jackson Browne & Waddy Wachtel), L. Marinell, W. Wachtel, W. Zevon, Asylum 45472	歃	71	4	STAY—Rufus/Chaka Khan (Rufus, Roy Halee), R. Calhoun, Chaka Khan, ABC 12349 CPP				GET BETTER—Crystal Gayle (Allen Reynolds), A. Reynolds, United Artists 1136	B-3
27	27	26	LOVE IS THICKER THAN WATER—Andy Gibb ● (Barry Gibb, Albhy Galuten, Karl Richardson), B. Gibb & A. Gibb, RSO 883 WBM	62	66	4	WHEEL IN THE SKY—Journey (Roy Thomas Baker), D. Valory, M. Schon, R. Fleischman, Columbia 3-10700 CPP	94	62	14	WHICH WAY IS UP—Stargard (Mark Davis), N. Whitfield, Warner Tamerlane/May 12th/Duchness, MCA 40825	WBN
28	35	11	LOVE IS LIKE OXYGEN—Sweet (Sweet), A Scott, T. Griffen, Capitol 4549 WBM	63	63	36	I GO CRAZY—Paul Davis (Paul Davis), P. Davis, Bang 733 (Web IV) WBM	95	NEW EI	ITRY	CA PLANE POUR MOI—Plastic Bertrand (Lou Lacombiez), B. Lacombiez, Sire 1020 (Warner Bros.)	WBM
29	31	7	MOVIN' OUT—Billy Joel (Phil Ramone), B. Joel, Columbia 3-10708 ABP/BD	64	28	10	I'M GONNA TAKE CARE OF EVERYTHING—Rubicon	96	96	31	BABY COME BACK—Player ● (Dennis Lambert, Brian Potter), P. Beckett, J.C. Crowley,	
30	33	10	BABY HOLD ON—Eddie Money (Bruce Botnick), E. Money, J. Lyon, Columbia 3-10663 ALM IT'S A HEARTACHE—Bonnie Tyler	65	65	27	(Richard Podolor), M. Haskett, 20th Century 2362 CPP DANCE, DANCE, DANCE, YOWSAH	97	64	13	RSO 879 (Polydor) SWEET, SWEET SMILE—Carpenters (Richard Carpenter), J. Newton, O. Young, A&M 2008	CPP Alm
32	32	9	(David Mackay/Scott & Wolfe), Scott & Wolfe RCA 11249 CPP FANTASY—Earth, Wind & Fire				YOWSAH—Chic ● (Nil Rogers, Kenny Lehman & Bernard Edwards), K. Lehman, B. Edwards, N. Rodgers, Atlantic 3435 WBM	98	50	10	THAT'S YOUR SECRET—Sea Level (Stewart Levine, R. Bramblett, D. Causey), Capricorn 0287	ALM.
			(Maurice White), M. White, E. del Barrio, A. White, Columbia 310688 ALM	66	76	3	SINCE YOU'VE BEEN GONE—Head East (Jeffrey Lesser), R. Ballard, A&M 2026 WBM	99	67	12	THE CIRCLE IS SMALL—Gordon Lightfoot (Lenny Waronker, Gordon Lightfoot), G. Lightfoot,	
33 34	34 21	11 24	MORE THAN A WOMAN—Tavares (Freddie Perren), B. Gibb, M. Gibb, R. Gibb, Capitol 4500 WBM EMOTION—Samantha Sang ●	台	82	2	BAKER STREET—Gerry Rafferty (Hugh Murphy, Gerry Rafferty), G. Rafferty, United Artists 1192 CPP	100	68	9	(Lenny Warronker, Gordon Lighttoot), G. Lighttoot, Warmer Bros. 8518 RUMOUR HAS IT—Donna Summer	WBM
			(Barry Gibb, Albhy Galuten, Karl Richardson), B. Gibb, R. Gibb, Private Stock 45178 WBM	a	73	3	YOU'RE THE LOVE—Seals & Crofts (Louie Shelton), D. Batteau, Warner Bros. 8551 CPP				(Giorgio Moroder, Pete Bellote), D. Summer, G. Moroder, P. Bellote, Casabianca 916	ALM
5	TAR F	PERFO	RMERS: Stars are awarded on the Hot 100 chart bas	ed on	the fo	llowin	upward movement. 1-10 Strong increase in sales / 1	1-20 L	Jpward	move	ment of 4 positions / 21-30 Upward movemen	nt of 6 pc

STAR PERFORMERS: Stars are awarded on the Hot 100 chart based on the following upward movement. 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 5 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. Recording Industry Assn. Of America seal of certification as "million seller." (Seal indicated by bullet.)

Sheet music suppliers are confined to piano/vocal sheet music copies and do not purport to represent mixed publications distribution. ABP = April Blackwood Pub.; ALF = Alfred Publishing; ALM = Almo Publications; A·R = Acuff·Rose; B·M = Belwin Mills; BB = Big Bells; B·3 = Big Three Pub.; BP = Bradley Pub.; CHA = Chappell Music; CLM = Cherry Lane Music; CPI = Columbia Pictures Pub.; FMC = Frank Music Corp.; HAN = Hansen Pub.; IMM = Ivan Mogull Music; MCA = MCA Music; PSP = Peer Southern Pub.; PLY = Plymouth Music; PSI = Publishers Sales Inc.; WBM = Warner Bros. Music

HO1 100 A-2-(
Ain't Gonna Eat Out My Heart
Anymore (Web IV, BMI)
Almost Summer (Stoned Diamond/
Dutchess/New Executive/Challov
BMI)
Always & Forever (Aimo/Rondor,

Peer Southern Pub.; PLY = Plymouth Music; PSI = Publishers Sales Inc.; WBM = Warner Bros. Music

MOT 100 A-Z-(Publisher-Licensee)

Date of Southern Pub.; PLY = Plymouth Music; PSI = Publishers Sales Inc.; WBM = Warner Bros. Music

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			Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research De-		SUG	GEST PRI	CE LI					*		Sud	GGES PRI	TED L CE	IST							SUG	GEST PRIC			
S WEEK	T WEEK	ks on Chart	partment of Billboard ARTIST Title	A:BUM	4-CHANNEL	8-TRACK	TAPE	CASSETTE REEL TO REEL		T WEEK	ks on Chart	STAR PERFORMER—LP's registering greatest proportionate upward progress this week ARTIST Title	ALBUM	4-CHANNEL	8-TRACK	TAPE	CASSETTE	L TO REEL	S WEEK	T WEEK	Weeks on Chart	ARTIST Title	BUM	4-CHANNEL	TRACK	-8 TAPE	E	EL TO REEL
THIS	1 LAST	Z3	Label, Number (Dist. Label) SOUNDTRACK Saturday Night Fever	A B_B	1	8-T	0-8	CASS	THIS I	1547 62	Weeks	Label, Number (Dist. Label) HEART Magazine	ALE	4-C	8-T	8-0	CAS	REEL	₩ E	76	₹ 7	Label, Number (Dist. Label) STANLEY TURRENTINE Westside Highway	A P E	7-4 C	8-T	8-0	¥ Ö	REEL
2	2	23	RSO RS-2-4001 ERIC CLAPTON Slowhand	12.98		12.98		2.98	37	37	18	Mushroom MRS 5008 EDDIE MONEY Columbia PC 34909	7.98		7.98		7.98		72	74	11	JOHNNY PAYCHECK Take This Job And Shove It	7.98		7.98		7.98	
☆	8	3	RSO RS1-3030 WINGS London Town Capitol SW 11777	7.98		7.98	Î	7.98	38	38	23	ELECTRIC LIGHT ORCHESTRA Out Of The Blue Jet JTLA 823 (United Artists)	11.98		11.98		11.98		由	79	4	ENGLAND DAN/JOHN FORD COLEY	6.98		7.98		7.98	
4	4	30	BILLY JOEL The Stranger Columbia JC 34987	7.98		7.98		7.98	拉	41	27	DOLLY PARTON Here You Come Again RCA APL1-2544	7,98		7.95		7,95		办	80	4	Some Things Don't Come Easy Big Tree BT 76006 (Atlantic) PATTI SMITH Easter	7.98		7.98		7.98	
5	5	12	GEORGE BENSON Weekend In L.A. Warner Bros. 2WB 3139	12.98	Ì	12.98		2.98	☆	43	8	YVONNE ELLIMAN Night Flight RSO RS-1-3031	7.98		7.98		7,98		由	84	6	RENAISSANCE Song For All Seasons	7.98		7.95		7.95	
4	6	29	KANSAS Point Of Know Return Kirshner JZ 34929 (Epic)	7.98		7.98		7.98	41	42	21	LOU RAWLS When You Hear Lou, You've Heard It All Philadelphia International JZ 35036	7.98		8.98		8,98		由	83	11	Sire ŠRK 6049 (Warner Bros.) TUXEDO JUNCTION Butterfly FLY 007	7.98 6.98		7.95 7.98		7.95	
女	7	7	JEFFERSON STARSHIP Jefferson Starship Earth Grunt BXL1 2515 (RCA)	7.98		7.98		7.98	1	51	4	SOUNDTRACK American Hot Wax A&M 6500	11.98		11.98		11.98		77		10	BUNNY SIGLER Let Me Party With You Gold Mind GZS 7502 (Salsoul)	6.98		7.98		7.98	
8	9	18	ROBERTA FLACK Blue Lights In The Basement Atlantic SD 19149	7.98		7.98		7.98	南	50	3	ELVIS COSTELLO This Years Model Columbia JC 35331	7.98		7.98		7.98		78	82	2	HEAD EAST A8M 4680 CARLY SIMON Boys In The Trees	7.98		7.98		7.98	
9	12	10	BARRY MANILOW Even Now Arista AB 4164 JACKSON BROWNE	7.98		7.95		7.95	仚	49	6	VILLAGE PEOPLE Macho Man Casablanca NBLP 7096	7.98		7.98		7.98		80	60	20	Elektra 6E-128 LEIF GARRETT Atlantic SD 19152	7.98 • 7.98		7.98		7.98	
11	10		Running On Empty Asylum 6E113 STEELY DAN	7.98		7.97		7.97	45		5	ROBERT PALMER Double Fun Island ILPS 9476	7.98		7.98		7.98		81	52	32	LINDA RONSTADT Simple Dreams Asylum 6E-104	7.98		7.98		7.98	
1	13	10	Aja ABC AB 1006 WARREN ZEVON	7.98		7.95		7.95	46		62	ABBA The Album Atlantic SD 19164 FLEETWOOD MAC	7.98		7.98		7.98		82	39 136		CHIC Atlantic SD 19153 REO SPEEDWAGON	7.98		7,98		7.98	
由	15	27	Excitable Boy Asylum 6E-118 CHUCK MANGIONE Feels So Good	7.98		7.98		7,98	48			Rumours Warner Bros. BSK 3010 TED NUGENT	7.98		7.98		7.98	8.95	車	120		You Can Tune A Piano, But You Can't Tuna Fish Epic JE 35082	7.98		7.98		7.98	
14	11	40	STYX The Grand Illusion	7,98		7.98		7.98	•		27	Double Live-Gonzo Epic KE2-35069 MEAT LOAF	11.98		11.98		11.98		85	132		SOUNDTRACK The Rocky Horror Picture Show ODE OSU 21653 (Jem) MAZE FEATURING FRANKIE	7.98		7.98	NA	7.98	
血	21	5	A&M SP 4637 ATLANTA RHYTHM SECTION Champagne Jam Polydor PD 16134	7.98		7.98		7.98	100	n/m	NITEY	Bat Out Of Hell Epic/Cleveland International PE 34974 JETHRO TULL Heavy Horses	7.98		7,98		7.98					BEVERLY Golden Time Of Day Capitol ST 11710	6.98		7.98		7.98	
仚	22	4	JIMMY BUFFETT Son Of A Son Of A Sailor ABC AA 1046	7.98		7.95		7.95	51			Chrysalis CHR 1175 PLAYER RSO RS-1-3026	7.98		7. 98		7.98 7.98		86	86	5	KRIS KRISTOFFERSON Easter Island Monument JZ 35310 (Columbia) O'JAYS	7.98		7.98		7.98	
17	18	30	BOB WELCH French Kiss Capitol SW 11663	7.98		7.98		7.98	血	56	5	CAROLE KING Her Greatest Hits ODE JE 34967 (Epic)	7.98		7.98		7.98		88	91	14	So Full Of Love Philadelphia International JZ 35355 (CBS) BIONIC BOOGIE	7.98		7,98		7,98	
由	20	8	LITTLE FEAT Waiting For Columbus Warner Bros. 2BS 3140	9.98		9.98		9.98	53	53	22	EARTH, WIND & FIRE All 'N' All Columbia JC 34905	7.98		7.98		7.98		89	89	22	Polydor 106123 NEIL DIAMOND I'm Glad You're Here With Me	7.98		7.98		7.98	
19	30	44	ANDY GIBB Flowing Rivers RSO-RS-1-3019 (Polydor) JOHNNY MATHIS	7.98		7.98		7.98	かん	57 69	31	VILLAGE PEOPLE Casablanca NBLP 7064 PEABO BRYSON	7.98		7.98		7.98		90	90	23	Tonight Columbia JC 34990 BOB JAMES Heads	7.98		7.98		7.98	
20	40	2	You Light Up My Life Columbia JC 35259	7,98		7.98		7.98	56	26	9	Reaching For The Sky Capitol ST 11729 STARGARD	6.98		7.95		7.95		91	71	23	Columbia/Tappan Zee JC 34896 KISS Alive II	7.98		7.98		7.98	_
THE SA		12	Showdown T-Neck JZ 34930 (Epic) JOURNEY	7.98		7.98		7.98	57	59	18	GROVER WASHINGTON JR. Live At The Bijou Kudu KUX 3637 M2 (Motown)	6.98		7.98		7.98		92	72	6	Casablanca NBLP-7076-2 JAY FERGUSON Thunder Island Asylum 7E 1115	6.98		11.98		6.98	
23	24	19	Infinity Columbia JC 34912 PARLIAMENT	7.98		7.98		.98	58	58	11	CAMEO We All Know Who We Are Chocolate City CCLP 2004 (Casablanca)	7.98		7.98		7.98		93	94	4	MICHAEL FRANKS Burchfield Hines Warner Bros. BSK 3167	7.98		7.96		7.98	
	28	16	Funkentelechy Vs. The Placebo Syndrome Casablanca NBLP 7084 PETER BROWN	7.98		7.58		7.98	ф	65	3	FRANK ZAPPA Zappa In New York Discreet 2D 2290 (Warner Bros.)	7.98		7.98		7.98		由	106	4	HUBERT LAWS Say It With Silence Columbia JC 35022	7.98		7.98		7.98	
25		48	Fantasy Love Affair Drive 104 (TK) BEE GEES	7.98		7.98		.98	₩	100	2	HEATWAVE Central Heating Epic JE 35260	7.98		7.98		7.98		95		13	BE BOP DELUXE Drastic Plastic Harvest ST 11750 (Capitol) EMMYLOU HARRIS	6.98		7.98		7.98	
26	44	3	Here At Last Live RSO RS-2-3901 (Polydor) GENESIS And Then There Were Three	11.98	1	2.98	12	.98	4	68	10	CHICK COREA Mad Hatter Polydor PD1-6130	7.98		7.98		7.98	_				Quarter Moon In A Ten Cent Town Warner Bros. BSK 3141	7.98		7,98	-	7,98	
27	14	12	And Then There Were Three Atlantic SD 19173 RUFUS/CHAKA KHAN Street Player	7,98		7.98		.98	62	63	10	IOE SAMPLE Rainbow Seeker ABC AA 1050 THE RUTLES	7.98		7.95		7.95		97	97		LINDA RONSTADT Greatest Hits Asylum 6E 106	7.98		7.98		7.98	
28	27	12	ABC AA 1049 RAYDIO Arista AB 4163	7.98		7.98 7.98		.98	64		49	Warner Bros. HS 3151 BARRY MANILOW Live	2.52		8.98		8.98		99	114 99		FOTOMAKER Atlantic SO 19165 MICHAEL MURPHEY Lone Wolf	7.98		7.98		7.98	_
30	31 23	23	VAN HALEN Warner Bros. BSK 3075 ROD STEWART	7.98		7.98	7	.98	65	66	13	Arista AL 8500 KENNY ROGERS Ten Years Of Gold	11.98		11.98		11.98		100	101		Epic JE 35013 FAZE-0 Riding High	7.98		7.98		7.98	
♠	33	6	Foot Loose & Fancy Free Warner Bros. BSK 3092	7.98		7.58	7	.98	66	61	13	United Artists UALA 835 WAYLON JENNINGS & WILLIE NELSON Waylon & Willie	7.98		7.98		7.98		☆	107	4	SHE SH740 (Atlantic) LOU REED Street Hassle Arista AS 4169	7.98		7.98		7.98	
32	32	21	Bring It Back Alive Arista AL-8300 NATALIE COLE Thankful	9.58		9.98	9	.98	☆	73	13	THP ORCHESTRA Two Hot For Love	7.98		7.98		7.98	-	1027	108	6	ALEC COSTANDINOS & THE SYNCOPHONIC ORCHESTRA Romeo & Juliet						
33	34	8	ROY AYERS UBIQUITY Let's Do It	7.98		7.58		.98	台	75	9	Butterfly FLY 005 RALPH MacDONALD The Path	6.98		7.98		7.98	-	103	110	12	Casablanca NBLP 7086 HERB ALPERT/HUGH MASEKELA Horizon	7.98		7.98		7.98	
☆	36	5	Polydor PDI-6126 AVERAGE WHITE BAND Warmer Communication Atlantic SD 191962	7.98		7.98		.98	69	35	23	Martin 2210 (TK) QUEEN News Of The World Elektra 6E-112	7.98		7.98		7.98		104	104		A&M SP 728 DONNA SUMMER Once Upon A Time	7,98		7.58		7.98	
35	16	10	BOOTSY'S RUBBER BAND Bootsy? Player Of The Year Warmer Bros. BSK 3093	7.98		7.98		.98	70	29	8	SAMANTHA SANG Emotion Private Stock 7009	7.98		7.98		7.98		105	105	29	Casablanca NBLP 70782 ASHFORD & SIMPSON Send It Warner Bros. BS 3088	11.98		7.98		7.98	
					45.0		Dia 8	Tana a			4	e following upward moveme		10 64		2000	260 i	n eale	00 /	11.20	How			-30 11				_

STAR PERFORMERS: Stars are awarded on the Top LP's & Tape chart based on the following upward movement. 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. • Recording Industry Assn. Of America seal for sales of 500,000 units. (Seal indicated by bullet.) • Recording Industry Assn. Of America seal audit available and optional to all manufacturers.

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Con	7 49 1	1978	LPS &	As on other		rul ublical	tion ma	10	5-200			_	STAR PERFORMER-LP's		300	PRIC	D LIST				_			SUG	PRICE	E LIS
120		year,	stored that gettlethat is the tectronic mechanical pro- prior written por manufactured of the tectronic mechanical pro- stores by the Music Po	oug sfo	ed Pr	n any				WEEK	WEEK	ts on Chart	registering greatest proportion- ate upward progress this week ARTIST Title	N.	4-CHANNEL	ACK	CASSETTE	TO REEL	WEEK	WEEK	s on Chart	ARTIST	×	4-CHANNEL	ACK	Q-8 TAPE
MEEA	WEEK	on Chart	Chart Department a Record Market Resear partment of Billboard.	nd the		Ĭ,		ш	TE REEL	IHS I	LAST	Weeks	Label, Number (Dist. Label)	ALBUM	Ç.	8-TRACK	S S	REEL	THIS	LAST	Weeks	Title Label, Number (Dist. Label)	ALBUM	4 Q	8-TRACK	9
	LAST WE	Weeks o	ARTIST Title		ALBUM	4-CHANNEL	8-TRACK	8 TAPE	CASSETTE REEL TO R	136	140	25	COMMODORES Live Motown M9 894 A2	9.98	q	.98	9.98		169	169	113	Their Greatest Hits 1971-1975	100		7.00	
T	≤ .13	≆	Label, Number (Dist. La CHARLIE	ibel)	¥	4-6	-8	ŏ	2 19	137	137	31	KARLA BONOFF Columbia PC 34672	7.98		7.98			170	174	30	Asylum 6E 105 ODYSSEY	7.98		7.98	7
1			Lines Janus JXS 7036		7.98		7.98		7.98	138	142	10	BLONDIE	7.36	,	.38	7.98		171	175	4	RCA APLI-2204 MARLENA SHAW	6.98		7.95	7
1	11	23	SHAUN CASSIDY Born Late		•					120	102	20	Plastic Letters Chrysalis CHR 1166	7.98	7	.98	7.98					Acting Up Columbia JC 35073	7.98		7.98	7
3	98	13	Warner/Curb BSK 3126 GORDON LIGHTFOOT		7.98		7.98		7.98	139	103	28	RANDY NEWMAN Little Criminals Warner Bros. BSK 3079	7.98	7	.98	7.98		16	181	27	DEBBY BOONE You Light Up My Life Warner/Curb BS 3118	6.98		7.98	7
			Endless Wire Warner Bros. BSK 3149		7.98		7.98		7.98	140	139	5	DEXTER WANSEL Voyager						业	190	2	STATLER BROTHERS	0.70		7.30	
1	09	20	PAT TRAVERS Putting It Straight							-			Philadelphia International JZ 34985 (Epic) CLIMAX BLUES BAND	7.98	7	.98	7.98					Best Of Statler Brothers Mercury SRM1-1037	NA		NA	
)	93	10	Polydor PD 1-6121 SANTA ESMERALDA 2		7.98		7.98		7.98	The	KI		Shine On Sire SRK 6056 (Warner Bros.)	6.98	6	.98	6.98		立	E.7		DEODATO Love Island Warner Bros. BSK 3132	7.98		7.98	7
			The House Of The Risin Casablanca NBLP 7088		7.98		7.98	-	7.98	查	153	4	BEE GEES Children Of The World						175	148	7	LeBLANC & CARR Midnight Light	1			
墓	in the same	CONTRACT OF THE PARTY OF	SHAUN CASSIDY Warner Bros. BS 3067		6.98		6.98		6.98	143	143	4	RSD RS 1 3003 MARIA MULDAUR	7.98	7	.98	7.98		176	156	23	Big Tree BT 89521 (Atlantic) RAMONES	7.98		7.98	7
12	23	2	BOB MARLEY & THE WA							_			Southern Winds Warner Bios BSK 3162	7.98	7	.98	7.98		.,,			Rocket To Russia Sire SR 6042 (Warner Bros.)	6.98		7.98	7
1	15	15	Island ILPS 9517 ENCHANTMENT	1	7.98		7.98		7.98	144	149	22	WAR Galaxy MCA 3030	7.98	,	.98	7.00		177	183	21	BAR-KAYS Flying High On Your Love				
			Once Upon A Dream Roadshow RSLA 8116 (United A	Artists) 6	6.98		6.98		6.98	145	70	21	DAN HILL	7.56		. 30	7.98		178	180	30	Mercury SRM 11181 BLACKBYRDS	7.98		7.98	7.
1	16	26	LYNYRD SKYNYRD Street Survivors		7.00		7.00			146	150	50	Longer Fuse 20th Century T-547	7.98	7.	.98	7.98	ш,	170	104		Action Fantasy F 9535	7.98		7.98	7.
12	21	3	JOHN DENVER	,	7.98		7.98		7.98		150		FOREIGNER Atlantic SD 19109	7.98	7.	.98	7.98		179	104	5	ERUPTION Eruption Ariola SW 50033	7.98		7.98	7.
	10	20	I Want To Live RCA AFL1 2521		7.98		7.98		7.98	14/	147	6	RUBICON 20th Century T-552	7.98	7.	.98	7.98		180	182	2	EDDIE KENDRICKS Vintage 78				
11	18	39	Too Hot To Handle Epic PE 34761		7.98		7.98		7.98	世	157	46	STAR WARS/SOUNDTRACK 20th Century 2T 541	9.98	9.	.98	9.98		7/4	gioni		Arista AB 4170 NICK LOWE	7.98		7.98	7.
1	19	6	SALSOUL ORCHESTRA Up The Yellow Brick Roa		-33					149	154	71	EAGLES Hotel California Asylum 6E-103	7.98	7	98	7.98		147	HALL.	-4	Pure Pop For Now Columbia JC 35329	7.98		7.98	7.
12	25	3	Salsoul SA 8500 JERRY GARCIA		7.98		8.98		8.98	150	152	45	LITTLE RIVER BAND Diamantina Cocktail	7.36	/.	30	7.30		182	186	8	CRACK THE SKY Safety In Numbers Litesong J2 35041 (Epic)	7.98		7.98	
14	z J	J	Cats Under The Stars Arista AB 4160	, 7	7.98		7.98		7.98	-0-	158	2	Capitor SW 11645	7.98	7.	98	7.98		10	e and	nagi,	AL DIMEOLA Casino	7.30		7.38	7.
12	26	2	TOWER OF POWER We Came To Play							直	130		Magic ABC AA-1047	7.98	7.	98	7.98					Columbia JC 35277 VLADIMIR HOROWITZ	7.98		7.98	7.
12	20	7	Columbia JC 34906 KONGAS	7	7.98		7.98		7.98	152	78	9	MANHATTANS There's No Good In Goodbye						T	Ser.		Golden Jubilee Recital RCA ARL1-2548	8.98		8.98	8.
		·	Africanism Polydor PD1-6138	7	7.98		7.98		7.98	4	170	4	USA-EUROPEAN CONNECTION	7.98	7.	98	7.98	-	185	81	10	ANDREW GOLD All This And Heaven Too				
12	28	4	VOYAGE Martin 2213 (TK)	. 7	7.98		7.98		7.98				Come Into My Heart Marlin 2212 (TK)	7.98	7.	98	7.98		186	188	3	Asylum 6E-116 WALTER EGAN	7.98		7.98	7.
11	12	19	AEROSMITH Draw The Line		•					154	155	3	WATSONIAN INSTITUTE Master Funk Amherst DJLPA-13	6.98	7	95	7.95					Not Shy Columbia JC 35077	7.98		7.98	7.
8	85	13	Columbia JC 34856 ART GARFUNKEL	7	7.98		7.98		7.98	A.	(c)		BRITISH LIONS RSO RS-1-3032						187	187	7	NOEL POINTER Hold On United Artists UALA 848	7.98		7.00	,
Ľ.			Watermark Columbia JC 34975	7	.98		7.98		7.98	+	165	3	AMAZING RHYTHM ACES	7.98	/:	98	7.98		nA.	NOT THE REAL PROPERTY.	muid.	DICKY BETTS AND GREAT	7.90		7.98	7.
12	27	2	LONNIE LISTON SMITH Loveland							167	160	11	Burning The Ballroom Down ABC AA 1063 SWEET	7.98	7.	98	7.98			Burch	389	Atlanta's Burning Down Arista AB 4168	7.98		7.98	7.
12	22	15	PAUL DAVIS	7	.98		7.98		7.98	15/	160	11	Level Headed Capitol SKAO 11744	6.98	7.5	98	7.98		189	189	21	BOZ SCAGGS Down Two Then Left	•			
			Singer Of Songs, Teller (Bang 410	Of Tales	.98		8.98	Ш	8,98	158	163	204	PINK FLOYD Dark Side Of The Moon	•					uph.			Columbia JC 34729 SHOTGUN	7.98	-	7.98	7.
13	34	3	RUSH Archives		.00		12.00			159	164	6	Harvest SMAS 11163 (Capitol) DOUCETTE	7.98	7.9	98 7.9	7.98	-	philip.	Boli	1107	Good, Bad And Funky ABC AA 1060	7.98		7.95	7.
in the	Mary and	-56	Mercury SRM-3-9200 BAND	13	.98		13.98	, h	3.98				Mama Let Him Play Mushroom MRS 5009	7.98	7.9	98	7.98		191			GODZ Millennium MNLP 8003 (Casablanca)	7.98		7.98	7.9
			The Last Waltz Warner Bros. 3WS 3146	14.	.98		14.98	14	1.98	160	161	30	STEVE MARTIN Let's Get Small Warner Bros. BSK 3090	7.98	7.9		7.98		192	194	22	PAUL SIMON Greatest Hits, Etc. Columbia JC 35032	7.98		7.98	
10)2	22	ELVIS COSTELLO My Aim Is True Columbia JC 35037	7	.98		7.98	1.	7.98	161	151	12	BOB WEIR Heaven Help The Fool	7.30	7.3	70	7.36		193	92	8	TUBES	7.36		7.36	7.9
13	30	10	TRAMMPS	,,	. 36		7.30		.30	162	162	111	Arista AB 4155 BOZ SCAGGS	7.98	7.9	98	7.98	_	194	117	9	What Do You Want From Live A&M 6003 KAYAK	9.98	_	9.98	9.5
	_		Disco Inferno Atlantic ATL 18211	7.	.98		7.98		7.98	102	102	111	Silk Degrees Columbia JC 33920	7.98	7.9	98	7.98	1	134	117	,	Starlight Dancer Janus JXS 7034	7.98		7.98	7.9
	in Cath		STANLEY CLARKE Modern Man Nemperor JZ 35303	7.	.98		7.98	,	.98	163	144	10	B.T. EXPRESS Shout, Shout It Out						195	129	8	FRANK MARINO & MAHOGANY RUSH				
14	1		HOT TUNA Double Dose							164	171	13	Roadshow/Columbia JC 35078 ANGEL	7.98	7.9	98	7.98		196	nin ta		Columbia JC 35257 STEVE HACKETT	7.98		7.98	7.9
15	9		Grunt CYL2-2545 (RCA) GARLAND JEFFREYS	11.	.98		11.98	11	.98				White Hot Casablanca NBLP 7085	7.98	7.9	8	7.98	_				Please Don't Touch Chrysalis CHR 1176	7.98		7.98	7.9
	•		One Eyed Jack A&M SP-4681	7.	.98		7.98	,	.98	165	166	3	WINGS Wings Over America Capitol SWCO 11593	14.98	14.9	8	14.98		197	124	7	ROBERT GORDON WITH LINK WRAY Fresh Fish Special				
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14			BEE GEES Gold Volume 1 RSO RS-1 3003	7.	.98		7.98	,	.98	168	178		MICHAEL ZAGER BAND Let's All Chant Private Stock PS 7013	7.98	7.9	18	7.98		200	131		CLAUDIA BARRY Claudia Salsoul SA 5525	6.98		7.98	7.9
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NOLAN WELCOMED—Fred Haayen, president of Polydor Records, left, introduces the label's newest artist Kenny Nolan at a Beverly Hills party welcoming him and his company, Marathon Records. Right, Nolan delivers a special solo performance of his past successes and material from his forthcoming Polydor/Marathon debut "A Song Between Us."

FILM REVIEW

'Last Waltz' Bids the Band Farewell

NEW YORK-"The Last Waltz" film is a tribute to the Band, intercutting footage of its farewell performance at San Francisco's Winterland theatre with interviews with group members at home.

It was some show when the Band, after 16 years on the road, finally called it quits with a gala concert Thanksgiving Day. Performing with the Band that night was a veritable who's who of rock superstardom.

Captured on film are performances by, in order of appearance, Ronnie Hawkins, Neil Young, Joni Mitchell, Dr. John, Neil Diamond. Paul Butterfield, Muddy Waters, Eric Clapton, Van Morrison, Bob Emmylou Harris, the Dylan, Staples, Ringo Starr and Ron Wood.

The Band plays backup to all and, of course, performs its own songs. The chronology of the songs is the same on film as on the triple album released by Warner Bros.

Technically the United Artists film, directed by Martin Scorsese, is as good as it can be, setting a standard for future concert films.

The emphasis is on the music and songs with a minimum of arrival and backstage shots. There was a dinner before the concert, but the film isn't interested in all that.

The interviews with the band members, interspersed between the songs, are conducted by Scorsese himself. They are all individually short, serving as punctuation and comment to the songs.

It's all rather stirring, especially at the end when all the guest stars get together onstage with the Band to sing "I Shall Be Released."

It was a very elegant way to end at least one phase of a career. All our good-byes should be half as noble.

ROMAN KOZAK

OFF-BROADWAY REVIEW

'Country Cabaret' Serves Hit Music

NEW YORK-If the recording industry is seriously looking for bright new talent with unquestionable commercial potential, the place to look these days is the off-Broadway Manhattan Theatre Club where Jim Wann's "Country Cabaret" is playing to capacity houses.

Wann, though virtually unknown in local recording circles, is the co-author of two moderately successful off-Broadway musicals, "Hot Grog" and "Diamond Studs," and is currently working on two others, "Smooch" and "Frimbo."

Wolfert Joins Staff

LOS ANGELES-Producer/arranger/composer David Wolfert has been signed to the staff of the The Entertainment Co., an independent production firm headed by Charles Koppelman.

As staff producer, Wolfert's first project was the new Paul Anka LP due for release soon. Wolfert has also arranged several of the tunes on the new Dolly Parton LP as he had for Samantha Sang's "Emotion" album, recently certified gold.

Also hired as a staff composer,

Wolfert is co-author of Barbra Streisand's new single, "Songbird."

He has packaged some of the best tunes from these shows into a rewarding musical review, featuring the talents of Kathi Moss, Cass Morgan, Guy Strobel and himself.

Wann is an excellent storyteller with lyrics full of symbolism and imagery, as evidenced in such tunes as "Maco Light," "Give A Damn, Jones," "Come On Down To The Sea." "Fisherman's Prayer" and many others of the 19 songs presented.

The format ranges from country to pop to blues. Some is whimsical, some reflective, some tongue-incheek and cryptic, but all immensely entertaining.

The company, which has worked

together in the past, is tight and professional with excellent singing voices and commendable proficiency as dancers and musicians. The show is scheduled to run through the end of April but may be extended.

Two other Manhattan Theatre Club offerings this season have been so successful they are being moved to Broadway. They are "Ain't Misbehavin'" based on Fats Waller's music, and "The Mighty Gents," a drama with music about a derelict New Jersey street gang.

RADCLIFFE JOE

InsideTrack

The industry's long campaign to gain financial analysts' credibility appears finally to be paying off. On Friday (14) when the Big Board chalked up its mightiest thrusts upward, Warner Communications Inc. was the pacemaker. It registered a 4½ point gain, largest on the New York Stock Exchange on a day that saw the Dow gain over 9.4.... Rumor hath it that Ron Alexenburg succumbed to the big bucks and opportunity, proffered by MCA when he took \$200,000 plus favorable future stock options to head up with new Gotham-based MCA disk-. Another sidebar to the UA Records buyout rumor: What happens to the millions of overstock albums reportedly in the West Memphis warehouse?

The Southern California Record Retailers' Assn. is being organized under the aegis of Cletus Anderson of the VIP store chain and Robot Distributors. The first meeting April 13 was composed of black retail dealer representatives, who elected Tom Cross of Crosse & Doppler, local ad agency which serves the VIP account, as chairman. Cross says all independent dealers are welcome. They held a second meeting last week, details of which could not be obtained from Cross, who could not be reached following the meeting. At the first meeting, attended by approximately 25 persons, approximately two-thirds of the attendance was personnel from VIP.

The Lieberman Enterprises convention will return to the Playboy Hotel, Lake Geneva, Wis., from Aug. 6 through 9.... Mike Curb lags about 3% behind his opponent for the Republican nomination for lieutenant governor of California, Mike Antonovich, according to the latest poll announced by The Los Angeles Times. Approximately 56% of voters polled are undecided. ...

Charley Minor and Mark Lindsay from Xeti Records have moved into major promotion slots at UA. Lindsay is the ex-Paul Revere and the Raiders frontman. Nobody has been axed among the UA home office personnel. There's an allout blitz marketing campaign behind Gerry Rafferty's charted single, "Baker Street," from the album, "City To City," released several weeks ago. Artie Mogull sees the ex-Stealer's Wheel-er as another of his "finds" making it huge. It appears to be the only piece of product the firm is laboring on. Track is told its estimate of floor inventory held by indie distributors for the line is exaggerated. There's maybe \$8 million in distributor warehouses.

John Denver, Linda Ronstadt, Art Garfunkel, Stevie Wonder, John Simon, James Taylor, Carly Simon and Bonnie Raitt signed a petition opposing nuclear energy development until its possible dangers could be studied. The petition has gone to the White House and Congress.

... Cheryl Ladd has inked with Capitol and Kristy McNichol has a binder with RCA, 'tis reported....MCA purportedly shelling out \$15 million to support the new Ron Alexenburg label.

Jac Holzman, Mo Ostin and Joe Smith are among 25 film and record industry folk hieing off to Communist China June I for a visit arranged by producer Harold Leventhal . . . Norman Gimbel and Mrs. Woody Guthrie are also in the entourage . . . Past and present CBS Records' brass turned out to a farewell fest for Ron Alexenburg Thursday (20) in New York . . . Concord Jazz label has switched from M.S. Distributing to Progress Distributing in Chicago, Earl Horwitz, the label's marketing consultant, says.

STORE'S FORMULA USES CUTOUTS

Oak Park Typifies Camelot Web

OVERLAND PARK, Kan.-Typifying the success story of the 67-store Camelot chain which won NARM retailer of the year honors for parent Stark Record & Tape Service is the surburban Kansas City outlet at the Oak Park Shopping Center here.

Camelot gears up for big prerecorded LP and tape volume with lots of dump table display, constant instore tieups featuring good factory point-of-purchase material and extensive use of cutout bargains. Add those elements to locations in shopping centers with heavy traffic and you have the Camelot formula for success, believes Pat Jones, manager of the local outlet.

All stores feature a balanced mix of rock, pop, easy listening, country and classical music. In promotions, the emphasis often is on artists coming up on the charts and given prominent display and radio promo-

Jones credits Joe Bressi, record and accessory buyer at North Canton, Ohio headquarters, as "the best in the industry" at turning up all kinds of deals on product.

"We've had some great cutout buys recently including the Allman Brothers' 'At Fillmore East,' a Steely Dan for \$2.99 and a Bob Dylan for \$1.99. We mass these in dump units and shoppers swarm around them," he notes

Jones can't say enough about the way cutouts have kept sales up. He says a front dump unit featuring a 60% off, or \$3.99 price on cutouts of an artist in local favor packs clout galore.

"The cutout buyer is a different breed but this is a viable buyer," he adds. "Some, pure and simple, are vinyl junkies building a huge record collection and they rummage all the shops for good buys. But bargains attract everyone's attention and pep up the atmosphere."

The company cherry picks the factories' visual merchandising offering for use in dressing up that allimportant, 20% up-front space area. Exemplifying all that is good in the

factory output, says Jones, was the Warner "Saleathon" getup. It came complete with sailboat, beach towels, beach, balls, umbrellas, mobiles and posters. Prices were \$3.99 and \$4.99 and the factory sweetened the whole deal with liberal allocation for radio and newspaper advertis-

What Jones and other Camelots really like to do is to promote, via display and radio spots, surging new artists and their titles-an example is "Moving On," by Missouri. A price of \$3.99 will be tagged on these items, they'll get front display and heavy radio attention plus play on the store's p.a. system. Spots are mostly aired on Kansas City stations KY102 and KBEQ.

The selection of about 250 single titles is keyed to pop and country music played on KCKN, WDAF 61 Country, KBEQ and KCMO. There's a steady interplay between the prerecorded 45s up front and the folios in a back-wall display.

When Camelot moved into Kansas City in 1976 the concept included filling the void in classical music. The Camelot Classical Music Club was set into motion (now 12,000 members) and a mailing list of customers was built who receive advance notice of sales, 10% discount on purchases over \$10 and other goodies. Business was good but then the battle for the classical trade got hot as Peaches, Record Bar, Kmart and Davey's pitched their tents.

"We get our share but it's tougher," Jones says. "We stock budget classical tapes and LPs in the \$2.99 and \$3.49 area but your every-day classical buff isn't a big budget buyer. What he'll do is shop all over town for something prestigious like Deutsche Grammophon at the best

Jones and other Camelot managers are convinced the company "loses" more prerecorded cassettes and 8-tracks by going the spaghetti box route. They take up more space than the locked cases, but overall the feeling is that putting this category out where customers can handle them and take them to the counter offsets the deleterious aspects.

In addition to heavily promoted prerecorded product, accessory sales have seen a steady upward trend throughout the chain, particularly blank tape, with the overall mix providing increased sales and profits.

'Disco Duck' Voice Suing **Dees, Others For Profits**

MEMPHIS-The man who was enlisted to do the duck voice on the hit "Disco Duck" has filed suit in chancery court here charging his entry into the recording business was more like a comedy of errors than a share of the profits he was promised. Kenneth W. Pruitt asks for half

the profits from the disk and for \$50,000 punitive damages.

Named defendants are: Rick Dees, listed as composer of the song; Estelle Axton, president of Fretone Records, Inc., Stafree Publishing Co., Inc., and BMI.

Pruitt's suit said he was paid \$100 for two recording sessions at which he provided the duck voice for the disk.

Several months later he was contacted to do promotional work, the suit said, because they needed his duck voice. He was promised money, fame and a recording career, the suit charged.

As a result, he resigned his job as an auditor and went to California with a recording company representative where he taped a number of television show appearances, including "Midnight Special" and "Wolfman Jack."

Some weeks later he was taken to New York where he was dressed in a yellow duck costume, appeared at major hotels and on Times Square during the International Billboard Convention.

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"Colorful, clever and imaginative. Lloyd Webber's score has got a lot" **EVENING STANDARD**

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"As a rule, I don't like people playing around with the classics but this isn't the case here"

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