



Billboard  
1978-79

# International BUYER'S GUIDE

Section Two September 30, 1978-1979



# Billboard international BUYER'S GUIDE 1978-1979

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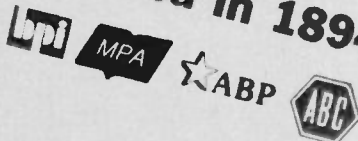
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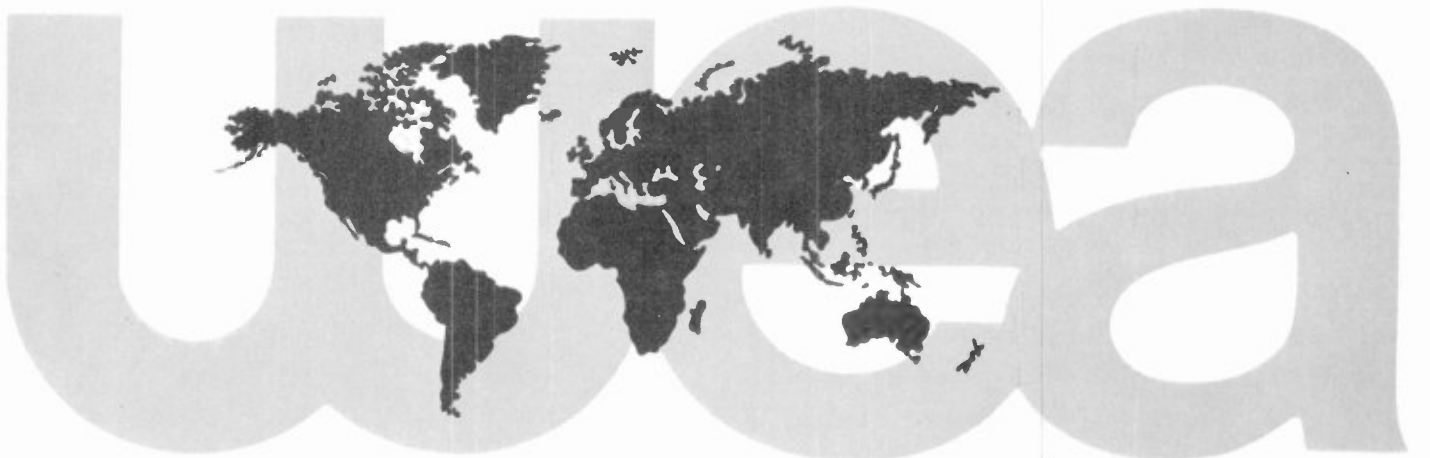
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## PRERECORDED MUSIC SALES FOR 1970's

	1977	%	%	1976	%	%	1975	%	%	1974	%	%	1973	%	%	1972	%	%	1971	%	%	1970	%	%
	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.
Records	2,440.2	27.9	69.7	1,908	14.4	69.7	1,668	7.6	70.7	1,550	7.9	70.5	1,436	3.8	71.2	1,383	10.6	71.9	1,251	5.8	71.7	1,182	1.0	71.2
Tapes	1,060.6	15	30.3	829	19.8	30.3	692	6.5	29.9	650	11.9	29.5	581	7.4	28.8	541	9.7	28.1	493	3.1	28.3	478	14.9	28.8
Total Sales	3,500.8	27.9	100	2,737	15.9	100.0	2,360	7.3	100.0	2,200	9.1	100.0	2,017	4.8	100.0	1,924	10.3	100.0	1,744	5.1	100.0	1,660	4.7	100.0

All figures in millions

SOURCE: RIAA

## U.S. L.P. AND SINGLES SALES FOR 1970's

	1977	%	%	1976	%	%	1975	%	%	1974	%	%	1973	%	%	1972	%	%	1971	%	%	1970	%	%
	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.
LPs <sup>1</sup>	2,195.1	32	90	1,663	11.9	87.2	1,485	0.5	89.0	1,356	8.8	87.5	1,246	3.6	87.8	1,203	10.8	87.0	1,086	6.8	86.8	1,017	2.2	86.0
singles <sup>2</sup>	245.1	0	10	245	16.0	12.8	183	-5.7	11.0	194	2.1	12.5	190	5.6	13.2	180	9.1	13.0	165	0	13.2	165	-5.7	14.0
Total Sales	2,440.2	27.9	100	1,908	14.4	100.0	1,668	7.6	100.0	1,550	7.9	100.0	1,436	3.8	100.0	1,383	10.6	100.0	1,251	5.8	100.0	1,182	1.0	100.0

All figures in millions

SOURCE: RIAA

## TAPE BY CONFIGURATION FOR 1970's

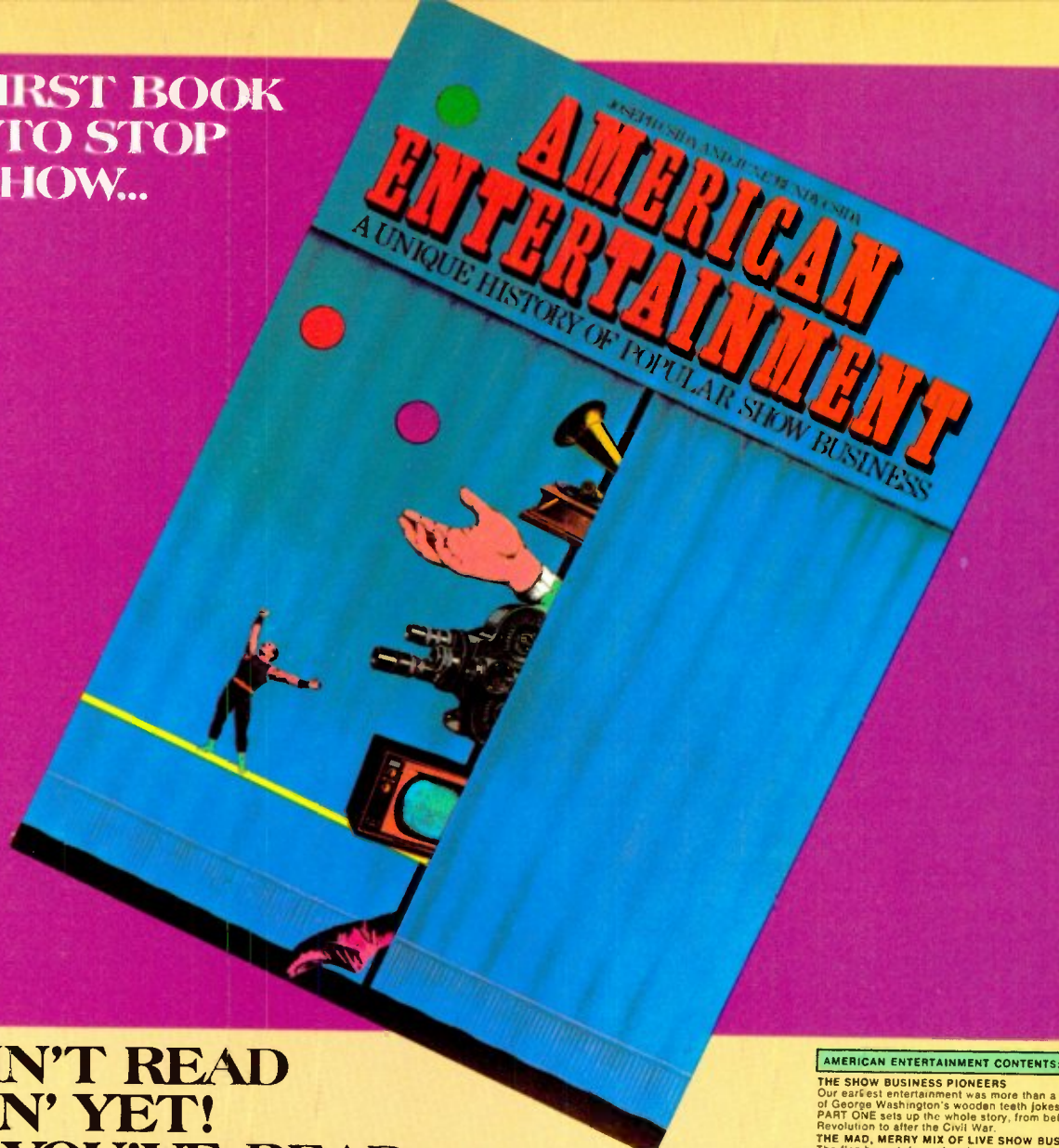
	1977	%	%	1976	%	%	1975	%	%	1974	%	%	1973	%	%	1972	%	%	1971	%	%	1970	%	%
	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.
8-Track	811	19.6	76.5	678.0	16.3	81.8	583.0	6.2	84.2	549.2	12.3	84.5	489	15.1	84.1	425	10.4	78.6	385	1.8	78.1	378	26.0	79.1
Cassettes	249.6	71.3	23.5	145.7	47.5	17.6	98.8	13.3	14.3	87.2	14.7	13.4	76	25.5	13.1	102	6.3	18.9	96	24.7	19.5	77	2.7	16.1
Reel to Reel							2.0	-23.1	.3	2.6	-35.0	.4	4	-50.0	.7	8	-33.3	1.5	12	-33.3	2.4	18	-10.0	3.8
4- <sup>3</sup> & Others																						5	-76.2	1.0
Quad 8T & Reel	-	-	-	5.1	-37.8	.6	8.2	-27.4	1.2	11.3	-5.8	1.7	12	100.0	2.1	6	-	1.0	-	-	-	-	-	-
Total Sales	1060.6	15.9	100	828.8	19.8	100.0	692.0	6.4	100.0	650.3	11.9	100.0	581	7.4	100.0	541	9.7	100.0	493	9.7	100.0	478	14.9	100.0

All figures in millions

SOURCE: RIAA

BY CONFIGURATION  
**SALES**

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## UNIT SALES ANALYSIS

	Total \$ Sales	Est. Units	% Change From '76
LP's	2,195.1	344	26
Singles	245.1	190	0
8-tr. Cartridges	811	127.3	20
Cassettes	249.6	36.9	69.3

(\$ & Units in millions)

## U.S. LEADS WORLD SALES JUMP

World sales in 1977 jumped 13.6% or more than a \$1 billion from a 1976 figure of around \$7.5 billion to more than \$8.6 billion for 1977 with U.S. sales leading the pack as usual with music disks and tape sales jumping a spectacular 27.9% for a total of \$3.5 billion.

According to RIAA, it was the largest percentage dollar sales increase for the U.S. since 1956, when dollar sales of phonograph records rose 36% from \$277 million to \$377 million.

Around the world, countries followed the trend toward an increase in sales with America's nearest disk and tape competitors, Japan and West Germany, respectively jumping 13.5% and 13%. The Netherlands jumped a surprising 74.6% in dollar volume from a 1976 figure of \$126 million to a 1977 figure of \$220 million.

U.S. unit sales jumped 18% from the 1976 level of 591.5 million to 698.2 million. All phases of the business shared in the notable U.S. sales jump in 1977 except singles, which remained at the 1976 level of 190 million units and \$245.1 million volume, and quadrasonic and reel-to-reel, which RIAA didn't report individually.

The highlight of the U.S. percentage increase was again in the area of prerecorded cassettes. In 1976 cassette dollar sales leaped up 47.5%. In 1977 cassettes racked up a dramatic 71.3% dollar sales increase, going from \$145.7 million in 1976 to \$249.6 million in 1977. Most of that dollar increase seems to be in retail costs since the unit increase for 1977 was nearly the same as the 1976 figure of 34.5% while dollar sales more than doubled that figure.

The runner-up in U.S. percentage increases was in the area of long-playing records which jumped 32% from \$1.7 billion to \$2.2 billion. Unit sales increased 26% from 272.9 million to 344 million in 1977.

Although 8-track dollar volume sales increased from last year by 19.6%, it lost some ground in terms of the total tape market. 8-track has 76.5% of the tape market, down from last year's 81.8%, while cassettes had a market tape share of 23.5%, up from last year's 17.6%.

Of the total music market distribution, disks, as is usually the case, dominated with a distribution percentage of 69.7% as opposed to the tape distribution percentage of 30.3%. However, due to the continuing trend toward the use of tape, the tape distribution percentage went fractionally up at .4% and disk distribution went fractionally down.

## 1977 SALES BY REPERTOIRE

	% Dollar Volume	% Change From 1976
Contemporary (includes pop, rock and soul)	62	.9
Country	12.1	3.4
MOR	10.5	- 5.4
Classical	3.4	-37
Childrens	3.2	39
Jazz	5.3	15.2
Comedy	1.5	- 6
Other	2.0	5

## U.S. RECORDING SALES 1977-21

Year	Sales \$ Millions	% Change
1977	\$3500	27.9%
1976	2737	16.0%
1975	2360	7.3%
1974	2200	9.1%
1973	1436	4.0%
1972	1383	10.6%
1971	1251	5.8%
1970	1182	1.0%
1969	1170	4.1%
1968	1124	6.9%
1967	1051	9.6%
1966	959	11.3%
1965	862	13.7%
1964	758	8.6%
1963	698	1.6%
1962	687	7.3%
1961	640	6.7%
1960	600	-0.5%
1959	603	18.0%
1958	511	11.1%
1957	460	22.0%
1956	377	36.1%
1955	277	30.0%
1954	213	-2.7%
1953	219	2.3%
1952	214	7.5%
1951	199	5.3%
1950	189	9.2%
1949	173	-8.5%
1948	189	-15.6%
1947	224	2.8%
1946	218	100%
1945	109	65.2%
1944	66	N.C.
1943	66	20%
1942	55	7.8%
1941	51	6.3%
1940	48	9.1%
1939	44	69.2%
1938	26	100%
1937	13	18.2%
1936	11	22.2%
1935	9	22.2%
1934	7	16.7%
1933	6	-45.5%
1932	11	-38.9%
1931	18	-60.9%
1930	46	-38.7%
1929	75	2.7%
1928	73	4.3%
1927	70	N.C.
1926	70	18.6%
1925	59	-13.2%
1924	68	-13.9%
1923	79	-14.1%
1922	92	-13.2%
1921	106	-%

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



Now Available:

# The Historic First Digital U.S. Symphonic Ensemble Recording from TELARC!



The place: Severance Hall in Cleveland, Ohio, highly respected for its superb acoustics. The date: April 4 and 5, 1978. Fifty nine musicians, including the entire reed, brass, and percussion sections of the Cleveland Orchestra, gathered to participate in a unique and significant first symphonic ensemble recording using a sophisticated new method of *digital* recording.

The music, by Bach, Handel, and Holst, was symphonic band music at its most exciting. The Cleveland Symphonic Winds were conducted by the leading figure in wind music today, Frederick Fennell. His early recordings on Mercury with the Eastman Symphonic Wind Ensemble helped launch the hi-fi era, and are still treasured by collectors. But the consummate artistry of the Cleveland Symphonic Winds under Fennell's direction in this session must be heard to be believed.

From the gleaming sound of the piccolo to the solid impact of the concert bass drum... from *pianissimo* to *triple forte*... this recording is a major milestone for both music and recording. The reaction by the musicians themselves, on hearing the playback, was best summed up by Frederick Fennell himself (as quoted in *High Fidelity*): "I'm glad to have lived long enough to have recorded *that* kind of sound!"



It was the Soundstream digital

## TELARC

TELARC DIGITAL  
STEREO No. 5038 \$14.95

recorder that gave special importance to this major musical event. It was installed under the guidance of its inventor, Dr. Thomas Stockham, and Bruce Rothaar. Three Studer microphones and a Studer console were controlled by Telarc Producer Robert Woods and Engineer Jack Renner. Even the engineer from the JVC Cutting Center in California, Stan Ricker, was on hand as a consultant to assure that the master tape would be fully compatible with the half-speed Neumann mastering equipment on which the final disc master would be cut.

Unlike ordinary tape recorders, the Soundstream digital process samples the console output 50,000 times per second, then converts each sample into a 16-bit digital number. This number is then recorded on a Honeywell data recorder at 30 inches-per-second along with a "clock" reference time signal.

On playback the numbers are reconverted to the original analog signal

precisely in step with the "clock" to eliminate all flutter and wow speed variations. Problems of noise, distortion, tape saturation, and dynamic range are simply left by the wayside with the use of digital numbers rather than the original electronic waveforms for signal storage. Proof is in the measured performance of the Soundstream equipment, with Frequency Response flat from 0 Hz to 21 kHz, Total Harmonic Distortion of less than 0.004% at "0" VU, 90 dB RMS Signal-to-Noise Ratio, and 90 dB Dynamic Range.

Because digital recordings such as this can be edited with greater finesse than ordinary tapes, and because the potential for wide dynamic range, extended frequency response, and low distortion approach the state of the art in *any* recording medium, this new disc is an important milestone for both music and audio technology.

Whether you pride yourself on selling the finest in recordings or the best in stereo equipment, this new record is a must. Customers who've heard about digital recordings will want to add it to their libraries. And music lovers will treasure it as an important musical experience they'll want to own. Write or call today to get in on the beginning of a new era of recording technology.



**StandarDisc**<sup>TM</sup>  
INTERNATIONAL REFERENCE SERIES

Superb technical quality is the hallmark of all StandarDisc recordings, including digital, direct-to-disc, and advanced analog techniques.

## RADIO 1978-1970

YEAR	AM STATIONS	FM STATIONS
1978	4510	3903
1977	4497	3676*
1976	4471	3511
1975	4445	3299
1974	4395	3135
1973	4382	2965
1972	4374	2775
1971	4343	2624
1970	4292	2468

\*1148 stereo  
SOURCE: Television Factbook, F.C.C.

## TOTAL U.S. MARKET OF SELECTED CONSUMER ELECTRONIC PRODUCTS

End Of Year	Auto Radios	Tape Equipment	Components	Radios		
1977 \$8,119	534	1,388	1,275	509		
1976 \$6,849	497	1,120	1,027	398		
1975 \$4,955	355	687	652	369		
1974 \$6,274	370	886	704	559		
1973 \$6,934	391	998	702	572		
1972 \$6,493	377	861	526	606		
	1972	1973	1974	1975	1976	1977
Monochrome TV Receivers	\$ 649	\$ 560	\$ 543	\$ 371	\$ 528	\$ 542
Color TV Receivers	2,825	3,097	2,658	2,121	2,860	3,269

Totals above include television set sales  
Revised estimates.  
Data reflects products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

SOURCE: Consumer Electronics 1978 Annual Review  
All figures in millions of dollars

PLAYBACK

(Add 000 to figures)

## U.S. PHONOGRAPH SALES

(Add 000 to figures)

YEAR	PORTABLE AND TABLE (Includes Compact and Component Systems)		CONSOLE		TOTAL	
	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
1977	3,027	418,000	735	184,000	4,362	602,000
1976	3,021	145,000	654	172,000	3,855	491,000*
1975	2,641	133,000	523	132,000*	3,164	400,000*
1974	3,942	212,000	865	186,000	4,807	554,000*
1973	5,234	314,000	901	188,000	6,135	614,000*
1972	6,279	392,000	928	185,000	7,207	649,000*
1971 <sup>2</sup>	4,972	216,000	1,062	209,000	6,034	425,000
1970 <sup>1</sup>	4,572	160,000	1,048	216,000	5,620	376,000
1969	4,958	200,000	1,362	190,000	6,320	490,000
1968	4,925	184,000	1,570	319,000	6,495	503,000
1967	5,134	173,000	1,492	307,000	6,626	480,000
1966	4,504	181,000	1,799	347,000	6,303	528,000
1965	4,363	175,000	1,767	330,000	6,130	505,000
1964	3,455	146,000	1,704	294,000	5,159	440,000
1963	3,474	143,000	1,668	278,000	5,142	421,000
1962	3,329	137,000	1,625	252,000	4,954	389,000
1961	2,538	109,000	1,451	195,000	3,989	304,000
1960	3,075		1,448		4,523	359,000
1959	2,917		1,387		4,304	339,000
1958	2,758		1,215		3,973	259,000
1957	3,402		1,256		4,658	240,000
1956	3,257		531		3,788	140,000
1955	2,430		197		2,627	99,000

\*Revised

<sup>1</sup> Prior to 1971, data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

<sup>2</sup> 1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

SOURCE: Consumer Electronics 1978 Annual Review

**HERBERT N. EISEMAN, President**  
 Ronny Vance, Dir. of Creative Activities  
 Rick Landy, Mgr. - Catalog Exploitation

20th Century Music Corp.  
 Fox Fanfare Music, Inc.  
 Bregman, Vocco & Conn

♪  
**"THE MORNING AFTER"**  
 Gold Record  
 Academy Award Oscar

♪  
**"I GOT A NAME"**  
 Gold Record

♭  
**"WE MAY NEVER LOVE LIKE THIS AGAIN"**  
 Academy Award Oscar

♭  
**"THE WIZ"**  
 Broadway Tony Award

♭  
**"RHINESTONE COWBOY"**  
 6 Gold Records Worldwide  
 Country Music Association Award  
 Academy of Country Music Award/Grammy Award

♪  
**"A STAR IS BORN"**  
 EVERGREEN/WATCH CLOSELY NOW/WITH  
 ONE MORE LOOK AT YOU/EVERYTHING  
 WOMAN IN THE MOON/HELLACIOUS ACRES.  
 Academy Awards Oscar/Platinum Album/Grammy Award  
 \* Co-published with First Artists Music and Emanuel Music

♪  
**"STAR WARS"**  
 Academy Award Oscar — Platinum Album / Grammy Award



♪  
*And Now*  
**"THE WIZ"**  
 A Universal-Motown Motion Picture

**If it's a hit...  
we've got our finger on it.**



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**Art Martinez:** Division Vice President, International  
**Kelli G. Ross:** Division Vice President, International Creative Affairs

If it's a hit...  
we've got our finger on it.

**RCA** INTERNATIONAL

World Radio History

THE RCA RECORDS PUBLISHING INTERNATIONAL DIRECTORY

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Telex #121239  
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### AUSTRALIA

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Region, Chairman & Managing  
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Adolfo Pino

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President—Ichiro Okuno

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Telex #22460  
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### CANADA

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Peter A. Ingwersen

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Madrid 16, Spain  
Telephone—457-4600  
Telex #22460  
Manager—Antonio Martinez



When people think of RCA International, they naturally think of our tremendous reach. We're more than flattered; however, we feel our global network is just part of the story.

Year after year we make a successful effort at keeping our finger on the pulse of ever-changing trends in an ever-changing industry. It has earned us the respect of the worldwide music community.

Please tear out this handy reference directory and use it when you feel you have the product that can go the distance. We won't just point the way with a finger, we'll take you by the hand.

**RCA** RECORDS/PUBLISHING  
INTERNATIONAL

**1978** As \$7.98 becomes the standard U.S. list price, sales leap past \$3.5 billion in a recording boom that taxes the nation's manufacturing facilities. Movie soundtracks enjoy renewed popularity, and combined with the continuing disco rage, boost "Saturday Night Fever" to record-breaking sales levels. Digital recording enters the scene and video gains wider acceptance despite format confusion.

**1977** New Revised Copyright Law passes, the first since 1909. Direct-to-disk recording is revived. Visually-pleasurable concept in retail arrives, and death of Elvis Presley rocks industry.

**1976** Disco breaks as potent promotion and sales source. Columbia Records hints of higher-priced super act releases.

**1975** Spiraling inflation raises singles prices from \$1 to \$1.29, LPs and tapes jump \$1. Budget lines disappear from majors, replaced by \$4.98 lines of steady catalog sellers. Record/tape retail chains proliferate.

**1974** Continuing material shortages elevate production costs by 35% for singles and 60% for LPs. Labels initiate intensive secondary market promotion when major radio stations restrict playlists.

**1973** Surge of state antipiracy statutes cuts illicit tape flow. Raw material shortages create fewer releases and tendency toward greater longevity and sales for individual releases. WEA labels go discrete.

**1972** RCA, Japan Victor Co. and Panasonic debut 4-channel discrete disk system. Sound recordings afforded greater federal protection against piracy.

**1971** CBS/Sony preview the "SQ" disk, a compatible 4-channel disk system. First international conference on video recording (VIDCA).

**1970** Compatible 4-channel 8-track cartridge system, Quad-8, introduced by RCA and Motorola

**1969** Trend toward bigness on all levels of the music business with all areas involved in the merger game.

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

**1966** Breakthrough of tape cartridge.

**1965** U.S. excise tax on records rescinded.

**1964** U.S. record sales hit all-time high with Beatles invasion and great gains in LP sales.

**1962** Summer season one of best in history for singles. Racks register 24% gain over 1961.

**1961** FM stereo gets FCC okay; racks show gains.

**1960** Stereo booms to offset singles dip. ("Persuasive Percussion" scores big.)

**1959** LP sales surge ("Flower Drum Song," "Peter Gunn," "Kingston Trio At Large").

**1958** First stereo LPs.

**1956** First appearance of high quality stereophonic tape recordings. Elvis craze booms.

**1955** Columbia starts record club, while other companies cut LP prices.

**1954** "Sh-Boom" by Crew-Cuts heralds dawn of rock n' roll, "Rock Around The Clock" is out, but sleeps a year.

**1952** RIAA founded.

**1950** 78 r.p.m. sales dwindle as RCA announces intention to produce LPs.

**1949** 45 r.p.m. introduced by RCA sets off battle of speeds. Three-speed phonograph introduced.

**1948** Columbia issues 33 1/3 r.p.m. LP, with 23 minutes per side.

**1947** Limited use of magnetic tape recording in America and Europe. MGM Records bows.

**1945** Mercury Record Corp. is born.

**1942** Nationwide recording ban by AFM, lasting until Nov. 11, 1944. High fidelity technique used by English Decca.

## RECORDED MUSIC REVIEW 1978-1877

Formation of Capitol Records.  
Record industry charts bow in Billboard. In Germany superior magnetic tape recorders are produced.  
First experimental FM goes on air.  
Popularity of jukeboxes boosts industry.  
American Decca is launched. A record-player-radio combination is marketed inexpensively by RCA Victor.

EMI forms through Gramophone Co. and Columbia Graphophone merger. First 33 1/3 long-playing record demonstrated by RCA.

Depression adds to record industry decline but radio turns more and more to recordings.

Victor purchased by RCA. Warner Bros. buys Brunswick Radio Corp.

Brunswick's all-electric Panatropes bows. Columbia and Victor issue electrical recordings.

Record boom shows due to radio. Electrical recording perfected by Bell Laboratories.

First commercial radio broadcast over WEAJ, N.Y..

Victor releases first jazz record by Original Dixieland Jass Band, and the first Leopold Stokowski/Philadelphia Orchestra recording.

Cylinder abandoned, many new labels formed.

Odeon issues first large-scale orchestral recordings.

Victrola, first enclosed-horn phonograph, appears.

First double-sided records issued by Odeon. Caruso becomes exclusive Victor artist.

First royalty system for compensation of recording artists. In Berlin, formation of International Talking Machine Co. (Odeon).

Columbia and Victor share patent on disk recordings, and cylinder drops from favor. Enrico Caruso records opera for the Gramophone Co..

Marketing of disk recordings moves ahead with formation of Victor Talking Machine Co.

Columbia Phonograph Co. opens London office.

Deutsche Grammophon Gesellschaft, oldest record manufacturing company, established in Hanover.

International expansion starts with American Graphophone's London office.

National Phonograph Co. formed by Edison, manufacturing and distributing spring-driven phonographs for homes.

Berliner manufactures gramophones and disks in Washington, D.C. while Pathe brothers in France manufacture phonographs and cylinders.

Columbia Phonograph Co. founded to market American Graphophone products. In Germany, first commercial gramophones and records are manufactured.

Edison improves phonograph, using wax, forms Edison Phonograph Works. First celebrity recordings made in Edison's laboratory. North American Phonograph Co. formed.

Flat phonograph disk patent application by Emile Berliner and formation of American Graphophone Co. launch recording industry.

Bell & Tainter patent "graphophone," replacing tinfoil cylinder with wax-coated cardboard.

Chichester A. Bell and Charles Sumner Tainter work on phonograph improvements.

Edison Speaking Phonograph Co. and London Stereoscope Co. formed. Phonograph interest in limbo.

First reproduction of sound by Edison on tinfoil cylinders and device called "phonograph." Microphone invented by Emile Berliner. France's Charles Cros writes paper describing process of recording and reproducing sound.

**1942**  
**1940**

**1939**  
**1936**  
**1934**

**1931**

**1930**

**1929**

**1925**

**1924**

**1920**  
**1917**

**1912**  
**1909**  
**1906**  
**1904**

**1903**

**1902**

**1901**

**1900**  
**1899**

**1897**

**1895**

**1894**

**1889**

**1888**

**1887**

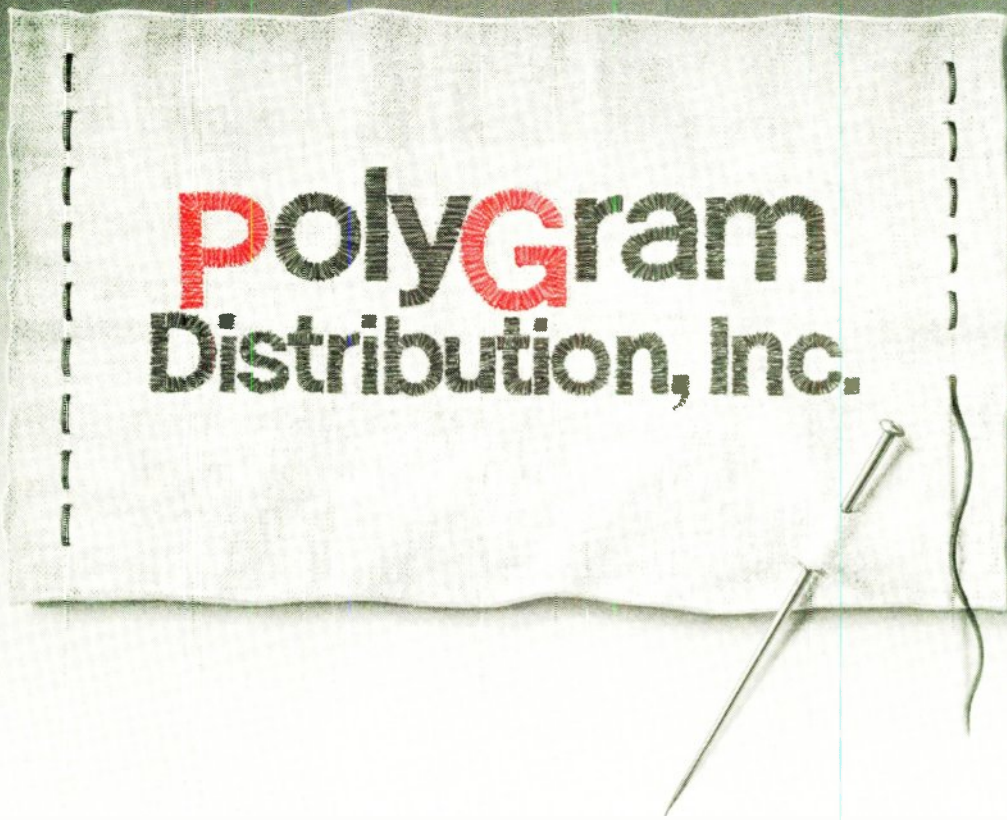
**1885**

**1881**

**1878**

**1877**





*Pin-pointing*

***The New Leader In Music Marketing!***

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# WORLD MARKET REPORT

COUNTRY	1977 RECORD & TAPE SALES IN U.S. \$*	POPULATION (1977)	PER CAPITA EXPENDITURE
U.S.	\$3,500,000,000	214,500,000	\$16.00
Japan	836,613,000	114,830,000	7.00
West Germany	791,000,000	62,000,000	12.76
U.S.S.R.	586,500,000	257,800,000	2.57
United Kingdom	538,000,000	56,000,000	9.60
France	354,710,000	53,103,000	6.67
Canada	305,000,000	23,500,000	12.97
Netherlands	220,000,000	13,800,000	15.94
Australia	200,000,000	14,000,000	14.28
Italy	150,000,000	56,245,000	2.66
Mexico	145,781,000	62,330,000	2.33
Sweden	144,340,000	8,300,000	17.39
Brazil	139,000,000	109,180,000	1.27
Spain	130,125,000	36,500,000	3.56
Switzerland	118,944,713	6,350,000	18.73
Austria	75,046,000	7,513,000	9.98
Czechoslovakia	61,849,750	15,000,000	4.12
Denmark	60,000,000	5,200,000	11.53
Belgium	59,756,000	9,980,000	5.98
Argentina	56,600,000	25,720,000	2.20
Norway	52,270,000	4,030,000	12.97
South Africa	42,643,389	24,033,000	1.77
Finland	37,008,000	4,750,000	7.79

\* Retail

# 5 YEAR PERSPECTIVE ON WORLD SALES 1972 - 1976

U.S.A. (in billion \$)

JAPAN

U.S.S.R.

WEST GERMANY

UNITED KINGDOM

FRANCE

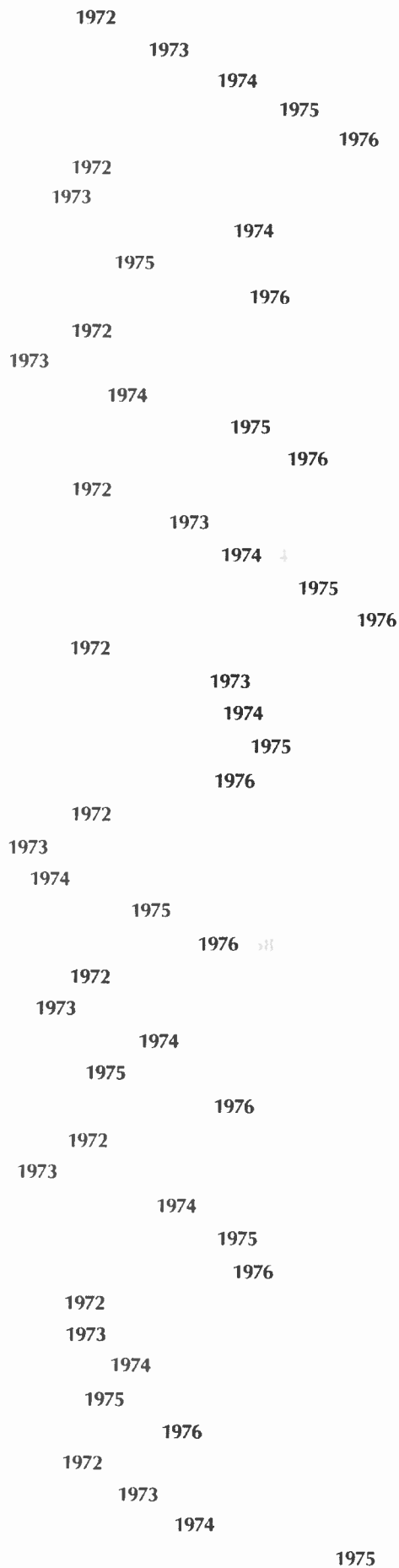
CANADA

AUSTRALIA

NETHERLANDS

BRAZIL

Year / In million \$, except U.S., in billion \$



**WORLD SALES**

1975

1976

## VIDEO TAPE EQUIPMENT IMPORTS

VIDEO RECORDERS AND PLAYERS			VIDEO PLAYERS			TOTAL VIDEO RECORDERS AND PLAYERS		
YEAR	UNITS	\$	YEAR	UNITS	\$	YEAR	UNITS	\$
1977	250	140,947	1977	158	17,875	1977	408	158,822
1976	70	50,413	1976	221	14,109	1976	291	64,522
1975	40	26,532	1975	122	8,399	1975	162	34,931
1974	34	20,388	1974	104	4,889	1974	138	25,277
1973	76	23,960	1973	196	11,441	1973	272	35,401
1972	42	16,351	1972	na	na	1972	42	16,351
1971	29	8,138	1971	na	na	1971	29	8,138
1970	24	8,779	1970	na	na	1970	24	8,779

(Add 000 to all figures)

## AUDIO TAPE EQUIPMENT IMPORTS

AUDIO RECORDERS AND PLAYERS (Cassettes)			AUDIO PLAYERS (Cartridges)			AUTOMOTIVE PLAYERS			TOTAL AUDIO RECORDERS AND PLAYERS		
YEAR	UNITS	\$	YEAR	UNITS	\$	YEAR	UNITS	\$	YEAR	UNITS	\$
1977	13,473	519,893	1977	4,199	106,941	1977	8,249	316,746	1977	25,291	943,580
1976	12,664	437,218	1976	4,143	98,766	1976	9,136	286,472	1976	25,943	822,456
1975	7,653	272,669	1975	3,100	78,316	1975	4,903	150,168	1975	15,656	501,153
1974	9,087	310,653	1974	4,488	133,001	1974	4,983	146,655	1974	18,558	590,309
1973	10,470	318,691	1973	7,181	235,522	1973	4,687	102,327	1973	22,338	656,540
1972	9,873	266,698	1972	8,263	244,257	1972	3,641	69,615	1972	21,777	580,570
1971	8,390	212,920	1971	5,158	145,298	1971	2,739	51,136	1971	16,287	409,354
1970	8,078	202,251	1970	3,655	113,212	1970	2,779	60,351	1970	14,512	375,814

(Add 000 to all figures)

## TOTAL U.S. IMPORTS

Year	Home Radios <sup>2</sup>		Automobile Radios		Phonographs		Tape Recorders		Home Tape Players		Auto Tape Players		Video Tape Recorders	
	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$
1977	37,782	579,456	5,423	175,686	3,309	173,176	13,473	519,893	4,199	106,941	8,249	316,746	250	140,947
1976	35,394	498,010	5,970	148,643	2,455	103,726	12,664	437,631	4,364	112,875	9,136	286,472	70	50,413
1975	27,945	374,561	3,996	102,786	1,299	47,750	7,653	272,669	3,222	86,715	4,903	150,168	40	26,532
1974	34,433	474,716	4,848	110,994	1,934	92,657	9,087	310,653	4,592	137,890	4,983	146,654	34	20,388
1973	40,907	448,736	4,459	91,271	2,423	95,690	10,470	318,691	7,377	246,963	4,687	102,327	76	23,960
1972	40,159	404,499	2,924	53,358	2,451	92,997	9,873	266,698	8,263	244,257	3,641	69,615	42	16,351
1971	30,988	306,825	3,150	51,263	1,926	61,951	8,390	212,920	5,158	145,297	2,739	51,136	29	8,138
1970	31,150	305,227	2,232	38,535	2,040	52,456	8,076	202,251	3,655	113,213	2,779	60,351	24	8,779
1969	34,577	305,544	1,791	30,592	2,063	44,400	6,254	142,744	2,505	61,117	2,527	58,090	13	5,186
1968	28,346	225,118	1,814	29,650	2,129	37,456	4,914	110,262	1,254	26,863	1,224	28,017	9	4,045
1967	23,579	162,526	621	8,584	1,964	33,988								

(Add 000 to all figures)

## TOTAL U.S. EXPORTS

Year	Home Radios		Automobile Radios		Phonographs		Recorders <sup>1</sup>		Video Tape Recorders	
	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$*
1977	421	7,065	452	28,408	450	31,623	198	41,391	8	46,140
1976	328	4,607	472	24,648	333	28,863	171	33,163	15	51,513
1975	351	4,877	303	16,498	221	19,251	182	34,496	3	44,735
1974	405	5,516	333	14,742	196	17,353	209	31,711	3	49,510
1973	307	3,812	447	16,138	134	10,803	152	22,599	13	32,203
1972	248	3,644	566	15,644	112	7,966	92	16,343	2	27,083
1971	224	3,081	495	13,090	75	6,327	86	16,919	1	18,447
1970	245	4,007	432	9,399	55	4,926	98	22,679	3	16,651
1969	329	4,738	441	10,520	73	6,768	267	41,904	2	19,923
1968	385	4,960	258	6,637	59	6,006	320	31,586		13,806
1967	255	4,292	183	5,117	51	5,358	202	17,297		12,193

(Add 000 to all figures)

Source: U.S. Department of Commerce.

<sup>1</sup> Excludes office type.

<sup>2</sup> Dollar value shown is defined generally as the value at the U.S. port of export, based on selling price including inland freight insurance, and other charges to the U.S. port of export.

# RECORD COMPANIES

Of The United States

**A**

A ♀, see Cargo.  
 A Record Co., 1608 Argyle, Hollywood, Calif. 90028. Tel. (213) 462-6608. Owner: George Jay.  
 A A Recs., 250 W. 57 St., New York, N.Y. 10019. Tel. (212) 765-3350. Pres. A.I. Massler; Exec. VP: Robert L. Goeman, VP A&R Ralph Stein.  
**Labels:** (Owned) Wonderland; (distributed) Wonderland/Capitol. (SEE ADVERTISEMENT)  
 A A T, see American Album & Tape.  
 A B C Recs. Inc., 8255 Beverly Blvd., Los Angeles, Calif. 90048. Tel. (213) 651-5530. Cable: ABDUNREC. Telex: 698234. Pres. Steve Diener, VP Mktg.: Gary Davis, VP Bus. Affairs: Richard Green; VP A&R & Field Promos. Special Mkts.: Bill Craig; VP R&B/Special Mkts. Promo.: John Smith; VP A&R: Mark Meyerson; VP Opns.: Herb Belkin; Creative Servs. Dir.: Herb Wood; Adv. Dir.: John Mansfield; Creative/Art Dir.: Stuart Kusher; Art Dir.: Richard Germaino, Artist Development Dir.: Dino Barbis; Pub. & Artist Relations Dir.: Judy Paynter; Nat'l Promo. Dir.: Lou Galliani, John Barbis; Nat'l LP Promo. Dir.: John Scott; Nat'l MOR Promo. & Trade Liaison Dir.: Marvin Deane; Nat'l FM & LP Special Mkts. Dir.: Jan Barnes; West Coast Reg'l Special Mkts. Promo. Dir.: Laura Mims. **ABC Recs. Int'l**—Pres. Jaye Morgenstern; VP Pub. & Artist Relations: Elaine Corlett; VP Mktg. Servs.: Helen Pine.  
**Branches:** New York, N.Y., 1414 Ave. of the Americas, Zip 10019. Tel. (212) 593-9350—Nashville, Tenn., 2409 21 Ave. S. Zip 37212. Tel. (615) 385-0840. Pres. ABC Recs. Nashville: Jim Fogelberg; VP A&R: Ron Chaney. Nat'l Promo.: Erv Woolsey.  
**Labels:** (Owned) ABC, ABC/Audio-Treasury, ABC/Backbeat, ABC/Blue Thumb, ABC/Command, ABC/Duke, ABC/Dunhill, ABC/Hot Buttered Soul, ABC/Impulse, ABC/Paramount, ABC/Peacock, ABC/Songbird, ABC/Westminster; (distributed) Anchor, Hickory, Shelter.  
**Int'l reps.:** Argentina (Sicamericana), Australia (RCA), Austria (Ariola), Belgium (Ariola-Eurodisc), Brazil (Gravacoes Eletricas), Canada (GRT), Chile (Industria de Radio & Television), Colombia (Discomoda), Denmark (Starbox), Ecuador (IFESA), Finland (Discophon), France (Carere), Germany (Ariola-Eurodisc), Greece (CBS), Guatemala (Discos de Centroamerica), Iran (CBS), Israel (CBS), Italy (CGD), Japan (Nippon Columbia), Mexico (Musart), Netherlands (Ariola-Eurodisc), New Zealand (RCA), Nigeria (CBS), Norway (Arne Bendiksen), Panama (Sonomundi), Peru (El Virrey), Philippines (Vicom), Portugal (Movieplay), South Africa (RPM), Spain (Movieplay), Sweden (Electra), Switzerland (Ariola Eurodisc), UK (Anchor), Uruguay (Palacio de la Musica), Venezuela (Disco de Moda), West Indies (Record Specialists in Jamaica). (SEE ADVERTISEMENT)  
 A B C/Audio-Treasury, see ABC.  
 A B C/Backbeat, see ABC.  
 A B C/Blue Thumb, see ABC.  
 A B C/Command, see ABC.  
 A B C/Duke, see ABC.  
 A B C/Dunhill, see ABC.  
 A B C/Hot Buttered Soul, see ABC.  
 A B C/Impulse, see ABC.  
 A B C/Paramount, see ABC.  
 A B C/Peacock, see ABC.  
 A B C/Songbird, see ABC.  
 A B C/Westminster, see ABC.  
 A B (Street Level), see Sonrise.  
 A C I, see Daytaw.  
 A D & A Recs., PO Box 1412, Hollywood, Calif. 90028. Tel. (213) 462-3745. Pres.: Ardie Bryant; VP: Anne Bryant.  
 A G & G, see Domino.  
 A J, see Laif.  
 A & M Recs. Inc., 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel. (213) 469-2411. Cable: ALPERMOSS. Chm. Jerry Moss; Co-Chm. Herb Alpert; Pres. Gil Friesen; Sr. VP & Mktg. & Dist'g Dir.: Bob Fead; VP A&R: Kip Cohen; VP/Creative Dir.: Horizon Recs.: Tommy Li-Puma; VP Sales: Ernie Campagna; VP Promo.: Al Moinet; VP Adv. & Mdsq.: Bob Reitman; VP Int'l Dave Hubert; VP Accounting: Jolene Burton; Nat'l Pub. Mgr.: Allen Levy; Artist Development Dir.: Martin Kirkup; Tape Sales Dir.: Bob Elliott.  
**Branches:** Sun Valley, Calif., 9500 El Dorado Ave. Zip: 91352. Dir.: Aubrey Moore—Boston, Mass., 545 Boylston St. Zip: 02116. Tel. (617) 247-3570. Sales Mgr.: Billy Gilbert—New York, N.Y., 595 Madison Ave. Zip: 10022. Tel. (212) 826-0477. Dir.: Jimmy Zisson; A&R Dir.: John Anthony; East Coast Pub. Dir.: Mike Ledgerwood.  
**Int'l branches:** Canada, England, France.  
**Labels:** (Owned) A&M, Horizon.  
**Int'l reps.:** Argentina (EMI), Australia (Festival), Austria (Ariola), Belgium (Ariola-Eurodisc Benelus), Bolivia (EMI), Brazil (EMI), Central America (Dideca in Guatemala), Chile (EMI), Colombia (Incolve), Denmark (CBS), Ecuador (Palacio de la Musica), Finland (CBS), France (CBS), Germany (CBS), Greece (CBS), Hong Kong (EMI), India (EMI), Israel (CBS), Italy (Ricordi), Japan (King), Kenya (Phonogram), Korea (EMI), Mexico (EMI), Netherlands (CBS), New Zealand (Festival), Nigeria (Phonogram), Norway (CBS), Paraguay (EMI in Argentina), Peru (EMI), Philippines (Dyna Prods.), Portugal (EMI), Singapore (EMI), South Africa (RPM), Spain (CBS), Sweden (CBS), Switzerland (EMI), Taiwan (EMI), Uruguay (EMI in Argentina), Venezuela (Palacio de la Musica), West Indies (West Indies Recs.), Yugoslavia (Radio Television Belgrade).  
 A M G, see Mutual Entertainment.  
 A M C (Brazil), see Brasilia.  
 A M J Int'l Recs., 9000 Sunset Blvd., West Hollywood, Calif. 90069. Tel. (213) 550-0397. Pres.: Alice M. Jackson; VP: K.H. Smith; Gen. Mgr.: Eddie Hersher; A&R Dirs.: Horace Coleman, David N. Crawford.

A M P, see Ray Lawrence.  
 A N S A, see Ansp.  
 A P A, see TK.  
 A R A, see Marlo.  
 A R C Recs. (Artist's Rec'g Co.), 38750 Paseo Padre Pkwy., Fremont, Calif. 94536. Tel. (415) 656-8468. Pres.: Tom Sherrord; VP Nat'l Mktg. & Dist'n: Roy Segal; Nat'l Promo. Dir.: Bob Saportis.  
 A R C (American Rec. Co.), see CBS.  
 A R C, Tenn., see IRDA.  
 A R V Int'l, see House of Falcon.  
 A/S, see Alshire.  
 A S A I Recs. Inc., PO Box 395, Oakwood, Va. 24631. Tel. (703) 498-3337/4556. Chm.: David Stevenson; Pres.: Roy John Fuller; VP: Joe Deaton; A&R Dir.: Terry Arrington; Promo. Dir.: Ken Jordan.  
**Branch:** Vansant, Va., Box 306 Zip 24656. Tel. (703) 963-3525. Pres.: J. Brown; VP: Tim Day.  
**Labels:** (Owned) ASAI, ASI, ASII; (distributed) Modoc.  
 A S I Recs., 711 W. Broadway, Minneapolis, Minn. 55411. Tel. (612) 521-7631. Pres.: Daniel R. Holms; VP: Wes Hayne; Treas.: Jeaneanne Miller. (Also see Nautilus Rec'gs)  
 A S I, Va., see ASAI.  
 A S I I, see ASAI.  
 A S R, see Grapevine Opry.  
 A T V Music Corp., 6255 Sunset Blvd., Hollywood, Calif. 90028. Tel. (213) 462-6933. Pres.: Samuel S. Trust; Exec. Dir.: Steve Love; Special Ass't to Pres.: Happy Godday; Artist Relations: Harry Shannon, Country Music Dir.: Cliffe Stone; Prof. Mgr.: Steve Stone.  
**Branches:** New York, N.Y., 115 E. 57 St. Zip 10022. Tel. (212) 371-3810. Gen. Mgr.: Irving Chezar; Prof. Mgr.: Jerry Simon—Nashville, Tenn., 45 Music Square W. Zip 37203. Tel. (615) 244-3810. Gen. Mgr.: Gerald Teifer; Prof. Mgrs.: Paul Richey, Jonathan Stone.  
**Int'l branches:** England, France.  
 A V I Recs. Inc., 7060 Hollywood Blvd., 12th fl., Los Angeles, Calif. 90028. Tel. (213) 273-3060. Pres. & Treas.: Raymond Harris; VP & Sec'y: Ed Cobb; Gen. Mgr.: Nat'l Sales Mgr. & Disco Contact: John Jesse; Nat'l Promo. Dir.: George Sherlock; West Coast Promo Co-ord.: Andrew Barnes; Eastern Sales Mgr.: Vito Samala.  
**Labels:** (Owned) AVI, Master 5.  
 Aaron Recs., PO Box 4796, Nashville, Tenn. 37216. Pres.: Duane T. DeSanto.  
 Abattoir Recs. (Kahuku Prod'ns), 1680 N. Vine St., Suite 900, Hollywood, Calif. 90028. Tel. (213) 462-6871. Pres.: E.H. Guy; Sales: Nick Smerigan.  
**Branch:** Honolulu, Hawaii, PO Box 22964. Zip 96822. Tel. (808) 947-4758. Sales: Oscar Chavez.  
 Abbey (UK), see Worldwide Music Servs.  
 Abet, see Nashboro.  
 Abkco Recs. Inc., 1700 Broadway, New York, N.Y. 10019. Tel. (212) 399-0300. Pres.: Allen Klein; VP: Joel Silver.  
**Int'l rep.:** UK (Decca).  
 Above All, see Rainbow Room.  
 Academy, see IRDA.  
 Accent Recs., 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel. (213) 469-1621. Owner: Scott B. Seely; A&R: Buddy Merrill, Art Kempel; PR Dir.: Dolores Gulden.  
**Labels:** (Owned) Accent distributed by GNP Crescendo; New Sound; (distributed) In Sound.  
**Int'l reps.:** Australia (Festival), Canada (CTI, MCA), France (Vogue), Germany (DG), Italy (CGD).  
 Accion, see Safari.  
 Acorn, Tex., see Freddie.  
 Acorn (UK), see Rounder.  
 AcoustoGraphic Recs., 1 Simpson's Ln., Edgartown, Mass. 02539. Tel. (617) 627-4639. Owner: Benjamin L. Hall.  
**Labels:** (Owned) AcoustoGraphic, AcoustoQuad, Beau-Brian, Benjamin Lambert, Newzonophone.  
 AcoustoQuad, see AcoustoGraphic.  
 Acropole Corp. of America, 49 W. 72 St., Suite 7A, New York, N.Y. 10023. Tel. (212) 628-6315. Pres.: Bruno George Ronty.  
**Labels:** (Owned) Bruno, Colosseum.  
 Action Recs., PO Box 9470, Fort Worth, Tex. 76107. Tel. (817) 923-1111. Owner: Marvin Moore; Prod'rs: Lew Gillis, Bob Davis.  
 Adam Prod'ns Inc., 2501 S. Ocean Dr., Hollywood, Fla. 33022. Tel. (305) 925-1799.  
 Adelia, see Creative Funk.  
 Adelphi Recs. Inc., Box 288, Silver Spring, Md. 20907. Wash., D.C. Tel. (202) 723-6958. Pres.: Gene Rosenthal; VP's: Gayle Moore, Jack Heyrman; Promo.: Vicki Doyle.  
**Int'l reps.:** Australia (Folkways), Canada (Trebble Clef), Denmark (CSA), France (Dave-Music), Italy (Hi-Fi), Japan (Shinsei), Netherlands (Dutch Blues & Boogie), Sweden (Scandinavian Blues), UK (Swift).  
 Ades (France), see Playette.  
 Advance, see Songs by Summers.  
 Advent Prod'ns, PO Box 635, La Habra, Calif. 90631. Tel. (213) 449-2992. Dir.: Frank Scott, Pub. Dir.: Rose Scott.  
**Labels:** (Owned) Advent, Bullfrog; (distributed) Muskadine.  
**Int'l reps.:** Australia (Folkways), Canada (Musmart), Finland (Matti Laipio), Germany (Bellaphon), Italy (Hi-Fi), Netherlands (Munich), Sweden (Amigo), UK (Swift).  
 Adventure One Recs. Inc., 799 1/2 Martin Luther King Dr., Atlanta, Ga. 30314. Tel. (404) 523-3582. Pres.: Jesse J. Jones; VP: Michael Cohen.  
 Aesthetic Artist Recs., PO Box 144, Mid City Sta., Dayton, Ohio 45402. Tel. (513) 252-9426. Owner: Paul Wayne Beach.  
 Afro Request, see Request.  
 Agon, see Dragon.  
 Aileron, see QCA in Calif.  
 Air, see Chrystalis.  
 Airborne, see Discount.

Ak Ba, see Black Fire & Mustevic.  
 Al, see Wright Prod'ns.  
 Ala, see Laif.  
 Aladdin Rec. Co., 835 N. Federal Hwy., Fort Lauderdale, Fla. 33304. Tel. (305) 763-9196. Pres.: Alan Franklin; VP: Paul Hughes, A&R: Frank Lovchett, Sales & Mktg.: C. Franklin; Pub.: Alan Hunt; Promo.: Pam Bennett.  
**Labels:** (Owned) Aladdin, Cassbah.  
 Alarm, see Sound City.  
 J. Albert & Son Pty. Ltd., 1790 Broadway, New York, N.Y. 10019. Tel. (212) 757-4840. Cable: MARKBRO. Telex: 620 960. Gen. Mgr.: Michael Browning.  
**Home office:** Australia.  
**Label:** (Owned) Albert Prod'ns.  
 Albert Prod'ns, see J. Albert.  
 Albradella, see Gwen.  
 Alear, see Sounds of Winchester.  
 Alegre, see Fania.  
 Alhambra Recs. Inc., 611 Fernandez Juncos Ave., Offices 2, 3 & 4, Parada 10, Miramar, Santurce, P.R. 00907. Tel. (809) 724-7654/0465. Cable: ALRECORDS, SAN JUAN. Mgr.: Ricardo Fabregues.  
**Home office:** Spain, Columbia SA.  
**Labels:** (Owned) Alhambra, Alreords.  
 Aljean Recs., RD 4, Myerstown, Pa. 17067. Tel. (717) 866-5067. Owner & Pres.: Jean Shade. Sales & Mktg. & Country Mgr.: Al Shade.  
 Aljo, see Page.  
 Allegheny, see East Allegheny.  
 Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd., Louisville, Ky. 40299. Tel. (502) 267-9658. Pres.: Ray Allen.  
 Alligator Recs., Box 60234, Chicago, Ill. 60660. Tel. (312) 973-7736. Pres.: Bruce Iglauer; Mktg. Dir.: Richard McLeesa.  
**Int'l reps.:** Europe & UK (Sonnet in Sweden), Japan (Trio), Sweden (Smokestack, Sonet).  
 All Platinum Rec. Co. Inc., 96 West St., Englewood, N.J. 07631. Tel. (201) 569-5170. Pres.: Joseph Robinson; VP & Gen. Mgr.: Barbara Baker; VP Promo.: Red Forbes; Nat'l Sales & Mktg. Dir.: Ted Wolff; A&R: George Kerr, Sylvia Robinson; Prod'n Dir.: Eric Steinmetz; R&B Promo.: Sandra Holmes; Disco Contact: Debra Washington.  
**Labels:** (Owned) All Platinum, Cadet, Checker, Chess, MX, Stang, Turbo, Vibration; (distributed) Raticy.  
 Allstar, see National Music.  
 Almanac, N.Y., see American Themes.  
 Almanac Rec. Co., PO Box 13661, Houston, Tex. 77019. Dir.: Mack McCormick; Prod'r: J.D. Horn.  
 Almeria, see Red Reg.  
 Alreords, see Alhambra.  
 Alshire Int'l, PO Box 7107, Zip: 91510; 1015 Isabel St., Burbank, Calif. 91502. Tel. (213) 849-4671. Cable: BUDSOUND. Pres. & Int'l: Al Sherman, Gen. Mgr.: Dick Ceja.  
**Labels:** (Owned) A/S, Alshire, Aria Senza Voce, Audio Spectrum, Oscar, Peter Rabbit, Somerset, Stereo Fidelity; (distributed) Azteca, Grit.  
**Int'l reps.:** Argentina (Microfon), Australia (Astor), Brazil (Fermata), Canada (Mark-Lin), Colombia (Colombiana de Discos), Germany (Metronome), Greece (CBS), Israel (Hataki), Italy (Ricordi), Japan (Nippon Columbia), Mexico (Musart), New Zealand (New World), Philippines (Vicom), Singapore (Alshire), Spain (Movieplay), Sweden (Record Trading), UK (Pye), Venezuela (Suramericana).  
 Alston, see TK.  
 Altone, see American Tape.  
 Alva Recs.: 3929 Kentucky Dr., Los Angeles, Calif. 90068. Tel. (213) 980-7501. Owner & Pres.: Eddie Gurren; R&B Dir.: Barnett Williams; Promo. Co-ord.: Gloriana Monroe.  
 Alvorada, see Penco.  
 Amadeo (Austria), see Apon.  
 Amberlee, see Doric.  
 Ambarba, see West End.  
 Amerama Inc., 250 W. 57 St., New York, N.Y. 10019. Tel. (212) 561-9676. Bd. Chm.: George Osserman; Pres.: Maury Benko; Adm. Dir.: Gordon Baker.  
 Americana, see Sine Qua Non.  
 American Album & Tape Inc., 850 Seventh Ave., New York, N.Y. 10019. Tel. (212) 247-3188. Pres.: David King; VP: Henry Rosenberg; Pub. & Adv.: Hope King.  
**Labels:** (Owned) AAT, American Album & Tape, American Entertainment, American Nostalgia, Hall of Fame Jazz.  
 American Audioport, 1407 N. Providence Rd., Columbia, Mo. 65201. Tel. (314) 443-1636.  
**Label:** (Distributed) Denon.  
 American Cowboy Songs Inc., The Homeplace, Mount Juliet, Tenn. 37122. Tel. (615) 444-8431. Pres.: Alfred H. LeDoux; Sec'y-Treas.: Bonnie J. LeDoux.  
**Labels:** (Owned) American Cowboy Songs, Lucky Man Music.  
**Int'l reps.:** Germany (Bear), Switzerland (Michel Cattin).  
 American Entertainment, see American Album & Tape.  
 American Gold, see Bellaire.  
 American Jazz, see Happy Jazz.  
 American Mutual Group, see Mutual Entertainment.  
 American Mutual Rec'g Complex, see Mutual Entertainment.  
 American Nostalgia, see American Album & Tape.  
 American Playboy, see Music Ends.  
 American Tape Corp., 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel. (201) 943-7860. Pres.: Donald H. Gabor; VP Opns.: Baron A. Lee.  
**Labels:** (Owned) Altone, Remington.  
 American Theme, see American Themes.  
 American Themes & Tapes Inc., 240 W. 55 St., New York, N.Y. 10019. Tel. (212) 247-3690. Cable: BENAN-TIMUS.  
**Labels:** (Owned) Almanac, American Theme, Fairyland, Jazz Kings, Urania.  
 American Voices Rec. Co. Inc., 216 Applewood Ln., Virginia Beach, Va. 23452. Tel. (804) 340-4582. Pres.: Heath Webb; VP: Connie Webb; Adv. Mgr.: David Utt; Country

Mgr. Jean Webb  
 Amherst Recs., 355 Harlem Rd., Buffalo, N.Y. 14224 Tel (716) 826-9560. WATS (800) 828-7041 Pres Leonard Silver  
**Branch: Los Angeles, Calif., 9229 W. Sunset Blvd., Suite 815 Zip 90069 Tel: (213) 273-1715 VP A&R Ron Kramer.**  
**Labels: (Owned) Amherst, Gold Plate, Soul Int'l**  
 Am Rec of America, Box 62263, Virginia Beach, Va 23462 Tel: (804) 340-3366 Pres. Alex Spencer, VP George Crowling; Pub. Nancy Strong  
**Label: (Owned) Dimension**  
 Anahuac (Discos), 6331 Santa Monica Blvd., Hollywood, Calif 90019 Tel (213) 462-0088  
**Int'l rep.: Mexico (Cisne)**  
 Anamaze Recs., 1802 Ocean Pkwy., 2A, Brooklyn, N.Y. 11223 Tel. (212) 627-8499 Pres. Cosmo Ohms; VP Mktg & Promo Dosa Tooner  
 Anchor, see ABC  
 Lee Anderson Ents., PO Box 4141, North Hollywood, Calif 91607 Tel (213) 782-6915 Owner & Pres. Lee Anderson; VP's Betty & Bruce Dale Anderson  
**Labels: (Owned) Belltone, Country Capers, Greenbush, Sports.**  
 Andira Rec Corp., Custom Servs Div., 41 Central Ave. Newark, N.J. 07102 Tel (201) 642-5991  
 Daniel Andrade, Drawer 520, Stafford, Tex 77477  
 Angel, see Capitol  
 Annuit Coeptus Music Recs Tapes Ltd., 2933 River Rd Croydon, Pa. 19020 Tel (215) 785-1541  
 Anomoly, see Jersey Coast  
 Anpre Recs., 802 E. Ocean Ave., Lompoc, Calif 93436 Tel (805) 736-2418 Pres. Ann J Preston, VP C. Allen Shockey  
 Ansp Recs., PO Box 10612, Zip 35202: 1005 Frank Nelson Bldg., 205 N. 20 St., Birmingham, Ala 35203 Tel (205) 252-8271 Pres. Ann Scott, VP. Lee Burks, Pop A&R Dir. Don Skipper, Sales & Mktg. Dir. Bill Gowdy, Country Dir. Rick Robbins  
**Labels: (Owned) ANSA, Ansp, Faith**  
 Ansonia Recs Inc., 802 Columbus Ave., New York, N.Y. 10025 Pres. Mercedes Glass; Exec. VP Herman Glass  
 Danny Antell Prod'ns, 3030 Red Hill Ave., Costa Mesa, Calif 92626 Tel (714) 751-5836 Pres. Danny Antell  
**Labels: (Owned) Antell Int'l, MEA**  
 Antell Int'l, see Danny Antell  
 Anthony Bridgeman, see Carib  
 Chuck Anthony Music Inc., 855 Greenbelt Pkwy W., Holbrook, N.Y. 11741 Tel (516) 472-0900  
**Label: (Owned) CVR**  
 Antilles, see Island  
 Antique, see Antique-Catfish  
 Antique-Catfish Recs., Box 192, Pittsburg, Kan. 66762 Tel (316) 231-6443/1620 Pres. Gene Strasser; VP John Poznich, Sales & Mktg. Jim ton, Pub. G. Stenson, Adv. M. Strasser, Disco Tony Teebo  
**Labels: (Owned) Antique, Catfish.**  
 Apollo, see Eric Hiding

Apon Rec Co. Inc., PO Box 3082, Steinway Sta. 44-16 Broadway, Long Island City, N.Y. 11103 Tel (212) 721-5599 Pres. Andrew M. Poncic, Prod'r Nick Kuzmick, Mktg Mgr. Don N. Zemann, PR Mgr. Donian Michaels  
**Labels: (Licensed) Amadeo (Austria), Harmonia Mundi (Germany), Hungaroton (Hungary), Supraphon (Czechoslovakia)**  
 Appalseed, see June Appal  
 Applegate, see Fraternity  
 April Twenty-Two Prod'ns, 9000 Sunset Blvd., Suite 1119, Los Angeles, Calif 90069 Tel (213) 274-7877  
 Aquarian, see Shadybrook  
 Aquila Rec. Corp., 6730 Taft St., Hollywood, Fla 33024 Tel (305) 962-4355, 624-9014 Exec. Dir & Adv. J. Gilday; Pres. Disco Contact & Pub. M. K. Pancoast; VP A&R Rufus Smith; Ass't A&R Don C. Davis; Promo. Dir. Dan Raymond. (Distributed by Nationwide Sound)  
**Branch: North Miami Beach, Fla., PO Box 600516 Zip 33160, 9367 NE 168 St. Zip 33161 Tel (305) 940-1107**  
**Labels: (Owned) Aquila, Gil's Funny Reels.**  
**Int'l reps.: Canada (Laurel), UK (Today)**  
 Arba, see IRDA  
 Arc, see Spina  
 Arcano, see Caytronics  
 Archive, see Polydor  
 Archive of Folk & Jazz Music, see Everest  
 Archive of Piano Music, see Everest  
 Arctic, Pa., see Jamie/Guyden  
 Argo, see London  
 Argus Rec. Prod'ns (div. of Record Room), PO Box 58, Glendora, N.J. 08029 Tel (609) 939-0034 Gen. Mgr. Lem Harris; A&R Dir. Eddie Jay Harris; Promo. Patricia Cox  
**Labels: (Owned) Argus, Merry Elf, Never Ending Music, Record Room, (distributed) Black & Blue, Now.**  
 Argyle, see Spina  
 Arhoolie Recs. Inc., 10341 San Pablo Ave., El Cerrito, Calif 94530 Tel (415) 525-1494, 841-8624 Pres. Chris Strachwitz  
**Labels: (Owned) Arhoolie, Folklyric, (distributed) Blues Classics, Old Timey.**  
**Int'l reps.: Australia (Folkways), Canada (Almada), Finland (Quality), France (Musidic-Europe), Germany (Bellaphon), Italy (Hi-Fi), Sweden (Sonet), UK (Continental, Swift).**  
 Aria Senza Voce, see Alshire  
 Ariola Recs., 8671 Wilshire Blvd., Beverly Hills, Calif. 90211 Tel (213) 659-6530 TWX (910) 490-2569 Pres. Jay Lasker; Exec. VP Howard Stark, Sr. VP Scott Shannon; VP's Bob Applegate, Bobby Hurt, Edward Tawil, Nat'l Singles Promo. Billy Brill, Pub. Dir. Reina Siciliano; Zombie Mdsq. Dir. Don Waller (Distributed by Capitol)  
**Labels: (Owned) Ariola, Zombie**  
**Int'l reps.: Australia (RCA), Austria (Ariola), Belgium (Ariola), Canada (RCA), Denmark (AEG Dansk Electric-its), El Salvador (Leo), Finland (Ariola), France (Ara-**

bella), Germany (Ariola), Hong Kong (Studer-Revox), Israel (Hed-Arzi), Jamaica (Dynamic Sounds), Japan (Victor), Mexico (Ariola), Netherlands (Ariola), Norway (Ariola), Philippines (Home), Spain (Ariola), Sweden (Ariola), Switzerland (Ariola), UK (Ariola EMI) Venezuela (Velvet).  
 Arion, see Peters Int'l  
 Aris, see Peters Int'l  
 Arista Recs Inc., 6 W. 57 St., New York, N.Y. 10019 Tel (212) 489-7400 Pres. Clive Davis, Exec. VP Elliot Goldman, Sr. VP Finance Aaron Levy, VP Sales & Dist'n Leonard Scheer; VP A&R Bob Feiden, VP Nat'l R&B Prod. Hank Talbert; VP Artist Development Rick Dobbis, VP Pub & Press Servs Dennis Fine Press Information Servs. Betsy Volck Andy McKaie  
**Branch: Los Angeles, Calif., 1888 Century Park E., Suite 1510 Zip 90067 Tel (213) 553-1777 VP A&R Roger Birnbaum, Opns. Dir. Michael Lipman**  
**Int'l branch: England**  
**Labels: (Owned) Arista, Savoy (distributed) Buddha Stiff**  
**Int'l reps.: Canada (Capitol), Japan (Toshiba), rest of world (EMI).**  
 Arlo Recs Co., 7653 Telephone Rd. LeRoy, N.Y. 14482 Tel (716) 584-3365 Co-Owners Kenneth & James L. Bearce, Mgr. & Disco Contact Jill Welzel  
**Branch: Rochester, N.Y., BHR Recs., 57 Belmont St Zip 14620 Prod'n Mgr. Jack Bearce**  
**Label: (Owned) BHR**  
 Arrest Recs., 1420 K St NW Washington D C 20005 Tel (202) 347-1420  
 Arriba Recs., 2525 W. Pico Blvd., Los Angeles, Calif 90006 Tel (213) 487-2158 Pres & Gen Mgr Isaac Baly  
 Arrival, see Moonstone  
 Arrowhead, see Oakridge  
 Art Recs. Mfg. Co., PO Box 15032, 991 SW 40 Ave., Fort Lauderdale, Fla 33318, Tel (305) 584-1904 Pres. Harold E. Doane, Exec. Sr. VP Vivian P. Doane, Pub. Dir. David W. Dunn  
**Labels: (Owned) Art, Citadelle, Cruise, Souvenir, Unity**  
 Artemis Recs. Ltd., PO Box 110, 157-52 96 St., Howard Beach, N.Y. 11414 Tel (212) 738-4806 Pres. John Giamundo; VP. Rocco Giamundo  
**Int'l rep.: Benelux (Supreme in Belgium)**  
 Arzee, see Everest  
 Arzee Music Co., 3010 N. Front St., Philadelphia, Pa 19133, Tel (215) 739-7501 Pres. Rex Zario Gen. Mgr. Dave Wilson  
**Labels: (Owned) Arzee, Lisa, Regime**  
 Asch, see Folkways  
 Asha, see Discount  
 Ashley Rec Co., 249 Bluegrass Dr., Hendersonville, Tenn 37075 Tel (615) 824-3573 Co-Pres. Leon Ashley, L. S. Walton, VP F. Case Walton Pub. Adv. & Promo Linda Denny  
 Ashtree, see Audiofidelity  
 Associated Rec'g Cos (div. of Associated Inds.), 2250 Bryn Mawr Ave., Philadelphia, Pa 19131 Tel (215) 477-7122 Pres. George Guess, Exec. VP Marcus Levy, VP Opns. Ted Brown, VP Nat'l Sales & Promo Alonzo Brooks, VP Reg'l Sales Leonard Spratley Gen. Mgr. Sales & Mktg. Oscar Blalock, Promo Mgr. Ronald Williams; Promo. Tom Goodman, James Boulding, James Wise  
**Labels: (Owned) Jaguar, Jenges, Pearl Harbor**  
 Astro Recs., PO Box 30075, Eugene, Ore 97403 Tel (503) 485-0370 Pres. James Egan  
 Asylum, see Elektra/Asylum/Noneseuch  
 Atco, see Atlantic  
 At Home, see Fantasy/Prestige/Milestone/Stax  
 Atina, see IRDA  
 Atlantic Rec'g Corp., 75 Rockefeller Plaza, New York, N.Y. 10019 Tel (212) 484-6000 Cable ATCOMUSIC Bd. Chm. Ahmet Ertegun, Pres. Jerry Greenberg, Exec. VP Sheldon Vogel, Sr. VP & Gen. Mgr. Dave Glew, Sr. VP Atlantic & Pres. Cotillion Henry Allen, Sr. VP Promo. Dick Kline, Sr. VP & Exec. Ass't to Pres. Michael Klenfer; VP Special Markets Eddie Holland, VP Jim Delehant; VP Int'l Mgr. Bob Kornheiser, VP & Exec. Ass't to Bd. Chm. Noreen Woods, Pres. Atco Recs. & Custom Labels Doug Morris  
**Branch: Los Angeles, Calif., 9229 Sunset Blvd Zip 90069, Tel (213) 278-9230 VP & Gen. Mgr. Bob Greenberg.**  
**Distribution branches: Los Angeles, San Francisco, Calif., Denver, Colo., Miami, Fla., Atlanta, Ga., Chicago, Ill., Columbia, Md., Boston, Mass., Detroit, Mich., Minneapolis-St. Paul, Minn., St. Louis, Mo., Mount Laurel, N.J., New York, N.Y., Charlotte, N.C., Cincinnati, Cleveland, Ohio; Dallas, Houston, Tex., Seattle, Wash. (See Record & Tape Wholesalers section for complete listings for Warner/Elektra/Atlantic Corp.)**  
**Int'l branches: See WEA Int'l**  
**Labels: (Owned) Atco, Atlantic, Big Tree, Cotillion, (distributed) Finnadar, Hilltak, Little David #1, Pacific, Rolling Stones, Scotti Bros., She. Swan Song, Westbound**  
**Int'l reps.: See WEA Int'l**  
 Atlantis Recs., 230 Peachtree St. NW, Suite 1800, Atlanta, Ga 30303 Tel (404) 688-2124  
**Labels: (Owned) Atlantis, Star Song**  
 Atlas, see Velvet  
 Atterram Rec. Co., PO Box 606, Marietta, Ga 30061 Tel (404) 436-8384 Mgr. Carl Queen  
**Branch: Smyrna, Ga., 1672 Spring St Zip 30080**  
**Labels: (Owned) Atterram, Lanta, Mars La Tour**  
 Audax, see Discocorp  
 Audio Arts Inc., 5617 Melrose Ave., Los Angeles, Calif 90038, Tel. (213) 461-3507  
**Labels: (Owned) Audio Arts, Audio Gospel**  
 Audio Fidelity, see Audiofidelity Ents  
 Audiofidelity Ents. Inc., 221 W. 57 St., New York, N.Y. 10019, Tel (212) 757-7111 Cable AUDIOFIDEL Bd. Chm. Herman D. Gimbel; Pres & Pop A&R Bill Gallagher, Exec. VP Harold Drayson; VP, Classical A&R & Int'l Carl Shaw, New Labels & Talent Mgr. Ivry Lichtman, Promo Mgr. & Disco Contact Cathy Gibney  
**Labels: (Owned) Audio Fidelity, Audio Int'l, Audio Rarities, Chiaroscuro, First Component Series, Image, Mr-**

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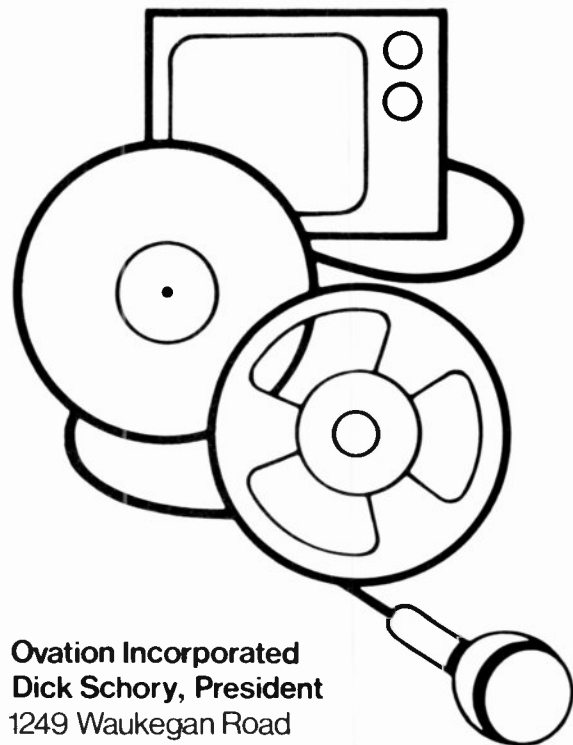
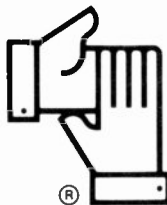
G., Thimble, (distributed) Ashtree, BASF, Black Lion, Harlequin, Hidden Sign, World Jazz.  
**Int'l reps.:** Argentina (Microfon), Australia (Carina), Austria (Bellaphon), Belgium (Anvers), Brazil (Gravacoes Eletricas), Canada (Phonodisc), Central America (Indica in Costa Rica), Costa Rica (Indica), Dominican Republic (La Guarachita), Finland (PSO), France (Sofrason), Germany (Bellaphon), Hong Kong (C. Mannix), Israel (Unatex), Italy (Ariston), Japan (Teichiku), Mexico (Carlos), New Zealand (Carina in Australia), Philippines (Dyna), South Africa (Gallo), Switzerland (Bellaphon, Museport), Thailand (Ching Thai), UK (Pye).  
 Audio Gospel, see Audio Arts.  
 Audio Int'l, see Audiofidelity.  
 Audiophile Recs., c/o Mark Owen, PO Box 69-3368, Miami 33169, 14875 NE 20 Ave., North Miami, Fla 33181  
 Audiophile, Tex., see Happy Jazz.  
 Audiophile, Ga., see Jazzology-GHB.  
 Auditorama Recs. Corp., 658 10 Ave., New York, N.Y. 10036 Tel (212) 246-9858  
**Labels:** (Owned) Auditorama, (distributed) Fonica (Guatemala), Suramericana del Disco (Venezuela).  
 Audio Rarities, see Audiofidelity.  
 Audio Spectrum, see Alshire.  
 Audio-Technica US Inc., 33 Shawassee Ave., Fairlawn, Ohio 44313 Tel (216) 836-0246 Pres. Jon R. Kelly, VP Mktg. Fred W. Nichols.  
**Labels:** (Distributed) Gale Maximum Fidelity (UK), RCA/RVC (Japan), Sonic Arts, Telarc, Toshiba-EMI (Japan), Umbrella (Canada). (SEE ADVERTISEMENT)  
 Aural Explorer, see MMO  
 Aurora, see A. Schroeder  
 Aurora Borealis, see Crimson Dynasty.  
 Authentic, see Sonic Arts.  
 Autograph, see Sonic Arts  
 Autumn, Calif., see R. Dean Taylor.  
 Autumn Int'l Recs., 3810 Cavalier St., Garland, Tex 75042 Tel (214) 494-3494 Pres. Phil Otten Jr., VP & Gen. Mgr. Glen Pace; Producers James Pritchett, Glen Pace  
 Avant, see Crystal.  
 Avant Garde Recs. Inc., 250 W. 57 St., New York, N.Y. 10019 Tel (212) 246-1343 Pres. Frank Siegfried, Gen. Mgr. Bobby McFarland  
**Int'l reps.:** Australia (Move), UK (Mayhew-McCrimmon)  
 Avant, see Reflection Sound  
 Avoca Musical Inds. Inc., PO Box 484, Wheatly Heights 11798, 194 Gleeland St., Deer Park, N.Y. 11729, Tel (516) 242-0989, Pres. Sean Keane, VP Noreen Keane  
**Int'l branches:** Ireland, UK  
**Labels:** (Owned) Avoca, Blarney Castle, IMI  
**Int'l rep.:** Ireland (Irish Rec. Factors).  
 Axent Ltd., PO Box 552, 700 W. Jackson St., Biloxi, Miss. 39533 Tel (601) 374-1900 (Distributed by National Foundation)  
 Azteca Rec. Inc., 1015 Isabel St., Burbank, Calif. 91502 Tel (213) 849-4671 Cable BUDSOUND Pres. Al Sherman, VP Richard Ceja. (Distributed by Alshire Int'l)

B A S F, see Audiofidelity.  
 B-Atlas, see Jody.  
 B B P, see Ray Lawrence  
 B C L Ents. Inc., 1002 Hoefgen St., San Antonio, Tex. 78210, Tel (512) 532-3216  
 B H R, see Arlo.  
 B I, see Bollman.  
 B L T Recs., PO Box 9830, 3507 W. Vickery, Fort Worth, Tex. 76107, Tel (817) 737-9911 Pres. J. P. Kimzey.  
 B M A, see World Int'l.  
 B M R, see Big Mack.  
 B R C, see Brunswick.  
 Baby Boy, see Old Dominion  
 Baby Girl, see Old Dominion.  
 Bach Guild, see Vanguard.  
 Back Door Recs., 909 Beacon St., Boston, Mass. 02215 Tel (617) 536-8807 Pres. Barry Glovsky, VP Promo Joel Bernstein, Pop A&R Andy Doherty, Sales & Mktg. Fred Margolis, Pub. Amy Glovsky, Adv. Nina Lanzillo; Promo: Dawn De Angeles; Country Contact Steve Morse (Distributed by Rounder)  
 BaKim Rec. & Music Group, 18447 W. Eight Mile Rd., Detroit, Mich 48219 Tel (313) 342-4881 Exec. Dir. & Disco Contact Kenneth L. Baker, Assoc. Dir. Ronald L. Kimbrough, Music Dir. Atibahh Hamil  
**Labels:** (Owned) BaKim, Centaur, Odessa (distributed) Caress.  
 Bal Recs., Box 369, La Canada, Calif. 91011 Tel (213) 790-1242 Pres. Adrian P. Bal; Sec'y-Treas. Berdella M. Bal.  
 Balboa Rec. Co., 16027 Sunburst St., Sepulveda, Calif. 91343, Tel (213) 892-0044 Owner Larry Fotine  
 Balkan Hi-Fi, see Balkan Music  
 Balkan Int'l, see Balkan Music.  
 Balkan Music Co., 6917 W. Cermak Rd., Berwyn, Ill. 60402, Tel (312) 484-6436 Owner Slavco A. V. Hlad, Sales Mgr. Louis J. Hlad.  
**Labels:** (Owned) Balkan Hi-Fi, Balkan Int'l  
 Balkanton (Bulgaria), see Worldtone.  
 Banana, see Stacy-Lee.  
 Band Box Rec. Co., PO Box 15477, Lakewood, Colo. 80215, Tel (303) 238-8786 Pres. A. V. Morosan.  
**Labels:** Band Box, Rustique, Spicy, Valerie.  
 Bandrit Recs. Inc., 410 Woodlawn Ave., Mary Esther, Fla. 32569, Tel (904) 581-0661.  
 Bandolier, see Suncountry.  
 Bang, see Web IV.  
 Banjar Recs. Inc., Box 32164, Minneapolis, Minn. 55432 Tel (612) 633-7508, 739-2779 Pres. LeRoy Larson  
 Bar-B-Q Recs., 626 Museum Dr., Los Angeles, Calif. 90065, Tel (213) 225-4354, VP's Prod'n Mark Bingham, Mark Hood; Gen. Mgr. Fred Cook  
 Barclay, see Peters Int'l.  
 Bareback Recs. Inc., 1650 Broadway, New York, N.Y. 10019, Tel (212) 757-7780 Pres. Stephen Metz VP. Alan Rosoff, A&R Tina R. Sidney; Pub. Harriet Wasser; Promo. Barry Resnick.

Barenreiter (Germany), see Worldwide Music Servs.  
 Barnaby Recs., 816 N. La Cienega Blvd., Los Angeles, Calif. 90069 Tel (213) 657-6150 (Distributed by GRT)  
 Barrier Recs., PO Box 1109, White Plains, N.Y. 10602 Tel (914) 793-4000 Owner Bill Schwartz  
**Int'l rep.:** UK (Soul House).  
 Nelson Barry Rec's Ltd., 319 E. 44 St., New York, N.Y. 10017 Tel (212) 679-7900  
 Bay Recs., 1516 Oak St., Suite 320, Alameda, Calif. 94501 Tel (415) 865-2040  
**Labels:** (Owned) Bay, Silk Purse  
**Int'l reps.:** Australia (Folkways), Canada (Musimart), UK (Free Reed, Swift).  
 Bayou Blue, see Great Southern.  
 Bayou Classics, see Modern Sound  
 Beach Town Recs., 3015 Laguna Canyon Rd., Laguna Beach, Calif. 92631, Tel (714) 494-3958 Contacts Dudley Folks, Spunky Edgerly  
 Beacon, see Davis.  
 Beam Junction Recs., 360 E. 72 St., New York, N.Y. 10021 Tel (212) 288-5149 Pres. Simon Berlin  
 Beantown Recs., 206 E. Jordan St., Pensacola, Fla. 32503 Tel (904) 438-2763 Pres., Gen. Mgr. & A&R Earl Lett, Exec. Sec'y Mattie Swain  
 Bear Family (Germany), see Rounder.  
 Bearsville Recs. Inc., 8467 Beverly Blvd., Los Angeles, Calif. 90046 Tel (213) 655-1177 Pres. Paul Fishkin; Nat'l Promo. Dir. Gary Buttice; Gen. Mgr. Susan Lee. (Distributed by Warner Bros.)  
**Branches:** Bearsville, N.Y., PO Box 135, Zip 12409, Tel (914) 679-7303 Contacts Albert Grossman, Ian Kimmitt—New York, N.Y., 75 E. 55 St. Zip 10022 Tel (212) 751-7030, Nat'l FM Promo. Dir. Andy Janopoulos  
 Beau-Brian, see AcoustoGraphic  
 Beau-Jim Agency Inc., PO Box 758, 301 Plantation Dr., Lake Jackson, Tex. 77566 Tel (713) 297-4030, 393-1703  
 Beef Recs., 3352 W. Foster, Chicago, Ill. 60625 Tel (312) 267-5139 Mgr. Terry Johnson  
 Bee Jay Rec'g Studios, 5000 Eggleston Ave., Orlando, Fla. 32810, Tel (305) 293-1781 Pres. Eric T. Schabacker, Gen. Mgr. Jim Katt; A&R/Prod'n Bill Vermillion, Prod'n/Arranger George Atwell, Technical Supervisor Andy de Ganahl.  
**Labels:** (Owned) Hype, Immunity, Tener  
 Tom Bee Prod'ns, PO Box 8207, Albuquerque, N.M. 87108, Tel (505) 268-6110 Gen. Mgr. Tom Bee, Ass't Mgr. Mac Suazo, Sales & Mktg. Dan Davis; Pub. Vicki Bee, Adv. Cheryl Walker, Tape Tom Krull.  
**Labels:** (Owned) Souled Out, Soul Roll, Tribal  
 Bego, see Music Ents.  
 Bel-Ad Recs., 4307 S. Broadway, Los Angeles, Calif. 90037 Tel (213) 231-1416 (Distributed by Ray Lawrence)  
 Belkin Prod'ns Inc., 28001 Chagrin Blvd., Cleveland, Ohio 44122, Tel (216) 464-5990  
**Label:** (Owned) Sweet City  
 Bellaire Rec. Sales, 4900 Bissonnet, Bellaire, Tex. 77401, Tel (713) 667-9196 Owner Don Janicek.

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**Labels:** (Owned) American Gold, Bellaire, Stomper, Texas Gold; (distributed) Frog.

**Belltone**, see Lee Anderson.

**Belmont Recs.** (div. of John Penny Ents. Inc.), 259A Beech St., Belmont, Mass. 02178. Tel. (617) 924-6722. Pres.: John Penny; A&R Mgr.: Jerry Fox.

**Ben-La-Rose**, see Heavy Sound.

**The Benson Co.**, 365 Great Circle Rd., Nashville, Tenn. 37228. Tel. (615) 259-9111. Pres.: Robert Benson Sr.; Sr. VP/Creative: Ed Benson; Sr. VP/Finance: Mike Cowart; Sr. VP/Mktg.: Robert Benson; A&R Dir.: Phil Johnson.

**Labels:** (Owned) Greentree, HeartWarming, Impact; (distributed) Jim.

**Int'l reps.:** Australia (Christian Press), Canada (Praise), Finland (Pub. of Christian Literature), New Zealand (Concorde), Singapore (Scripture Union), South Africa (Bet-El, EMI-Brigadiers, Sunday School Centre, United Re-forms, Vitality, Zacks Trading), Sweden (Pilot), UK (Music Gospel Outreach).

**Berlitz Publ's Inc.**, 866 Third Ave., New York, N.Y. 10022. Tel. (212) 935-7986.

**Bernard**, see Stag.

**Berry Hill**, see Buzz Cason.

**Beserkley Recs.**, 1199 Spruce St. Berkeley, Calif. 94707. Tel. (415) 527-7664. Chief Execs.: Matthew Kaufman, Steve Beserkley; VP A&R: Gary Phillips; VP Int'l: John Doukas; Pub. & Adv. Dir.: Ken Baker.

**Int'l branch:** England.

**Labels:** (Owned) Beserkley (distributed by GRT), Home of the Hits, Organ.

**Bethlehem**, see Salsoul.

**Beverly (Brazil)**, see Brasilia.

**Big Ben (UK)**, see Rounder.

**Big Boro Recs. Corp.**, 1700 Broadway, New York, N.Y. 10019. Tel. (212) 757-4534. Pres.: Jeff Lane; Pop A & R Shot Lee.

**Big Fish**, see California Sun.

**Big Gospel**, see McDowell.

**Big Mack Recs.**, 1300 Robin Rd., Muskegon, Mich. 49445. Tel. (616) 744-0257. Pres.: Thomas E. Mack.

**Labels:** (Owned) BMR, Big Mack.

**Big Rock Rec'g. Rt. 3**, 121 S. Lincolnway, North Aurora, Ill. 60524. Tel. (312) 859-3199.

**Big Sound Recs. Inc.**, Box 57, 10 George St., Wallingford, Conn. 06492. Tel. (203) 269-4465. Cable: BIGSOD-REC. Pres.: Thomas Cavalier; Opns. Mgr.: Rudolf Szlav; Mdsq. Dir.: Benjamin Gant; Mktg. Dir.: Phillip Maiorano; Promo. Dir.: Bud Styple; Radio Special Servs. Dir.: Bella Powell.

**Branch:** New York, N.Y., Box 520, 175 Thompson St. Zip 10012. Tel. (212) 674-2061. Mng. Dir.: John Tiven.

**Label:** (Owned) Miracle.

**Int'l rep.:** Australia (EMI).

**Big Town**, see Cadet.

**Big Tree**, see Atlantic.

**Big Willie**, see Forrest Green.

**Bija**, see Rounder.

**Biograph Recs. Inc.**, 16 River St., Chatham, N.Y. 12037. Tel. (518) 392-3400. Pres.: Arnold S. Caplin; VP: Barbara Caplin; A&R Dir.: Joel Bernstein; Adv. Dir.: Robert Biblo; Int'l Dir.: Robert Caplin.

**Labels:** (Owned) Biograph, Center, Melodeon.

**Int'l reps.:** Australia (Crest), Denmark (CSA), France (International Rec. Imports), UK (Continental).

**Birch Recs.**, Box 92, Wilmette, Ill. 60091. Tel. (312) 251-7037. Pres.: Dave Wylie; VP: June Wylie; VP Sales & Mktg.: Lila Ballinger; VP Pub.: Terry L. Walker; VP Promo.: Ellen Ginden; VP PR: Sarah Hutchins.

**Birdwing**, see Sparrow.

**Birthright Recs.**, 3101 S. Western Ave., Los Angeles, Calif. 90018. Tel. (213) 731-0907. Pres. & Gen. Mgr.: Byron Spears Jr.; VP Promo.: Carl Spears.

**Bis (Sweden)**, see HNH.

**Biscuit City Ents. Inc.**, 1106 E. 17 Ave., Denver, Colo. 80218. Tel. (303) 832-3999. Pres.: Jim Ransom; VP Sales & Promo.: Laura Benson; Prod'n Mgr.: Ty Ath-erholt.

**Int'l reps.:** Italy (Hi-Fi), Japan (Black Hawk, Disc Center).

**Blackbird**, see Lakco.

**Black & Blue**, see Argus.

**Blackdisc**, see Blackjack.

**Black Fire Recs.**, PO Box 38054, Zip 20020, 4409 Douglas St. NE, Washington, D.C. 20019. Tel. (202) 396-0154. Pres.: James B. Gray; Exec. VP: Plunky Nka-binde; Sales Mgr.: Jerome Gray; Bus. Mgr.: Sylvia Potts; Mktg. & Promo.: Chip Donelson; Promo.: Jimmy Gray; Adv. & Graphics: Muzi Nkabinde; Layout & Graphics: Mary Greer.

**Labels:** (Owned) Black Fire, Cosmic Fire; (distributed) Ak Ba, IPS, Tribe.

**Black Forum**, see Motown.

**Black Fox**, see Rolashed.

**Black Gold Recs.**, 1232 Coon Rapids Blvd., Minneapolis, Minn. 55433. Tel. (612) 757-6666.

**Blackjack Recs.**, PO Box 3367, Hollywood, Calif. 90028. Tel. (213) 761-9679. Mng. Dir.: Jeff Oxman; Dir.: Carl Todd; Mktg. Mgr.: K. Dossat.

**Labels:** (Owned) Blackjack; (distributed) Blackdisc.

**Int'l reps.:** UK (Contempo, Sun-Pacific).

**Blackland Recs.**, PO Box 7349, Tulsa, Okla. 74105. Tel. (918) 663-1610. Pres.: J.C. Garland; VP-Sec'y: Jelinda De Vorgan.

**Black Lion**, see Audiofidelity.

**Black Saint (Italy)**, see Rounder.

**Black Treasure**, see McKinnon.

**Black & White**, see Wildwood.

**Eubie Blake Music Rec'g.**, 284-A Stuyvesant Ave., Brooklyn, N.Y. 11221. Tel. (212) 636-0812, 574-8511. Pres.: Carl Seltzer; VP's: Eubie & Marion Blake; Mgr.: Delma Marchand.

**Int'l reps.:** Canada (Coda), Japan (Shinsei).

**Blank**, see Phonogram.

**Blarney Castle**, see Avoca.

**Blind Pig Recs.**, 208 S. First, Ann Arbor, Mich. 48103. Tel. (313) 994-4780. Prod'n: Jerry Del Giudice.

**Branches:** Oakland, Calif., 4501 Reinhardt. Zip: 94619. Tel. (415) 530-2933. Promo. Dir.: Edward Chmielewski—Chicago, Ill., 857 W. Wrightwood. Zip: 60614. Tel. (312) 528-0171. Sales Rep.: Michael Del Giudice.

**Blue Ash**, see Kare.

**Bluebird**, see RCA.

**Bluebonnet**, see Jim Hall.

**Blue Boy**, see Dit Dot.

**Blue Candle**, see TK.

**Blue Canyon Recs.**, 1000 Granville Ave., Los Angeles, Calif. 90049. Tel. (213) 826-0649. Pres.: Jim Terr.

**Blue Diamond Co.**, Box 102C, Chubbic Rd., Canonsburg, Pa. 15317. Tel. (412) 746-2540. Pres.: Joe Diamond; VP: Cheryl Diamond; Gen. Mgr.: Jerry Walker; Sales & Mktg.: Ron Walker.

**Branch:** Nashville, Tenn., 3410 Dickerson Rd. Zip: 37207. Tel. (615) 227-7843. Mgr.: Bob McCracken.

**Blue Flame**, see CJ.

**Blue Goose**, see Yellow Bee.

**Blue Horizon**, see Sire.

**Blue Mark**, see QCA in Ohio.

**Blue Note**, see United Artists.

**Blue River Recs.**, 6223 Selma Ave., Suite 125, Hollywood, Calif. 90028. Tel. (213) 463-7661.

**Labels:** (Owned) Musi-Que, Musi-Que Contemporary, Solo Plus.

**Blues Classics**, see Arhoolie.

**Blue Sky Recs. Inc.**, 745 Fifth Ave., Suite 1803, New York, N.Y. 10022. Tel. (212) 751-3400. Pres.: Steve Paul. (Distributed by CBS).

**Blues Spectrum**, see Laff.

**Blues Supreme**, see Daniels Eight.

**Blues Unlimited**, see Modern Sound.

**Bob**, see Surf City.

**Boblo Recs. & Sound Studio Inc.**, 3807 Norwich St., Brunswick, Ga. 31520. Tel. (912) 265-1817.

**Boddie Rec. Mtg. & Rec'g. Inc.**, 12202 Union Ave., Cleveland, Ohio 44105. Tel. (216) 752-3440. Pres.: Thomas Boddie; VP: Louise Boddie; A&R: Gerald Baxter; Sales Mgr.: Dennis Boddie.

**Labels:** (Owned) Bounty, Caribl, Luau, Soul Mine.

**Bold**, see TK.

**Bollman Int'l Recs.**, PO Box 28553, Dallas, Tex. 75228. Tel. (214) 328-7770. Owner: B.L. Bollman.

**Branch:** Palmdale, Calif., 132 Pictorial St. Zip: 93550. Tel. (805) 947-6697. West Coast Rep.: Finley Duke.

**Labels:** (Owned) BI, Gospel City.

**Bomp Ents. Ltd.**, PO Box 7112, Burbank, Calif. 91510. Tel. (213) 760-1207. Pres.: Greg Shaw; Gen. Mgr.: Lou Munson; Opns. Mgr. & Sales & Mktg. Dir.: John Galobich.

**Labels:** (Owned) Bomp; (distributed) Exhibit "J."

**BooRay**, see La Louisianne.

**Boot Master Concert**, see Boot.

**Boot Recs. Inc.**, PO Box 120657, Nashville, Tenn. 37212. Pres.: Jury Krytiuk; VP: Tom C. Connors; Promo.: Peter Krytiuk.

**Home office:** Canada.

**Labels:** (Owned) Boot, Boot Master Concert, Cynda, Generation.

**Booths**, see Katie the Great.

**Boquet-Orchid Ents.**, PO Box 4220, Shreveport, La. 71104. Tel. (318) 686-7362. Pres.: Bill Bohannon.

**Boringuen (Discos) Inc.**, GPO Box 4286, San Juan, P.R. 00936. Tel. (809) 790-4286. Pres.: Dario Gonzalez; VP: Benito Valdes; Mgr.: Miriam Gonzalez; Promo.: Lidia Carrio; Sales: Victoria Fajardo; Eng.: Richard Stanley.

**Branches:** Miami, Fla., 1545 SW Eighth St. Zip: 33135. Tel. (305) 649-2110. Pres.: Jose Peniche—New York, N.Y., 200 W. 57 St., Suites 505-506. Zip: 10019. Tel. (212) 581-0655. Mgr.: Edward Cuervo.

**Bounty**, see Boddie.

**Bourne Co.**, 1212 Ave. of the Americas, New York, N.Y. 10036. Tel. (212) 575-1800. Cable: BOURNEMUS. Pres.: Bonnie Bourne.

**Label:** (Owned) Murbo.

**Bowman Rec'g. & Prod'n Co.**, Prado North, Suite 271, 5600 Roswell Rd., Atlanta, Ga. 30342. Tel. (404) 256-0590. Pres.: High E. Bowman.

**Branch:** Los Angeles, Calif., 1019 Cole Ave. Zip: 90038. Tel. (213) 464-7173.

**Boyd Recs.**, 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel. (405) 942-0462. Pres.: Bobby Boyd.

**Labels:** (Owned) Boyd, Saguaro.

**Boysfriends**, see Frank Evans.

**Brand-X**, see Sivatt.

**Brasilia Recs. & Tapes Corp.**, 29 W. 46 St., New York, N.Y. 10036. Tel. (212) 354-5613. Pres.: Herbert Csanzyk.

**Labels:** (Owned) Brasilia; (distributed) AMC, Beverly, Copacabana, Discos Marcus Pereira, Fontana, Philips, Phonogram, Polydor, RGE/Fernata, Sabia, Som (all Brazil). (SEE ADVERTISEMENT)

**Briar**, see Sierra.

**Briarhead**, see Ken Keene.

**Bridge**, see Chapel/Bridge.

**Bridge the Gap Recs. & Tapes**, 909 W. Washington St., Petersburg, Va. 23803. Tel. (804) 732-3333. Pres.: William Ford McGee; Exec. VP: Francis Oliver; VP Mktg. & Mgmt.: Herman L. Maclin; VP Promo.: Lynwood Jones; A&R Dir.: Ronald L. Smith; PR Dir.: Larry O. Tynes; Adv. Dir.: Michael Gray.

**Bright Orange**, see Cadet Recs.

**Bristol**, see Moonstone.

**Broadsides**, see Folkways.

**Broadway Baby Demos-Broadway/Hollywood Rec'gs-Take Home Tunes!**, Box 496, Georgetown, Conn. 06829. Tel. (203) 544-8288. Prod'rs: Bruce & Doris Yeko.

**Broadway/Hollywood Rec'gs**, see Broadway Baby Demos.

**Bronto Sauraus**, see Crimson Dynasty.

**Brooklyn Country Recs.**, 6666 Brookmont Terr., Suite 712, Nashville, Tenn. 37205. Tel. (615) 352-0138. Promo. & Gen. Mgr.: Linda Sinoris.

**Brookville Mktg. Corp.**, 420 Lexington Ave., New York, N.Y. 10017. Tel. (212) 687-3377. Pres.: Jerome Shapiro; VP: Norman Roseman; A&R, Sales, Promo. & Int'l: Bill Isaacs; PR Dir.: Jacqueline Rucker; Media Dir.: Barry Rosen.

**Labels:** (Owned) Brookville, TEJ.

**Brother Recs. Inc.**, 10880 Wilshire Blvd., Suite 306, Los Angeles, Calif. 90024. Tel. (213) 475-0361. Exec. VP: Stephen Love; Controller: Stephen J. Arnett; Accounts Exec.: Janet Lent-Koop. (Distributed by Warner Bros.)

**Brotherhood**, see SIPRA.

**Brougham Recs.**, 45 Music Square W., Nashville, Tenn. 37203. Tel. (615) 244-3810.

**Brown Dog**, see Mainstream.

**Brownstone, Calif.**, see WILD.

**Brownstone, Fla.**, see TK.

**Brubon**, see Gwen.

**Bruno**, see Acropole.

**Brunswick Rec. Corp.**, 888 Seventh Ave., New York, N.Y. 10019. Tel. (212) 541-9860. Pres.: Nat. Tarnopol; Exec. VP: Pete Garris; VP Promo.: Joe Medlin.

**Branch:** Chicago, Ill., 1449 S. Michigan Ave. Zip: 60605. Tel. (312) 427-0828. Contact: Raymond Daniels.

**Labels:** (Owned) BRC, Brunswick, Dakar.

**Bryant Recs.**, 1 E. 42 St., New York, N.Y. 10017. Tel. (212) 682-2539.

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**Buckshot**, see Jeree.

**Buddah Recs. Inc.**, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel. (212) 582-6900. Pres.: Arthur Kass; Exec. VP: Mort Drosnes; VP Creative Servs. & Prod'n: Milton Sincoff; Mktg., Sales & Int'l Dir.: Chuck Wald; Controller: Mike Marone. (Distributed by Arista)

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**Bulldog**, see Ember.

**Bullet**, see Web IV.

**Bullfrog**, see Advent.

**Burchette Bros.**, PO Box 1363, Spring Valley, Calif. 92077. Pres.: Kenneth W. Burchette; VP: Wilburn L. Burchette; Mktg.: Ralph Roufus.

**Burdette**, see Great Northwest.

**Burlap**, see Ken Keene.

**Butterfly Recs. Inc.**, 9000 Sunset Blvd., Suite 617, Los Angeles, Calif. 90069. Tel. (213) 273-9600. Pres.: A.J. Cervantes; Exec. VP: Nancy Sain.

**Buttermilk Recs.**, 1310 Tulane, Houston, Tex. 77008. Tel. (713) 869-0417. Owner & Pres.: Charles Bickley; Promo. Mgr.: Suzanne Bickley; A&R: Trent Burns.

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**Intersong**  
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**Phonogram**  
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Telex 12512

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**Phonogram**  
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Telex 24516

## Brazil



**Phonogram**  
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Rio de Janeiro  
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Telex 122118 (L. Philips)

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**Polyder**  
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St. Laurent Que.  
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Telex 5825690

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Copenhagen  
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Telex 19202

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Telex 270673

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Telex 02-5024



**Deutsche Grammophon Gesellschaft**  
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Telex 02-163923



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Telex 02 13211



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**Polyder**  
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Paris  
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Telex 650522



**Chappell**  
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Paris  
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Telex 270673



**Intersong**  
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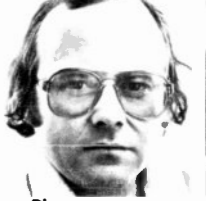
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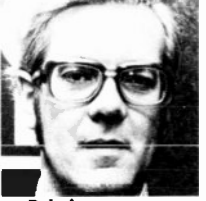
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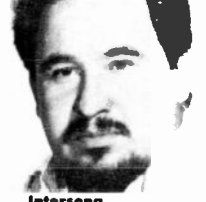
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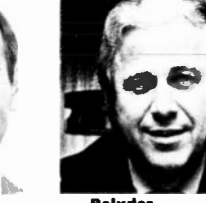
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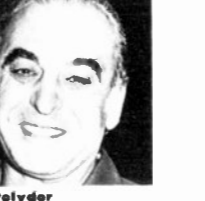
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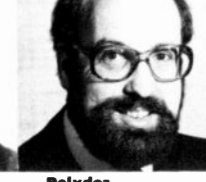
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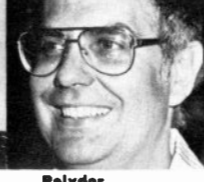
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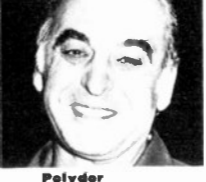
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On the pages inside, we're proud to present the people who are responsible for our continued success.

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**Int'l branches & reps.:** see CBS Recs. Int'l

**CBS Recs. Int'l** (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019 Tel (212) 975-4321 Cable COLRECORD Telex 424567 Pres. M. Richard Asher, VP Admin. & Ass't to Pres. Paul Russell, VP Opns. Bernard Di Matteo; VP Finance Farrell Bushing Jr.; VP Creative Opns. Allen Davis; VP Mktg. Servs.: Bernice Freidus; VP Int'l Artist Development Vincent Romeo, VP Bus. Development Frank J. Welzer, VP Bus. Affairs Marvin M. Witofsky, VP Mfg./Eng. Michi Yoshimura, VP Int'l Artist Development & Promo. Joe Senkiewicz; VP's Norman Block, Arnold Gosewich, Maurice Oberstein, Sol Rabinowitz, Norman S. Stollman, Manuel Villarreal; Controller Jay Edelman, Personnel Dir. Edward Moore; Int'l Dist'g & Warehousing Dir. Don Williams; Classical Mgr. Earl Price

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C C / Orion, see Orion.

C D C, see Commercial Dist'g Corp.

C G M Recs. /CGM Prod'n Co., 1725 W. Sixth St., No. 306, Los Angeles, Calif. 90017 Tel (213) 483-3911 VP A&R Creative Henry P. Rangel

C I Cassettes, see Communication Institute.

C I E, see International Mktg. & Mgmt.

C J Rec. Co., 4827 S. Prairie Ave., Chicago, Ill. 60615 Tel (312) 285-1616 Pres. Carl Jones, Mgr. R.C. Hillman. **Local branch:** 7855 S. Halsted Zip 60621 Tel 224-5612, 787-8220.

**Labels:** (Owned) Blue Flame, C.J. Colt, Firma

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C M H Recs. Inc., PO Box 39439, Los Angeles, Calif. 90039 Tel (213) 663-8073 Pres. Martin Haerle

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C M S Recs. Inc., 14 Warren St., New York, N.Y. 10007 Tel (212) 964-3380 Telex 12-6182 Pres. Irving Tepper, Sec'y-Treas. Leon Golovner, Sales Dir. Paul Backer

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C O R I, see Continental Rec'gs

C P Recs., PO Box 7142, Berkeley, Calif. 94707. Tel (415)

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C P I Recs., 8192 Universal Plaza, Universal City, Calif. 91608 Tel (213) 462-1099 Pres. Walter Brown; VP Gen. Counsel John Alan Cohan; Pub. John Harris; Tape Bill Robinson

C R D (UK), see HNH.

C S A, see Country Showcase

C T I, see Creed Taylor & Motown (partial catalog)

C V R, see Chuck Anthony

C V S, see Don D. Sheehy

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Cable Car, see Grassroots

Cactus, see Jim Hall

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Cadet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044 Tel (213) 753-5121 Telex 67-3572 Pres. Jules Bihari, Exec. VP Joe Bihari, Gen. Mgr. James Takeda; A&R George Matola, Sales & Mktg., Tape & Int'l: Donald Macmillan.

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Caedmon, 1995 Broadway, New York, N.Y. 10023 Tel (212) 580-3400 Pres. Carol Haubert, Exec. Prod'r Ward Botsford, Mktg. & Sales Dir. Robert D. Knox, Exec. Ass't Promo. & Pub. Suesan L. Greenspan

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Cajun Classics, see Modern Sound.

Calabasas, see Suncoat.

Caliente, see Caytronics.

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Calumet, see San-Lyn.

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**Branch:** Nashville, Tenn., 142 Eighth Ave. N. Zip 37203 Tel (615) 255-5564.

**Labels:** (Owned) Calvary, Clarion.

Cambridge Recs. Inc., 125 Irving St., Framingham, Mass. 01701 Tel (617) 879-2282 Pres.: Charles P. Fisher.

Camden, see Pickwick

Camden Soul, see Rob-Lee

Canaan, see Word.

Canadian American, see Dawn.

Canary-Yellow Bird Recs. Co., 2512 El Camino Real, Redwood City, Calif. 94061. Tel (415) 368-0804 Owner Earl Miles.

Cancho, see Joey

Candide, see Vox

Candle, see Soundwaves

Candy Recs., 2716 Springlake Court, Irving, Tex. 75060 Tel (214) 259-4032. Owner & Gen. Mgr. Kenny Wayne Hagler.

**Labels:** (Owned) Candy, Holli, Lil' Possum, Sweet Tooth.

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Can Scor, see R&R.

Canyon Recs. Inc., 4143 N. 16 St., Phoenix, Ariz. 85016 Tel (602) 266-4823/4659 Pres. Raymond A. Boley, Sec'y-Treas. Mary E. Boley; PR & Adv. Dir. Muriel Walsh

Cap, see Cha-Cha

Capital City, see Centurian.

Capitol Recs. Inc., 1750 N. Vine St., Hollywood, Calif. 90028 Tel (213) 462-6252 Cable CAPRECORDS Telex 674051. Pres. & Chief Exec. Officer. Bhaskar Menon; Exec. VP & Chief Operating Officer: Don Zimmermann, VP Mktg. Jim Mazza; VP Sales Dennis White; VP Creative Servs., Mds. Adv. & Press & Artist Relations Dan Davis; VP Promo. Bruce Wendell, VP A&R Rupert Perry; VP & Gen. Mgr. Soul: Larkin Arnold; VP Country. Frank Jones; Gen. Mgr. Angel & Nat'l Classical Sales Mgr. Raoul Montano; Int'l Mktg. Dir. Joe Petrone.


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Branch: **Williamsport, Pa.**, 836 Franklin St. Zip 17702 Tel (717) 323-6951 Mgr. Pat Craven

Caprice Recs. Inc., 907 Main St., Nashville, Tenn. 37206, Tel. (615) 226-0724 Pres. R. E. Don Lewis, Admin. Mgr. Barbara M. Lee, Exec. Prod'r. Joe H. Hunter, Roger LeBlanc, Sales Mgr. Catherine Charleton, Adv. Dir. Charlie Dick, Promo. Don H. Howser

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Int'l rep.: Worldwide excluding Japan, New Zealand, South Africa & Spain (Polydor Int'l)

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Caress, see BaKIm

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Labels: (Owned) A<sup>+</sup>, Cargo

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Label: (Owned) Casa Grande

Cash, see Musimex

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Labels: (Owned) Berry Hill, Palace

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Int'l rep.: Finland (Love)

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Catfish, see Antique-Catfish

Cathedral (UK), see Worldwide Music Servs.

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Celebration, Colo., see Fishermen

Celestial Recs. Releasing Corp., 229 Las Vegas Blvd. S., Las Vegas, Nev. 89101 Pres. & Treas. Arthur H. Benson, VP & Gen. Mgr. Lee A. Duff Jr., Sec'y Leslie Sandhofer, A&R William "Hy" Seaman, Jimmy Haskell, John Kraus, Dalton Priddy, Promo. Howard Wormser

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Celluloid Fanfare, see Entr'acte

Cenpro, see Century Prod'ns

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Labels: (Owned) Centaur, Jingles, Sea-King

Int'l reps.: Canada (Quality), New Zealand (Peak)

Centaur, Mich., see BaKIm

Center, see Biograph

Center Piece, see Quiet Corner

Central Sounds, see Point Blank

Centurian Recs. Inc. (sub. of Graart Communications Corp.), PO Box 5747, Cleveland, Ohio 44101 Tel. (216) 771-0501 Rec. Div. Admin'r. Greg Beasley, Int'l Tony Marinucci, VP Opns. Vonley Gaines

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Century Artist, see Frank Evans

Century Prod'ns Inc., 171 Washington Rd., Sayreville, N.J. 08872 Tel. (201) 238-5630 Owners. Mickey Yan-nich, Bob Ligotino

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Century Recs., 6550 Sunset Blvd., Hollywood, Calif. 90028 Tel. (213) 466-1323, Pres. Glen Glancy, Mktg. Dirs. John Hess, Don Grimes

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Cetra (Italy), see Playette

Cezame (France), see Rounder

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Labels: (Owned) Cap, Cha-Cha

Le Chant du Monde (France), see International Book & Rec.

Chapel, see Chapel/Bridge

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Int'l branch: Canada

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Branch: **Canoga Park, Calif.**, 22146 Lanark, Zip 91304 Tel. (213) 887-6474 A&R Dir.: Art Stewart

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Chariot, see Caprice

Charity, see Richtown

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Chattahoochee Rec. Co., 16038 Ventura Blvd., Encino, Calif. 91436 Tel. (213) 788-6863 VP John Yardum

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Checkmate, see Caprice

Chuck Chellman Co., 1201 16 Ave. S., Nashville, Tenn. 37212 Tel. (615) 320-7287 Pres. & A&R Chuck Chellman; VP Georgia Chellman; Pub.: Georgia Twicky

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Choice, N.Y. City, see MMO

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Int'l branch: England, Le Bill Music

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Labels: (Owned) Air, Chrysalis

Chuckie, see Little Riche Johnson

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Labels: (Owned) Churchill, Fona

Chytowns, see JermA

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Circle, see Jazzology-GHB

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**Branch:** New York, N.Y., 538 Madison Ave. Zip: 10022 Tel (212) 935-8630 VP Sales & Mktg. Stan Snyder, VP Bus. Affairs Sam Lederman  
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 Cleveland Unlimited, see Centurian.  
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 Colosseum, N.Y., see Acropolis  
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 Columbia Special Prods., 51 W. 52 St., New York, N.Y. 10019. Tel (212) 975-4126. VP. A.E. Shulman, Gen. Mgr. John Franks; Sales Mgr.: Dave Backer. (Also see CBS).  
**Labels:** (Owned) Collectors' Series, Encore Series  
 Column, see Stag  
 Combo, see Rico.  
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 Commercial Dist'g Corp. (CDC), PO Box 40212, 2535 Franklin Rd., Nashville, Tenn. 37204. Tel (615) 385-3674. Pres. McDowell White; VP & Gen. Mgr. Bob May, Sales Mgr. Gil Thompson; Prod. Control Dir. John Clark.  
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**Labels:** (Owned) Ivan Berg Cassettes, CI Cassettes, London Times Cassettes.  
 Communication Recs., 7212 S. Wabash Ave., Chicago, Ill. 60619. Tel (312) 783-3186. Pres. B.L. Dixon.  
 Compas, see Godell.  
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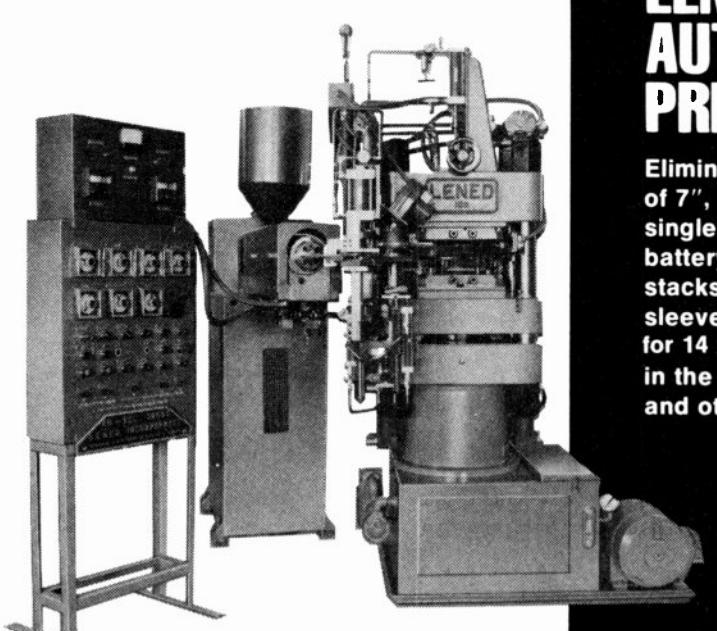
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 Labels: (Owned) Fiction, Stranger Than Truth; (distributed) 20th Fontery Sex  
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 Fiddler, Mass., see Rounder.  
 Fiddler, Wash., see Fiddler's Roundhouse.  
 Fiddler's Roundhouse Inc., 1916 Pike Pl., Seattle, Wash 98101 Tel (206) 623-1700 Pres. Daniel B Wilson, VP Michael Tajawa  
 Label: (Owned) Fiddler.  
 Fidelio Recs., 120 Kingston Pl., No. 30, Bloomington, Ind. 47401 Tel (812) 339-2475. Pres. Serban Rusu; Prod'n Ass't Judy Lockhart.  
 Int'l rep.: UK (Henry Stave).  
 Fidelity Sound Rec's, 23 Don Court, Redwood City, Calif. 94062 Tel: (415) 366-3173. Owner & Mng. Dir. Reginald McGovern; Promo & Pub. Jim Gallagher  
 Int'l branch: New Zealand  
 Labels: (Owned) FSR, Five Star  
 Fiesta Rec. Co. Inc., 1619 Broadway, New York, N.Y. 10019 Tel (212) 757-7760. Pres. Jose Morand; Sales Mgr. Ed Kleinbaum.  
 Int'l branch: Canada  
 Labels: (Owned) Dana, Fiesta, Grecophon  
 Int'l rep.: Canada (Holborne) (SEE ADVERTISEMENT)

50%, see Cord  
 50 States Recs., 50 Music Square W., Suite 501, Nashville, Tenn 37203 Tel: (615) 327-1500 Pres. Donald L. Ris, A&R Dir. Johnny Howard, Sales Mgr. Ted Revell, Pub. & Adv. Dir. Georgia Rayhois, Promo Mgr. Richard P. Colanzi  
 Labels: (Owned) Chartwheel, 50 States  
 Fink-Pinewood Recs., PO Box 5241 Chesapeake, Va. 23324 Tel (804) 627-0957 Pres. Bill Johnson, Prod'rs Jack Norman, Mattie Wood Lee Pankey, James McGill  
 Labels: (Owned) Fink, Pinewood  
 Finnadar, see Atlantic  
 Finnal Connection, see Davida  
 Finnlvly (Finland), see Worldtone.  
 Fiorucci Inc., 127 E. 59 St., New York, N.Y. 10022 Tel (212) 751-1404. Telex 666768 Exec VP Joseph Aloia, Dir. Mariagrazia Pesatori, Music Dir. Cicco Colacocco, PR Angelo Careddu, Victor Valentiano  
 Fireside, see QMO.  
 Fire Sign Recs Ltd., 1650 Broadway, New York, N.Y. 10019 Tel (212) 765-4495 Telex 237224 Pres. Billy Arnell; VP Steve Loeb, Ass't VP Ezra Cook, VP Finance Jerold Kaniuk.  
 Labels: (Owned) Northern Light, Rock City  
 Firma, see CJ  
 First American Recs. Inc., 725 S. Fidalgo St., Seattle, Wash. 98108 Tel (206) 762-5793 Chm. Jerry Dennon, Pres. Gil Bateman, VP Joe Triscan  
 Labels: (Owned) First American, Music Is Medicine, (distributed) Great Northwest, Piccadilly.  
 First Artists Recs., 4000 Warner Blvd., Burbank Calif. 91522. Tel (213) 843-6000. Telex 698586 VP Gary Le Mel; Ass't. Sandi Beach; Promo. Vic Perrotti (Distributed by Phonogram)  
 First Component Series, see Audiofidelity  
 First Edition, see Louisville Orchestra.  
 The Fishermen Inc., PO Box AA, Woodland Park, Colo. 80863. Tel (313) 687-9237  
 Labels: (Owned) Celebration, Fishermen, Net.  
 Fish-Head Recs., PO Box 399, Bay City, Mich 48707 Tel (517) 893-8321. Chief Exec. Margo Prosser  
 Fist-O-Funk Recs., 293 Richard Court, Pomona, N.Y. 10970. Tel (914) 354-7157 Pres. Kevin Misevis, Sec'y-Treas. Ulla Misevis, A&R T.C. James; Promo. Lewis Calabro.  
 Int'l reps.: Canada (London), Italy (EMI) UK (EMI)  
 Five Star, see Fidelity Sound.  
 Flama, see Gas.  
 Flambo, see King Walk.  
 Flame, see Crimson Dynasty  
 Flashlight, see Symposium.  
 Flatrock, see Buttermilk.  
 Flat Town Music Co., Floyd's Bldg., 434 E. Main, Ville Platte, La. 70586 Tel (318) 363-2139. Owner J. Royd Soileau; Pub. & Promo. Benny Graeff  
 Labels: (Owned) Jm, Maison de Soul, Swallow  
 Int'l reps.: Canada (Les Disques Bleu), France (Le Chant du Monde), UK (Oval, Swift)  
 Fleurette Recs., PO Box 34, Claymont, Del 19703 Pres. Alex Czarenko  
 Flin-Flon Country, Box 103, Mullen, Neb 69152. Tel (308) 546-2293 Gen. Mgr. L. E. Walker, Sales Mgr. David L. Walker  
 Label: (Owned) Garden of Eden  
 Florida Independent Rec. Corp., PO Box 523790, Miami, Fla. 33152. Pres. Joseph Stanzione. (SEE AD)  
 Labels: (Owned) Magic Minstrel, Twelve O'Clock  
 Flying Disco Disc, see Point Blank.  
 Flying Fish Recs., 1304 W. Schubert, Chicago, Ill 60614 Tel (312) 528-5455 Pres. Bruce Kaplan, VP Promo. Charles Gutfield, Ass't VP Promo. Ben Sandmel; VP Opns. Jim Netter.  
 Labels: (Owned) Flying Fish, (distributed) Kaleidoscope, Mountain Railroad, Nessa  
 Int'l reps.: Australia, (Janda, Larrikin), Canada (BSR, Stony Plain), Italy (Hi-Fi), Japan (BOM Disc Centre, G&G. Shinsei, Trio), UK (Mike's Country Music Room, Sonet, Swift)  
 Flying High, see Richey  
 Flyright (UK), see Rounder.  
 Folk-Legacy Recs. Inc., Sharon Mountain Rd., Sharon Conn 06069 Tel (203) 364-5661. Pres. Lee B. Haggerty VP & Treas. Charles A. Paton, Sec'y Caroline A. Paton  
 Int'l reps.: Australia (Folkways), Canada (Don Park), UK (Free Reed).  
 Folklync, see Arholite  
 Folkraft Publ'g Co. Inc., 10 Fenwick St., Newark, N.J. 07114 Tel (201) 243-8700.  
 Folkways Recs. & Serv. Corp., 43 W. 61 St., New York, N.Y. 10023 Tel (212) 586-7260 Dir. Moses Asch, Controller Marilyn Conklin  
 Labels: (Owned) Asch, Broadways, Folkways, RBF  
 Int'l reps.: Australia (Carina), Belgium (Schott Freres), Canada (Almada), Denmark (Dansk) France (Chant du Monde), Germany (EMI-Electrola, Plane, Trikont), Italy (Editoriale Sciscia), Japan (Nippon Columbia), Norway (St. Olav), Sweden (Omega) (SEE ADVERTISEMENT)  
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 Fonica (Guatemala), see Auditorama  
 Fonodisco, see DGJ.  
 Fono-Rex, see Discos Latin.  
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 Forest Bay Rec. Co., 703 Canham Rd., Santa Cruz, Calif 95060. Tel: (408) 438-0729  
 Fortune & Hi-Q Recs., 3942 Third Ave., Detroit, Mich 48201. Tel (313) 833-5383  
 Labels: (Owned) Fortune, Hi-Q, Strate-8  
 Four Leaf Clover, see Kajak.  
 4 Star Recs. Inc., 49 Music Square W., Nashville, Tenn 37212 Tel: (615) 329-0444  
 Frago, see Casa Frago  
 Franne Recs., PO Box 8135, Chicago, Ill 60680 Tel (312) 787-8220 Pres. Frank Howard Jr., Exec VP R. C. Hillman, Nat'l Promo. Mgr. Howard Pittman; Int'l Mktg Mgr.: Clayton Moore  
 Fraternity Rec'g Corp., 3744 Applegate Ave., Cincinnati, Ohio 45211 Tel (513) 661-5451 Cable FRATREC  
 Pres. & A&R Shad O'Shea, VP's Pat Doran, Ed Schmidt; Nat'l Promo. Jack Nimersheim

Labels: (Owned) Applegate, Counterpart, Fraternity, Freckle Recs., PO Box 31319, San Francisco, Calif. 94131  
**Branch: Seattle, Wash., Box 4005, Zip 98104. Tel. (206) 329-4935** Sales Mgr. Jack Burg.  
 Freddie Recs.: 1316 N. Chaparral St., Corpus Christi, Tex. 78401 Tel. (512) 884-9339 Pres. Freddie Martinez, Gen. Mgr. Lee Martinez, Sales & Promo. Jessie Salcedo, Engrs. Jim West, Rick Garcia  
 Labels: (Owned) Acorn, Freddie, Johnny  
 Freedom Recs. Ltd., PO Box 888, Eastley, S.C. 29640. Tel. (803) 269-7012  
 Free Spirit, see Salsoul  
 Frejo, see Fred Weinberg  
 Fretless, see Philo  
 Fretone Recs. Inc., 3114 Radford Rd., Memphis, Tenn. 38111 Tel. (901) 327-8187 Pres. Estelle Axton, A&R & Sales Dir. Steve Gatlin, Pub. Dir. Ted Cunningham, Promo. Dir. Howie Goodman, Disco. Rob Maree, Prod'r Bobby Manuel  
 Friends & Co., 108 Sherman Ave., New York, N.Y. 10034. Tel. (212) 567-5110  
 Frog, see Bellaire  
 Front Hall, see Swallowtail  
 Front Row, see Domino  
 Fuentes (Columbia), see Miami  
 Full Moon Recs., 8380 Melrose Ave., Suite 307, Los Angeles, Calif. 90069 Tel. (213) 658-6600 Pres. Irving L. Azoff  
 Full Sail Prod'ns, 1126 Boylston St., Boston, Mass. 02215 Tel. (617) 262-7880  
 Funhouse Assocs., 18451 James Couzens Fwy., Detroit, Mich. 48235 Tel. (313) 342-0571  
 Labels: (Owned) Darcha, Funhouse  
 Int'l rep.: UK (Feelgood)  
 Funnybone, see Horizon  
 Future Gold Recs. Inc., 1834 W. Cheltenham Ave., Philadelphia, Pa. 19126 Tel. (215) 424-0800

G

G M S-Disc, see Playette  
 G N P Crescendo Recs., 8560 Sunset Blvd., Suite 603, Los Angeles, Calif. 90069 Tel. (213) 659-7433 Cable CRESREC Pres. & Int'l Gene Norman  
 Labels: (Owned) Dixieland Jubilee, GNP Crescendo, Largo (distributed) Accent  
 Int'l reps.: Argentina (Ovation), Australia (Festival), Benelux (Vogue), Brazil (Gravacoes Eletricas), Canada (Almada), France (Vogue), Germany (Bellaphon), Italy (Font-Cetra), Japan (King), Mexico (Tzoc), Philippines (Home), Portugal (Tecla), Scandinavia (Sonet), South Africa (Teal), Switzerland (Vogue), UK (Pye)  
 G O, see Grapevine Opry  
 G P, see Glenn  
 G R A M, see Great American Music  
 G R I, see Gospel Recs.  
 G R T Corp., 1286 N. Lawrence Station Rd., Sunnyvale, Calif. 94086 WATS Tel. (800) 538-1770 Pres. Vinton Carver, Sr. VP Herbert B. Hershfield  
**Branch: Los Angeles, Calif., GRT Rec. Group, 8776 Sunset Blvd. Zip 90069 Tel. (213) 659-6444** Pres. GRT Rec. Group Larry Welk, Pres. Janus Recs. Ed De Joy, VP A&R Allan Mason, VP Nat'l Sales Howard Silvers, Nat'l Pub. Dir. Leslie Rosen, Nat'l Promo. Dir. Don Wright  
 Labels: (Owned) Birthright, GRT, Janus, Ranwood, Sunnyvale, (distributed) Barnaby, Beserkley, Ember, LS, Shock  
 Int'l reps.: Argentina (Ovation), Australia (Festival), Benelux (Vogue), Brazil (Gravacoes Eletricas), Canada (Almada), France (Vogue), Germany (Bellaphon), Italy (Font-Cetra), Japan (King), Mexico (Tzoc), Philippines (Home), Portugal (Tecla), Scandinavia (Sonet), South Africa (Teal), Switzerland (Vogue), UK (Pye), Venezuela (Palacio de la Musica)  
 G S P, see IRDA  
 G T P, see Surf City  
 Gael Linn (Ireland), see Rounder  
 Gala, see Coco  
 Galaxie III Studios, 118 Fifth St., Taylorsville, N.C. 28681 Tel. (704) 632-4735 Owner & Pres. Harry Deal  
 Label: (Owned) Eclipse  
 Galaxy, see Fantasy/Prestige/Milestone/Stax  
 Gale Electronics of America, 348 E. 84 St., New York, N.Y. 10028 Tel. (212) 861-9100  
 Label: Gale Maximum Fidelity  
 Gale Maximum Fidelity (UK), see Worldwide Music Servs  
 Gallup Recs., PO Box 56055, Los Angeles, Calif. 90008 Tel. (213) 731-4006 Pres. Curtis Williams

Garden of Eden, see Flin-Flon  
 Garden Rec. Co., 9000 Sunset Blvd., Los Angeles, Calif. 90069 Tel. (213) 274-0617  
 Garnet, see Michele  
 Martin Gary Prod'ns, Box 131, Rt. 4, Louisa, Va. 23093. Tel. (804) 288-7288 Pres.: Martin Gary, VP & Sec'y: Kathleen Gary  
 Gas Recs., 2716 W. Pico Blvd., Los Angeles, Calif. 90006. Tel. (213) 731-7323  
 Home office: Mexico, Discos Gas SA.  
 Labels: (Owned) Flama, Gas  
 Gateway, see Rite Rec.  
 GayArtist, see Frank Evans  
 Gem Recs., Box 9726, West Gate Sta., San Jose, Calif. 95117. Tel. (408) 353-3284. Pres. Dr. John E. Moran  
 Generation, see Boot  
 Genesis Recs. Inc., 1641 18 St., Santa Monica, Calif. 90404. Tel. (213) 828-4589 Pres. Robert F. Commager  
 Geri Recs., 1627 S. 55 St., Philadelphia, Pa. 19143. Tel. (215) 726-0644 Pres. Leroy Britton  
 Gestation, see International Mod Recs.  
 Ghost Recs., 1905 Pesos Pl., Kalamazoo, Mich. 49008. Tel. (616) 375-2641 Pres. Don Jobe, VP. Bill Grody, Labels: (Owned) Ghost  
 Gibson Ents., PO Box 2098, 4009 E. 18 St., Vancouver, Wash. 98661 Tel. (206) 695-2112 Pres. Gene Bredden, VP. Ellis Miller, Sales & Mktg. Blaine Allen, Pub., Adv. & Promo. Lorraine Walden  
 Labels: (Owned) Charter, Portland Ltd., Ripcord  
 Gillette-Madison Co., 17 E. 48 St., New York, N.Y. 10017. Tel. (212) 751-8430  
 Label: (Distributed) Personal Choice  
 Gil's Funny Recs., see Aquila  
 Glades, see TK  
 Glad Hamp Recs. Inc., 1995 Broadway, New York, N.Y. 10023. Tel. (212) 787-1222  
 Glenn Prod'ns & Promos., 157 W. 57 St., New York, N.Y. 10010. Tel. (212) 265-6585 Pres. Ben J. Arrigo  
 Labels: (Owned) GP (distributed) Juno, Red Bird  
 Glo, see Jody  
 Glolite Ents., 827 Thomas, Memphis, Tenn. 38107. Tel. (901) 525-0540 Pres. William E. Glore  
 Labels: (Owned) Glolite, It's Music, Lunix, Memphis, Prophecy, Tennessee Country, UFO  
 Glori Recs. Inc., 110 Academy St., Jersey City, N.J. 07302. Tel. (201) 435-5266 Pres. Steven Herman, VP. Opns. Bruce Herman, Gen. Mgr. Arnold McCloud, A&R Bill Greene  
 Labels: (Owned) Glori, Reborn  
 Int'l rep.: Europe & Africa (International Artist in Switzerland)  
 Godell Music Co. Inc., 1545 SW Eighth St., Miami, Fla. 33135. Tel. (305) 649-2110  
 Labels: (Owned) Compas, Modiner, New-Mex  
 Go Disco, see Disco Step by Step  
 Gold Recs., 304 N. Point Dr., Stevens Point, Wis. 54481. Tel. (715) 344-8156 Pres. Norm Dombrowski, VP. Lucille Dombrowski  
 Goldband Rec'g Studio, 313 Church St., Lake Charles, La. 70601 Tel. (318) 439-8839. Owner Eddie Shuler. (Distributed by La Louisianne)  
 Golden Crest Recs. Inc., 220 Broadway, Huntington Station, N.Y. 11746. Tel. (516) 423-7090  
 Labels: (Owned) Crest, Golden Crest  
 Golden Hawk, see Crimson Dynasty  
 Golden River, see Nashville Int'l  
 Golden Shield, see Rite Rec.  
 Golden Soul, see Sonic Arts  
 Golden United, see United Rec'g  
 Goldhawk, see MCA  
 Gold Mind, see Salsoul  
 Goldmont Music Inc., 24 Music Square E., Nashville, Tenn. 37203 Tel. (615) 254-3725 Pres.: J. William McInturff, VP. Bettey McInturff, Sec'y-Treas. Frank X. Finke  
 Label: (Owned) Comet  
 Gold Plate, see Amherst  
 Gold Seal, see RCA  
 Goldust Recs. Co., 115 E. Idaho Ave., Las Cruces, N.M. 88001. Tel. (505) 524-1889 Owner & Gen. Mgr. Emmit H. Brooks  
 Good News, see Park Avenue & Word  
 The Good Sound Factory, 1415 N. Lilac Dr., Minneapolis, Minn. 55422. Tel. (612) 546-4343  
 Labels: (Owned) Good Sound; (distributed) Hansen  
 Good Sounds Recs. Inc., (sub of Criteria Rec'g Studios), 1755 NE 149 St., Miami, Fla. 33181 Tel. (305) 947-5611 Pres. Mack Emerman. (Distributed by TK)

Good Time Jazz, see Contemporary  
 Marc Gordon Prod'ns, 1022 N. Palm Ave., Los Angeles, Calif. 90069. Tel. (213) 659-6034. Cable: ROCKYREC. Owner & Pres.: Marc Gordon, VP: Maggie Monihan.  
 Label: (Owned) Colon-United  
 Gordy, see Motown  
 Gospel, see Jim Hall  
 Gospel City, see Bullman  
 Gospel Crusade, Box 2194, Memphis, Tenn. 38101. Tel. (901) 948-7455. Pres.: J. Cole, VP. Cath Cole, Gen. Mgr.: Ray Goldberg, Promo.: Bobby King, Tape. Annie Cole.  
 Labels: (Owned) Gospel Express; (distributed) Del-My, Hub City, Michael  
 Gospel Express, see Gospel Crusade  
 Gospel Jubilee, see Scorpio Ents.  
 Gospel Master, see Daniels Eight  
 Gospel Recs. Inc., PO Box 90, Rugby Sta., 279 Buffalo Ave., Brooklyn, N.Y. 11213. Tel. (212) 773-5910. Pres.: John R. Lockley, Treas. Connie M. Lockley, Mgr.: Julius R. Lockley Jr., Promo. Mgr. Bernice Reid  
 Label: (Owned) GRI  
 Gospel Time, see Ralph's Radio  
 Gospel United, see Daniels Eight  
 Gotham Rec. Corp., 925 N. Third St., Philadelphia, Pa. 19123. Tel. (215) 627-2277  
 Graffiti, see Coco  
 Graffiti, see Dawn  
 Gramercy, see Grenadilla  
 Gramex, see IRDA  
 Gramophone Recs. Co. of the USA, Box 921, Beverly Hills, Calif. 90213. Tel. (213) 276-2726. Pres. Oliver Berliner, VP & Sec'y: V. A. Dorsey, Pop A&R Dir. Bill Mundy  
 Labels: (Owned) Gramophone, Tropicana  
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 I Grandi Interpreti, see Educational Media & Discocorp.  
 Grand Prix, see Sunshine Group  
 Granite Music Corp., see Criterion  
 Granny White, see World Int'l  
 Grapevine, see Grenadilla  
 Grapevine Opry, 308 Main St., Grapevine, Tex. 76051. Tel. (817) 481-3505. Mgr. Johnnie High, Promo.: Sam Owingy  
 Labels: (Owned) ASR, GO  
 Grass Mountain, see Richey  
 Grassroots Project Unlimited, PO Box 4689, San Francisco, Calif. 94101. Tel. (415) 922-3227. Owner: James Heisterkamp  
 Label: (Owned) Cable Car, Ragtime  
 Great American Music Machine Inc. (GRAM), 1130 W. Evans, Denver, Colo. 80223. Tel. (303) 922-3668  
 Label: (Owned) GRAM  
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 Labels: (Owned) Burdette, Great Northwest Music Co., Jerden  
 Great Southern Rec. Co. Inc., PO Box 13977, New Orleans, La. 70185. Tel. (504) 482-4211. Pres.: John Berthelot  
 Labels: (Owned) Bayou Blue, Great Southern, New Orleans Sound  
 Grecoophon, see Fiesta  
 Greenbush, see Lee Anderson  
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 Forrest Green Ents. Inc., 5004 W. Francis Rd., Clio, Mich. 48420. Tel. (313) 686-0189. Pres. & Disco Contact: Forrest Green, VP & Pub. Mgr.: David O. Norris, A&R Forrest Green, Rob Carter, Sales, Mktg. & Adv. Mgr.: Don F. Norris  
 Labels: (Owned) Big Willie, Forrest Green, Ranger  
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 Green Menu Recs. (div. of Green Menu Music Factory Inc.), 50 W. 57 St., New York, N.Y. 10019. Tel. (212) 489-0859/0806. Pres. & A&R: Henry Jerome, Ass't to Pres.: Don Castaldi, Treas.: Wallace Barneke, Sales & Mktg. Mgr.: Bob Blume, Pub. Marty Hoffman, VP Eng.: Ed Remusat  
 Int'l reps.: Australia (Festival), France (Barclay), Italy (CBS-Sugar), UK (London)  
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 Grenadilla Ents. Inc., 345 Park Ave. S., New York, N.Y. 10010. Tel. (212) 679-6090. Pres.: Richard Gilbert; Ass't: Ken Knight  
 Labels: (Owned) Gramercy, Grapevine, Grenadilla, Rocking Horse  
 The Gringo's Room, 244 Lackland Dr., Biloxi, Miss. 39530. Tel. (601) 388-5416/6396. Owner: Gene W. Jernigan  
 Grit, see Alshire  
 Groove Sound, see Musicor  
 Groove Soup, see Cookhouse  
 Groundhog, see Styletone  
 Grunt, see RCA  
 Guild (UK), see Worldwide Music Servs.  
 Guitar Player Recs., 20605 Lazano Dr., Cupertino, Calif. 95014. Tel. (408) 446-1105. Exec. Dir.: Jim Crockett; Mng. Dir.: Jerry R. Martin; Mktg. Dir.: Bill Kosheinsky; PR Dir.: Ernie Beyl  
 Guitarra, see DGJ  
 Gule Recs., 7070 Franklin Ave., Hollywood, Calif. 90028. Tel. (213) 876-7297. Pres.: James Goldstine, Nat'l Sales Mgr.: Harry Gordon, Promo.: Linda Gordon  
 Gusman Co., PO Box 9202, 1216 E. Broad St., Savannah, Ga. 31402. Tel. (912) 236-6733. Pres.: Waymon A. Jones, VP: Hattie J. Graham  
 Label: (Owned) Pitch  
 Gusto Recs. Inc., 220 Boscobel St., Nashville, Tenn. 37213. Tel. (615) 256-1656. Pres.: Moe Lytle, Gen. Mgr.: Steve Kountzman, A&R/Studio Div.: Tommy Hill; Nat'l Sales Mgr.: Col. Jim Wilson; Nat'l Promo. Mgr.: Gene Hughes  
 Labels: (Owned) Deluxe, Federal, Gusto, Hollywood, King, Power Pak, Starday  
 Int'l rep.: Canada (Quality)  
 Guyden, see Jamie/Guyden  
 Gwen Rec. Serv., PO Box 3388, 319 Highland Ave., Albany, Va. 31701. Tel. (912) 439-8575. Pres.: Jesse Boone, VP: Bruce Jones, VP. Promo.: Jesse Boone Jr.; Gen.

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 Ticaret), UK (Phonogram), Uruguay (EDISA), Venezuela  
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 H M R Prod'n Inc., 574 W. Court, Scotch Plains, N.J.  
 07076 Tel. (201) 889-1767. Owner: Harry M. Randel.  
 Pres.: Lillian M. Randel.  
 H N H Recs. Inc., 820 Davis St., Suite 222, Evanston, Ill.  
 60201. Tel. (312) 866-8300. Telex 289495. Owner:  
 Harvey Neil Hunt  
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 (UK), Claves (Switzerland), Ensayo (Spain), Harmonia  
 Mundi (France), Lyrita (UK), Tudor (Switzerland), Un-  
 corn (UK)  
 H R B Music, 919 Third Ave., New York, N.Y. 10022. Tel.  
 (212) 371-6040  
 H S E Recs. Inc., 1707 Church St., Nashville, Tenn. 37203.  
 Tel. (615) 320-1561. Pres. Hoyt Sullivan; VP: James  
 Lancaster  
**Labels:** (Owned) HSE, J.S.J., Ken-Tone, Sav-All, Su-Ann.  
 Hallelujah, see Cin/Kay  
 Jim Half-Gadget Starr Prod'n's, 5 Aldom Circle, West  
 Caldwell, N.J. 07006. Tel. (201) 226-0035. Owners:  
 Jim Hall, Gidget Starr  
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 Tel. (919) 736-2342. Mgr.: Donnie Jones  
**Labels:** (Owned) Bluebonnet, Cactus, Deadwood, Dy-  
 namite, Gospel, Peek, Texas, True Love  
 John Hall Recs. Inc., PO Box 13344, Fort Worth, Tex.  
 76118. Tel. (817) 281-6605.  
 John Hall, Kan., see Tempo  
 Hall of Fame Jazz, see American Album & Tape (SEE  
 ADVERTISEMENT)  
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 Halo, see Mark Five  
 Hamilton St., see Buttermilk  
 Hanna Barbera, see Promotions West  
 Hansen, see Good Sound Factory  
 Happy Day Recs. Inc., 800 N. Ridgeland Ave., Oak Park, Ill.  
 60302. Tel. (312) 848-3322. Pres.: Roger Pauly; VP  
 A&R: Vincent J. Ippolito, Nat'l Sales & Promo: Dennis  
 J. Nowak  
 Happy Fox Recs., 7188 Sunset Blvd., Suite 204, Los An-  
 geles, Calif. 90046. Tel. (213) 876-2551. Prod'r: Ron  
 Carson, Mgmt. Counselor: Mickey L. Carson, Contract  
 Admin'r: Barbara Penney; Promo Dir.: William Peele  
 Jr., A&R Dir./Mktg.: Warren Sams Jr.; Eastern Promo.  
 Consultant: Valerie Stanley; Northwest Promo. Consult-  
 ant: Virginia Ford, Annie Meadows; Southern Promo.  
 Consultant: Ida Perine, Gwendolyn Lay, Southwest  
 Promo. Consultant: Linda Lonon.  
 Happy House Prods.-Sid Kleiner Musical Ent's., PO Box  
 8265, Naples, Fla. 33941. Tel. (813) 775-2545. Mng.  
 Dir.: Sid Kleiner; Sec'y-Treas.: Trudy Kleiner  
**Labels:** (Owned) Country-King, Musi-Poe, Top-Star  
 Happy Jazz Recs. Inc., PO Box 66, Zip 78291; 522 River  
 Walk, San Antonio, Tex. 78205. Tel. (512) 225-6841.  
 Owner & Pres.: Jim Cullum Jr.  
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**Labels:** (Owned) Lawrence Herbst, Total Sound  
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Kangas  
Label: (Owned) Koo-Koo

Karass, see Jersey Coast  
Kare Recs. Inc., 1391 Oakland Park Ave., Columbus, Ohio  
43224 Tel (614) 263-4344  
Labels: (Owned) Dolejo, Kare, (distributed) Blue Ash

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 Katie the Great, PO Box 19215A Los Angeles, Calif 90019  
 Tel (213) 737-3496 Cable KATIEWEST Pres  
 Tommy Colbert, VP Josie Strother  
**Labels:** (Owned) Booths, ETC III  
 Kayette, see TK  
 Keene, see Ken Keene  
 Ken Keene Int'l, PO Box 515, St Louis Mo 63166 Tel  
 (314) 776-2278, 464-1773 Pres Ken Keene, VP's  
 Frankie Ford, Gene Miller Adv Mgr Wayne Keene  
**Branches:** New Orleans, La., PO Box 3763 Zip  
 70117 A&R Wayne Kaye—Nashville, Tenn., PO Box  
 1561 Zip 37203 Tel (615) 776-5277 VP Tom Pal-  
 lardy  
**Int'l branch:** England  
**Labels:** (Owned) Briarmeade, Burlap, Keene, Keeta, Sea  
 Cruise, (distributed) Primitive Professional Artist  
 Keepsake, see Sound Inc  
 Keeta, see Ken Keene  
 Keith, see Gwen  
 Gene Kennedy Ent's, 2125 Eighth Ave S, Nashville, Tenn  
 37204 Tel (615) 383-6002 Pres Gene Kennedy  
 VP Linda Kennedy (Distributed by World Int'l)  
**Label:** (Owned) Door Knob  
**Int'l rep.:** Canada (London)  
 Kent, see Cadet Recs  
 Ken-Tone, see HSE  
 Kenwood, see Nashboro  
 Keyboard Immortals, see Superscope  
 Kheba, see Trix  
 Kimichi, see Richey  
 Kicking Mule Recs Inc., PO Box 3233 Berkeley, Calif  
 94703 Tel (415) 452-1248 Head North American  
 Opns Ed Denson Head European Opns Stefan Gross-  
 man VP Admin Opns Noreen Nicholson  
**Labels:** (Owned) Kicking Mule, Sierra Wave  
 Kid Cuz n Rec Co., PO Box 182, Midwood Sta., Brooklyn,  
 N.Y. 11230 Tel (212) 339 3536 Mgr Jim Pelton,  
 Sales Dick Alexander  
 Kidd, see OK  
 Kidanan Recs Prod'ns, 4926 W Gunnison, Chicago Ill  
 60630 Tel (312) 545-0861 Pres Raymond Peck,  
 VP George Peck  
 Kid Stuff Recs Inc., c/o Artie Kaplan, 888 Eighth Ave New  
 York N.Y. 10019  
 King, see Gusto  
 King of Kings Rec Co., 38603 Sage Tree St., Palmdale,  
 Calif 93550 Tel (805) 947-4657 Pres & Gen Mgr  
 LeRoy Pritchett  
**Branch:** Daytona Beach, Fla., 171 Pine Have Zip  
 32014 Tel (904) 252-4849 Exec VP/Promos  
 Charles Vickers  
 King Rec Dist., 800 Gulf Breeze Ave., Gulf Breeze, Fla  
 32561 Tel (904) 932-2525 Contacts M Wax S  
 Burke F Skecker  
**Labels:** (Owned) King Sky-High  
 Kingsway, see Maranathal  
 King Walk, Box 15094 3531 Baronne St., New Orleans, La  
 70115 Tel (504) 486-1046 Pres. Earl K Johnson  
 VP Tad Jones  
**Labels:** (Owned) Down South Flambo, King Walk New  
 Orleans Soul Proud Cock, Seminar  
 Don Kirshner Entertainment Corp., 1370 Ave. of the Amer-  
 icas, New York, N.Y. 10019 Tel (212) 489-0440  
 Pres Don Kirshner Exec VP Herb Moelis, VP Music  
 Div Wally Gold, Talent Development Dir Felix Di  
 Palma Nat'l Promo Dir Mike Leventon Rec Prod'n  
 Dir Jay Siegel (Distributed by CBS)  
 Klavier Rec Co., 10520 Burbank Blvd., North Hollywood,  
 Calif 91601 Tel (213) 980-8254 Pres Harold L  
 Powell Prod'n Dir Al Richter Gen Mgr & Sales &  
 Promo Pamela K Harp, Promo Mildred Powell  
**Int'l reps.:** Canada (Almada), France (Dave-Music), Ger-  
 many (Phonogram), UK (EMI)  
 Sid Kleiner Musical Ent's, see Happy House  
 Kleis, see Herald Ass n  
 Klub, see Mark Five  
 Knight, Calif, see Cobra  
 Knight, Pa., see Crimson Dynasty  
 Koala Recs Inc., 9255 Sunset Blvd Los Angeles, Calif  
 90069 Tel (213) 278-8141 Pres Irving Kessler VP  
 Mary Kessler  
**Labels:** (Owned) Deep Roots Koala, (distributed) Lamb  
 & Lion  
 Koko Ent's Inc 888 Seventh Ave New York N.Y. 10019  
 Tel (212) 541-6880 Pres Johnny Baylor Promo  
 Dir Dino Woodard  
 Konduko, see TK  
 Koo Koo, see Kangaroo  
 Kool Kat Prod'ns Inc PO Box 176, Monsey, N.Y. 10952  
 Tel (914) 425 6040 Pres Edward M Kaplan VP &  
 Gen Mgr Sy Kaplan A&R Dir Red Weed  
**Labels:** (Owned) Emko Kool Kat, RRC Recordland  
 Kory, see Countrywide  
 Kris, see National Foundation  
 Kronos, see Peters Int'l  
 Kubaney Publ'g Corp 170 W 29 St Hialeah Fla 33012  
 Tel (305) 888-7411  
**Labels:** (Owned) Chico Discolor, Don  
**Int'l rep.:** France (Soul Posters)  
 Kudu, see Creed Taylor & Motown (partial catalog)

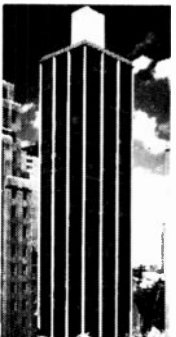
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L A Recs & Tapes PO Box 54021, Los Angeles Calif  
 90054 Tel (213) 782 6226  
 L D E, see Lee Dunne  
 L I R S Classics 72 Orange St Brooklyn N.Y. 11201 Tel  
 (212) 875 6193 Owner Ernest W Ucko  
 L J M A, see Latin & Jazz  
 L J N T S U, see Ray Lawrence  
 L K Recs 1936 N Clark St Chicago Ill 60614 Tel (312)  
 525-0810 Pres Larry Klein, Mktg Gene Strawhun,  
 Creative, Adv & Promo Larry Jashal, Int'l Rep &  
 Promo Jimmy Skence, Country Mgr John LaFevre  
**Local branch:** 1837 S Michigan Zip 60614 Tel  
 842-1371 VP A&R Cliff Rubin A&R Eng Sammy  
 Gallo  
**Labels:** (Owned) Julie Ann, LK, Spirit, Tonight

L P G, see Loypriquan  
 L R C, see Lester Radio Corp & TK  
 L R J, see Little Richie Johnson  
 L S Recs, 120 Hickory St., Madison, Tenn 37115 Tel  
 (615) 868-7172 Pres, Adv, Tape & Int'l Mgr Lee  
 Stoller, Pop A&R Mgr Charlie Black, Pub Mgr Betty  
 Gallup, Promo Mgr Jack Andrews Country Dir Dan  
 Willis (Distributed by GRT)  
**Labels:** (Owned) LS, (distributed) UEC  
 Laboratory Series, see Sonic Arts  
 Lad, see TH  
 Laff Recs, 4218 W Jefferson Blvd Los Angeles, Calif  
 90016 Tel (213) 737 1000  
**Labels:** (Owned) AJ, Ala, Blues Spectrum Dingo, Hawk  
 Sound, Laff  
 Lakco Rec Co., 3902 N Ashland Ave., Chicago, Ill 60613  
 Tel (312) 281-4413 Owner Leon A. Kelert Sales &  
 Mktg Lynne Ludy  
**Labels:** (Owned) Blackbird, Claremont, Philips-Dutch  
 Swing College Band  
 Lake Country Music, PO Box 1073, Graham Tex 76046  
 Tel (817) 549-5118 Owner & Pres Larry Wooldridge,  
 Mgr Mark House  
 Lake County (Switzerland), see Domino  
 La Louisianne/BooRay Rec Dist's, 707 Stevenson St., Lafa-  
 yette, La 70501, Tel (318) 234-4118  
**Labels:** (Owned) BooRay, La Louisianne, Tamm, (distrib-  
 uted) Goldband  
 Benjamin Lambert, see AcoustoGraphic  
 Lamb & Lion, see Koala & Sonrise  
 Landers-Roberts Inc., 9255 Sunset Blvd., Los Angeles Calif  
 90048 Tel (213) 550-8819  
**Label:** (Owned) Mums  
 Land of Lincoln, see Chi-Town  
 Land O' Jazz Recs., PO Box 26393 New Orleans La  
 70126 Tel (504) 241-4246 Chief Exec Plato Smith  
**Labels:** (Owned) BooRay, La Louisianne, Tamm, (distrib-  
 uted) Goldband  
 Lanor Recs., 329 N Main, Church Point, La 70525 Tel  
 (318) 684-2176 Owner & Mgr Lee Lavergne, Ass't  
 Linda Bellard  
**Int'l rep.:** UK (Swift)  
 Lanta, see Atterram  
 Largo, see GNP Crescendo  
 Lark, see Major Rec'g Co  
 Larrikin (Australia), see Rounder  
 Lars, see Peters Int'l  
 Latin Int'l, see Discos Latin  
 Latin & Jazz Musicians Ass n Ltd. (LJMA), PO Box 1005,  
 Englewood Cliffs, N.J. 07632, Tel (201) 342-8875  
 Mng Dir & A&R Clancy Morales Sec'y-Treas Jackie  
 Morales Sales Promo & Pub Jimmy & Hector Fel-  
 ciano  
**Labels:** (Owned) Maranta, Spear  
**Int'l reps.:** Argentina (PhonoMusical), Belgium (Basart),  
 Brazil (Pirate), Japan (Seven Seas), Netherlands (Basart  
 in Belgie) Singapore (Kwang Sia) UK (Groover)  
 Latin Movement, see TR  
 Latin Percussion Ventures Inc., 454 Commercial Ave., Pal-  
 mades Park, N.J. 07650 Tel (201) 947-8067 Pres.  
 Martin Cohen  
**Labels:** (Owned) Latin Percussion Ventures Turnstyle  
**Int'l reps.:** Australia (Billy Hyde), France (J. Caelel)  
 Netherlands (Alberto DeHond), Switzerland (Core)  
 Laurie Recs Inc., 20 F Robert Pitt Dr., Monsey, N.Y. 10952  
 Tel (914) 425-7000 Pres & Treas Robert M  
 Schwartz VP Gene Schwartz Sec'y Eliot Greenberg  
 VP Sales Ernest Maresca Promo & Sales Warren  
 Gradus  
 La Val Rec Co., 226 N. Burdick, Kalamazoo, Mich 49006  
 Tel (616) 342 5328 Pres Vic La Val, Disco A&R Tico  
 Taylor Nat'l Sales Mgr Vincent Taylor Promo Val  
 Taylor Harry Whited  
**Branch:** San Francisco, Calif., 1218 Hollister St Zip  
 94124 Tel (415) 467-5157  
**Labels:** (Owned) La Val, Smile, Vic, (distributed) Soul  
 Set  
 Ray Lawrence Ltd PO Box 1987, Studio City Calif 91604  
 Tel (213) 552 1000 Pres, Ray Lawrence VP Jeff  
 Lawrence  
**Labels:** (Owned) Dobre, Jam Session, LJ-NTSU, Mi-  
 lagro, (distributed) AMP, BBP, Bel-Ad, Contrast, Cracker  
 Barrel, Earl Home Comfort, Jucu Lush, Marquee,  
 Roast, Seabreeze, Tablight, Uncle Bear Vegas  
 Leader (UK), see Rounder  
 Le Cam, see Christ  
 Legacy, see Owl Rec Co  
 Legrand, see Legrand-Norfolk  
 Legrand-Norfolk Int'l, 177 Rt. 304, New City, N.Y. 10956  
 Tel (914) 634 5101 Cable ROCKMASTAS Pres  
 Frank Guida, VP Carmela Guida, Sec'y-Treas. Pearl  
 Frank  
**Branch:** Norfolk, Va., 317 Granby St Zip 23510 Tel  
 (804) 625-3470  
**Labels:** (Owned) Legrand, Norfolk-Int'l, Peanut Country,  
 SPQR  
 Lehua, see Surfside Hawaii & World Int'l  
 LeMans Rec Co 331 Triangle Rd Somerville N.J.  
 08876 Tel (201) 359-5520 Pres Chestelle Goydish,  
 VP Bernard Gnydish  
 Lemon, see National Recs  
 Len Mat Sound Music, 24 Louis Pl., Brooklyn, N.Y. 11233  
 Tel (212) 467-2246 Bd Chm James H Givens,  
 Pres Allan L Matthews Jr  
 Lester Radio Corp 515 Madison Ave., New York, N.Y.  
 10022 Tel (212) 688-1224 Partners Sonny Lester,  
 Bud Katzel (Distributed by TK)  
 Mark Levinson Acoustic Rec'gs Ltd., 55 Circular Ave., Ham-  
 den Conn 06514 Tel (203) 281 6333  
 Libelula, see Safari  
 Librio, see Old Dominion  
 Library of Congress, Music Div., Recorded Sound Section,  
 Washington, D.C. 20540 Tel (202) 426-5509 Music  
 Div Acting Chief Donald L Leavitt Recorded Sound  
 Head Robert B Carneal, Bus Mgr Samuel Brylawski  
 Lifesong/Goldiggers, see Lifesong  
 Lifesong Recs Inc, 488 Madison Ave., New York, N.Y.  
 10022 Tel (212) 752-3033 Pres Terry Cashman  
 Exec VP Philip S Kuntz, VP Tommy West, Artist  
 Development Dir Alan Hecht (Distributed by CBS)  
**Branch:** Los Angeles, Calif., 9229 Sunset Blvd Zip  
 90069 Tel (213) 278-4300

**Labels:** (Owned) Lifesong, Lifesong/Goldiggers  
**Int'l reps.:** Australia (RCA), Benelux (Aniolo-Eurodisc in  
 Netherlands), Brazil (Top Tape), Canada (Polydor), Ger-  
 many (Aniolo-Eurodisc), New Zealand (RCA), UK (GTO)  
 Lifetime Rec'gs, 314 S Goodman St Rochester, N.Y.  
 14607 Tel (716) 244-7526 Owner Lester W Os-  
 band  
**Labels:** (Owned) Joker, Lifetime, Lyndell  
 Light, see Word  
 Lighthouse Recs., 65 Lovel Ave San Rafael, Calif 94901  
 Tel (415) 454 2898 Pres Craig Smith  
 Lightning, see Crimson Dynasty  
 Lil' Possum, see Candy  
 Lindberg Recs, 1445 Sunset Ridge Rd, Glenview, Ill  
 60025 Tel (312) 729-2047 Pres Sven Lindberg,  
 VP Bjorg Larsen, Pop A&R Elizabeth Lisa, Sales Mgr  
 Frank Three  
**Labels:** (Owned) Dansk-Disk Lindberg Norsk-Disk  
 Scandinavian, Svensk-Disk  
 Lineman, see Nationwide Sound  
 Lions Den, see Stacy-Lee  
 Lisa, see Arzee  
 Lisboa, see Penco  
 Listening Library Inc., 1 Park Ave., Old Greenwich Conn  
 06870 Tel (203) 637-3616  
**Labels:** (Owned) Listening Library, (distributed) Argo  
 Caedmon, Columbia, Everest, Folkways, London, RCA,  
 Spoken Arts (all educational product)  
 Little Angel Recs., 1844 Westhime Ave Westwood Calif  
 96137 Tel (213) 475-9471  
 Little David Recs Co Inc, 9229 Sunset Blvd Suite 901,  
 Los Angeles, Calif 90069 Tel (213) 278 7981 VP  
 Flip Wilson; VP Mktg Ben Hurwitz (Distributed by At-  
 lantic)  
 Little Giant Recs., Box 205, White Lake, N.Y. 12786 Tel  
 (914) 583-4471 Pres Mickey Barnett  
 Little Nashville, see Don D Sheets & Nationwide Sound  
 Little Richie, see Little Richie Johnson  
 Little Star Recs (div of Barnum Entertainment) 723 N Se-  
 ward, Los Angeles, Calif 90038 Tel (213) 462-0723  
 Loadstone & Open Rec Co Inc., 163 Orizaba Ave, San  
 Francisco, Calif, 94132, Tel (415) 334-2247 Pres &  
 Bd Chm Walter C Stone, VP & Sec'y-Treas Albert  
 Veal VP Talent Co-ord James LeBlanc, Nat'l Promo  
 Richard Cook Reg'l Sales, Talent Scout Charlie Hines  
 Pub & Adv Michael Moeller  
**Labels:** (Owned) Loadstone, Open  
 L'Oiseau-Lyre, see London  
 London Pro Musica (UK), see Worldwide Music Servs  
 London Recs Inc., 539 W 25 St New York N.Y. 10001  
 Tel (212) 675-6060 Cable FULLRANGE Pres D H  
 Toller-Bond, Exec VP Terry McEwen, VP Finance J E  
 Stricker, VP Pop A&R Walt Maguire, Nat'l Sales Mgr  
 Stu Marlowe, Pop Prod Mgr Don Wardell, Classical  
 Prod Mgr Richard Rolfeisen Nat'l Promo Mgr Bob  
 Parva Nat'l Classical Sales Mgr John Harper  
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**Int'l reps.:** Argentina (EMI-Odeon), Australia (EMI), Austria (Musica Schallplatten), Barbados (West Indies Recs.), Belgium (Fonior), Bolivia (Discolandia Dueri), Brazil (EMI-Odeon), Chile (EMI-Odeon), China (Infair), Colombia (Importaciones Daro), Costa Rica (Indica), Denmark (Nordisk Polyphon), Dominican Republic (La Guarachita), Ecuador (Emporio Musical), El Salvador (Indica), Finland (Finnlevy), France (Sofrason), Guatemala (Indica), Greece (Music Box), Honduras (Indica), Hungary (Kultura), India (Gramophone Co.), Ireland (Irish Rec Factors), Israel (Symphonia), Jamaica (WIRL), Japan (King), Kenya (Phonogram), Korea (Sung Eum), Mexico (Peerless), Netherlands (Phonogram), New Zealand (EMI), Nicaragua (Indica), Norway (Phonogram), Pakistan (EMI), Panama (EMI), Peru (Industrias Electricas), Philippines (Super), Portugal (Valentim de Carvalho), South Africa (Gallo), Spain (Columbia), Sweden (Electra), Switzerland (Musikvertrieb), Turkey (Melodi), Uruguay (Clave), Venezuela (Palacio de la Musica), Yugoslavia (Jugoton).

London Times, see Communication Institute.  
 Lone Star Recs., PO Box 3963, Austin, Tex. 78764 Tel. (512) 443-0000 Chm Willie Nelson, Pres. Guerry Massey, Exec. VP Larry Trader, Comptroller Wes Day, PR Harry Zerler, (distributed by Phonogram)

Longdivity, see Rounder.  
 Longhorn Ballroom Inc., 216 Corinth, Dallas, Tex. 75207 Tel. (214) 428-3128

Long Neck Recs., 6004 Bull Creek Rd., Austin, Tex. 78757 Tel. (512) 451-6764 Pres. & Mng. Partner Bobby Earl Smith, Partner Alvin Crow, A&R Herb Steiner, Nat'l Radio Promo, Joe Gracey, Pub. Dir. Joe Nick Patoski.

Lotus Music Corp., PO Box 2446, Toluca Lake, Calif. 91602 Tel. (213) 763-2300 Pres. Lyman Mitchell.  
**Branch:** Nashville, Tenn., PO Box 2151, Zip 37214 Mgr. Michelle

Louisiana Hayride Recs. Inc., 1708 Grand Ave., Nashville, Tenn. 37212 Tel. (615) 244-1322 Pres. David Kent; Gen. Mgr. Lee Morris (distributed by World Int'l)  
 Louisville Orchestra First Edition Recs., 333 W. Broadway, Louisville, Ky. 40202 Tel. (502) 587-8681

Katz, see Glolite.  
**Label:** (Owned) First Edition

Loyal, see OK.  
 Loypriquan Ltd., 39 W. 55 St., New York, N.Y. 10019 Tel. (212) 586-3350 Cable LLOYDPRICE Pres. Lloyd Price, A&R Dir. Nathaniel Adams, Promo. Dir. Rudy Lucas, Controller Debra Martinez Franqui.  
**Labels:** (Owned) LPG, TPM, (distributed) Marina

Luau, see Buddie.  
 Luba Recs., PO Box 42696, Las Vegas, Nev. 89104 Tel. (702) 451-4648 Pres. Stephen Drechsler, Promo. Dir. Roman Kozak

Danny Luciano Prod'n's, 1 Jeffro Plaza, Suite 206, 2655 Philmont Ave., Huntington Valley, Pa. 19006 Tel. (215) 847-7743 Pres. Danny Luciano, Talent Co-ord. Ray Royal, A&R Joe Fortunato, Promo. Lou Mele.  
**Labels:** (Owned) Molly, Spiral

Lucifer Recs. Inc., PO Box 263, 37 Woodside Ave., Hasbrouck Heights, N.J. 07604 Tel. (201) 288-8935 Pres. Ron Luciano, VP. Ed Capone, A&R Al Corrin, Sales & Mktg. Ron Michaels, Pub. Tom Samuels, Adv. Artene Patriano, Promo. Joe Merlino

Lucky Man Music, see American Cowboy Songs.  
 Lucky's Kum-Ba-Ya Recs., Box 6, Brohman, Mich. 49312 Tel. (616) 689-6886 Owner. Rosswell H. Fulton Sr.  
 Lunix, see Glolite.

Lush, see Ray Lawrence.  
 Lyndell, see Lifetime  
 Lyrichord Discs Inc., 141 Perry St., New York, N.Y. 10014 Tel. (212) 929-8234 Pres. Peter Fritsch, Int'l Sales Mgr. Mike Schrom.

**Labels:** (Owned) Eterna, Experience Anonymes, Lyrichord  
 Lyrita (UK), see HNH



MBA Prod'n's, 8914 Georgian Dr., Austin, Tex. 78753 Tel. (512) 836-3201  
**Label:** (Owned) Darva

MCA Recs. Inc., 100 Universal City Plaza, Universal City, Calif. 91608 Tel. (213) 985-4321 Cable MUSICOR Pres. Mike Matland, VP Admin. Lou Cook, VP A&R Denny Rosencrantz, VP Bus. Affairs David Jackson, VP

Promo. Stan Bly, VP Nat'l Dist'n Sam Passamano, VP Sales Jeff Scheible, VP Opns. George Jones, VP Mktg. Servs. Bob Siner, VP Admin. Arnold Stone, VP Artist Relations & Pub. Joan Bullard, VP Creative Servs. George Osaki, VP Purchasing Vince Duffy, VP Mfg. Dan Westbrook, VP Rec'g Opns. Brent Albright  
**Branches:** New York, N.Y., 445 Park Ave. Zip 10022 Tel. (212) 759-7500 VP George Lee, Pub. Lynn Kellerman, Phil DiMuro—Nashville, Tenn., 27 Music Square E Zip 37203 Tel. (615) 244-8944 VP Chic Doherty, Pub. Kelly DeLaney, Susan Roberts  
**Int'l branch:** Canada.

**Distribution branches:** Los Angeles, San Francisco, Calif., Denver, Colo., Miami, Fla., Atlanta, Ga., Chicago, Ill., Baltimore, Md., Boston, Springfield, Mass., Detroit, Mich., Minneapolis, Minn., St. Louis, Mo., Collingswood, N.J., New York, N.Y., Cincinnati, Cleveland, Ohio, Nashville, Tenn., Dallas, Tex., Seattle, Wash. (See Record & Tape Wholesalers section for complete listings).

**Labels:** (Owned) Coral, MCA, (distributed) Goldhawk, Midson Int'l, Rocket

**Int'l reps.:** Argentina (Phonogram), Australia (Astor), Austria (Amadeo), Belgium (EMI), Bolivia (Discolandia), Brazil (Phonogram), Chile (Philips), China (Taiwan Kolin), Colombia (Philips), Denmark (Polydor), Ecuador (Fedisos), El Salvador (LEO), Finland (Finnlevy), France (Barclay), Germany (Metronome), Greece (Emal), Hong Kong (Polydor), India (Gramophone), Iran (CBS), Israel (CBS), Italy (Ricordi), Japan (Victor), Korea (Sung Eum), Lebanon (SLD), Mexico (Polydor), Netherlands (EMI), New Zealand (Phonogram), Norway (Polydor), Panama (Prom-Disko), Peru (El Virrey), Philippines (Home), Portugal (Phonogram), Singapore (Phonogram), South Africa (Gallo), Spain (Fonogram), Sweden (Polydor), Switzerland (Polydor), Turkey (Melodi), UK (EMI), Uruguay (EDISA), Venezuela (Polydor), West Indies (Record Specialists). (SEE ADVERTISEMENT)

M C W, see Music City Workshop  
 M E A, see Danny Antell  
 M F M Y, see Maynard Ferguson  
 M G M, see Polydor  
 M H, see IRDA

M J Rec'g Inc., Dodge, Neb. 68633 Tel. (402) 693-2379 Pres. Joe Spellerberg Jr., Mgr. & Buyer Jo Ann Sobczak.

**Label:** (Owned) Czech

M M O Music Group Inc., 43 W. 61 St., New York, N.Y. 10023 Tel. (212) 245-4861 Pres. Irving Kratika, VP Morton C Hillman, Prod'n & Promo. Mgr. Kevin Yatarola, Promo. Dir. Andrew Sussman, Eastern Reg'l Sales Mgr. David Kratika

**Branch:** North Hollywood, Calif., 13012 Satcoy St. Zip 91605 Tel. (213) 765-6600 Mgr. Charles Goldberg  
**Labels:** (Owned) Aural Explorer, Choice, Classic Jazz, Inner City, Music Minus One  
**Int'l rep.:** Canada (Almada)

M O R G, see Discocorp  
 M R C, see Major Rec'g Co.

M S I Rec'g Studios Inc., 6015 Pleasant Ave. Pennsauken, N.J. 08110, Tel. (609) 662-2263, Pres. John D Anastasio, VP Anthony J. Papa, Sec'y Thom D Anastasio, Sales & Mktg. Andy Ditaranto  
**Label:** (Owned) Ocean

M S K Prod'n's Inc., 8880 Hubbell Ave., Detroit, Mich. 48228 Tel. (313) 272-1484 A&R Chet Kajeski.

M S R Int'l Ltd., PO Box 126, Waban 02168, 1455 Commonwealth Ave. Brighton, Mass. 02135 Tel. (617) 783-0518 Chm. & Pres. Alan J. Schvek; A&R Dir. Barry Cohen.

**Labels:** (Owned) MSR Int'l, Morocco  
 M V P, see Polydor  
 M X, see All Platinum

Mace, see Springboard.  
 Madison Music Ltd., see McKinnon  
 Madonna, see Charma  
 Magda, see Marsal.

Magic Minstrel, see Florida Independent & Indi.  
 Lee Magid Inc., 19657 Ventura Blvd., Tarzana, Calif. 91360 Tel. (213) 996-6620 Cable LEEMAG

Magna-Glide Rec. Corp., 323 E. Shore Rd., Great Neck, N.Y. 11023 Tel. (516) 482-5930 Pres. Jerrold Kasenetz, VP Jeffrey Katz, A&R Jerrold Kasenetz, Jeffrey Katz, Peter Kraft, Sales, Mktg. & Tape Cynthia Vee  
 Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills, Mich. 48024 Tel. (313) 477-6066 Pres. Andre A. Blay, Sales Mgr. Bob Vandegrift.

Magnet, see Safari  
 Maggie (UK), see Rounder  
 Mahalo, see Surfside Hawaii.

Mahogany Recs. (sub. of Mahogany Multimedia Inc.), 6565 Sunset Blvd., Los Angeles, Calif. 90028 Tel. (213) 466-4373 Bd. Chm. Jamie Brazzel Watts  
 Mainstream Recs. Inc., 175 Great Neck Rd., Great Neck, N.Y. 11021, NYC Tel. (212) 247-0655 Cable MAIN-MUSIC  
**Labels:** (Owned) Mainstream, (distributed) Brown Dog, IX Chains

Maison de Soul, see Flat Town  
 Majega Recs., 240 E. Radcliffe Dr., Claremont, Calif. 91711 Tel. (714) 624-0677 Pres. & A&R Dir. Gary Buckley, VP & Mktg. Mark Aurelius, VP Sales Jerry Roark

Major Label Recs., 6876 Alloway E., Worthington Ohio 43085 Tel. (614) 846-2026 Pres. Richard Deitch  
 Major Rec'g Co., PO Box 2072, Waynesboro, Va. 22980 Tel. (703) 942-0106 Owner John H. Major

Major  
**Labels:** (Owned) Lark, MRC  
 Major, Mich., see We Prod'n's  
 Major, N.Y., see Thomas J. Valentino  
 Malaco Inc., 3023 W. Northside Dr., Jackson, Miss. 39213 Tel. (601) 982-4522 Pres. Tom Couch, VP Wolf Stephenson A&R James Stroud, Promo. Dir. Joe Lewis (distributed by TK)  
**Labels:** (Owned) Chimneyville, Malaco

Mandey, see IRDA.  
 Mandy Kaye, see World Int'l  
 Mango, see Island.

Manhattan Recs., 40W 57 St., New York, N.Y. 10019 Tel. (212) 586-0599 Pres. Charles Koppelman, Exec. VP Martin Bandier, Promo. Jim Benci, Mktg. Dir. Artie Kornfeld, Prod. Mgr. Susan Goldman, A&R Dir. Gary Klein, (distributed by United Artists)

**Branch:** Los Angeles, Calif., 6430 W. Sunset Blvd., Suite 803 Zip 90028 Tel. (213) 466-6127 VP West Coast Activities Jay Warner

Mankind, see Nashboro  
 Manna Recs., 2111 Kennerre, Burbank, Calif. 91504 Tel. (213) 843-8100

Mansion, see Sweetson.  
 Maranta, see Latin & Jazz

Maranatha Music Inc., PO Box 1396, Costa Mesa 92626, 2902 W. Garry, Santa Ana, Calif. 92704 Tel. (714) 979-8536 Gen. Mgr. Chuck Fromm, Sales Dir. Charlie Shaw, Creative Servs. Dir. Dave Swaney, A&R & Publ'g Dir. Tom Coomes, Studio Opns. Dir. Ted Bleyemyer

**Labels:** (Owned) Kingsway, Maranatha!  
 Marathon, see Polydor  
 Mardi Gras, see Fania

Maria Recs., 6601 Broadway, Bronx, N.Y. 10471 Tel. (212) 549-0502 Owner/Pres. John Clark

**Marianne, see Spiral.**  
 Marilu Recs., PO Box 6886, Loiza Sta. Santurce, P.R. 00914 Tel. (809) 727-1348

Marina, see Loypriquan.  
 Marjor Recs. Inc., 159 Easton Rd., Sharon, Pa. 16146 Tel. (412) 347-4726

Mark Five Rec'g, 10 Michael Dr., Greenville, S.C. 29610 Tel. (803) 269-3961, (distributed by Herald Ass'n)

**Labels:** (Owned) Halo, Klub, Mark Five, Mastertone

Marlin, see TK  
 Marlo Rec. Co., Box 49, RD 1, Utica, N.Y. 13502 Tel. (315) 724-0895 Owner & Pres. Marlo Ketchum; Music Co-ord. Slim Pinks; VP & Mgr. Floyd Ketchum

**Label:** (Owned) ARA  
 Marquee, Va., see East Allegheny.  
 Marquee, Calif., see Ray Lawrence.

Marsal Prod'n's Inc., 2015 Castroville Rd., San Antonio, Tex. 78237 Tel. (512) 433-9351 Pres. Antonio J. Mendendez, 1st VP Larry Ruenez, 2nd VP Felix Elizondo, Sec'y-Treas. & Gen. Mgr. Pat Alvarado

**Branch:** Los Angeles, Calif., 2854 W. Pico Blvd. Zip 90006 Tel. (213) 737-3771 Mgr. Celia Camacho  
**Labels:** (Owned) Del Rio, Magda, Sonido Int'l

Mars La Tour, see Atteram.  
 Marton, see Discostar

Marullo Prod'n's Inc., 1121 Market St., Galveston, Tex. 77550 Tel. (713) 762-4590 Pres. A.W. Marullo Sr., VP A.W. Marullo Jr., Pop & Country A&R Mark Allen, George Lee, Sales & Promo. Mgr. Russ Reeder  
**Labels:** Red Dot, Ro Tab

Marycords, Box 48, Powers Lake, N.D. 58773 Pres. Rev. F.J. Nelson, Sec'y-Treas. Mrs. James Smith

Master Disc Recs. & Tapes, 711 E. Walnut St., Suite 209, Pasadena, Calif. 91101 Tel. (213) 796-1600 Pres. Calvin M. Taylor

Master 5, see AVI.  
 Master Linguist, see R D Cortina

Masterpiece, see Sine Qua Non.  
 Masterscores, 1335 N. Detroit, Suite 103, Hollywood, Calif. 90046 Tel. (213) 874-5766 Pres. & Prod'r LaMont Johnson

Mastertone, see Mark Five.  
 Mavi, see Fania

Maycon Recs. Co., 5306 W. Columbia Ave., Philadelphia, Pa. 19131 Tel. (215) 877-8760 Pres. Mae Connelly, A&R & Promo. E. B. Connelly, Sec'y-Treas. & Gen. Mgr. Charmelle Connelly

Mayhams Collegiate Recs., PO Box 46, Morning Side Sta., Zip 10026, 135 Hamilton Pl., Suite 6B, New York, N.Y. 10031 Tel. (212) 368-7275 Pres. & Gen. Mgr. N.B. Mayhams Sr., VP & Ass't Mgr. Shirley A. Mayhams, Ass't VP & Mgr. N. Smalls Mayhams Jr., Pub. Adv. & Promo. Norris Mayhams

McDowell Recs., 828 S. Lawrence St., Montgomery Ala. 36104 Tel. (205) 264-2155 Owner Harry McDowell  
**Labels:** (Owned) Big Gospel, McDowell

McKinnon Pictures/Rec. Co., PO Box 691, Reading, Pa. 19601 Tel. (215) 372-7361 Pres. Leonard McKinnon, Ass't to Pres. Ann McLean, Latin Disco Dir. Phyllis Gray  
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McLain Family Band, CPO 1322, Berea, Ky. 40404 Tel. (606) 986-8111 Pres. Raymond McLain  
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 Melodias Continentales, see Rivera  
 Melodiya/Angel, see Capitol  
 Melodiya/Columbia, see CBS  
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 Merry Elf, see Argus  
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 Milestone, see Fantasy/Prestige/Milestone/Stax  
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 Mill City Recs., PO Box 3759, Minneapolis, Minn 55403 Tel (612) 452-2105, Rec'g Head Alan L. Heigl  
 Millennium Recs., 3 W. 57 St., New York, N.Y. 10019 Tel (212) 759-3901 Pres. Jimmy Jenner (Distributed by Casablanca)  
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**Int'l rep.:** Europe (A&R Int'l in Germany)  
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 Minstrel, see Collegium  
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 Mira, see Educator  
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 Mistleroe, see Springboard  
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 Mitchell Rec'g & Music Publ'g Co. Inc., Box 67 Rt. 7, Ridge Rd., Columbus, Miss 39701 Tel (601) 327-4932 Pres. W.B. Mitchell; Exec VP & Bus Mgr. M.A. Mitchell, VP & Artist Development Dir. A. Keith Mitchell, Creative Div. (A&R) Dir. Van T. Mitchell  
**Labels:** (Owned) His-Way, Mitchell, Vimla  
 Mobile Fidelity Sound Lab, PO Box 2157, Olympic Valley, Calif 95730  
 Mod-Art Recs. (div of Mod-Art Prod'g Co. Inc.), 10358 S Forest Ave., Chicago, Ill 60628 Tel (312) 264-2463 Pres. Chuck Sibit, VP's Thomas Ross, Thomas Graddy  
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 Modern Sound Studio Prod'ns Inc., 413 N. Parkerson Ave., Crowley, La 70526 Tel (318) 783-1601  
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 Moonstone, Fla., see Jemkl  
 Moonstone Int'l Recs., PO Box 946, Hollywood, Calif 90028 Tel (213) 761-9679, Dirs. Jeff Oxman Marko Perko, Mktg Mgr. K. Dossat, Promo Mgr. Chuck Siler, Int'l Mgr. J. Billingsley  
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**Int'l reps.:** Greece (Seagull), UK (Contempo, Gull, Sun-Pacific)  
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**Labels:** (Owned) Neon, (distributed) Jaybird, Wesley  
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 New Day, see QCA in Ohio & Word  
 New Dimension Recs. Inc., 218 W. Broad St., Statesville, N.C. 28677 Tel (704) 873-0706 Pres. Charlotte McSwain, VP John Hope, Sec'y-Treas. H. Cowles Bristol  
 New Directions, see Dimitri  
 New Horizon, see Owl Rec. Co.  
 New-Mex, see Godell  
 Newworld Media, Rt. 175, South Blue Hill, Me. 04615 Tel (207) 374-5539 Owner/Pres. Noel Paul Stooky, Studio Mgr./Eng. Stu Davis, Sales/Promo. Louis Mitchell, Sec'y/Treas. Elaine Sutherland (distributed by Sparrow)  
**Int'l reps.:** Australia (Spotlight), UK (Word)  
 New Orleans Recs., 915 Lousa St. New Orleans, La. 70117 Tel (504) 949-2911 Partner Clive Wilson, **Branch:** Chicago, Ill., 5259 W. Dakin Zip 60641 Tel (312) 282-5111 Partner Paige Van Vorst  
 New Orleans Soul, see King Walk  
 New Orleans Sound, see Great Southern  
 NewPax, see Paragon & Word  
 Newport, see Old Dominion  
 New Sound, see Accent  
 New Spirit Prod'ns. Inc., PO Box 10, Talking Rock, Ga. 30175 Tel (404) 337-2201 Pres. Curtis L. Smith, VP Sec'y Jimmy Ginn, VP Treas. David Jackson  
**Branches:** Atlanta, Ga., 125 Simpson St. Zip 30303 Tel (404) 522-8460—New York, N.Y., 100 W. 72 St. Zip 10024 Tel (212) 799-1448  
 New Wine Prod'ns., PO Box 544, Lomita, Calif. 90717 Tel (213) 326-8466 Owner & Pres. G. Nelson Stringer  
 New World Recs., 2309 N. 36 St. Suite 111, Milwaukee, Wis. 53210 Tel (414) 442-3641 Pres. Marvell Love II, VP Gil Caple  
 New World, N.Y. see Recorded Anthology & Peters Int'l  
 Newzophone, see AcoustoGraphic  
 Nine, see Westbound  
 IX Chains, see Mainstream  
 1984, see Miller & Kreisel  
 Nirvana Recs., 1145 Green St., Manville, N.J. 08835 Tel (201) 725-4366 Pres. & Gen. Mgr. Marc Zydiar VP & A&R Mary Ellen Clark  
 Nitfol Ents., 1502 S. Boulder 10 K Tulsa Okla. 74119

Tel (918) 587-8945 Pres. & Gen. Mgr., Dick Loftin.  
**Label:** (Owned) NRC  
 Noble Turkey Recs., 1925 Otay Lakes Rd., Chula Vista, Calif. 92010 Owner William Scott Kidd  
 No Gap, see Zim  
 No Holds Barred, see Request  
 Nomad, see Vanguard  
 Nonesuch, see Elektra/Asylum/Nonesuch  
 Noodle Recs. Corp., 39 W. 55 St., New York, N.Y. 10019 Tel (212) 249-4604 Cable VERSATILE Pres. Michael S. Gusick  
**Labels:** (Represented) Disco Int'l, Greedy, Gull (UK), MCP, Playboy (all for Latin America); Springboard Int'l (for Argentina, Bolivia, Central America, Colombia, Dominican Republic, Mexico, Panama, Peru, Uruguay, Venezuela)  
 Norfolk-Int'l, see Legrand-Norfolk  
 Norsk-Disk, see Lundberg  
 North American Music Inds. Inc., 300 Brook St., Scranton, Pa. 18501 Tel (717) 346-9781  
**Label:** (Owned) NAMI  
 Northern Light, see Fire Sign  
 Northstar Studios Inc., PO Box D. 1831 1/2 Pearl St., Boulder, Colo. 80302 Tel (303) 442-2001  
 North Street Prod'ns. Ltd., 1757 N. Mohawk, Chicago, Ill. 60614 Tel (312) 751-0291 Pres. Richard H. Francisco; VP Randa Francisco, Sec'y Jean Witt  
 Nostalgia, see Sonic Arts  
 Nostalgia Lane Inc., 211 W. 56 St., New York, N.Y. 10019 Tel (212) 582-5390 Co-Owners Lee Halpern, Nina Mattikow, Comptroller Harry Ringler. **Local branch:** 221 W. 57 St. Zip 10019 (SEE ADVERTISEMENT)  
 Nova-Sol, see Suncat  
 Novola-Zafiro, see Coco  
 Now, N.J., see Argus  
 Now Calif., see Original Sound  
 Nucleus Recs., PO Box 111, Sea Bright, N.J. 07760 Tel (201) 222-3947 Pres. Robert N. Bowden; Sec'y Jean Schweitzer  
 Nuevo, see Rangel  
 = 1 Rec. Co.—distributed by Big Tree through Atlantic  
 No. 1, see Discos Latin  
 Nu-Sound Recs., 4701 Trousdale Dr., Nashville, Tenn. 37220 Tel (615) 385-3726 Pres. R. Hayes  
 NuTop Rec. Inc., 2439 S. Dorsey, Tempe, Ariz. 85282 Tel (602) 277-2132  
 Nu-Trail Rec. Co., 10015 W. Eight Mile Rd., Franksville, Wis. 53126 Tel (414) 835-4622 Owner: Mary Hribar, Pres. & Gen. Mgr. Tommy O'Day (distributed by World Int'l)  
**Branch:** Nashville, Tenn., 22 Music Square W. Zip 37203 Tel (615) 256-3351 Prod'r Gene Kennedy  
 Nutshell, see Institute for Language Study



Olenik Recs., G-10282 N. Saginaw Rd., Cho. Mich. 48420 Tel (313) 866-9644 Owner Nicholas H. Olejnik  
**Label:** (Owned) Song Request Magazine  
 Olinger Music Prod'ns., 11110 Los Alamitos Blvd., Suite 215, Los Alamitos, Calif. 90720 Tel (213) 431-5013  
**Label:** (Owned) OMP  
 Olive Branch, see Park Avenue  
 Olivia Recs. Inc., 2662 Harrison St., Oakland, Calif., 94612 Tel (415) 835-9620 Pres. Judith Dlugacz; VP Kate Winter, Sec'y Jennifer Woodul; Treas. Ginny Brooks, Promo Dir. Liza Williams, Dist'n Mgr. Robin Brooks, Staff Prod'r Linda Tillery; A&R Dir. Meg Christian; Financial Dir. Michele Clinton; A&R Mgr. Mary Watkins, Teresa Trull  
**Labels:** (Owned) Olivia, (distributed) Deep River, Sister Sun, Thunderbird, Trish Nugent, Windgap  
 Omni Recs. & Tapes, 540 Madison Ave., New York, N.Y. 10022 Tel (212) 751-1345 (distributed by Island)  
 Omnisound Inc., Delaware Water Gap, Pa. 18327 Tel (717) 476-0550 Pres. Ernest Farmer, VP Robert Schell, Mgr. Yoshio Inomata  
**Branch:** Lawndale, Calif., PO Box 67 Zip 90260 Tel (213) 679-1038  
 Ondas, see Indi  
 Open, see Loadstone & Open  
 Open Channel Sound Co., see SRI  
 Operation Golden Hawk, see Crimson Dynasty  
 Opus Recs. Inc., 11466 San Vicente Blvd., Brentwood, Calif. 90049 Tel (213) 826-8325 Pres. Norman Goodwin, VP-A&R Dir. Ilyia Bond  
**Label:** (Owned) Metric  
 Orbit Recs., 100 Harvard Ave., Gadsden, Ala. 35901 Tel (205) 546-6906 Pres. Ray McGinnis  
 Orfeon Recs. Inc., 2837 W. Pico Blvd., Los Angeles, Calif. 90006 Tel (213) 737-1223  
**Home office:** Mexico, Discos Mexicanos SA  
**Branch:** New York, N.Y., 689 10 Ave. Zip 10036 Tel (212) 581-4639  
**Labels:** (Owned) Dimsa, Orfeon  
 Orfeu, see Penco  
 Organ, see Beserkley  
 Orient, see Rashid  
 Original Sound Recs., 7120 Sunset Blvd., Hollywood, Calif. 90046 Tel (213) 851-2500 Pres. Art Laboe; Opns. Mgr. Joe Daigle  
**Labels:** (Owned) Now, Original Sound  
 Orinda Rec'g Corp., 23 Altairda Rd., Orinda, Calif. 94563 Tel (415) 254-7600 Telex 335448 Pres. Michael R. Phillips; VP Robert Lindberg; VP/Sec'y Lloyd Dressel  
 Orion Master Recs. Inc., PO Box 4087, 5840 Busch Dr., Malibu, Calif. 90265 Tel (213) 457-3370 Pres. Giverson Cornfield, Sec'y-Treas. Marion Cornfield; Mktg. Consultants Earl Horwitz, Herb Goldfarb, Larry Sockell  
**Labels:** (Owned) Orion, (distributed) CCC/Orion  
**Int'l reps.:** Italy (Sciascia), Spain (Dial), UK (Ember)  
 Oro, see DGJ  
 Oryx (UK), see CMS  
 Oscar, see Alshire  
 Otoao Recs. Co. Int'l Ltd., 214 W. 96 St., New York, N.Y. 10025 Tel (212) 866-2469 Cable OTOARECO  
 Pres. L.R. Bernard; VP's B. & M. Bernard; Gen. Mgr. Rafael Sanabia  
**Labels:** (Owned) Colony, ORC, Sugar-Soul, Taino, (distributed) Dinsa, Fenix  
 Outlet (Ireland), see Rounder  
 Outlet Recs., Box 594, 118 Main St., Rocky Mount, Va. 24151 Tel (703) 483-0689 Owner & Pres. W. Rod Shively  
**Labels:** (Owned) Mount, Outlet  
 Outrageous Recs. Inc., 186 Willow Ave., Somerville, Mass. 02144 Tel (617) 396-8400 Co-Owner & Music Dir.: Phil Wilson, Co-Owner & Promo Dir. Al Julian (distributed by Rounder)  
 Outstanding Recs., PO Box 2111, Huntington Beach, Calif. 92647 Tel (714) 842-8635 Owner Earl S. Beecher  
**Labels:** (Owned) Morrhythm, Outstanding  
**Int'l reps.:** Argentina (Carmusic), Germany (Discofon), Sweden (Disc Music)  
 Ovaton Inc., 1249 Waukegan Rd., Glenview, Ill. 60025 Tel (312) 729-7300 TWX (910) 651-4856 Pres. Richard L. Schory, Nat'l Sales Margaret Schwieger, Nat'l Pub. & Mktg. Dir. David Webb  
**Branch:** Nashville, Tenn., 50 Music Square W., Suite 506 Zip 37203 Tel (615) 327-4871 Gen. Mgr. & Country A&R Brien Fisher; Nat'l Promo. Joe Sun  
**Int'l reps.:** Australia (RCA), Canada (RCA), UK (Polydor), (SEE ADVERTISEMENT)  
 Overseas Wax, 1650 Broadway, New York, N.Y. 10019 Tel (212) 541-9198 Pres. Sales & Adv. Mgr David Franklin  
 Owl Intermedia, see Owl Rec'g Studios in Ohio  
 Owl Rec. Co., PO Box 567, Lithia Springs, Ga. 30057 Owner Jeff Brannon  
**Labels:** (Owned) Legacy, New Horizon, Owl  
 Owl Rec'g Studios Inc., 2551 Sunbury Rd., Columbus, Ohio 43219 Tel (614) 475-7309  
**Labels:** Owl, Owl Intermedia



P A Ents. Inc. John Hancock Center, Suite 5404, 875 N. Michigan, Chicago, Ill. 60611 Tel (312) 337-5643 Pres. Andy Pappas, VP Mktg. Bill Demas, Nat'l Promo. Les Davis, Int'l Promo. Mario Contreras  
**Labels:** (Owned) Jahrock, PA, Pygmy  
 P B R Int'l, 7033 Sunset Blvd., Los Angeles, Calif. 90028 Tel (213) 462-0833 Mng. Dir. Patrick Boyle, Gen. Mgr. Maritta Boyle, Sales Mgr. Michael Russ  
**Int'l reps.:** Argentina (RCA), Austria (Ariola-Eurodisc), Belgium (Vogue), Canada (BSR), Denmark (Sonet/Dansk), Finland (Scandia), France (Topple), Germany (Ariola-Eurodisc), Mexico (Guitarras), Netherlands (VIP), Norway (Arne Bendiksen), Portugal (Radio Triunfo), Sweden (Sonet), Switzerland (Ariola-Eurodisc)  
 P M Recs. Inc., 20 Martha St., Woodcliff Lake, N.J. 07675 Tel (201) 391-2486 Pres.: Gene A. Perla, VP Mary Perla  
**Int'l branch:** Canada, Post Meridien Prod'ns.  
 P R A S, see Rico



P T O Rec Co., 111 East Ave., Suite 228, Rochester, N.Y. 14604 Tel (716) 454-3170 Pres. Peter R. Tinsley; VP & A&R Mgr. Charles F. Leone.

Pablo Live, see Pablo Recs & RCA

Pablo Recs. Inc., 451 N. Canon Dr., Beverly Hills, Calif. 90210 Tel (213) 274-9831 Cable JASPHIL Pres. Norman Granz; VP Admin. Rebecca Britton; Exec VP Mktg & Promo Albert Bramp; VP Eng'g Val Valentin; Prod'n Mgr. Maryann Valentin. (Distributed by RCA). Labels: (Owned) Pablo, Pablo Live.

Pacemaker, see Music Ents.

The Pacific Arts Corp. Inc., PO Box 5547, Carmel, Calif. 93921 Tel (408) 624-4704 Telex 351455 Pres. Michael Nesmith; VP & Mktg. Dir. Kathryn Nesmith; VP Finance Mike O'Connor; Prod'n Control Ann Newhuis-Schwarz.

Pacific Challenger, see Do-Tell.

Pacific Recs., c/o Warner Bros. Music, 9200 Sunset Blvd., Hollywood, Calif. 90069 Tel (213) 273-3323 Pres. Ed Silvers; Exec. VP Mel Bly (Distributed by Atlantic)

Page Rec'g Co., 604 Broad St., Johnstown, Pa 15906 Tel (814) 539-8117. Owner & Pres. Al Page; Promos Anthony Page.

Labels: (Owned) Aljo, Page Ponderosa

Painted Smiles Recs (sub of Battery Recs Inc.), 116 Nassau St., New York, N.Y. 10038 Tel (212) 964-3140 Pres. Ben Bagley; VP Steve Grant.

Palace, see Caprice & Buzz Cason.

Palm, see Criterion.

Palmer, Md., see Dawn

Palmer, Tenn., see World Int'l.

Palmetto Recs., 741 NW 137 St., North Miami, Fla 33168 Tel (305) 681-5336 Chief Exec. Gene Roy.

Pamlyn Recs., PO Box 6211, Cleveland, Ohio 44101 Pres. Robert Wright; Gen Mgr. & Promo. Becky Strauss; Musical Dir. Otto Mann.

Labels: (Owned) Pamlyn, Tall Man.

Panama Recs. PO Box 10338, Kansas City, Mo 64111 Tel (816) 531-6283

Pan American Recs. Inc., 3751 W. 26, Chicago, Ill. 60623 Tel (312) 521-1100

Labels: (Owned) Pan Americana, (represented in USA & Canada) Disneylandia (all Spanish pop.)

Pan Americana, see Pan American.

Panart Int'l Inc., 477 W. 27 St., Hialeah, Fla 33010 Tel (305) 887-1391 Cable PANARTREC.

Int'l branch: Venezuela

Pandora, see Crystal.

Panel, see J-BAR-T.

Panini Recs. / Panini Prod'n Inc., PO Box 15808, Honolulu, Hawaii 96815 Tel (808) 947-4985 Pres. Steven O. Siegfried; VP Witt H.P. Shingle; Sec'y-Treas. Lawrence N. Brown.

Pantego Sound Studios, 2310 Raper Blvd., Pantego, Tex 76013 Tel (817) 261-8381

Pantheon Desert Recs., 6325 N. Invergordon Rd., Scottsdale, Ariz 85253 Tel (602) 948-5883 Owner Dennis R. Alexander; Prod'n Brent Burns; Sales & Mktg. Cheri Alexander; Steve Moore (Distributed by Nationwide Sound).

Parachute Recs. - Pres. Russ Regan - see Casablanca

Paradise Recs. Inc., 4720 Magnolia Blvd., Burbank, Calif. 91505 Tel (213) 846-9090 Pres. Leon Russell (Distributed by Warner Bros.)

Paragon Assocs. Inc., 803 18 Ave. S., Nashville, Tenn. 37202 Tel (615) 327-2835 Pres. Robert R. MacKenzie; Gen. Mgr. Wayne Erickson; Promo Dir. Randy Cox (Distributed by Word)

Labels: (Owned) NewPax, Paragon.

Paramount-West Ents., PO Box B, Mira Loma, Calif. 91725 Tel (714) 735-5845 Pres. D.W. Galiffa.

Labels: (Owned) Constitution, Para-West, Podium, Rodeo, Soul Merchant.

Parasound Inc., 680 Beach St., San Francisco, Calif. 94109 Tel (415) 673-4544 Cable DOOBYDOO Pres. Bernard Krause; VP. Sid Goldstein; Promo. Mgr. Jayne Winter.

Para-West, see Paramount-West.

Parchment Recs., PO Box 22106, Greensboro, N.C. 27420 Tel (919) 275-0868.

Paredon Recs., 33 W. 17 St., New York, N.Y. 10011 Tel (212) 242-6001.

Park Avenue Gospel Prod'ns, 3109 Park Ave., Memphis, Tenn. 38111 Tel (901) 324-6786 Pres. Style Wooten; VP. Jason Wooten.

Labels: (Owned) Designer, Good News, Olive Branch.

Parlophone, see Discos Latin.

Parquette, see Old Dominion.

Parrot, see London.

Parr-X Corp., 8809-11 Rising Sun Ave., Philadelphia, Pa 19115 Tel (215) 676-8992 Pres. Frank Virtue; Sec'y-Treas. Mary Bozzi; A&R Dir.: Mary Ann Virtue; R&B/Soul A&R Johnny Stiles; Promos. Linda Virtue; Melvin Wells.

Labels: (Owned) Fayette, Rising Star, Virtue

Part T., see Modern Sound

Passport Recs. Inc., 3619 Kennedy Rd., South Plainfield, N.J. 07080 Tel (201) 753-6100 Telex 833438 Pres. Marty Scott; VP Ed Grossi, Mktg. Servs. Mgr. Carol Green; Int'l Co-ord.: Phylis Pannone.

Labels: (Owned) Passport (distributed by Arista), Visa Int'l rep.: Worldwide, excluding North Amer.ca (EMI in UK).

Pastorale Music Co., 235 Sharon Dr., San Antonio, Tex 78216 Tel (512) 822-3593 Pres. Carolyn Cunningham; Mgr. W. Patrick Cunningham.

Patefonas, see Clay Pigeon

Path, see McKinnon.

Pathé Marconi-EMI (France), see Connoisseur Society.

Pathways of Sound Inc., 102 Mt Auburn St., Cambridge, Mass. 02138 Tel (617) 354-6190 Pres. Joe Berk; Mktg. Dir. D. C. Littlefield.

Labels: (Owned) Credo, Pathways of Sound

Paula, see Jewel.

Pausa Inc., 9255 Sunset Blvd., Rm. 509, Los Angeles, Calif. 90069 Tel (213) 274-6331

Peaceable Music, 3525 Encinal Canyon Rd., Malibu, Calif. 90265 Tel (213) 457-4405 Pres. C. Randolph Nau-

ert, Gen Mgr Patricia Nauert; Mktg & Art Kathy Morphis; Promo. R. Nauert; Country A&R Larry Groce

Peak, see Metrobeat.

Peanut Country, see Legrand-Norfolk

Pearl, see Delmark

Pearl Harbor, see Associated Rec'g Cos

Pean Pie Music Inc., 300 E. 74 St., New York, N.Y. 10021 Tel (212) 249-3192

Pedgree, see Horizon

Peek, see Jim Hall

Peek-Southern Org., 1740 Broadway, New York, N.Y. 10019 Tel (212) 265-3910 Cable SOUTHMUSIC Telex 424361. Pres. Monique I. Peer; VP's Ralph Peer II, Mario Conti.

Branches: Los Angeles, Calif., 6922 Hollywood Blvd Zip 90028 Tel (213) 469-1667 Mgr. Roy Kohn--Miami, Fla., Northeast Airlines Bldg., Rm. 1409, 150 SE Second St. Zip 33131 Tel (305) 358-1488 Mgr. Omar Merchant--Nashville, Tenn., 7 Music Circle N. Zip 37203 Tel (615) 244-6200 Mgr. Ron Bledsoe

Int'l branches: Canada, England, Italy, Sweden.

Labels: (Owned) Discos Monica, PicSound, Spark (distributed) Southern Library of Rec'd Music.

Pega, see Discos Latin.

Penco Rec Co., 428 Wood St., New Bedford, Mass 02745 Tel (617) 995-0595 Cable PENRECO. Partners: Francisco A. Penha, Americo Afonso

Int'l branch: Canada

Labels: (Owned) Coimbra; (distributed) Alvorada, Clave, Lisboa, Odeon, Ofr, Orfeu, Rapsodia, Telectra, Vadeca.

Peninsula, see Old Dominion.

Pennant Releasing Group (a P. F. B. & M Co.), PO Box 371, Beverly Hills, Calif. 90213 Tel (213) 652-9627 Gen Mgr. F. Stuart Wilson.

Branch: Chicago, Ill., P. F. B. & M (Phillips, Fountain, Bradshaw & Meade), 323 S. Franklin Ave., Suite 804 Zip 60606 Bd Chm / Pres. C. Ross Bradshaw.

Labels: (Owned) Pennant, Stripe 99

Peralta (Brazil), see Fermata

Perceptive, see Sine Qua Non

Marcus Pereira (Discos) (Brazil), see Brasilia

Perfect Sound, see J-BAR-T

Period, see Everest

Periscope Rec. Co., 129 Bishop St. Brockton, Mass 02402 Tel (617) 588-6348 Pres. Edward M. Hurvitz; Rec'g Dir. Ed Michaels; Mktg Mgr. Linda Ber-man.

Labels: (Owned) Periscope, Streke

Personal Choice, see Gillette-Madison

Pesante Rec Co., 744 W. 28, Norfolk, Va. 23508 Tel (804) 623-5710

Pet Recs., PO Box 1102, Burbank, Calif. 91507 Tel (213) 874-7656 Pres. Peter Tevis

Peter Pan Inds., 145 Komorn St., Newark, N.J. 07105 Tel (201) 344-4214 Pres. Martin Kasen; VP Donald Kasen. Sales Mgr./Special Sales. James Monaghan; Promo. Mgr. Al Berger; Southern Reg'l Sales Mgr. Perry Sattler; Mid-Western Reg'l Sales Mgr. Ken Harvey; East Coast Reg'l Sales Mgr. Henry Weissar.

Branch: Paramount, Calif., 15714 Garfield Ave. Zip 90723 Tel (213) 663-1994. Western Reg'l Sales Mgr. Robert Rice.

Peter Rabbit, see Alshre

Peters Int'l Inc., 619 W. 54 St., New York, N.Y. 10019 Tel (212) 246-2400. Cable PETERSRECS Telex 666262 Pres. Chris Peters; Exec VP. Jim Bailey; VP Chris Peters Jr.; Sales Mgr. Chris Spinosa; Licensing Thomas Pappageorge; Mktg. Pierre Bourdan; Mfg. & Purchasing Mel Mager; Contemporary A&R Barry Korbin; Classical Bob Reid.

Int'l branch: Canada

Labels: (Owned) Aris, Cosmos, Kronos, Lars, Peters Int'l (distributed) Arion, Barclay, EMI Int'l, New World, Phonogram Int'l, Polydor Int'l, RCA Int'l. (SEE ADVERTISEMENT)

Petra, see Paul Johnson.

Phantom, see Windfall

Pharoah Recs. Corp., 1260 E. Main St., Meriden Conn. 06450 Tel (203) 728-6639 Cable BELHOP Pres. Bruce Lloyd; VP & A&R Dir. John Michalona; VP Sue Lloyd; Sales & Mktg. Ted Berman; VP Promos. Nikki Meitner.

Labels: (Owned) Hard Times, Pharaoh

Phase 4, see London.

Philadelphia Int'l Recs., 309 S. Broad St., Philadelphia, Pa 19107 Tel (215) 985-0900 Bd. Chm. Kenneth Gamble; Vice Chm.: Leon Huff; Exec. VP. Harry J. Coombs; Ass't to Exec. VP. Becki Butler; A&R Co-ord. Jean Scott (Distributed by CBS).

Branch: Houston, Tex., 9531 High Meadow St. Zip 77063 Tel (713) 785-4660. Nat'l Field Rep. & Disco Contact Charles Godfrey.

Labels: (Owned) Philadelphia Int'l. TSOP

Philips, see Phonogram

Philips (Brazil), see Brasilia & International Book & Rec

Philips (France), see International Book & Rec

Philips-Dutch Swing College Band, see Lakko

Philips Import, see Phonogram

Phil-L A. of Soul, see Jamie/Guyden

Philo Recs. Inc., The Barn, North Ferrisburg, Vt. 05473 Tel (802) 425-2111 Cable PHILODISC Pres. Michael Couture; VP A&R William Schubart; VP Finance Gilbert Perlman; Promo Dir. Robin Sloane; Art Dir. Dennis Rosenberg; Eng'g Serv. Dir. Charles Eller.

Labels: (Owned) Fretless, Philo

Int'l reps.: Canada (Almada London), Germany (Bear, Discoport), Italy (Hi-Fi), UK (Charmdale, Continental, Free Reed)

Philo, N.Y., see Swallowtail

Phoenix, see Nashville Int'l

Phoenix Jazz Recs. Inc., PO Box 3, Kingston, N.J. 08528 Pres. Tom Curry; Sec'y-Treas. Russ Chase

Int'l reps.: Canada (Musmart), Denmark (Steeple-Chase), UK (Spotlite)

Phono, Tenn. see Soundwaves & Nationwide Sound

Phonogram (Brazil), see Brasilia

Phonogram Inc. / Mercury Recs (sub of Polygram Corp.), 1 IBM Plaza, Chicago, Ill. 60611 Tel (312) 645-6300 Cable PHONOGRAM. TWX (910) 221-2345 / 1355 Pres. Polygram Rec Group Irwin H. Steinberg Exec.

VP & Gen. Mgr. Charles Fach; Sr. VP Mktg. Dir. Lou Simon; Sr. VP Assoc. Labels Jules Abramson; VP Sales Harry Losk; VP Black Prod. Bill Hayward; Nat'l Promo. Dir. Jim Taylor; Int'l & Midwest A&R Dir. Robin McBride

Branches: Los Angeles, Calif., 6255 Sunset Blvd. Zip 90028 Tel (213) 466-9771 VP West Coast A&R Gerry Hoff--New York, N.Y., 810 Seventh Ave. Zip 10019 Tel (212) 399-7485 VP Classical M. Scott Mampe; East Coast A&R Dir. Steve Katz; Nat'l Pub. Dir. Sheryl Feuerstein--Memphis, Tenn., 2000 Madison Ave. Zip 38104 Tel (901) 726-6000 Southern A&R Dir. Judd Phillips--Nashville, Tenn., 10 Music Circle S Zip 37203 Tel (615) 244-3776 VP Country A&R Jerry Kennedy

Distribution branches: Los Angeles, San Francisco, Calif., Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Silver Spring, Md.; Boston, Mass.; Cherry Hill, N.J.; New York, N.Y.; Cleveland, Ohio; Dallas, Tex.; Seattle, Wash. (See Record & Tape Wholesalers section for complete listings for Polygram Dist'n Inc.)

Labels: (Owned) Blank, Mercury, Philips, Philips Import, (distributed) DJM, De-Lite, First Artists, Lone Star, Monument

Int'l reps.: Argentina (Phonogram), Australia (Phonogram), Austria (Phonogram), Belgium (Phonogram), Brazil (Companhia Brasileira de Discos), Canada (Polydor), Chile (Philips), China (Philips), Colombia (Philips), Denmark (Phonogram), Finland (Finnlevy), France (Phonogram), Germany (Phonogram), Greece (Phonogram), Hong Kong (Polydor), India (Polydor), Iran (Ahang Rooz), Ireland (Polydor), Israel (Israelectra), Italy (Phonogram), Jamaica (Record Specialists), Japan (Nippon Phonogram), Kenya (Phonogram), Lebanon (Philips), Mexico (Polydor), Netherlands (Phonogram), Nigeria (Phonogram), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Inds.), South Africa (Trutone), Spain (Phonogram), Sweden (Phonogram), Switzerland (Phonogram), Thailand (Sugree), Turkey (Gruenberg Ticareli), UK (Phonogram), Uruguay (Edisa), Venezuela (Polydor), West Indies (West Indies Recs.)

Phonogram Int'l, see Peters Int'l

Phono Rec. Dist'g Corp., 6425 Hollywood Blvd., Suite 208, Hollywood, Calif. 90028 Tel (213) 464-4795 Pres. N. B. Fowler; VP's Jock Averie, Floyd Bibbins; Promo Dir. Eddie Coleman Jr.

Labels: (Owned) Hitbound Int'l, R-Cade, Super Star, (distributed) Epitome, Shafter, Sky High, Swinger

Phononic, see Steady

Physical, see Rounder

Piccadilly, see First American

Pick (Brazil), see Fermata

Pick-A-Hit, see SIPRA

Pickwick Recs. Div. (div of Pickwick Int'l) 7500 Excelsior Blvd., Minneapolis, Minn 55426 Tel (612) 932-7548 Gen Mgr. Bob A. Newmark; Nat'l Sales Mgr.: Ken Yastic; Premiums/Special Markets Mgr.: Dan Mount; Export/Import Supervisor Hollie Petersen; Adv. & Promo Mgr. Steve Jennings

Labels: (Owned) Camden, Mr. Pickwick, Pickwick, Quattrescence

Picsound, see Peer-Southern

Pic-Vue, see Vantage

Pied Piper, see Charma

Pilgrim, see Spiral

Pilot, see Stark

Pilot Master, see Mutual Entertainment.

Pine Tree, see Melody

Pinewood, Va., see Fink Pinewood

Pinewood, Miss., see National Foundation

Pioneer, see Sivatt

Pitch, see Gusman

Planet Recs., PO Box 924, Lewiston, Me 04240 Contact Werner Klau.

Plantation, see Shelby Singleton.

Plastic Kote, see J-BAR-T

Platinum, see Music Factory

Platinum Plus Rec. Corp., see Roky

Playboy Recs. Inc., 8560 Sunset Blvd., Los Angeles, Calif. 90069 Tel (213) 659-4080

Branch: Nashville, Tenn., 1300 Division St. Suite 200 Zip 37203 Tel (615) 244-6969 VP Eddie Kilroy

Int'l reps.: Australia (Astor), Canada (Quality), Japan (Tro), New Zealand (Allied), Philippines (Dyna), Sweden (Electra AB)

Playette Corp., 301 E. Shore Rd., Great Neck, N.Y. 11023 Tel (516) 487-3064 Pres. Sidney A. Evans; Sales & Mktg. Fred Eggemann

Labels: (Owned) GMS-Disc, Wilmac, (distributed) Ades (France), Cetra (Italy), DGG-Green Label (Germany), Pleiade (France)

Playhouse Recs., 126 S. Main St., Monroe, N.C. 28110 Tel (704) 289-4459

Playme, see WILD

Pleason Recs., 1727 Roanoke Ave., Sacramento, Calif. 95838 Tel (916) 925-4886 Owner Jerry Parker

Pleiade (France), see Playette

Plant, see Vantage

Plowboy, see IRDA

Podium, see Paramount-West

Point Blank Prod'ns, 2416 Bellevue, Suite 309, Los Angeles, Calif. 90026 Tel (213) 484-9596 Pres. Neil Avery; VP A&R/Opns Dir. Ronald L. Shaull; Promo. Co-ord. Michael Davis; Sales/Dist'n Co-ord. Michael Bennett; Artist Development Michael Walthus

Branch: Jackson, Mich., 1636 E. Michigan Ave. Zip 49202 Tel (517) 782-3445 Int'l Opns Dir. Hans Fruechtentich; Eastern Opns Dir. Leon Hemming

Labels: (Owned) 1108, Flying Disco Disc, Point Blank, Ultra-Audio (distributed) Central Sounds, Polka-rama

Poki, see Tropical Music

Polish Rec. Center of America, 3055 Milwaukee Ave., Chicago, Ill. 60618 Tel (312) 772-4044 Owner Jan Wojewodka; Mgr. Joseph Zielinski

Labels: (Owned) Melodia (distributed) Muza

Polka-rama, see Point Blank

Polka Tone, see Jay Jay

Polka Towne Music (div of Polka Music Corp.), 211 Post Ave., Westbury, N.Y. 11590 Tel (516) 334-6228

Polvergeist, see Crimson Dynasty.  
 Polydor (Brazil), see Brasilia.  
 Polydor (France), see International Book & Rec.  
 Polydor Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7100. Bd. Chm.: Irwin H. Steinberg, Pres.; Fred Haagen, Sr. VP Bus. Affairs; Dr. Ekke Schnabel; VP A&R: Rick Stevens; VP Mktg.: Harry Anger; VP R&B Prod.: Matt Parsons; VP Classical Repertoire: Jim Frey; VP Sales: Mario DeFilippo; Nat'l Promo. Dir.: Jerry Jaffe; Nat'l Pub. Dir.: Bob Sarlin.  
**Branches:** Hollywood, Calif., 6255 Sunset Blvd. Zip 90028. Tel: (213) 466-9574. West Coast Pub. Dir.: Len Epano; West Coast A&R Mgr.: Arthur Von Blumberg; West Coast Reg 1 Mktg. Mgr.: Robert Speisman.  
**Distribution branches:** Los Angeles, San Francisco, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Silver Spring, Md.; Boston, Mass.; Cherry Hill, N.J.; New York, N.Y.; Cleveland, Ohio; Dallas, Tex.; Seattle, Wash. (See Record & Tape Wholesalers section for complete listings for Polygram Inc.)  
**Home office:** Germany.  
**Labels:** (Owned) Arhive, DG (Deutsche Grammophon), MGM, Polydor, Polydor/Kolob, Polydor/MVP, Polydor/Marathon, Verve, (distributed) Spring.  
 Polydor Int'l, see Peters Int'l.  
 Polydor/Kolob, see Polydor.  
 Polydor/MVP, see Polydor.  
 Polydor/Marathon, see Polydor.  
 Polygram Corp., 450 Park Ave., New York, N.Y. 10022. Tel: (212) 371-3000. Exec. VP: Irwin H. Steinberg, Sr. VP Finance: Jan Cook; VP Law: Arnold I. Rich; VP Taxes: Peter Dordal.  
**Operating companies:** Capricorn Recs., Casablanca Rec. & FilmWorks, Chappell Music, Intersong Music, Phonogram Inc./Mercury Recs., Polydor Recs., Polygram Dist. Inc., Polymusic, RSO Recs. (SEE ADVERTISEMENT)  
 Pompano, see Dit Dot.  
 Ponderosa, see Page.  
 Portland Ltd., see Gibson.  
 Portrait, see CBS.  
 Pose, see Cord.  
 Power Pak, see Gusto.  
 Prairie Dust Recs., 2818 Azalea Pl., Nashville, Tenn. 37204. Tel: (615) 292-6677. Pres. Sam Kirkpatrick, A&R & Prod'g: Larry Morton, Nat'l Country Promo. Dir.: Ken Woods. (Distributed by Nationwide Sound)  
 Prelude Recs., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 581-4890. Pres.: Marvin Schlachter; Exec. VP: Stanley Hoffman, Sales Mgr.: Joe Kolsky.  
**Labels:** (Owned) Prelude, (distributed) Honey Bee.  
 Premier, see Steady.  
 Premiere Artist, see Frank Evans.  
 Prestige, see Fantasy/Prestige/Milestone/Stax.  
 Primitive, see Ken Keene.  
 Priority Recs., 2300 Lincoln Ave., Fort Worth, Tex. 76106. Owner: John Case.  
 Private Stock Recs. Ltd., 40 W. 57 St., New York, N.Y. 10023. Tel: (212) 397-1600. Cable: PRIVATSTOX. Pres.: Larry Uttal; VP Promo.: David Carrico; VP Sales & Adv.: Harold Sulman; VP Artist Mktg. & Ass't to Pres.: Jim Massey; Press & Artist Relations Dir.: Jody Uttal; Sales Mgr.: Amanda Schuster; A&R Dir.: Steve Scharf.  
**Int'l branch:** England.  
**Labels:** (Owned) Private Stock; (distributed) Quality (Canada).  
 Pro-Arte, see Spanish Music Center.  
 Process, see Country Star.  
 Prodigal, see Motown.  
 Professional Artist, see Ken Keene.  
 Progressive Recs., Box 986, Rt. 4, Tifton, Ga. 31794. Tel: (912) 382-8192. Pres.: Gus P. Statiras; VP's: Genelle Perry G. & Glen Statiras.  
 Project 3, see Total Sound.  
 Promise, see QCA in Ohio.  
 Promotions West Inc., PO Box 10287, Eugene, Ore. 97440. Tel: (503) 746-0891. Pres.: M.S. Briggs; Mktg. Pres.: W.J. Cox.  
**Labels:** (Distributed) Hanna Barbera, ICM.  
 Proms, see CMS.  
 Pronto, see Caytronics.  
 Prophecy, see Glolite.  
 Proud Cock, see King Walk.  
 Proud Earth, see Salt City.  
 Providence, see Dayton.  
 Pulstrak, see Sceneville.  
 Puma, see Daniels Eight.  
 Pumehana, see Tropical Music.  
 Pure Gold, see SIPRA.  
 Pygmy, see PA.  
 Pyramid Recs., 26177 Kinyon Dr., Taylor, Mich. 48180. Tel: (313) 292-5281. Pres.: Peggy LaSorda.  
 Pyramid, N.Y., see Roulette.  
 Pyramid, N.J., see Rob-Lee.

## Q

Q, see QCA in Calif.  
 Q.C.A., PO Box 1127, Burbank, Calif. 91507. Tel: (213) 769-6582. Pres.: Peter Skye.  
**Labels:** (Owned) Aileron, Q.C.A., Skye, Software, Studio Q.  
 Q.C.A. Recs. Inc., 2832 Spring Grove Ave., Cincinnati, Ohio 45225. Tel: (513) 681-8400. Pres.: Edward R. Bosken; VP & Gen. Mgr.: Frank Ruhl; Sec'y & Office Mgr.: Betty Jennings; Pub. Dir.: Bill Sachs; Art Dir.: Daryl Kalmus; Radio Promo.: Dave Ashbrook; Sales Rep.: Jim Green.  
**Labels:** (Owned) Blue Mark, Chime, New Day, Promise, QCA, Red Mark, Wildwood.  
 Q.M.O. Sales Inc., 331 Willis Ave., Mineola, N.Y. 11501. Tel: (516) 294-6868. Pres.: Everett Goodman; VP Sales & Mktg.: Ron Rosenberg; Gen. Mgr.: Margaret Derle.  
**Labels:** (Owned) QMO; (distributed) Fireside.  
 Quadraphonic Talent Inc., PO Box 630175, Miami, Fla. 33163. Tel: (305) 472-7757. Pres.: Jack P. Bluestein; Sec'y: Dorothy Leonard.  
**Label:** (Owned) Twister.  
**Int'l rep.:** Brazil (Pirate).  
 Quality (Canada), see Private Stock.

Quartz (Ireland), see Hughes Int'l.  
 Quiet Corner Music Inc., 2633 Colfax Ave. S., Minneapolis, Minn. 55408. Tel: (612) 377-5450. Dir.: Jeff Harrington, Terry Grant, Steven Wiese; Promo.: Donna Johnson.  
**Label:** (Owned) Center Piece.  
 Quintessence, see Pickwick.  
 Quinto Recs., 4423 Ledge Ave., Toluca Lake, Calif. 91602. Tel: (213) 985-8284. Owner: Quint Benedetti.  
**Labels:** (Owned) Quinto; (distributed) Crissy.

## R

R B F, see Folkways.  
 R C A Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 598-5900. Pres.: Robert Summer; Div. VP Finance & Int'l: Arthur Martinez; Div. VP Int'l Opns.: Karl Kurz Jr.; Div. VP Int'l Creative Affairs: Kelli Ross; Div. VP Music Servs.: David Heneberg; Div. VP Int'l Relations: William O'Grady; Div. VP Mfg.: Ernest Ruggieri; Div. VP Public Affairs: Herb Helman; Div. VP Prod. Development & Artist Tours: Don Burkheimer; Div. VP Field Mktg.: Richard Carter; Div. VP Promo.: Ray Anderson.  
**Branches:** Hollywood, Calif., 6363 Sunset Blvd. Zip 90028. Tel: (213) 461-9171—Nashville, Tenn., 806 17 Ave. S. Zip: 37203. Tel: (615) 244-9880. VP Chet Atkins; VP Opns.: Jerry Bradley; A&R Roy Dea; Pat Carter; Mktg. Dir.: Joe Galante.  
**Distribution branches:** Los Angeles, San Francisco, Calif.; Denver, Colo.; Miami, Fla.; Atlanta, Ga.; Honolulu, Hawaii; Chicago, Ill.; Silver Spring, Md.; Boston, Mass.; Detroit, Mich.; Edina (Minneapolis-St. Paul Area); Minn.; St. Louis, Mo.; Maple Shade, N.J.; New York, N.Y.; Cincinnati, Cleveland, Ohio; Dallas, Tex.; Seattle, Wash. (See Record & Tape Wholesalers section for complete listings.)  
**Int'l affiliates:** Argentina, Australia, Brazil, Canada, England, France, Germany, Italy, Japan, Mexico, Spain.  
**Labels:** (Owned) Bluebird, Gold Seal, RCA, Red Seal; (distributed) Grunt, Pablo, Pablo Live, Salsoul group, Solar, Tortoise, Windsong.  
**Int'l reps.:** Angola (Telectra), Austria (Musica), Belgium (Inelco), Bolivia (Lauro), Central America (Dicesa in El Salvador), Chile (Industria de Radio & Television), Colombia (Sonolux), Denmark (Hede Nielsen), Dominican Republic (Distribuidores Musicales del Caribe), Ecuador (Fadisa), Fiji Islands (Kumar), Finland (Discophon), Germany, East (Deutsche), Greece (Minos Matsas), Hong Kong (Cosdel), India (Gramophone), Iran (Ahang Rooz), Israel (Eastronics), Jamaica (Federal), Kenya (AIT), Korea (Juga), Netherlands (Inelco), New Zealand (Radio Corp. of New Zealand), Nigeria (Decca), Norway (Nera), Pakistan (EMI), Panama (Padisco), Peru (FTA), Philippines (Vicar), Portugal (Telectra), Singapore (Cosdel), South Africa (Teal), Sweden (Electra), Switzerland (Musikvertrieb), Thailand (Central Trading), Turkey (Melodi), Uruguay (APSA), Venezuela (Cordica), Yugoslavia (Jugoton). (SEE ADVERTISEMENT)  
 R C A (France), see International Book & Rec.  
 R C A Int'l, see Peters Int'l.  
 R C A/R V C (Japan), see Audio-Technica.  
 R C A Recs., PO Box 126, Elmsford, N.Y. 10523. Tel: (914) 592-7983. VP Ray Roberts.  
**Labels:** (Owned) RCI, Thomas.  
 R C M, see Rivera.  
 R E, see Indi.  
 R F T Music Publ'g Corp., 151 W. 46 St., New York, N.Y. 10036. Tel: (212) 246-4675. VP: Thomas Valentino.  
 R G E (Brazil), see Fermata.  
 R G E/Fermata, see Brasilia.  
 R G, see House of Falcon.  
 R M P, see Radio Music.  
 R & R Recs. Inc./Ren Rome, 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 757-3638. Pres.: Rena L. Feeney; VP: Bill Feeney; Sec'y: Gerald West; Treas.: Winston Burs; Prod'rs: Lenny J. Bailey, Billy Nichols; Promo.: Al H. Willen Jr.  
**Labels:** (Owned) Can Scor, Ren Rome.  
 R R C, see Kool Kat.  
 R R P, see Rite Rec.  
 R S O Recs. Inc., 8335 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 650-1234. Telex: 69-8130. Pres.: Al Coury; VP Promo.: Richard Fitzgerald; Exec. Ass't to Pres.: Janis Lundy; Nat'l Promo. Dir.: Bob Smith; Nat'l Sales Mgr.: Mitch Huffman; Pub. Dir.: Ronnie Lippin; Art Dir.: Glen Ross; Admin. Ass't: Larimee Ward; Controller: Peter Fassler.  
**Branch:** New York, N.Y., 1775 Broadway. Zip 10019. Tel: (212) 975-0700. Telex: 125779 East Coast VP: Bob Edson.  
**Int'l branch:** England.  
 R T B (Yugoslavia), see International Book & Rec.  
 R T P Int'l, see Rik Tinony.  
 The Radiola Co., Box C, Sandy Hook, Conn. 06482. Tel: (203) 426-2574. Pres.: J. David Goldin; Gen. Mgr.: Eva Mester; Sales Mgr.: Larry Sockell.  
 Radio Music Prod'ns Inc., 600 Ridgewood Ave., Brooklyn, N.Y. 11208. Tel: (212) 647-9745. Owner & A&R: Stephen Benjak.  
**Label:** (Owned) RMP.  
 Radio & Television Commission of the Southern Baptist Convention, 6350 W. Freeway, Fort Worth, Tex. 76116. Tel: (817) 737-4011. Cable: BAPT.COM.  
 Rae-Cox Recs. Inc./Enrica Recs. Inc., 1697 Broadway, Suite 702, New York, N.Y. 10019. Tel: (212) 586-9406. Pres.: Theodore McRae; VP: Fredia Staton; A&R William Gray; Pub. Dir.: Tina Whitehead.  
**Labels:** (Owned) Enrica, Rae-Cox.  
 Raff, see Musimage.  
 Ragtime, see Grassroots.  
 Railroad Center, see Chi-Town.  
 Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica, Calif. 90404. Tel: (213) 829-3476. Pres.: Jack G. Brown; VP: James Doyle; Prod'n Supervisor: Steve Sheldon.  
 Rainbow Recs. Inc., 2100 San Souci Blvd., North Miami, Fla. 33181. Sales Mgr.: R.L. Levinson; A&R: W. Ericksen.  
**Labels:** Minuteman, Rainbow.  
 Rainbow Room, 30 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) 757-9090.  
**Label:** (Owned) Above All.  
 Rainbow Sound Inc., 2721 Irving Blvd., Dallas, Tex. 75207. Tel: (214) 638-7712. Pres.: Bob Cline; Exec. VP: Jim Gner; VP: Jack Whitte.  
 Raindrop Recs., 15375 Brookpark Rd., Cleveland, Ohio 44142. Tel: (216) 267-3510. Exec. VP: Sales & Promo.: Bob Fuller.  
 Rally, see Ralph's Radio.  
 Ralph's Radio Music, Demorest, Ga. 30535. Tel: (404) 754-6249. Owner: Ralph Raper.  
**Labels:** (Owned) Gospel Time, Rally, Zipcode.  
 Ram (Ireland), see Rounder.  
 Ram Recs., PO Box 2802, Corpus Christi, Tex. 78403. Tel: (512) 992-5126. Pres.: Bruce Taylor.  
 Ram Recs., 4307 Saundersville Rd., Old Hickory, Tenn. 37138. Tel: (615) 847-4019. Pres.: Mira Ann Smith; VP's: Margaret Lewis, A. Alton Warwick.  
**Int'l rep.:** Canada (Mark-Lin).  
 Ram Recs. Inc., c/o Max's Kansas City, 213 Park Ave. S., New York, N.Y. 10003. Tel: (212) 777-7870. Pres.: Tommy Dean; Mktg. Dir.: Andy Hussakowsky; A&R: Cord. D. Francis.  
**Int'l reps.:** Italy (RCA), Japan (King), rest of world (CBS Int'l).  
 Ramex Recs. Inc., 202 S. Milby St., Houston, Tex. 77003. Tel: (713) 223-3591. Pres.: Emilio V. Garza.  
 Rampart Recs. (div. of Gordo Ents.), 255 N. New Hampshire, Los Angeles, Calif. 90004. Tel: (213) 384-9586. Owner & Nat'l Sales Mgr.: Edward L. Davis.  
**Int'l reps.:** Canada (Generation), UK (Creole).  
 Rancho, see Musimage.  
 Randall Recs., 29 Elaine Rd., Milford, Conn. 06460. Tel: (203) 878-7383. Pres.: Gerald Randall; VP: Howard Randall; A&R: Paul Seaberg.  
**Branches:** Middletown, N.Y., 15 Randall Heights. Zip: 10940. Tel: (914) 343-6918. A&R: Samuel Randall—Syracuse, N.Y., 1900 W. Genesee St. Zip: 13204. Tel: (315) 468-0161.  
 Range Buster, see Buster Doss.  
 Rangel Music Co. Inc., PO Box 5524, 809 Fredericksburg Rd., San Antonio, Tex. 78201. Tel: (512) 735-6111.  
**Labels:** Nuevo, Unico.  
 Ranger, see Forrest Green.  
 Ranwood, see GRT.  
 Rapsodia, see Penco.  
 Rare Earth, see Motown.  
 Bill Rase Prod'ns Inc., 955 Venture Court, Sacramento, Calif. 95825. Tel: (916) 929-9181. Owner & Pres.: Bill Rase. VP: Lori Rase; Sec'y: Shirley Rase.  
**Label:** (Owned) Esar.  
 Rashid Sales Co., 191 Atlantic Ave., Brooklyn, N.Y. 11201. Tel: (212) 852-3295. Cable: ALRASHID. Pres.: Albert Rashid; VP's: Raymond & Stanley Rashid.  
**Label:** (Owned) Orient.  
 Rat Recs., 528 Commonwealth Ave., Boston, Mass. 02215. Tel: (617) 267-4156. Pres.: James G. Harold, Exec. Ass't: Judith A. Mintz; Staff Prod'r: John Kalishes.  
 Ratcity, see All Platinum.  
 Rattler, see Sarg.  
 Raven Recs. (div. of Studio Four), 1924 Wise Dr., Dothan, Ala. 36303. Tel: (205) 794-9067. Owner: Jerry Wise; A&R Dir.: Steve Clayton.  
 Raven Rec. Co., PO Box 20037, Zip 95820, 5930 Vista Ave., Sacramento, Calif. 95824. Tel: (916) 422-5838. Pres.: William B. Moore; VP: Ruth N. Moore.  
 Razorback of Arkansas, 9207 Malabri Dr., Little Rock, Ark. 72209. Tel: (501) 562-0490. Pres.: Bobby Crawford.  
 R'cade, see Phono Rec. Dist'g.  
 Reader's Digest Ass'n Inc., Pleasantville, N.Y. 10570. Tel: (914) 769-7000. NYC (212) 972-4000.  
 Real Time, see Miller & Kreisel.  
 Rebel Rec'g Co. Inc., Rt. 12, Asbury, W. Va. 24916. Tel: (304) 645-6650. Pres.: Charles R. Freeland.  
**Labels:** (Owned) Rebel, Zap.  
**Int'l reps.:** Canada (Musimage), France (Musimage), Japan (King), UK (Charmdale).  
 Reborn, see Glori.  
 Recital Recs., 4640 E. Lewis, Phoenix, Ariz. 85008. Tel: (602) 959-2076. Owner: L. John Twiford.  
 Recital, Calif., see Educational Media & Discorp.  
 Reco-Flex, see Vantage.  
 Record Dists. of America Inc., 780 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638. Pres.: Eliseo C. Valdes; Sales Mgr.: Angel Tamargo; Gen. Mgr.: Lázaro Fernandez.  
 Recorded Anthology of American Music (New World Recs.), 3 E. 54 St., New York, N.Y. 10022. Tel: (212) 826-4250. Cable: RECANTH. Pres.: Herman E. Krawitz; A&R Dir.: Andrew Raeburn; Art & Literary Editor: Michael Sonino; Comptroller: Leo Kirschner; A&R Admin'r: Catherine M. Blackburn; Prod'n & Dist'n Dir.: Allen J. Sherman; Dist'n Mgr. & Promo.: Claudia Jeanel; Research Dir.: Elizabeth Ostrow. (Distributed by Peters Int'l).  
**Label:** (Owned) New World.  
 Recorded Treasures Inc., PO Box 1278, North Hollywood, Calif. 91604. Tel: (213) 766-4693. Pres.: Walter S. Heebner.  
**Label:** (Owned) Welte Legacy of Piano Treasures.  
 Record Guild of America, 144 Milbar Blvd., Farmingdale, N.Y. 11735. Tel: (516) 293-5858. Pres.: David Shichman.  
**Label:** (Owned) Simon Says.  
 Record Haven Imports, 233 W. 42 St., Suite 602, New York, N.Y. 10036. Tel: (212) 354-3748. Telex: 666 754 HAVEN. Chief Execs.: Len Fichtelberg, Scott Dockswell.  
 Recordland, see Kool Kat.  
 Record & Music People Inc., 635 Elm St., Birmingham, Mich. 48011. Tel: (313) 645-0750. Pres.: Jim Elsmann; Exec. VP: Andre Williams.  
**Label:** (Owned) Underground.  
 Record Rendezvous Inc., 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) 561-7340. Pres.: Edward R. Marcus; VP: Frances Marcus.  
**Label:** (Owned) Rendezvous.  
 Record Room, see Argus.



Recordtime, see Institute for Language Study  
 Red (Italy), see Rounder.  
 Red Bird, see Glenn Prod'ns  
 Red Clay, see Sonyatone  
 Red Dot, see Marullo  
 Red Greg Ent's, 1650 Broadway, Suite 1211, New York, N.Y. 10019 Tel (212) 541-5005 Pres Gregory Carmichael, VP Victor Carew  
**Labels:** (Owned) Almeria, Red Greg, Shylden  
 Red Mark, see OCA in Ohio  
 Red Onion Recs, PO Box 366, Dayton, Ohio 45401 Tel (513) 222-2413 Owner & Pres Sharon Rethman  
 Red Rooster Recs, Box 300, Mount Marion, N.Y. 12456 Tel (914) 246-3266 Pres Don Badgley, Sec'y Donn Adams, Pub & Promo Phil Crandon  
 Red Seal, see RCA  
 Red Star Recs, 200 W 57 St, New York, N.Y. 10019 Tel (212) 582-3585  
 Redwood Recs, 565 Doolan Canyon Dr., Ukiah, Calif 95482 Tel (707) 462-3589  
 Reference Recs, c/o Sumiko Inc., PO Box 5046, Berkeley, Calif. 94705 Tel (415) 843-4500  
 Reflection Sound Prod Inc., 1018 Central Ave, Charlotte, N.C. 28204 Tel (704) 377-4596 Pres Wayne Jennings, VP Frances Furr, VP A&R Roger Branch, Adv. Johnny Barker  
**Labels:** (Owned) Avant, Revelation, Southern Wing, Sugarbush  
 Regency Recs, 9454 Wilshire Blvd, Suite 500, Beverly Hills, Calif 90212 Tel (213) 274-5857 Cable SEGALAW, Pres Lloyd Segal, VP John Deligatto (Distributed by Sierra Bran)  
 Regime, see Arzee  
 Rego Irish Recs & Tapes Inc., 84-48 62 Dr., Middle Village, N.Y. 11379 Tel (212) 476-1847 Pres Paddy Noonan  
**Int'l rep.:** UK (Laren)  
 Reids World, see TK  
 Relco, see Caprice  
 Release Recs, PO Box 234, St. Louis, Mo 63166 Tel (314) 296-9526 Pres & A&R Dir B.J. Bax  
 Remington, see American Tape  
 Renaissance Recs, 13422 Oxnard St., Van Nuys, Calif. 91401 Tel (213) 988-7863 Pres Dennis Smith  
 Renaissance, Los Angeles, Calif., see Everest  
 Rendezvous, see Record Rendezvous  
 Renegade, see Chuck Chellman  
 Renore, see Old Dominion  
 Ren Rome, see R&R  
 Reo Tahiti, see Criterion  
 Repertoire, see Sonic Arts  
 Reprise, see Warner Bros  
 Republic Recs Inc, 815 18 Ave S., Nashville, Tenn. 37203 Tel (615) 329-9339 Pres. Gene Autry, VP & Gen. Mgr. Dave Burgess, Nat'l Promo & Mktg Gary Branson  
**Branch:** Hollywood, Calif., 5858 Sunset Blvd, Zip 90028 Tel (213) 462-7373  
 Request Recs, 3800 S Ocean Dr, Hollywood, Fla 33019 Tel (305) 456-0847 TWX (510) 954-9798 Pres. Gene Settler, Exec VP John Pudwell, Gen. Mgr. Ruth Gamba, Nat'l Promo Dir. Larry Barnes, Mktg. Joe Martin  
**Labels:** (Owned) Afro Request, Classical Excellence, Demand, Euphoria, No Holds Barred, Demand Music of Many Lands, Oasis, Request, Sounds of the Caribbean.  
**Branch:** Cos Cob, Conn., 28 Fado Ln, Zip 06807 Tel (203) 869-1988 Eastern Reg'l Mgr. George Saydoh, **Int'l reps.:** Canada (Almada), Germany (Phonogram), Netherlands (Basart), Switzerland (Evasion).  
 Resco Recs., 7406 Theisswood Rd., Spring, Tex. 77379 Tel (713) 683-7171 Mgr. Russ Reeder  
 Reuben Recs, 8537 Sunset Blvd., No. 2, Los Angeles, Calif. 90069 Tel (213) 657-8852 Owner Travis Lehman, A&R Dir. Charles Cashmere  
 Revelation, see Reflection Sound  
 Review, see Starcrest  
 Revonah Recs., Box 217, Ferndale, N.Y. 12734 Tel (914) 292-5965 Owner & Chief Eng Paul Gerry, Studio Mgr & Promo Patricia James  
**Labels:** (Owned) Revonah, Tel-E-Vue  
**Int'l reps.:** Canada (Almada), Japan (BOM, Pooch Yokochi), Netherlands (Only Yesterday), UK (String, Mike's Country Music)  
 Reynolds Recs, 260 Kearny St., No. 402, San Francisco, Calif. 94108 Tel (415) 421-2216 Pres. Paul Reynolds, Promo Dir. Albert Marshall  
 Rhythms Prod'ns, Box 34485, Whitney Bldg., Los Angeles, Calif. 90034 Tel (213) 836-4678 Pres. R.S. White, Exec Prod'r David O. White  
**Labels:** (Owned) Rhythms Prod'ns, Tom Thumb  
 Rice Recs, Inc., 29 Music Square E., Nashville, Tenn. 37203 Tel (615) 242-2461  
 Richardson Recs., 1938 Old Annapolis Blvd., Annapolis, Md. 21401 Tel (301) 757-3733 Owner & Pres. Charles A. Richardson, VP Mary A. Richardson  
 Richy Recs., 7121 W. Vickery, Unit 118, Fort Worth, Tex. 76116 Tel (817) 731-7375 Owner & Int'l Rep. Slim Richy, Sales James Yanaway, Adv & Promo. James Colegrove  
**Labels:** (Owned) Flying High, Grass Mountain, Ridge Runner, (distributed) Iron Horse, Kiamichi.  
**Int'l rep.:** Japan (Trio)  
 Richtown / Gospel Truth Recs & Tapes & Film Works Inc., 1529 Edgelawn Circle, Apt. B, Richmond, Va. 23231 Tel (804) 226-0424 Bd. Chm. Reginald A. Charity Sr.  
**Labels:** (Owned) Cardinal, Charity, Richtown / Sire  
 Richtown / Sire, see Richtown  
 Rico Recs Prod'ns Corp., 748 10 Ave., New York, N.Y. 10019 Tel (212) 247-6330  
**Labels:** (Owned) Combo, Nelz, Rico, Solo, (distributed) EGC, PRAS  
 Ridge Runner, see Richy  
 Right On! Recs. USA, 408 W. 115 St., Suite 2-W, New York, N.Y. 10025 Tel (212) 222-8715 Pres. Bill Downs, A&R Carl Palmer  
**Int'l reps.:** Austria (Crystal), Belgium (Crystal), Canada (Quality), France (Crystal), Germany (Crystal), Netherlands (Crystal), Switzerland (Crystal)  
 Ripcord, see Gibson

Ripsaw Rec Co., 121 N. Fourth St., Easton, Pa. 18042 Tel (215) 258-5990 Pres. James Kirkhoff  
**Branch:** New York, N.Y., 320 W 30 St, Zip 10001, Tel (212) 564-3246 VP Jon Strong  
 Rising Star, Pa. see Parr-X  
 Rising Star, Tenn. see NRS  
 Rising Sun, see Scene Prod'ns  
 Rite Rec Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215 Tel (513) 733-5533 Pres. Carl J. Burkhardt, VP Philip Burkhardt, Ass't Studio Mgr Dan Burton  
**Labels:** (Owned) Gateway, Golden Shield, RRP  
 Rivera Ent's, 1908-1910 Mission St., San Francisco, Calif 94103 Tel (415) 626-1212 Owner, Pres & Gen. Mgr. M. Castillo Rivera, VP Mrs. L. Rivera, Pub. Dir. Carmen Marquez  
**Int'l branch:** Mexico  
**Labels:** (Owned) Discos America, Melodias Continentales, RCM  
 Riverside, see Fantasy / Prestige / Milestone / Stax  
 Riviera, see Cadet Recs  
 Roadshow Recs Corp., 850 Seventh Ave., New York, N.Y. 10019 Tel (212) 765-8840 Pres. Fred Frank, Co-Pres. Sid Maurer, VP Nat'l Promo Maye Hampton James, VP Int'l Julie Lipsius, Opns Dir Jack Baer, Artist Relations Dir. Wynne Smith, Int'l Mgr. Susan Reed  
**Branch:** Los Angeles, Calif., 6920 Sunset Blvd, Zip 90028 Tel (213) 461-9141 Exec. VP & Gen. Mgr. Nick Albarano  
**Labels:** (Owned) Desert Moon, Roadshow.  
 Roast, see Ray Lawrence  
 Robbins Recs., Box 277, Rt. 3, Leesville, La. 71446 Pres. Sherree Scott, Nat'l Reps. Virginia Angel, Virginia, Darrell & David Scott, Int'l Promo. Leonard Scott  
**Branch:** Magazine, Ark., PO Box 157, Zip 72943  
**Labels:** (Owned) Headliner Stars, Robbins  
 Robin Hood, see Cadet Recs  
 Rob-Lee Music, PO Box 1385, Merchantville, N.J. 08109 Tel (609) 461-5759 Pres. Rob Russen, Exec. VP Bob Russen, VP A&R Rodney Russen, Sales Mgr. Paul Nitche, Pub. Mgr. Eric Russen, Adv. Mgr. Alan Cohen, Promo Mgr. Mark Porter, Tape Mgr. Cindy Ewalt, Country Mgr. Kevin Ewalt  
**Labels:** (Owned) Camden Soul, Castle, Jade, Pyramid, Rock Island  
 Rock City, see Fire Sign  
 The Rocket Rec. Co., 489 Fifth Ave., 32nd fl., New York, N.Y. 10017 Tel (212) 986-9361 Pres. John Reid, Exec. VP Tony King (Distributed by RCA)  
**Branch:** Beverly Hills, Calif., 211 S. Beverly Dr, Zip 90212 Tel (213) 550-0144 TWX (910) 490-2586 Nat'l Pub. Dir. Jane Ayer, West Coast Promo Dir. Rick Harold  
**Int'l branch:** England (SEE ADVERTISEMENT)  
 Rocking Horse, see Grenadilla  
 Rock Island, see Rob-Lee  
 Rockland Road, see Superior Sound  
 Rockmasters Inc., 177 Rt. 304, New City, N.Y. 10956 Tel (914) 634-5101, Cable ROCKMASTAS Pres. Frank J. Guida, Gen. Mgr. Perla Frank  
 Rock's Greatest Hits, see Surf City  
 Rockwell Recs., 5 Kenzo Ave., Haverhill, Mass. 01840 Tel (617) 374-4792 Pres. Bill Macek  
 Rocky Coast Recs., 125 Main St., Reading, Mass. 01867 Tel (617) 944-0423 Pres. Carl Strube, VP A&R Steve Dinan, VP Promo. Linda Gear  
 Rodeo, see Paramount-West  
 Rodgers & Hammerstein, see Ziv  
 Rolashed Ent's Inc., 1408 Taylor, Memphis, Tenn. 38106 Tel (901) 942-1937 Board Members N. Cansler, M. & R. Nalley, T. Harley, J. Johnson, L. Smith, E. Darling, S. Hamlet  
**Labels:** (Owned) Black Fox, Rolashed  
 Rolling Stones, see Atlantic  
 Rollin' Rock Recs. Inc., 6777 Hollywood Blvd., 9th fl., Hollywood, Calif. 90029 Tel (213) 466-4352 Pres: Ron Weiser, VP & Gen. Mgr. Dan Bourgoise  
 Romantic Recs., PO Box 83, Tufts Univ. Branch, Medford, Mass. 02153 Tel (617) 277-9801 Pres. Frederick Pineau, VP. Kevin Graves, Pop A&R Dir. Richard Randall, A&R Classical. John Shriner, Tape Dir. Steven Satter, Art Dir. Craig Covner  
**Int'l reps.:** Worldwide, excluding France & UK (Bomp in USA), France (Sirenes), UK (Chiswick)  
 Romar, see Nautilus  
 Romana, see Jody  
 Romn, see Jewel  
 Room Service Prod'ns, Box 12457, Nashville, Tenn. 37212 Tel (615) 297-0266 Pres. Jack Ross  
 Roper Recs. Inc., 45-15 21 St., Long Island City, N.Y. 11101 Tel (212) 786-2401 Pres. Franc Peri  
**Int'l reps.:** Canada (Musimart), Germany (W. Glow) The Rose Hill Group Inc., 3929 New Seneca Tpk., Marcellus, N.Y. 13108 Tel (315) 673-1117 Pres & A&R Dir. Vincent Taft, VP David R. Torrey  
**Label:** (Owned) Cherry  
 Rose Recs Co. Inc., 922 Canterbury Rd. NE Atlanta, Ga 30324 Tel (404) 237-1162 Pres & A&R Mario W. Peralta, VP & Int'l Mgr. Larry Marshall-Paul, VP Frank P. Lappas, Controller Rosalia P. Peralta  
 Jerry Ross Music Corp., see Heritage Rec.  
 Ro Tab, see Marullo  
 Rota Recs., 5305 Church Ave., Brooklyn, N.Y. 11203 Tel (212) 498-7111, Pres. William R. Kamara  
 Roulette Recs. Inc., 1790 Broadway New York, N.Y. 10019 Tel (212) 757-9880 Pres. Morris Levy, VP Howard Fisher, Controller Harvey Zucher, VP Sales & Mktg. Michael Martucci, Promo Dir. Drew Nugent  
**Labels:** (Owned) Roulette, Virgo, (distributed) Pyramid, Tiger Lily  
 Rounder Recs Corp., 186 Willow Ave., Somerville, Mass 02144 Tel (617) 396-8400 Pres & Promo Dir. Marian Leighton, A&R Ken Irwin, Sales Mgr. Bill Nowlin  
**Labels:** (Owned) Green Tree, Ramblin, Rounder, (distributed) Acorn (UK), Back Door, Bear Family (Germany), Big Ben (UK), Biga, Black Saint (Italy), Cazeme (France), Claddagh (Ireland), Cur-Non, Eckerworks, Esca, F&W, Fiddledeoo, Fiddler, Flyright (UK), Gael-Linn (Ireland), Larrikin (Australia), Leader (UK), Longdivity, Magpie (UK), Mulligan (Ireland), Outlet (Ireland),

Outrageous, Physical, Ram (Ireland), Red (Italy), Rubber (UK), Springwater (Canada), String (UK), Tangent (UK), Tara (Ireland), Topic (UK), Trailer (UK), Transatlantic (UK), Village Thing (UK), Xtra (UK)  
**Int'l reps.:** Australia (Folkways / Larrikin), Belgium (Par-sifal), Canada (Almada), Denmark (CSA), France (Discobrd), Germany (Pläne), Ireland (Mulligan), Italy (Hi-Fi), Japan (Shinsei), Netherlands (Pastor), Norway (Sinar), Sweden (Sonet), Switzerland (Evasion), UK (Continental, Mike's Country Music Room)  
 Round Robin Recs., 19142 Keswick St., Reseda, Calif 91335 Tel (213) 349-7021 Pres. Irvin L. McMonigle, Exec. VP & Gen. Mgr. Robert Shepherd, Sec'y-Treas. Kenneth Zigler **Local branch:** 6201 Santa Monica Blvd., Hollywood 90038 Tel 664-7435  
 Rovi, see Musimex  
 Roxy Recs Inc / Platinum Plus Rec Corp., 9465 Wilshire Blvd, Beverly Hills, Calif 90212 Tel (213) 550-8710 Telex 696110  
 Royal Flush, see TK  
 Rubber (UK), see Rounder.  
 Rugby, see Dee  
 Rural Rhythm, see Uncle Jim O'Neal  
 The Frank Russell Org., see FRO  
 Russell Recs. Inc., 1403 Callens Rd., Ventura, Calif 93003 Tel (805) 642-3555  
 Rustique, see Band Box  
 Rutabaga, see Old Homestead.  
**S**  
 S A M, see Utopia  
 S C R, see Sunshine Country  
 S F M (Society for Forgotten Music), see Contemporary  
 S I D, see Discocorp  
 S I P R A (Small Independent Prod'n & Rec. Ass'n), 1617 El Centro Ave., Suite 5, Los Angeles, Calif. 90028 Tel (213) 464-9485 Pres. Bobby Sanders, VP Ernie Freeman, A&R Nate Fortier, Sales Mgr. Marion Mitchell, Adv. Mgr. Ann Coleman, Promo. Carolyn Wiggs, Dir. Melvin Alexander **Local branches:** 6255 Sunset Blvd, Suite 1903, Zip 90028 Tel (213) 466-3261, 1617 El Centro Ave., Suites 7 & 8, Zip 90028 Tel (213) 461-2945  
**Labels:** (Owned) Brotherhood, Pick-A-Hit, Pure Gold, SIPRA  
 S & M Recs., 6777 Hollywood Blvd., 9th fl., Hollywood, Calif. 90028 Tel (213) 466-4352 Pres. Charles Emmons, VP & Gen. Mgr. Dan Bourgoise, VP & A&R John Condon, Pub. Dir. John Hillyard  
 S M C, see Spanish Music Center  
 S P E B S Q S A (Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America Inc.), 6315 Third Ave., Kenosha, Wis. 53141 Tel (414) 654-9111  
 S P Q R, see Legrand-Norfolk  
 S R I, Fla, see TK  
 S R I Recs & Tapes, PO Box 720, Palo Alto, Calif. 94302 Tel (415) 493-3344, Telex. Mayfield, 345583 Dir. Steven Halpern, Admin. Ass't Joyus Albright  
**Labels:** (Owned) Open Channel Sound Co., SRI  
**Int'l rep.:** UK (Arrow)  
 S S S Int'l, see Shelby Singleton  
 Sabia (Brazil), see Brasilia  
 Sacred, see Word  
 Safari Recs. Co., 139 Maryland St., El Segundo, Calif 90245 Tel (213) 322-5460, 322-5500 Owner Federico E. Rojas, Gen. Mgr. Bertha Solano  
**Labels:** (Owned) Accion, Corito, Coro, Safari, (distributed) CBS, Libelula, Magneto  
 Saga, see CMS  
 Sagittar, see Texas Sound  
 Saguro, see Boyd  
 Salisbury Labs (Canada), see Nautilus  
 Salsoul Recs Corp., 240 Madison Ave., New York, N.Y. 10016 Tel (212) 889-7340 Telex 236464 Bd. Chm. Stan Cayre, Pres. Joe Cayre, Exec. VP A&R Ken Cayre, VP Mktg. Chuck Gregory, Nat'l Sales Dir. Mimi Gregory, Nat'l Adv. Press & Pub. Dir. Lloyd Gelasson, Nat'l Pub. Mgr. Priscilla Chatman, Nat'l R&B Promo. Dir. King Ro, Int'l Div. Dir. Glenn La Russo, Nat'l Disco Promo. Alan Mamber (Distributed by RCA)  
**Labels:** Bethlehem, Different Drummer, Free Spirit, Gold Mine, Salsoul, Tom n Jerry  
**Int'l reps.:** Australia (RCA), Austria (Musica Schallplatten), Benelus (Phonogram), Brazil (Top Tape), Canada (RCA), Caribbean (Dynamic Sounds in Jamaica), Colombia (Codicsons), Denmark (Hede Nielsen), Dominican Republic (Domicca de Discos), Ecuador (IFESA), El Salvador (Leo), Finland (Discophon), Germany (Teldec), Greece (Minos Matsas), Guatemala (Leo), Hong Kong (Pro Grammy), India (EMI), Israel (K-tel), Italy (RCA), Jamaica (Dynamic Sounds), Japan (Nippon Phonogram), Malaysia (Pro Grammy in Hong Kong), Mexico (Sonida & Ritmo), Norway (Disco), Panama (Promo), Peru (EMPISA), Philippines (Disc Corp.), Singapore (Pro Grammy in Hong Kong), South Africa (CCP), Spain (Ariola-Eurodisc), Sweden (Electra), Turkey (Gruenberg Tcaren), UK (EMI), Venezuela (CBS)  
 Salsoul (Salsa), see Mercana  
 Salt City Recs Inc., PO Box 162, 3697 N. 600 East Provo, Utah 84601 Tel (801) 224-1775 Pres. Stan Bronson, VP Steve Bronson, Sales Mgr. Milt Fletcher  
**Labels:** (Owned) Proud Earth, Salt City  
 Salt of the Earth Recs., 3282 Catalina Ave., Santa Clara, Calif. 95051 Tel (408) 243-0168 Pres. Mark Aara  
 Salvation, see Creed Taylor & Motown (partial catalog)  
 Sam Recs Inc., 41-45 39 St., Long Island City, N.Y. 11104 Tel (212) 786-7667 Telex 235976 Pres. Sam Weiss  
**Int'l reps.:** Brazil (Fermata), Canada (Polydor), Italy (Sugari), Philippines (Vico), South Africa (CCP), Spain (Columbia), Sweden (Polydor), UK (Polydor)  
 Samr, see DGJ  
 Sandcastle Recs., 157 W. 57 St., New York, N.Y. 10019 Tel (212) 582-6135 Owners Mark Cosmedy, John Shoup, VP Tom Morgan  
**Branches:** Studio City, Calif., 4045 1/4 Radford Ave

Zip: 91604. Tel: (213) 985-7933--New Orleans, La., 337 Rue Chartres. Zip 70130. Tel: (504) 529-4195.  
 San Diego Jazz Club, 443 W. C St., San Diego, Calif. 92101.  
 Tel: (714) 232-1413. Pres.: William Murray Hill.  
 M. R. Sand & Co., PO Box 2255, 6211 Milan Rd., Sandusky, Ohio 44870. Tel: (419) 625-0028. Owner: Joseph F. Yost III.  
 San-Lyn Group, Box 46, 414 Cortland Ave., Syracuse, N.Y. 13205. Tel: (315) 476-2779. Gen. Mgr. & A&R Dir.: Jack Swanson.  
**Labels:** (Owned) Calumet. San-Lyn.  
 Sanskrit Recs., 7515 Wayzata Blvd., No. 110, Minneapolis, Minn. 55426. Tel: (612) 546-0226. Pres.: Keith Christianson.  
 Sapacky, see IRDA.  
 Sarg (Rec'g Co.), 311 E. Davis St., Luling, Tex. 78648. Tel (512) 875-3350. Owner: Charlie Fitch; Sales Mgr.: Sharon Mann; Promo.: Denise Fitch; A&R: Ben W. Fitch; Ass't Mgr.: Celeste Fitch.  
**Labels:** (Owned) Double A. Rattler. Sarg  
 Sav-All, see HSE.  
 Savory Recs. Inc., 625 Pennsylvania Ave., Elizabeth, N.J. 07201. Tel: (201) 351-6800. VP & Gen. Mgr.: Fred Mendelsohn; Prod'r.: John Daniels; Promo. Mgr.: Milton Biggman. (Distributed by Arista).  
 Scala, see Everest.  
 Scandinavian, see Lindberg.  
 Scaramouche Recs., PO Drawer 1967, 102 Evergreen St., Warner Robins, Ga. 31093. Tel: (912) 922-1955. Pres.-Dir.: Robert R. Kovach; Sec'y: Judi L. Kovach.  
 Scene Prod'ns, PO Box 1243, Beckley, W. Va. 25801. Tel (304) 252-4836. Pres.: Richard L. Petry, Gen. Mgr. William Gent.  
**Labels:** (Owned) Country Road. Rising Sun.  
 Int'l reps.: Philippines (Empire), Switzerland (Metro-nome).  
 Scenerville Inds., 78-08 88 Ave., Woodhaven, N.Y. 11421. Tel (212) 296-1877. Pres. & Mng. Dir.: A. J. Kleinfield; VP & A&R: R. L. Knudsen; A&R Dir.: Jimi Knudsen.  
**Label:** (Owned) Pulstrak.  
 Don Schafer Promos., PO Box 57291, Dallas, Tex. 75207. Tel (214) 526-8936/6631. Pres. Don Schafer.  
**Labels:** (Owned) Demand Texas.  
 A. Schroeder Int'l Ltd., 25 W. 56 St., New York, N.Y. 10019. Tel: (212) 582-8810. Cable: SCHROMUS. Pres.: Aaron Schroeder; VP: Abby Schroeder.  
**Label:** (Owned) Aurora.  
 Schwann (Germany), see International Book & Rec.  
 Scyllora Recs., PO Box 441, Northridge, Calif. 91324. Tel (213) 340-2752. Owner & Pres: David M. Seiden.  
 Scorpio Ent's. Inc., 38 Music Square E., Nashville, Tenn. 37203. Tel: (615) 256-3373. Pres. & A&R Dir.: B.L. (Slim) Williamson; VP: Randy Moore; Promo.: Marty Williamson.  
**Labels:** (Owned) Country Jubilee. Gospel Jubilee. Scorpion.  
 Scorpion, see Scorpio Ent's.  
 Scott Bros., see Atlantic.  
 Scrimshaw Recs., 6943 Valjean Ave., Van Nuys, Calif. 91406. Tel: (213) 988-6746. Pres. Robert P. Gentile.  
 Seabreeze, see Ray Lawrence.  
 Sea Cruise, see Ken Keene.  
 Sea-King, see Centaur in N.Y.  
 Sealsong, see Wormwood.  
 Second Chance, see East Allegheny.  
 Seeco, see Met Richmond.  
 Ralph L. Seltzer Inc., 14003 Ventura Blvd., Sherman Oaks, Calif. 91423. Tel: (213) 990-9622. (Represents international firms)  
 Semaphore, see Vantage.  
 Seminar, see King Walk.  
 Sequel, see Rik Tinory.  
 Seraphim, see Capitol.  
 Serenus Corp., PO Box 267, Hastings-on-Hudson, N.Y. 10706. Tel: (914) 693-9321. Pres.: Paul Kapp.  
 Sesame Street Recs. (div. of Distinguished Prod'ns Inc.), 1 Lincoln Plaza, New York, N.Y. 10023. Tel: (212) 874-2700. Pres. Arthur Shimkin; VP Sales: Shy Riaken; Mktg. Dir.: Arthur Denish (SEE ADVERTISEMENT)  
 Session, see IRDA.  
 Session One, see Daniels Eight.  
 Seven Hills Publ'g & Rec'g Co. Inc., 905 N. Main St., Evansville, Ind. 47711. Tel: (812) 423-1861. Pres.: Edward W. Kriemeyer; VP: M. Lottes; Sec'y-Treas.: Dorothy Pearce; Mgr.: P. J. Hayden.  
**Labels:** (Owned) EKK. Seven Hills.  
 1750 Arch Inc., 1750 Arch St., Berkeley, Calif. 94709. Tel (415) 841-0216. Pres. Tom Buckner; Exec. Dir.: Phill Sawyer; Concert Mgr. Eva Soltes; Rec'g Eng. Bob Shumaker.  
 Int'l rep.: Canada (Almada).  
 7th Sound, see Daniels Eight.  
 Sexy Mama, see Carib.  
 Shadow, see Waterhouse.  
 Shadow Recs., 3346 Hennepin, Minneapolis, Minn. 55408. Tel: (612) 824-9491. Pres. Charles F. Campbell (Distributed by Waterhouse)  
 Shadybrook Recs. Ltd., 8913 Sunset Blvd., Los Angeles, Calif. 90069. Tel (213) 652-4782. Pres. & A&R: Joe Sutton; Gen. Mgr. Chip Donelson; Promo. Dir.: Rick Neigher.  
**Labels:** (Owned) Shadybrook. Sound Bird. (distributed) Aquarian.  
 Shaffer, see Phono Rec Dist'g.  
 Shalynn Prod'ns, PO Box 34131, Dallas, Tex. 75234. Tel (214) 270-2678, 371-9881, 739-4145. Pres.: Stephen Kedlarchuk, Gen. Mgr. Linwood Henderson; Prof. Mgr. Rick Jackson, Sales Mgr.: Larry Drury; Promo. Jerry Patt, A&R Ivan Lamb, Sharon Dickhaut.  
**Branch:** San Diego, Calif., 3435 Camino del Rio S., Suite 113. Zip 92124. Tel (714) 280-9803. Promo Mgr. David Sahl.  
**Labels:** (Owned) Chartreuse. Ice. Shalynn.  
 Shanachie Recs., 1375 Crosby Ave., Bronx, N.Y. 10461. Tel (212) 792-5388  
**Label:** (Represented) Innisfree.  
 Shawmut Recs., see Casa Grande.  
 She, see Atlantic.  
 Don D. Sheets Prod'ns, Box 212, Rt. 3, Nashville, Ind.

47448. Tel: (812) 988-2000. Co-Owners/Prod'rs: Don D. & Marti Mae Sheets. (Distributed by Nationwide Sound)  
**Labels:** (Owned) CVS. Delmarti, Little Nashville.  
 Sheffield Lab Inc., PO Box 5332, Santa Barbara, Calif. 93108. Tel: (805) 969-4744. Pres.: Douglas Sax; VP & Treas.: Lincoln Mayorga; Sec'y: Robert Louis.  
 Int'l reps.: Australia (Megasound), Belgium (Blomhof), Canada (Gray), Denmark (SAC), France (Delta), Germany (Audio Int'l), Italy (Audio Sinc), Japan (Marutani), Netherlands (Durob), Nigeria (Quintessence in UK), Norway (Mayco Agentur), Singapore (Singapore Audio), South Africa (Symphonia), Spain (Ataio), Sweden (Sven Eriksson), Switzerland (Young), Tahiti (Cida), UK (Regent).  
 Shelter Rec'g Co. Inc., 5112 Hollywood Blvd., Hollywood, Calif. 90027. Tel: (213) 660-1605. Telex 674981. Pres.: Denny Cordell; Mgr.: Bernadette Gorman. (Distributed by ABC)  
 Int'l reps.: Australia (Festival), Austria (Ariola-Eurodisc in Germany), Denmark (Nordisk Polyphon), Finland (Innleevy), France (Carrere), Germany (Ariola-Eurodisc), Ireland (Emerald), Italy (Arister), Japan (Nippon Phonogram), Netherlands (Ariola-Eurodisc), Norway (Phonogram), Philippines (Vicar), South America (Phonogram in Netherlands), Spain (Mediterraneo), Sweden (Phonogram), Switzerland (Ariola-Eurodisc).  
 Shield, see TK  
 Shih Shih Wu Ai Recs. Inc., 8120 Oakland Ave. S., Bloomington, Minn. 55420. Pres. Milo Fine.  
 Int'l rep.: Germany (Jazz By Post).  
 Shire, see Wormwood.  
 Shock, see GRT.  
 Shout, see Web IV.  
 Showcase, see World Int'l.  
 Showstoppers, see Ziv.  
 Showtime, PO Box 40074, Washington, D.C. 20016. Tel (202) 397-6952. Exec. Pres.: C. Ables; Gen. Mgr.: B. Salles.  
 Showtime, La., see Modern Sound.  
 Shyriden, see Red Greg.  
 Shur-Tinga, see Styletone.  
 Sierra/Briar Recs., PO Box 5853, Pasadena, Calif. 91107. Tel (213) 355-8759. Pres. John M. Delgatto. VP Joseph S. Delgatto; Sales & Mktg. Dir. Duane Thorin; A&R Dir. Gene Parsons.  
**Labels:** (Owned) Briar. Sierra. (distributed) Regency.  
 Int'l reps.: Australia (Country Music, Electric, Folkways), Belgium (Hifi Home), Denmark (CSA), Finland (Matti Laipo, Love, Quality), France (Cezanne, Dave-Music, Folk Imports), Germany (Bear Family, Placene), Hong Kong (Studer-Revox), Ireland (Irish Rec. Factors), Italy (Caru, Hi-Fi & Rec. Center, Millerecords), Japan (BOM, Disc Center, Disc Union, Gyugiya Kawahara, Harmony House, Music Rec. Shop, Nippon Gakki, Pooch Yokocho, Shinjuku, Shinsei, Tony's Recs., Towa Kikaku, Yamano), Netherlands (Collector, De Platenboer, Diwa, Munich Recs.), New Zealand (A. Vercoe), Norway (Arne Bendiksen, Compendium, Sinar), Sweden (Amigo, Country Music Center, Switzerland (Evasion), UK (Agate, Breakdown, Continental, Country Music Center, E&C Imports, Free Reed, Greenwood, Mike's Country Music in Scotland, Paragon in Northern Ireland, Swift).  
 Sierra Wave, see Kicking Mule.  
 Signature Gramophone Co. Ltd., 1414 Ave. of the Americas, New York, N.Y. 10019. Tel (212) 751-0322. Contact Bob Thiele.  
 Silk Purse, see Bay.  
 Silver Blue Recs., 220 Central Park S., New York, N.Y. 10019. Tel: (212) 586-3535. Pres.: Joel Diamond. (Distributed by TK Prod'ns)  
 Silver City Recs., 134 Milton St., Rochester, N.Y. 14619. Tel (716) 235-6505. Pres. & Gen. Mgr. Robert W. Hansen; Financial & Bus. Dir.: Thomas J. Fiorica; VP & A&R Dir. Martin P. Williams; Sales, Mktg & Adv. Dir. Christopher C. Hansen.  
 Silver Cloud Recs., 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-4410. Exec. VP & Gen. Mgr.: Noel Love; VP A&R: Kevin McShane; Nat'l Promo. Co-ord.: Julie Rader.  
 Simon Says, see Record Guild.  
 Sine Qua Non Prod'ns Ltd., 1 West St., Fall River, Mass. 02720. Tel: (617) 675-1522. Pres. Samuel S. Attenberg; VP: Joan Grow.  
**Branch:** Los Angeles, Calif., 1362 Lucile Ave. Zip: 90026. Tel: (213) 666-6082. Sales Mgr.: John lerardi.  
**Labels:** (Owned) Americana. Masterpiece. Meet the Classics. Perceptive. Sine Qua Non. Superba.  
 Sinergia Inc., 46-003 Alalao St., Kaneohe, Hawaii 96744. Tel: (808) 235-2940. Pres. Peter Coraggio; VP: Wayne Young Carvalho; Sec'y Sheryl Coraggio.  
 Sing, see Skyline-Sing.  
 Singcord, see Singpiration.  
 Shelby Singleton Corp., 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel (615) 385-1960. Cable: SHELREC. Telex 3711222. Pres. Shelby S. Singleton Jr.; VP John A. Singleton. VP Mktg.: Dick Bruce; A&R: Royce Clark.  
**Labels:** (Owned) Plantation, SSS Int'l, Sun.  
 Singpiration Rec'gs (div. of Zondervan Corp.), 1415 Lake Dr SE, Grand Rapids, Mich. 49506. Tel: (616) 459-6900. Music Div. Exec. VP: John S. Helder; Music Publ'ns Dir.: Don Wyrzten; Sales Mgr.: James L. Williams, Nat'l Music Co-ord. Phil M. Brower.  
**Labels:** (Owned) Milk & Honey. Singcord, Supreme.  
 Sirco Recs. Inc. (subs. of Bill Seabrook Int'l Corp.), 22 Pine St., Freeport, N.Y. 11520. Tel: (516) 546-8008. Bd. Chm.: Anthony Ferrante; Pres.: Bill Seabrook; VP: Mark Seabrook; VP Promo.: Jolanda Ayers.  
 Int'l reps.: Argentina (Circle Line), Benelux (Money Tree in Netherlands), Brazil (Tapcaar), Chile (Circle Line in Argentina), Greece (Greek Communications), Uruguay (Circle Line in Argentina).  
 Sire Recs. Inc., 165 W. 74 St., New York, N.Y. 10023. Tel: (212) 595-5500. Cable: BLUHORIZN. Telex: 626222. Mng. Dir.: Seymour Stein. VP Promo.: John Montgomery; VP Artist Development: Ken Kushnick; Gen. Mgr. & Adv. Dir. Jude Lyons; Bus. Affairs Dir.: Jonathan Brett; Singles Promo. Co-ord. Suzanne Emil, Controller: Nanette Rogoff; Press Officer: Janis Schacht; Art Dir.: John

Gillespie; Ass't to Pres. & Int'l Co-ord. Maxine Flestead; Artist Relations Mgr.: Gloria Robinson. (Distributed by Warner Bros.)  
**Branch:** Los Angeles, Calif., 3300 Warner Blvd. Zip: 91510. Tel: (213) 842-8565, 846-7492. West Coast Opns. & Promo. Dir.: Marc Nathan; Mktg. Dir.: David Kastens; Singles Promo. Co-ord. Constance Geller.  
**Labels:** (Owned) Blue Horizon. Sire.  
 Sir Lion Recs. Co., 455 W. Hanover St., Trenton, N.J. 08618. Tel: (609) 989-9202.  
 Sister Sun, see Oliva.  
 Sivatt Music Co. Inc., PO Box 1079, Easley, S.C. 29640. Tel: (803) 269-5529. Pres.: Jesse B. Evatte.  
**Labels:** (Owned) Brand-X. Pioneer.  
 Sixpence Prod'ns, 6115 Red Bird Court, Dallas, Tex. 75232. Tel: (214) 337-1272. Pres. Roland Steele. Sales & Mktg.: Norb Lettenmaier.  
 Six Shooter, see Buster Doss.  
 Skye, see OCA in Calif.  
 Sky-High, see King Rec. Dist.  
 Sky High, see Phono Rec. Dist'g.  
 Skylite, see Skyline-Sing.  
 Skyline Country, see Skyline-Sing.  
 Skyline-Sing Inc., 1008 17th Ave. S., Nashville, Tenn. 37212. Tel: (615) 244-6116. Pres. Joel E. Gentry, VP Mktg.: Carl L. Gentry.  
**Labels:** (Owned) Christian Faith, Christian Folk, Sing, Skylite, Skyline Country, Stateswood, Temple.  
 Slade Rec. Co., Box 536, Crookston, Minn 56716. Tel (218) 281-3862. Owner Gary Emerson.  
 Slam Recs., 130 S. Fairmount, Pittsburgh, Pa 15206. Tel (412) 363-3677. Pres.: Billy Jay Hood  
 Slide, see McKinnon.  
 Small Independent Prod'n & Rec. Ass'n, see SIPRA.  
 Smile, see La Val.  
 Smithsonian Collection, see Smithsonian Institution.  
 Smithsonian Institution, Performing Arts Div., Washington, D.C. 20560. Tel: (202) 381-6535. Project (Sales) Co-ord. Cynthia Hightower; Prod'n. Brock Holmes; Pub. Promo. & Adv. Sally Roffman.  
**Label:** (Owned) Smithsonian Collection.  
 Soap Opera Recs., 9 E. 46 St., New York, N.Y. 10017. Tel: (212) 661-2106. Pres. Larry Levinson; Sec'y-Treas. Neil Warner; VP A&R Phyllis Levinson; A&R Irwin Finger.  
 Society for Forgotten Music, see Contemporary.  
 Society for the Preservation & Contourage of Barber Shop Quartet Singing in America Inc., see SPEBSQSA.  
 Software, see OCA in Calif.  
 Solar, Calif., see Mystic.  
 Solar, N.Y., see RCA.  
 Solid Recs., 6101 Ridgeview Ave., Baltimore, Md. 21206. Tel: (301) 254-7354. Gen. Mgr. George Brigman.  
 Solid Rock, see Word.  
 Solid Smoke Recs., PO Box 22372, San Francisco, Calif. 94122. Tel: (415) 731-0500. Contacts Marty Arbunich, Rick Tolmach.  
 Solid Soul, see Mir-A-Don.  
 Solo, see Rico.  
 Solo Plus, see Blue River.  
 Som (Brazil), see Brasilia.  
 Somers, see Alshire.  
 Som/Major (Brazil), see Fermata.  
 Sonata Recs., 4304 Del Monte Ave., San Diego, Calif. 92107. Tel: (714) 222-3346. Pres. A&R Paul DiLella; VP: Joseph DiLella, Sales Mgr. Melbaete Newberry. Promo. & Dist'n: Helen DiLella.  
 Song Request Magazine, see Olenik.  
 Songs by Sommers, PO Box 322, Silver Spring, Md. 20907. Tel: (301) 946-9039. Owner: Henry J. Sommers.  
**Labels:** (Owned) Songs by Sommers; (distributed) Adv-ance.  
 Sonic, see Iowa Great Lakes  
 Sonido Int'l, see Marsal.  
 Sonics, see Sonic Arts.  
 Sonic Arts Corp., 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6307. Pres.: Leo de Gar Kulka; Exec. VP: Herbert P. Haas; VP Mktg.: Paul Jaulus; VP Direct Mail: Kenneth Kew; Gen. Mgr. Admin.: Lydia Terry; Creative Servs.: Leontine L. Kulka; Graphics Wayne Pope. (Also see Audio-Technical)  
 Int'l branch: Germany.  
**Labels:** (Owned) Authentic. Autograph. Captain. Dimension Six. Direkt to Disk. Golden Soul, Laboratory Series. Nostalgia. Repertoire. Sonicsarts. Super Dimension Six. Washboard; (distributed) Star (Switzerland)  
 Sonodisc (France), see International Book & Rec  
 Sonolux, see Discolando.  
 Sonrise Mercantile Corp., PO Box 607, 22802 Pacific Coast Hwy., Malibu, Calif. 90265. Tel (213) 456-2460. Pres. Bob Cotterell; Gen. Mgr. Dave Foster.  
**Labels:** (Owned) Creative Sound. Sonrise, (distributed) AB (Street Level), Deep Roots, Lamb & Lion (selected), Mighty Wind.  
 Sonytone Recs., PO Box 567, Santa Barbara, Calif. 93102. Tel (805) 965-6670. Pres.: Peter F. Feldman. VP: Toni Young.  
**Labels:** (Owned) Hen Cackle. Sonytone; (distributed) Red Clay.  
 Int'l reps.: Australia (Folkways), Germany (Bear), Japan (BOM).  
 Soul, see Motown.  
 SoulCity, see East Allegheny.  
 Soul City Recs., 8921 Sunset Blvd., Los Angeles, Calif. 90069. Tel (213) 659-0766. Pres. Johnny Rivers. A&R: Mike Sikkas.  
 Soul Deep, see Indi.  
 Soul Division, see Daniels Eight.  
 Souled Out, see Tom Bee.  
 Soul Int'l, see Amherst.  
 Soul Merchant, see Paramount-West  
 Soul Mine, see Boddie.  
 Soul-Po-Tion, see Gwen.  
 Soul Roll, see Tom Bee.  
 Soul Set, see La Val.  
 Soul Sounds Unlimited Rec'g Co., PO Box 24230, Cincinnati, Ohio 45224. Tel: (513) 681-2788. Co-Owner: Alvin Don Chico Pettijohn. (Distributed by Ray Lawrence)  
 Soultrack, see National Foundation.  
 Soul Unlimited, see Modern Sound.

Sound Bird, see Shadybrook.  
 Soundbook, see Caedmon.  
 Sound City Rec'g, 3316 Line Ave., Shreveport, La. 71104.  
 Tel. (318) 861-0569. Pres. Stewart Madison; VP's George Clinton, Jerry Strickland.  
 Labels: (Owned) Alarm.  
 Sound 80, Calif., see Nautilus.  
 Sound 80 Inc., 2709 E. 25 St., Minneapolis, Minn. 55812.  
 Tel. (612) 721-6341. Pres. Tom Jung; Creative Dir. Herb Pilhofer. (Distributed by Nautilus).  
 Sound Inc., 56880 North Ave., New Haven, Mich. 48048.  
 Tel. (313) 749-5182.  
 Labels: (Owned) Cupid, IRM, International Folklore, Kepsake, Trash, Universal Sound.  
 Soundmate, see Caprice.  
 Sound-Off Recs., 200 N. Long Beach Blvd., Compton, Calif. 90221. Tel. (213) 637-5845. A&R: Johnny Cannon.  
 Sound of Money, see Vantage.  
 Sounds of the Caribbean, see Request.  
 Sounds of Winchester, PO Box 574, Winchester, Va. 22601. Tel. (703) 667-9379. Pres. Jim McCoy; VP R.J. Alford; Sec'y Bertha Shanholtz.  
 Labels: (Owned) Alar, Winchester.  
 Sound South Recs. Inc., 203 Culver Ave., Charleston, S.C. 29407. Tel. (803) 766-2500. Pres. Harold Thomas; VP A&R Michael Thomas.  
 Labels: (Owned) Sound South, Wahr.  
 Sound Stage 7, see Monument.  
 Sound III, see Tempo.  
 Soundwaves Recs., 1204 Elmwood, Nashville, Tenn. 37212. Tel. (615) 385-0900. (Distributed by Nationwide Sound).  
 Labels: (Owned) Candle, Phono, Soundwaves.  
 Sountrak, see Sunbeam.  
 Sourwood Mountain, see June Appal.  
 Southern Bell, see East Allegheny.  
 Hal Southern Prod'ns, Box 4234, Panorama City, Calif. 91412. Tel. (213) 786-6957. Pres. Hal Southern; VP Gracie Dee.  
 Labels: (Owned) Country Gold, Ivory.  
 Southern Library of Rec'd Music, see Peer-Southern.  
 Southern Wing, see Reflection Sound.  
 Southland, see Jazzology-GHB.  
 Souvenir, see Art.  
 Sovereign Rec. Corp., 1619 Broadway, Suite 411, New York, N.Y. 10019.  
 Spa Recs., 404 Broadway, Saratoga Springs, N.Y. 12866. Tel. (518) 584-2222. Owner: Norman M. Fox.  
 Space Recs., 2037 Alvarado Dr. NE, Albuquerque, N.M. 87110. Tel. (505) 268-8405. Pres. & Gen. Mgr. A. Medley.  
 Spanish Music Center Inc., Belvedere Hotel, 319 W. 48 St., New York, N.Y. 10036. Tel. (212) 582-4280.  
 Labels: (Owned) Coda, Pro-Arte, SMC.  
 Spark, see Peer-Southern.  
 Sparrow Recs. Inc., 8587 Canoga Ave., Canoga Park, Calif. 91304. Tel. (213) 998-1733. Pres. VP Billy Ray Hinson; Ass't to Pres. Adeline Griffith; Nat'l Mktg. Dir. Steven Potratz.  
 Labels: (Owned) Birdwing, Sparrow, (distributed) New-World, Spirit.  
 Int'l reps: Australia (Spotlight), Canada (Word), UK (Word).  
 Spear, see Latin & Jazz.  
 Specialty Recs. Inc., 8300 Santa Monica Blvd., Los Angeles, Calif. 90069. Tel. (213) 656-7711. Pres. Art Rupe; VP Sales & Mktg. J.Y. Regier.  
 Phil Spector Int'l Warner-Spector Recs. Inc., PO Box 69529, Los Angeles, Calif. 90069. Tel. (213) 846-9900. Pres. Phil Spector, Admin. Dir. Donna Sekulidis; Bus. Admin. & Legal Counsel Martin Machat; Int'l Dir. Tony Bramwell; Int'l Pub. Dir. Avrii Giacobbi.  
 Labels: (Owned) Phil Spector Int'l (dist. by Polydor in UK), Warner-Spector (dist. by Warner Bros.).  
 Spectrum Recs., PO Box 757, San Carlos, Calif. 94070. Tel. (415) 593-9554. Pres. Paul Weaver.  
 Spicy, see Band Box.  
 Spider Recs. Inc., 20780 Winchester, Southfield, Mich. 48076. Tel. (313) 356-4989. Pres. Arnold E. Tencer; Exec. VP & Gen. Mgr. Joel H. Zuckerman.  
 Spigot, see Spiral.  
 Spina Music, 2232 Vista Del Mar Pl., Hollywood, Calif. 90068. Tel. (213) 467-6018. Pres.: Harold Spina; Sec'y-Treas. Edith Spina.  
 Labels: (Owned) Arc, Argyle.  
 Spindrift Recs., PO Box A, Trezevant, Tenn. 38258. Tel. (901) 669-7087. Pres. Bill Stottlemeyer.  
 Spirit Recs., 3008 Belden Dr., Los Angeles, Calif. 90068. Tel. (213) 469-2719. Pres. Nick Terry; VP Bud Mathis.  
 Spinn Recs., Box 100-N, RFD 3, Stuart, Va. 24171. Tel. (703) 694-6128. Owners: Frank W. Singleton, John F. Williams.  
 Spin-Out, see Wesley.  
 Spiral Recs. Inc., 17 W. 60 St. Rm. 423, New York, N.Y. 10023. Tel. (212) 581-6985. Pres. Harry Finter.  
 Labels: (Owned) Marianne, Pilgrim, Spigot, Spiral.  
 Spiral, Pa., see Danny Luciano.  
 Sore, see West End.  
 Spirit, Calif., see Sparrow.  
 Spirit, Ill., see LK.  
 Spivey Recs., 65 Grand Ave., Brooklyn, N.Y. 11205. Tel. (212) 857-7003. Mgr. Len Kunstadt.  
 Spoken Arts Inc., 310 North Ave., New Rochelle, N.Y. 10801. Tel. (914) 636-5482. Pres. Arthur Luke Klein; Exec. VP Ken Gamberman; Mktg. Servs. Dir. Daryl O'Rourke.  
 Labels: (Owned) Helicon, Spoken Arts.  
 Sports, see Lee Anderson.  
 Spring Recs. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel. (212) 581-5398. Pres.: Jules Rifkind; VP Bill Spitalisky; Sec'y-Treas. Roy Rifkind.  
 Labels: (Owned) Spring, (distributed by Polydor), Event.  
 Springboard Int'l Recs. Inc., 947 US Hwy. 1, Rahway, N.J. 07065. Tel. (201) 574-1400. Cable SPRINGMUS. TWX (710) 996-5874. (510) 224-6043 (Int'l). Pres. Dante J. Pugliese; VP & Controller Sid Yallowitz; Int'l Mktg. Dir. Vinnie R. Pisano.  
 Nat'l sales office: Los Angeles, Calif., 8295 Sunset

Bld. Zip: 90046. Tel. (213) 654-6240. VP Sales. Leonard S. Levy.  
 Branch: North Hollywood, Calif., 13005 Satcom St. Zip 91605. Tel. (213) 765-5116. VP Opns. John Salas.  
 Labels: (Owned) Buckboard, Happy Tunes, Mace, Mistletoe, Musicor, Springboard, Trip, Upfront.  
 Int'l reps.: Argentina (Parnaso), Australia (Astor—Springboard, Festiva—Musicor), Brazil (Som—Musicor & Springboard), Canada (Quality—Musicor, Transworld—Springboard), France (Barclay—Musicor, Musicdisc—Springboard), Germany (Intercord—Musicor & Springboard), Ireland (Dick James—Springboard, Pickwick—Musicor), Italy (Ri-Fi—Springboard), Japan (Nippon Phonogram—Springboard, Victor—Musicor), Mexico (Capitol), New Zealand (Allied—Springboard, Festival—Musicor), Panama (Onda Nueva—Springboard), Scandinavia (Dick James in France), South Africa (EMI), Spain (Palobal—Springboard), Switzerland (Musicdisc in France—Springboard), UK (Dick James—Springboard, Pickwick—Musicor), Uruguay (Parnaso in Argentina). (SEE ADVERTISEMENT)  
 Springwater (Canada), see Rounder.  
 Spy Recs., c/o Wartoke Mgmt., 250 W. 57 St., New York, N.Y. 10019. Tel. (212) 245-5587. Contacts: Jane Friedman, John Cale.  
 The Stacy-Lee Label, 425 Park St., Hackensack, N.J. 07601. Tel. (201) 488-5211. Pres. Johnny Miracle; VP Frank Joy, Treas. Warren Payne; Sec'y Eileen Lindick; A&R: Kenny Luv.  
 Labels: (Owned) Banana, Inner Circle, Lions Den, Stacy-Lee.  
 Stag Recs. Inc., PO Box 04069, Detroit, Mich. 48204. Tel. (313) 846-6123. Pres. John Pryor; Exec. VP Anthony Simpson; VP A&R: Travis Biggs; VP Sales & Mktg. James Fleming; VP Pub. Patricia Jackson; VP Adv. Joseph Pas; VP Promo. Charles Welch.  
 Labels: (Owned) Bernard, Column, Stag.  
 Standy Recs. Inc., 760 Blandina St., Utica, N.Y. 13501. Tel. (315) 735-6187. Pres. Stanley Markowski; VP Andy Cittadino; Sales & Mktg. Joyce Markowski; Pub. Fred Faccioli.  
 Stang, see All Platinum.  
 Stanyan Rec. Co., 8440 Santa Monica Blvd., Hollywood, Calif. 90069. Tel. (213) 656-7311. Owner: Rod McKuen; Pres. & Gen. Mgr.: Wade Alexander; VP Promo. Pamela Burns; Sales Mgr. Georgi Griffith.  
 Labels: (Owned) Discus, Stanyan.  
 Star, see National Music.  
 Starcrest Recs. Ltd., Box 23333, 38 Music Square E, Suite 114, Nashville, Tenn. 37202. Tel. (615) 244-7827. Pres. David Kane; VP Chuck Kuyler; Exec. Prod'r. Scott Turner; Gen. Prof. Mgr. & Nat'l Promo. Bobby Fischer.  
 Labels: (Owned) Review, Starcrest.  
 Starday, see Gusto.  
 Star Flite, see Music Ents.  
 Stark Recs. & Tape Co., 628 South St., Mount Airy, N.C. 27030. Tel. (919) 786-2865. Owner & Pres. Paul E. Johnson.  
 Labels: (Owned) Hello, Pilot, Stark, Sugarbear.  
 Starline Recs. Inc., c/o Nicolett Music, PO Box 2818, Newport Beach, Calif. 92663. Tel. (714) 497-3758; New York Tel. (212) 787-5400 x 1516. Pres. Joseph Nicolett; VP & Gen. Mgr. Cheryl Lee Gammon.  
 Starr Rec. Co., Box 1, Florida, N.Y. 10921. Tel. (914) 651-4266. Pres. Jimmy Sturr; VP Edward Kosior; Sec'y Joe Dembeck.  
 Star Song, see Atlantis.  
 Star (Switzerland), see Sonic Arts.  
 Startown, Miss., see National Foundation.  
 Starwest Recs., PO Box 21, Longview, Wash. 98632. Tel. (206) 423-9085. Gen. Mgr. Mike Poe; Chief Eng. Joe Gibson.  
 Stateswood, see Skyrite-Smg.  
 Statue, see IRDA.  
 Stax, see Fantasy/Prestige/Milestone/Stax.  
 Steady Recs., 846 Seventh Ave., New York, N.Y. 10019. Tel. (212) 757-3800. Pres. Art Trefferson.  
 Labels: (Owned) Casset Major, Phonosonic, Premier, Steady.  
 Stentorian Prod'ns, 8525 Seminole St., Philadelphia, Pa. 19118. Tel. (215) 248-5380. Exec. Dir. Keith R. Chapman; Sales Promo. Dir. Sally Ann Chapman.  
 Stereo Fidelity, see Alshire.  
 Stiff, see Arista.  
 Stinson Recs., PO Box 3415, Granada Hills, Calif. 91344. Tel. (213) 368-1612. Pres. Jack M. Kall.  
 Int'l reps.: Colombia (Ramrez), UK (Free Reed).  
 Stomper, see Bellare.  
 Stone Gold Recs., 513 Shell Rd., Hampton, Va. 23661. Tel. (804) 380-8672. Pres. Daniel Goldstone.  
 Stonehedge, see Jersey Coast.  
 Stone Post Recs., Box 1213, Emporia, Kan. 66801. Tel. (316) 343-2727. Pres. & A&R Dir. Richard Besterfeldt; VP John Richard; VP Sales & Mktg. Jacki Bisterfeldt.  
 Stoneway Recs. Inc., 2817 Laura Koppe, Houston, Tex. 77093. Tel. (713) 697-7867.  
 Stop-Sabre Recs., PO Box 90612, Nashville, Tenn. 37209.  
 Story Teller, see Superscope.  
 Storyteller Series, see Indi.  
 Stradivan, see Everest.  
 Stranger Than Truth, see Fiction.  
 Strata-East Recs. Inc., 156 Fifth Ave., New York, N.Y. 10010. Tel. (212) 691-9294. Cable SEFONIC. Telex 234104. Chief Officers: Charles Toliver, Stanley Coxell.  
 Int'l reps.: Austria (EMI), Belgium (Snow), Canada (Musimart), Germany (EMI Electrola), Scandinavia (EMI), Switzerland (EMI).  
 Strate-8, see Fortune.  
 Streke, see Periscope.  
 String (UK), see Rounder.  
 Stripe 99, see Pennant.  
 Stud Guy, see Old Dominion.  
 Studio Q, see OCA in Calif.  
 Studio 7, see Vee Jay.  
 Styletone Recs., 254 E. 29 St., Suite 7, Los Angeles, Calif. 90011. Tel. (213) 626-5421. Pres. Jerry Hooks.  
 Labels: (Owned) Groundhog, Hooks, Hooks Bros., J.&J., Shur-Tinga, Styletone.

Su-Ann, see HSE.  
 Subbarao, see IRDA.  
 Sue Int'l, see Jupiter Jazz.  
 Sugarbear, see Stark.  
 Sugarbush, see Reflection Sound.  
 Sugar-Soul, see Ottoo.  
 SuiteWinds Prod'ns Inc., PO Box 27344, Los Angeles, Calif. 90027. Tel. (213) 665-6006. Pres. James Armstrong; VP Carlisle Bergquist; Gen. Mgr. Randall Peterson.  
 Summer, see Cord.  
 Summit, see CMS.  
 Sun, see Shelby Singleton.  
 Sunbeam Recs. Inc., 13821 Calvert St., Van Nuys, Calif. 91401. Tel. (213) 994-7791. Pres. Alan Roberts.  
 Branch: Lancaster, Calif., 44508 13 St. E. Zip 93534. Tel. (805) 948-4339. Gen. Mgr. Loren Dexheimer.  
 Labels: (Owned) Sountrak, Sunbeam.  
 Sunbird, see Waltner.  
 Suncat Recs. (div. of Suncat Entertainment), PO Box 66, Manhattan Beach, Calif. 90266. Tel. (213) 973-1999.  
 Cable: SUNREC. Pres. Gary Young; VP A&R Larry Thatt; VP Promo. James Morris; VP Sales Ed Cardinali; VP Adv. Mark McPhail; VP Country A&R Ken Satterlee; VP Special Prods.: Shaun Hicks; VP Disco A&R Craig Moulton; Tape Sales Mgr. Timothy Timm.  
 Branch: Oklahoma City, Okla., 3313 NW 41 St. Zip 73112. Tel. (405) 947-5907. Pres. Ron Hicks; VP Gordon Johnston.  
 Int'l branches: Canada, Venezuela.  
 Labels: (Owned) Suncat, Windi, Windi-South (Venezuela), (distributed) Calabassas, My Rec. Co., Nova-Sol.  
 Suncoast Recs., PO Box 6374, Clearwater, Fla. 33518. Tel. (813) 446-2914. Pres. Earl Wagenseller.  
 Suncountry Prod'ns Inc., 14 E. Second St., Tucson, Ariz. 85705. Tel. (602) 792-3194. Pres. Fred Knipe; VP Jim Bastin; Country A&R Dir. Tom Chandler.  
 Label: (Owned) Bandolier.  
 Sundown Recs., Box 258, Rt. 1, Carriere, Miss. 39426. Tel. (601) 798-7099. Owner: Vern Pullens; Pub. Ed. Bruce Dixon.  
 Branch: Nashville, Tenn., 1204 Elmwood Ave. Zip 37202. Tel. (615) 385-2704. Owner: Joe Gibson.  
 Sun Dyl Recs., 312 Sharon Ave., Marshalltown, Iowa 50158. Tel. (515) 752-3198. Dirs. Alan Lund, David Hofer, Jerry Carberry.  
 Sun-Glo Recs. Inc., 12911 SW82 Terr., Miami, Fla. 33183. Tel. (305) 279-2523. Pres. Samuel Solomon Jr.  
 Labels: (Owned) Sun-Glo, Tempus.  
 Sunny Day Prod'ns, 1931 SE Morrison, Portland, Ore. 97214. Tel. (503) 238-4525. Pres. Russell E. Gorsline.  
 Label: (Owned) Cricket.  
 Sunnyvale, see GRT.  
 Sunrise Recs., 1845 W. Empire Ave., Burbank, Calif. 91504. Tel. (213) 843-4444.  
 Sunrise, Ohio, see Melody.  
 Sun Scape Recs., PO Box 42725, Tucson, Ariz. 85719. Tel. (602) 742-2098. Co-ord.: Savas Turner.  
 Int'l branch: Canada.  
 Sunshine Country Recs., PO Box 31351, Dallas, Tex. 75231. Tel. (214) 690-4155. Pres. Bart Barton; VP's B. C. Bramlett, Mike Anthony; Nat'l Sales Rusti James.  
 Labels: (Owned) SCR, (distributed) Vertex, Yatahey.  
 The Sunshine Group Ltd., 800 S. Fourth St., Philadelphia, Pa. 19147. Tel. (215) 755-7000. Pres. & Gen. Mgr. Walter B. Kahn; VP Andrew S. Kahn; Pub. Marina Ebbert; Promo. Renee Saviro; Disco Co-ord. Lorenzo Wright.  
 Label: (Owned) Grand Prix.  
 Sunshine Sound Ent., see TK.  
 Superba, see Sine Qua Non.  
 Super Dimension Six, see Sonic Arts.  
 Super-8, see Cadet Recs.  
 Superior Sound Studio, Rockland Rd., Hendersonville, Tenn. 37075. Tel. (615) 824-5141.  
 Labels: (Owned) Message, Rockland Road, Superior.  
 Superscope Inc., Tape Dupl'g Div., 445 Fox St., San Fernando, Calif. 91340. Tel. (213) 365-1191.  
 Labels: (Owned) Keyboard Immortals, The Story Teller, Superscope.  
 Super Star, see Phono Rec. Dist'g.  
 Supraphon (Czechoslovakia), see Apon.  
 Supreme Rec. Co., 11021 Ave. S., Nashville, Tenn. 37203. Tel. (615) 327-1050. Owner: Thomas H. Walls; Promo. Mgr. Allen B. Henson.  
 Labels: (Owned) Supreme, Timberhill.  
 Supreme, Mich., see Singspirator.  
 Suramericana del Disco (Venezuela), see Auditora.  
 Sure Music & Rec. Co. Inc., PO Box 94, 39 N. Spruill Rd., Broomall, Pa. 19008. Tel. (215) 356-2996.  
 Surf City Recs., 5460 White Oak Ave., Suite G-338, Encino, Calif. 91316. Tel. (215) 789-8858.  
 Labels: (Owned) GTP, Rock's Greatest Hits, Surf City, (distributed) Bob.  
 Surfside, see Hula.  
 Surfside Hawaii Inc., 1365 Colburn St., Honolulu, Hawaii 96817. Tel. (808) 847-0855. Pres. C. Robert Clarke.  
 Labels: (Owned) Lehua, Mahalo.  
 Survivor Recs., 349 S. Lafayette Park Pl., No. 323, Los Angeles, Calif. 90057. Tel. (213) 383-0720. Exec. Dir. Jason Schwartz; Gen. Mgr. Richard Schulzenberg.  
 Int'l rep.: UK (Decca).  
 Susan, see Terock.  
 Svensk-Disk, see Lindberg.  
 Swallow, see Flat Town.  
 Swallowtail Recs., Box 843, Ithaca, N.Y. 14850. Tel. (607) 844-4535. Owner & Pres. Phil Shapiro.  
 Labels: (Owned) Swallowtail, (distributed) Front Hall, Philo.  
 Swan Song, see Atlantic.  
 Swedish Discophile (Sweden), see Worldtone.  
 Sweet City, see Belkin.  
 Sweet Earth Sound, PO Box 1339, Downey, Calif. 90240. Tel. (213) 869-4335.  
 Sweet Jane Ltd., Snake Trail, Cushing, Minn. 56443. Tel. (612) 749-2801. Pres. J. David Ray.  
 Sweetsong Recs., PO Box 2041, Parkersburg, W. Va. 26101. Tel. (304) 485-0525. Pres. Roger L. Hoover.  
 Labels: (Owned) Mansion, Sweetsong.

Sweet Stuff, see Express.  
Sweet Tooth, see Candy.  
Swinger, see Phono Rec. Dist'g.  
Symposium Recs., 204 Fifth Ave SE, Minneapolis, Minn 55414. Tel: (612) 331-5750. Pres. George Hanson.  
**Labels:** (Owned) Flashlight, Symposium.  
Synchronic Research Inc., 175 Fifth Ave., New York, N.Y. 10010. Tel: (212) 243-5434. Pres. I. S. Teibel, VP Michael Kron; Sales Mgr. William Lehman, PR Dir Howard Bloom, Adv. Dir. Martin Randall, Adv. Mgr. M. Berman.  
Int'l reps.: Australia (Modern Age), Canada (Trebble Cleft), Japan (Nippon Phonogram), Netherlands (Munich).  
Syrinx (UK), see Worldwide Music Servs.

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T E J, see Brookville.  
T H Recs. & Tapes Inc., 10124 NW 80 Ave., Hialeah Gardens, Fla. 33016 Tel: (305) 558-2722. Pres. Wilhelm Rickens; VP-Treas. Bernard Brech, Sec'y Gen. Mgr. Antonio Moreno; Int'l Co-ord. & Dir. Carlos Vidal, A&R Victor Mendoza.  
**Branch:** Carolina, P.R., 1609 Calle Alicante, Bahia Vista Mar, Zip 00630 Tel: (809) 768-4557 Mgr. Frank Torres.  
**Labels:** (Owned) Lad, TH.  
T K D, see TK.  
T K Prod'n Inc., 495 SE 10 Court, Hialeah, Fla. 33010. Tel: (305) 888-1685. Pres. Henry Stone, VP Steve Alaimo, VP & Gen. Mgr. Howard Smiley, Nat'l Sales Mgr. Jim Solimson, Worldwide Pub. Dir. Janet Oseroff.  
**Nat'l disco promo. office:** New York, N.Y., 65 E. 55 St. Zip 10022. Tel: (212) 752-0160. VP Nat'l Disco Promo. Ray Cavanaugh.  
**Labels:** (Owned) Alston, Blue Candle, Bold, Cat, Clouds, Dash, Drive, Glades, Marlin, Reids World, TK, TKD; (distributed) APA, Brownstone, Chimneyville, Contempo, Good Sounds, Juana, Kayvette, Konduko, LRC, Malaco, Royal Flush, SRL, Shield, Silver Blue, Sunshine Sound Ent., Wanderkick, Wolf.  
T-Neck, see CBS.  
T P M, see Lovyriquan.  
T R Recs. Inc., 747 10 Ave., New York, N.Y. 10019. Tel: (212) 582-5600. Pres. Stanley J. Cohen, Exec. VP Philip F. DeCarlo.  
**Labels:** (Owned) Clave, Disko-Mania, Latin Movement, TR.  
T R C Recs. (div. of TRC Corp.), TRC Mid-America Rec'g Center, 1330 N. Illinois St., Indianapolis, Ind. 46202. Tel: (317) 638-1491. Pres. R. Gary Schatzlein; VP & Gen. Mgr. K. Mark Clevenger; Prod'n Assoc. George E. Wilson.  
T S K, see World Int'l.  
T S O P, see Philadelphia Int'l & CBS.  
T 2 Topple, see Old Hat.  
T W C Entertainment Corp., GPO Box 2021, New York, N.Y. 10001. Tel: (212) 691-4565. Pres. Thomas Schroeder; Sec'y & Rock Pop Promo. Mgr. Jerome Haggart; Treas. & Country Div. Mgr. Walter Balderson.  
Tablighi, see Ray Lawrence.  
Tabu, see CBS.  
Tadarab, see Charma.  
Taino, see Otoao.  
Take Home Tunes!, see Broadway Baby Demos.  
Takoma Recs. Inc., PO Box 5369, 3105 Pico Blvd., Santa Monica, Calif. 90405. Tel: (213) 829-1741. Pres. Charles K. Mitchell; VP & Gen. Mgr. Jon Monday; VP A&R John Fahey; Sales Mgr. Rick Dugan, Promo. & Pub. Dir. Sita Mitchell, Controller Carol Cohn.  
**Int'l reps.:** Australia (Image), Europe (Sonet in UK), Japan (Trio).  
Talk of the Town Rec'g Studio, 408 W. Pascagoula St., Jackson, Mich. 39201. Tel: (601) 354-9511. Pres. Haran Griffin; VP. Nathaniel Baldwin; Studio Mgr. Ray Wooten; Sales & Adv. Mgr. Danny Gilmore; PR Mgr. Lindsey Dixon, Bus. Mgr. Louis Stokes.  
Tall Man, see Pamlyn.  
Tamil, see Motown.  
Tamm, see La Louisianne.  
Tammy Jo Recs. Inc., 1044 Lilly Ave NE, Canton, Ohio 44730. Tel: (216) 488-0065.  
Tangent (UK), see Rounder.  
Tao Recs., PO Box 504, 4290 Acacia Ave., Bonita, Calif. 92002. Tel: (714) 421-0865. Pres. & Gen. Mgr. Virginia Anderson, Exec. VP. Robert Anderson Sr. (Distributed by Nationwide Sound).  
Tappan Zee Recs., 889 Seventh Ave., New York, N.Y. 10019. Tel: (212) 765-0580. Pres. Bob James, Gen. Mgr. Peter Paul, Prod'r. Jay Chattaway; Prod'r/Eng. Joe Jorgensen, Admin. Ass't. Didier Deutsch.  
Tara (Ireland), see Rounder.  
Tarheel, see McKinnon.  
Creed Taylor Inc., 1 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) 489-8120. Pres. Creed Taylor; Ass't. to Pres. Betsy Palumbo; Prod. Servs. Dir.: Gloria Leschen; Adv. Dir. Barney Lane; Disco Mgr. Tony Serafino.  
**Labels:** (Owned) CTI, Kudu, Salvation, Three Brothers.  
**Int'l reps.:** Argentina (Microfon), Australia (Phonogram), Austria (Amadeo), Brazil (Gravacoes Eletricas), Canada (RCA), Central America, Dideca, Colombia (Sonolux), Denmark (Metronome), Dominican Republic (Distribuidora Dominicana), France (RCA), Germany (Metronome), Greece (Minos Matsas), Israel (Eastronics), Italy (CGD), Jamaica (Dynamic Sounds), Japan (King), Mexico (Gamma), Netherlands (Dureco), New Zealand (Phonogram), Nigeria (Record Market), Norway (Polydor), Philippines (Jem), Singapore (Phonogram), South Africa (Gallo), Spain (Hispanvox), Sweden (Metronome), Switzerland (Metronome), UK (Polydor), Venezuela (Velvet).  
R. Dean Taylor Prod'n's, c/o RDT Prod'n's Inc., 6515 Sunset Blvd., Suite 309, Hollywood, Calif. 90028. Tel: (213) 464-9903.  
**Labels:** (Owned) Autumn, Jane.  
Teena Joy Recs., PO Box 302, Wilmington, N.C. 28401.

Pres. & Gen. Mgr. Bobby Ray Stanley, VP & Sec'y Ginny D. Stanley.  
Tee Vee Recs. Inc., 2002 Richard Jones Rd., C-301, Nashville, Tenn. 37215. Tel: (615) 297-8591. Controller. Ken Goans.  
**Home office:** Canada.  
Telarc Recs., 4150 Mayfield Rd., Cleveland, Ohio 44121. Tel: (216) 381-9173. Pres. & Chief Eng. Jack Renner, Prod'r. Robert Woods. (Distributed by Audio-Technica).  
Teletra, see Penco.  
Telefunken, see London.  
Telemark Dance Recs., 6845 Elm St., Suite 614, McLean, Va. 22101. Tel: (703) 356-9113. Pres. Sheila M. Mason, VP Opns. Richard S. Mason.  
**Int'l branch:** England.  
**Labels:** (Owned) Telemark; (distributed) Al Pierson, Pye, Rediffusion, TM, Sydney Thompson (dance records only).  
Tel-E-Vue, see Revonah.  
Tell Int'l Rec'g Co., Box 368-A, Rt. 5, Yakima, Wash. 98903. Tel: (509) 966-6334. Pres. Jerry Merritt, VP's Larry Merritt, Hiram White.  
**Temple,** see Skylite-Sing.  
Tempo of Kansas City, see Tempo.  
Tempo Recs., 1900 W. 47 Pl., Mission, Kan. 66205. Tel: (913) 384-1266. Pres. Dr. Jesse Peterson, VP & Gen. Mgr. Kent Barber, Mktg. Dir. Lee Neuen.  
**Int'l branch:** Denmark.  
**Labels:** (Owned) Chris, Sound III, Tempo of Kansas City, (distributed) John Hall, Heritage Singers, Hosanna.  
**Int'l reps.:** Australia (Sacred), Canada (Beacon), Netherlands (Universal Songs), New Zealand (Concorde), South Africa (Bet-El), UK (Pilgrim).  
Tempus, see Sun-Glo.  
Tener, see Bee Jay.  
Tennessee Country, see Glolite.  
Terror Recs., PO Box 4740, Nashville, Tenn. 37216. Tel: (615) 361-5356. Pres. Wade Curtiss.  
**Label:** (Owned) Susan.  
Texas, N.J., see Jim Hall.  
Texas, Tex., see Don Schafer.  
Texas Gold, see Bellaire.  
Texas Re-Cord Co. (div. of Western Head Music Co.), Box 19, Bulverde, Tex. 78163. Tel: (512) 438-2465. Pres. Augie Meyers; Mgr. Carol Meyers; Dir. Lucky Tomblin.  
**Labels:** (Owned) Texas Re-Cord, Texas Roc Co.; (distributed) Crazy Meskin.  
**Int'l reps.:** Netherlands (Rock House), Sweden (Sweet), UK (Rock On).  
Texas Roc Co., see Texas Re-Cord.  
Texas Sound Inc., 1311 Candlelight Ave., Dallas, Tex. 75116. Tel: (214) 298-9576. Pres. Paul Ketter, VP Promo. Pat Walker; VP Int'l Mktg. Terry Keller.  
**Label:** (Owned) Sagittar.  
The Record Co., 8535 1/2 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 652-4487. Pres. Steve Angelica.  
Thevis, see Dance-A-Thon.  
Thimble, see Audiofidelity.  
Third Street Recs., 10 N. Third St., Philadelphia, Pa. 19106. Tel: (215) 627-3366. Pres. Jerry Gordon.  
Thomas, see RCI.  
Thore, see J-BAR-T.  
Thoroughbred Recs., PO Drawer 2176, Zip. 78767, 910 Post Oak St., Austin, Tex. 78704. Tel: (512) 442-3375. Owner Rex T. Sherry.  
Three Brothers, see Creed Taylor.  
Threshold, see Telefunken.  
Thunderbird, see Olivia.  
Thunder-Compute, 6362 Hollywood Blvd., Suite 218, Los Angeles, Calif. 90028. Tel: (213) 467-6087. Pres. Damon Albert.  
Thunder Lizard, see Crimson Dynasty.  
Tiger Lily, see Roulette.  
Tikal, see Discolando.  
Timberhill, see Supreme.  
Time, see Charta.  
Times Mgmt. Corp., 1216 Granby St., Norfolk, Va. 23510. Tel: (804) 625-0534. Pres. D.H. Burlage, VP Guy A. Burlage; Sec'y-Treas.: Denis J. Burlage. **Local branch:** 107 E. 13 St. Zip 23510. Tel: 625-0534.  
**Label:** (Owned) Waylon.  
Rik Tinory Prod'n's, 622 Rt. 3A, Cohasset, Mass. 02025. Tel: (617) 383-9494. VP. Richard Tinory Jr., PR. Claire L. Tinory.  
**Labels:** (Owned) Old Boston, RTP Int'l, Sequel, Venture.  
Ti-Ti, see Oakridge.  
Tobill Entertainment Corp., c/o Audiofidelity Ents., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-7111. Owners. William D. Hassett Jr., Tony Bennett.  
**Label:** (Owned) Improv.  
Tomato Music Co. Ltd., 611 Broadway, New York, N.Y. 10012. Tel: (212) 477-2800. Pres. Kevin Eggers; VP Admin. Warren Rossman, VP Bus. Affairs: Allen Rosenblatt; Nat'l Sales Mgr. Jack Levy, Promo. & Pub. Dir. Nina Herman; Promo. & Pub. Frank O'Toole.  
**Int'l reps.:** Canada (GRT), Japan (Victor).  
Tom N. Jerry, see Salsoul.  
Tom Thumb, see Rhythms Prod'n's.  
Tonight, see LK.  
Tool Room Recs., Box 118, Pewaukee, Wis. 53072.  
Top & Bottom, see Jamie/Guyden.  
Topic (UK), see Rounder.  
Top-Star, see Happy House.  
Tornado, see Crimson Dynasty.  
Torres, see Musimex.  
Tortoise, see RCA.  
Toshiba-EMI (Japan), see Audio-Technica.  
Total Sound Inc., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 869-8260. A&R Prod'r's Tony Mottola, Jeff Hest, Nat'l Sales & Promo. Dir.: Remo A. Melucci, PR. Robert Brody; Sales Mgr.: Tom Virzi.  
**Office Mgr.:** Rita Sciola.  
**Label:** (Owned) Project 3.  
**Int'l reps.:** Argentina (Jorge Esperon), Australia (Festival), Brazil (Som), Canada (London), Mexico (Gutierrez), Netherlands (Basart), Philippines (Dyna), Portugal (Radio Trunfo), South Africa (Teal), Spain (Hispanvox), Venezuela (BASFI).  
Total Sound, Calif., see Lawrence Herbst.  
Toy Recs., PO Box 219, Radio City Sta., Zip 10019, 400 W.

43 St., Suite 19H, New York, N.Y. 10036. Tel: (212) 695-6995. Pres. N.L. King; VP Lawrence Lucie.  
Trackdown, see National Foundation.  
Tradition, see Everest.  
Trailer (UK), see Rounder.  
Transatlantic (UK), see Rounder.  
Trash, see Sound Inc.  
Treasury Series, see London.  
Tremonisha, see Daytew.  
Trend, Calif., see Discovery.  
Trend Recs., PO Box 201, Smyrna, Ga. 30080. Tel: (404) 432-2454. Pres. & Gen. Mgr. Thomas E. Hodges.  
Triangle, Tenn., see Triune.  
Tribal, see Tom Bee.  
Tribe, see Black Fire.  
Tribute, see Modern Sound.  
Trip, see Springboard.  
Triple III, see IRDA.  
Trish Nugent, see Olivia.  
Triune Music Inc., 824 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 329-1429. Pres.: Buryl Red; VP & Gen. Mgr.: Elwyn Raymer.  
**Labels:** (Owned) Caelix, Triangle.  
Trix Recs. Inc., Drawer AB, Rosendale, N.Y. 12472. Tel: (914) 687-9573. Pres.: Pete Lowry.  
**Labels:** (Owned) Trix, (distributed) Kheba.  
**Int'l reps.:** Canada (Almada), Sweden (Smokestack), UK (Swift).  
Tropical Music Inc., PO Box 1494, Honolulu, Hawaii 96806. Tel: (808) 521-6256. Pres.: Bill Murata.  
**Labels:** (Owned) Discos Tropical, Poki, Pumehana.  
Tropical, N.Y., see Met Richmond.  
Tropicana, see Gramophone.  
True, see World Wide Music Inc.  
True Love, see Jim Hall.  
True North, see Island.  
Trutone Recs., 163 Terrace St., Haworth, N.J. 07641. Tel: (201) 385-0940. Pres.: Louis Rowatti; Sec'y-Treas.: Chief Eng. & Studio Mgr. Carl Rowatti; Bus. Mgr. & Adv. Dir. Adrienne Lyne Rowatti; Disk Mastering Eng.: Phil Austin.  
Tudor (Switzerland), see HNH.  
Tumbleweed Music Co. Inc., 44 Bennett Ave., 6B, New York, N.Y. 10033. Tel: (212) 568-0782. Pres.: Arnie Fisher.  
Turbo, see All Platinum.  
Turnabout, see Vox.  
Turnstyle, see Latin Percussion.  
Twelve O'Clock, see Florida Independent & Indri.  
20th Century-Fox Rec. Corp., 8544 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-8210. Cable: 20CENREC. Pres. Alan Livingston, Exec. VP. Bill Donnelly; Sr. VP A&R & Promo. Harvey Cooper; VP Promo.: Lenny Beer; VP Black Prod. Promo.: Bunky Sheppard; VP Int'l Jack Hakim, A&R Admin. Dir.: Pat Glasser; Bus. Affairs Dir. Frank Molloy; Prod'n Dir. Caroline Molzan, Black Prod. & Development Dir.: Elmer Hill; Pub. Dir. Marian Kornicki; Int'l Dir.: Peter Pasternak.  
**Int'l branch:** England.  
**Int'l reps.:** Argentina (Phonogram), Australia (Festival), Austria (Phonogram), Belgium (Phonogram), Brazil (Phonogram), Canada (GRT), Chile (Philips), Colombia (Philips), Denmark (Phonogram), Dominican Republic (Sonido), Ecuador (Fedisco), Ethiopia (Philips), Finland (Finnlevy), France (Disc' AZ), Germany (Phonogram), Ghana (Phonogram), Greece (Phonogram), Indonesia (Philips), Israel (Hatalkit), Italy (Phonogram), Jamaica (Record Specialists), Japan (King), Lebanon (Philips), Mexico (Gamma), Netherlands (Phonogram), New Zealand (Festival), Nicaragua (Sonido), Norway (Phonogram), Panama (Discos Phonograficos), Peru (El Virrey), Philippines (Home Inds.), Portugal (Movieplay), Singapore (Phonogram), South Africa (Gallo), Spain (Movieplay), Sweden (Phonogram), Switzerland (Phonogram), Turkey (Gruenberg Ticaret), UK (Pye), Venezuela (Polydor) (SEE ADVERTISEMENT).  
20th Fontery Sex, see Fiction.  
Twister, see Quadrasonic.  
2-J Recs. Inc., 1115 S. Lillian, Ottumwa, Iowa 52501. Tel: (515) 684-4195. Pres.: Jack Paris; Sec'y-Treas.: Ivan Tennyson. (Distributed by Kajaac).  
2-Mac Recs., PO Box 7729, Atlanta, Ga. 30337. Tel: (404) 938-1210. Owners. Phil McDaniel, Joe McTamney.  
2001 Recs., Great Southern Center, Bridgeville, Pa. 15017. Tel: (412) 221-2001.  
Typhoon, see Crimson Dynasty.

**U**

U E C, see LS Recs.  
U F O, see Glolite.  
U K Recs. Inc., 315 W. 57 St., Suite 3H, New York, N.Y. 10019. Tel: (212) 581-7577.  
**Home office:** England.  
U R G, see United Rec'g.  
U U S, see Utopia.  
Ultra-Audio, see Point Blank.  
Ultragroove, see Crystal Clear.  
Umbrella (Canada), see Audio-Technica.  
Umpire Enterprises, 1824 Laney Dr., Longview, Tex. 75601. Tel: (214) 758-9855. Owner-Pres. Jerry Haymes; Mgr.: Betty Jacobs; Sec'y: Sandy Wilson; Asso. Mgr. & A&R Jeff Johnson.  
**Branches:** Tucson, Ariz., 2806 N. Tucson Blvd. Zip: 85716. Tel: (602) 795-7433—Springfield, Ill., 3036 N. Peoria Rd. Zip: 62702. Tel: (217) 523-5039.  
**Label:** (Owned) Enterprise.  
Uncle Bear, see Ray Lawrence.  
Uncle Jim O'Neal, PO Box A, 10634 E. Live Oak, Arcadia, Calif. 91006. Tel: (213) 446-1624. Pres.: Jim O'Neal.  
**Label:** (Owned) Rural Rhythm.  
Underground, see Record & Music.  
Unico, see Rangel.  
Unicorn (UK), see HNH.  
Unidisc (France), see Worldtone.  
Union Label, see United Rec'g.  
Unique Jazz (Italy), see Zim.  
Unique Kinda Recs., 582 Fifth St., Brooklyn, N.Y. 11215.



# MUSIC PUBLISHERS

## Of The United States

**A**

ABC Dunhill Music Inc (BMI), see American Broadcasting  
 ABC Music Co (ASCAP), see Bourne  
 A M C Inc (ASCAP), see BRS Inc  
 A M E (American Metropolitan Ent's of New York Inc) (BMI), see Copyright Serv Bureau  
 A-M Music Corp (ASCAP), see Chappell  
 A T M Music (ASCAP), see Schiffman  
 A T V Music Corp (BMI), 6255 Sunset Blvd., Hollywood, Calif. 90028 Tel (213) 462-6933 Pres Samuel S. Trust, Special Ass't to Pres Happy Godday, Exec Dir.: Steve Love; Artist Relations: Harry Shannon, Country Music Dir. Cliffie Stone, Prof Mgr Steve Stone  
**Branches:** New York, N.Y., 115 E 57 St Zip 10022 Tel (212) 371-3810 Gen Mgr Irving Chezar, Prof. Mgr Jerry Simon—Nashville, Tenn., 45 Music Square W Zip 37203 Tel (615) 244-3810 Gen Mgr Gerald Teifer, Prof Mgrs. Paul Richey, Jonathan Stone.  
**Int'l branches:** England, France  
**Int'l firms represented:** ATV Ltd (UK), McCauley Music Ltd (Canada)  
 A-Z Music (BMI), see Spina  
 Aandika Music (BMI), 740 N Kings Rd., No. 103, Hollywood, Calif. 90069 Tel (213) 655-1695 Pres. McKinley T. Jackson, Gen Mgr Shirley Y. Jones.  
 Abado Music Co (BMI), see Aringo  
 Abel Music Co (BMI), see Spencer  
 Abernathy & Eye Music (BMI), 10447 Glory Ave., Tujunga, Calif. 91042 Tel (213) 353-2690 Pres. Gen & Prof Mgr Greg Dempsey  
 Abingdon Press, 201 Eighth Ave S., Nashville, Tenn 37202 Tel (615) 749-6459/6396 Mgr Charles O. McNish, Music Ed Robert O. Hoffelt  
 Abkco Music Inc (BMI), 1700 Broadway, New York, N.Y. 10019 Tel (212) 399-0300 Pres Allen Klein, VP Joel Silver  
**Int'l rep.:** UK (Essex)  
 Able Music Inc (BMI), PO Box 395, Oakwood, Va 24631, Tel (703) 498-3337 Pres Roy John Fuller, Gen Mgr Terry Arrington, Prof Mgr David Stevenson  
**Branch:** Vansant, Va., PO Box 306 Zip 24656 Tel (703) 498-4556 Gen Mgr J Brown  
 Abnak Music Ent's Inc (BMI), 825 Olive at Ross, Dallas, Tex 75201 Tel (214) 742-6111  
 Above Music Publ's (ASCAP), PO Box 110765, Nashville, Tenn 37211 Tel (615) 385-1960 Pres. Gen & Prof Mgr Tom McConnell  
 Acadiana Music (ASCAP), see Flat Town  
 Accobnac Music (ASCAP), see Cherry Lane  
 Accadia Music Publ'g Co (ASCAP) 9962½ Durant Dr., Beverly Hills, Calif 90212 Tel (213) 277-8383 Owner & Exec Mgr Mary Herscher, Gen Mgr Selma Herscher  
**Int'l reps.:** Australia (J. Albert), Japan (Toshiba), Sweden (Cupol), UK (Cyril Shane, Campbell Connelly)  
 Acclaim Music Inc (BMI), see Jim Reeves  
 Accretive Copyright Co (ASCAP), see Solar Recs  
 Accumulative Copyrights Co (BMI), see Solar Recs  
 Ace Music, see Copyright Serv Bureau  
 Ace Spec Music (BMI), see Copyright Serv Bureau  
 Achc (ASCAP), see Chicorel  
 Ackee Music Inc (ASCAP), see Island  
 Acklen Music (BMI), see Southern Writers  
 Acme Music (ASCAP), see Royalty Control  
 Acorn Music Corp (BMI), see TRO  
 Acorn Music Press (ASCAP), see Music Sales  
 Acoustic Music Inc (BMI), 49 Music Square E., Nashville, Tenn 37212 Tel (615) 244-3450 Pres Danny Davis, VP Buddy Lee  
 Acropolis Publ's (BMI), 4012 Oklahoma Ave., Tampa, Fla 33616 Tel (813) 839-4808  
**Branch:** Nashville, Tenn., Cedarwood Publ'g Co Inc., 39 Music Square E Zip 37302 Tel (615) 255-6535.  
 Actual (BMI), see Eden  
 Acuff-Rose Publ's Inc (BMI), 2510 Franklin Rd., Nashville, Tenn 37204 Tel (615) 385-3031 Cable ACUFF-ROSE Pres Wesley H. Rose, VP John R. Brown, Prof Mgr Ray Baker  
**Int'l branches:** Australia, Belgium, Denmark, France, Germany, Italy, Japan, South Africa, Switzerland, UK  
**Int'l reps.:** Argentina (Julio Korn), Brazil (Intersong), British Honduras (EMLASA), Chile (Julio Korn), Colombia (EMLASA), Costa Rica (EMLASA), Dominican Republic (EMLASA), Israel (Subar), Japan (Shinko), Mexico (EMLASA), Nicaragua (EMLASA), San Salvador (EMLASA), Uruguay (Julio Korn), Venezuela (EMLASA)  
 Adams-Ethridge Publ'g Co (BMI), PO Box 434, 5028 Ave N. Galveston, Tex 77550 Tel (713) 763-8344 Owners Leon Ethridge, Gerald Adams  
**Int'l reps.:** Australia (J. Albert), UK (Francis Day & Hunter)  
 Adams, Vee & Abbott Inc (BMI), 216 S Wabash Ave., 4th fl Chicago, Ill 60604 Tel (312) 922-9669  
 Addax Music Co Inc (ASCAP), see Famous  
 A Dish-A-Tunes Ltd (BMI), 1674 Broadway, No 603, New York, N.Y. 10019 Tel (212) 245-9612 Pres Ken Williams  
 Admiration Music Inc (BMI), see Brunswick  
 Adult Music (BMI), see Hilaria  
 Advanced Music Corp (ASCAP), see Warner Bros  
 Adventure Music Co (ASCAP), 1201 16 Ave S., Nashville, Tenn 37212 Tel (615) 320-7287 Pres Charles Chellman, Gen Mgr Georgia Chellman  
 Aesthetic Artist Recs (ASCAP), PO Box 144, Mid City Sta., Dayton, Ohio 45402 Tel (513) 252-9426 Owner Paul Wayne Beach  
 Affiliated Music Ent's Co., PO Box 1929, Melbourne, Fla 32901 Tel (305) 727-2500  
 Affinity Music (BMI), see Beechwood  
 After Dark Music Inc (BMI), see Playboy  
 Agape (ASCAP), see Hope  
 Aguila Publ'g Co (BMI), see Catalpa

Aguirre Music Co (SESAC), PO Box 1005, Englewood Cliffs, N.J. 07632 Tel (201) 342-8875 Owner & Pres Clancy Morales  
 Ahab Music Co Inc (BMI), 1707 Grand Ave., Nashville, Tenn 37212 Tel (615) 244-1348 Pres Ray Stevens  
 Ahlert-Burke Corp (ASCAP), see Fred Ahlert  
 Fred Ahlert Music Corp (ASCAP), 9165 Sunset Blvd., Los Angeles, Calif 90069 Tel (213) 273-7261  
 Aimee Music Publ'g Co (ASCAP), 100 W Clarendon, Phoenix, Ariz 85013 Tel (602) 263-8067 Pres Tommy Reed, Gen & Prof Mgr Al Trace  
**Branch:** Hollywood, Calif., 1680 N Vine St Zip 90028 Tel (213) 465-8300  
 Air Age Music (ASCAP), see Island  
 Airfield Music (BMI), see Beechwood  
 Ala King Music (BMI), see Mietus  
 Alameda Music Inc (BMI), see Edward B Marks  
 Alaman Music Publ'g Co (BMI), 551 Carroll, San Antonio, Tex 78225 Tel (512) 924-0037 Pres Eddie Aleman  
 Alamo Village Music (BMI), 50 Music Square W Suite 401, Nashville, Tenn 37203 Tel (615) 329-1050 Pres Robert D. Bray  
 Albacore Music (BMI), see Martin Cohen  
 J Albert & Son Pty Ltd., 4 E 52 St., New York, N.Y. 10022 Tel (212) 755-0812  
**Home office:** Australia  
 Albet Music Corp (BMI), see Fourth Floor  
 Al-Bo Music Co (ASCAP), 37 Odell Ave., Yonkers, N.Y. 10701 Tel (914) 969-5673 VP & Gen Mgr Joe Bolton  
 Alcar (BMI), 1148 Tremaine Ave., Los Angeles, Calif 90019 Tel (213) 934-3990 Pres. Anthony C. Renfro  
 Alchemical Music (ASCAP), see Doors  
 Alchemy Music Inc (ASCAP), see Star Show  
 Aldrich Music Co (BMI), see Copyright Serv Bureau  
 Aletia Jane Music (ASCAP), PO Box 4796, Nashville, Tenn 37215 Pres Duane T. DeSanto  
**Alexsar Music (BMI), see Chappell & Rondor**  
 Alfieri Music (BMI), 23 Dartmouth Dr., Delran, N.J. 08075 Pres Louis Alteri  
 Alfie Sound, see Sound Syndicate  
 Alford Music (ASCAP), see Copyright Serv Bureau  
 Alfrie, see Jasper  
 Alfred Publ'g Co Inc (ASCAP), 15335 Morrison St., Sherman Oaks, Calif. 91403 Tel (213) 995-8811. Pres Morton Manus, Exec VP Saul Feldstein, Mktg Dir Roberta Vaccaro Salerno  
 Algee Music Corp (BMI), see Al Gallico  
 Aliben Music (BMI), see Skinny Zach  
 Aljoni Music Co (BMI), see Mietus  
 Aljoni Music Co (BMI), PO Box 18918, Los Angeles, Calif 90018 Tel (213) 930-1814 Owner Al Hall Jr  
 Alkatraz Corner Music Co (BMI), PO Box 3316, San Francisco, Calif 94114 Tel (415) 626-4829 Dir Joe McDonald Mng Dir Bill Belmont  
**Int'l reps:** Australia (Festival), Austria (Rolf Budde), Belgium (Anagon in Netherlands), Brazil (ELAM), Central America (CBS), France (Bagatelle: Joyful Wisdom, Robmsong-McDonald), Germany (Rolf Budde), Greece (EMI), Ireland (Chrysalis), Japan (Harry Fox), Mexico (CBS), Netherlands (Anagon), New Zealand (Festival), Scandinavia (Sonet), South America (CBS), Spain (EGO), Switzerland (Rolf Budde), UK & Commonwealth (Chrysalis)  
 Allanwood Music (BMI), see Glen Campbell  
 Joe Allen Music Inc (BMI), PO Box 12156, Nashville, Tenn 37212  
 Allied Artists Music Co Inc (ASCAP), 15 Columbus Circle, New York, N.Y. 10023 Tel (212) 541-9200 Cable ALLARTINT Pres. Gen & Prof Mgr Carl Prager  
 Allmusic Inc (ASCAP), see Acoustic  
 All Night (BMI), c/o Odyssey Prod's Inc., PO Box 12384, Acklen Sta., Nashville, Tenn 37212 Tel (615) 327-9301  
 All of a Sudden Music Inc (ASCAP), see Sudden Rush  
 Allroads Music (BMI), see Beechwood  
 Ally Music Inc (BMI), see Tree  
 Almanac Music Inc (ASCAP), see TRO  
 Al-Mc Music (BMI), see Skinny Zach  
 Almmo Music Inc., see T B Harms-Vogue  
 Almitra Music Co Inc (ASCAP), see Publishers' Licensing Corp  
 Almo Music Corp. (ASCAP), see Rondor (SEE ADVERTISE-  
 MENT)  
 Alnur Music (BMI), see Mietus  
 Alouette Music Publ'g Co (BMI), see Intercontinental Music  
 Alpine Music Inc (ASCAP), see Copyright Serv Bureau  
 Alpege Eds (ASCAP), see C F Peters  
 Alpha Century Publ'g Corp (ASCAP), see Alpha Omega  
 Alpha Film Music (BMI), see Alpha Music Inc  
 Alpha Music Inc. (BMI), 40 E 49 St., New York, N.Y. 10017 Tel (212) 753-3234 Pres Louis Nurko, VP A Vander Molen  
**Int'l firm represented:** Bosworth & Co Ltd (UK) Jump Ed Musicali (Italy)  
**Int'l rep.:** UK (Bosworth)  
 Alphan Music Publ'g (ASCAP), PO Box 38444, Hollywood, Calif 90038 Tel (213) 733-8277 Owner Steve Riggo  
 Alpha-Omega Century Publ'g Group (div of Centurian Recs.), PO Box 5747, Cleveland, Ohio 44101 Tel (216) 771-0501 Cable CENTURION Admin'r Lic & Publ'g Vonley Gaines  
**Int'l rep.:** Worldwide excluding Australia & Canada (Sparta-Florida in UK)  
 Alpha Phi Music (BMI), see Mietus  
 Alp Music Inc (ASCAP), see Interval Music  
 Alrac Music (BMI), see Watt Works  
 Alrhond Music Inc (BMI), see Roger Miller's Music  
 AlRuby Music Inc (ASCAP), 8515 Hollywood Blvd., Hollywood, Calif 90069 Tel (213) 654-3760

Alshire Publ'g Cos., PO Box 7107, Zip 91505, 1015 Isabel St., Burbank, Calif 91502 Tel (213) 849-4671  
 Cable BUDSOUND Pres. Al Sherman; Gen Mgr Freda Gross.  
 Al's Written Music Publ'g (BMI), Parsons, Kan 67357 Tel (316) 421-1666 Pres Albert H. Monday, Prof Mgr Charles Monday  
 Alta Mesa Music (BMI)—Pres Jerry Styner—see Caseyem  
 Altam Music Corp (BMI), see Al Gallico  
 Alta Music Corp., see T B Harms—Harry Von Tilzer  
 Altaview Music Co (BMI), PO Box 567, Luthia Springs, Ga 30057 Pres James F. Brannon Jr  
 Alva Music (BMI), see E J Gurren  
 Alvera Publ'g Co (BMI), PO Box 9304, Tulsa, Okla 74107 Tel (918) 242-3303 Pres. E Gen Mgr Al Clauser, Prof Mgr Vera Clauser  
 Amak Music Co (ASCAP), see Chappell  
 Amalgamated Tulip Corp (BMI) (div of Saturn Inds Inc.), 117 W Rockland Rd., Libertyville, Ill 60048 Tel (312) 362-4060 Pres Perry H. Johnson, Prof Mgr Mary Bortolotti  
 Amari Music Co (ASCAP), see Copyright Serv Bureau  
 A-Mark Music Prod'ns (ASCAP), 762 S Dixie Hwy., Coral Gables, Fla 33146 Tel (305) 661-4286 Owners Robert Biddle, Milton Schnapf Jr  
 Ambersong Ent's Inc (ASCAP), see G Schirmer  
 Amberways Music (ASCAP), 50 Music Square W., Suite 501, Nashville, Tenn. 37203, Tel (615) 327-2345, Pres Donald L. Ruis; VP Ted Revell, Gen. Mgr. Johnny Howard  
 Ameh Music Co (BMI)—Pres Carl Maduri, Prof Mgr Gary Doberstyn—see Stone-Rap.  
 American Academy of Music Inc (ASCAP), see Belwin-Mills  
 American Broadcasting Music Inc (ASCAP), 8255 Beverly Blvd., Los Angeles, Calif. 90048 Tel (213) 852-1133, Cable ABDUNREC TWX (910) 321-2401 Pres Jay R. Morgenstern, VP Rick Shoemaker  
**Branch:** Nashville, Tenn., 2409 21 Ave S Zip 37212 Tel (615) 385-0840 VP Dianne Petty  
**Int'l firms represented:** Anchor (UK), Blackwing (Canada), Golden Mountain (Canada)  
**Int'l reps.:** Australia (Associated), Austria (Schmolzi & Slezak), Belgium (Marouani), Brazil (Intersong), Central America (Edmusa), Czechoslovakia (Schmolzi & Slezak), France (Marouani), Germany (Schmolzi & Slezak), Greece (CBS), Hong Kong (Pathe), Hungary (Schmolzi & Slezak), Israel (Ricordi), Japan (Victor), Malaysia (Pathe), Mexico (Edmusa), Netherlands (Basart), New Zealand (Associated), Scandinavia (April), South America (Intersong), Spain (Quroga), Switzerland (Schmolzi & Slezak) UK (Anchor), Yugoslavia (Schmolzi & Slezak) (SEE ADVERTISEMENT)  
 American Composers Alliance (BMI), 170 W 74 St., New York, N.Y. 10023 Tel (212) 873-1250 Pres. Nicolas Roussakis; Exec Dir Francis Thorne  
 American Composers Concerts Inc., see American Composers Alliance  
 American Composers Ed (BMI), see American Composers Alliance  
 American Composers Orch., see American Composers Alliance  
 American Cowboy Music Co (BMI), 11 Music Circle S., Nashville, Tenn 37203 Tel (615) 256-7648 Gen & Prof Mgr William G. Hall  
 American Cowboy Songs, The Homeplace, Mount Juliet, Tenn 37122 Tel (615) 444-8431 Pres Alfred H. LeDoux  
 American Heritage Music Corp (BMI) 1208 Everett St., Caldwell, Idaho 83605 Tel (208) 459-7382 Pres Loyd J. Wanzer  
 American Metropolitan Ent's of New York Inc (AME) (BMI), see Copyright Serv Bureau  
 American Music Awards Series—Sigma Alpha Iota (BMI), see C F Peters  
 American Music Ed (ASCAP), see Carl Fischer  
 American Music Inc (some copyrights), see T B Harms—Vogue  
 American Musicological Society, see Galaxy  
 American Mutual (SESAC), Carew Tower, Lower Arcade, Cincinnati, Ohio 45202 Tel (513) 621-6233 Pres Bill Suth, Gen. & Sales Mgr. Frank Moe  
 American Standard Music (ASCAP), see Rondor  
 American United Music (BMI), see Mietus  
 American Wind Symphony Eds (BMI), see C F Peters  
 Americus Music (ASCAP), 50 Music Square W., Suite 501, Nashville, Tenn 37203 Tel (615) 327-1500 Pres. Donald L. Ruis, Gen Mgr. Charles W. Fields, Prof. Mgr. Johnny Howard (Administered by Nashville Copyright)  
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 Amestoy Music (BMI) 117 N. Las Palmas Ave., Los Angeles, Calif 90004 Tel (213) 938-5482 Pres Albert Marx  
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**b**: one whose creative imagination produces beauty and aesthetic quality.

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 House Of Melton (ASCAP), see Focal Point  
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- Danny Poto Music Publ'g, 8268 NE Miami Court, Miami Fla 33138 Tel (305) 358-1800 Owner Danny Poto
- Pou Music (ASCAP), see Juldane
- Poverty Publ'g Co., see Seafood
- Powahatan Music Publ'g (BMI), PO Box 993, 21<sup>st</sup> E Fourth St., Salem, Va 24153 Tel (703) 389-4829 Pres Jack Mullins, Gen Mgr Jim Eanes, Prof Mgr J.R. Mullins
- Powe Music (BMI), see Copyright Serv Bureau
- Power Exchange Inc (BMI), see April/Blackwood
- Power Play Music (BMI) (div of Gusto Recs Inc) 220 Bos-cobel St., Nashville, Tenn 37213 Tel (415) 256-1656 Pres Moe Lytle
- Johnny Powers Music Inc (BMI) 3384 W. 12 Mile Rd Berkley Mich 48072 Tel (313) 543-0583 Pres & Prof Mgr Johnny Powers
- Pow-Pak Music Corp (BMI), see Big Seven
- Poz Music (ASCAP), see Copyright Serv Bureau
- Practice Music (BMI)—Pres William M. Roberts—see Pe-rennial
- Prancer Music (BMI), see Copyright Serv Bureau
- Prater Music Inc (ASCAP), see Levisa Music
- Precambrian Music (BMI) see Mietus
- Prentice Music Inc (ASCAP), see Eden
- J Presbutolian Inc (BMI), see April/Blackwood
- Elvis Presley Music (BMI) see Chappell
- Theodore Presser Co (ASCAP) Presser Pl., Bryn Mawr, Pa 19010 Tel (215) 525-3636 Cable RESSERP Pres Arnold P. Brodco, Ed Dir Norman Auerbach, Gen Mgr Nicholas J. Elsier Jr  
Branch: New York, N.Y., 111 W 57 St., Rm 1120 Zip 10019 Tel (212) 246-5311
- Int'l firms represented: Berben (Italy), Billaudot (France), Eds Francaise de Musique (France), Heugel (France), Impero (Germany), Jean Jobert (France), Le-Duc (France), Ongaku No Tomo Sha (Japan), Robertson Publ'ns (UK), Transatlantiques (France), (Elkan-Vogel); Ars Nova (Netherlands), Durand & Cie (France), Consor-tium Musicale (France), J. Philippo (France), Heu-wekmeyer (Netherlands), Lemonie (France), Rideau Rouge (France), Hammelle (France) Herrelle (France), Procure Generale (France) La Schola Cantorium (France), United (UK)
- Prestige Music (BMI), see Jondora
- Presto Music Publ'g Co (BMI), see Blue River
- Preston Songs (ASCAP), see Rondor
- Pretorius Publ'g (ASCAP), see Yuggoth
- Pretty Girl Music (BMI), PO Box 11286, 3109 Park Ave., Memphis, Tenn 38111 Tel (901) 324-6786 Gen Mgr Style Wooten
- Pretty Much Music Inc (ASCAP), see Beef Baron
- Janie Price Music (ASCAP), PO Box 34886, Dallas, Tex 75234 Tel (214) 387-1101 Pres. Gen & Prof Mgr Janie Price
- Jimmy Price Music Publ'r (BMI), 1662 Wyatt Pkwy., Lexing-ton, Ky 40505 Tel (606) 254-7474 Owner & Pres James T. Price, Gen Mgr Harry P. Price, Prof Mgrs Allen Vanderpool Bob Shingleton
- Lloyd Price Music (BMI), see Lori Joy & Copyright Serv Bu-reau
- Prgan Music Corp (BMI), see Copyright Serv Bureau
- Prl Music (BMI), see Gopam Ents
- Prima-Donna Music Co (BMI) (div of Prima-Donna Ent Corp), PO Box 15385, Nashville, Tenn 37215 Tel (615) 373-2390
- Primitive West Publ'g (ASCAP), see American Heritage
- Pnmrose Music Publ'g Co (BMI), see Byrdshire
- Pnmus Artists Music (BMI), see First Artists
- Princess & Frog Music (BMI), see Chappell
- Princess Music Publ'g Corp (ASCAP), see H.B. Webman
- Jesse G. Principato Music Org (BMI), 124 Valley Brook Ave., Lyndhurst, N.J. 07071 Tel (201) 438-6729 Pres & Gen Mgr Jesse G. Principato
- Pringle Music Publ'rs (BMI), 7021 Hanillo Ave Canoga Park, Calif 91306 Tel (213) 347-3902
- Print Music Co Inc (ASCAP), see Japalana
- Pritchett Publ'ns (BMI), 38603 see Sage Tree St., Palmdale, Calif 93550 Tel (805) 947-4657 Pres. LeRoy Pritchett  
Branch: Daytona Beach, Fla., 171 Pine Haven Zip 32014 Tel (904) 252-4849 Gen & Prof Mgr Charles Vickers
- Prize Music Inc (ASCAP), see Shelby Singleton
- Process Music Publ'ns (BMI), see Country Star
- Proclamation Prod'ns Inc (ASCAP), Orange Square, Port Jervis N.Y. 12771 Tel (914) 856-6686 Pres Donald S. Marsh, VP Richard K. Avery, Prof. Mgr Betty Collins
- Producers Music Publ'g Co Inc (ASCAP), see Chappell
- Promco Music Co (ASCAP), see Chappell
- Promseland Music (SESAC), see Word Inc
- Pro Motions Plus Inc., 808 19 Ave S., Nashville, Tenn 37212 Tel (615) 329-4962 Pres Jonathan Fricke
- Pronto Music Inc (BMI) see Coition
- Prophecy Publ'g Inc (ASCAP), PO Box 4945, Austin, Tex 78765 Tel (512) 452-9411 Pres Larry Watkins, Gen & Prof Mgr Tommy White
- Prophet Music Inc (ASCAP), see Bicycle
- Prop Publ'g (BMI), see Inspirational Sounds
- Proud Bird Music Inc (BMI), see Brougham Hall
- Proud Publ'ns Inc., see United Artists
- Provo Music (BMI) see Sundaze
- Jeanne Pruett Music Inc (BMI), 713 18 Ave S., Nashville, Tenn 37203 Tel (615) 327-2165
- Pseudo Songs (ASCAP) see Rondor
- Pubit Music (BMI) see Copyright Serv Bureau & Publicare
- Publicare Publ'g (ASCAP), 9717 Jensen, Houston, Tex 77093 Tel (713) 695-3648 Pres. Jim D. Johnson (Administered by Copyright Serv Bureau)
- Publishers Licensing Corp., 488 Madison Ave New York, N.Y. 10022 Tel (212) 753-1110 Cable PHILKURN Telex 234128 Contact Philip S. Kurmit, Copyright Mgr Irving Rubin
- Pud Music (ASCAP), see Warner Bros
- Pufin Prod'ns Inc (BMI), see Copyright Serv Bureau

## Q

- Q C A Music Inc (ASCAP), 2832 Spring Grove Ave Cincin-nati, Ohio 45225 Tel (513) 681-8400 Pres Edward R. Bosken, Gen Mgr Judy Kreimer Prof Mgr Frank Ruhl
- Quackenbush Music Ltd (ASCAP), 850 Devon Ave Los An-geles, Calif 90024 Tel (213) 274-6024 Pres Carly Simon, Gen Mgr Arlene Rothberg
- Quadrafonic Music Inc (ASCAP), see Danor & Rondar
- Quark Music (BMI), see Bruce Cohn
- Quartet Music Inc (ASCAP), see Trio
- Queens Legs Music (BMI), see Picasso
- Quicksilver Music Corp (BMI) see Copyright Serv Bureau
- Quiet Corner Music Inc (BMI), 2633 Collax Ave S Min-neapolis, Minn 55408 Tel (612) 377-5450 Dirs Jeff Harrington, Terry Grant, Steven Wiese, Promo Donna Johnson
- Quill Music (ASCAP), see Jim Halsey
- Quinones Music Co (BMI) 1344 Waldron St Leuis, Mo 63130 Tel (314) 863-3605 Pres Eddie L. Jonsson Gen Mgr Ora Lwings, Prof Mgr Clinton Primm
- Quintet Music Inc (ASCAP), see Trio
- Quiston Music Co (BMI), see Copyright Serv Bureau

## R

- R F D Music Publ'g Co Inc (ASCAP) see Peer-Southern
- R F T Music Publ'g Corp (BMI) see Thomas J. Valentino
- R P J Music (ASCAP), 6430 Sunset Blvd Suite 910 Holly-wood, Calif 90028 Tel (213) 463-3151 Pres. Rob-ert Parker Jameson, Gen Mgr David J. Garrison, Prof Mgrs Diane J. & Kathleen M. Garrison
- R R Music (ASCAP), see Ren-Maur
- R S O (The Robert Stigwood Org.), 1775 Broadway, New York N.Y. 10019 Tel (212) 975-0700 Telex 125779 Pres Fredric B. Gershon Admin & Prod'n Exec. Eileen Rothschild Comptroller Anthony O'Brien (Administered by Chappell Music)  
Home office: England  
Branch: Los Angeles, Calif. 8335 Sunset Blvd Zip 90069 Tel (213) 650-1234
- R S O Publ'g Inc (ASCAP), see RSO & Chappell
- R & W Music Scene (ASCAP), see Ron Wilson
- R W P Music (ASCAP)—Pres Robert Parissi Prof Mgr Gary Doberstyn—see Stone Rap
- Rabbit's Foot Music Corp (BMI), see Big Seven
- Racuran Music (BMI)—Pres Al C. Mifflin, Exec VP Bob Montgomery—see House Of Gold
- RadaDara Music (BMI) see Megusta
- Radio Active Music Co (ASCAP), 655 Bryant Ave Roslyn Harbor, N.Y. 11576 Tel (516) 621-1928 Pres Paul Mandl Gen Mgr Lee Grayson
- Rae-Cox & Cooke Music Corp (ASCAP), 1697 Broadway, Suite 702, New York, N.Y. 10019 Tel (212) 586-9406 Pres Theodore McRae VP Fredia Station
- Raft Ventures, 300 N State St No 4712 Chicago Ill 60610 Tel (312) 467-4294 Cable RAVEN Pres & Gen. Mgr David Hybicki  
Branch: Austin, Tex., 1218 E Live Oak Zip 78704 Tel (512) 443-8523 Cable RAFTEX Gen & Prof Mgr Bill Oliver
- Raga Music (BMI), see Chappell
- Raga Music (ASCAP), see Main Stage
- Ragged Island Music (BMI), see Hip Hill
- Ragmar Music Corp (BMI), 200 W 57 St., New York, N.Y. 10019 Tel (212) 265-0741 Pres Jerry Ragovoy
- Ragmop Music Corp (BMI), 850 Seventh Ave., New York, N.Y. 10019 Tel (212) 582-4975 (Administered by April/Blackwood)
- Rahman Music (ASCAP), see Valgroup
- Rainglow Music (ASCAP), see Martin Cohen
- Raintree Music (ASCAP) see Budd Music
- Rainwater Music Co (BMI), see Martin Cohen
- Rainy Wednesday Publ'g (BMI), see Chappell
- Raj Kumer Music (BMI) see Chappell
- Rally Music (BMI), see Ralph s Radio Music
- Ralph s Radio Music (BMI), PO Box 127, Hwy 44T, Demo-rest, Ga 30535 Tel (404) 754-6249 Owner Ralph Raper
- Bill Ramal Music (BMI) see Chappell
- Ramapo Music (BMI), see MMO
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- Ramblin' Rose Publ'ns (ASCAP), see Faron Young
- Rammus Music 821 N. 23. McAllen, Tex 78501 Tel (512) 687-7121 Cable FALCON Pres A. Ramirez Sr Gen Mgr A. Ramirez Jr
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- H & G Randall Inc (ASCAP), 29 Elaine Rd Milford, Conn 06460 Tel (203) 878-7383 Pres Gerald Randall VP Howard Randall  
Branches: Middletown, N.Y. 15 Randall Heights Zip 10940 Tel (914) 343-6918—Syracuse, N.Y., 190 W Genesee St Zip 13204 Tel (315) 468-0161  
Teddy Randazzo Music Inc., 51 W 86, New York, N.Y.

10024 Tel (212) 873-7179 Pres Teddy Randazzo.  
Gen & Prof Mgr Hermi Hanlin  
Fred Raphael Music Inc (ASCAP), 319 Via Don Benito, Cathedral City, Calif 92234 Tel (714) 328-0170 Pres  
Hermione Greene  
Rapsac Music (BMI), see Copyright Serv Bureau  
Raschid Music (BMI) see Jonvis  
Bill Rase Pro's Inc., 955 Venture Court, Sacramento, Calif  
95825 Tel (916) 929-9181 Pres, Gen & Prof Mgr  
Bill Rase  
Rashida Music Co (BMI), see Kidada  
Rastafire Music (BMI) see April/Blackwood  
Rastersong (ASCAP), see John Brumage  
Rathson Music Co (BMI)—Pres Willie Dixon—see Cameron  
Raton Songs Inc (BMI), see Boca  
Raven Music (BMI), 4107 Woodland Park Ave. N., Seattle,  
Wash 98103 Tel (206) 632-0887 Publ's Ronald  
W Ellis Michael B Lynch  
Rawhide Music Co (BMI) 815 18 Ave S Nashville Tenn  
37203 Tel (615) 329-9339 Pres. Dave Burgess, VP  
Judith Glasser Office Mgr Arlene Wey  
Int'l rep.: Worldwide except Canada (Burlington)  
Rawlins Music Publ'g, 1757 N Mohawk, Chicago, Ill  
60614 Tel (312) 751-0291 Pres Richard H Francisco  
VP Randa Francisco  
Raw Milk Music Publ'g Co (ASCAP) see Bald Mountain  
Raydee Music Co (SESAC), see Glad Music  
Rayven Music Co Inc (BMI), 157 W 57 St., New York, N Y  
10019 Tel (212) 581-7831  
Razor Sharp Music (BMI), see Mighty Three  
Razzle Dazzle (BMI), c/o Hermi Hanlin, 51 W 86 St., New  
York, N Y 10024 Tel (212) 873-1800  
Reaction Music Co (ASCAP) see NRP Music  
Walter Reade Music Corp (ASCAP) see April/Blackwood—  
Frank  
Real To Reel Custom Servs 98 Benz St Ansonia, Conn  
06401 Tel (203) 735-5883 Chm Martin G Kugell  
Rear Exit Music Co (ASCAP), see No Exit  
Reb Music Publ'g Co (ASCAP), see Slide  
Reborn Music (SESAC), see Glori Gospel  
Record Junkie (BMI), 9000 Cynthia St., Suite 205, Los An-  
geles, Calif 90069 Tel (213) 276-9731 Co-Pres  
Robert Adels Topper Schroeder  
Recordo Music Publ'rs (BMI) see Leon Rene  
Record Room Music (ASCAP), see Hot Pot & Never Ending  
Redbeard Music (BMI) (formerly Finn Tara Music), PO Box  
1867 Hollywood, Calif 90028 Tel (213) 462-8781  
Owner Dennis McCrohan  
Red Cow Music Inc (ASCAP), see RSO & Chappell  
Red Day Music (ASCAP), see Dick James  
Red Greg Ents., Suite 1211, 1650 Broadway New York,  
N Y 10019 Tel (212) 541-5005 Pres Gregory Car-  
michael, VP & Gen Mgr Victor M Carew  
Red Hook Music Corp (ASCAP), see Music Sales  
Jack Redick Music Publ'g Co (BMI) Box 266, Rt. 1, George-  
town, S C 29440 Tel (803) 546-8835 Owner Jack  
Redick  
Redleaf Music (BMI) see Autumn Leaves

Red Ribbon Music (BMI), see Nashville Copyright  
Red River Songs Inc (BMI), 1001 N Lincoln St., Burbank,  
Calif 91506 Tel (213) 848-7373 Pres. & Gen. Mgr.  
Johnny Bond  
Red Rock Music Co (BMI), PO Box 2671, Denver, Colo  
80201 Tel (303) 572-9099 Pres. James C Scott  
Sr., Prof Mgr Sherman Johnson  
Red Ruby Music (ASCAP), see Royalty Control Corp  
Red Shoe Publ'g (ASCAP), see Berkeley Cooperative  
Red Shoes Publ'g Co (BMI), see R A. Hodge  
Red Stick Music Inc (BMI), PO Box 2306, 100 Spain St.,  
Baton Rouge, La 70821 Tel (504) 342-8220  
Redwall Music Co Inc (BMI), see No Exit  
Redwood/Sidro Ross Music, see Rondor.  
Redwood/Wichub, see Rondor  
Reekoh Music (BMI), see Copyright Serv Bureau  
Jim Reeves Ents. Inc., PO Drawer 1, 200 Madison St., Madi-  
son, Tenn 37115 Tel (615) 868-1150  
Int'l rep.: Worldwide except USA & Canada (Bur-  
lington)  
Regal Music Publ'ns (ASCAP), 1429 Hawthorne St., Pitts-  
burgh, Pa 15201 Tel (412) 781-4557 Pres Edward  
J Moschetti, Gen Mgr Muriel M Shilling, Prof Mgr  
Gail P Gray  
Glenn Regan Music Co (BMI), see Terry  
Regent Music Corp (BMI), see Arc  
J Regg Music (BMI), see Rondor  
Herb Reis Music Corp (BMI), 15 E 48 St., Rm 801, New  
York, N Y 10017 Tel (212) 759-9515 Mgr Margo  
Reis  
Reject Music (BMI), see Music City Workshop  
Relaxed Music (BMI), see Martin Cohen.  
Reliance Music Corp., see T B Harms—Bibo  
Lloyd Zane Remick, 1529 Walnut St., 6th fl., Philadelphi-  
a, Pa. 19102 Tel (215) 568-0500  
Remick Music Corp (ASCAP), see Warner Bros  
Remsen Music (BMI), see April/Blackwood—Frank  
Renda Music Inc (BMI), 3830 N Seventh St., Phoenix, Ariz  
85014 Tel (602) 277-1336 Pres. Floyd M. Ramsey  
Leon Rene Publ'ns (ASCAP), 2124 W 24 St. Los Angeles,  
Calif 90018 Tel (213) 737-5125 Pres Leon Rene,  
Gen Mgr Irma Rene, Prof Mgr Rafael Rene (Ad-  
ministered by The Harry Fox Agency)  
Renleigh Music Inc (BMI), see Leigh Group  
Ren-Maur Music Corp (BMI) 663 Fifth Ave. New York,  
N Y 10022 Tel (212) 757-3638 Pres Rena L Fee-  
ney, Gen Mgr Billy Nichols, Prof Mgr. Lenny J.  
Bailey, Promo Al H Willen Jr  
Int'l firm represented: Falcao Ed (Brazil)  
Int'l rep.: Philippines (Empire)  
Republic Music Corp (BMI), see World Music  
Resaca Music Publ'g Co (BMI), see Combine  
Respect Music Co (BMI), 1159 S La Jolla Ave., Los An-  
geles, Calif 90035 Tel (213) 938-3531 Pres Miles  
Grayson, Gen Mgr Peggy Grayson, Prof Mgr Ler-  
mon Horton  
Restless Music (BMI), see Island.  
Resurrection Music Corp (BMI), 3175 Cadet Court, Holly-  
wood, Calif 90068 Pres Joey Carbone, VP & Gen

Mgr Richie Zito  
Return Music (BMI), see ATV Music  
Revelation Music Publ'g Corp. (ASCAP), see Tommy Va-  
lando  
Revolver Music (ASCAP), PO Box 11321, St Petersburg,  
Fla 33733 Tel (813) 531-2576 Gen Mgr. Charles  
Klimp, Prof Mgr. Elbert J. Higgins.  
Rex (BMI) see H B Webman  
Reynard Publ'g Co Inc (ASCAP), see Sam Fox  
William Rezey Music Co (BMI), PO Box 1257, Albany, N Y  
12201 Tel (518) 462-4462 Pres William P Rezey,  
Prof Mgr John Conlin  
Rhinelander Music Inc (BMI), see Marsant  
Rhontana Music (ASCAP), see Martin Cohen  
Rhythm Valley Music (ASCAP), 1304 Blewett St., Graham,  
Tex 76046 Tel (817) 549-1641 Pres & Prof Mgr.  
Orville Clarida, Gen Mgr Dons Clarida  
Riceland Music (BMI), see Nashville Copyright  
Charles Rich Music Inc (BMI), 8229 Rockcreek Pkwy Cor-  
dova, Tenn 38018 Tel (901) 382-2100 Contact  
Diane Nelson  
Paul Richey Music (ASCAP) see Brougham Hall  
Rich Fish Music (ASCAP), see Rondor  
Rich-Lo Publ'g Co (BMI), 2225 W Winnemac Ave., Chi-  
cago, Ill 60625 Tel (312) 271-0999 Owner Richard  
C Nollan  
Ridge Music Corp (BMI), see Tannen  
Tim Riley Music (BMI), 7121 W Vickery, No. 118, Fort  
Worth, Tex. 76116 Tel (817) 731-7375 Pres, Slim  
Richey, Gen Mgr Jim Colegrove, Prof Mgr Jim  
Yanaway  
Ridgeway Music Publ'g (BMI), see Golden West.  
John Riggs Publ'g (ASCAP), 5521 Kendall Dr., Nashville,  
Tenn 37209  
Right On Music (ASCAP), see Royalty Control  
Tim Riley Music (BMI), 3387 Poplar, No. 325, Memph-  
is, Tenn 38111 Tel (901) 458-1421 Pres Tim P Riley  
Gen & Prof Mgr Janet Brotherton  
Ringo Pasta Music Ltd (BMI), see JBP Music & Chappell  
Rimmer Corp (ASCAP), see April/Blackwood—Frank  
Ripcord Music (BMI), PO Box 2098, 4009 E. 18 St. Van-  
couver, Wash 98661 Tel (206) 695-2112 Owner  
Gene Breeden, Gen Mgr Ellis Miller, Admin'r Lorraine  
Walden  
Ripke Ripke Music (BMI), see Chappell  
Rip Music Inc (BMI), see Keca  
Ripparthur Music (ASCAP), see April/Blackwood  
Rising Sons Music Inc (BMI), see Combine  
Ritchie Music Co Inc (ASCAP), see Barton Music  
Riteline Music (BMI), see Sword & Shield  
Rite Music (BMI), 9745 Lockland Rd., Cincinnati, Ohio  
45215 Tel (513) 733-5533 Pres Carl J Burkhardt,  
VP Philip Burkhardt  
Rittenhouse Music Corp (BMI), see Ragmar  
Tex Ritter Music Publ'ns Inc (ASCAP), see Criterion  
Rivers Music (ASCAP), 8921 Sunset Blvd., Los Angeles,  
Calif 90069 Tel (213) 980-1441 Pres Johnny Riv-  
ers, Gen Mgr Walter L. Stewart, Prof Mgr Celest  
Geller (Administered by Copyright Serv. Bureau)  
Rizzum Music (BMI), see Segal & Goldman  
Road Canon Music (BMI), c/o Danny O'Keefe & Edward As-  
trin, 9171 Wilshire Blvd., Suite 436, Beverly Hills,  
Calif 90210 Tel (213) 271-5646  
Roadmaster Music Corp (BMI), see Al Gallico  
Road Music (ASCAP), see Chappell  
Roadrunner Music (BMI), see Forrest Hills  
Roadshow Music Group, 850 Seventh Ave. Suite 502, New  
York, N Y 10019 Tel (212) 765-8840 VP & Gen.  
Mgr Julie Lipsius  
Roaring Flame Publ'g Co (BMI), 907 N Front St., Harns-  
burg, Pa 17102 Tel (717) 232-8651 Pres Bruce  
Rohrbach, Gen Mgr Bryan Rohrbach  
Robadon Music (BMI), PO Box 2094, Sheffield Lake, Ohio  
44054 Tel (216) 949-2078 Owner Robert W Sell-  
ers  
Marty Robbins Ents., 713 18 Ave S, Nashville, Tenn  
37203 Tel (615) 327-4940/3752 Pres Marty Rob-  
bins  
Robbins Music Corp (ASCAP), see United Artists.  
Robert Music Corp (BMI), see Ivan Mogull  
Lee Roberts Music Publ'rs (ASCAP), see G Schirmer  
Roberts Music (BMI), see Open End—Open End  
Don Robertson Music Corp (ASCAP), PO Box 4141, Thou-  
sand Oaks, Calif 91359 Tel (213) 889-0876 Pres  
Don Robertson  
Int'l rep.: Worldwide except USA & Canada (Chappell-  
Morris)  
Robin Hood Music Co (BMI), 5531 Tuxedo Terr., Holly-  
wood, Calif 90028 Tel (213) 465-9758 Pres John  
Marascalco  
Robin Sean Music Publ'g (BMI), 5635 Verona Rd., Verona,  
Pa 15147 Tel (412) 793-9503 Pres & Gen Mgr  
Jim O'Leary, Prof Mgr Pat O'Leary  
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Rob-Lee Music (BMI), PO Box 1385, Merchantville, N J  
08109 Tel (609) 663-4540 Pres Rob Russen, Gen  
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Gen Mgr. Bob Francis, Prof Mgr. Paul Nitchke  
Rockabilly Rebel Music (BMI), see Bug  
Rock Artistes Music Publ'g (BMI), see April/Blackwood  
Rocket Rec Co., 489 Fifth Ave., 32nd fl., New York, N Y  
10017 Pres John Reid, Exec VP Tony King, Publ'g  
Dir Leeds Levy  
Int'l branch: England  
Rockfield Music (ASCAP), see Rondor.  
Rockford Music Co (BMI), 150 West End Ave., Apt. 6-D,  
New York, N Y 10023 Tel (212) 873-5968 Pres.  
Gen & Prof Mgr. Phillip Ross Zinn  
Rock Island Music (ASCAP), see Rob-Lee.  
Rock Island Music Inc (BMI), see Bald Mountain  
Rockmasters Inc (BMI), 177 Rt. 304, New City, N Y  
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Rocksmith Music (ASCAP), see Trust Music  
Rocky Top Music Inc (BMI), PO Box 647, Hendersonville, Tenn 37075 Tel (615) 824-2278  
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Rodebeaver Co. (ASCAP) (div of Word Inc.), PO Box 337, 100 Publishers Dr., Winona Lake, Ind 44590 Tel (219) 267-5116 Exec VP N.B. Howe Jr  
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Rodra Music Inc. (BMI), see Rondor  
Rodriguez Prod'ns Inc (BMI), see Mietus  
Rogan Publ'g Co. (BMI), 3316 Line Ave., Shreveport, La 71104 Tel (318) 861-0569, Pres. Stewart Madison  
Rogelle Music (BMI), see Schwartz  
Roger Music Inc (ASCAP), 449 S Beverly Dr., Beverly Hills, Calif 90212 Tel (213) 553-8787 Pres. Joseph S. Shribman  
Roger Talent Ents., 1024 16 Ave S., Nashville, Tenn 37212 Tel (615) 327-3644 Pres Roger Jaudon  
Winthrop Rogers, see Boosey & Hawkes  
Roger-Van Buren (BMI), 1900 Fifth Ave., Los Angeles, Calif 90018 Tel (213) 737-9008, 626-5319 Pres. Ted Brinson, Gen. Mgr L. Whiteside  
Rohm Music (BMI) (div of Perception Inc.), Box 57, 10 George St., Wallingford, Conn. 06492, Tel (203) 265-0010 Cable BIGSODREX Pres. Thomas Cavalier, VP & Gen Mgr Rudolf Szlavi, Prof Mgr. Theodore Fantara.  
Roho Music (ASCAP), see Segel & Goldman.  
Rokir Music (BMI), see Copyright Serv. Bureau.  
Rolando Music Publ'g Co. (BMI), 1760 Osborne Dr., Memphis, Tenn 38127 Tel. (901) 357-4431 Mgr Roland Jones  
Rohram Music Co. (BMI), see Interworld  
Rollin Dice Music Publ'rs (ASCAP), see Reato To Reel  
Rolling Meadows Music (ASCAP), see Ovation  
Rolith Music (BMI), see Ivan Hoffman.  
Rolls Royce Music (ASCAP), see Ivan Mogull & Copyright Serv. Bureau  
Romance Music Inc. (BMI), see Wanessa  
Romar Today Music (BMI), see Chappell  
Riche Rome Music (ASCAP)—Pres. Richard Rome—see Lloyd Zane Remick & April/Blackwood.  
Roncom Music Co. (ASCAP), 305 Northern Blvd., Great Neck, N.Y. 11021 Tel (516) 466-5810 Pres. Perry Como, Prof Mgr Mickey Glass.  
**Int'l firm represented: Roncom (UK)**  
Rondor Music Inc., 1358 N. La Brea Ave., Hollywood, Calif 90028 Tel (213) 469-2411 Cable ALPERMOSS Telex 691282 TWX (910) 321-3593 Pres. Charles B. Kaye, Exec. VP Lance Freed, Dir., Bus Affairs Evan R. Medow, Int'l Coord., Margo Matthews.  
**Int'l branches:** Australia, Canada, England  
**US firms represented outside USA & Canada:**  
Braintree Music (ASCAP), Catpatch Music (BMI), Crazy Horse Music (BMI), Doors Music (ASCAP), Fifth Floor Music (ASCAP), Four Knights Music (BMI), Fourth Floor Music (ASCAP), Gypsy Boy Music (BMI), Hibiscus Music, Hollenbeck Music (BMI), India Music (ASCAP), Jasperilla Music (BMI), Jowcol Music (BMI), Lady Jane Music (BMI), Linda Music, Lost Cabin Music (BMI), Magicians Music (ASCAP), Miles Ahead Music, Pal Dog Music (ASCAP), Pamjokeen Music, Porchester Music (ASCAP), Racer Music, Red Setter Music (ASCAP), Sacred Heart Music (BMI), John Sebastian Music (BMI), Shillelagh Music, Tangerine Music, Whitchurch Music (ASCAP), Whitsett Churchill Music (BMI).  
**Int'l firms represented:** Harry Dart Publ'g (Australia), Budgie Music, Deptford Songs, Fair Music Ltd., Firefly Music Ltd., Geronimo Music Ltd., Moondance Music Ltd., Roker Music Ltd., Tin Lid Music (all UK).  
**Int'l firm represented in the western hemisphere:** Big Secret. (SEE ADVERTISEMENT)  
Rone Gorse Publ'g Co.—Pres Charles E. Monday—see Al's Written Music.  
Rongwen Music (BMI)—Pres. Gwen Broude, Gen Mgr Ronald Broude—see Broude Bros  
Ronin Music (BMI), see Mietus Copyright  
Ron-Martin Music Inc (BMI), see Ron Wilson.  
Rontom Music Co (ASCAP), 110 21 Ave S., Nashville, Tenn 37203 Tel (615) 327-1050 Owner Tom Walls.  
Room 7 Music (BMI) (div of Seven Arts Press), 6605 Hollywood Blvd., Suite 205, Hollywood, Calif 90028 Pres Walter E. Hurst, Gen Mgr Sharon Marshall  
Roots Music (BMI), PO Box 111, Seabright, N.J. 07660, Tel (201) 222-3947 Pres Jean Schweitzer; VP Robert N. Bowden.  
Rose Bridge Music Inc (BMI), see Earl Barton & Publishers' Licensing Corp.  
Fred Rose Music Inc (BMI), see Acuff-Rose.  
Rose Music, 922 Canterbury Rd NE., Atlanta, Ga 30324 Tel (404) 237-1162 Pres Mario W. Peralta, VP's Larry M. Paul, Frank P. Lappas, Controller, Rosalia P. Peralta  
Rose Tree Music (ASCAP), see Mighty Three.  
Roseville Music Inc (BMI), 77 St Marks Pl., New York, N.Y. 10003 Tel (212) 477-4199, Pres. Ralph Landis, Gen Mgr Harvey Marks.  
Brian Ross Prod'ns, 3884 Franklin Ave., Los Angeles, Calif 90027 Tel (213) 662-3121 Pres Brian Ross.  
Roswell Music Co. (BMI), see Ivan Mogull.

Rotu Music (BMI), see Briarmade  
Round-Up Music (BMI), see Larlee  
Round Sound Music (BMI), 1924 Wise Dr., Dothan, Ala 36303 Tel (205) 794-9067 Pres Jerry Wise.  
Round Table Music (ASCAP), see Harrison Tyner  
Routen Music, see Martin Cohen  
Rowan Music (BMI), see Open End—Open End  
RowChar Music (ASCAP), 716 W. 33 St., San Pedro, Calif 90731 Tel (213) 833-1233 Pres John Rowin, Gen Mgr Charlotte Polite  
Ro West Music Co (BMI), see Copyright Serv. Bureau.  
R. D. Row Music Co. Inc. (ASCAP), see Carl Fischer  
Royal Oak Music (ASCAP), see Roger Miller's Music  
Royal Spin Music Inc (BMI), 26 Cass Pl., Brooklyn, N.Y. 11235, Tel (212) 743-3709 Pres Nat Margolis, VP William Rizzo.  
Royal Tease Music (BMI), see Beldock Levine & Hoffman  
Royal T Music (ASCAP), PO Box 54, Mansfield, Tex 76063 Tel (817) 477-2897, Pres James Michael Taylor, Gen. Mgr Anna Barsara  
Royalty Control Corp., 680 Beach St., San Francisco, Calif 94109 Tel (415) 441-6515 Pres Neil Boorstin, VP Sondra Boorstin.  
Rozmike Music (BMI), see Schwartz  
Rubank Inc. (ASCAP), 16215 NW 15 Ave., Miami, Fla. 33169, Mgr Edward H. Wolske.  
Rubicon Music (BMI), 8319 Lankershim Blvd., North Hollywood, Calif 91605 Tel (213) 875-1775 Pres. Freddie Piro; Gen. Mgr Ms. Teri Piro, Prof. Mgr Terry Loughlin.  
David Rubinson & Friends Inc., 827 Folsom St., San Francisco, Calif 94107 Tel (415) 777-2930 Telex 340116. Pres David Rubinson, Gen Mgr : Bruce Good, Prof. Mgr., Kath Horton  
Rudall Carte (ASCAP), see Boosey & Hawkes  
Ru-Dot-To Music (BMI)—Pres. Chips Davis, Gen & Prof Mgr Hank Castro—see Derby  
Ruedi Valley Music (BMI), see Rondor.  
Rug Music Co. (ASCAP), see Martin Cohen  
Rule One Music Inc (ASCAP)—Pres Dee Anthony—see Beldock Levine & Hoffman & Rondor.  
Runaway Inflation Music (BMI), see 20th Century.  
Run It Music Inc., 250 W. 57 St., Suite 632, New York, N.Y. 10019 Tel (212) 541-7283 Pres Dik Fraser, Dir., Artist Development Walt O'Brien, Admin Ass't Charlene Colan.  
**Int'l branch:** England, Hit & Run Music Ltd.  
Rupadia Music (BMI), see Mietus  
Rural Hill Music (ASCAP), see Passkey  
Rush Sound Music (BMI), see Segel & Goldman.  
Russe (Ed.) (ASCAP), see Boosey & Hawkes  
Russell/Cason Music, see T B Harms—Bibo  
Frank Russell Music (ASCAP), 170 Linwood Ave., Paterson, N.J. 07502 Tel (201) 684-3321 Pres Frank Russell; VP Margaret Ruggiero, Nat'l Promo & Pub Tommy Russell  
Rust Ents Inc (ASCAP), see Schwartz  
Rustron Music Prod'ns (BMI), 200 Westmoreland Ave., White Plains, N.Y. 10606 Tel (914) 946-1689 Dir &

Prof Mgr H. Rusty Gordon, Gen & Prof Mgr Ron Caruso.  
**Branches:** Hollywood, Calif., Rustron Music West, 5361 Russell Ave., Suite 304, Zip 90027 Tel (213) 461-5254 Prof Mgr Mike Cohen—Irvine, N.Y., 35 S. Broadway, Suite B-3, Zip 10533, Tel (914) 591-6151 Gen. Mgr Jacqueline Caruso; Prof Mgr. Ron Caruso.  
Rustron Music West (BMI), see Rustron Music Prod'ns  
Ruthie Music (ASCAP), see Chappell  
Rye-Boy Music, see Beserkeley.  
Rye Bread Music Corp. (ASCAP), see Chappell

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S F M Inc (ASCAP), see McRon  
S F O Music (BMI), see Rondor  
S & J Music (ASCAP), see Schwartz  
S & R Music Publ'g Co (ASCAP), 6533 Hollywood Blvd., Hollywood, Calif 90028 Tel (213) 469-1621 Owner Scott Seely.  
S U N Y Binghamton Eds., see Galaxy  
S V G (ASCAP), 3725 Crescent St., Long Island City, N.Y. 11101, Tel (212) 929-2390, Pres Guido Sgambellone, VP Jim Pace.  
Sabina (ASCAP), see Coco Music  
Sackerson Music (BMI), see Copyright Serv. Bureau  
Sacred Concert Publ'ns (SESAC), see Spectrum  
Sacred Music Press (ASCAP), see Lorenz Inc.  
Sacred Songs (ASCAP), see Word Inc  
Saddle Song Music (BMI)—Pres Thomas Schroeder—see TWC  
Safari Music (BMI), see Bonton  
Saga Music Corp (ASCAP), see Barton Music  
Sagflire (BMI), 431 S Palm Canyon Dr., Suite 104, Palm Springs, Calif. 90266, Tel (714) 325-3475  
Sagittarius Entertainment Inc., 375 Park Ave., New York, N.Y. 10022, Tel (212) 758-4530 Cable SAGITTAR  
Sahara Music (ASCAP), see Chappell  
Douglas Sahn Music Co. Inc (BMI), see Chappell  
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Sailor Music (ASCAP), 2029 Century Park E., Los Angeles, Calif. 90067, Tel (213) 556-2890 Telex 69-6182  
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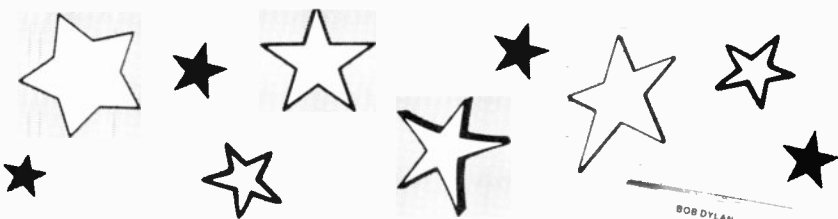
## • CHERRY HILL (Area Code 609)

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Publisher Sales Inc., 16 Passaic Ave. Zip 07006 Tel 575-1804, WATS Tel (800) 631-1044, Pres.: Leo Artiles, Gen. Mgr. Tom Massarella, Sales Mgr. Dick Duffy.

(Continued on page 194)



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**Records & Tapes/United States**

The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.

## ALABAMA

### ● ATTALLA (Area Code 205)

Reliable Rec & Tape Co. Inc., Box 6, Rt. 3, Zip 35954. Tel. 538-6043 Owner & Buyer C. R. O'Neal (Rec. & Tape RJ).

### ● BIRMINGHAM (Area Code 205)

Music Center Dist. Inc., 1400 Second Ave. N. Zip 35203. Tel. 251-8252 Owner Virgil C. Lugar Sr., Mgr. & Buyer Virgil C. Lugar Jr. (Rec. & Tape OS).

### ● SELMA (Area Code 205)

Trackdown Rec. Dist., 7 Broadway, Zip 36701 (Rec. & Tape D, OS, RJ, I & E)  
Home office: Chicago, Ill. (See for prod. distributed)

Rec. labels: Ala, Alston, Ameraba, Anthem, Apa, Archives of Jazz, Argo, BMA, Bang, Barnaby, Birthright, Blue Note, Butterfly, CMH, Casino, Cat, Chimneyville, Chi Sound, Chrysalis, Dash, Deram, Drive, Fiesta, Four Star, GNP Crescendo, GRT, Gateway, Grateful Dead, H&L, Janus, Kayvette, Laff, Laurie, Liberty, Living Language, L'Oiseau Lyre, London, Malaco, Marlin, Mushroom, Nat. Sound, Original Sound, Parrot, Phase 4, Plantation, Pyramid, Ranwood, Republic, Richmond, Roulette, Round, SSS Int'l, Shock, Starday, Stereo Treasury, Sun, Syntonic Research, TK, Telefunken, Threshold, Thunderbird, Tiger Lily, 20th Century, UK, United Artists, Virgo, WILD, Weird World, Westend, Wicked, Wolf.

**Tape lines:** Alson, BMA, Bang, Blue Note, CMH, Chi Sound, Chrysalis, Dash, Deram, Drive, GNP Crescendo, GRT, Grateful Dead, H&L, Hi, Janus, Juana, Kayvette, Laff, Liberty, Living Language, London, Malaco, Manhattan, Marlin, Mushroom, Parrot, Phase 4, Round, Starday, TK, Thunderbird, Tiger Lily, 20th Century, UK, United Artists.

**Accessories:** Dynasound, Fidelitone, Hartzell, Le-Bo, Marsand Maxell, Memorex, Savoy, Scotch, Sound Guard, Watts.

Arizona One Stop (Rec. & Tape OS)—Mgr. Fred Rivers, Buyers Singles, Jim Brunner, Albums, Dwayne Witten, Tape, Ken Kayes—see Alta Dist'g Co.

Associated Dist. Inc., 3803 N. 36 Ave., Zip 85019. Tel. 278-5584 Principal Leonard M. Singer, Sales Mgr. Gus Figueroa, OS Mgr. Angela C. Singer, Buyers D & OS Singles, Sandy Powers, D. Albums, Leonard Singer, OS Albums & Tape, Frances Adams, Lon Turner, D. Tape, Leonard Singer. (Rec. & Tape D & OS)

**Labels:** APA, AVI, Abattori, Abet, Abkco, Alexander Street, Alligator, Alston, Amerama, Amherst, Arista, At Home, Audio Fidelity, Audio Rarities, Bach Guild, Bar-B-Q, Bareback, Barnaby, Bethlehem, Blue Candle, Blue Goose, Bluemark, Bold, Buddha, Butterfly, CTI, Cardinal, Cat, Chiaroscuro, Chimneyville, Churchill, Clairidge, Clouds, Connoisseur Soc., Contempo, Country Porn, Cream, Creed, DJM, Dana, Dash, Deep Roots, Delmark, Demand, Dharma, Dream, Drive, Earth, Entr' Acte, Ernie's, Everyman, Excelllo, Fantasy, Fiesta, Firecracker, First Generation, Flying Fish, Folkways, Fona, Free

## ARIZONA

### ● PHOENIX (Area Code 602)

All Label West Inc., 3304 N. 27 Ave., Zip 85017. Tel. 258-1542 Pres. Cary Budin, VP Mktg. Jim Robinett, VP & Gen. Mgr. Bill Glaseman, Buyer. Cubby Falls (Rec. & Tape RJ).

**Accessories:** Memorex

Alta Dist'g Co. (div. of Alta Inds. Corp.), Southwest Div., 2950 W. Catalina Dr., Zip 85017. Tel. 269-1411 Gen. & RJ Mgr. Lee Weimar, D. Mgr. Margo Grover, Buyers D Rec. & Tape, Margo Grover, RJ Singles, Jim Brunner, RJ Albums, Dwayne Witten, RJ Tape, Ken Kayes (Rec. & Tape D & RJ), (Rec. & Tape OS as Arizona One Stop)

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**Accessories:** Blank tape (BASF), Le-Bo prod., Pickwick Int'l Inc., Rack Servs. Div., 3422 W. Whittan Ave., Zip 85017. Tel. 272-9343. Mgr. Tom Catchings; Buyer Mike Frank (Rec. & Tape OS & RJ).

**Home office:** Minneapolis, Minn.  
Smash Rec. Dist., 2911 W. Fairmount, Zip 85017. Tel. 264-5659. Owners Jackie & Clarence Elgas, Gen. Mgr. & Singles Buyer Jackie Elgas (Rec. OS).

### ● TUCSON (Area Code 602)

Disk Rec. Jobbers, 8111 E. Broadway, Suite 467, Zip 85710. Owner & Mgr. S. L. Simon (Rec. OS & RJ, also Rec OS & RJ as Empire Inds.)  
Empire Inds. (Rec. OS & RJ), see Disk Rec. Jobbers

## ARKANSAS

### ● LITTLE ROCK (Area Code 501)

Discount Recs. Inc., PO Box 4067, Zip 72214. Tel. 565-0304. Owner & Buyer Jack Garner, Mgr. Jim Harvey. (Rec. & Tape OS & RJ), (also Rec. & Tape OS as Soul City Recs.)

Sieberts (sub. of Handleman Co.), 6301 Forbing Rd., Zip 72209. Tel. 562-8800. Mgr. David Siebert, Buyers Singles, Ben Briley, Albums & Tape, John A. Thomas. (Rec. & Tape RJ)

**Accessories:** Ampex, Data Display, Le-Bo, Memorex, Savoy, Scotch  
Soul City Recs. (Rec. & Tape OS)—Mgr. Tom Ed Hockersmith, Tel. 371-0464—see Discount Recs. Inc.

### ● WEST MEMPHIS (Area Code 501)

Boss Ugly Bob Recs. & Tapes, 2314 E. Broadway St., Zip 72301. Tel. 735-6420. Mgr. Georgia Troupp (Rec. & Tape OS)  
Home office: Memphis, Tenn.

## CALIFORNIA

### ● BUENA PARK (Area Code 714)

Brown Rec. Dist. Inc., 7342 Melrose St., Zip 90621. Tel. 522-8351. Owner Tom Lovell, Pres. Dave Mings, Mgr. John Olson, Albums & Tape Buyer Andy Tensen (Rec. & Tape OS)

**Accessories:** Audio Technica, BASF, Le-Bo, Maxell, Memorex, Pfanstiehl, Scotch, Sound Guard, Transcriber, Watts

### ● COSTA MESA (Area Code 714)

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**Labels:** Edify, Good News, Maranatha, Pure Joy, Sparrow

### ● GARDEN GROVE (Area Code 714)

Abbey Road Rec. Dist., 11642 Magnolia St., Zip 92641. Tel. 539-2375. Owner Martin Lancaster, OS Mgr. Bruce Ogilvie, RJ Mgr. Doc Bowie, Buyer Arthur Berchan. (Rec. & Tape OS & RJ)

### ● HEALDSBURG (Area Code 707)

Luna Recs. Dist., 434 Center St., Zip 95448. Tel. 433-4138. Owner, Mgr. & Buyer Abel de Luna (Rec. & Tape OS, RJ, I & E)  
Branch: San Jose, Calif.

### ● LOS ANGELES METROPOLITAN AREA (Area Code 213)

A & M Pacifica Inc., 1416 N. La Brea Ave., Hollywood 90028. Tel. 469-2411. VP Mktg. & Dist. n. Bob Fead. (Exec. office) Warehouse & dist'n branch: 9500 El Dorado, Sun Valley 91352. Tel. 767-9611. Sales Mgr. Aubrey Moore, Southern California Sales Mgr. Les Silver (Rec. & Tape D)  
**Branches:** San Francisco, Calif., Denver, Colo., Hollywood (Miami Metropolitan Area), Fla., Together Dist'n; Norcross (Atlanta Metropolitan Area), Ga., Together Dist'n, Boston, Mass., A&M Recs. of New England, New York, N. Y., A&M Recs. Seattle, Wash.  
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R M E Inc., Simoneau Plaza, 300 Main St. Zip: 03060. Tel: 883-2454. Owner: Tom Plaut; Mgr. & Buyer: Mickey Sciarappa. (Rec. & Tape RJ)

## NEW JERSEY

● **BRIDGETON (Area Code 609)**

Goldsboro Prod'ns, 181 Irving Ave. Zip: 08302. Tel: 451-8762. Owner: George Goldsboro; Mgr.: Kenny Kwastnick; Buyers: Singles & Albums, George Goldsboro; Tape, Jefferey Jones. (Rec. OS & RJ, Tape OS)

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Alex Araco Co. Inc., Cadillac Rd. Zip: 08016. Tel: 386-3288/3266. Owner: Alex Araco; Gen. Mgr.: Vince Dattilo; Dept. Mgrs.: Jack Logue, Edward Garrow. (Rec. & Tape D, OS & RJ) Distributes cut-out albums & tapes.

● **CAMDEN AREA (Area Code 609)**

M C A Dist'g Corp., Sutton at Collingswood, 117 A Tower, Collingswood 08107. Tel: 854-5810. Sales Mgr.: Bob Specs; Promo.: Len Kanofsky, Marcus Martin. (Rec. & Tape D) Rec. labels: Coral, MCA, Midsong Int'l. Tape lines: Same as rec. labels.

● **CHERRY HILL (Area Code 609)**

Polygram Dist'n Inc., 20 Brace Rd., Ellensburg Plaza. Zip: 08034. Tel: 795-2400. Mgr.: Ed Jarman. (Rec. & Tape D) Home office: New York, N.Y. Rec. labels: Antilles, Archive, Blank, Capricorn, Casablanca, Chocolate City, DeLite, Deutsche Grammophon, Event, Festivo, First Artists, Island, Kolob, MGM, Mango, Mercury, Millennium, Monument, Oasis, Omni, Pacific Arts, Parachute, Philips, Privilege, Polydor, RSO, Spring, True North, Verve. Tape lines: Same as rec. labels. (SEE ADVERTISEMENT)

● **EAST BRUNSWICK (Area Code 201)**

P R O B Dists. Inc., 742 Hwy. 18. Zip: 08816. Tel: 257-3336. Owners: Powell Gary Saks, Joseph P. Ingegno; Mgr.: Joseph P. Ingegno; Buyer: Powell Gary Saks. (Rec. & Tape D, OS & RJ) Label: Disneyland, Golden, Peter Pan.

● **ENGLEWOOD CLIFFS (Area Code 201)**

German Language Publ'ns Inc., 140 Sylvan Ave. Zip: 07632. Tel: 871-1010. (Rec. & Tape D, I & E) Home office: New York, N.Y. (See for prod. distributed) Latin & Jazz Musicians Ass'n Ltd. (LJMA), PO Box 1005. Zip: 07632. Tel: 342-8875. (Rec. D, OS, I & E) Labels: Basart (Belgium), Creative Dynamics, Eclipse, LJMA Exploration series, Maranta, Spear, Soundscape, Spear, TPI. Maranta Rec. Sales Ltd., PO Box 1005. Zip: 07632. Tel: 569-5170. Owner: Clancy Morales; Mgr. & Buyer: Jimmy Feliciano. (Rec. D, OS, I & E) Labels: Beagle, Daniels 8, Eclipse, Inagua, KAMA, Kountry Kate, Maranta, Soundscape, Spear, TPI, Turbo; also distributes Latin cut-outs, premiums. Labels imported: Basart (Belgium), Big Bear (UK), Borinquen (Puerto Rico), Champagne (Australia), Cat (Argentina), Continental (Brazil), EGC (Puerto Rico), Marylou (Puerto Rico), PRAS (Puerto Rico), Rada (Canada), Van-Los (Canada).

● **FORT LEE (Area Code 201)**

Take Home Tunes, PO Box 496. Zip: 07024. Mgr. & Buyer: Doris Yeko. (Rec. D) Home office: Georgetown, Conn. (See for prod. distributed)

● **HILLSIDE (Area Code 201)**

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 923-7474. Owner: Sam Weiss; Pres.: Sol Gleit; Buyers: Singles, Joe Martinez, Albums, Howard Kollar. (Rec. & Tape D, OS & RJ) Labels: APA, Alarm, Alston, Bethlehem, Blue Candle, Bold, Cat, Chimneyville, Clouds, Contempo, Conversa-Phone, Dash, Desmar, Different Drummer, Dream, Drive, Earth, Fantasy, Free Spirit, Glades, Gold Mine, Good Sounds, Gospel Roots, IPA, Juana, Kayvette, Konduko, LRC, Malaco, Marlin, Milestone, Prestige, Reids World, Roots, Salsoul, Sam, Sandcastle, Shield, Silver Blue, Stax, Stone Dogg, Sunshine Sound, TK, Tom n' Jerry, Wanderick, Weird World, Wolf. Accessories: Amberg, Le-Bo, Maxell, Scotch, Sonic, Walco.

● **IRVINGTON (Area Code 201)**

Dierickx Vending Co. Inc., 1316 Springfield Ave. Zip: 07111. Tel: 371-0777. Owner: Anna C. Dierickx; Buyer: Richard Semple. (Rec. & Tape OS & RJ) Kay-May Ent's., 45 Oakland St. Zip: 07111. Tel: 399-0119. Pres.: Vic Kaplij.

● **ISELIN (Area Code 201)**

Rainbow Dist'g Co. Inc., 1538 Oaktree Rd. Zip: 08830. Tel:

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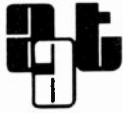
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**Tape lines:** Same as rec. labels.  
**Accessories:** Duotone, Le-Bo, Peerless.  
Transcontinent of New Jersey, PO Box 405, 1080 Garden State Rd. Zip: 07083. Tel: 964-6222. Mgr. George Zarella. **(Rec. & Tape OS & RJ)**  
Home office: Buffalo, N.Y., Transcontinent Rec. Sales.

• **WESTVILLE (Area Code 609)**  
American Rec. Sales Inc., 1120 Crown Point Rd. Zip: 08093. Tel: 848-1900. Pres. & Buyer: Bill Buster; VP: Antony W. Colombet; Mgr.: Bill Carlin; Singles Buyer: Bill Buster. **(Rec. D, OS, I & E)**  
**Labels:** Eric, all 45 rpm oldies.

**NEW MEXICO**

• **ALBUQUERQUE (Area Code 505)**  
Del Norte Rec. Dists., 1930 Gun Club SW. Zip: 87105. Tel: 877-2070. Owner & Buyer: Bennie Martinez; Mgr.: Margaret Martinez. **(Rec. D)**  
**Labels:** Ability, Alta Vista, Casanova, Cristy, Del Norte, Gema, Kiva, More, Pueblo, Sunrise, Supermex.  
Hurricane Rec. Dists., PO Box 3547, 1927 San Mateo NE. Zip: 87110. Tel: 265-4039/3049. Owners: Al Morrie & B. Sanchez; Mgr.: Al Sanchez; Buyer: Morrie Sanchez. **(Rec. & Tape D & RJ)**  
**Rec. labels:** Alegre, Arcano, Buena Suerte, Casanova, Caytronics, Columbia, Cristy, DLV, Dimsa, Discuba, Disneylandia, Dominante, Eco, Falcon, Freddie, Gas, God Luck, Hurricane, Keyloc, Magda, Marsol, Mex-Melody, Miami, More, Mother Lode, Musart, Musimex, Orfeon, Papatote, Parnaso, El Pato, Peerless, RJG, Rovi, Sonido Int'l, Sunglow, Teardrop, Tex-Mex, Tico, Torres, Tuna, UA Latino, El Zarape, Zaz, Zeida & most labels from Mexico, New Mexico & Texas.  
**Tape lines:** Same as rec. labels.  
Tocino Music Ents., 900 Fourth St. SW. Zip: 87102. Tel: 247-8051. **(Rec. & Tape D & OS)**  
**Rec. labels:** Casanova, Cristy, Del Norte, Hurricane, Kiva, Mother Lode.  
**Tape lines:** Same as rec. labels.  
**Accessories:** Recoton.

**NEW YORK**

• **ALBANY AREA (Area Code 518)**  
Bee Gee Dist. Corp., Shaker Park, Latham 12110. Tel: 785-1122. Owner: Leonard Smith; Mgr.: Lawrence Smith; Sales Mgr.: Herbert N. Dorfman; Buyers: Singles, Paul Biddle, Albums, Dolores McCabe, Tape, Virginia Yaksta. **(Rec. & Tape D & RJ), (Rec. & Tape OS as Leonard Smith Inc.)**  
**Rec. labels:** AA, Ace of Hearts, Alithia, Ambassador, Audio Fidelity, Berlitz, Bert & I, CMS, Cadet, Canaan, Chiaroscuro, Connoisseur Society, Conversa-Phone, Creative Sound, Crown, Dana, Daybreak, Dyno, ESP, Everest, Fiesta, First Component, Fleetwood, Golden, Greco-phon, Greene Mountain, Hotline, Jay Jay, Juno, LMI, Light, Majestic, Mountain Dew, Music Minus One, Musico, Myrrh, Original Sound, Peter Pan, Pickwick, Plantation, Project 3, Ranwood, Rim-Rik, Sacred, Simon Says, Starr, Turnabout, Word, Vox.  
**Tape lines:** Berlitz, ESP, Fiesta, GRT, Original Sound, Sacred, Word.  
**Accessories:** Blank tape (Capitol, Memorex, Scotch), carrying cases (Custom Case, Peerless), Crestmark, E-V Game, Le-Bo, Recoton, Savoy & Watts prods.

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Handelman Co., 8 Northway Ln., Latham 12110. Tel. 783-5436. Mgr.: Frank Griffin; Buyers: Singles, Colleen O'Neill; Albums & Tape, Frank Griffin. (Rec. & Tape RJ)  
**Home office:** Clawson (Detroit Metropolitan Area), Mich.  
 Jane's One Stop, 1241 Broadway, Zip. 12204. Tel. 434-8396. Mgr.: Jane Rey. (Rec. & Tape OS)  
**Home office:** Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)  
 Latham Music Studio, 8 Westview Dr., Latham 12110. Tel. 785-9225. Owner & Buyer: Felix W. Wielewinski. (Rec. & Tape D)  
**Rec. labels:** Adena, Alshire, Ampol, Bayway, Bel-Aire, Chicago, Czech, D. Data, Delta Int'l, Dyno, Eastwind, Eurotone, Fantastik, Fiesta, First Component series, Glo. Gold, Goodwill, Halo, JB, JBL, JT Prod'ns, Jessup, Jody, JoEm, Kik-R, Le Mans, MGM, Maxim, Monitor, Polka-Rama, Rave, Rex, Ridge, Rim, Rola, Sound, Spectrum, Starr, Steljo, Stella, Travelers, Usana.  
**Tape lines:** Alshire, Bel-Aire, Chicago, Delta Int'l, Dyno, Eurotone, Fiesta, First Component series, Glo. Halo, JT Prod'ns, Jody, Le Mans, Rave, Rex, Ridge, Sound, Starr, Steljo, Stella, Travelers, Usana, Wam.  
**Accessories:** E-V Game.  
 One Way Recs. Inc., 12 Commercial Rd. Zip: 12205 Tel. 489-3288. Owner: David H. Schlang; Mgr.: Gerald McCarthy; Buyers: Albums, Joe Paone, Tape, David H. Schlang. (Rec. D, OS & E; Tape D & OS)

**Distributes:** cut-outs & overstocks.  
**Accessories:** Blank tape (BASF, Maxell, Memorex, TDK), rec. care prods. (Discwasher, Watts) (SEE AD-VERTISEMENT)  
 Pickwick Int'l Inc., Dist'n Div., 100 Watervliet St. Zip 12206. Tel. 436-9657 (Rec. & Tape D—Pickwick prod.) (Rec. & Tape OS & RJ as Pickwick Int'l Inc., Rack Servs. Div.)  
**Home office:** Minneapolis, Minn.  
 Pickwick Int'l Inc., Rack Servs. Div., 100 Watervliet St. Zip 12206. Tel. 436-9657. Mgr.: Joe Dean (Rec. & Tape RJ—sales & premium warehouse only) (Rec. & Tape D as Pickwick Int'l Inc., Dist'n Div.)  
**Home office:** Minneapolis, Minn. (Rec. & Tape OS & RJ)  
 Leonard Smith Inc. (Rec. & Tape OS), see Bee Gee Dist. Corp.  
 Trans World Music Corp., PO Box 11580. Zip 12211. 874 Albany-Shaker Rd., Latham 12110. Tel. 783-5152. Owner & Pres.: Robert J. Higgins, Ass't to Pres.: Jack Miorin, VP & Comptroller: Lou DelSignore, Gen. Mgr.: Lou Rice, Opns. Mgr.: Harvey Ingram, Sales Mgr.: Steve Kretser; Buyer: Bob Langford. (Rec. & Tape D, OS & RJ)  
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**Tape lines:** Fiesta, GRT, Heart Warming, Impact, Original Sound, Pickwick, Project 3, Word  
**Playback equip.:** Clarion, Craig, Jensen  
**Accessories:** Capitol, Data Display Systems, Devon Design, Discwasher, Empire, Fidelitone, Le-Bo, Maxell, Memorex, Pacifica, Pfanstiehl, Ray O-Vac, Recoton, Robins, Scotch, Shure, Sound Guard, TDK, Watts.  
 ● **AMSTERDAM (Area Code 518)**  
 Almor Playtime Co. Inc., 140 Guy Park Ave. Zip 12010. Tel. 843-3801. Pres.: Albert A. Hyman, VP: Bruce Hyman, Buyer: Gloria Schlenki. (Rec. & Tape D, OS & RJ)  
**Branch:** South Burlington (Burlington Area), Vt.  
**Labels:** Disneyland, Pickwick Int'l  
**Tape lines:** Disneyland, GRT, Pickwick Int'l  
**Accessories:** BASF, Le-Bo, Maxell, Memorex, Recoton, TDK.  
 ● **BEDFORD HILLS (Area Code 914)**  
 Polyphonwerke Aktiengesellschaft, PO Box 124. Zip 10507. Tel. 666-5287. Owner: Olga Jirakova, Mgr.: Karel B. Weiss (Rec. D & I)  
**Labels:** Polyphon, Qualiton, Ultraphon  
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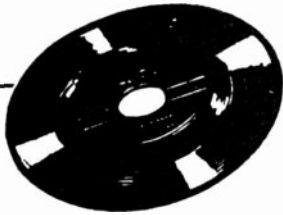
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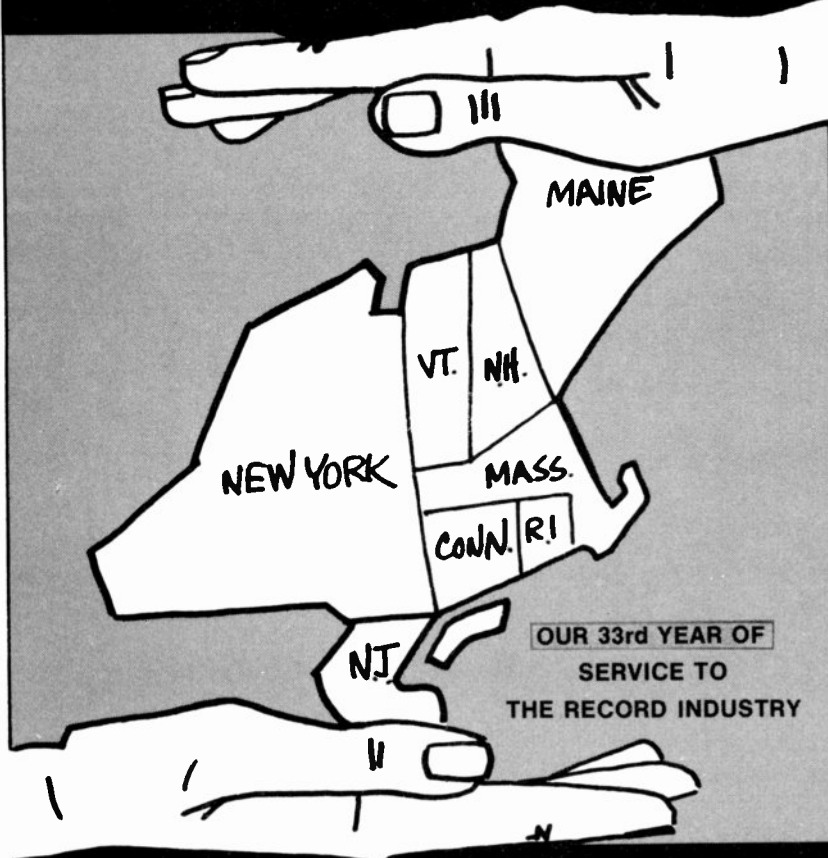
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• **BUFFALO (Area Code 716)**

Alpha Dist'g Corp., 32 Ripley Dr. Zip: 14213 Tel: 883-1934 Contact: Frankie Nestro. (Rec. & Tape D)  
Home office: New York, N.Y. (See for prod. distributed) (SEE ADVERTISEMENT)  
Best & Gold Rec. Dists., 355 Harlem Rd Zip 14224 Tel: 826-9560 Sales & Promo Mgr. Larry Silver, Buyers Singles, Larry Ver Hagen, Albums, John Lilley, Tape, Ed Hardy. (Rec. & Tape D, also see Transcontinent Rec. Sales)  
Rec. labels: ABC group, Amherst (W.N.Y. only), Arista, BMA, Bell Gold, Bethlehem, Buddah, Butterfly, Commercial, Con Rico, Crescendo, DJM (W.N.Y. only), Dellwood, Door Knob, Farr, Fire Sign, Flashback Oldies, Flying Fish, Free Spirit, Gold Mind, Gold Plate (W.N.Y. only), Greddy, Guinness, HDM, H&L, Hickory, Honeybee, ICA, Image, Import, Improv, Kaleidoscope, Mainstream, Muse, Nationwide Sound, Nessa, IX Chains, Panama, Passport, Prelude, Private Stock, Pyramid, Quality, Queen City Albums, Ranwood, Rebecca, Rebel, Red Star, Roulette, Rounder, St. Simon, Salsoul, Savoy, Shannon, Shelter, Soul Int'l (W.N.Y. only), Sound Waves, Stiff, Struttin', Tiger Lily, Tom & Jerry, True, 20th Century, Unlimited Gold, Virgo, Visa, Vista, Wig.  
Tape lines: Amherst (W.N.Y. only), Arista, Buddah, Butterfly, DJM (W.N.Y. only), Dellwood, Farr, Fire Sign, Free Spirit, Gold Mind, Gold Plate (W.N.Y. only), Guinness, H&L, Passport, Prelude, Pyramid, Salsoul, Savoy, Soul Int'l (W.N.Y. only), Tiger Lily, 20th Century, Unlimited Gold.  
Accessories: Rec. care prods (Watts)  
Buffalo Ents. Inc., 100 McKesson Pkwy Zip 14225 Tel: 685-2400 Pres.: Carl Cavage, Mgr. Elizabeth Cavage; Buyers Singles, Mike Moore, Albums, J. Grandoni, Tape, Tom Kreppeneck (Rec. & Tape OS & RJ)  
Buffalo One Stop, 1790 Main St. Zip 14208. Tel: 882-0427 Mgr. & Buyer: Larry Ver Hagen. (Rec. & Tape OS, also see Transcontinent Rec. Sales)  
Ruda's Dist'g Co., 915 Broadway, Zip: 14212 Tel: 852-3121 Owner: Don Ruda; Singles Buyer: Dennis Ruda. (Rec. & Tape OS—polka prod.)  
Soul Recs. One Stop Inc., 350 Broadway, Zip 14204. Tel: 856-3051. Pres.: Del Broward, Mgr. & Buyer: Audrey A. Broward. (Rec. & Tape OS & RJ)  
Transcontinent Rec. Sales Inc., 355 Harlem Rd. Zip: 14224. Tel: 826-9560 Owner: Leonard Silver, Buyers: Singles, Larry Ver Hagen; Albums, John Lilley, Tape, Ed Hardy (Rec. & Tape RJ), (Rec. & Tape OS as Buffalo One Stop), (Rec. & Tape D as Best & Gold Rec. Dists.)  
Branches: Union, N.J., Transcontinent of New Jersey (Rec. & Tape OS & RJ); Albany, N.Y., Jane's One Stop (Rec. & Tape OS); Rochester, N.Y., Rochester One Stop (Rec. & Tape OS & RJ); Syracuse, N.Y., Syracuse One Stop (Rec. & Tape OS & RJ); Cincinnati, Ohio, Ambat Recs. (Rec. & Tape OS & RJ); Cleveland, Ohio, Northern Rec. Sales (Rec. & Tape OS & RJ); Dayton, Ohio, Ambat Recs. (Rec. & Tape OS & RJ)

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Wilmi Sales, 556 Westbury Ave. Zip: 11514. Tel: 333-0275. Owner & Mgr.: Edward Smith. (Rec. OS & RJ, Tape OS)

● **CORTLAND (Area Code 607)**

Icarus Recs. Inc., PO Box 723, 36 Taylor St. Zip: 13045. Tel: 753-7531. Owners: Rich Krasnoff, Eric Mueller, Russ Singer, Sales Mgr.: Rick Janke, Buyer: Eric Mueller. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)

● **FARMINGDALE (Area Code 516)**

Variety Audio (div. of Phoenix Inds. Corp.), 144 Milbar Blvd. Zip: 11735. Tel: 293-5858. Owner: David Shichman, Buyer: Bill Kobrin. (Rec. & Tape RJ)

● **FREEMONT (Area Code 516)**

Candy Stripe Recs. Inc., 371 S. Main St. Zip: 11520. Tel: 379-5151; NYC Tel: (212) 895-3930. Owner & Pres. Bernard Keil; VP: Arleen Keil; Accessories: Irv Glasser. (Rec. & Tape D, OS, RJ & E)

Rec. labels: ABC, A&M, Angel, Apple, Arista, Atco, Atlantic, Barnaby, Blue Note, Blue Thumb, Buddha, Ca-naan, Capitol, Casablanca, Chi-Sound, Coliseum, Columbia, Conversa-Phone, Deram, Dore, Dunhill, Elektra, Epic, Fantasy, Fiesta, Folkways, GWP, Harvest, Hi, In-victus, Island, Kent, Liberty, London, London Int'l, MAM, MGM, Mainstream, Mercury, Monitor, Monument, Motown, Musicor, Ode, Parrot, Phase 4 Stereo, Plantation, Polydor, RCA, Radiola, Ranwood, Reprise, Richmond, Seraphim, Shelter, Stormy Forest, Threshold, United Artists, Warner Bros., Windfall, Word  
Tape lines: A&M, Capitol, Columbia, Liberty, Motown, RCA, United Artists.  
Playback equip.: Capitol.  
Accessories: Blank loaded tape (Capitol Magnetics, Columbia, Memorex, TDK); carrying & storage cases, cleaners cloths & brushes (Le-Bo); needles (Recoton)

Double B Recs. & Tape Corp., PO Box 229, 67 Albany Ave. Zip: 11520. Tel: 378-2222. Owner: Bernard Boorstein; Mgr.: Singles & Albums Buyer: Don Liberatore; Tape Buyer: Zeke Lenga. (Rec. & Tape OS)

Branch: Newark, N.J.  
Elroy Ents. Inc., 39 St. Mary's Pl. Zip: 11520. Tel: 223-3910. Pres.: Roy Imber; Buyers: Singles, V. Causeman; Albums: M. Lerner, Tape, S. Lerner. (Rec. & Tape RJ)

● **GREAT NECK (Area Code 516)**

Plyette Corp., 301 East Shore Rd. Zip: 11023. Tel: 487-3064. Owner: Sidney A. Evans. (Rec. & Tape I)

Rec. labels imported: Academia, Ades (France), Cetra (Italy), Chant du Monde (France), DG (Germany), Festival (France), GMS-Disc, Hachette, Hispavox (Spain), Lumen (France), Nuova, Pleiade (France), Visaphon (Germany).  
Tape lines imported: Ades (France), Cetra (Italy), Festival (France), Hispavox (Spain), Pleiade (France), Visaphon (Germany).

● **HAUPPAUGE (Area Code 516)**

Big Red Ents., 40 Oser Ave. Zip: 11787. Tel: 231-7300. Pres.: Lou Sebok; VP: Charles Trepel; Sales Mgr.: Roger Weinand. (Rec. & Tape D)  
Labels: Stereo Gold; also distributes promotional materials.

Pickwick Int'l Inc., Dist'n Div., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 234-0200. (Rec. & Tape D—Pickwick prod.)  
Home office: Minneapolis, Minn.

● **HEMPSTEAD (Area Code 516)**

Innovative Recs. Co., PO Box 518. Zip: 11550. Tel: 752-0376. Owners: Matthew-W. Gardner, Joseph V. Staron. (Rec. I)  
Labels imported: FMP (Germany); Horo, Ictus (both Italy); Musica, Palm, Sun (all France).

● **HUNTINGTON STATION (Area Code 516)**

Precision Electronics—The Stereo Center, 1335 New York Ave. Zip: 11746. Tel: 427-6900. (Tape OS)

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Scott Dist'g Corp., PO Box 280, 4217 Austin Blvd. Zip: 11558. Tel: 432-1234. Owner: Sidney Kruglick; Sales: Alma Lieber; Buyer: Bert Simmerlein. (Rec. & Tape D, I & E)

Branch: Norfolk, Va.  
Distributes promotional recs. & tapes

● **ITHACA (Area Code 607)**

Swallowtail Recs., PO Box 843, Zip: 14850. Tel: 844-4535. Owner, Mgr. & Buyer: Phillip Shapiro. (Rec. D)  
Labels: Folk Legacy, Front Hall, Philo, Swallowtail, other folk music prod.

● **JERICHO (Area Code 516)**

Countrywide Tape & Rec. Dist's. Inc., 200 Robbins Ln. Zip: 11753. Tel: 433-9550. NYC Tel: (212) 380-3900. Telex 126316. Pres. & Buyer: Stanley Sirote. (Rec. & Tape D, I & E)

Distributes cut-outs, overstocks, promotions. (SEE ADVERTISEMENT)

Zim Recs., PO Box 158, 18 Ivy Dr. Zip: 11753. Tel: 681-

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● **KAUNEONGA LAKE (Area Code 914)**  
Harbor Rec. Export Corp., 66 Rt. 55, Zip: 12749. Tel: 583-4095. Pres.: Jerome Hornig. (Rec. & Tape E)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**

A A A Rec. Hunter Dist'g Co., 507 Fifth Ave. Zip: 10017. Tel: 697-8970. Pres.: Jay Sonin. (Rec. & Tape OS & RJ), (Rec. & Tape E as All Brands Rec. & Tape Export Corp., 507 Export Corp.)

A & M Recs., 595 Madison Ave. Zip: 10023. Tel: 826-0477. Sales Mgr. Jimmy Zisson. (Rec. & Tape D)  
Home office: Hollywood, (Los Angeles Metropolitan Area), Calif., A&M Pacifica Inc.

A-1 Rec. Sales, 659 10 Ave. Zip: 10036. Tel: 246-1234/3330 (Rec. & Tape OS)

A R C Rec. Dists. Ltd., 1194 Nostrand Ave., Brooklyn 11225. Tel: 772-5665 (Rec. D)

Labels: African Music Explosion, Fiesta, Jumbo Caribbean Disco, Kola, Makossa group

All Brands Rec. & Tape Export Corp. (Rec. & Tape E)—Tel: 986-6077—see AAA Rec. Hunter Dist'g Co.

Alpha Dist'g Corp., 20 West End Ave. Zip: 10023. Tel: 586-6200. Owner: Harry N. Apostoleris, Mgr. & Buyer Murray Viscoso, Sales Mgr. Nick Campanella. (Rec. & Tape D)

Branches: Vernon (Hartford Area), Conn.; Weymouth (Boston Metropolitan Area), Mass.; Buffalo, N.Y.

Rec. labels: A&M, Abkco, Amherst, Arista, Bang, Buddha, Butterfly, CTI, Children's Recs. of America, Cream, DJM, First Amendment, Gang, Hi, Living Language, London, M&R, Mainstream, Motown group, Passport, Private Stock, Project 3, Republic, Tamla, 20th Century, Vanguard.

Tape lines: All lines (SEE ADVERTISEMENT)  
American Album & Tape Dists., 250 W. 57 St. Zip: 10019. Tel: 247-3188, 541-5350. Pres.: David King; VP: Henry Rosenberg. (Rec. & Tape D, I & E)

Rec. labels: Hall of Fame, Jazz Greats; also distributes cut-outs, overstocks.

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Tape lines: Cut-outs, overstocks (SEE ADVERTISEMENT)

Antilla Rec. Dist. Inc., 667 10 Ave. Zip: 10036. Tel: 582-4546. Mgr.: J. Hernandez. (Rec. & Tape D, OS & RJ)

Labels: Antilla, Aro, Bravo, Gema, Maype, Modiner, Musicalia, Musicuba, Orosound, Rumba, Suave, Tone Latino.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City 11103. Tel: 721-5599. Pres.: Andrej M. Poncic, Sales Mgr.: Donald M. Zemann. (Rec. & Tape I)

Rec. labels imported: Amadeo (Austria), Angelicum (Italy), Christophorus (Germany), Harmonia Mundi (Germany), Jugoton (Yugoslavia), Opus (Czechoslovakia), Panton (Czechoslovakia), Polyphon (Austria), Supraphon (Czechoslovakia).

Tape lines imported: Amadeo (Austria), Christophorus (Germany), Harmonia Mundi (Germany), Jugoton (Yugoslavia), Opus (Czechoslovakia), Supraphon (Czechoslovakia).

Archer Int'l, 1 Park Ave. Zip: 10016. Tel: 532-2323. (Rec. & Tape I & E)

Argus Rec. Dist. Inc., 160 W. 46 St., Rm. 506. Zip: 10036. Tel: 765-2585. Mgr. Rose Saggio. (Rec. D)

Labels: Aries, August, Criterion, GP, Indian House, Juno, Mounted, Pa-Dik, Rex, Riccio, Spiral.

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Audiorama Recs. Corp., 658 10 Ave. Zip. 10036. Tel: 246-9858. Owner Rafael Diaz Gutierrez; Mgr. Hilda Diaz Gutierrez. (Rec. D)

Labels: Almendra, Atlas, Audio-Latino, Audiorama, Discoleo, Fabuloso, Fonica, Jaguar, Legal, Madely, Preludio, Quisqueya, Taurus, Top-Hit, Velvet, Venus, Yare. Berklay Air Servs. Mktg., PO Box 665, JFK Airport, Bldg. 80, Jamaica 11430. Tel 656-6066. Owner Bernard Klainberg. (Rec. & Tape I & E) Branch: Los Angeles, Calif.

Beta Recs Dists Inc. 599 10 Ave Zip 10036 Tel 239-0440 Pres John Halonka, VP & Promo Mgr John Halonka Jr. Gen Mgr Herbert Merrum, Buyers Singles, Gary Hall, Albums, Michael Schlackman (Rec. D, OS, I & E; Tape D)

Labels: Ala All Platinum, Audio Fidelity, BRC, Big Town, Brunswick, Cadet, Checker, Chess, Chiaroscuro, Churchill, Dakar, Demand, Dobre, Durum, Dynamo, Euphoria, First Component Classics, Groove Sound, Heliodor, Image, Improv, Laff, Laurie, Light, Nostalgia Lane, Panama, Paula, Plantation, QCA Jazz, Request, Ronn, Soul Power, Stang, Sun, Third World, Trojan, Turbo, Vesper, Vibration, Village, Who's Who in Jazz. Imports Caribbean, pop, R&B, disco, jazz & classical prod.

Brasilia Recs & Tapes Corp., 29 W 46 St Zip 10036. Tel 354-5613. Pres & Gen Mgr. Herbert Cszaznik (Rec. & Tape I)

Rec. labels imported: AMC, Copacabana, Beverly, Building, Fontana, Marcus Pereira, Philips, Phonogram, Polydor, RGE/Fermata, Sabia, Som, Vision (all Brazil). Tape lines imported: Same as rec labels (SEE ADVERTISEMENT)

CBS Recs., 45-2083 St., Elmhurst 11373. Tel 898-1900. VP Northeast Region Ron Piccolo, Reg'l Co-ord Karen Padgett, Branch Mgr Bob Jamieson (Rec. & Tape D)

Rec. labels: Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Lifesong, Melodiya/Columbia, Nipper Odyssey, Philadelphia Int'l, Playboy Portrait, T-Neck, Tabu, Virgin. Tape lines: Same as rec labels.

Capitol Recs., 1370 Ave. of the Americas Zip 10019. Tel 757-7470 (Rec. & Tape D)

Rec. labels: Angel, Apple, Ariola America, Capitol, EMI Harvest, Melodiya/Angel, Seraphim. Tape lines: Angel, Apple, Capitol, Harvest, Melodiya/Angel.

Cardinal Export Corp., 135 W 29 St Zip 10001. Tel 736-5855. Owner Arthur Lerner, Gen Mgr. Bernardo Golden (Rec. & Tape E) (SEE ADVERTISEMENT)

Caytronics Corp., 240 Madison Ave. Zip 10016. Tel 889-0044. Pres Joe Cayre, Chm., Gen Mgr. Buyer & Sec'y-Treas Stanley Cayre, VP's Ken Cayre, Chuck Gregory, David Kerner, Lee Shapiro, Rinel Sousa (Rec. & Tape D, I & E). Local branch: Cayre Dists., 653 10 Ave Zip 10036. Tel 541-4090. Mgr. Fernando Iglesias (Rec. & Tape OS & RJ)

Branches: Los Angeles, Calif.; Cayre Inds of California Inc. Hialeah Gardens, (Miami Metropolitan Area), Fla.; Cayre Dists of Florida Inc., San Antonio, Tex.; Cayre Dists of Texas Inc (All Rec. & Tape D)

Rec. labels: Arcano, Bethlehem, Caliente, Carino, Caytronics, Charro, Different Drummer, Free Spirit, Gold Mind, Mericana, Normex, Pronto, Salsoul, Salsoul-Salsa.

Tape lines: Same as rec labels. Playback equip., phonographs & accessories: Panasonic.

China Books & Periodicals Inc., 125 Fifth Ave. Zip 10003. Tel 677-2650. Mgr. Ruth Micholoff (Rec. I)

Home office: San Francisco Calif. Imports from People's Republic of China.

Citywide Sales Co., 419 Park Ave. S. Zip 10016. Tel 689-2700. Telex 66332. Intel. Owner Leon Sternheim.

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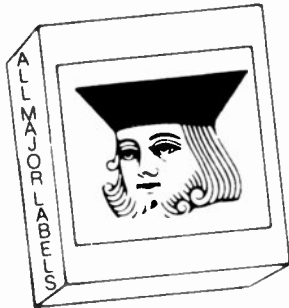
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Dolian Prods. Corp., 307 Fifth Ave. Zip 10016. Tel. 684-6274. Owner David Robin, Mgr. John Robin (Rec. & Tape E)

Downstairs Recs., 55 W. 42 St. Zip 10036. Tel. 221-8989. Eltron Export Co., 57 Leonard St. Zip 10013. Tel. 966-4710. Pres. Werner T. Glaeser (Rec. & Tape E) (SEE ADVERTISEMENT)

David Eskin Inc., 400 Riverside Dr. Zip 10025. Tel. 749-4257. Telex 237460. Pres. & Buyer David Eskin (Rec. & Tape OS & E) (SEE ADVERTISEMENT)

Euroclass Rec. Dist. Ltd., 155 Ave. of the Americas, 11th fl. Zip 10013. Tel. 741-1430. Owner Marcos Klorman. Mgr. Frank Burton (Rec. & Tape I)

Labels imported: Ensayo (Spain), Erato (France)

507 Export Corp. (Rec. & Tape E)—Tel. 986-6078—see A&A Rec. Hunter Dist. g Co.

German Language Publ'ns Inc., 75 Varick St. Zip 10013. Tel. 736-7455. Pres. Peter J. Perske. Rec. Div. Mgr.: Renate M. Finetto (Rec. & Tape D, I & E) Branch: Englewood Cliffs, N.J.

Rec. labels imported: Ariola, Baccarola, Diamant, Eurodisc, Europa, Europa-Klassik, Fontana, Hansa, Jupiter, M. Maritim, Philips, Polydor, Sonic (all Germany); Amadeo, Polydor (both Austria)

Tape lines imported: Ariola, Eurodisc, Europa, Europa-Klassik, Hansa, Jupiter, Maritim, Philips (all Germany)

German News Co. Inc., 218 E. 86 St. Zip 10028. Tel. 288-5500 (Rec. & Tape D & I)

Rec. labels: Gemini Hall, OAS! Past Masters, RRS. Rec. labels imported: Acanta, Ariola, Baccarola, Baerenreiter, Brain, Cantate, Discophila, Erato, Eurodisc, Fontana, Harmonia Mundi, MPS, Metronome, Musik fur Alle, Philips, Polydor, Preiser, RCA, Schwann, Telefunken, Top Classic, Wergo (all Germany); Vista (UK); Club 99.

Tape lines imported: Ariola-Eurodisc, Metronome, Philips, Polydor, Telefunken (all Germany)

Sam Goody Int'l Inc., (Rec. & Tape I & E)—Mgr. Mort Schlesinger—see SMG Dists

Gotham Dists., 21-55 44 Dr., Long Island City 11101. Tel. 786-5400. Owner: Joe Bostic. Mgr. & Buyer: M. Neely. (Rec. OS)

House of Menorah Inc., 36 Eldndge St. Zip 10002. Tel. 925-7573. Gen. Mgr. & Buyer Sol Tischler. Nat'l Sales Mgr. Jonathan Tischler (Rec. & Tape D & I—Hebrew & Yiddish prod. only)

Rec. labels: Aderet, Artistic, Banner, CBS, Columbia, Elektra, Embassy, Emes, Epstein, Famous, GIL, Gal-Ton, Hataklit, Hed Arzi, IMF, Isradisc, Isralectra, Israphone, Koliphone, MG, Makolit, Maloh, Menorah, Monitor, Nachas, Neginah, Noam, Phonodor, Polydor, RCA, Record Collector's Guild, Request, Roulette, Rozanna, Tikva, Vanguard, Zimram, Zimray

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Impex Int'l Co., 80 Wall St. Zip 10005. Tel. 425-2770. Pres. Erwin Lustfield (Rec. & Tape E)

International Book Rec. Dists., 40-11 24 St., Long Island City 11101. Tel. 786-2966. Owners: V. Rudenjak, S. Simunovic. Albums Buyer: Kay Jackson. (Rec. D & I)

Labels: Chant du Monde (France), Durium (Italy), EMI Italiana (Italy), Jugoton (Yugoslavia), Pathe Marconi, EMI (France), Phonogram (Brazil, France, Spain), Polydor (France), RCA (France), RTB (Yugoslavia), Ri-Fi (Italy), Schwann (Germany), Sonodisc (France), Vogue (France)

J A S Co., 77-24 74 St., Glendale 11227. Tel. 456-0974. Owner: J. Allen Schwenn. Mgr. Michael Jury. Buyers: Singles, J. Schwenn. Albums, M. Jury. (Rec. RJ & E)

J C O A Recs. Dist'n Serv. (Rec. D & E), see New Music Dist'n Serv.

King Karol Inc., 126 W. 42 St. Zip 10036. Tel. 354-7684. Owners: Philip King, Benjamin Karol. (Rec. & Tape OS) (SEE ADVERTISEMENT)

Herbert A. Linsky Assocs. Inc., 888 Seventh Ave. Zip 10019. Tel. 582-2594. Pres. Herbert A. Linsky. Distributes cut-outs (SEE ADVERTISEMENT)

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- 4 Record companies, independent producers, pressing plants and manufacturers of software, hardware, professional equipment, Recording studios
- 5 Recording artists, performers, attorneys, agents, managers
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- 6 Buyers of talent, including concert promoters, impresarios, clubs, hotels, auditoriums, arenas, concert facilities
- 7 Schools, colleges, students, faculty, Libraries, music fans, and audiophiles
- 8 Investment houses, banks, Federal, State and international departments of government, embassy officials
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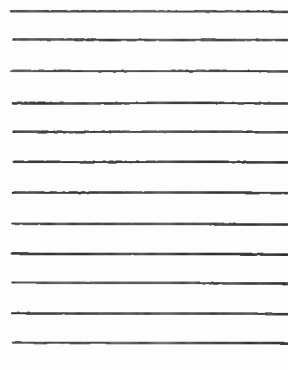
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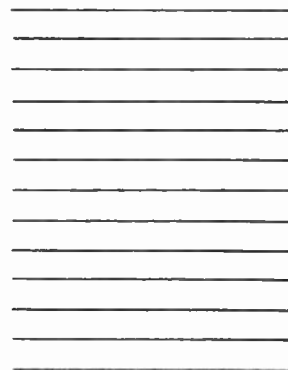
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Malverne Dists. Inc., 35-35 35 St., Long Island City 11106 Tel 392-5700 Pres. Jerry Winston, VP. Joe Grippo. Sales Mgr. Stanley Drayson (Rec. & Tape D)

Branch: Boston, Mass., Malverne Dists. Inc. of Boston  
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Tape lines: AVI, Alston, Cat, Chrysalis, Creed, Excello, Fantasy, Glade, Grateful Dead, H&L, Marlin, Milestone, Nashboro, Prestige, Pyramid, Roulette, Round, Savoy, Specialty, TK, United Artists (SEE ADVERTISEMENT)

Manhattan Recs., 40 W 57 St. Zip 10019 Tel 586-0599 (Rec. & Tape E)

Merchants Music Ltd., Time & Life Bldg., Rockefeller Center Zip 10020 Tel 757-6800 Pres. Lanny Lee, VP & Gen. Mgr. Linda Tarter, Buyer Jerry Silver (Rec. & Tape D, RJ, I & E)

Distributes cut-outs, auction close-outs, TV recs., premiums

Met Richmond Latin Rec. Sales (Rec. & Tape RJ)—Mgr. Albito Velez, Buyers Albums, D. Last, Tape, B. Cohen—see Met Richmond Rec. Sales Inc.

Met Richmond Rec. Sales Inc., 1637 Utica Ave., Brooklyn 11234 Tel 253-4600 Cable SEECODISCNY Owner David Last, Mgr. Bea Cohen (Rec. & Tape E), (Rec. & Tape RJ as Met Richmond Latin Rec. Sales)

Rec. labels exported: Alma, Colonial, Norca, Secco, Sound Triangle, Tropical

Tape lines exported: Concert Tape, Da-Tone, Secco, Sound Triangle

Musical Recs. Co./Musical Tapes Inc., 642 10 Ave. Zip 10036, Tel. 581-3235 Mgr. Ramon Diego (Rec. & Tape D)

Home office: Miami, Fla

Rec. labels: Bueno, Dila, Discuba, Eco, Eli, Musart, Peerless

Tape lines: Same as rec. labels

Musical Tapes Inc., see Musical Recs. Co./Musical Tapes Inc.

N M C Corp., 1290 Ave. of the Americas Zip 10019 Tel 765-1530 Bd Chm. Jesse Selter, Exec VP Maxwell Friedberg (Rec. & Tape D)

Distributes overstocks & surplus

New Music Dist'n Serv., 6 W 95 St. Zip 10025 Tel 749-6265 Pres. Timothy Marquand, Dir. Michael Mantler, Sales Mgr. Jim Eigo, Pub. Dir. Sue Thomson (Rec. D & E), (also Rec. D & E as JCOA Recs. Dist'n Serv.)

Labels: Advance, Advent, Aesthetic Research Center, Airborne, Akba, All Seasons, Altsax, Ananda, Andrew's Music, Anima, Arewea, Asha, Atman, Avon Hill, Badger, Baobob, Beep, Bent, BetCar, Bija, Birth, Black Saint, CJR, CP, CRI, CSP, Capra/Discant, Carousel, Chatham Square, Compendium, Composer's Collective, Concept, Cornpride, Creative Consciousness, Divine, Dogtown, EPI/Erra, Earthforms, Earthquake, Emanem, Eucalyptus, Festival, Finnadar, Folkways, Fourth Stream, Frammis, GTW, Gallery, Grenadilla, Hopo, Hugo's Music, IPS, Ibedon, Idibib, Independent, India Navigation, JCOA, Joe's Smashing, Kwela, LAFMS Labor, Lovely Music, Mbari, Meridian, Minona Mission, Mooksha, Muntu, Music Gallery, Music Language, Music Sound, NYAC, Nessa, New Frontiers, New Jazz, Nine Winds, Nocturne, Oceanic, Omnisound, Onari, One Ten, Opus One, Otic, Outcat, Parachute, Passin' Thru, Performance, Philly Jazz, Polaris, Progressive, Pyramid, RE, RE/Entry, Reality Unit, Concept, SRP, Sackville, Sahara, 1750 Arch, Shih Shih Wu Ai, Somnath, Sonory, Sonus, Soundmasters, Spitball, Straight Ahead, Supernal, Survival, Testament, 360 Degree Music, Titanic, Transmuseq, Transonic, Tribe, Trident, Triumph, Twin Quest, Ujamaa, Unanimous, Anonymous, WATT, Wizard, Wranebeau

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Rec. labels: Capitol, Columbia, Disneyland, Golden, Kelt-Aurora, MCA, MGM, Pickwick, Polydor, RCA, United Artists.

Tape lines: Capitol, Columbia, Disneyland, Dot, Liberty, MCA, Pickwick, RCA, United Artists.  
Accessories: Greco, Le-80

Otoao Recs. Co. Int'l Ltd., 214 W. 96 St. Zip: 10025. Tel: 866-2469. Owner: L.R. Bernard. Mgr.: D. Vera. (Rec. & Tape I & E), (Rec. & Tape D as Distribuidora Nacional de Discos de New York)

Rec. labels imported: Gransa (Ecuador), Onix (Ecuador), RCA (Brazil), Sonolux (Colombia).  
Tape lines imported: Same as rec. labels.

Peters Int'l Inc., 619 W. 54 St. Zip: 10019. Tel: 246-2400. Cable: PETERSRECS. Telex: 666262. Pres.: Chris Peters; Exec. VP: James N. Bailey; VP: Chris Peters Jr.; Nat'l Sales Mgr.: Chris Spinosa; Mktg. Dir.: Pierre Bourdain. (Rec. D & I, Tape I)

Labels: Aris, Berlitz, Cosmos, Kronos, New World, Peters Int'l.

Labels imported: Arion (France), Ariston (Italy), Barclay (France), CBS Int'l, CGD (Italy), EMI Int'l, Fonit Cetra (Italy), IPG (France), Minos Matsas (Greece), Music Box (Greece), Opus (Czechoslovakia), Phonogram Int'l, Polydor Int'l, RCA Int'l, Turicaphon group. (SEE ADVERTISEMENT)

Polygram Dist'n Inc., 810 Seventh Ave. Zip: 10019. Tel: 399-7100. Chm.: Irwin Steinberg; Pres.: John Frisoli; VP Sales: Jack Kiernan; VP Mktg. Development: Jon Peisinger; VP Opns.: Bert Franzblau (Nat'l office). Local dist'n branch: Gulf & Western Bldg., 15 Columbus Circle, 10th fl. Zip: 10023. Tel: 399-7461. Mgr.: Marty Gilbert. (Rec. & Tape D)

Branches: Los Angeles, San Francisco, Calif.; Miami, Fla.; Atlanta, Ga.; Schiller Park (Chicago Metropolitan Area), Ill.; Silver Spring, Md.; Woburn (Boston Metropolitan Area), Mass.; Detroit, Mich.; Valley Park (St. Louis Metropolitan Area), Mo.; Cherry Hill, N.J.; Lakewood (Cleveland Metropolitan Area), Ohio; Dallas, Tex.; Tukwila (Seattle Area), Wash.

Rec. labels: Antilles, Archive, Blank, Capricorn, Casablanca, Chocolate City, De-Lite, Deutsche Grammophon, Event, Festivo, First Artists, Island, Kolob, MGM, Mango, Mercury, Millennium, Monument, Oasis, Omni, Pacific Arts, Parachute, Philips, Privilege, Polydor, RSO, Spring, True North, Verve.  
Tape lines: Same as rec. labels. (SEE ADVERTISEMENT)

Procanyn's Polka Palace, 40-22 61 St., Woodside 11377. Tel: 898-9346. Owner & Buyer: Walter Procanyn. (Rec. & Tape D)

Rec. labels: Amigo, Bayway, Bel-Aire, Chicago, Crystal-Tone, Cuca, Delta Int'l, Dyno, Eastwood Int'l Artists, Eurotone, Fantastic, Fiesta, Garden State, Goodwill, IRM, International Artists, Jay Jay, Le Mans, Maxim, Monitor, Polka-Tone, Rave, Request, Rex, Ridge, Rim, Sound, Stamco, Starr, Steljo, Stella, Studio 5, Tifton, Tip, Tric, Usana, V, Wam.

Tape lines: Bel-Aire, Chicago, Crystal-Tone, Delta Int'l, Dyno, Eastwood Int'l Artists, Eurotone, Fiesta, Goodwill, IRM, Jay Jay, Le Mans, Monitor, Polka, Polka-Tone, Rave, Request, Rex, Ridge, Rim, Sound, Starr, Steljo, Stella, Usana, V.

Qualiton Recs. Ltd., 65-37 Austin St., Rego Park 11374. Tel: 897-1820. Owners: Otto & Judith Quittner; Pres.: Otto Quittner; Albums & Tape Buyer: Judith Quittner. (Rec. & Tape D & I)

Labels imported: Aurora (UK), BIS (Sweden), Heritage (UK), Hungaroton (Hungary), Legend (UK), Muza (Poland), Panton (Czechoslovakia), Pearl (UK), Pepita (Hungary), Prelude (UK), Pronit (Poland), Qualiton (Hungary), Royale (UK), Supraphon (Czechoslovakia), Symphonica (UK), Veriton (Poland).

Tape lines imported: Hungaroton (Hungary), Supraphon (Czechoslovakia).

R C A Recs., 529 Fifth Ave. Zip: 10017. Tel: 682-3315. Reg'l Sales Mgr.: Bill Reilly; Local Sales Mgr.: Steve Feldman. (Rec. & Tape D)

Rec. labels: Bluebird, Flying Dutchman, Gold Seal, Grunt, Pablo Live, Phantom, Pure Gold, RCA, Red Seal, Solar, Tabu, Tattoo, Utopia, Victrola, Wind-song.  
Tape lines: Same as rec. labels.

R & J Recs. Inc., 108 Sherman Ave. Zip: 10034. Tel: 942-8185. (Rec. & Tape D & OS)

Labels: Alegre, Coco, Cotique, Exitos, Fania, Inca, TR, Tico, Vaya. (SEE ADVERTISEMENT)

Rashid Sales Co., 191 Atlantic Ave., Brooklyn 11201. Tel: 852-3295. Owner: Albert Rashid; Mgr.: Stanley Rashid. (Rec. & Tape D, I & E)

Rec. labels: Morico, Orient.  
Rec. labels imported: Baidaphone, Cairophone, Dunia-phon, EMI (Arabic prod.), Morico, Moriphone, Neffriti, Odeon (Arabic prod.), Parlophone, Sono Cairo, Sout el Hob, Sout el Phan, Voice of Lebanon.

Tape lines imported: Same as rec. labels imported.  
Raymar Sales Co. Inc., 170-21 Jamaica Ave., Jamaica 11432. Tel: 658-4012. Pres. & Buyer: Samuel Keenholtz; Gen. Mgr. & Buyer: Hal Kaufman. (Rec. & Tape OS)

Recorded Auditory Materials Inc., 160 W. 46 St. Zip: 10036. Tel: 765-2585. Mgr.: Rose Saggio. (Rec. & Tape D, OS & I)

Labels: AA, Acordia, Adelphi, Advance, Advokian, Advent, Ajax, Alligator, Alshire, American Albums & Tape, Apollo, Apon, Arhoolie, Artist Direct, Audio Book, Audio Fidelity, Audiophile, Avant, Avant Garde, BJR, Bartok, Bay, Belwin Mills, Berlitz, Bert & I, Biography, Blue Goose, Blue Labor, Bornand, CMS, Caedmon, Cambridge, Canyon, Catalyst, Cayre, Chiaroscuro, Citadel, Colonial Williamsburg, Columbia Special Servs., Composer's Rec'g, Concordia, Connoisseur Society, Consortium, Conversa-Phone, Cook Lab, Cornell Bands, Cornell

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**Labels imported:** Argo, BBC, DJM, Decca, EMI, Lismor, MCA, Phonodisc, Polydor, Pye, Saga, Sonet, Telefunken. (SEE ADVERTISEMENT)

Record Haven, 545 W. 45 St. Zip: 10036. Tel: 354-8770. Telex: 666754 Haven. Owners: Sam & Len Fichtelberg; Gen. Mgr. Henry Leserowitz; Buyer: Steve Bogen; Import Div. Mgr.: Arleen Slavin; Export Div. Mgr.: Klaus Wienns (Rec. & Tape OS, I & E) (SEE ADVERTISEMENT)

Record People, 66 Greene St. Zip 10012. Tel: 226-7388. Owner Robert Friedman (Rec. D) Branches: Washington, D.C.; Somerville (Boston Metropolitan Area), Mass.

**Labels:** Accent, Adamo, Adelphi, Advent, Airborne, Aircheck, Ajax, Alligator, Amber, Andrew's Music, Archive of Folk, Archive of Jazz, Archive of Piano, Arhoolie, Aries, Artifacts, Asch, Asha, Audiophile, Aural Explorer, Authentic, Aviva, Back Door, Bandstand, Barrelhouse, Bay, Big Band Int'l, Bija, Birth, Biscuit City, Blind Pig, Blue Goose, Blue Labor, Blues Classics, Bomp, Briar, Broadway, Bruno Walter Soc., Building, Bullfrog, CMH, Caedmon, Cambridge, Car, Catalyst, Celeste, Celtic, Cetra, Chiaroscuro, Choice, Circle, Citadel, Classic Int'l, Classic Jazz, Clone, Comedie Francaise, Comhaltas, Concert Disc, Concord Jazz, Corinthian, Cornographic, Counterpoint/Esooteric, Country Turtle, County, Crazy Cajun, Creative Consciousness, Creative World, Crystal, Curtain Calls, DRG, Dawn Club, Delmark, Dirty Shame, Discovery, Dobro, Dyer Bennet, Entr' Acte, Epitaph, Eubie Blake, Everest, Experiences Anonymes, Fairmont, Fanfare, Finite Firesign, First Heard, Flashlight, Flying Fish, Folk Legacy, Folk Lyric, Folkways, Fretless, Front Hall, GHB, GNP Crescendo, Gael-Linn, Giants of Jazz, Glendale, Golden Age, Golden Era, Golden Legends, Gorilla, Green Linnet, Guitar World, Gulcher, Gusto, HDS, HP Music, Halcyon, Herwin, Hollywood Soundstage, Horo, Hugo's Music, IPS, Improvising Artists, Inchechronin, India Navigation, Inner City, Interplay, Jam Session, Jazz Archives, Jazz Chronicles, Jazz Connoisseur, Jazz Guild, Jazzology, Jennie, Joliet, Joyce, June Appal, Kaleidoscope, Kaydee, Karma, Kicking Mule, King, Labor, Largo, Leader/Trailer, Legacy, Legends, Le Roi du Blues, Leviathan, Louisville Orch., Lyrichord, Mamlish, Mar-Bren, Mark 56, Mary, Master Jazz, Mbari, Midland, Mr. Blues, Monitor, Monmouth Evergreen, Morning Star, Mountain Railroad, Mozovon, Mulligan, Mun Tu, Music Minus One, Muskatine, Natural Organic, Nessa, North Country, Northern Lights, OJL, Oats, Oblivion, Old Homestead, Oldie Blues, Old Timey, Olympic, Omnisound, Onari, Orion, Outrageous,

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Int'l branch: France, U.S. Sounds. (SEE ADVERTISEMENT)

Rego Irish Recs. & Tapes Inc., 84-48 62 Dr., Middle Village 11379 Tel 476-1847, 275-4991. Owner: Paddy Noonan. (Rec. & Tape I)  
Labels: Rego, Rego Irish Recs. & Tapes, Triton Irish Party series, Irish Imports.

Release Recs. Inc., 4257-A Katonah Ave., Bronx 10470 Tel. 325-6308 Owner: Daniel J. Ryan. (Rec. & Tape I), Rec. labels imported: ARA, Claddagh, Dolphin, Gael Linn, Hawk, Mulligan, Outlet, Polydor, Release (all Ireland).  
Tape lines imported: Same as rec. labels. (SEE ADVERTISEMENT)

Alex S. Roberts Assocs. Inc., 35 Bleecker St. Zip 10012. Tel. 533-3840 Pres. Edward B. Thom. (Rec. & Tape E)

Ronnie's, 1793 E. Fifth St., Brooklyn 11223 Tel. 376-8103 Owner: Ronnie Shaab; Mgr.: M.C. Rance. (Rec. & Tape E)

S M G Dist. Inc., 46-50 54 Ave., Maspeth 11378 Tel. 937-7200 VP's: Barry Goody, Sam Stolton, Bob Menashe; Buyers: Steven Sturm, David Deutsch. (Rec. & Tape D), (Rec. & Tape I & E as Sam Goody Int'l Inc.)  
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Albert Schultz Inc., 116 W. 14 St. Zip 10011 Tel. 924-1122 Cable: ALBYREP Telex: 236569 Pres. Albert Schultz, VP. Theodore E. Rose. (Rec. & Tape E)  
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M. Sluis Co. Inc., 15 Park Row. Zip: 10038 Tel. 349-0590. Cable: CINAECO Telex: 223068 (RCA), 667670 (WU). Pres. M. Sluis, VP. H. Elion; Mgr.: Ms. M. Zylber. (Rec. & Tape E)  
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Stratford Dist. Inc., 184-23 Jamaica Ave., Hollis 11423. Tel. 454-8800 Telex: 427324 Pres. Nathan Kaplan; Buyers: Irving & Allen Silverman. (Rec. & Tape OS, R.J. I & E)

Sunshine Rec. Dist., 710 12 Ave. Zip: 10019 Tel: 265-3530. Owner: Howard Rumack; Mgr.: Pat Monaco. (Rec. D).  
Labels: Abattoir, Alexander Street, Almeria, Ameraba, Black Fire, Black Kat, Cherub, Country Porn, Dharna, Discomania, Dusic, Electric Kat, Eric, Farr, Fist O'Funk, Gold, ICA, Ju Par, Jupiter, Koko, Mahogany, Marina, Olde World, Pap, Pathfinder, Pure Silk, QCA, Ramparts, Red Gregg, Spire, Shyrlden, Tomato, Trackdown, Turnstyle, West End, Wing & a Prayer. (SEE ADVERTISEMENT)

Superior Rec. Dist. (Rec. I & E, Tape E), see Win Recs. Inc.  
T S Recs. & Tapes, 666 10 Ave. Zip: 10036 Tel. 541-4770. (Rec. & Tape D, OS, I & E)  
Home office: San Antonio, Tex., Marsal Prod'ns.  
Labels: Bernal, Del Rio, Del Topo, Dominante, Magda, Marsal, Son Int'l, Super Mex, West Mex.

Tape King Inc., 220 W. 19 St. Zip: 10011 Tel. 675-0800. Telex: 237891. Owner: Joseph Abady; Mgr.: David Abady; Buyers: Singles, Herman Wiggins, Albums, Joseph & David Abady, Jay Jankowski, David Lubin; Tape, David Abady, David Lubin, Larry DeBrowner. (Rec. & Tape OS & E). (SEE ADVERTISEMENT)

Titan United Corp., 25 W. 43 St. Zip: 10036 Tel: 354-5005. (Rec. & Tape D—military sales only)

Town Hall Recs., 9131 Bedell Ln. Brooklyn 11236 Tel. 272-9702. Owner: Ben Reminick, Mgr.: Julius Reminick; Buyers: Singles, Mike Smokler, Albums, Joe Tortorelli, Tape, Hattie Wilson. (Rec. & Tape OS & E)

Unique Recs., 221-20 147 Ave., Jamaica 11413 Tel. 525-6747 Telex: 425129. Owner: Art Zimmerman. (Rec. E).

Warmd Inc., 200 Hudson St., 12th fl. Zip: 10013 Tel. 541-4490. Telex: 236941. Pres.: William Medcot; Mgr.: Christian Geldreich. (Rec. & Tape E) (SEE ADVERTISEMENT)

Warner/Elektra/Atlantic Corp., 75 Rockefeller Plaza. Zip: 10019. Tel. 484-8580. Mgr.: Bruce Tesman. (Rec. & Tape D)  
Rec. labels: Asylum, Atco, Atlantic, Bearsville, Big Tree, Cotillion, Countryside, Curtom, Dark Horse, Disc-Reet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nemperor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, Slipped Disc, SHE, Sire, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whittfield, Wing & a Prayer.  
Tape lines: Same as rec. labels

West Side Sound Dists Inc., 693 10 Ave. Zip 10036 Tel 586-2710 Pres Arturo J. Saiz, Gen. Mgr Hector Varona (Rec. & Tape D)  
 Labels: Clip, Raiz, Secco, Tropical, UA Latino, WS Latino, West Side

Windsor Export, 302 W 86 St, Suite 9A Zip 10024 Tel 787-6046 Owner R. Mencene (Rec. & Tape E)

Win Recs Inc., 41-43 39 St., Long Island City 11104 Tel 786-7667 Owner & Pres Sam Weiss, VP, Mgr. & Buyer George Weiss (Rec. OS & RJ; Tape D, OS & RJ), (Rec. I & E, Tape E as Superior Rec Dist)  
 Tape lines: All lines  
 Accessories: Amberg, Le-Bo, Recoton (SEE ADVERTISEMENT)

Worldtone Music Inc., 230 Seventh Ave Zip 10011 Tel. 691-1934 Pres Kenneth Spear (Rec. & Tape D, I & E)  
 Labels: Hadarim, MIH, Worldtone  
 Labels imported: Amiga (East Germany), Balkanton (Bulgaria), Chant du Monde (France), Electrecord (Romania), Eterna (East Germany), Finnlevy (Finland), Nova (East Germany), Swedish Society Discofil (Sweden), Telestas (Sweden)

Worldwide Music Dists., 1966 Broadway Zip 10023 Tel 724-4212 Pres Eric Fletcher (Rec. I)  
 Labels imported: Abbey (UK), GFH (UK), Guild (UK), Tactus (UK), Baerenreiter (Germany)

Zemerone Trading Inc., 114 E. 25 St. Zip 10010 Tel 673-2430 Gen. Mgr & Buyer Hanna Bolick, Rec. & Tape D & I.  
 Rec. labels: (Israeli, Hebrew & Yiddish prod. only) Arton, Gal-Ron, Gal-Ton, Hatakit, Hed Artzi, IMF, Isradisc, Isralectra, Israphone, Koliphone, Litratone, Lyron, Phonodor  
 Tape lines: Hed Artzi, Isradisc, Isralectra, Israphone. (SEE ADVERTISEMENT)

- **NYACK (Area Code 914)**  
 Knickerbocker Music Co., 101 Gedney St. Zip 10960 Tel 358-5086 Owner Harry Warriner (Rec. & Tape D)  
 Distributes cut-outs, premiums.
- **PATCHOGUE (Area Code 516)**  
 A S K Dist g Corp., 1 Terry St. Zip 11772, Tel. 654-1313 Pres Alan Kusa (Rec. & Tape OS, RJ & I)
- **PLAINVIEW (Area Code 516)**  
 Paramount Recs Inc., 81 Sheer Plaza Zip 11803 Tel 249-1990 Owner Herb Shenkman, Mgr & Buyer Andrew Shenkman (Rec. OS, RJ & E) (SEE ADVERTISEMENT)
- **POUGHKEEPSIE (Area Code 914)**  
 Toy House of Hudson Valley (div. of Kustas Bros. Inc.), Manchester Rd. Zip 12603 Tel 471-2740 Pres & Mgr Louis J. Kustas (Rec. OS & RJ; Tape D, OS & RJ)  
 Tape lines: Fiesta, GRT, Pickwick  
 Accessories: Hagerstown, Le-Bo, Recoton



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● **ROCHESTER AREA (Area Code 716)**

House of Guitars Inc., 645 Titus Ave. Zip 14617 Tel 544-3500 Owner Armand Schaubroeck Mgrs Jim Degman, John Fritch, Buyers Singles, Mike Snowcone, Albums, Jim Degman Local branch: 1 Grange Pl., Irondequoit 14617 Tel 266-9584 (Rec. RJ & E), (Rec. D & OS as Kack Klick Inc.), (Rec. & Tape I & E as Mirror Inc.)  
**Labels:** Blank, Capitol (France), House of Guitars, Mirror, Ozark, Polydor (Canada), Ralph, Sky Dog (France)  
**Phonographs:** Craig, Kenwood, Sony  
**Accessories:** Memorex, RCA, Sony, Sound Guard, TDK  
 Kack Klick Inc. (Rec. D & OS)—D Mgr. Bruce Schaubroeck, OS Mgr. Kim Simons, Buyers D Singles, Greg Prevost, OS Singles, Mike Snowcone, Albums, Kim Simons—see House of Guitars Inc.  
 Mirror Inc. (Rec. & Tape I & E)—Owner E—Owner & Mgr. Bruce Schaubroeck—see House of Guitars Inc.  
 Rochester One Stop (div. of Transcontinent Rec. Sales), 3047 W Henrietta Rd. Zip 14623 Tel 454-6968 Mgr & Buyer Herb Derman (Rec. & Tape OS & RJ)  
**Home office:** Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)

● **RONKONKOMA (Area Code 516)**

Artie Lewis Ents. Inc., 59 Remington Blvd. Zip 11798 Tel 981-5111 Pres. Artie Lewis, VP. Itta Lewis, VP Sales Jim Goldstein (Rec. & Tape D & RJ)  
**Distributes:** cut-outs, overstocks

● **ROSLYN (Area Code 516)**

Export 33 1/2 Recs., 29 Regent Pl. Zip 11576 Tel 484-2361 Owner Barry Weisfeld (Rec. D & E)—catalog, cut-out, 50 s, unavailable & collector's items

● **SYOSSET (Area Code 516)**

Larry Sockell Inc., 100 Colony Ln. Zip 11791 Tel 921-2821 Owner, Mgr & Buyer Larry Sockell (Rec. & Tape sales rep.)  
**Rec. labels:** Aries, Ashgar Int'l, Bandstand, Brasilia, Bruno Walter Soc., Cambridge, Composer's Recs Inc., Consuetium, Conversa-Phone, Crystal, Everest, Folkways, GNP Crescendo, Golden Era, Klavier, Louisville Symp., Lyricord, Monitor, Monmouth Evergreen, Olympic, Orion, Poseidon, Radiola, Town Hall  
**Tape lines:** Brasilia, Conversa-Phone, Everest, Folkways, GNP Crescendo, Monitor

● **SYRACUSE (Area Code 315)**

Mage Serv. Mdsq. Inc., 112 Ronnell Dr. Zip 13219 Tel 488-2512 Gen. Mgr. Mathew Orlando, Buyer Gerry Orlando (Rec. & Tape OS & RJ)  
 Morris Dist. g Co. Inc., 1153 W Fayette St. Zip 13201 Tel 475-6531 Mgr & Buyer Marcia Jakubowski (Rec. & Tape D & OS)  
**Rec. labels:** Pickwick, RCA, Vox  
**Tape lines:** GRT, RCA

Syracuse One Stop (div. of Transcontinent Rec. Sales), 333 W Fayette St. Zip 13202 Tel 476-4019 Mgr & Buyer Chester Andrews (Rec. & Tape OS & RJ)  
**Home office:** Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)

● **WAMPSVILLE (Area Code 315)**

C & S Rec. Sales, 204 N. Court St. Zip 13163 Tel 363-8889 Owner Carl L. Pynn, Mgr. Catherine Pynn (Rec. OS & E—oldies only)

● **WANTAGH (Area Code 516)**

Musicanza Corp., 2878 Bayview Ave. Zip 11793 Tel 826-2735 Owner & Mgr. Al Rubin, Albums Buyer Ira Bin (Rec. & Tape D—children's prod. only)  
**Labels:** Camden, Disneyland, Disneylandia, Folkways, Peter Pan, Pickwick, Sesame Street, Superscope, Ultra Sound.

● **WATERFORD (Area Code 518)**

Mobile Rec. Serv. Co., 7 River St. Zip 12188 Tel 237-4266 Mgr. Edward F. Palyswiat (Rec. OS—singles only)  
**Home office:** Pittsburgh, Pa.

● **WESTBURY (Area Code 516)**

All Rec. Dist. Inc., 44 Bond St. Zip 11590 Tel 997-7160 Owners Charles Nero, Michael Cono, Mgr. Stan Schneider, Buyers Singles, Cliff Fenster, Albums Michael Mangiacapre (Rec. & Tape D, OS & E)  
**Distributes:** cut-outs & overstocks  
**Accessories:** Blank tape (Capitol), Magnetic Music Tape, Memorex, TDK, Le-Bo prods., rec. & tape cases (SEE ADVERTISEMENT)  
 Polka Towne Music, 211 Post Ave. Zip 11590 Tel 334-6228 Owner Teresa Zapolska, Buyers Teresa Zapolska, Paul Pater (Rec. & Tape D & OS)  
**Rec. labels:** Adena, Alshire, Amerpol, Amigo, Ampol, Ardene, Bayway, Bel Aire, Chalet, Chicago, Cuca, D, Dana, Data, Dearborn, Delta Int'l, Don Joe, Dyno, East Wind Int'l, Elgin, Eurotone, Fantastik, Fiesta, Garden State, Gold Goodwill, Goral, Halo, Happy Times, IRM, Imperial Sound, JBL, Jay Jay, Jody, K&B, Kay, Kerebo, L-Kay, Le Mans, Li Dar Studio, Maxim, Melodia, Micro Monitor, Muza, Polish Song, Polka Towne, Pronit, Ram, Rave, Ray, Request, Resound, Rex Ridge, Ridgemoor, Rim, Rol, Rola, S&S, Select, Silverbell, Sound, Spectrum, Spotlite, Stamco, Starr, Steljo, Stella, Studio 5, Sure, Tifton, Trash, Usana, Veriton, Vicrom, Vista, Wam, Yar  
**Tape lines:** Ampol, Bel Aire, Chicago, Delta Int'l, Dyno, Fiesta, Goodwill, Halo, IRM, Jay Jay, Jody, Kerebo, Le Mans, Monitor, Muza, Polish Song, Rave, Request, Rex Ridge, Rim, Rola, Sound, Starr, Steljo, Stella, Trash, Travelers, Usana, Wam  
**Playback equip.:** Automatic Radio

● **WOODMERE (Area Code 516)**

Leonard Finkel Assocs., PO Box 394 Zip 11598 Tel 374-3221 Pres. Leonard Finkel  
**Distributes:** 45 rpm adaptors, audio cables, blank loaded tape, bulk poly bags, cables, carrying & storage cases, cartridges, headphones, microphones, needles, phonographs, playback equip., sleeves.

**NORTH CAROLINA**

● **ASHEVILLE (Area Code 704)**

Kenway Sales, PO Box 1553 Zip 27203 Tel 625-6354 Owner H. Wayne McDowell (Rec. & Tape OS & RJ—gospel prod.)  
 Trackdown Rec. Dist., Hillcrest Apt., No 28 Zip 28801 (Rec. & Tape D, OS, RJ, I & E)  
**Home office:** Chicago, Ill. (See for prod. distributed)

● **BREVARD (Area Code 704)**

Omega Music Inc., 105 E. Main St. Zip 28712 Tel 884-2320 Bus. Mgr. & Buyer Linda B. Zuch (Rec. & Tape D, OS & E)  
**Labels:** Alexandria House, Associated, Benson, Broadman, Calvary, Copeland, Creative Sound, Discovery, Edify, Freedom, GNP Crescendo, Hope, Husetop, Intervarsity, Lillenas, MCA, Manna, Maranatha, Moody Press, North American Liturgy, Pacific Press, Pickwick, QCA, Ranwood, Regal Press, Riverside, Savoy, Servant, Sparrow, Supreme, Tempo, Triune-Triangle, Weston Pnory, Word, Word of God, Zondervan

● **CHARLOTTE (Area Code 704)**

Bib Dist'g Co., 101 Yorkmont Rd. Zip 28210 Tel 527-0440 Pres. & Singles Buyer Joe Voynow, Mgr. & Albums Buyer Bill Norman (Rec. & Tape D, OS & RJ)  
**Labels:** ABC group, Alarm, Alston, Amherst, Arista, Bang, Buddha, Butterfly, CTI, Cadet, Canaan, Cat, Chimneyville, Cream, Creed, DJM, Dash Drive Fantasy, GRT, Glade, Gold Mine, Granite, Gusto, H&L, HSE, Heart Warming, Hi, Impulse, Laff, Light, Milestone, Mushroom, Nashboro, Salsoul, Savoy, Su-Ann, TK, Tomato, 20th Century, Weird World, Word  
**Accessories:** Le-Bo, Pageant  
 Dixie Tape & Rec. Co., 900 Atandt Ave. Zip 28206 Tel 376-0140 Owners Dewitt & Othel Brown, Tim Braswell, Sales Mgr. & Buyer John Towles (Rec. & Tape RJ)  
 General Music Corp., 1720 Toal St. Tel 377-5623 Pres. Ralph Phillips, VP Jim Epting (Rec. & Tape D—budget prod.)  
 Handelman Co., 2309 Dunavant St. Zip 28203 Tel 372-



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1845 Mgr Larry Roe; Buyers Singles, Don Ratliff, Al Burns & Tape, Larry Roe (Rec. & Tape RJ)  
**Home office:** Clawson (Detroit Metropolitan Area), Mich.

M O R Music Sales Inc., 7814 Tyner St. Zip 28213 Tel 597-1860 Contacts Charles A Hartley, H Grady Brown Jr (Rec. & Tape RJ)

Mangold-Bertos Corp., 2212 W Morehead St Zip 28208 Tel 334-4637 Owners Phil Goldberg, Herb Weisman, Buyers Dub Plyler (Rec. & Tape D & OS)  
**Rec. labels:** AVI, Abet, Alithia, American Heritage, Aware, Better, Brown Sugar, Canaan, Chart, Cherry Red, Claridge, Creed, De-Lite, Disneyland, Ebony Sound, Excello, Gospel, HSH, Heart Warming, Impact, Increase, Kenwood, Laff, Luna, Mankind, Mega, Nasco, Nashboro, October, PIP, Plantation, Ref-O-Ree, Renegade, Rocky Road, SSS Int'l, Sound of Soul, Specialty, Sugar Hill, Sun, Target, Trip, Together, Up Front, Word  
**Tape lines:** Canaan, Creed, GRT, Heart Warming, Hob, Laff, Nashboro, Oldies, Plantation, Savoy, Word  
**Accessories:** Le-Bo.

Warner/Elektra/Atlantic Corp., Bldg. 2, 6101 Idlewild Rd. Zip 28212. Tel 568-0482 Mgr. Roger Helms (Rec. & Tape D)  
**Rec. labels:** Asylum, Atco, Atlantic, Bearsville, Big Tree, Cotillion, Countryside, Curton, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nemperor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros, Warner/Curb, Warner Spector, Westbound, Whitefield, Wing & a Prayer  
**Tape lines:** Same as rec. labels

• **DURHAM (Area Code 919)**  
 Disc Trading Co., PO Box 198 Zip 27702 Tel 682-9607 Telex 579337 Pres. Jim Enright, Gen Mgr Robert O'Reilly (D, I & E) (SEE ADVERTISEMENT)

• **FAYETTEVILLE (Area Code 919)**  
 A A Co. Inc., PO Box 5866, 6232 Bragg Blvd Zip 28303 Tel 867-6111 Pres. Al Metzger (Rec. & Tape OS & RJ)

• **MOUNT AIRY (Area Code 919)**  
 Stark Recs., 628 South St Zip 27030 Tel 786-2865 Pres. Paul E. Johnson (Rec. & Tape OS & RJ)

• **RALEIGH (Area Code 919)**  
 Trackdown Rec Dist, 405 E Martin St Zip 27601 (Rec. & Tape D, OS, RJ, I & E)  
**Home office:** Chicago, Ill (See for prod. distributed)

**OHIO**

• **AKRON AREA (Area Code 216)**  
 Audio Technica US Inc., 33 Shivassee Ave., Fairlawn 44313 Tel 836-0246 VP & Gen Mgr Jon R Kelly, Mktg Mgr Fred W. Nichols (Rec. D, I & E)  
**Labels:** Sonic Arts, Telarc  
**Labels imported:** Gale (UK), RCA/RVC (Japan), Umbrella (Canada)

Lee Hall Prods., 2748 Canfield Rd. Zip 44312 Tel 784-8349 Owner Lee Hall (Rec. D & RJ; Tape RJ)  
**Labels:** Capitol, Phonogram & Polydor Group, RCA, Word  
**Accessories:** Capitol, EV Game, Le-Bo

Twelgreenn Ents Inc., 2775 Yellow Creek Rd Zip 44313 Tel 836-5591 Pres J Hugh Macey, Mgr Cem Macey, Buyers Mrs C Zavadny (Rec. D & E—dance recs only)  
**Rec. labels:** Belco, Blue Ribbon, Blue Star, Bogan, CEM, Chicken Fat, Cross Roads, D & ET, D&R, Dance Along, Dance Ranch, Dancetime, E-Z Fun, Eite, FTC, Family Squares, Flutter Wheel, Folkraft, Ghost Town, Gold Star, Greenwood, Grenn, HAT, HMV, Hanf, HiHat, Hoxor, J-Bar K, Jewel, Kalox, Kimbo, Lightning S, Lloyd Shaw, Longhorn, Lore, LouMac, Lucky, MacGregor, Magic, Marian, Marko, Mayflower, Mibs, Mustang, National Old Timer, Parlophone, Pilgrim, Pioneer, Pulse, Rainbow, Red Boot, Rockin' A Roper, Scope, Sets in Order, Slavjani, Square Dance USA, Square Tunes, Star Dust, Sunny Hills, Swinging Square, TOP, Telemark, Thunderbird, Tikva, Wagon Wheel, Wild West, Windsor, World of Fun, Worldtone  
**Phonographs:** Newcomb  
**Accessories:** Carrying cases (Grenn, Newcomb), plastic sleeves for 45 rpm's

• **BRILLIANT (Area Code 614)**  
 Honeycomb Recs., PO Box 236 Zip 43913 Tel 598-3617 Owner & Mgr Jeff Johnson (Rec. & Tape OS)

• **CANTON AREA (Area Code 216)**  
 Praise Rec'gs PO Box 8080 Zip 44711 Pres J Maas (Rec. D)  
**Labels:** Canaan, Diadem, Heart Warming, Impact, Joyous Melodies, Pickwick, Praise, Sacred, Singcord, Sword, Teen Tot, Word

Stark Rec & Tape Serv Inc. 8000 Freedom Ave NW North Canton 44720 Tel 494-2282 Owner Paul David VP & Buyer Joe Bressi (Rec. & Tape RJ)

• **CINCINNATI AREA (Area Code 513)**  
 Ambat Recs (div of Transcontinent Rec Sales) 2350 Gilbert Ave Zip 45214 Tel 751-5071 VP Vernon W Hawk Mgr & Buyer Earl Schaefer (Rec. & Tape OS & RJ)  
**Home office:** Buffalo NY Transcontinent Rec Sales (Rec. & Tape RJ)

CBS Recs., 355 Carew Tower Zip 45202 Tel 241 4088  
**Branch Mgr Mike Martinovich (Rec. & Tape D)**  
**Rec. labels:** Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Lifesong, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Playboy, Portrait, T Neck, Tabu, Virgin  
**Tape lines:** Same as rec. labels

Handlemans Co. 4550 Cornell Rd. Blue Ash 45241 Tel 891-9633 Mgr Bob Prenatt Buyers Singles & Tape Mark Spuzzilo Albums Mark Spuzzilo Bob Prenatt (Rec. & Tape RJ)  
**Home office:** Clawson (Detroit Metropolitan Area) Mich

M C A Dist g Corp. 1628 Central Pkwy Zip 45210 Tel 721-4210 Sales Mgr Jack Brown Promo Lee Fogel (Rec. & Tape D)  
**Rec. labels:** Coral, MCA, Midsong Int'l  
**Tape lines:** Same as rec. labels

Mobile Rec Serv Co., 5286 E Kemper Rd Zip 45241 Tel 984 2730 Mgr Thomas M Cross (Rec. OS—singles only)  
**Home office:** Pittsburgh Pa

P & G Rec Co. 1667 Central Pkwy Zip 45214 Tel 381-2233 Owner Paul Smith, Mgr Byron Russell: Buyers Singles, Bill Rosenthal, Albums & Tape, Byron Russell (Rec. & Tape OS)

Progress Rec. Dist g Inc. 801-B W Eighth St. Suite 118 Zip 45203 Tel 381-0190 (Rec. & Tape D)  
**Home office:** Highland Heights (Cleveland Metropolitan Area), Ohio  
**Labels:** ABC group, A&M, Adelphi, Argo, CTI, Cream, Deram, Dharma, Gordy, H&L, Hi Hickory, Impulse, Ju Par, Kudu, London, Motown, Oiseau, Lyre, Parrot, Prelude, Prodigal, Rare Earth, Red Star, Richmond Shelter, Soul Tamla, Telefunken, Threshold, 20th Century Village, Who's Who in Jazz

R C A Recs. 1821 Summit Rd. Suite 319 Zip 45237 Tel 821-8100 Sales Mgr John Rucker (Rec. & Tape D)  
**Rec. labels:** Bluebird, Flying Dutchman, Gold Seal, Grand Pablo, Lorie, Phantom, Pure Gold, RCA, Red Seal, Solar, Tabu, Tattoo, Utopia, Victrola, Wind song  
**Tape lines:** Same as rec. labels

Jimmie Skinner Music, 5825 Vine St Zip 45216 Tel 242-8000 Owner Lou Ukelson Buyers Singles Laurie Ukelson, Albums & Tape, Lou Ukelson (Rec. & Tape D & E)  
**Rec. labels:** Arhoolie, Atterram, Birch, Cook County, Davis, Flying Fish, Gateway, IRMA, Jalyn, Jewer, Jordan, Kanawha, King, Bluegrass, Lemco, Log Cabin, Melody, Old Homestead, Old Timey, Outhouse, Pine Tree, Puritan, QCA, Rebel, Revonah, Ridge Runner, Sugar, Takoma, Vetco Zap  
**Tape lines:** Atterram, Cook, Gateway, IRMA, Jalyn, Jewel, Jordan, Kanawha, King, Bluegrass, Lemco, Old Homestead, Pine Tree, QCA, Rebel, Takoma, Vetco

Supreme Dist g Co. 1000 Broadway Zip 45202 Tel 421-0747 Owner Sam Klayman Mgr & Buyer Al Klayman (Rec. & Tape D)

**Rec. labels:** Alston, At Home, Audio Fidelity, Black Lion, CHM, Cadet/Bigtown, Candide, Cat, Chiaroscuro, Chimneyville, Choice County, Creed, Dash, Deep Roots, Disneyland, Vista, Dobie Drive, ENJA, Fantasy, Flying Fish, Glades, Gospel Roots, H&L, IRDA, Image, Improvising Artists, Inner City, Jamie, Guyden, Jazz, Kayvette, Kenwood, King, Bluegrass, Ko Ko, Malaco, Marlin, Milestone, Muse, NSD, NTS, Lab, Jazz, Nashboro, Old Town, Philo, Plantation, Prestige, Private Stock, Project 3, Quality, RL, Rebel, Riverside, Rounder, SSS, Int'l, Scorpion, Stax, Stone, Dogg, Sun, TK, Takoma, Turnabout, VXB, S, Vetco, Vox, Vox, Historical, Weir, World, World, Jazz  
**Tape lines:** GRT catalog, the rest same as rec. labels  
**Accessories:** Needles (Fidelitone)

Warner/Elektra/Atlantic Corp. 11750 Chesterdale Rd. Suite 3201 Zip 45246 Tel 772-5800 Sales Mgr Terry Cox (Rec. & Tape D)  
**Rec. labels:** Asylum, Atco, Atlantic, Bearsville, Big Tree, Cotillion, Countryside, Curton, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nemperor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros, Warner/Curb, Warner Spector, Westbound, Whitefield, Wing & a Prayer  
**Tape lines:** Same as rec. labels

• **CLEVELAND METROPOLITAN AREA (Area Code 216)**  
 Action Music Sales Inc. 6541 Eastland Rd Zip 44142 Tel 243-0300 Mgr Dennis Baker Buyer Clay Pastermack (Rec. & Tape D)  
**Rec. labels:** APA, ASI, AVI, Abattor, Abet, Abkco, Ala Alarm, Alston, Ameraba, Amherst, Annuit, Coeptus, Ash tree, At Home, Audio Fidelity, Audio Int'l, Audio Rarities, Aural Explorer, BOS, Bach, Guild, Bang, Barnaby, Brightlight, Blue Candle, Brunswick, Bullet, CMH, Canaan, Cardinal, Cat, Chiaroscuro, Children's Recs of America, Chimneyville, Choice, Churchill, Clangre, Classic Jazz, Clouds, Concord Jazz, Contempo, Corn than, Creative World, Creed, DJM, Dakar, Dana, Dash, Dingo, Disneyland, Dore, Drive, Electric, Lemon, Era, Ernie's, Everyman, Excello, Fairmont, Fantasy, Fiesta, First Component, 1st Generation, First Heart, GRT, Galaxy, Giants of Jazz, Glades, Glendale, Glori, Gold Plate, Good News, Gospel Roots, Grecophon, Guitar, World, HDM, Harlequin, Image, Image VII, Impact Imports, Inn prov, Inner City, Janus, Jazz, Chronicles, Jett, Sett, Jewel, Juana, Karate, Kayvette, Kent, Kenwood, King, Ko Ko, LRC, Laff, Lamb & Lion, Laurie, Light, Living, Language, MRC, Magnum, Malaco, Mankind, Mark 56, Marlin, Milestone, Modern, Mushroom, Myrrh, Nashboro, New Pax, New Song, Nostalgia, Lane, Olde World, Old Town, Original Sound, Orion, PAUSA, Paragon, Paula, Plantation, Power Pak, Prestige, Project 3, Ra diola, Republic, Riverside, Ronn, Roots, SSS, Sacred, Sam, Sandcastle, Seed, Sesame, Street, Shadybrook, Shield, Shock, Solid Rock, Soul Int'l, Sound, Bird



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 Heller s Rec Buyer-Exporter, 3149 Kensington Zip 19134 Tel 634 5663 (Dealer in rec collections)  
 Richard Kastner Co Inc 1100 Virginia Dr Fort Washington 19034 Tel 628-4111 Pres Richard Kastner Sales Mgr Bill Klein (Rec. & Tape O & E—cut-outs)  
 Music Serv Inc. 2864 Limekiln Pike, Glenside 19038 Tel 885-7990 Owner Jerry Rappaport, Gen Mgr Lynn Stelle, Buyer Steve Weisman (Rec. & Tape RJ)  
 Record Imports (Rec. I & E), see Record Scene  
 Record Rendezvous Inc. 134 S 20 St Zip 19103 Tel 561 7340 (Rec. D, OS, RJ, I & E; Tape OS & RJ)  
**Labels:** Cinwitch, MVH Oldies But Goodies, Pet-Rat, Psychephonic, Rendezvous, Rockin' Richie, sub-distributes Montgomerys, Scorpio, Tasty Licks, Times Square  
 Record Scene 1118 Stratford Ave Melrose Park 19126 Tel 635-4640 Owner & Mgr Mike Grosswald, Buyer Hank Grosswald (Rec. D), (Rec. & Tape OS as Mike Grosswald Inc.) (Rec. I & E as Record Imports)  
**Labels:** Adler, Christy, College Colosseum Dynamite Fantastic, Novice Olympic, Scorpio  
 Imports from France, Germany, Japan UK  
**Phonographs:** GE, Panasonic, Sony  
**Playback equip.** Panasonic, Sony  
**Accessories:** Rec care prods (Discwasher, Le-Bo, Mark IV) tape cases (Dynosound)  
 Richman Bros see listing in Pennsauken N J  
 Ron Del Dist g Corp 1100 Block Commerce St Zip 19107 Tel 923 8980 Contact Ronald F Schaff (Rec. & Tape RJ)  
 David Rosen Inc 855 N Broad St Zip 19123 Tel 232-2900 (Rec. & Tape OS)  
 A I Rosenthal Assocs 29 E Glenside Ave, Glenside 19038 Tel 885-5211 Pres Alfred Rosenthal  
**Accessories:** Audio (Recotone), batteries (Eveready) blank tape (Ampex, BASF, Capitol, Maxell, Memorex, Recotone, Sony, TDK, 3M), cartridges & stylus (Audio Technica, Pickering, Shure), headsets (Audio Technica, Numark, Pickering), needles (Recotone), rec care prods (Audio Technica, Black Magic, Discwasher, Sound Guard, Watts) (SEE ADVERTISEMENT)  
 Schwartz Bros Inc 1 Bala Cynwyd Plaza, Suite 227, Bala Cynwyd 19004 Tel 667-2090 Mgr Richie Salvador (Rec. & Tape D)  
**Home office:** Washington, D C  
**Labels:** Alston Bareback, Beam Junction Bethlehem CTI, Casino, Cat Catfish, Caytronics, Dash, Dictation Disc, Different Drummer, Don Drive Friends & Co, GRT, Glades ICA, Janus, Juldane, Kayvette, Koko, LPG, Laff, Laurie Light, Little City, Mushroom, Malaco, Marlin Myrrh, Nashboro Ovation, Prelude, Red Greg, Roots Salsoul Sesame Street, Shadybrook, Sound Bird, Starday, Stash, Stone Dagg, Strawberry, TK, Tomato, Weird World, Wicked Word, York (SEE ADVER-

**TISEMENT)**  
 Scorpio Music Dist's Inc. PO Box 391, Cornwells Heights 2933 River Rd., Croydon 19020 Tel 698-7707, 785 1541 Telex 843366 Pres Michael Adler, VP & Gen Mgr John T Gervasoni (Rec. D, OS, RJ & E)  
**Distributes overstocks, close-outs, promotional materials (SEE ADVERTISEMENT)**  
 Slotkin Rec Dist Co 111 Forrest Ave Narberth 19072 Tel 667-1870 Owner Herbert Slotkin Mgr & Buyer Jack Morrison (Rec. & Tape OS)  
 Thrd Street Jazz & Rock, 10 N Third St Zip 19106 Tel 627-3366 Buyer Jerry Gordon (Rec. RJ—cut-out & overstock)  
 Universal Rec Dist Corp., 919 N Broad St Zip 19123 Tel 232-3333 Owner Harold Lipsius, Rec Mgr Len Rakliff, Tape Mgr Robert Perloff, Buyers Singles, Kathy Walsh, Albums, Len Rakliff, Tape, Robert Perloff (Rec. & Tape D), (Tape OS as Universal Tape City One Stop)  
**Rec. labels:** ABC group, A&M, Amherst, Arista, Bang, Brunswick, Bullet, Butterfly, Chrysalis, DJM, Dakar, Fantasy, Galaxy, H&L, Jamie, Laff, Living Language, London group, Milestone, Original Sound, Prestige, Private Stock, Ranwood, Republic, Riverside, Roulette, Specialty Stax, Tomato, 20th Century  
**Tape lines:** A&M, Ampex, Brunswick, Fantasy, GRT, H&L London group, Milestone, Original Sound, Prestige, 20th Century (SEE ADVERTISEMENT)  
 Universal Tape City One Stop (Tape OS)—Tel 235-2726 Mgr & Buyer Robert Perloff—see Universal Rec. Dist's V A C Dial (Rec. & Tape E), see Villanuevas Asturias Corp  
 Villanueva Asturias Corp 401 W Girard Ave Zip 19123 Tel 236-4544 Mgr & Buyer Jack Villanueva (Rec. & Tape D), (Rec. & Tape E as VAC Dial) Local branches Almacenes Asturias 2331 N Front St Zip 19133 Tel 426-9810 Mgr & Buyer Maria Villanueva (Rec. & Tape D)—Asturias 1200 N Fourth St Zip 19123 Tel 236-4545 Mgr Carlos Villanueva, Buyer J Villanueva (Rec. & Tape OS)  
**Labels:** Alma Hispana, Clubman, Dial, VA  
**Accessories:** Needles & phono cartridges (EV Game)  
 Vintage Recs Inc PO Box 251, Quarry & Hamilton Sts Darby 19023 Tel 586-5200 Pres Murray Graber (Rec. & Tape D & E)  
**Labels:** Arctic, Audicon, Bright Orange, Buckboard, Crown, Diann, Eric, Forever, Jamie Guyden, Kent, Laurie, Legrand, Lost Nite, MSL, Mac, Modern, Mohawk, Montel, Mother Goose, Muscor, Palomino, Phil LA of Soul, Radiola, Rust, Springboard, Sundi, Teardrop, Top & Bottom, Trip, Tru-Gems, United Up Front, Vee Eight, cut-out singles, albums & tapes  
**Accessories:** Blank tape & tape accessories (Columbia, Memorex), carrying cases (Savoy), catalogs (Record Research), needles (Rivertone), sleeves spindles, wire racks (SEE ADVERTISEMENT)  
 William s One Stop, 817 N Broad St Zip 19123 Tel 232-2020 Owner Sid Williams (Rec. OS)

● **PITTSBURGH METROPOLITAN AREA (Area Code 412)**  
 A & C Tape Dist's 1031 Forbes Ave Zip 15219 Tel 391-4676 Owners John R Hoebler, Eugene Jakiela, Buyers Singles, Norman Kirsch, Albums, Anthony Piotrowski, Tape, Domenic Gentilcore (Rec. & Tape OS & RJ)  
 Balkan Rec Dist'g Co., RD 2, Concord Church Rd., Beaver Falls 15010 Tel 843-1962 (Rec. D & I)  
**Home office:** Berwyn (Chicago Metropolitan Area), Ill. (Rec. D, I & E)  
**Rec. labels:** Balkan Int'l, Delta Int'l, Greyko, Marjon, Monitor, Request  
 East Coast Dist's, 633 Liberty Ave Zip 15222 Tel 281-6344 Owner & Mgr Nick Lomakin (Rec. D, OS & RJ; Tape OS & RJ)  
**Rec. labels:** Argos, Audiotape, Borderline, Contemporary, Dial, Dictation Disc, Dooto, Evergreen, GNP Crescendo, GTJ, Golden Crest, Humorsonic, K&H, Mardi Gras, Music Minus One, Russell Dance, Spottlite, Switchcraft  
 Mobile Rec Serv Co., PO Box 2879 Zip 15230, 2716 Penn Ave Zip 15222 Tel 391-8182 Pres Maurice F Oseroff, VP Harvey Campbell, Sales Mgr Ted Howell, Sales Programming Don Bray, Local branch: 9825 Presidential Dr, Allison Park 15101 Tel 366-0689, Branch Mgr David Kollinski (Rec. OS—singles only)  
**Branches:** Miami, Tallahassee, Tampa, West Palm Beach, Fla, Evansville, Fort Wayne, Ind., De Witt, Iowa, Grand Rapids, Mich., Waterford, N Y, Cincinnati, New Albany, Ohio, Erie, Lewistown, Pa, Houston, Tex  
 One Stop Inc., 1207 Fifth Ave Zip 15219 Tel 232-0844 Owner Bill Lawrence, Mgr Blar Thomas, Buyer J David Hughes (Rec. & Tape OS & RJ)  
**Branches:** Columbus, Ohio, Harrisburg, Pa  
 Progress Rec Dist'g Inc., Bank Tower, Suite 501, 307 Fourth Ave Zip 15222 Tel 261-9347 (Rec. & Tape D)  
**Home office:** Highland Heights (Cleveland Metropolitan Area) Ohio  
**Labels:** ABC group, A&M, Adelphi, Argo, CTI, Cream, Deram, D'hama, Gordy, H&L, Hi, Hickory, Impulse, Ju-Par, Kudu, London, Motown, L'Oiseau Lyre, Parrot, Prelude, Prodigal, Rare Earth, Red Star, Richmond, Shelter, Soul, Tamia, Telefunken, Threshold, 20th Century, Village, Who's Who in Jazz  
 Record World-One Stop, 1332 Fifth Ave Zip 15219 Tel 391-7429 Owner Barney Stein, Buyers Singles & Tape, Barney Stein, Albums, Evelyn Stein (Rec. & Tape OS & RJ)  
 Sounds Dist'g Corp., 3701 Bigelow Blvd Zip 15213 Tel 681-7611 Pres Norton L Kalinsky, Buyers E.A McGrogan, George Kalinsky (Rec. OS & RJ, Tape OS)  
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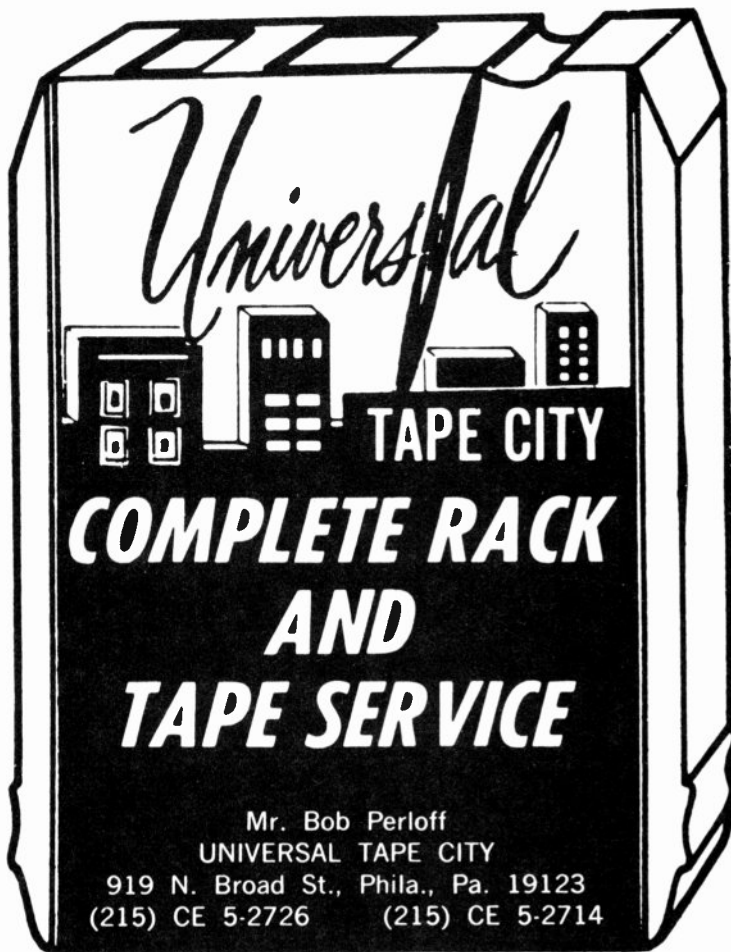
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● **WEXFORD (Area Code 412)**

North Country Music, PO Box 311, Chapel Dr. N. Zip 15090. Tel. 935-1330. Owners C.W. Abbott, R.D. Hutchinson; Mgr. & Buyer C.W. Abbott (Rec. D & RJ)  
Labels: American Heritage, Biscuit City, Flying Fish, Folk Legacy, Folkways, Front Hall, Green Linnet, June Appal, Rebel, Rounder.

● **WILKES-BARRE (Area Code 717)**

Record Town Inc., Wyoming Valley Mall, Zip. 18702. Tel. 829-3603. Pres. & Mgr. Joe Nardone. (Rec. & Tape RJ)

### PUERTO RICO

● **CANOVANAS (Area Code 809)**

Montilla Recs. of Puerto Rico Inc., PO Box 594, Zip 00629. Tel. 876-2560, 722-0173.  
Labels: ABC, ABC-Blue Thumb, ABC-Dot, ABC-Impulse, ABC-Paramount, ABC-Westminster, FJM, Montilla, Montisa, Prodigal, Rare Earth, Sure, Tamla/Motown.

● **HATO REY (Area Code 809)**

Carrillo Dists. (Tape D & I)—Tel. 763-4595—see San Francisco Dists. Inc.  
San Francisco Dists. Inc., 340 Barbosa St. Zip. 00919. Tel. 764-3481. Cable: SAFRA. (Tape D & I), (also Tape D & I as Carrillo Dists.)

● **RIO PIEDRAS (Area Code 809)**

Kelvinator Sales of Puerto Rico, PO Box BG, Simon Madera Ave. & Granados St., Villa Prades 00928. Tel. 765-1533 (Rec. D)

● **SAN JUAN (Area Code 809)**

Caribe Audio Dist. Inc., 70 Condado St. Zip 00907. Tel. 722-0219. Pres.: Fernando Gallardo  
Casa Fragoos Inc., PO Box 2774. Zip 00903. Tel. 725-8842, 723-0504. (RJ)  
Martinez Vela Inc., PO Box 2027. Zip 00903. Tel. 722-5171/4373. Cable: MARVELA. Pres. Felix V. Rodriguez, Gen. Mgr. Felix A. Martinez; Sales Mgr. Juan J. Cue, Controller. Fernando Roman. (RJ & I)  
San Francisco Discount Inc., 302 San Francisco St., Old San Juan 00901. Tel. 725-4661. Owner Simon Carrillo; Buyers: Simon & Javier Carrillo. (Rec. & Tape OS)

● **SANTURCE (Area Code 809)**

Allied Whse. Co. of Puerto Rico Inc., 610 Cerra St. Zip: 00907. Tel. 725-9255. Cable: ALWHOCO.  
Labels: Alegre, Cotique, Exitos, Fania, Guanin, Inca, International, Mavi, Microfon, Parnaso, Tico, Vaya, Zzelesta.  
Capitol Recs of Puerto Rico, PO Box 6886, Loiza Sta., 2020 Espana St. Zip. 00914. Tel. 727-1348. Mgr. & Buyer: Antonio Contreras.  
Distribuidora Musical de Puerto Rico Inc., 604-B Cerra St. Zip. 00907. Tel. 723-5318. (Mfr. /OS for US non-Latin labels)  
Labels: ABC, A&M, All Art, Artol, Atco, Atlantic, Bell, Buddha, CTI, Casablanca, Cocco, Friends & Co., H&L, Mercury, Musicor, Polydor, Reprise, Sussex, 20th Century, Warner Bros.  
Distribuidora Nacional de Discos Inc., 606 Cerra St. Zip: 00907. Tel. 724-4964. Pres. Gilberto Gonzalez Arenas; VP & Gen. Mgr. Pedro Oruna; Sales Mgr.: Rodolfo Gonzalez Jr.  
Int'l branch: Dominican Republic. Distribuidora Dominicana de Discos.  
Distributes all Latin & US labels  
Eddin Ents. Inc., 2014 Ave. A, Barrio Obrero 00916. Tel. 726-7787. Pres. Ed Dinallo; Gen. Mgr.: Jim Heine-man; Sales Mgr.: Jason de Jesus; RJ Mgr. Luis Rodriguez. (RJ)  
S M L Dist'g Corp., 626 Cerra St. Zip. 00907. Tel. 724-5165, 723-3540. Pres. & Gen. Mgr. Sergio Balles-teros.  
Labels: Arcano, Bethlehem, Caliente, Carino, Caytron-ics, Charro, Melody, Mericana, Nor-Mex, Otra, Pronto, Salsoul, Salsoul Salsa.

### RHODE ISLAND

● **PROVIDENCE AREA (Area Code 401)**

Beacon Shops Inc., 821 N. Main St. Zip. 02904. Tel. 861-7500. Mgr. Richard Schmeisser; Buyers: Singles, Sheila Young; Albums, Richard Schmeisser; Tape, Roseann Liberator. (Rec. & Tape OS)

● **WARWICK (Area Code 401)**

Rhody Rec. & Tape Serv. Inc., 65 Meadow St. Zip 02886. Tel. 738-8003. Pres. Ruben Zeidman; Mgr. Arthur Zeidman; Buyer: Inez Marovelli. (Rec. & Tape OS)

### SOUTH CAROLINA

● **ABBEVILLE (Area Code 803)**

Mini Mall, 115 Court Square. Zip. 29620. Tel. 459-2172. (Rec. & Tape OS)



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**TEXAS**

• **AMARILLO (Area Code 806)**

Western Mdrs Inc., PO Box 37720, 421 E 34 St Zip 79120 Tel 376-6251 Pres Sam Marmaduke, VP Mktg R H Williamson, Buyer Steve Marmaduke (Rec. & Tape OS & RJ)  
Branches: Denver, Colo (Rec. & Tape OS & RJ), (Rec. & Tape D as WM Dist g); Tulsa, Okla (Rec. & Tape RJ); Dallas, Tex (Rec. & Tape RJ); Houston, Tex (Rec. & Tape OS & RJ).

• **AUSTIN (Area Code 512)**

Tom Bishop Co., 6144 Hwy 290 W, Zip 78735 Tel 892-1570 Owner, Mgr & Buyer Tom Bishop (Rec. & Tape OS & RJ)  
House Dist's, PO Box 312 Zip 78767 Tel 321-3580 Mgr Susan Jarrett (Rec. & Tape D)  
Home office: Kansas City, Mo (See for prod distributed)

• **BROWNSVILLE (Area Code 512)**

National Sound Dist Inc., 1215 E Washington Zip 78520 Tel 546-4687 Pres Alvaro Fajardo (Rec. & Tape RJ)  
Branch: Houston, Tex

• **CORPUS CHRISTI (Area Code 512)**

House of Music, 1026 S Port Zip 78405 Tel 882-2191 Owner, Mgr & Buyer John W Herrera (Rec. & Tape OS)

• **DALLAS AREA (Area Code 214)**

(Also see listings under Fort Worth Area)  
Associated Rec Dist's, PO Box 417, 605-D S Sherman, Richardson 75080 Tel 238-7120 Mgr. Clark B Heist, Rec Buyer Lee Jamison, Tape Buyer Ted Hennessey (Rec. & Tape D, OS & RJ)  
Distributes over-runs, close-outs, promotional goods  
Big State Rec Dist'g Corp., 1337 Chemical St Zip 75207 Tel 631-1100 Owners H W & Don Daily, Bill Emerson, D & RJ Mgr. Bill Emerson, OS Mgr. Mike Emerson, Buyers Bill & Mike Emerson, Alta Hayes (Rec. D & OS; Tape D, OS & RJ), (Rec. RJ as Records of Dallas)  
Rec. labels: ABC group, A&M, Alston, BRC, BTM, Barnaby, Barometer, Big Gospel, Black Forum, Blues Spectrum, Bold, Brunswick, Caprice, Cat, Chimneyville, Claridge, Creed, Crescent, D, Dakar, Dash, Dera, Dooto, Dore, Drive, Ernie's, Excello, Fantasy, 50 States, Four Star, GRT, Galaxy, Glades, Gordy, Gospel, Gull, Hickory, Horizon, Increase, Janus, Kayvette, Kent, Kenwood, Laff, Laval, Libra, Living Language, London, Malaco, Mankind, Manticore, Marlin, Milestone, Motown, Mowest, Nashboro, Natural Resources, Old Town, Parrot, Patriot, Pawn, Plantation, Power Pak, Press, Prestige, Prodigal, Pyramid, Rare Earth, Richmond, Routelette, SPQR, SSS Int'l, Shadybrook, Shelter, Soul, Sound Bird, Sound Plus, Soundwaves, Specialty, Stax, Stoneway, Sun, Sunshine Sound, TK, Tamlia, Threshold, Tomato, Tribe, Tiger Lily, 20th Century, UK, Vanguard, Virgo, Wicked  
Tape lines: A&M, Abet, Alston, Bold, Brunswick, Cat, Creed, Dakar, Dera, Dooto, Excello, Fantasy, Farr, Four Star, Glades, Gordy, Hi, Hitsville, Horizon, Kayvette, Kent, Kenwood, Laff, Libra, Living Language, London, Malaco, Mankind, Manticore, Marlin, Milestone, Motown, Mowest, Nashboro, Natural Resources, Old Town, Parrot, Plantation, Prestige, Prodigal, Pyramid, Rare Earth, Routelette, Soul, Soundwaves, Specialty, Starday, Stoneway, TK, Tamlia, Threshold, Tiger Lily, 20th Century, UK, Unlimited Gold, Vanguard, Wolf  
Phonographs: Garrard, Weltron  
Playback equip.: Hitachi, Lear Jet  
Accessories: Capitol, Fidelitone, Le-Bo, Memorex, Savoy, Sound Guard  
Bromo Dist of Dallas Inc., 3373 Garden Brook Zip 75234, Tel 247-7302 Owner Terry Worrell, Mgr. Tracy Donihoo, Buyers: Singles, Jim Kalk; Albums, Fran Magill (Rec. OS)  
Branch: San Antonio, Tex  
C B S Recs., 8700 Stemmons Fwy., Suite 309, Zip 75247, Tel 634-1700 VP Southwest Region Frank Mooney, Reg'l Co-ord. June Anderson, Branch Mgr. Roger Metting (Rec. & Tape D)  
Rec. labels: Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Lifesong, Melodiya/Columbia, Nempor, Odyssey, Philadelphia Int'l, Playboy, Portrait, T-Neck, Tabu, Virgin  
Tape lines: Same as rec. labels  
Capitol Recs., 6730 Oakbrook Blvd Zip 75235 Tel 637-1890 (Rec. & Tape D)  
Rec. labels: Angel, Apple, Ariola America, Capitol, EMI, Harvest, Melodiya/Angel, Seraphim  
Tape lines: Angel, Apple, Capitol, Harvest, Melodiya/Angel  
Galaxy Sales Co., 9106 Chancellor Row, Zip 75247, Tel 688-1931 Mgr. Tom Sims; Buyer Jere Ward. (Rec. OS & RJ; Tape D, OS & RJ)  
Tape lines: GRT catalog  
Playback equip.: Craig  
Accessories: Le-Bo

H & W One Stop Recs. Inc., 3109 Grand Ave. Zip 75215 Tel. 421-7396 (Rec. & Tape OS)  
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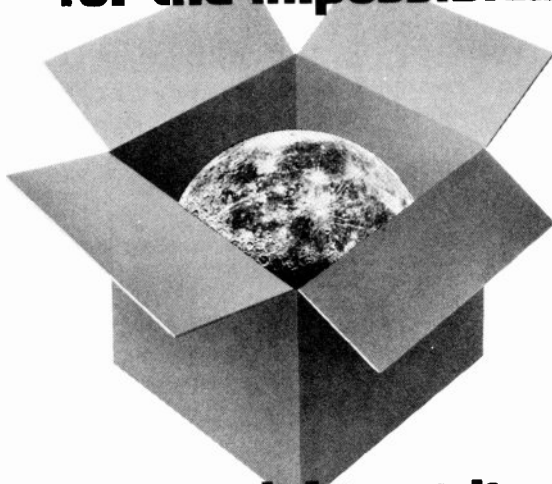
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Pedersen & Assoc., 11152 Fleetwood St., Sun Valley 91352. Tel: 768-3122. Pres.: Herman A. Fredraksz. Prod. Mgr.: E.W. Pedersen. (PRT)
Photo/Graphics, 1125 E. Orange Ave., Monrovia 91016. Tel: 359-9414. Pres. & Owner: Gary R. Moore. (DES)
Prestone Graphics 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., 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 Corp.
Radio Central, 427 W. Fifth St. Zip: 90013. Tel: 626-9891. Pres.: David B. Sigler; Gen. & Sales Mgr.: Carl Hampson. (DES, PRT)
Rainco Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica 90404. Tel: 829-3476. Pres.: Jack G. Brown; VP & Gen. Mgr.: James Doyle; Prod'n Supervisor: Steve Sheldon. (PRT—record only)
Roach (div. of Perma-Trans Prods.), 8430 Tujunga 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 office: Columbus, Ohio.
Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043. (PRT)
Home office: New York, N.Y.
Sparks & Jones, 963 Figueroa Terr. Zip: 90012. Tel: 625-0916. Pres.: Steve Sparks. Local branch: 4070 W. Fifth St., Suite 4. Zip: 90020. (DES)
Springboard Intl, 8295 Sunset Blvd. Zip: 90046. Tel: 654-6240. (DES, PRT)
Home office: Rahway, N.J. (SEE ADVERTISEMENT)
Superior Data/Graphics Corp., 5717 Santa Monica Blvd. Zip: 90038. Tel: 467-6101. (PRT)
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. (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: 383-4386. 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)
Aramid Design/The Tubes Design & Graphics, 450 Linden St. Zip: 94102. Tel: 431-0242. Dir.: Michael Cotter. (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)
Sonic Arts Corp., 665 Harrison St. Zip: 94107. Tel: 781-6307
The Tubes Design & Graphics, see Airamid.

SANTA CRUZ (Area Code 408)
Suttle Designs, 118 Myrtle St. Zip: 95060. Tel: 426-2819. Owner & Art Dir.: S. Suttle.

• SAUGUS (Area Code 805)
K-Disc (div. of Keyser Century Corp.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Pres. Richard B. Keyser; Gen. Mgr. Bill Lightner; Sales Mgr. Dick Maxwell. (PRT)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.

• STANTON (Area Code 714)
Photo-Lith Intl., 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—customized tee-shirts only)

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• BOULDER (Area Code 303)
Video/Audio Artistry Corp. (Vidaac Ltd.), PO Box 4571, 1258 Bear Mountain Court. Zip: 80302. Tel: 499-2001. Contact: Steve Raydon. (DES—record only)

• 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 Devajian. (DES, PRT)

• MONROE (Area Code 203)
Black & White Prod'ns, 114 W. Maiden Ln. Zip: 06468. Tel: 261-2979. Pres.: Vincent E. Meyer 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., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Shirley Kay. (DES, PRT)
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**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 Artist, 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)**  
Audio Precision Inc., PO Box 6903 Zip: 63123. Tel 843-5020 Pres. John C. Reed; VP Jim Cole (PRT—record only)  
Grafic Traffic Inc., PO Box 2489 Zip 63114. Tel 427-4460 (DES & PRT—customized tee-shirts only)  
Ken 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.

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● **MISSOULA (Area Code 406)**  
Graphic Design by Dolack, PO Box 7218. Zip 59801 Tel 728-2180. Owner Richard Fulton.

**NEBRASKA**

● **OMAHA (Area Code 402)**  
Williams Special Prods., PO Box 14481, West Sta. Zip: 68124 Pres. Mark H. Williams. (DES)  
Branches: Chicago, Ill.; New York, N.Y.

**NEW JERSEY**

● **ASBURY PARK (Area Code 201)**  
Sound-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 Pub'ns 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. (DES, PRT)  
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● **COLLINGSWOOD (Area Code 609)**  
Pauli Prods., PO Box 29 Zip 08108. Tel. 547-8925. Pres. Joseph A. Pauli. (PRT) (SEE ADVERTISEMENT)

● **EDISON (Area Code 201)**  
Shepard Printing Corp., 150 Talmadge Rd. Zip 08817 Tel 287-4464. Pres. Philip M. Rosenbloom. (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)**  
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● **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)

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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. (SEE ADVERTISEMENT)

● **PLEASANTVILLE (Area Code 609)**  
Advertising Dynamics Inc., 600 Fire Rd. Zip 08232 Tel 646-5980. (DES)

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Springboard Int'l, 947 US Hwy. 1 Zip 07065 Tel 574-1400. (DES, PRT)  
Branch: Los Angeles, Calif. (SEE ADVERTISEMENT)

**NEW YORK**

● **CENTRAL ISLIP (Area Code 516)**  
Ramart Printing Corp., 3180 J Expwy. Dr S Zip 11722 Tel: 234-0050 Pres. Frank D. Martino. VP & Opns. Dir.: Gerard V. Hughes. (PRT)

● **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)**  
Ivy 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.  
Katny Mdsq., 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)  
Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip 11787 Tel 234-1100; NYC (212) 353-5701 Pres. G.D. Thomas; Sales Mgr. R.A. Froehlig. (PRT—record only)  
Branches: Burbank (Los Angeles Metropolitan Area), Calif.; Modern Album of California Inc., Terre Haute, Ind.; Modern Album of Indiana Inc., Nashville, Tenn.; Modern Album of Tennessee Inc.  
Int'l branch: Canada, Modern Album of Canada Ltd. Pres-Tige Label Corp., 255 Oser Ave. Zip 11787 Tel 273-0020 Pres. Jerry Sybul; VP & Gen. Mgr. Ernie Menkes. (PRT)

● **HOLBROOK (Area Code 516)**  
Goldisc Rec'gs Inc. (sub. of Electrosound Group Inc.), Veterans Hwy. & Broadway. Zip 11741 Tel 589-0462; NYC (212) 895-6575. Pres. Richard F. Meixner; Sales

Mgr. John Finnegan Adv. Mgr. Rich Renda (PRT—record only)  
Sales offices: Sun Valley (Los Angeles Metropolitan Area), Calif.; Electrosound Group Inc., New York, N.Y. Electrosound Group Inc.

● **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)**  
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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)  
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Home office: Melrose Park (Chicago Metropolitan Area), Ill.  
Ampro Prod'ns Inc., 150 Fifth Ave. Zip 10011 Tel 243-7726 Cable TAPEXXRON. Telex 425233 Pres. Manuel Kopeiman; Exec. VP Mktg. Susanne Tarter. VP Arthur Lipton. (DES)  
Anco Packaging Corp., 347 Madison Ave. Zip 10017 Tel 682-8208. (DES, PRT)  
Apon Rec. Co. Inc., PO Box 3082, Steinway Sta. 44-16 Broadway, Long Island City 11103. Tel 721-5599. Pres. Andrew M. Poncic; Sales Mgr. Nick Kuzmick; Adv. Mgr. Don Zemann. (DES—record only)  
Atwater Press Litho Corp., 207 W. 25 St. Zip 10001 Tel 675-2710 Pres. Lester H. Dreyfuss; VP Peter Dreyfuss. (DES, PRT)  
James Bell Graphic Design Inc., 114 E. 28 St. Zip 10016 Tel 683-3280 Pres. 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 Ent's Inc., 136 E. 64 St. Zip 10021 Tel 683-6300 Dir.: Andrew Sager. (PRT)  
Home office: Los Angeles, Calif. (SEE ADVERTISEMENT)  
Ely Besalee Ltd., 156 E. 52 St. Zip 10022. Tel 759-7820. (DES)  
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Award Rec. Mfg. Inc., 11016 S. La Cienega Blvd., Inglewood 90304 Tel 645-2281

Cadet Recs. Inc., 5810 S. Normandie Ave. Zip 90044 Tel 753-5121 Pres. Jules Bihari. Mgr. Don Macmillan. Branch: Park Ridge, N.J.

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Electrosound Group Inc., 9545 San Fernando Rd., Sun Valley 91352 Tel 464-0176 Pres. Richard H. Burkett. VP Sales. Phil Picone. West Coast Account Exec. Scott Ros. (Sales office only)

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Monarch Rec. Mfg. Co. (sub. of Electrosound Group Inc.), 9545 San Fernando Rd., Sun Valley 91352 Tel 464-0176 Pres. Nate Duroff, VP & Gen. Mgr. John Williams

Sales offices: Sun Valley (Los Angeles Metropolitan Area), Electrosound Group Inc., New York, N.Y., Electro-sound Group Inc. (SEE ADVERTISEMENT)

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: 18701 Laurel-park Rd., Compton 90220 Tel. 979-8545 Plant Mgr. Ray Glithero

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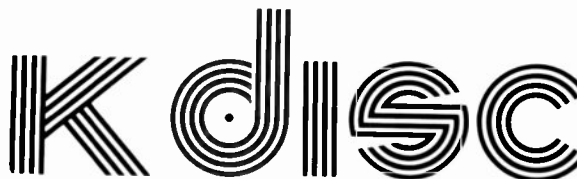
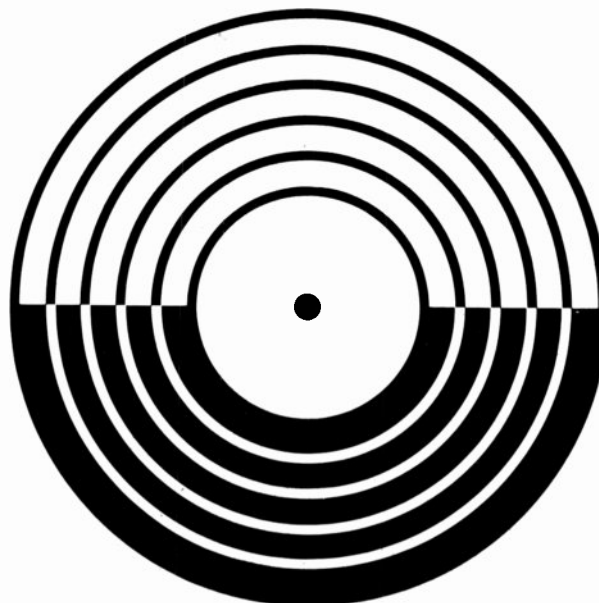
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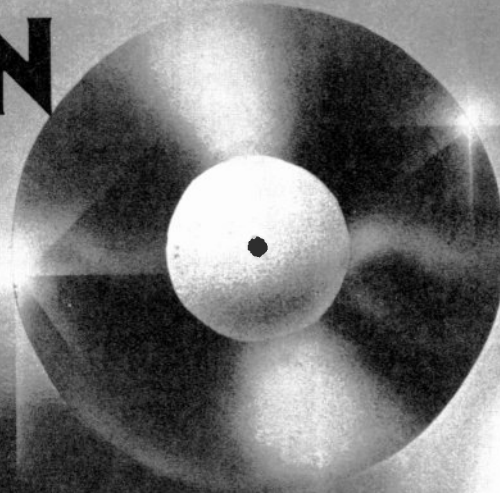
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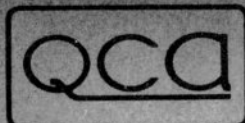
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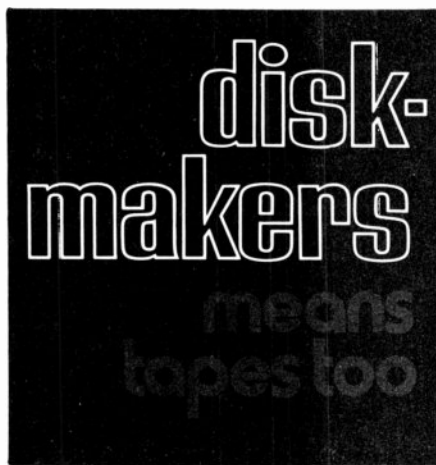
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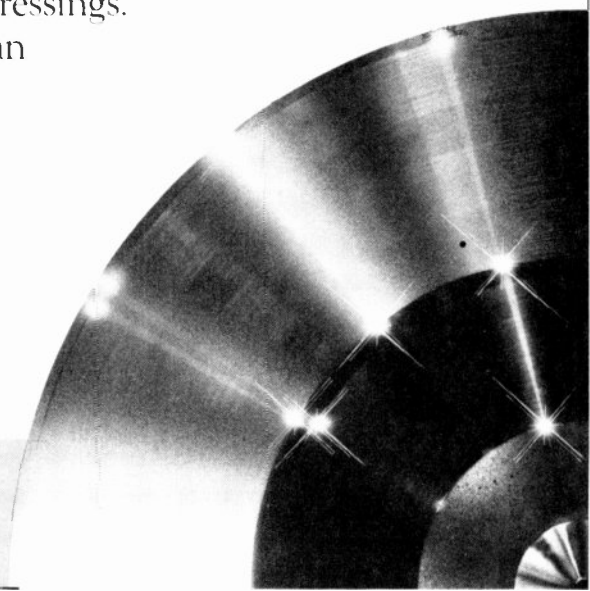
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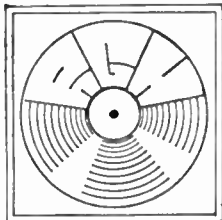
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Creative Minds Inc., 1560 N. La Brea, Suite M, Hollywood 90028. Pres. Arthur H. Benson; Sales Mgr. Howard Wormser; Adv. Mgr. David Morthashed.

Dejay "Gold" Rec. Plaque Co., 3010 W. Burbank Blvd., Burbank 91505 Tel (213) 845-0744, 849-5347 Owners Dave & Jackie Goldstein

Lu Fields Promos., 7033 Sunset Blvd., Suite 304, Hollywood 90028 Tel 469-7101 Owner Lu Fields

The Great American T-Shirt, PO Box 178, Woodland Hills, Calif 91364 Tel 849-7721 (Customized tee-shirts only)

Bruce Hinton, 6255 Sunset Blvd., Suite 1001, Hollywood 90028 Tel 462-6808

Holoubek West, 1302 Carmelita Ave Redondo Beach 90278. Tel 374-5441 (Iron-on heat transfers & Customized tee-shirts only)

Home office: Butler (Milwaukee Area), Wis Earl Horwitz, 731 W. Wilson, Glendale 91343 Tel 245-6464. Nat'l Rec. & Tape Sales & Mktg.)

Horseshoe Distis., 3713 Fanwood Ave., Long Beach 90808 Tel 429-1700 Contact Ann Harmon

Home office: South Bend, Ind The Image Factory, 7060 Hollywood Blvd., Hollywood 90028. Tel 462-2207 Customized tee-shirts only)

Image Mktg & Media, 1420 N. Beechwood Dr Zip 90028 Tel 464-8341 Co-Pres.: Leanne Meyers, Shelly Heber

Insta Graphic Systems, 810 E Washington Blvd, Zip 90021. Tel 747-9445 (Customized tee-shirts only)

George Jay & Assocs., 1608 Argyle, Hollywood 90028 Tel 462-6608 Owner George Jay

Wriston N. Jones, 7850 Fareholm Dr., Hollywood 90046 Tel 874-4031 Art Dir. Wriston N Jones

Kosh & Co., 1581 Crossroads of the World, Hollywood 90028. Tel 466-9755

Ray Lawrence Ltd., PO Box 1987, Studio City 91604 Tel 552-1000 Pres. & Sales Mgr. Ray Lawrence Adv. Mgr. Jeff Lawrence

M K Prod'ns Inc., 4419 Fulton Ave., Suite 18, Sherman Oaks 91423 Tel 789-4343 Exec Pres. Marc Krainer, Pres. Tom Cossie, Opns Mgr. Starr Arning

Mahoney/Wasserman & Assocs Inc., 9885 Charleville Blvd., Beverly Hills 90212 Tel 277-7901 Pres. Jim Mahoney

Branch: New York, N Y McMonigle Music Inc., 948 N. Ardmore, Hollywood 90029 Tel 664-7435. Pres. Leo McMonigle, Sales Mgr. Robert Shepherd, Adv. Mgr. Ken Ziegler

Musicearch, 9000 Cynthia St., Suite 205 Zip 90069, Tel 276-9724 VP Creative Servs. Topper Schroeder, Gen. Mgr. Robert Greenfield.

Provocative Promos., 1441 Seward St., Hollywood 90028 Tel 469-1109 Gen. Mgr. Michele Hart

Tony Richland Promo., 1680 N. Vine St., Hollywood 90028, Tel 467-2151 Pres. Tony Richland, VP Tom Richland, Sales Mgr. Jo-Jo Richland, Adv. Mgr. Lizzie Richland

Roach (div. of Perma-Trans Prods.), 8430 Tujunga Ave., Sun

Valley 91352 Tel 767-8300, WATS (800) 423-2611 (except Calif.) Custom Prods Div. Sales Mgr. Marvin Zweier (Customized tee-shirts & hats only)

Home office: Columbus, Ohio  
 Jon Roseman Prod'ns, 6218 W. Sixth St Zip 90048 Tel 934-4577

Pete Senoff Ent's., 808 Fourth St., Suite 307 Santa Monica 90403 Tel 393-0825

Solters & Roskin Inc., 9255 Sunset Blvd Zip 90069 Tel 275-5303

Home office: New York, N Y  
 Spider Web Prod'ns 276 N. Raymond Ave., Pasadena 91103 Tel 796-3077 Owner Gil Jones, Sales Mgr. Todd Anthony

Steinberg Lipsman & Assocs., 8961 Sunset Blvd Zip 90069 Tel 278-3838 Owner David Steinberg

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

Nick Therry Rec. Promo., 3008 Beiden Dr Zip 90068 Tel 469-2719 Pres. Nick Therry

Dottie Vance, 3706 Landa St Zip 90039 Tel 662-0353  
 West Coast Promos of America, 8010 Second St. Paramount 90723 Tel: 531-6000

The Whittemore Corp., 6430 Sunset Blvd., Suite 1121 Hollywood 90028 Tel 464-6111 Pres. Don Whittemore  
 Norman Winter/ Assocs. Publicity, 6255 Sunset Blvd., Suite 714, Hollywood 90028 Tel 462-7453 Pres. Norman Winter

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Augie Blume & Assocs., PO Box 190, San Anselmo 94960 Tel 457-0215 Pres. August G. Blume Sales Mgr. Nancy D. Blume, Adv. Mgr. Rosemary Leaver

Fred Fox Music Co., 15 S. Ontario, San Mateo 94401 Tel 343 7222 Gen. Mgr. F. H. Nesbitt Jr. Sales Mgr. D. A. Nesbitt

Cathy Furniss & Assocs., 680 Beach St., Suite 445 Zip 94109 Tel 885-2807 Pres. Cathy Furniss Sales Mgr. Ruth Maas, Adv. Mgr. Michel Lipman

Page One Prod'ns, 9 Central St Zip 94117 Tel 864-8386 Dir. Michael Lasky, Publicist Denton Banks

S. White, 2383 Union St., No. 4 Zip 94123 Tel 567-6935

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Video/Audio Artistry Corp. (Vidaac Ltd.), PO Box 4571, 1258 Bear Mountain Court, Zip: 80302. Tel: 499-2001. Contact: Steve Raydon.

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 Lion Rec'g Servs Inc., 1905 Fairview Ave. NE. Zip: 20002. Tel: 832-7883. Pres.: Hal Lion; Sales & Adv. Mgr.: Jim Fox.  
 Radio Free Jazz, 3212 Pennsylvania Ave. SE. Zip: 20020. Tel: 582-2000. Pres.: Joe Sab.

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Florida Independent Promos., PO Box 523790. Zip: 33152. Pres.: Joseph Stanzione.  
 Eddie Lambert, 985 NE 149 St., North Miami 33161. Tel: 947-8140.

**GEORGIA**

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C D E Promos, PO Box 41551, 3200 Stone Rd., Suite V-8. Zip: 30331. Tel: 344-2039. Pres.: Charles Edwards.  
 Duplex Rec. Dist. & Rec. Promos., PO Box 4003. Zip: 30303. Tel: 524-9174.  
 Wade Pepper Promos., 1195 Mount Paran Rd. NW. Zip: 30327. Tel: 233-5167. Pres.: Wade Pepper.  
 Pro-Talent Consultants, Bldg. M, Suite 1, 162 Cranfill Rd., Marietta 30060. Tel: 424-1684. Co-ord.: J. Richard Eckert.  
 The T-Shirtery Inc., 1200 Menlo Dr. NW. Zip: 30318. Tel: 351-9850; WATS (800) 241-1052. Pres.: Jay J. Cohen; Gen. Sales Mgr.: Paul I. Katz. (Customized tee-shirts only)

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Capricorn Sales, 4018 Buena Vista Rd. Zip: 31906. Tel: 563-5353. (Customized tee-shirts only)

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● **CHICAGO METROPOLITAN AREA (Area code 312)**

Ad-Vertising Unlimited, PO Box 8135. Zip: 60680. Tel: 787-8220. Pres.: R.C. Hillsman; Sales Mgr.: Frank Howard Jr.; Adv. Mgr.: Howard Pittman.  
 Bedno-Wright Assocs., 233 E. Erie. Zip: 60611. Tel: 664-6054. Pres.: Howard Bedno.

Corinne Carpenter Communications, 2840 N. Lake View. Zip: 60614. Pres.: Corinne Carpenter.  
 M. M. Cole Publ'g Co., 251 E. Grand Ave. Zip: 60611. Tel: 527-2160. Pres.: Shepherd Stern; Sales Mgr.: J.C. Cole; Adv. Mgr.: Mike Louis Stern.  
 Paul Gallis, 1801 Cree Lane, Mount Prospect 60056. Tel: 827-6414.  
 Tony Gideon Promos., PO Box 21413, 822 W. 71 St. Zip: 60621. Tel: 873-8774, 643-4117. Pres.: Tony Gideon.  
 Earl Glicker Promos. Ltd., 1770 Winthrop Rd., Highland Park 60035. Tel: 831-4467.  
 Cy Gold, 233 E. Erie. Zip: 60611. Tel: 664-6054.  
 Kiderian Recs. Prod'ns, 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Pres.: Raymond Peck; Gen. & Sales Mgr.: George Peck.  
 Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117.  
 National Radiophone, PO Box 121, Glencoe 60022. Tel: 432-0116. Pres.: David J. Dahl.  
 Planet Communications (div. of Clay Pigeon Int'l), PO Box 20346. Zip: 60620. Tel: 476-2553. Pres. & Gen. Mgr.: Vytutas Beleska; Sales mgr.: Rudy Markus; Special Projects Mgr.: D. Jaras.  
 Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Rex Bundy.  
 Star Title Strip Co. Inc., 1825 W. Chicago Ave. Zip: 60622. Tel: 829-0549.  
 Home office: Pittsburgh, Pa.  
 Trackdown Record Dist. & Record Promo Co., 542 S. Dearborn, Suite 1102. Zip: 60605. Tel: 939-9066. Pres.: T.J. Wocker; Adv. Mgr.: J.V. Seldon.  
 Williams Special Prods., PO Box 87124. Zip: 60680. Home office: Omaha, Neb.

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Ron Wheeler Ents., PO Box 1900, 4788 Connecticut Ave. Zip: 46409. Tel: 887-0924. Pres.: Ronald E. Wheeler.

● **INDIANAPOLIS (Area Code 317)**

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46220. Tel: 251-3918. Pres.: Robert Bowers. VP & Sales Mgr.: Charles H. Kaufman.

● **SOUTH BEND (Area Code 219)**

Horseshoe Prod'ns, 3510 Langley Dr. Zip: 46614. Tel: 291-3262. Contact: Ruth Brown.  
 Branches: Long Beach (Los Angeles Metropolitan Area), Calif.; Nashville, Tenn.

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● **CARLISLE (Area Code 515)**

Iowa Sound Promos. & Advertising (div. of Kajak Rec. Corp.), 155 First St. Zip: 50047. Tel: 989-0876. Pres.: Harold L. Luick.

● **DES MOINES AREA (Area Code 515)**

Tee-Shirts, Tee-Shirts, PO Box 235, West Des Moines 50265. Tel: 285-6564. Contact: Art Smart Stenstrom. (Customized tee-shirts only)

● **OTTUMWA (Area Code 515)**

Operation Music Ents., 233 W. Woodland Ave. Zip: 52501. Tel: 682-8283. Pres.: Nada C. Jones.

**KANSAS**

● **PARSONS (Area Code 316)**

Music Center, 2500 Grand Ave. Zip: 67357. Tel: 421-2782.

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● **LEXINGTON (Area Code 606)**

Joe Middleton, 2212 Clays Mill Rd. Zip: 40503. Tel: 278-4194.

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Buddy King, 914 S. College. Zip: 70503. Tel: 232-7839.

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 Ken Keene Int'l, PO Box 3763. Zip: 70117.  
 Home office: St. Louis, Mo.  
 New Orleans Rec. Survey, PO Box 15094. Zip: 70175. Tel: 949-8387. Pres.: E.K. Johnson; Sales Mgr.: Tad Jones; Adv. Mgr.: J. Robinson.  
 Sapphire Promos. Rec. Co., 2815 Octavia St. Zip: 70115. Tel: 866-3478. Pres.: Lou Welsh Jr.

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 Audio: Cassette, open reel, open reel quadrasonic  
 Fred Foxx Music Co. 15 S. Ontario San Mateo 94401 Tel 343-7222 Gen. Mgr. F.H. Nesbitt, Sales Mgr. D.A. Nesbitt  
 Audio: 8-tr. 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  
 Audio: Cassette  
 Highland Labs., 90 Tehama St. Zip 94105 Tel 986-5480  
 Video: 2" quad, 1" open reel, 3/4" 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  
 Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel  
 Television Assocs. Inc. 2410 Charleston Rd., Mountain View 94043 Tel 967-6040 Pres. Ed Carlstone (PKG)  
 Video: 2" quad, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta cassette

● **SAN JOSE (Area Code 408)**

Audiodyne Co. PO Box 825 Zip 95106 Tel 287-3520  
 Pres. Louis R. Charamonte  
 Audio: 8-tr., cassette, open reel, open reel quadrasonic

● **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 Ill. New York N.Y. Nashville Tenn.  
 Audio: 8-tr. 8-tr. quadrasonic, cassette, open reel

● **SUNNYVALE (Area Code 408)**

GRT 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. quadrasonic, cassette, open reel  
 Recortec Inc., 777 Palomar Ave. Zip 94086 Tel 735-8821 Pres. Dr. Lester H. Lee, Sales Mgr. William T. Yasueda Adv. Mgr. Ron R. Troxell  
 Audio: Cassette, open reel (SEE ADVERTISEMENT)

**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. quadrasonic, cassette, open reel, open reel quadrasonic  
 Aspen Ltd., 77 E. Floyd Ave., Englewood 80110 Tel 789-2239 Pres. Sid Laks Sales Mgr. Bill Bystrom, Adv. Mgrs. K. Davis, Hank Aller  
 Audio: 8-tr.  
 Audicom 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**

● **ANSONIA (Area Code 203)**

Reel to Reel Custom Servs. 98 Benz St. Zip 06401 Tel 735-5883 Bd. Chm. Martin G. Kugell  
 Audio: Open reel

● **DARIEN (Area Code 203)**

George Alexander Group Inc., 1063 Post Rd. Zip 06820 Tel 655-7791, NYC (212) 886-5600 Pres. Kev. Develjan, Admin. Ass't. Valeria Baker (PKG—audio only)

● **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 Viaduct 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. Augustus D. Hampson, Sales Dir. John W. 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. quadrasonic, cassette, open reel, open reel quadrasonic  
 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 (Area Code 305)**

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  
 Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel

● **JACKSONVILLE (Area Code 904)**

Eagle Music Co., 3230 Evergreen Zip 32206 Tel 356-1536 Pres. Glen Copeland, Sales Mgr. Helen Carroll (PKG)  
 Audio: 8-tr.

● **MIAMI METROPOLITAN AREA (Area Code 305)**

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015 Tel 558-9211 Pres. Carlos Garcia (PKG)  
 Audio: 8-tr. 8-tr. quadrasonic, 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. quadrasonic, cassette  
 Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah 33014 Tel 822-7585 Pres. John R. Urgell, Sales Mgr. Alberto Mestre, Adv. Mgr. Alberto Sueras (PKG)  
 Audio: 8-tr. 8-tr. quadrasonic, cassette, open reel  
 Video City (div. of Record Dists. of America), 12100 NE 16 Ave., North Miami 33161 Tel 895-6400  
 Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel  
 Video Music Corp., 770 W. 27 St., Hialeah 33010 Tel 885-9156 Gen. Mgr. Angel Tamargo  
 Audio: 8-tr., 8-tr. quadrasonic, cassette

● **ORLANDO AREA (Area Code 305)**

Ampex 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. quadrasonic, cassette, open reel, open reel quadrasonic  
 Christian 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. Marilyn Kubik (PKG)  
 Audio: Cassette  
 Magnetix Corp., 770 W. Bay St., Winter Garden 32787 Tel 656-4494 Pres. John Lory (PKG)  
 Audio: 8-tr., cassette, open reel

**GEORGIA**

● **ATLANTA (Area Code 404)**

Ampex Corp., Magnetic Tape Div., 3135 Chestnut 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. quadrasonic, cassette, open reel, open reel quadrasonic  
 Cartridge Control Corp., 2091 Faulkner Rd. NE Zip 30324 Tel 633-4577 Gen. Mgr. Bill Evans  
 Audio: 8-tr., cassette  
 Doppler Studios Inc., 1922 Piedmont Circle NE Zip 30324 Tel 873-6941 Pres. Pete Caldwell, Chief Eng. Don Wagner  
 Audio: 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)  
 Audio: Cassette, open reel

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## 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 & Bay Area) Calif  
Audio: 8-tr 8-tr quadrasonic cassette open reel open reel quadrasonic

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 Stream 60187 Tel 668 6682 Gen Mgr Doug Lazzara (PKG)  
Audio Cassette open reel

Bell & Howell Video Div 2411 Howard St Evanston 60202 Tel 869 9393 Mktg Mgr William Hickey (PKG)  
Video: 2" quad 1" open reel 4" cassette 1/2" EIAJ open reel

Boulevard Rec'g Studios Inc 609 N La Salle St Zip 60610 Tel 944 2752 Pres Hal Katchuck  
Audio Cassette open reel

Chicago Stereo Mastering 626 W 26 St Zip 60616 Tel 376-3400 (Mastering only)  
Audio: 8-tr

Columbia Rec Prods 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 quadrasonic cassette open reel

International Audio Inc 2934 Malmo Dr Arlington Heights 60005 Tel 956 6030 Pres Dick Malley Exec VP & Adv Mgr John Kozan Sales Mgr Bill Brin (PKG)  
Audio: 8-tr 8-tr quadrasonic cassette open reel

International Rec'g Co 1849 W Evergreen Ave Zip 60622 Tel 227 2000 Pres Leonard March  
Audio Cassette open reel

MBS Rec'g Studio 228 S Wabash Zip 60604 Tel 939 0866 Gen Mgr Fred Robbins  
Audio: 8-tr cassette open reel

Media Int'l Inc 425 N Michigan Zip 60611 Tel 467 5430 Pres Duane Lundeen Local branch 100 E Ohio

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 1/2" cassette 1/2" EIAJ open reel 1/2" EIAJ cartridge

Rambow Bndg 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 Kukoffa (PKG)  
Audio: Cassette

Studio West 1018 Busse Hwy Park Ridge 60068 Tel 696 0675 Pres Sam Genovese Gen Mgr Dennis Cline Audio Sales Mgr Len Fogarty Local branch: Higgins Hrgner Genovese 251 E Grand Ave Zip 60011 Tel 644 1882  
Branch: Rox hester N.Y.  
Audio: Cassette

T D K Electronics Corp 2906 W Peterson Ave Zip 60645 Tel 973 1222 (PKG)  
Home office: Garden City N.Y.  
Audio: 8-tr 8-tr quadrasonic cassette open reel open reel quadrasonic  
Video: 1/2" cassette 1/2" 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)  
Audio: 8-tr cassette open reel open reel quadrasonic

Universal 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 Hollenkamp (PKG)  
Audio: Cassette open reel

Vinyl Weld Inc 1900 S Western Ave Zip 60608 Tel 243 0606 (PKG)

## ● JACKSONVILLE (Area Code 217)

Capitol Inds 1 Capitol Way Zip 62650 Tel 245 9631  
Audio: 8-tr 8-tr quadrasonic

## ● KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp PO Box 548 Zip 60901 Tel 933 7735 Pres Spencer Burnard Sales Mgr Ron Jones Adv Mgr David Anderson  
Audio: Cassette open reel

## ● PEORIA (Area Code 309)

Recorded Sound Research 1506 W Barker Zip 61606 Tel 674 2008 Pres Paul T Jackson  
Audio: 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 reel  
Video: 1" open reel 1/2" cassette 1/2" EIAJ open reel 1/2" EIAJ cartridge

## INDIANA

## ● GOSHEN (Area Code 219)

Precision Audio Inc 16722 County Rd 40 Zip 46526 Tel 642-3852 Pres Sanford Swartzendruber (PKG)  
Audio: 8-tr cassette open reel

## ● INDIANAPOLIS (Area Code 317)

Commercial Features Inc 3650 N Washington Blvd Zip 46205 Tel 926 5570  
Audio: Cassette open reel

R C A Rec Mfg 501 N La Salle Zip 46201 Tel 635 9000 Div VP Ernest Ruggieri Plant: 6550 E 30 St Zip 46219 Tel 635-9000  
Home office: New York N.Y.  
Audio: 8-tr 8-tr quadrasonic cassette

Rutgers 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-tr cassette open reel open reel quadrasonic

## ● 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

P R C Rec'g Co (div of Richmond Rec'g Corp) 1600 Richmond Rd Zip 47374 Tel 962 9511 Plant Mgr Greg Soper (PKG)  
Home office: New York N.Y.  
Audio: 8-tr cassette

## ● TERRE HAUTE (Area Code 812)

Columbia Rec Prods 1400 Fruitridge Ave Zip 47805 Tel 466 4321  
Sales offices: Hollywood (Los Angeles Metropolitan Area) Calif Chicago Ill New York N.Y. Nashville Tenn  
Audio: 8-tr 8-tr quadrasonic cassette open reel

## IOWA

## ● CARLISLE (Area Code 515)

Kajac Rec Corp 155 First St Zip 50047 Tel 989-0876 Pres Harold L Luck  
Audio: 8-tr 8-tr quadrasonic cassette

## ● COUNCIL BLUFFS (Area Code 712)

Liberty UA Tape Duplg Inc 2101 S 35 St Zip 51501 Tel 328 8060  
Audio: 8-tr 8-tr quadrasonic 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 McKeever  
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 Herbert (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  
Audio: 8-tr 8-tr quadrasonic cassette open reel open reel quadrasonic

## ● WICHITA (Area Code 316)

High Fidelity Rec'g Inc 1059 Porter Zip 67203 Tel 262-6456 Pres James Stratton (PKG)  
Audio: 8-tr 8-tr quadrasonic cassette open reel

## 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 Prods 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 quadrasonic cassette open reel open reel quadrasonic

## MARYLAND

## ● BETHESDA (Area Code 301)

Ampex Corp Magnetic Tape Div 10215 Fernwood Rd Zip 20034 Tel 530-8800 District Mgr Max McCollough (Sales office only) (PKG)  
Home office: Redwood City (San Francisco & Bay Area) Calif  
Audio: 8-tr 8-tr quadrasonic cassette open reel open reel quadrasonic

## ● 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)

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 quadrasonic cassette open reel open reel quadrasonic

Continental Rec'g Servs 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) (SEE ADVERTISEMENT)

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)  
Audio: 8-tr cassette open reel  
Video: 1" open reel 1" cartridge 1/4" cassette

Music Designers Inc 1126 Boylston St Zip 02215 Tel 262-3546 Pres Jeff Gilman Studio Mgr Fred Berk  
Audio: Open reel

Rik 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 Martin 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 Warren 48091 Tel 539-2900 Pres Frank Day VP Paul M Hayes (PKG)  
Branches: North Hollywood (Los Angeles Metropolitan Area) Calif Demarest N.J.  
Audio: 8-tr 8-tr quadrasonic cassette open reel

Artie Fields Prod ns 9430 Woodward Ave Zip 48202 Tel 873-8900 (PKG)  
Audio: Open reel

General Television Network 13225 Capital Ave Oak Park 48237 Tel 548-2500 Pres R Randolph Hippler (PKG)  
Video: 2" quad 1" open reel 1" cartridge 1/4" cassette 1/2" EIAJ open reel 1/2" EIAJ 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 quadrasonic cassette open reel  
Video: 1" open reel 1" cartridge 1/4" cassette 1/2" 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 Dallas  
Audio: Cassette open reel

Tape-Tronics Inc 750 E Mandoline Madison Heights 48073 Tel 588-8281  
Audio: 8-tr cassette

## ● MOUNT CLEMENS (Area Code 313)

Bazzy Electronics Corp 39 N Rose Zip 48043 Tel 463-



Olesen (Sales office only)  
**Plants:** Santa Maria Calif Terre Haute, Ind Pitman N J  
**Audio:** 8-tr 8-tr quadrasonic cassette open reel  
 Cue Rec'gs 1156 Ave of the Americas Zip 10036 Tel 757 3641 Pres Mel Kaiser  
**Audio:** Cassette open reel  
**Video:** ¼" cassette  
 Delta Rec'g Corp 16 W 46 St Zip 10036 Tel 840 1350 Pres Bernard Zimney  
**Audio:** 8-tr 8-tr quadrasonic cassette open reel  
 Direct Rec'gs Inc 18 E 50 St Zip 10022 Tel 759-7979 Pres & Sales Mgr Norman Levin (PKG)  
**Audio:** Cassette open reel  
 Disc Communications Ltd 743 Fifth Ave Zip 10022 Tel 371 0390 Pres Charles E Blake Art Dir Susan Murphy (PKG)  
**Audio:** 8-tr 8-tr quadrasonic open reel  
 E M C Corp 52 Vanderbilt Ave Zip 10017 Tel 661-3850 Mgr Al Santoro (Sales office only) (PKG)  
**Home office:** St Paul (Minneapolis St Paul Area), Minn  
**Audio:** Cassette, open reel  
 F R 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 quadrasonic cassette, open reel  
 F U E Screen Gems 222 E 44 St Zip 10019 Tel 867-4030 Gen Mgr George Cooney  
**Video:** 2" quad ¼" cassette  
 Intercontinental Televideo Corp, 10 W 66 St Zip 10023 Tel 595 9454 VP Nigel Toovey  
**Video:** ¾" cassette ½" Beta & VHS cassette  
 Marvell Packaging Co 230 W 17 St Zip 10011 Tel 929 8435 (PKG)  
 Musiques Corp 1156 Ave of the Americas Zip 10036 Tel 757 3641 Pres Bruce Kaiser, Gen Mgr Dons Kaufman  
**Audio:** Cassette open reel  
 National Rec'g Studios Inc & National Video Center 730 Fifth Ave Zip 10019 Tel 757 6440 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-tr 8-tr quadrasonic, cassette open reel, open reel quadrasonic  
**Video:** 2" quad, 1" open reel, 1" cartridge, ¼" cassette ½" EIAJ open reel  
 National Video Center, see National Rec'g Studio  
 P R 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:** Compton (Los Angeles Metropolitan Area) Calif Richmond, Ind  
**Audio:** 8-tr 8-tr quadrasonic cassette  
 Professional Video Servs 145 E 52 St Zip 10022 Tel 759 2515 Pres Richard Namn  
**Video:** 2" quad, ¾" cassette, ½" cartridge, ½" EIAJ open reel European TV standards conversion  
 Queens Lithographing Corp 52 35 Barnett Ave, Long Island City 11104 Tel 457-7700 Pres Jack L Hecht VP Leonard Verebay (PKG—audio & video)  
**Branch:** Hollywood (Los Angeles Metropolitan Area) Calif  
**Plant:** Indianapolis Ind Rutgers Packaging Corp  
 R C 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 quadrasonic cassette open reel open reel quadrasonic  
 R J C Sales Corp PO Box 194 Ryder Sta Brooklyn 11234 Tel 968 9660 Pres Richard Chernow, Sales Mgr Jay Chernow (PKG)  
**Audio:** 8-tr cassette  
 R J P I (Record & Jacket Prod'ns Inc.) PO Box 619 Zip 10023 Tel 580-2875  
 Recorded Publ'ns Labs (div of Recorded Publ'ns Mfg 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, quadrasonic, cassette, open reel open reel quadrasonic special cartridges for background music & audio/visual  
 Regent Sound Studios Inc 25 W 56 St Zip 10019 Tel 245 2630 Pres Robert Liftin (PKG)  
**Audio:** Cassette open reel open reel quadrasonic  
**Video:** ¼" cassette  
 Reliance Audio Visual Corp 550 W 43 St Zip 10036 Tel 736-0700 Pres S Sanford Schilt, Exec Ass't Carol Lynn  
**Audio:** 8-tr 8-tr quadrasonic, cassette open reel  
**Video:** 1" open reel ¼" cassette ½" EIAJ open reel  
 Rombex Prod'ns Corp, 245 W 55 St Zip 10019 Tel 757-3681 Pres Richard Marcus Mktg Dir Joel Willis  
**Video:** 2" quad, 1" open reel ¾" cassette, ½" EIAJ open reel ½" EIAJ cartridge  
 Sadler Rec'g 120 W 44 St Zip 10036 Tel 575 0295 Pres John Sadler  
**Audio:** Cassette open reel  
 ServSound Inc 37 W 57 St Zip 10019 Tel 753-9888 Pres Nathan Levy (PKG)  
**Audio:** Cassette open reel, open reel quadrasonic  
 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 (PKG—audio only)  
**Branch:** Los Angeles Calif  
 T.V.R Inc, 556 W 54 St Zip 10010 Tel 541-4030 Pres Giovanna Barrington Opns Mgr James C Mahoney  
**Audio:** 2" quad ¾" cassette ½" open reel  
 Video Corp of America 231 E 55 St Zip 10022 Tel 355-1600 Pres Alfred Markim (PKG)  
**Branch:** Leonia, N J S T Videocassette Dupl'g Corp  
**Video:** ¼" cassette, ½" Beta & VHS cassette, ½" EIAJ open reel, ½" EIAJ cartridge  
 Visual Information Systems, 15 Columbus Circle Zip

10023 Tel 541-8080  
**Video:** All formats  
 Windsor Total Video, 565 Fifth Ave Zip 10017 Tel 725-8080 Pres B B Goodman, Sales Mgr R J Henderson (PKG)  
**Video:** 2" quad 1" open reel ¼" cassette ½" Beta & VHS cassette, ½" EIAJ open reel, ½" EIAJ cartridge

● **NORTH BELLMORE (Area Code 516)**  
 Telephone Dynamics Corp., 2473-A Jerusalem Ave Zip 11710 Tel 221-9470, Pres Leonard Young  
**Audio:** Cassette

● **PITTSFORD (Area Code 716)**  
 Ampex 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 quadrasonic, cassette open reel, open reel quadrasonic

● **PLAINVIEW (Area Code 516)**  
 Jelmann Ent's Inc., 46 Werman Court Zip 11803 Tel 822-7277 Pres Allan Frost (PKG)

● **PORT CHESTER (Area Code 914)**  
 Associated Audio Servs Inc, 14-16 Willett Ave Zip 10573 Tel 837 5129 (PKG)  
**Audio:** 8-tr cassette, open reel

● **ROCHESTER (Area Code 716)**  
 Visual Horizons, 208 Westfall Rd Zip 14623 Tel (716) 442 3600  
**Home office:** Park Ridge (Chicago Metropolitan Area) Ill. Studio West Inc  
**Audio:** Cassette

● **ROCKVILLE CENTRE (Area Code 516)**  
 Pratt Spector Corp., 46 Merrick Rd Zip 11570 Tel 764-5061, NYC (212) 227-0008 Pres Stanley Gilman Tape Sales Mgr Howard Stallion, Adv Mgr Andrew Barr (PKG)

● **RYE (Area Code 914)**  
 Cine Magnetics Audio Nursery Ln Zip 10580 Tel 698-3434, NYC (212) 542-0700 (Plant only)  
**Home office:** Mamaroneck, N.Y., Cine Magnetics Film Lab  
**Audio:** 8-tr cassette open reel  
 Preferred Sounds (div of PSI Inds Inc.), Nursery Ln Zip 10580 Tel 967-7701 Pres Sal Nastro VP Opns & Adm'n Dave Goldstein, Adv Mgr Bill Hughes (PKG)  
**Audio:** 8-tr, 8-tr quadrasonic, cassette open reel

● **STONY POINT (Area Code 914)**  
 Gabriel Mfg Co Inc 125 S Liberty Dr Zip 10980 Tel 942-0100 Pres Edmond Gabriel, Sales Mgr Vin Tullio Adv Mgr William 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 Tuckahoe Rd Zip 10710 Tel 423-4400 Pres Stanley Rosenberg, Sales Mgr W Curtis Sanders (PKG)  
**Audio:** 2" quad, 1" open reel 1" cartridge, ¼" cassette, ½" EIAJ open reel, ½" EIAJ cartridge

**NORTH CAROLINA**

● **CANTON (Area Code 704)**  
 Recording Servs of West North Carolina, 10 Penland St Zip 28716 Tel 648-6012 Owner J Ted Evans Jr  
**Audio:** 8-tr, cassette

● **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)**  
 Audicroft Rec'g Co., 915 W Eighth St Zip 45203 Tel 241-4304 Pres Earl T Herzog Jr (PKG)  
**Audio:** 8-tr, cassette, open reel  
**Audio:** 1" open reel, ¾" cassette, ½" Beta & 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  
 Q 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 Nowak, Sales Mgr Stuart Scott, Adv Mgr Alan M Peabody (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 (PKG)  
**Audio:** 8-tr 8-tr quadrasonic, cassette, open reel.  
 N N R (Nashville 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  
 Musi-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 (PKG)  
**Audio:** 8-tr, 8-tr quadrasonic, cassette

● **YOUNGSTOWN (Area Code 186)**

United Audio Rec'g Studio, 5947 Stillson Pl Zip 44512 Tel 758-5463 Pres. Bill Warner  
**Audio:** 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic.

**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 T Studios (International Teaching Tapes), 4235 S Memorial Dr Zip 74145 Tel 663-7700 Pres Meridith 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 quadrasonic  
**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 only)  
**Video:** 2" broadcast

● **NEW PROVIDENCE (Area Code 717)**

The King's Place Inc., PO Box 148 Zip 17560 Tel 284-4165 Pres John O Yoder  
**Audio:** 8-tr, cassette

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

AudioVisual Communications Inc., PO Box 85, Radnor 19087 Tel 272-8500 Pres J L C Ulrich Jr., Sales Mgr John W Ballantyne (PKG)  
**Audio:** Cassette open reel  
 Diskmakers Inc., 925 N Third St Zip 19123 Tel 627-2277 Pres Morris Ballen; VP Larry Ballen.  
**Audio:** 8-tr, cassette (SEE ADVERTISEMENT)  
 MarketDyne Int'l., 1600 Arch St Zip 19101 Tel 241-2935 (PKG)  
**Video:** 1" open reel ¾" cassette, 4" EIAJ open reel, ½" EIAJ cartridge

● **PITTSBURGH (Area Code 412)**

Audio 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



# SUPPLIES

For The U.S. Music-Record-Tape Industry

## CARTRIDGE & CASSETTE PARTS MANUFACTURERS

Alnabal (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 AH Hausman, Sales Mgr RA 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 Piedmontal 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  
 Athena Inds Inc., 90 Brighton Rd Clifton N.J 07012 Tel (201) 471-8044 Pres. Sales, & Adv Mgr Charles Beres Jr  
**Audio:** All cassette parts (SEE ADVERTISEMENT)  
 Audio Accessories Co. 38W515 Deerpath Rd Batavia Ill 60510 Tel (312) 879-5998 Sales Mgr John S Maloney  
**Audio:** Cassette plastic hub locks  
 Audio Inds Inc., Broad & Linden Aves Ridgefield, N.J 07657 Tel (201) 945-4545 Pres M Donalds VP M Thaler  
**Audio:** 8-tr & cassette parts (SEE ADVERTISEMENT)  
 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.J., PO Box 176 Zip 07656 Tel (201) 391-3676 VP Sales Robert K Herrington  
**Audio:** 8-tr (SEE ADVERTISEMENT)  
 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 Oscar Arslanian, Int'l Sales Mgr Bud Jackson  
**Sales offices:** Niles, Ill., 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 Pres Edwin Gamson, VP Mktg Ray Allen, Adv Mgr Hal Wilde  
**Audio:** 8-tr & cassette parts  
 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) 423-2636 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 (SEE ADVERTISEMENT)  
 Dixon Inds. Corp (a Bundy Co.), 386 Metacorn Ave., Bristol, R.I 02809 Tel (401) 253-2000 Telex 92-7706 Pres Bert Katzanek, Sales Mgr John F McCurdy Jr  
**Audio:** Cassette shims, acetal post rollers, cartridge top rings & teflon thrust washers  
**Video:** ¾" cassette tabs, guides & teflon 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 & windows (SEE ADVERTISEMENT)  
 Chet Dunn Assocs Mfg Rep. 20 Locke Rd Billerica Mass 01821 Tel (617) 663-2000 Pres Chet Dunn

**Audio:** Staking rods, leader locks (SEE ADVERTISEMENT)  
 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:** 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  
**Audio:** 8-tr & cassette parts (SEE ADVERTISEMENT)  
 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:** Hubs, pins, rollers shells  
 Hi-Flex Corp., 289 Huyler St South Hackensack, N.J 07606 Tel (201) 487-3027 Plant Mgr Jeff St Thomas  
**Audio:** Cassette shims & pressure pads  
 Horian 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  
 I P S Inc., 107 Bridge Rd., Hauppauge, N.Y 11787 Tel (516) 234-3322  
**Audio:** Cassette shells  
 Imco Inc., PO Box 444, Huntington, Ind 46750 Tel (219) 356-4810 Pres John J Abbott VP Sales & Mktg W P Kelley  
**Audio:** Elastomeric pinch rollers  
 Intermagnetics Corp., 1311 Colorado Ave., Santa Monica Calif 90404 Tel (213) 393-9281 Pres Irving Katz, VP Sales George Johnson, VP Communications Bruce Weber, VP Int'l Sales Terry Wpherlock  
**Audio:** All 8-tr & cassette parts  
 Jelfmarn Entis Inc., 46 Werman Court, Plainview N.Y 11803 Tel (516) 822-7277 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  
**Audio:** Cassette hubs, shells rollers tab inserts (SEE ADVERTISEMENT)  
 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  
**Audio:** 8-tr parts (SEE ADVERTISEMENT)  
 Mastro Inds Inc., 3040 Webster Ave. Bronx, N.Y 10467 Tel (212) 547-5600 Pres Mario Maccaferri, VP Nicholas Perazzo  
**Audio:** Cassette guide rollers, keyhole hubs (SEE ADVERTISEMENT)  
 Minnesota Rubber Co. 3630 Wooddale Ave S Minneapolis, Minn 55416 Tel (612) 927-1400  
**Audio:** 8-tr pinch & drive rollers  
 Overland 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 & shields (SEE ADVERTISEMENT)  
 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  
**Audio:** 8-tr pinch rollers  
 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:** Cassette hubs pins, pressure pads rollers, shells, shields (SEE ADVERTISEMENTS)  
 Specialty Composites Corp., Delaware Ind'l Park, Newark, Del 19713 Tel (303) 738-6800 Sales Mgr R Prybuck, Adv Mgr J 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 steel pins tabs (SEE ADVERTISEMENT)  
 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  
**Audio:** Pinch rollers & pressure pads (SEE ADVERTISEMENT)  
 Unique 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  
 Universal 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, teflon, graphite & polyester shield gaskets & liners & stainless steel pins  
**Video:** 1" open reel, ¾" cassette ½" EIAJ open reel & ¼" open reel parts.

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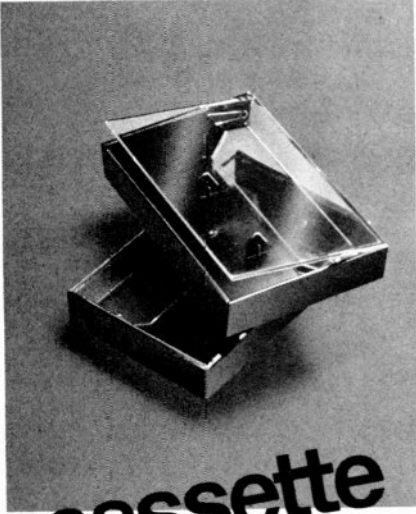
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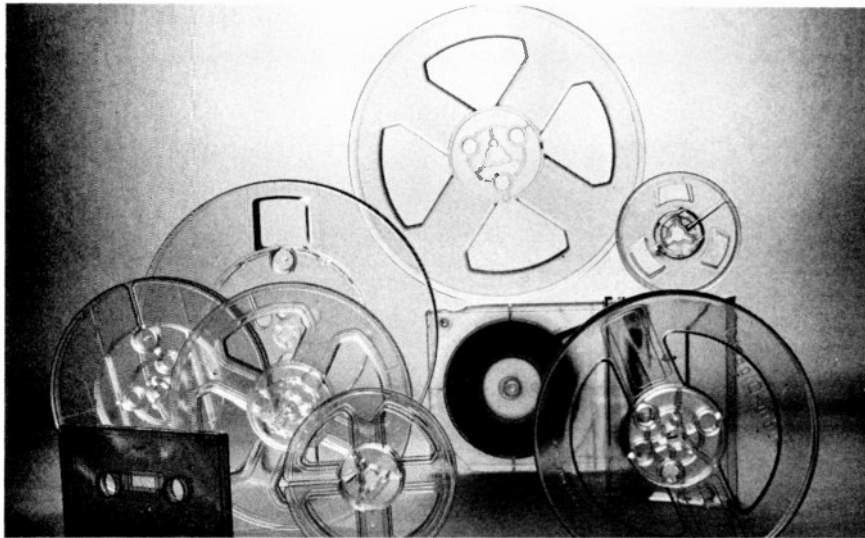
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Webtek Corp., 4326 W Pico Blvd., Los Angeles, Calif. 90019 Tel. (213) 937-3511 Pres. Joseph Klein; VP. John A. Pace, Sales Mgr. Ken George  
Branch: Northfield, Ill., 778 Frontage Rd., Suite 107. Zip 60093. Tel. (312) 446-6046  
Audio: Cassette liners

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Video: 1/4" cassette, 1/2" EIAJ open reel.  
A/V Paragon, see Universal Tape.  
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., cassette, metal & plastic reels.  
Ampro Prod'n Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel. (212) 243-7726. Cable: TAPEXRON. Telex: 425233. Pres.: Manuel Kopelman, Exec. VP Mktg.: Susanne Tarter; VP: Arthur Lipton.  
Audio: 8-tr., cassette.  
Athenia Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel. (201) 471-8044. Pres., Sales & Adv. Mgr. Charles Beres Jr.

Audio: Cassette, & sub-assemblies of cassette parts (SEE ADVERTISEMENT)  
Audio Inds. Inc., Broad & Linden Aves., Ridgely, N.J. 07657. Tel. (201) 945-4545. Pres.: M. Donalds; VP: M. Thaler.  
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)  
Audiomatic 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: 8-tr., cassette. (SEE ADVERTISEMENT)  
Burlington Audio Tapes Inc., 106 S. Long Beach Rd., Rockville Centre, N.Y. 11570. Tel. (516) 764-3792. Pres.: Ruth Schwartz.  
Audio: Reels.  
Brand name: Olympic.  
Cadet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel. (213) 753-5121. 753-5121. Pres.: Jules Bihari; Mgr.: Don Macmillan.  
Branch: Park Ridge, N.J., PO Box 176. Zip 07656. Tel. (201) 391-3676. Sales: Sales: Robert K. Herrington.  
Audio: 8-tr. (SEE ADVERTISEMENT)  
Carter Corp., 1916 11 St., Rockford, Ill. 61110. Tel. (815) 397-3200. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Adv. Mgr.: Donald Clark.  
Audio: Reels.  
Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel. (914) 968-1605.  
Audio: Screw-type cassettes.  
Certron 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.  
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.: Cliff Tant.  
Audio: 8-tr. (SEE ADVERTISEMENT)  
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-tr., cassette.  
Dak Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel. (213) 984-1559; WATS (800) 423-2636. Pres.: Drew Alan Kaplan.  
Audio: Cassette, open reel.  
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: 1/4" cassette. (SEE ADVERTISEMENT)  
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 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: Cassette.  
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. (SEE ADVERTISEMENT)  
Fidelipac, 109 Ganther Dr., Mount Laurel, N.J. 08057. Tel. (609) 235-3511. Gen. Mgr.: Dan McCloskey; Sales & Mktg. Mgr.: Arthur Constantine.  
Audio: NAB cartridges (A, B & C sizes).  
Brand names: Fidelipac, Master Cart.  
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: Cassette.  
Intermagnetics Corp., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel. (213) 393-9281. Pres.: Irving Katz; VP Sales: George Johnson; VP Communications: Bruce Weber; VP Int'l Sales: Terry Wherlock.  
Audio: 8-tr., cassette.  
Ray Jacobs Audio Inc., 1419 Santa Fe Ave., Long Beach, Calif. 90813. Tel. (213) 437-0681. Pres.: Ray Jacobs; Sales Mgr.: Frank Vorhess; Adv. Mgr.: Bob Lightle.  
Audio: 8-tr.  
Brand name: RJA.  
Jefmarn Ent's. Inc., 46 Werman Court, Plainview, N.Y. 11803. Tel. (516) 822-7277. Pres.: Allan 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 Mokhtarian.  
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: Indianapolis, Ind., Box 507, Rt. 2. Zip: 46231. Tel. (317) 839-6673. Mgr.: Scott Bartlett.  
Audio: Cassette. (SEE ADVERTISEMENT)  
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.  
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)  
M I P, see Molded Ind'l Plastics.  
M J S, see Sounds Unique.  
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Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel. (201) 694-3502. Pres.: Thomas J. Hof-



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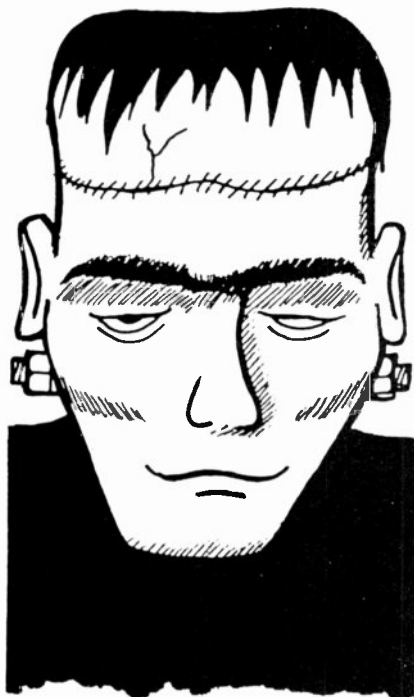


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Magnetic Media Corp., 500 Eastern Pkwy, Farmingdale, N.Y. 11735 Tel (516) 293-1010 Pres Aaron Wasersstrom, Gen. Sales Mgr Douglas Scott  
**Int'l branch:** Korea, IPO Box 5006, Seoul  
**Audio:** Cassette.

Mann Endless Cassette Inds Corp., PO Box 1347 San Francisco, Calif 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. 10457 Tel (212) 547-5600 Pres Mario Maccaferri, VP Nicholas Perazzo  
**Audio:** 8-tr, cassette  
**Brand name:** Marmac (SEE ADVERTISEMENT)

Meister Mfg. Co., 9126 Firestone Blvd., Downey, Calif 90241 Tel (213) 861-3198  
**Audio:** 7", 8½", 10½" aluminum reels

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens Fla 33015 Tel (305) 558-9211 Pres Carlos Garcia  
**Audio:** 8-tr, cassette

Molded Ind I Plastics Inc., Platt Rd., Shelton, Conn 06436 Tel (203) 929-3311/7674. Pres Mort Saffron  
**Audio & Video:** Open reels  
**Brand name:** MIP

Olympic, see Burlington

P R C Rec g Co (div of Richmond Rec g Corp.), 75 Rockefeller Plaza, New York, N.Y. 10019 Tel (212) 439-6133. Pres Hugh T Landy, VP Sales David Grant  
**Branch:** Hollywood, Calif., 8285 W Sunset Blvd., Suite 5 Zip 90046 Tel (213) 654-5602 VP Sales Richard Ware  
**Plants:** Compton, Calif., 187000 Laurelpark Rd Zip 90220 Tel (213) 979-8545 Plant Mgr Ray Glithero  
Richmond, Ind., 1600 Rich Rd. Zip 47374 Tel (317) 962-9511. Plant Mgr Greg Speer  
**Audio:** Cassette.

Plastic Reel Corp of America, 640 S Commercial Ave., Carlstadt, N.J. 07072 Tel (201) 933-9125 Pres Robert A. Miller, Sales Mgr Pat Baccarella  
**Audio:** 2½", 7" reels, hubs  
**Video:** Open reel for ½", 1" & 2" tape  
**Brand name:** Plio-Magic

Plio-Magic, see Plastic Reel

Polyline Corp., 1233 Rand Rd., Des Plaines, Ill 60016 Tel (312) 298-5300 Pres John Kaiser Sales Mgr Mike Schlobohm  
**Audio:** Plastic reels

R J A, see Ray Jacobs Audio

Raynor Sales Co. Inc., 2698 W Pico Blvd., Los Angeles, Calif. 90006 Tel (213) 737-3737 Pres Ray Abrams  
**Audio:** 8-tr

Recording Supply Co. (div of Polyline Corp.), 1233 Rand Rd., Des Plaines, Ill 60016 Tel (312) 297-0955 Pres. John Kaiser; Sales Mgr Ray Kaiser  
**Audio & video:** Reels

Royal Sound Co. Inc., 248 Buffalo Ave. Freeport, N.Y. 11520 Tel (516) 868-2880 Pres Mervin A Dayan  
**Audio:** 8-tr, cassette

Scotch, see 3M

Seca, see Dalsung

Sentry Inds Inc., 221 N Macquesten Pkwy., Mount Vernon, N.Y. 10550. Tel (914) 664-2909 Pres Harold Rosen, Sales & Adv. Mgr Barry Rosen  
**Audio:** 8-tr., cassette, open reel (SEE ADVERTISEMENT)

Shape, 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  
**Audio:** 8-tr., cassette (SEE ADVERTISEMENT)

Solla, see Dalsung

Sounds Unique, 2514 Seaboard Ave., San Jose, Calif 95131 Tel (408) 262-8793 Owner Michael Steiner  
**Audio:** 8-tr., cassette, reels.  
**Brand name:** MJS

Studio Magnetics Co. Inc., 83 Carlough Rd., Bohemia, N.Y. 11716. Tel (516) 589-4300 Pres George Clahane, VP Craig M Balaban  
**Audio:** Screw-type cassette

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 Berger.  
**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  
**Video:** Reels for ½" tape, ¼" cassette (SEE ADVERTISEMENT)

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

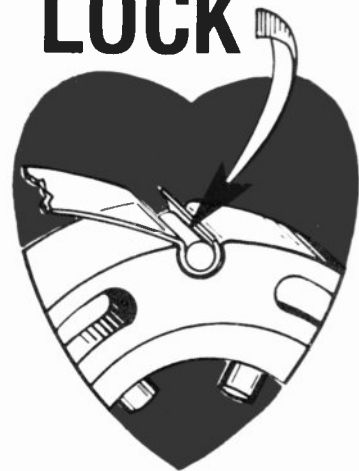
Tape Packaging Assocs. 1015 Spazier, Burbank, Calif 91502. Tel (213) 842-7850 Sales Mgr J A Starling.  
**Audio:** 8-tr

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

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:** NAB broadcast cartridges

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, Mktg Dir Bill Madden, Retail Prods Mgr D E Rushin, Nat'l Sales Mgr Joe L. Leon, Adv Co-ord F E Dettloff, Mkt Communications & Mdsgr Supervisor Vicki Hanson, Adv. Mgr. Peter M Gavin.

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**Audio:** 8-tr cassette open reel  
**Video:** Reels for 2" & 1" tape  
**Brand name:** Scotch (SEE ADVERTISEMENT)

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 Puntillo  
**Audio:** Sonic & Screw-type cassette (SEE ADVERTISE-  
 MENT)  
 Transworld Dist g (div of Audio Labs Inc.) 24 W Sheffield Ave., Englewood N.J. 07631 Tel (201) 871-3000 Pres Alexander Magosci, Gen Mgr Ted Hopper  
**Audio:** Cassette  
 U T C, see Universal Tape  
 Universal Tape Corp Inc., 821 E Artesia Blvd., Carson Calif 90746 Tel (213) 327-3203 Pres Edward O Praeger  
**Audio:** 8-tr cassette open reel  
**Brand name:** A/V Paragon, UTC, Universal

## ENVELOPES & MAILERS

The key to the abbreviations following the listing is: (M) Manufacturer, (D) Distributor, (I) Importer.

## CALIFORNIA

### • LOS ANGELES METROPOLITAN AREA (Area Code 213)

The Bert Co Ent 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 (M)  
**Branch:** New York N.Y. (SEE ADVERTISEMENT)  
 K-Disc (div of Keysor Century Corp.), 6550 Sunset Blvd., Hollywood 90028 Tel 466-1323 Sales Rep Rosi Harrison (M)  
**Home office:** Saugus Calif  
 Container-Kraft Inc 8321 De Celis Pl Sepulveda 91343 Tel 893-9721 (M)  
 Gilmore Envelope Corp., 4540 Worth St Zip 90063 Tel 268-3401 Pres Howard Gilmore (M)  
 Ivy Hill Communications Inc., 4800 S Santa Fe Ave Zip 90058 Tel 587-3131 Div Exec VP Russell Muir VP Jack Sclar VP Sales Arthur Kern (M)  
**Home office:** Great Neck N.Y.  
 Prestone Graphics Inc 1930 Century Park W Zip 90067 Tel 479-7125 Co Pres Steven Usilan, Sales Mgr Helena Von Rosenberg  
**Branch:** New York, N.Y.  
 Westland Graphics 2237 N Hollywood Way Burbank 91505 Tel 846-1205 Pres George T Dixon, Sales Mgr Richard T Dixon (M)

### • SAUGUS (Area Code 805)

K-Disc Recs (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 (M)  
**Branch:** Hollywood (Los Angeles Metropolitan Area), Calif

## ILLINOIS

### • CHICAGO METROPOLITAN AREA (Area Code 312)

Bruce Packaging Co., 8025 N Kenneth Ave., Skokie 60076 Tel 583-2818 Pres Joseph Halperin (M)  
 M M Cole Publ'g Co., 251 E Grand Ave Zip 60611 Tel 527-2160 Pres Sheperd Stern Adv Mgr B Bernstein (7" & 12" mailers) (MD)

## INDIANA

### • INDIANAPOLIS (Area Code 317)

Bowers Rec Sleeve Co., 5331 N Tacoma Ave Zip 46220 Tel 251-3918 Pres Robert Bowers, VP & Sales Mgr Charles H Kaufman (MD)

### • TERRE HAUTE (Area Code 812)

Ivy Hill Packaging, Fort Harrison Ind'l Park, Frustridge Ave Zip 47805 Tel 466-9851 Div VP Don Ford, Prod'n Mgr Dick Bienick (M)  
**Home office:** Great Neck N.Y.

## MASSACHUSETTS

### • BOSTON METROPOLITAN AREA (Area Code 617)

Fleetwood Communication, 321 Revere St., Revere 02151 Tel 289-6800 Pres VP Giarrusso, Gen Mgr & Treas Raymond G Samora, Sales & Adv Mgr Victor Mancini (M)

### • CHICOPEE (Area Code 413)

Dielectrics Inc., 6 Second Ave Zip 01020 Tel 598-8308 Pres Earl S Stahl VP Opns Eric C Stahl

## NEW JERSEY

### • BLOOMFIELD (Area Code 201)

Ever-Ready Packaging & Assembly (div of Reliance Folding Carton Corp.) 225 Belleville Ave Zip 07003 Tel 748-6677 NYC (212) 233-9195 Pres Hayden Morris (M)

### • ELIZABETH (Area Code 201)

Lened Int'l Corp., 489 Henry St Zip 07201 Tel 354-5205 Pres Joseph Flusfeder (M) (SEE ADVERTISEMENT)

## NEW YORK

### • GREAT NECK (Area Code 516)

Ivy 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 (M)  
**Branches:** Los Angeles, Calif., Terre Haute, Ind

### • HAUPPAUGE (Area Code 516)

Disc Graphics (div of Pickwick Int'l), Cardinal Ind'l Park, Gilpin Ave Zip 11787 Tel 234-1400 (M)

### • NEW YORK METROPOLITAN AREA (Area Code 212)

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 (M)  
 The Bert-Co Ents Inc., 136 E 64 St Zip 10021 Tel 683-6300 Dir. Andrew Sager (M)  
**Home office:** Los Angeles, Calif (SEE ADVERTISEMENT)

Brown Paper Co Inc., 186 Seventh St Brooklyn 11215 Tel 965-3600 (MD)  
 Disc Communications Ltd., 743 Fifth Ave Zip 10022 Tel 371-0390 Pres Charles E Blake, Art Dir Susan Murphy (M)  
 E R H Sales Corp., 221 W 57 St Zip 10019 Tel 582-4200 Pres Lee Halpern, Sr Exec VP Howard Roseff, Adv Mgr Michael Halpern (M)  
 Guaranteed Printing Serv Co Inc., 119 W 23 St Zip 10011 Tel 929-2410 (M)  
 Gem-Built Container Corp., 48-20 50 Ave., Woodside 11377 Tel 729-8200, 784-8800 Pres Daniel Goodstein, Sales Mgr Martin Rudman (M)  
 Charlie Passantino Inc., 311 W 43 St., 5th fl Zip 10036 Tel 586-1469 Pres Charles V Passantino, Adv Mgr Bob Passantino (MD)  
 Prestone Printing Co., 147 W 42 St Zip 10036 Tel 354-1871  
**Home office:** Los Angeles, Calif  
 Edward R White Inc., 18 E 41 St Zip 10017 Tel 687-2167 Pres & Sales Mgr. Lawrence Goldstein (MD)

## NORTH CAROLINA

### • WILMINGTON (Area Code 919)

Elvitree Rec'g Music Publ'g Co & Music Makers Network of America Prod'ns, PO Box 3022 Zip 28401 Tel 762-0474/4706/0539 Pres John Lewis Jones, VP Betty F Scavilla, Sales Mgr James L Wheeler, Adv Mgr J D Johnson (MD)

## TENNESSEE

### • NASHVILLE (Area Code 615)

Sound of Nashville Inc., 160 Second Ave S Zip 37201 Tel 244-1124 Pres Robert R Nelson, Sales Mgr Gary W Moore.

## WYOMING

### • CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, Box 1354A, Rt 2 Zip 82001 Tel 638-8733 Pres Ray Alexander, Sales & Adv Mgr Georgia Alexander (MD)

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# JACKETS & SLEEVES

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distribution, (I) Importer.

## CALIFORNIA

- LONG BEACH (Area Code 714)**  
Bluebelle Shoppe, PO Box 14466 Zip 90803 Tel 497-4395 Dir Mark Slater (Holographic custom work)
- LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Album Graphics Inc., 424 N Larchmont Blvd Zip 90004 Tel 462-0823 VP Edward Dwyer (Sales office only) (M)  
Home office: Melrose Park (Chicago Metropolitan Area), Ill  
Allied Rec Co 6110 Peachtree St Zip 90040 Tel 725-6900 Pres Daken K Broadhead VP & Gen Mgr John F Wegner, VP & Sales Mgr Samuel M Broadhead (Sleeves only) (M) (SEE ADVERTISEMENT)  
The Bert-Co Ents Inc /Bert-Co Graphics, 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 (M)  
Branch: New York, N.Y. (SEE ADVERTISEMENT)  
Cadet Recs Inc., 5810 S Normandie Ave Zip 90044 Tel 753-5121 Pres Jules Bihari, Mgr Don Macmillan, Sales Mgr Robert Herringer (Jackets only) (M)  
Branch: Park Ridge, N.J. (SEE ADVERTISEMENT)  
Electrosound Group Inc., 9545 San Fernando Rd., Sun Valley 91352 Tel 464-0176 Pres Richard H Burkett, VP Sales Phil Picone, West Coast Account Exec Scott Ros (Sales office only) (Sleeves only) (M)  
Branch: New York, N.Y.  
Plant: Hicksville, N.Y., Andrews-Nunnery Envelope & Paper Corp  
Gilmore Envelope Corp., 4540 Worth St Zip 90063 Tel 268-3401 Pres Howard Gilmore (M)  
Imperial Pacific Sales Corp., 4522 Brazil St Zip 90063 Tel 245-8583 Sales Mgr Lincoln Stegman (Jackets only) (M)  
Home office: Brooklyn (New York Metropolitan Area), N.Y., Imperial Paper Box Corp  
Ivy Hill Communications Inc., 4800 S Santa Fe Ave Zip 90058 Tel 587-3131 Div Exec VP Russell Murr, VP Jack Sclar, VP Sales Arthur Kern (M)  
Home office: Great Neck, N.Y.  
K-Disc (div. of Keycor Century Corp.), 6550 Sunset Blvd., Hollywood 90028 Tel 365-3991 Sales Rep Rosi Harrison (M)  
Home office: Saugus, Calif.  
K M Recs Inc., 2980 N Ontario St, Burbank 91504 Tel 841-3400 Pres Glade Merkley, VP Custom Serv Jim Aucherlone, Adv Mgr Bruce Leek, (Jackets only)  
McMonigle Music Inc., 948 N Ardmore, Hollywood 90029 Tel 664-7435 Pres Leo McMonigle, Sales Mgr Robert Shepherd, Adv Mgr Ken Ziegler (M)  
Modern Album of California Inc., 3104 Vanowen St, Burbank 91505 Tel 845-7655 Pres William S Pine, Gen Mgr Raymond Gardocki, (Jackets only)  
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.  
Pederson & Assoc., 11152 Fleetwood St., Sun Valley 91352 Tel 768-3122 Pres Herman A Fredricks, Prod. Mgr. E.W. Pederson (M)  
Prestone Graphics Inc., 1930 Century Park W Zip 90067 Tel 479-7125 Co-Pres Steven Usian, Sales Mgr Helena Von Rosenberg  
Branch: New York, N.Y.  
Queens Lithographing Corp., 6290 Sunset Blvd., Suite 304, Hollywood 90028 Tel 464-7700 (M)  
Home office: Long Island City (New York Metropolitan Area), N.Y.  
Plant: Indianapolis, Ind., Rutgers Packaging Corp  
Raynor Sales Co Inc, 2698 W Pico Blvd Zip 90006 Tel (213) 737-3737 Pres Ray Abrams (Gift sleeves only)  
Shorewood Packaging Corp., 1830 Glendale Blvd. Zip 90026 Tel 660-3043 (M)  
Home office: New York, N.Y.

- SAN FRANCISCO & BAY AREA (Area Code 415)**  
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. (Jackets only) (M)
- SAN JOSE (Area Code 408)**  
Sounds Unique, 2514 Seaboard Ave Zip 95131 Tel 262-8793 Owner: Michael Steiner (Jackets only) (M)
- SAUGUS (Area Code 805)**  
K-Disc (div. of Keycor Century Corp.), 26000 Springbrook Ave Zip 91350 Tel 259-2360 Pres Richard B Keycor, Gen Mgr: Bill Lightner, Sales Mgr Dick Maxwell (M)  
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.

## DELAWARE

- WILMINGTON AREA (Area Code 302)**  
Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park Zip

19804 Tel 655 7488 Pres & Gen Mgr H Edwyn Kennedy, Sales Mgr Shirley Kay (Jackets - M sleeves - D)  
National Tape Dupl'rs see Ken-Del

## FLORIDA

- FORT LAUDERDALE (Area Code 305)**  
D G I, 551 NW 42 Ave Zip 33317 Tel 792-6475 Pres Daniel Block (Jackets only) (M)
- MIAMI METROPOLITAN AREA (Area Code 305)**  
Prosound Inc., 8194 NW 103 St., Hialeah 33015 Tel 558-0152 (Jackets only) (M)  
Tropical Paper Box Co., 7000 NW 25 St Zip 33122 Tel 592-5520 Rec Div Mgr Dale Quartin (Jackets only)

## GEORGIA

- ATLANTA METROPOLITAN AREA (Area Code 404)**  
Tres-Lanta Rec Pressing Co 1672 Spring St SE Smyrna 30080 Tel (404) 432-4441 Mgr Alton Seay

## ILLINOIS

- CHICAGO METROPOLITAN AREA (Area Code 312)**  
A G I Plant Inc. see Album Graphics Inc  
Album Graphics Inc (AGI Plant Inc.), 1950 N Ruby St, Melrose Park 60160 Tel 344-9100 Pres Donald W Kosterka, Sales Mgr Charles Eaton (M)  
Sales offices: Los Angeles, Calif., New York, N.Y.  
M. M Cole Publ'g Co., 251 E Grand Ave Zip 60611 Tel 527-2160 Pres Shepherd Stern, Sales Mgr J C Cole, Adv Mgr Mike Stern (7" sleeves only) (MD)  
Fine Design Prods Inc., 1433 S Wabash Ave Zip 60605 Tel 939-5420 (Jackets only)  
Musical Prods. Inc., 521 W 26 St Zip 60616 Tel 225-9117 (Jackets only) (M)

## INDIANA

- INDIANAPOLIS (Area Code 317)**  
Bowers Rec Sleeve Co 5331 N Tacoma Ave Zip 46220 Tel 251-3918 Pres Robert Bowers VP & Sales Mgr Charles H Kaufman (Sleeves only) (MD)  
Imperial Packaging Co. Inc., 7800 Records St Zip 46226 Tel 545-7476 (Jackets only)  
Home office: Brooklyn (New York Metropolitan Area), N.Y., Imperial Paper Box Corp  
Reco-Sleeve Packaging, 2203 W Oliver St Zip 46221 Tel 635-7777 Pres Leonard Verebay Sales Mgr Leonard Dimond (M)  
Rutgers Packaging Corp (div of Queens Lithographing Corp.), 620 S Belmont Ave Zip 46221 Tel 635-7777, Plant Mgr William Swanson (M)  
Home office: Long Island City (New York Metropolitan Area), N.Y., Queens Lithographing Corp

- TERRE HAUTE (Area Code 812)**  
Ivy Hill Packaging, Fort Harrison Ind'l Park Fruitridge Ave Zip 47805 Tel 466-9851 Div VP Don Ford Prod'n Mgr Dick Bennek (M)  
Home office: Great Neck, N.Y.  
Modern Album of Indiana Inc., 1299 Voorhees St Zip 47808 Tel 235-6001 (Jackets only)  
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc  
Woodburn Printing Co 25 S Sixth St Zip 47808 Tel 466-8822 Pres Donald P Pendergast, Sales Mgr John Avelis, Adv Mgr John Crappen (Jackets only) (M)

## LOUISIANA

- NEW ORLEANS (Area Code 504)**  
Ken Keene Int'l, PO Box 3763 Zip 70117 (MD)  
Home office: St Louis, Mo
- VILLE PLATTE (Area Code 318)**  
Ville Platte Rec Mfg Co., 120 E Cypress St Zip 60586 Tel 363-2104 Pres J Floyd Soileau, Mgr J K Soileau, Sales Mgr Ronnie Soileau (Jackets only) (M)

## MASSACHUSETTS

- BOSTON METROPOLITAN AREA (Area Code 617)**  
Fleetwood Communication, 321 Revere St, Revere 02151 Tel 289-6800 Pres VP Giarrusso Gen Mgr & Treas Raymond G Samara, Sales & Adv Mgr Victor Mancini (M)
- CHICOPPEE (Area Code 413)**  
Dielectrics Inc., 6 Second Ave Zip 01020 Tel 598-8308 Pres. Earl S. Stahl, VP Ops Eric C Stahl

## MICHIGAN

- DETROIT METROPOLITAN AREA (Area Code 313)**  
Archer Rec Pressing Co 7401 E Davison Zip 48077 Tel 365 9545 Pres R J Archer (Jackets only) (M)  
Horan Eng g Inc., 12381 Schaefer Hwy Zip 48227 Tel 933 6900 Pres Richard C Horan Sales Mgr Robert L Horan Adv Mgr Claudette Orr (Sleeves only) (MD)

## MISSOURI

- ST. LOUIS (Area Code 314)**  
Ken Keene Int'l PO Box 515 Zip 63166 Tel 776 2278 464 1773 Pres & Adv Mgr Ken Keene, VP & Sales Mgr Gene Miller (MD)  
Branches: New Orleans La Nashville Tenn TP Prod'rs  
Int'l branch: England Seacruise

## NEW JERSEY

- EDISON (Area Code 201)**  
Shepard Printing Corp 180 Talmadge Rd Zip 08817 Tel 287-4464 Pres Philip M Rosenbloom (Jackets only) (M)  
Branch: New York, N.Y.
- ELIZABETH (Area Code 201)**  
Lened Int'l Corp., 489 Henry St Zip 07201 Tel 354-5205 Pres Joseph Flusfeder (M) (SEE ADVERTISEMENT)
- LYNDHURST (Area Code 201)**  
Colorseps Lithopreps Serv PO Box 151 Zip 07071 Tel 438 6729 Pres J G Principato (M)
- PARK RIDGE (Area Code 201)**  
Cadet Recs Inc PO Box 176 Zip 07656 Tel 391-3676 VP Sales Robert K Herrington (Jackets only) (M)  
Home office: Los Angeles, Calif (SEE ADVERTISEMENT)
- SOMERDALE (Area Code 609)**  
Superior Rec Pressing Corp., 900 Kennedy Blvd Zip 08083 Tel 784-6600 Pres John H Dunn (Jackets only)

## NEW YORK

- CENTRAL ISLIP (Area Code 516)**  
Ramart Printing Corp 3180 J Expwy Dr S Zip 11722 Tel 234-0050 Pres Frank D Martino VP & Opns Dir Gerard V Hughes (M)
- COMMACK (Area Code 516)**  
Robins Inds Corp, 75 Austin Blvd Zip 11725 Tel 543-5200 (Jackets only) (M)
- GREAT NECK (Area Code 516)**  
Ivy 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)  
Branches: Los Angeles, Calif Terre Haute, Ind
- HAUPPAUGE (Area Code 516)**  
Disc Graphics (div of Pickwick Int'l), Cardinal Ind'l Park, Gilpin Ave Zip 11787 Tel 234 1400 (M)  
Modern Album & Finishing Co Inc, Cardinal Ind'l Park, Gilpin Ave Zip 11787 Tel 234 1100 NYC (212) 353-5701 Pres G D Thomas Sales Mgr RA Froehlig (Jackets only)  
Branches: Burbank (Los Angeles Metropolitan Area), Calif., Modern Album of California Inc., Terre Haute, Ind., Modern Album of Indiana Inc., Nashville Tenn., Modern Album of Tennessee Inc  
Int'l branch: Canada, Modern Album of Canada Ltd
- HICKSVILLE (Area Code 516)**  
Andrews-Nunnery Envelope & Paper Corp (sub of Electro-sound Group Inc.), 74 Alpha Plaza Zip 11801 Tel 931-6500 Pres Stuart M Andrews Jr Sales Mgr John F Muller Jr (Sleeves only) (M)  
Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif Electro-sound Group Inc., New York, N.Y., Electro-sound Group Inc

- NEW YORK METROPOLITAN AREA (Area Code 212)**  
Album Graphics Inc., 125 W 55 St Zip 10019 Tel 489-0793 VP Mktg Richard Block, Sales Mgr Gary Sitzer (Sales office only) (M)  
Home office: Melrose Park (Chicago Metropolitan Area), Ill  
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 (M)  
The Bert-Co Ents Inc., 136 E 64 St Zip 10021 Tel 683-6300 Dir Andrew Sager (M)  
Home office: Los Angeles, Calif (SEE ADVERTISEMENT)



terka, Sales Mgr. Charles Eaton (M)  
**Sales offices:** Los Angeles, Calif., New York, N.Y.  
 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  
 Musical Prods. Inc., 521 W. 26 St. Zip 60616 Tel 225-  
 9117 (M)

**INDIANA**

- **INDIANAPOLIS (Area Code 317)**  
 Reco-Sleeve Packaging, 2203 W. Oliver St. Zip 46221 Tel  
 635-7777 Pres. Leonard Verebay, Sales Mgr. Leon  
 ard Dimond (M)  
 Rutgers Packaging Corp. (div. of Queen Lithographing  
 Corp.), 620 S. Belmont Ave. Zip 46221 Tel 635-  
 7777 Plant Mgr. William Swanson (M)  
**Home office:** Long Island City (New York Metropolitan  
 Area), N.Y. Queens Lithographing Corp.
- **TERRE HAUTE (Area Code 812)**  
 Arco Press Inc., PO Box 1445 Zip 47808 Tel 232-0926  
 Pres. James S. Royse, Sales Mgr. Don Wilson (M)  
 Ivy Hill Packaging, Fort Harrison Ind'l Park, Fruitridge Ave.  
 Zip 47803 Tel 466-9851 Div. VP. Don Ford, Prod'n  
 Mgr. Dick Bieniek (M)  
**Home office:** Great Neck, N.Y.  
 Woodburn Printing Co. (div. of Unique Graphics Corp.), 25  
 S. Sixth St. Zip 47808 Tel 466-6822 Pres. Donald  
 P. Pendergast, Sales Mgr. John Avelis, Adv. Mgr.  
 John Crippen (M)

**LOUISIANA**

- **VILLE PLATTE (Area Code 318)**  
 Ville Platte Rec. Mfg. Co., 120 E. Cypress St. Zip 70586  
 Tel 363-2104 Pres. J. Floyd Soileau, Sales Mgr.  
 Ronnie Soileau, Mgr. J.K. Soileau (M)

**MASSACHUSETTS**

- **BOSTON METROPOLITAN AREA (Area Code 617)**  
 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 (M)
- **CHICOPEE (Area Code 413)**  
 Dielectrics Inc., 6 Second Ave. Zip 01020 Tel 598-8308  
 Pres. Earl S. Stahl, VP. Opns. Eric C. Stahl.

**MICHIGAN**

- **DETROIT METROPOLITAN AREA (Area Code 313)**  
 Archer Rec. Pressing Co., 7401 E. Davison Zip 48077 Tel  
 365-9545 Pres. R.J. Archer. (M)

**NEW JERSEY**

- **JERSEY CITY (Area Code 201)**  
 Saxon Adhesive Prods. Inc. (a Saxon Co.), 880 Garfield Ave.  
 Zip 07305 Tel 451-0202, NYC (212) 964-1714 VP.  
 Mktg. Steven Dauman, Adv. Mgr. George Ratowsky,  
 (M)
- **LYNDHURST (Area Code 201)**  
 Colorseps-Lithopreps Serv., PO Box 151 Zip 07071 Tel  
 438-6729 Pres. J.G. Principato (M)
- **PARK RIDGE (Area Code 201)**  
 Cadet Recs. Inc., PO Box 176 Zip 07656 Tel 391-3676  
 VP Sales Robert K. Herrington (M)  
**Home office:** Los Angeles, Calif. (SEE ADVERTISE-  
 MENT)

**NEW YORK**

- **CENTRAL ISLIP (Area Code 516)**  
 Ramart Printing Corp., 3180 J. Expwy. Dr. S. Zip 11722  
 Tel 234-0050 Pres. Frank D. Martino; VP & Opns.  
 Dir. Gerald V. Hughes (M)
- **GREAT NECK (Area Code 516)**  
 Ivy 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 Koppel-  
 man (M)  
**Branches:** Los Angeles, Calif., Terre Haute, Ind.
- **HAUPPAUGE (Area Code 516)**  
 Disc Graphics (div. of Pickwick Int'l), Cardinal Ind'l Park, Gil-  
 pin Ave. Zip 11787 Tel 234-1400 (M)
- **NEW YORK METROPOLITAN AREA (Area Code 212)**  
 Album Graphics Inc., 125 W. 55 St. Zip 10019 Tel 489-



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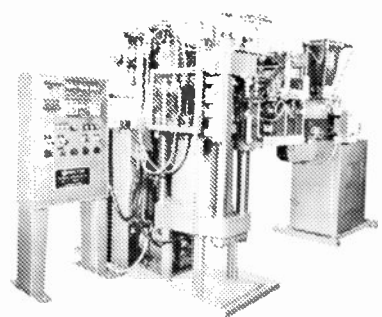
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 Individual \_\_\_\_\_  
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**Chief product:** Pressing equip., nickel matrix production units  
 Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014 Tel (212) 741 7411 Pres. Stephen F. Turner, VP. Eli Passin  
**Product:** Plating equip  
**Brand name:** Europa Film  
 Hamilton Mfg (div. of Valley Metallurgical Processing Co. Inc.), 510 First Ave. West Haven, Conn. 06516 Tel (203) 933-1625 TWX (710) 465-2982  
**Chief product:** Manual & automatic record presses 7" 10" & 12" molds insert molds & frame assemblies, mold accessories & accessory equip (SEE ADVERTISEMENT)  
 Hydramold, see Tracy-Val  
 Industrial Electroforming Systems Div., 533 Hagan St. Nashville Tenn. 37203 Tel (615) 256 2183  
**Chief product:** Matrix electroplating system  
 M Latter Mfg & Sales, 3208 W. Jefferson Blvd., Los Angeles, Calif. 90018 Tel (213) 737 0440 Owner Mel Latter  
**Chief product:** Shrink packaging equip. & plastic shrink film  
 Le-Bo Prods Co. Inc. 58-60 Grand Ave., Maspeth, N.Y. 11378 Tel (212) 894-5155 Pres. Al Alexander, Adv. Mgr. Gary Schwartz (SEE ADVERTISEMENT)  
 James G. Lee Rec. Processing Inc., 145 W. 154 St., Gardena, Calif. 90247 Tel (213) 321-2187 Pres. James G. Lee, Gen. Mgr. Edward Tobin Jr.  
**Chief product:** Record matrices, masters, mothers, stampers  
 Lened Int'l Corp. 489 Henry St. Elizabeth, N.J. 07201 Tel (201) 354-5205 Pres. Joseph Flusfeder  
**Chief product:** Automatic record pressing systems (SEE ADVERTISEMENT)  
 Maple Clamp Corp. 1278 Underwood Ave., San Francisco, Calif. 94124 Tel (415) 822-8855 Pres. Paul Joulsohn  
**Chief product:** Record trimmers  
 Mastercraft Rec. Plating Inc. 609 W. 51 St., New York, N.Y. 10019 Tel (212) 265 6040 Gen. Mgr. David Mol-dauer  
**Chief product:** Plating equip  
 Miller Compounder see Tracy-Val  
 Musical Prods. Inc., 521 W. 26 St., Chicago Ill. 60616 Tel (312) 225-9117  
**Chief product:** Plating equip  
**Brand name:** Vans  
 Nelson Machine Works Inc., Hydraulic Div., 12615 S. Main St., Los Angeles, Calif. 90061 Tel (213) 754-2823 Pres. Harold Nelson  
**Chief product:** Pneumatic hydraulic & compression presses  
 Ranstele Audio Inc., 1697 Broadway New York, N.Y. 10019 Tel (212) 265-5563 Pres. Thomas S. Steele  
**Chief product:** Disc cutting amplifiers, heads, cutting room systems

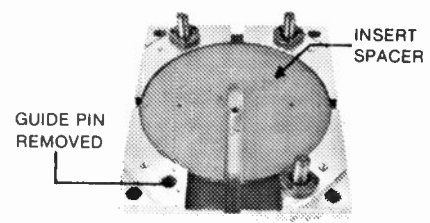
## HAMILTON



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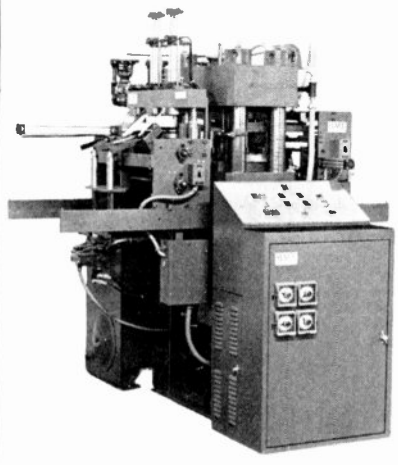


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### EXTRUDERS

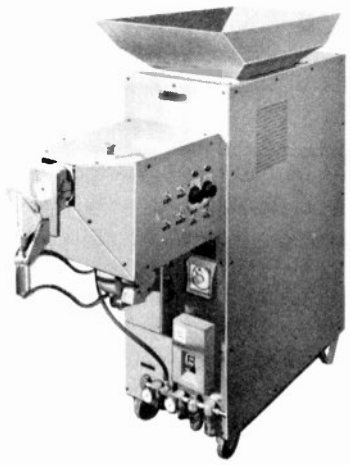


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 Schiff Machine Co. Inc., 28 E. Hanover Ave., Morris Plains, N.J. 07950 Tel (201) 539-5100  
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 Southern Machine & Tool Corp., 533 Hagan St. Nashville, Tenn 37203 Tel (615) 256 2183  
**Chief product:** 7" & 12" completely automatic presses  
**Brand name:** SMT (SEE ADVERTISEMENT)  
 Standard Paper Box Machine Co., 476 Broome St., New York, N.Y. 10013 Tel (212) 925-9818 Pres. Paul Adams Sales Mgr. Aaron Adams Adv. Mgr. Bruce Adams  
**Chief product:** Jacket machines  
 Stevenson Packaging Equip. Co. Inc., 19431 Londelius St., Northridge, Calif. 91324 Tel (213) 993 0040  
**Chief product:** Shrink film packaging equip  
 Tracy-Val Co., Somerdale Indl Park, 201 Linden Ave., Somerdale, N.J. 08083 Tel (609) 627 3000 Owners: Paul L. & James A. Miller  
**Chief product:** Self-contained presses, compound extruders  
**Brand names:** Hydramold, Miller Compounder (SEE ADVERTISEMENT)  
 Transco Prods. Int'l, 1 World Trade Center, Suite 2365, New York, N.Y. 10048 Tel (212) 432 1400 Pres. Arthur A. Singer VP Sales Max Roth Ass't VP Steven Schiffman, Mktg Mgr. Richard Singer  
**Chief product:** Master record blanks  
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 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 (1 121)  
 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 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 Turntable & 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 lengths)  
**Brand name:** AMP  
 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, Calif., 8120 Webb Ave. Zip 91605 Tel (213) 768 6100 Gen. Mgr. Michael S. Emerson, Reg. I Sales Mgr. Richard Hutchinson—**Demarest, N.J.:** 18 Christie, Zip 07627 Tel (201) 767-9033 VP Mktg. Paul E. Adams  
**Audio:** 8 tr. & cassette (custom lengths) open reel  
 American Tape Corp., 1116 Edgewater Ave., Ridgefield, N.J. 07657 Tel (201) 943 7860 Pres. Donald H. Gaber  
**Audio:** 8 tr. (40)  
**Brand name:** Remington  
 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 Rindler 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. (45 90) cassette (45 60 90 120) open reel (1500' 2150' 2440' 3000' 3600' broadcast  
**Video:** 1" open reel 1/2" cassette (10 20 30 40 50 60) 1/4" EIAJ open reel (1250' 2400')  
 Ampro Prods Inc., 150 Fifth Ave., New York, N.Y. 10011 Tel (212) 243 7726 Cable TAPEXRON Telex 425233 Pres. Manuel Kopelman Exec VP Mktg. Susanne Tarter VP Arthur Lipton  
**Audio:** 8 tr. (40 60 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. Domenico Salvatore  
**Audio:** 8 tr. & cassette (1 90)  
 Arista Ent's 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)  
 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) (SEE ADVERTISEMENT)  
 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, Ill. 60510 Tel (312) 879 5998 Sales Mgr. John S. Maloney  
**Audio:** 8 tr. cassette endless loop cassette (custom lengths)  
**Brand name:** AA  
 Audio Artists Co., PO Box 7, Wheaton, 60187, 429 St. Charles Rd., Carol Stream, Ill. 60187 Tel (312) 668-6682 Gen. Mgr. Doug Lazzara  
**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  
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 Audio Magnetics Corp., 2602 Michelson Dr., Irvine, Calif. 92716 Tel (714) 833 0020 Pres. Dominick J. Sac-

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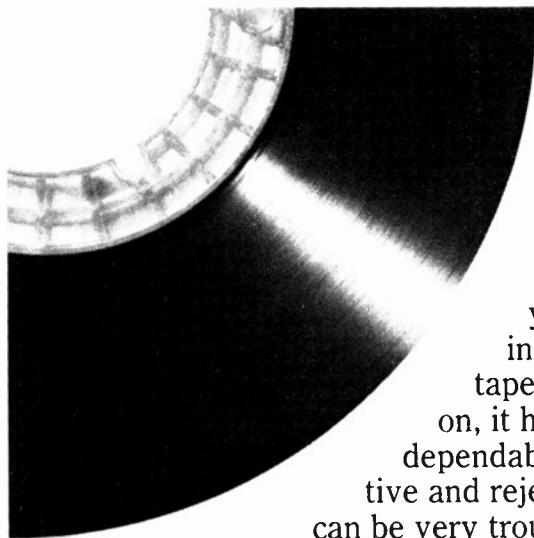
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**Audio:** 8-tr, cassette (45.60.90.120), open reel (5" x 600' 900' & 1200' 7" x 1200' 1800 2400' & 3600') (SEE ADVERTISEMENT)
- Audiopak, see Capitol**
- Audio-Video Concepts Inc.**, 6909 Old Alexander Ferry Rd., Clinton, Md 20735 Tel (301) 868 7600  
**Cinton:** Cassette (30,45,60,90 & custom lengths)  
**Brand name:** AVCon
- AudioVisual Communications Inc.**, PO Box 85, Radnor, Pa 19087 Tel (215) 272-8500 Pres J L C Ulrich Jr.  
**Sales Mgr** John W Ballantyne  
**Audio:** Cassette (custom lengths up to 120 minutes), open reel (up to 10 1/2" 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, Calif., 1307 Colorado Ave Zip 90404 Tel (213) 451-8781—Melrose Park, Ill., 1800 N 30 Ave Zip 60160 Tel (312) 343-6618—Clifton, N.J., 149 Rt 48 Zip 07011 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" x 1800' 2400' & 3600' 10 1/2" x 3600')  
**Brand name:** Performance Professional, 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 minutes)
- 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  
**Audio:** 8-tr cassette (custom lengths)
- Bonneville Prod'ns.** 130 Social Hall Ave., Salt Lake City, Utah 84111 Tel (801) 237-2400 Gen Mgr Dick Al-sop Sales Mgr Dave Whipple, Studio Mgr Dave Michelsen  
**Audio:** Cassette (30,45,60,90,120)
- Brand Five, see Robins**
- Broadcast Electronics Inc.**, 4100 N 24 St., Quincy, Ill 62301 Tel (217) 224-9600 Pres Lawrence J Cervon, VP Mktg Curtis 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-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 Oscar Arslanian, Int'l Sales Mgr Bud Jackson  
**Sales offices:** Niles, Ill., 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 (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 Prod'n's Inc.**, 118 Rt 17, Upper Saddle River, N.J 07458 Tel (201) 327-1707  
**Audio:** Cassette (46,60,90,120)  
**Brand name:** Tonex (SEE ADVERTISEMENT)
- 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-tr, cassette & open reel (custom lengths)
- Chase Media Inc.**, Hotel Newhouse, Suite 1204, Salt Lake City, Utah 84101 Tel (801) 363-5858 Pres Randal S Chase, Sales Mgr Irel L Chase  
**Audio:** Cassette, open reel (custom lengths)
- Christian Dupl'n's Inc.**, 1710 Lee Rd., Orlando, Fla 32810 Tel (305) 299-7363. WATS (800) 327-9332 Pres R B Turney, Sales Mgr Nim Lyle, Adv Mgr Marilyn Kubik  
**Audio:** Cassette, open reel (custom lengths)  
**Video:** 1/4" cassette (30,80)
- Cinema Sound Corp.**, 14200 NE 21 St., Bellevue, Wash 98007 Tel (206) 641-8100 Pres George M Wood-ley, 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) 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:** 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. Phillip 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 Swerrington  
**Audio:** Cassette
- Cre'8 Video Servs Ltd.**, PO Box 5136, Zip 85010 Embassy Square, 805 N Fourth Ave, Phoenix, Ariz 85003 Tel (602) 257-2978 Pres Dan Frazier Jr., Adv Mgr El Far Ron Faron, Sec'y-Treas L Frank Hare  
**Video:** 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge (custom lengths)
- 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 Geni Gonzales, Adv Mgr Rachel Murray  
**Audio:** 8-tr, cassette
- Dak Inds Inc.**, 10845 Vanowen St, North Hollywood, Calif 91605 Tel (213) 984-1559 WATS (800) 423-2636 Pres Drew Alan Kaplan  
**Audio:** 8-tr (custom lengths) cassette (30,60,90,120), open reel  
**Video:** 1" Ampex & IVC open reel, 1/2" EIAJ open reel
- Dalsung America Inc.** 155 E 44 St., New York, N.Y 10017 Tel (212) 682-6045 Pres Sang Ho Kim  
**Home office:** Korea  
**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:** 1/4" cassette & mini-cassettes (custom lengths) (SEE ADVERTISEMENT)
- 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' 2400', 3600' 5x1200' 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  
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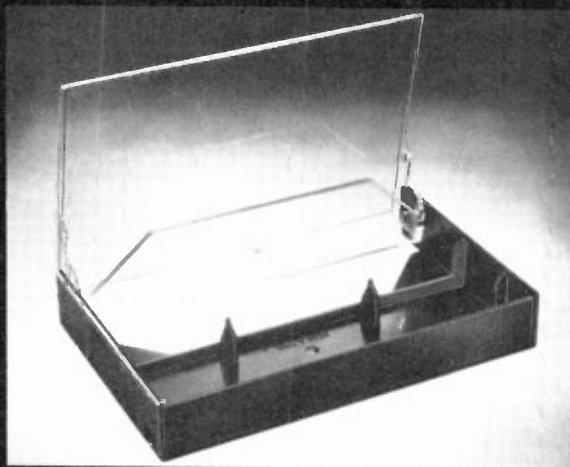
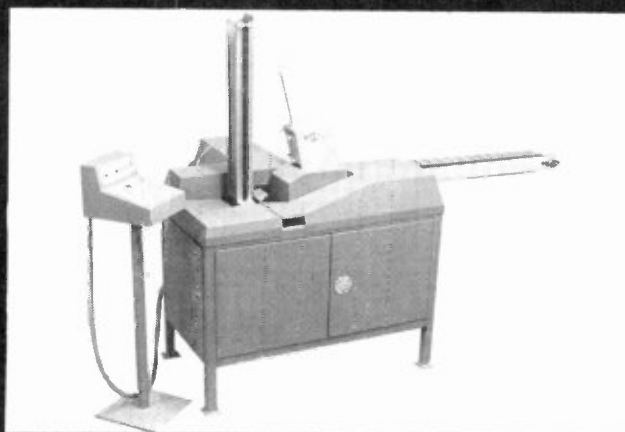
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**Audio:** Cassette (60,90,120)  
**Video:** ¾" cassette (10-90), ½" EIAJ open reel (1250', 1800', 2400')  
**Brand name:** Croylin

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, Sales Mgr. Eltas Smyrnakis  
**Audio:** 8-tr. (45-90), cassette (60,90,120), open reel (60-90 minutes)  
**Video:** ¾" cassette (60)  
**Brand names:** Lear Jet Stereo, Mr. Cassette

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. (1-90). (SEE ADVERTISEMENT)

Elvitree Rec'g Music Pub'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. Scavilla, Sales Mgr. James L. Wheeler, Adv. Mgr. J.D. Johnson  
**Audio:** Cassette, open reel  
**Brand name:** Excellence

Emerald, see Irish Magnetic

Exactime, see SSK

Excellence, see Elvitree

Ferrodyne, 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)

Fleetwood 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 & ¾" cassette (custom lengths)

4 Starr, see Le-Bo

Fuji 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, ¾" cassette (10,15,20,30,60), ½" Beta & VHS cassette

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 Stratton  
**Audio:** 8-tr., cassette

Hilo, see Magnetic 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 (SEE ADVERTISEMENT)

Inter-Cassette Ltd., 8 Station Square, Rutherford, N.J. 07070 Tel (201) 939-8050. Telex 133535. Pres. Wes Le Marr, Gen. Mgr. Hubert Koo  
**Branches:** Hong Kong, Germany  
**Audio:** Cassette (60,90)

Internagnetics Corp., 1311 Colorado Ave., Santa Monica, Calif. 90404 Tel (213) 393-9281. Pres. 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)

International Audio Inc., 2934 Malmo Dr., Arlington Heights, Ill. 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

Irish 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

Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710. Tel (516) 785-6480. Sales Mgr. Herb Yassky  
**Audio:** 8-tr. (35-80), cassette (30-120)

J A S Sales, 1015 Spazier, Burbank, Calif. 91502 Tel (213) 842-7850. Sales Mgr. J.A. Starling  
**Audio:** 8-tr. (custom lengths), cassette (60,90 & custom lengths)  
**Video:** ¾" & ½" cassette

J & I Cassette, 16123 Cohasset St., Van Nuys, Calif. 91406 Tel (213) 781-4900. Owner & Pres. John Brennan, Adv. Mgr. Ivy Brennan  
**Audio:** 8-tr. & cassette (custom lengths)

J V C Inds. Co., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378 Tel (212) 476-8010. Pres. S. Horri, Sales Mgr. Herman Schloss, Nat'l Adv. & Sales Promo. Mgr. Ed Pessara Jr.  
**Video:** ¾" cassette (15,20,30,60), ½" EIAJ open reel, ½" VHS cassette

Ray Jacobs Audio Inc., 1419 Sante Fe Av., Long Beach, Calif. 90813 Tel (213) 437-0681. Pres. Ray Jacobs; Sales Mgr. Frank Vorhess, 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, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge  
**Brand name:** Karex Silverchrome 2

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Del. 19804. Tel (302) 655-7488. Pres. H. Edwin Kennedy, Sales Mgr. Shirley Kay  
**Audio:** 8-tr., cassette, open reel & broadcast (standard & custom lengths)

Kim-Pat Ent's., PO Box 654, Hillwood Dr., Fayetteville, 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 Tpk., 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., 58-60 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 (SEE ADVERTISEMENT)

Lecture Brand, see Robins

Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St., Cuonci Bluffs, Iowa 51501 Tel (712) 328-8060  
**Audio:** 8-tr., cassette

Little Warehouse Inc., 1820 W. Schaaf Rd., Cleveland, Ohio 44109. Tel (216) 398-9438  
**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 (SEE ADVERTISEMENT)

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

Marmac, see Mastro

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel (212) 547-5600. Pres. Mario Maccaferri, VP Nicholas Perazzo (SEE ADVERTISEMENT)  
**Audio:** 8-tr. (45,90), cassette (30,45,60,90,120)  
**Brand name:** Marmac

Maxell Corp. of America, 60 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:** ¾" cassette (20,30,60)

Media Int'l Inc., 425 N. Michigan, Chicago, Ill. 60611 Tel (312) 467-5430. Pres. Duane Lundeen. **Local branch:** 100 E. Ohio

Memorex 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, Ill., 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  
**Audio:** 8-tr. (45,60,90), cassette (30,45,60,90,120), open reel (1200', 1800', 2400', 3600')  
**Video:** 1" open reel, ¾" cassette, ½" EIAJ 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:** ¾" & 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. J.D. Chaburn, Nat'l Adv. & Sales Promo. Mgr. David Lyons, Exec. Sec'y E. Massaro  
**Audio:** 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  
**Audio:** Cassette (33,60,63,90,93,120,123)  
**Brand name:** Rebound

Metacom 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:** Rebound

Miami 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)

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Michele Audio Corp. Andrew Street Rd., Massena, N.Y. 13662 Tel (315) 769-2448 Pres. Gnette Cormier. Sales Mgr. Harold Friedman, Mgr. Jack Daniels. Audio: 8-tr (40,60,80,90), cassette (60,90,120).  
**Brand names:** Michele, Michalex  
Mr. Cassette see Electronic Homes  
Warren 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).  
Mortone see Irish Magnetic  
Mother Dubbers Inc., 2537 Carlisle Dallas, Tex 75201 Tel (214) 651-9544 Pres. Arnett B. Peel. Sales Mgr. Jerry Acheson. Audio: 8-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, cassette.  
Nagra Magnetic Rec's 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 Orba. Technical Dir. Harron K. Appleman. **Branch: Santa Monica, Calif., 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 Luliana St., Honolulu, Hawaii 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, Secaucus, N.J. 07094 Tel (201) 348-7000 Mdsgr. Co-ord. Sidney C. Silver, Sales Mgr. James Park, Eastern Reg'l 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—Irvine, Tex., 1825 Walnut Hills Ln Zip 75062 Tel (214) 256-1388 Video Systems Div. Mgr. Terry Conner. Audio: Cassette (60,90). Video: ¼" cassette, ½" VHS cassette, ½" EIAJ open reel, ½" EIAJ 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: ¼" cassette (10-60).  
Precision Audio Inc., 16722 County Rd. 40, Goshen, Ind 46526 Tel (219) 642-3852 Pres. Sanford Swartzendruber. Audio: Cassette.  
Pro, see Memorex  
Professional, see BASF  
Quantitate, 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.  
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 Publ. & Promo Mgr. Hy Siegel. Audio: 8-tr (45,90), cassette (30,45,60,90,120), open reel (900', 1200', 1800', 2400', 3600').  
**Brand names:** Realistic, Supertape  
Bill Rise Prod'ns Inc., 955 Venture Court, Sacramento, Calif 95825 Tel (916) 929-9181 Owner & Pres. Bill Rise. Audio: Cassette (custom lengths).  
Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif 90006 Tel (213) 737-3737 Pres. Ray Abrams. Audio: 8-tr.  
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 Pres. 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). Video: ¼" cassette (custom lengths). (SEE ADVERTISEMENT)  
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 (35,40,70,80,100), cassette (40,60,90,120), open reel (600', 900', 1200', 1800', 2400', 3600') (SEE ADVERTISEMENT)

Redding Radio (div. of SJ Inds. Inc.), PO Box 344, Fairfield, Conn 06430 Tel (203) 579-0284 Pres. Jeffrey N. Tellis, Sales Mgr. Sascha Deale. Audio: Cassette (60,90).  
Remington, see American Tape  
Rezound, see Mesa Electronic & Meta-Com  
Rite Rec. Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215 Tel (513) 733-5533 Pres. Carl J. Burkhardt VP. Philip M. Burkhardt. Audio: 8-tr, cassette, open reel (custom lengths).  
Robins 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  
Royal Sound Co. Inc., 248 Buffalo Ave., Freeport N.Y. 11520 Tel (516) 868-2880 Pres. Mervin A. Davan. Audio: 8-tr (45,60,90), cassette (30,45,60,90,120).  
S.S.K. Ent's Inc., 2488 Townsgate Rd., Westlake Village, Calif 91361 Tel (805) 495-1214 Pres. Mrs. S.F. Kara, Adv. Mgr. Stephen 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) 664-2909 Pres. Harold Rosen, Sales & Adv. Mgr. Barry Rosen. Audio: 8-tr (40,80,100) cassette (30,60,90,120), open reel (1200', 1800', 2400') (SEE ADVERTISEMENT).  
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, Calif., Crocker Ind'l Park, 230 W. Hill Pl. Zip 94005 Tel (415) 467-4900 Gen. Mgr. Norm Galentine—Compton, Calif., 700 W. Artesia Blvd. Zip 90220 Tel (213) 537-4300—Miami, 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—Honolulu, Hawaii, 1020 Auahi St. Zip 96814 Tel (808) 531-5981 Gen. Mgr. Misuru Nishina—Niles, Ill., 6801 W. Jarvis St. Zip 60648 Tel (312) 792-3600 Gen. Mgr. Richard Meyers—Ferndale, Mich., 10610 Galaxie Zip 48220 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. Audio: 8-tr (40,60,80), cassette (45,60,90,120) open reel. Video: 2" quadrasonic, 1" open reel, ¼" cassette, ½" EIAJ open reel, ½" Beta cassette.  
**Brand name:** Betamax, U-matic  
Sound Pro Inds. Inc., 347 Culver Blvd., Plaza del Rey Calif 90291 Tel (213) 822-0510 (SEE ADVERTISEMENT)  
Sound Studios, 230 N. Michigan Ave., Chicago, Ill 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:** Quantitate  
Sounds Unique, 2514 Seaboard Ave., San Jose Calif 95131 Tel (408) 262-9793 Owner Michael Steiner. Audio: 8-tr (46,60,90,100), cassette (46,60,90,120), open reel (1200', 1800', 2500', 3600'), broadcast (1-22 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. Will Studer, Sales Mgr. James Woodworth. **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. (Audio only)**  
Studio, see BASF  
Studio Magnetics Co. Inc., 83 Carrough Rd. Bohemia, N.Y. 11716 Pres. George Clahane, VP. Craig Balaban. Audio: Cassette (custom lengths), open reel. Video: ¼" cassette (custom lengths).  
**Brand names:** Studio Magnetics, StudioMaster, Studio Pro, Studio Standard  
Studio 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. Zip 14623 Tel (716) 442-3600. Audio: Cassette. Brand name: Century FD.**  
Super Avilyn, see TDK  
Superscope Inc., 20525 Nordhoff St., Chatsworth, Calif 91311 Tel (213) 998-9333 Pres. Joseph S. Tushinsky, VP Sales Paul A. Markoff, VP Adv. Alan Hirschfeld, PR Mgr. Geoff Tooley 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).****

Super Sound, see Tape Servs  
 Supertape, see Radio Shack  
 T D K Electronics Corp., 755 Eastgate Blvd Garden City, N.Y. 11530 Tel (516) 746-0880 Pres Sho Okuyama, 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  
**Audio:** 8-tr (45,90), cassette (30,45,60,90,120,180), open reel (1200', 1800', 3600')  
**Video:** ¼" cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" cassette  
**Brand name:** Super Avilyn (SEE ADVERTISEMENT)  
 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  
 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) 561-6080 Pres Arthur Brandwein, Sales Mgr M Medina  
**Audio:** Open reel (custom lengths)  
**Video:** ¼" 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 Deery  
**Audio:** Cassette (custom lengths)  
 Telephone 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  
 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, Mktg Dir Bill Madden, Retail Prods Mgr D E Rushin, Nat'l Sales Mgr Joe L Leon, Adv Co-ord F E Dettloff, Mkt Communication Mdsq Supervisor Vicki Hanson, 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—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—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) 227-9100—Cincinnati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd Zip 44130 Tel (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave Zip 19120 Tel (215) 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:** 8-tr (45,90) cassette (45,60,90,120) open reel (150', 600', 900', 1200', 1800', 2400', 3600'), broadcast  
**Video:** 2" quad, 1" helical, 1" open reel ¼" cassette (5,10,15,20,30,40,50,60) ½" EIAJ open-reel & cartridge (10,20,30), ½" Beta & VHS cassette  
**Brand name:** Scotch (SEE ADVERTISEMENT)

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 (1-90) cassette (30-120) (SEE ADVERTISEMENT)

Trak-4, see Tape-A-Thon

Transworld Dist'g (div of Audio Labs Inc) 24 W Sheffield Ave., Englewood, N.J. 07631 Tel (201) 871-3000 Pres Alexander Magocsi, Gen Mgr Ted Hopper  
**Audio:** 8-tr., cassette (custom lengths)  
**Brand name:** Cinematape

Triad Prods Inc., 1910 Ingersoll, Des Moines, Iowa 50309 Tel (515) 243-2125 Pres & Adv Mgr Richard F Trump, Sales Mgr Thomas C Tucker  
**Audio:** Cassette (5-94)

U-matic see Sony  
 U T C, see Universal Tape  
 Uher Corp., 85 Lawrence St, Hackensack N.J. 07601 Tel (201) 488-0011 Pres S Shelley, Gen Mgr John Gibson, Sales Mgr Barry D Evans  
**Audio:** Cassette, open reel (4200')

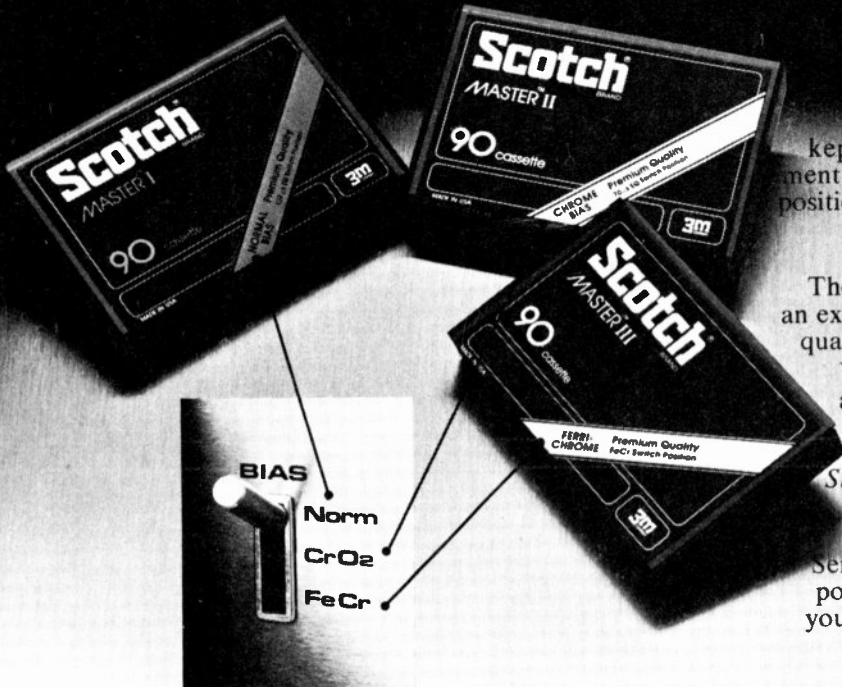
Universal Audio Inc (sub of Pentagon Inds Inc), 4751 N Olcott Ave Chicago, Ill 60656 Tel (312) 867-4363 Pres Tom Horton, VP Mktg James R Dow Sales Mgr Joseph Hollenkamp  
**Audio:** Cassette (custom lengths)  
**Brand name:** Pentagon, Universal Audio  
 Universal Tape Corp Inc., 821 E Artesia Blvd., Carson, Calif 90746 Tel (213) 327-3203 Pres Edward O Praeger

**Audio:** 8-tr., cassette & open reel (custom lengths)  
**Video:** 1" open reel ¼" cassette, ½" EIAJ open reel & ½" EIAJ cartridge (custom 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, Ill 60639 Tel (312) 745 2000 Adv & Sales Mgr Howard Parr Paris Div Dir William Frick  
**Audio:** 8-tr (45,90), cassette (30 45 60 90 120)

TAPE, BULK RAW, MANUFACTURERS

A/V Paragon, see Universal Tape  
 Agfa Gevaert Inc 275 North St, Teterboro N.J. 07608 Tel (201) 288-4100 NYC (212) 279-2560 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) 692-2432 Reg'l Mgr James Heller—Glendale, Calif., 1025 Grand Central Ave Zip 91201 Tel (213) 245 8886—Atlanta, Ga., 380 Interstate N Suite 200 Zip 30318 Tel (404) 955-4326 Zone Mgr Forest Cole—Lincolnwood, Ill., 6901 N Hamlin Ave 60645 Tel (312) 267-9100 Zone Mgr Fred Schaezting—Waltham, Mass., 460 Totten Pond Rd Zip 02154 Tel (617) 890-5430 Reg'l Mgr R Kleene—Waldwick, N.J., 150 Hopper Ave Zip 07463 Tel (201) 444-8500 New York, 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 (SEE ADVERTISEMENT)  
 Ampex Corp Magnetic Tape Div 401 Broadway Redwood City Calif 94063 Tel (415) 367 2011 Pres A H Hausman Sales Mgr RA 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-

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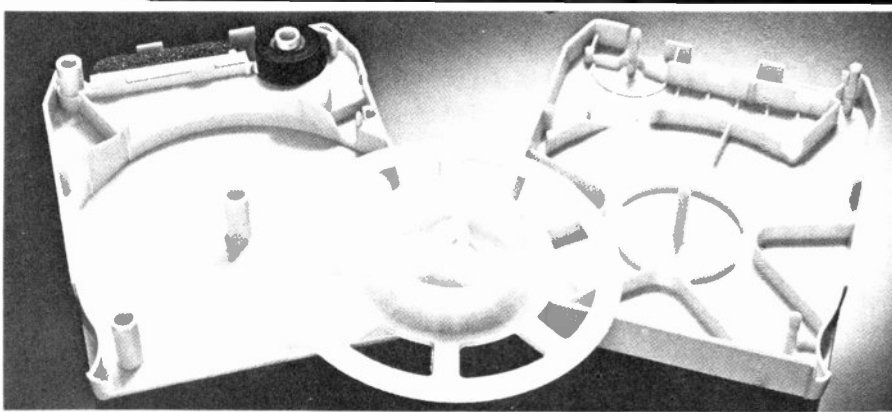
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trict Mgr. Max McCollough—Framingham, Mass., PO Box 1020 Zip 01701 Tel (617) 877-8060—Hackensack, N.J., 65 Commerce Way Zip 07601 Tel (201) 489-7400—Pittsford, N.Y., PO Box 175 Zip 14534 Tel (716) 586-2580—Dallas, Tex., 1615 Prudential Dr Zip 75235 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:** Bin-loop duplicators, master reproducers

Asco, see Accurate Sound.

Audico Ltd., 219 Crossen Ave., Elk Grove Village, Ill 60007. Tel: (312) 640-1030. Pres. J.W. Holmes, Sales Mgr. Claudia D. Yarbrough

**Audio:** Duplicators, cassette loaders, cartridge winders  
**Video:** Loaders & unloaders

Audiodyne Co., PO Box 825, San Jose, Calif 95106 Tel (408) 287-3520 Pres. Louis R. Chiaramonte

**Audio:** 8-tr., cassette & open reel winders & rewinders

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J 07657. Tel (201) 945-4545. Pres. M. Donalds, VP M. Thaler

**Audio:** Used equip (SEE ADVERTISEMENT)

Audiomatic 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:** Automated cassette assembly modules, magnetic tape manufacturing systems, plastic molding systems, complete tape duplicating systems & accessories (SEE ADVERTISEMENT)

Audio/Tek Inc., 502-D Vandell Way, Campbell, Calif 95008 Tel (408) 378-5586 Pres. Robert W. Kratt  
**Audio:** 8-tr., cassette & open reel duplicators, 8-tr. & cassette loaders

Auto-Tec, see United Research.

Bazzy Electronics Corp., 39 N. Rose, Mount Clemens, Mich 48043 Tel (313) 463-2592 Pres. L. Allan Bazzy, Gen. Mgr. Ken Laabs.

**Audio:** Cassette rewinders, in-cartridge duplicators

Beaucart, see UMC

Cetec Audio (div. of Cetec Corp.), 13035 Satcoy St., North Hollywood, Calif 91605 Tel (213) 875-1900 Pres. W. Mort Fuji

**Audio:** High speed tape duplicating systems & quality control reproducers

**Brand name:** Gauss. (SEE ADVERTISEMENT)

Cre'B Video Servs Ltd., PO Box 5136 Zip 85010 Embassy Square, 805 N. Fourth Ave., Phoenix, Ariz 85003 Tel (602) 257-2978 Pres. Dan Frazier Jr., Adv. Mgr. El Far Ron Faron, Sec'y-Treas. L. Frank Hare

**Video:** Film-to-tape, tape-to-tape & tape-to-film duplicators

Ed-Pic Dupl'rs / Recordex Co., 7625 E. Rosecrans Ave., Unit #34, Paramount, Calif 90723 Tel (213) 531-3454 Owner Edward F. Pickering (Exported by Singer Prods.)

**Audio:** Duplicating systems (all formats), tape winders (all formats), quality control playback systems (all formats)

**Brand names:** Ed-Pic, Recordex

Electro Sound Inc. (sub of ElectroSound Group Inc.), 160 San Gabriel Dr., Sunnyvale, Calif 94086 Tel (408) 245-6600 Pres. Raymond J. Schaaf

**Audio:** Duplicators, automatic 8-tr. winders, loaders, splicers, recorders/reproducers

Ferroxcube Corp., 5083 Kings Hwy., Saugerties, N.Y. 12477 Tel (914) 246-2811

**Audio:** 8-tr., 8-tr. quadraphonic & cassette duplicating head assemblies

Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood, Calif 90038 Tel (213) 466-9511 Pres. Alwin P. Schmid, VP Joseph Bouzaglou

**Audio:** Magnetic tape coaters & slitters, test equip

Gauss, see Cetec

Genesis, see Ray Jacobs

Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014 Tel (212) 741-7411 Pres. Stephen F. Temmer, VP Eli Passin

**Audio:** Duplicators, cassette tape winders

**Brand name:** Magnetophon, Telefunken

I.E.M., see International Electro-Magnetics

Infonics Inc., PO Box 1111, 238 Hwy 212, Michigan City, Ind 46360 Tel (219) 879-3381 Pres. Paul C. Lloyd

**Audio:** Duplicators.

**Brand names:** Infonics, Phoenix (SEE ADVERTISEMENT)

Information Terminals Corp., 323 Soquel Way, Sunnyvale, Calif 94086 Tel (408) 245-4400.

**Audio:** Cassette tension monitors, head & guide gauge, torque tester

International Audio Inc., 2934 Malmo Dr., Arlington Heights, Ill 60005 Tel (312) 956-6030 Pres. Dick Mally, Exec. VP & Adv. Mgr. John Kozin, Sales Mgr. Bill Brin

**Audio:** In-cassette duplicators

**Brand name:** Alpha

International Electro-Magnetics Inc., 350 N. Eric Dr., Palatine, Ill 60067 Tel (312) 358-4622 Pres. John Pretto, Sales Mgr. Tony Pretto

**Audio:** Heads, tape transports

**Brand name:** IEM

Intertec Electronics Co., 321 New Haven Ave., Milford, Conn. 06460 Tel (203) 874-8038. Pres. Mark Olenski

**Audio:** 8-tr. duplicators

Ray Jacobs Audio Inc., 1419 Santa Fe Ave., Long Beach, Calif 90813 Tel (213) 437-0681 Pres. Ray Jacobs, Sales Mgr. Frank Vorhess, Adv. Mgr. Bob Lightle

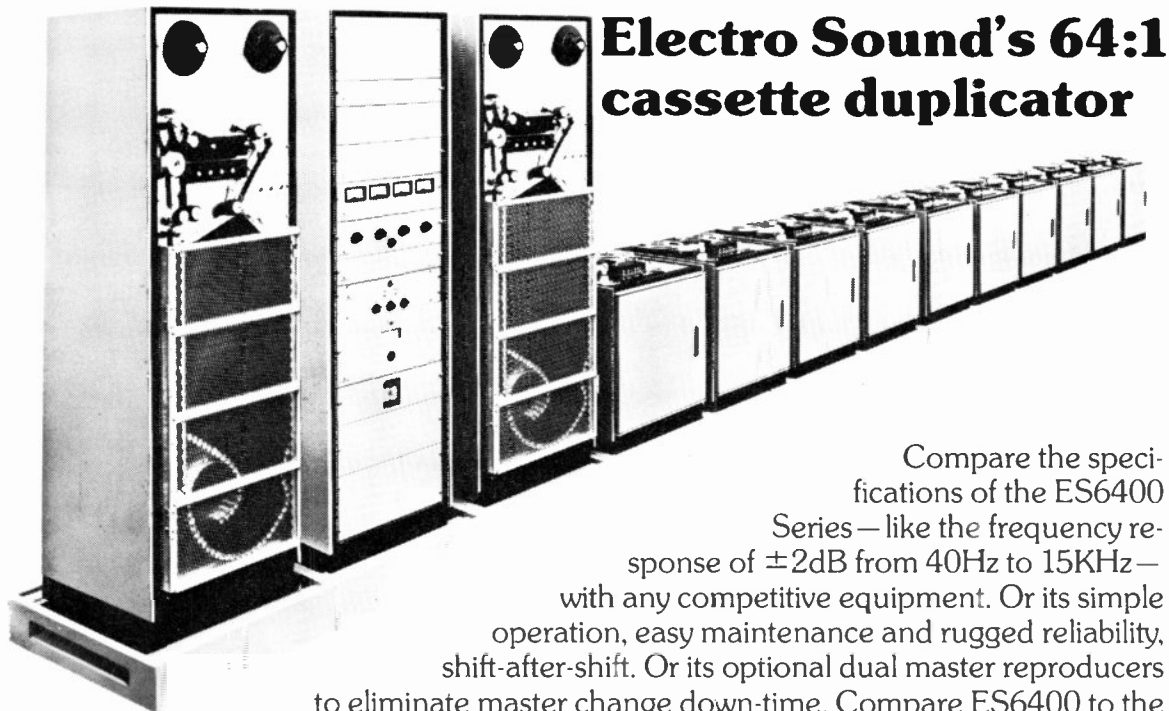
**Audio:** High-speed duplicators

**Brand names:** Genesis, Scotsman

King Instrument Corp., 80 Turnpike Rd., Westboro, Mass 01581 Tel (617) 366-9141 Pres. James L. King, Mktg. Dir. Paul McGonigle, Sales Mgr. William E. Cline

**Audio:** Automatic tape tailoring equip., 8-tr. & cassette loaders & splicers, hub leader staker

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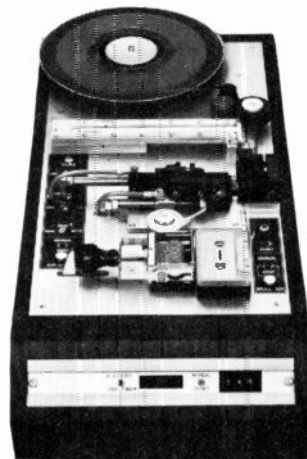
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Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St., Council Bluffs, Iowa 51501 Tel (712) 328-8060

**Audio:** Duplicators, loaders  
M M C, see Magnetic Mktg  
M Q C, see Magnetic Mktg  
M T D, see Magnetic Mktg  
Magnecord, see Telex  
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:** In-cassette duplicators & loaders, pancake duplicator, degaussers  
**Brand names:** MMC, MQC, MTD (SEE ADVERTISEMENT)

Magnetophon, see Gotham Audio  
Media Int'l Inc., 425 N. Michigan, Chicago, Ill. 60611 Tel (312) 467-5430 Pres. Duane Lundeen **Local branch:** 100 E. Ohio

Mini Max, see Recordex Corp  
Otari Corp., 981 Industrial Rd., San Carlos, Calif. 94070 Tel (415) 593-1648 Pres. Jack Soma, Sales Mgr. Leon A. Wortman, Adv. Mgr. David McClurg  
**Audio:** In-cassette duplicators, open reel & cassette duplicators

P C E, see Professional Cassette Equip  
Passavant Corp., PO Box 2503, Birmingham, Ala. 35201 Tel (205) 853-6290 Pres. Norman J. Blais, VP Sales Donald L. Neilson, Adv. Mgr. James E. Wilson  
**Audio & Video:** Unwinders, conditioning units, coaters, dryers, calendars, rewinders, slitters (SEE ADVERTISEMENT)

Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656 Tel (312) 867-9200 Pres. Tom Horton, VP Mktg. James Dow  
**Audio:** In-cassette, reel-to-reel & reel-to-cassette duplicators

B. F. Perkins (div. of Roehlen Inds.), PO Box 366, 939 Chicopee St., Chicopee, Mass. 01021 Tel (413) 536-1311 Gen. Mgr. F. G. Coggins  
**Audio:** Magnetic tape calendars, filled & nylon shell rolls, cooling rolls, unwinds, rewinds, splice jumping & edge guiding

Phoenix, see Infonics  
Professional Cassette Equip. Co. (PCE), 1660 20 St., Santa Monica, Calif. 90404 Tel (213) 829-2282 Owner G. Dean Theodos  
**Audio:** Cassette loader

Recordex Co., see Ed-Pic Dupl'rs & Singer Prods  
Recordex Corp., 1300 Booth Ave., Atlanta, Ga. 30318 Tel (404) 351-7062 Pres. Tom Allen, Sales Mgr. Ron Nelsen  
**Audio:** Cassette & reel to cassette duplicators, in-cassette duplicating systems  
**Brand name:** Mini Max, Recordex, Super Pro  
Recordex Inc., 777 Palomar Ave., Sunnyvale, Calif. 94086 Tel (408) 735-8821 Pres. Lester H. Lee, Sales Mgr.

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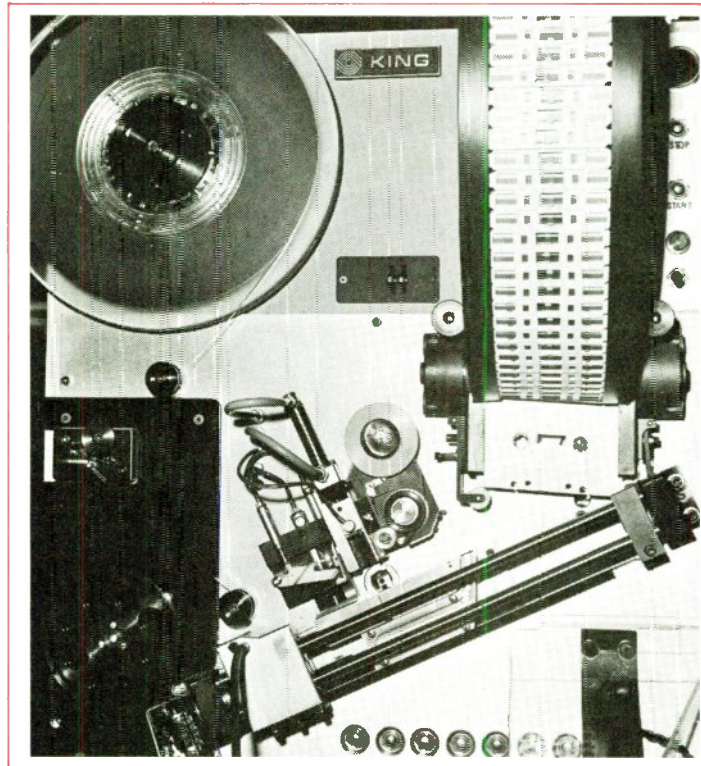
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S S K Ent's, Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel. (805) 495-1214. Pres.: Mrs. S.F. Kara. Adv. Mgr.: Stephen Kara  
**Audio:** Reel to cassette, reel to hub & continuous loop to pancake for 8-tr.

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 8-tr. splicers & winders. (SEE ADVERTISEMENT)

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 Dupl'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, 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  
**Audio:** Cassette & open reel pancakes. (SEE ADVERTISEMENT)

Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel. (516) 561-6080. Pres.: Arthur Brandwein. Sales Mgr.: M. Medina  
**Audio:** Programmable cassette testing unit, loop bin.

Telectro Systems Corp., 96-18 43 Ave., Corona, N.Y. 11368. Tel. (212) 651-8900. Pres.: Harry Sussman  
**Audio:** 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. Pres.: Roy D.

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 U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn 06472 Tel (203) 288-7731 Pres. Allan J Shaftel Broadcast Sales Mgr Charles F Rockhill, Admin Ass't S Smith  
 Audio: 8-tr tape machine  
 Brand name: Beaucart  
 United Research Lab Corp., 681 Fifth Ave., New York, N.Y. 10022 Tel (212) 751-2663. Pres. George Adams. Sales Mgr Lee Rand. Adv Mgr Anita Adams.  
 Audio: Exact duplicate replacement parts for professional recorders  
 Brand name: Auto-Tec

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 Audio Inds Inc., Broad & Linden Aves., Ridgefield N.J. 07657 Tel (201) 945-4545 Pres M. Donalds; VP M Thaler  
 Product: Norelco-style boxes. (SEE ADVERTISEMENT)  
 Audiomatic 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. Cople.  
 Int'l branch: France  
 Product: Printers, inserters, wrappers. (Distributor for Apex Machine & others) (SEE ADVERTISEMENT)  
 Audiopack, see A.C. Hampson  
 Bazy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043 Tel (313) 463-2592 Pres L Allan Bazy; Gen Mgr Ken Laabs  
 Product: Shrink wrap sealer & film.  
 G 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.  
 Blackburn 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  
 Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie Ill. 60076 Tel (312) 583-2818. Pres. Joseph Halperin.  
 Product: Open reel boxes, cassette packaging & boxes.  
 Cheshire (a Xerox Co.), 408 Washington Blvd., Mundelein, Ill 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  
 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 Local branch: 1619 Broadway Tel 757-0236.  
 Product: 8-tr & cassette labels.  
 Cre'8 Video Servs Ltd., PO Box 5136, Zip 85010; Embassy Square, 805 N. Fourth Ave., Phoenix, Ariz 85003 Tel (602) 257-1978 Pres. Dan Frazier Jr., Adv Mgr. El Far Ron Faron, Sec'y-Treas L. Frank Hare.  
 Product: Covers, stickers, labels  
 D G I, 551 NW 42 Ave., Fort Lauderdale, Fla 33317. Tel (305) 792-6476 Pres. Daniel Block.  
 Product: Cassette labels.  
 Dak Inds Inc., 10845 Vanowen St., North Hollywood, Calif. 91605 Tel (213) 984-1559, 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

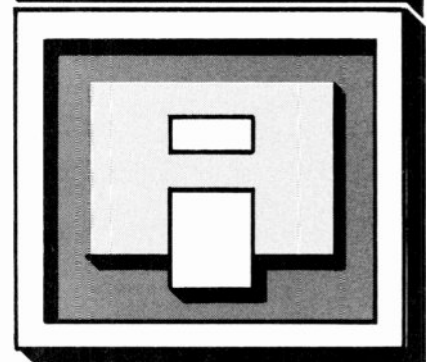
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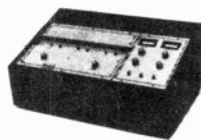
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 (305) 943-2334 Pampano Beach, Fla. 33060

Disc Graphics (div. of Pickwick Int'l), Cardinal Ind'l 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:** Norelco-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 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 (SEE ADVERTISEMENT)

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:** Cardboard boxes & mailers.

Fenton Label Co., Coral & Buckius Sts., Philadelphia, Pa. 19124. Tel. (215) 288-2910. Pres.: J. Kirby Tompkins, Gen. Mgr. William McHale, Adv. Dir.: Ernie Friday.  
**Product:** 8-tr. & cassette labels.

Fidelipac, 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel. (609) 235-3511. Gen. Mgr.: Dan McCloskey, Sales & Mktg. Mgr. Arthur Constantine.  
**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 Tullio, 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 Rudman.  
**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:** Labels.

**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:** Audopack

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.

J A S Sales, 1015 Spazier, Burbank, Calif. 91502. Tel. (213) 842-7850. Sales Mgr.: J.A. Starling.  
**Product:** Shrink packaging machinery & plastic film.

Jermann Ent's. Inc., 46 Werman Court, Plainview, N.Y. 11803. Tel. (516) 822-7277. Pres.: Allan Frost.  
**Product:** On-cassette printing equip.

Keystone Printed Specialties Co. Inc., 321 Pear St., Scranton, Pa. 18505. Tel. (717) 346-1761. Pres.: P.G. Fischer Jr., Sales & Adv. Mgr.: Martin Fischer.  
**Product:** 8-tr. & 4-tr. labels (SEE ADVERTISEMENT)

M. Latter Mfg. & Sales, 3208 W. Jefferson Blvd., Los Angeles, Calif. 90018. Tel. (213) 737-0440. Owner: Mel Latter.  
**Product:** Shrink packaging machinery & plastic film.

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.  
**Product:** Ampex & soft poly style cassette boxes. (SEE ADVERTISEMENT)

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 Bldg., Matadera Rd. Zip 00936. Tel. (809) 783-4986.  
**Product:** Pressure-sensitive labels & stickers.

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:** Norelco-style cassette boxes. (SEE ADVERTISEMENT)

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. Pres.: Thomas J. Hofbauer, Sales Mgr. Brendan F. Browne, Adv. Mgr. M. Judge.  
**Product:** Cassette labeler.  
**Brand name:** MMC (SEE ADVERTISEMENT)

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. (SEE ADVERTISEMENT)

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" & 10 1/2" hinged paper boxes.  
**Brand name:** MIP

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, Calif., 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-DR1, 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

National 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.

Nisco, see Nashville Int'l.

Pak-Wik Corp., 128 Tivoli St., Albany, N.Y. 12207. Tel. (518) 465-4556. Pres.: Samuel A. Strasser, VP. Myron S. Strasser.  
**Product:** Folding cartons, pilfer-proof cassette & 8-tr. boxes, backer cards for 45's & LP's (inside shrink wrap). (SEE ADVERTISEMENT)

Pauli Prods., PO Box 29, Collingswood, N.J. 08108. Tel. (609) 547-8925. Pres.: Joseph A. Pauli.  
**Product:** Cassette labels. (SEE ADVERTISEMENT)

Pederson & Assoc., 11152 Fleetwood St., Sun Valley, Calif. 91352. Tel. (213) 768-3122. Pres.: Herman A. Fredrikz, Prod. Mgr.: E.W. Pedersen.  
**Product:** 8-tr. cassette & box labels, cassette inserts.

Polyline Corp., 1233 Rand Rd., Des Plaines, Ill. 60016. Tel. (312) 298-5300. Pres.: John Kaiser, Sales Mgr.: Mike Schlobohm.  
**Product:** Soft hinge & Ampex-style cassette boxes.

Poly Plastic Packaging Co. Inc., 44-80 11 St., Long Island City, N.Y. 11101. Tel. (212) 392-8670. Pres.: Herbert Rothchild.  
**Product:** Polypropylene & polyethylene packages.

Pony Label-DR1, 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 Stalton, Adv. Mgr.: Andrew Barr.  
**Product:** 8-tr. & 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 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.  
**Product:** 8-tr. & cassette labels.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Is-



# Lenco Company

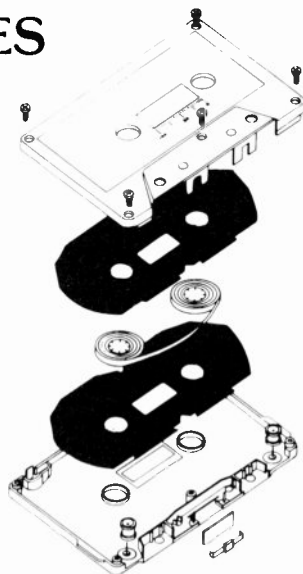
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land City N.Y. 11104 Tel (212) 457-7700 Pres Jack L. Hecht VP Leonard Verebay  
**Branch Hollywood, Calif.,** 6290 Sunset Blvd Suite 304 Zip 90028 Tel (213) 464-7700  
**Plant Indianapolis, Inc.,** Rutgers Packaging Corp 620 S. Belmont Ave Zip 46221 Tel 635-7777 Plant Mgr William Swanson  
**Product:** 8 tr & cassette labels boxes inserts slipcases & collars

Rumart Printing Corp 3180 J Expwy Dr S Central Islip N.Y. 11722 Tel (516) 234-0050 Pres Frank D Marino VP & Opns Dir Gerard V Hughes  
**Product:** 8 tr & cassette inserts & labels

Recording 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

Reco Sleeve Packaging 2203 W Oliver St Indianapolis Ind 46271 Tel (317) 635-7777 Pres Leonard Verebay Sales Mgr Leonard Dimond  
**Product:** Cassette inserts

Reliance 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

Robins Inds Corp 75 Austin Blvd Commack N.Y. 11725 Tel (516) 543-5200  
**Product:** Cassette mailers replacement labels Norelco boxes title labels

Rotrex 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 Rutowsky  
**Product:** 8 tr & cassette labels  
**Brand name:** Adhesion

Standia Packaging Machinery Co 180 Brighton Rd Clifton N.J. 07012 Tel (201) 473-6100  
**Product:** Packaging machinery for wrapping cartoning labeling & shrinking (SEE ADVERTISEMENT)

Shape Symmetry & Sun Inc PO Box 366 Biddford Ind 1 Park Biddford 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 (SEE ADVERTISEMENT)

Shorwood 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, Calif., 1830 Glendale Blvd Zip 90026 Tel (213) 660-3043  
**Product:** 6"x6" 8 tr & cassette package

Stevenson Packaging Equip Co Inc 19431 Londelius St Northridge Calif 91324 Tel (13) 993-0040  
**Product:** Shrink film packaging equip

Studio Magnetics Co Inc 83 Carluog Rd Bohemia N.Y. 11716 Tel (516) 589-4300 Pres George Clahane VP Craig M Balaban  
**Product:** Cassette soft plastic Ampex & Norelco style boxes pressure-sensitive labels & mailing envelopes.

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 Berger  
**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:** Labels & cartons (SEE ADVERTISEMENT)

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 Blackburn

Thalco 2 Dickens Ave Dix Hills N.Y. 11746 Tel (516) 667-1616 Pres Michael Thaler  
**Audio:** 8 tr & cassette Norelco-style boxes

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, Fla 33122 Tel (305) 592-5520 Rec Div Mgr Dale Quartin  
**Audio:** 8 tr boxes

Tuck O Mat see NJM

Umline 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 Denison Parker Sales Mgr Dudley Pendleton 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

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A & 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 Alsbrook Sales Rep: Sue Carpenter  
**Audio:** 1/8" x 10 1/2" cassette transfer reels

Audiolab Electronics 3725 Esperanza Dr., Sacramento, Calif 95825 Tel (916) 485-0500 Pres: R E Stefan, Sales & Adv Mgr J Hodges  
**Audio:** Degaussers

Audiomatic 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:** Splicing, cleaning & leader tapes. (SEE ADVERTISEMENT)

Beaucart, see UMC

Bogen—Germany, see International Rec'g

W H Brady Co., 2221 W Camden Rd., Milwaukee, 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

Cable of America Inc., 6767 E. 50 Ave., Commerce City, Colo 80033 Tel (303) 287-3497  
**Audio:** Patch cords, adapters, tape splicers.

Celanese Plastics Co., 26 Main St., Chatham, N.J. 07928, Tel (201) 635-2600 Pres. John J. Sweeney  
**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 Castilian 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 Dr. 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:** 8-tr & cassette splicing tape (SEE ADVERTISEMENT)

Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014 Tel (212) 741-7411  
**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. 07066 Tel (201) 487-3027 Plant Mgr.: Jeff St. Thomas.  
**Audio:** Cassette leader tape

ICI United States Inc., Plastics Div., New Murphy Rd., Wilmington, Del 19897 Tel (302) 575-3000, Adv Mgr.: Robert Marsh.  
**Audio & video:** Polyester film tape base  
**Brand name:** Melinex

Infonics 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 (SEE ADVERTISEMENT)

International Rec'g Co., 49 Desmond Ave., Bronxville, N.Y. 10708 Tel (914) 337-5726 Pres. Claire Rie  
**Audio:** Heads (Bogen—Germany).

Jefmarn 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 Trpk., Syosset, N.Y. 11791 Tel (516) 610-921-7700  
**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:** Indianapolis, Ind., Box 507, Rt. 2, Zip 46231 Tel (317) 839-6673 Mgr: Scott Bartlett.  
**Audio:** Cassette leader tape (SEE ADVERTISEMENT)

Lipps Inc., 1630 Euclid St., Santa Monica, Calif. 90404 Tel (213) 393-0449 Pres. B.D. Lipps, Sales Mgr. Fran Bacilek  
**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. (SEE ADVERTISEMENT)

Melinex see ICI

Nortronics Co Inc., 8101 10 Ave N., Minneapolis, Minn. 55427 Tel (612) 545-0401  
**Audio:** Magnetic heads.

Permatap Prods Co Inc, Box 244M, Rt 1, Social Circle, Ga 30279 Tel (404) 787-1910 Pres W.B. Thompson  
**Audio:** Splicing tape & pre-cut tabs.

Phoenix Ents see Infonics

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, Mgr Andrew Barr  
**Audio:** Splicing & sensing tape, splicer, paper leader tape.  
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 S T L, see Standard Tape Lab. & Taber Mfg.  
 Saki Magnetics Inc., 1649 12 St. Santa Monica, Calif.  
 90404 Tel (213) 451-8611. Pres. Eugene Sakase-  
 gawa. 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., Hay-  
 ward, 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:** 1/4" ferro dynamic mastering tape, cassette edit-  
 ing kit, splicing, sensing & leader tape.  
 Switchcraft Inc., 5555 N. Elston Ave., Chicago, Ill 60630.  
 Tel (312) 792-2700  
**Audio:** Connectors, cable assemblies, adapters, patch  
 cord systems, jacks & plugs  
 T D K Electronics Corp., 755 Eastgate Blvd., Garden City,  
 N.Y. 11530 Tel (516) 746-0880. Pres.: Sho Oki-  
 yama. Mktg Dir. Ken Kohda. Div. Sales Mgr. Bud Ok-  
 inger  
**Branches:** Irvine, Calif., 17072 Dairler St. Zip  
 92705. Tel (714) 979-5811. Div. Sales Mgr. Sandy  
 Cohen—Chicago, Ill., 2906 W. Peterson Ave. Zip  
 60645 Tel (312) 973-1222. (SEE ADVERTISEMENT)  
 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.  
**Audio:** Heads (Taber), bulk erasers (Taberasers), test  
 tapes (STL)  
 Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley  
 Stream, N.Y. 11582 Tel (516) 561-6080. Pres. Ar-  
 thur Brandwein. Sales Mgr. M. Medina  
**Audio:** Splicing & sensing tape, pre-cut Q-tabs  
**Video:** Splicing tape.  
 U M C Electronics Co., 460 Sackett Point Rd., North Haven,  
 Conn. 06472. Tel (203) 288-7731 Pres. Allan J.  
 Shaftel. Broadcast Sales Mgr. Charles F. Rockhill. Ad-  
 min. 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  
**Branch:** Northfield, Ill., 778 Frontage Rd., Suite 107  
 Zip 60093 Tel (312) 446-6046  
**Audio:** Pre-cut tape splices (Q/Splice for 8-tr. Spli cette  
 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 Rajhut.  
 Mktg. Mgr. A.S. Russell.  
**Audio:** Bulk erasers, degaussers, magnetic erasing pen-  
 cil (WRE)  
 Xcel Corp., 290 Ferry St., Newark, N.J. 07105 Tel (201)  
 344-2300. VP. Mr. Peeper  
**Product:** Acetate film base

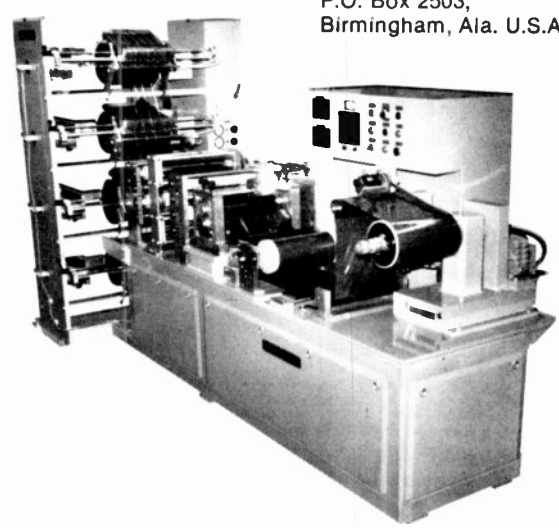
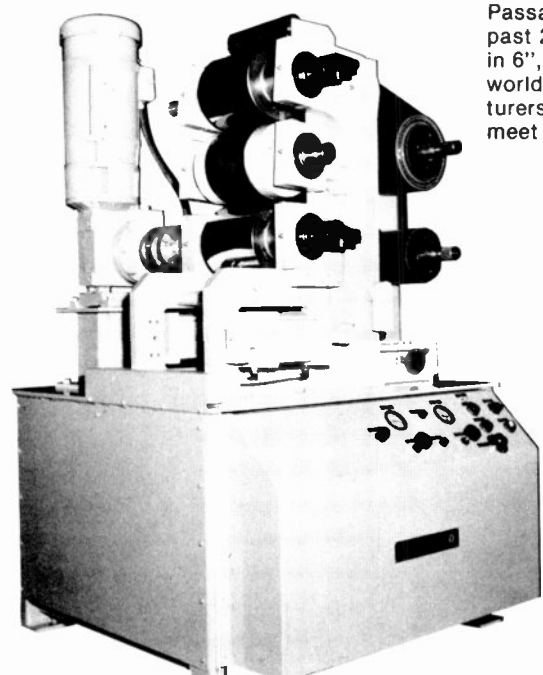
White Noise Recs., 1805 1/2 N. Mariposa Ave., Hollywood,  
 Calif. 90027 Tel (213) 663-4418 939-2655 Con-  
 tact Ronn Spencer  
 White Rock Recs. Inc., 401 Wintermantle Ave., Scranton  
 Pa. 18505 Tel (717) 343-6718 Pres. Phil Ladd  
 Whitfield Recs. Inc. 8719 Santa Monica Blvd., Los Angeles  
 Calif. 90069 Tel (213) 652-5850 Pres. Norman  
 Whitfield, Ass't to Pres. Ms. Michael Ann Logan. VP  
 William Whitfield; VP & Gen. Mgr. Walter Ainsworth.  
 Artist Relations & Disco Contact. Tony Jones (Distrib-  
 uted by Warner Bros.)  
 Wildwood Entertainment (formerly Black & White Recs.)  
 114 W. Maiden Ln. Monroe, Conn. 06468 Tel (203)  
 261-2979. Pres. Vincent Meyer II. VP. David Roberts  
**Labels:** (Owned) Black & White. Wildwood  
 Wildwood, see QCA in Ohio  
 Wilmac, see Playette  
 Wilwin Recs., PO Box 1669, Carlsbad, Calif. 92008 Tel  
 (714) 429-8406 Owner. Denny Tymer  
 Win Recs. Inc., 41-43 39 St., Long Island City, N.Y. 11104  
 Tel (212) 786-7667 Telex 235976 Pres. Sam  
 Weiss, VP & Gen. Mgr. George Weiss  
 Winchester, see Sounds of Winchester  
 Windbag, see Olivia  
 Windfall Recs., 1790 Broadway, New York, N.Y. 10019  
 Tel (212) 765-8450  
**Labels:** (Owned) Phantom, Windfall  
 Windi, see Suncat  
 Windi-South (Venezuela), see Suncat.  
 Windmill, see Michele  
 Window, see J-BAR-T  
 Windsong, see RCA  
 Wine Recs., 3307 Laurel Dr., Glenshaw, Pa. 15116 Tel  
 (412) 487-6156 Owner. James Grime  
 Winterwood Recs., 33 Highland Ln., Wheeling, W. Va  
 26003 Tel (304) 233-1723 Owner. Don Teachout  
 PR Dir. Janis Woods  
 Wizard Prod'ns Inc., 2501 S. Ocean Dr., Hollywood Fla  
 33019 Tel (305) 921-6550 Pres. Robert S. Taran.  
 Nat'l Sales Mgr. Stu Chernoff. Promo. Burt Compton  
 A&R Mike Lewis  
 Wizard, Tex., see Buster Doss  
 Wolf, see TK  
 Wonderland, see AA  
 Wonderland/Captrol, see AA  
 Wooden Nickel Recs. Inc., 9465 Wilshire Blvd., Suite 820,  
 Beverly Hills, Calif. 90212 Tel (213) 278-8535  
 Wordcraft, see Vocab  
 Word Inc., 4800 W. Waco Dr., Waco, Tex. 76703 Tel  
 (817) 772-7650  
**Int'l branches:** Australia (Sacred), Canada (Word), Eng-  
 land (Word), New Zealand (Sacred)  
**Labels:** (Owned) Canaan, Myrrh, Sacred, Word (distrib-  
 uted) Good News, Light, Messianic, New Day, NewPax,  
 Paragon, Solid Rock  
 World, see Jersey Coast  
 World Independent Label Dists., see WILD  
 World Int'l Group Inc., 2125 Eighth Ave. S., Nashville.

## RECORD COMPANIES

*Continued from page 47*

**Labels:** (Owned) Ameraba, Spire, West End (SEE  
 ADVERTISEMENT)  
 Western American Rec Co., 830 S Live Oak Park Rd  
 Fallbrook, Calif. 92028 Tel (714) 778-9826 Owner  
 Will Keith  
 Western News Recs., 619-A Buck, Vacaville Calif. 95688  
 Tel (707) 446-1316 Gen. Counsel Ray Swenney  
 Pub. Dir. Stan Stanco. Promo. Ron McCranie  
 Western Sound Archive, see Educational Media & Discorp  
 West Wind, see Metrobeat  
 Wham Bam Recs., 525 N. Broad St., Allentown, Pa. 18104  
 Tel (215) 820-9090 Pres. Dennis Somach, VP. Rich-  
 ard Somach  
**Labels:** (Owned) Denrich, Wham Bam  
 Wheeler Recordin' Co., Box 24143, Mayfield Heights, Ohio  
 44124, Tel. (216) 461-3172. VP. Greg Giancola.  
 Whiplash Recs. Ltd., 150 Gorman St. Naugatuck Conn  
 06770, Tel. (203) 729-2508 Pres. George Fedorick  
 VP. George Csanka Jr. Treas./Sec'y. Andrew C. Do-  
 back  
**Branch:** Wantagh, N.Y., 1803 Interlake Dr. Zip  
 11793 Tel. (516) 826-3934  
 White-Card Rec. Co., 1033 Little E. Neck Rd., West Babylon,  
 N.Y. 11704 Tel. (516) 669-1872 Pres. Hy Berlin. VP.  
 Gus Colletti, A&R Dir. Karolyn Summo  
 White Dove, see Cin/Kay

# MAGNETIC TAPE PROCESSING EQUIPMENT



Passavant, the quality name in magnetic tape 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

- Unwinds
- Film Conditioners
- Film Cleaners & Washers
- Gravure & Reverse Roll Coaters
- Smoothing & Orientation Equipment
- Floater Dryers
- Cure Ovens
- Calenders
- Rewinders
- Slitting Machines

# PASSAVANT

Tenn. 37204 Tel (615) 383-6540 Pres Gene Kennedy; VP Linda Kennedy, Sales Mgr. David Woodward, Nat'l Promo Dir. Dave Allen, Promo Ken Porter  
**Labels:** (Distributed) BMA, Chaplain, Door Knob, Granny White, Lehua, Louisiana Hayride, Mandy Kaye, Nu-Trayl, Palmer, Showcase, TSK  
 World Jazz Recs., 4350 E Camelback, Phoenix, Ariz. 85018 Tel (602) 959-3200 Pres John B. Hickox. (Distributed by Audiofidelity)  
 A World of Jazz, see Vee Jay  
 Worldstar Recs., PO Box 2609, 221 W Main St., Lafayette, La 70502 Tel (318) 235-3587 Owner/Mgr J. Michael Fernandez  
 Worldtone Music Inc., 230 Seventh Ave., New York, N.Y. 10011 Tel (212) 691-1934. Pres. & Gen. Mgr. Kenneth Spear  
**Labels:** (Owned) Worldtone, (distributed) Balkanton (Bulgaria), Electrecord (Romania), Eterna (East Germany), Finnlevy (Finland), Helidon (Yugoslavia), Swedish Discophile (Sweden), Telestar (Sweden), Unidisc (France)  
 World Wide Music Inc., 1300 Division St., Nashville, Tenn. 37203 Tel (615) 256-7543  
**Labels:** (Owned) True, (Distributed) Doral, Rising Star, Wago  
 Worldwide Music Servs., 1966 Broadway, New York, N.Y. 10023 Tel (212) 724-4212 Pres Eric Fletcher  
**Labels:** (Owned) Worldwide, (distributed) Abbey (UK), Barenreiter (Germany), Cathedral (UK), Claves, Guild (UK), London Pro Musica (UK), Syrinx (UK)  
 Wormwood Projects, 1540 Lehigh St., Boulder, Colo. 80303 Tel (303) 499-1108 Pres. Michael D. Aisner  
**Labels:** (Owned) Sealsong, Shire, Wormwood  
 Wright Prod'n's & Promos., 4125 Hollister, Houston, Tex. 77080 Tel (713) 462-6530 Pres Lonnie Wright  
**Labels:** (Owned) Eden, Juke Box, (distributed) Al  
 Joseph Wyndell Prod'n's, PO Box 31533, Dallas, Tex. 75231 Tel (214) 965-4382 Exec Prod'r Neely Reynolds, Assoc. Prod'r/Dir. Susan Spain.

**X**

Xanadu Recs. Ltd., 3242 Irwin Ave., Kingsbridge, N.Y. 10463 Tel (212) 549-3655 Pres. Don Schlitten (Distributed by Cream)  
 Int'l rep.: Japan (Teichiku)  
 Xtra (UK), see Rounder.

**Y**

Yatahey Recs., PO Box 31819, Dallas, Tex. 75231 Tel (214) 690-8875 Owner Pat McKool. (Distributed by Sunshine Country).

Yazoo Recs. Inc., 245 Waverly Pl., New York, N.Y. 10014 Tel (212) 255-3698. Pres.: Nick Perls, VP, Sales & Pub. Scott Drury, Pop A&R Steve Calt, Adv. James Polk, Promo Dir. Felix Fernandez, Tape Bob Hicks, Int'l Rep. James Soli  
 Int'l reps.: Australia (Crest), Canada (Almada), France (International Rec. Imports), Japan (Shinsei), Sweden (Sonet), UK (CRD)  
 Yellow Bee Prod'n's Inc., 245 Waverly Pl., New York, N.Y. 10014 Tel (212) 255-3698. Pres., A&R & Disco Relations Nick Perls, VP, Pub. Adv. & Promo. Scott Drury, Sales & Mktg. Roosevelt Graves, Adv. Steve Calt, Tape Lemon Jefferson, Int'l. Albert Ayler  
**Label:** (Owned) Blue Goose  
 Int'l reps.: Australia (Crest), Canada (Almada), France (International Rec. Imports), Japan (Shinsei), Sweden (Sonet), UK (CRD)  
 Yellow Bird, see Canary  
 Young (Brazil), see Fermata  
 Youngheart Music Education Serv., PO Box 27784, Los Angeles, Calif. 90027 Tel (213) 663-3223. Dir.: Dan McTague, Ass't Dir. Steve Millang, Children's Music A&R Greg Scelsa, Pub. Robin Baltic  
 Yugoton (Yugoslavia), see International Book & Rec.

**Z**

Zap, see Rebel  
 Zeida, see Discolando  
 Zim Recs., PO Box 158, 18 Ivy Dr., Jericho, N.Y. 11753 Tel (516) 681-7102 Owner Arthur Zimmerman  
**Labels:** (Owned) Zim, (distributed) Dragon (Sweden), Jazz Connoisseur (Italy), No Gap, Unique Jazz (Italy)  
 Int'l reps.: Europe, excluding UK (Dragon in Sweden)  
 Zipcode, see Ralph's Radio  
 Ziv Int'l Inc., 600 N Sepulveda Blvd., Bel Air, Calif. 90049 Tel (213) 476-7345 Cable ZIVINC Telex. 698619.  
**Labels:** (Owned) Rodgers & Hammerstein, Showstopers, Ziv  
 Zombie, see Ariola  
 Zouvenir, see Vantage  
 Zzyzx Recs., 1155 N Hyperion Ave., Hollywood, Calif. 90029 Tel (213) 665-2807 Pres. James H. Freedner; Promo. Richard E. Cohen

**SHEET MUSIC**

*Continued from page 91*

• **FAIRLAWN (Area Code 201)**

Chain Dist. Inc., 576 Rt 17 Zip 07410 Tel 652-5080  
 Gen Mgr Morris Bronen  
 Home office: Bronx (New York Metropolitan Area), N.Y.

• **TRENTON (Area Code 609)**

Big Bells Inc., 33 Hovey Ave. Zip 08610. Tel. 586-2622  
 Pres. Stephen P. Rauch

**NEW YORK**

• **COPIAGUE (Area Code 516)**

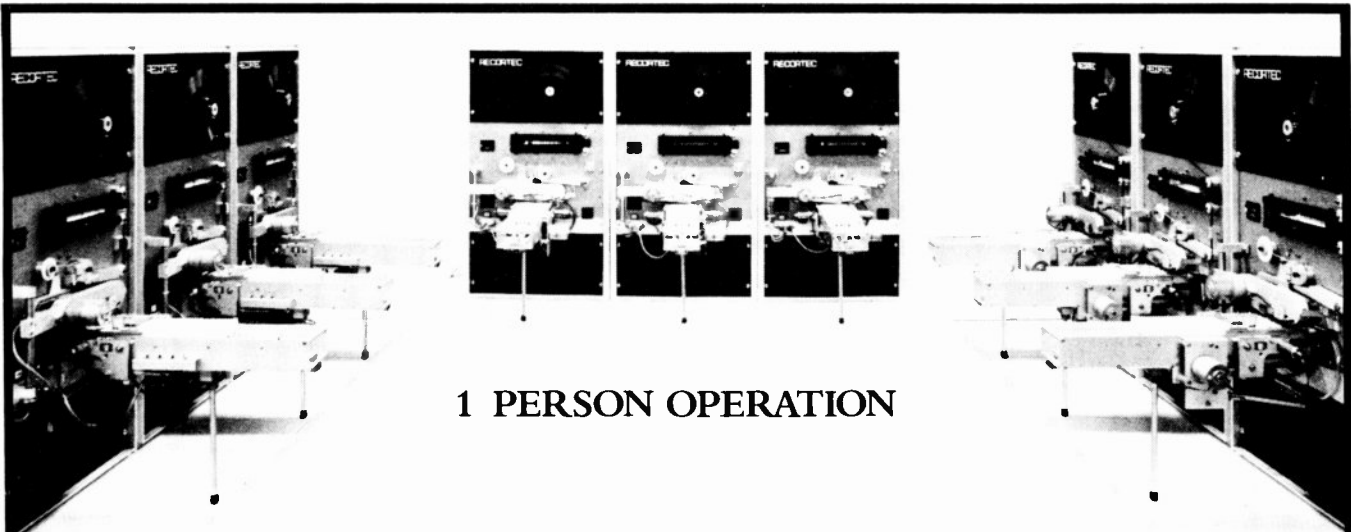
Controlled Sheet Music Serv. Inc., 112 Hudson St. Zip 11726. Tel 842-8080. Pres. Ronald Ravitz; Sales Mgr. Edward Hurley; Customer Serv. Mgr. Linda Press  
**Branch:** Fort Lauderdale, Fla.  
 (Also see Music of the Month Inc.)

• **MELVILLE (Area Code 516)**

Belwin-Mills Publ'g Corp., 25 Deshon Dr. Zip 11746. Tel 293-3400. Pres.: Martin Winkler

• **NEW YORK METROPOLITAN AREA (Area Code 212)**

April/Blackwood Publ'ns, 1350 Ave. of the Americas, 23rd fl. Zip 10019. Tel 975-4886. Opens Dir. Al Kugler. (Distributed by Bradley Publ'ns)  
 Big 3 Music Corp., 729 Seventh Ave. Zip 10019. Tel 575-2978. (SEE ADVERTISEMENT)  
 Bradley Publications (div of RBR Communications Inc.), 43 W 61 St. Zip 10023. Tel 757-8805. Pres. Richard Bradley, VP & Gen. Mgr. Bill Radics; Sales Dir. Vincent Martino  
 Chain Dist. Inc., 476 E. Fordham Rd., Bronx 10458. Tel 298-3350. Pres.: Morris Bronen, Gen. Mgr. Sid Bronen  
**Branch:** Fairlawn, N.J.  
 Chappell Music Co., 810 Seventh Ave. Zip 10019. Tel 977-7200  
**Branches:** Hollywood, (Los Angeles Metropolitan Area), Calif.; Nashville, Tenn.  
 Cherry Lane Music Co. Inc., see listing under Greenwich, Conn.  
 Pietro Deiro Music Headquarters, 133 Seventh Ave. S. Zip 10014. Tel 243-2090. Pres. Pietro Deiro, Gen. Mgr. Bruno Borghesan.  
 Carl Fischer Inc., 56-62 Cooper Sq. Zip 10003. Tel 777-0900  
**Branches:** Los Angeles, Calif.; Chicago, Ill.; Boston, Mass.  
 Doris Fisher Music Corp., 1619 Broadway. Zip 10019. Tel 586-1545. Pres. Doris Fisher.  
 Charles Hansen Educational Sheet Music & Books Inc., 1860 Broadway. Zip 10023. WATS Tel (800) 223-9882. Pres. Charles Hansen, Gen. Mgr. Mike Elswit, Sales Mgr. Bill Schwartz  
**Home office:** Miami, Fla.; Hansen Publ'ns



**1 PERSON OPERATION**

**AUTOMATED CASSETTE LOADING**

THROUGHPUT per operator can be significantly increased using Automatic Cassette Feeders on Recortec loaders. One operator will then be able to handle up to 10 units loading C-90 length cassettes. The operator's only task is to keep the loaders supplied with C-zeros and tape pancakes.

QUALITY of output is improved by automated cassette handling and leader threading. The constant tension packing of tape in the cassette assures no tape stretching and trouble free cassette operation. Defective C-zeros and high friction cassettes are automatically rejected and segregated by the loader.

EFFICIENCY of Recortec equipment is evident when the same unit can handle C-10 to C-180 tape without adjustment. The same loader can be used for loading either prerecorded or blank tape. The unit is also less dependent on operator proficiency because of the automatic functions.

**RECORTEC, INC.** 777 PALOMAR AVE., SUNNYVALE, CA 94086 TEL: (408) 735-8821 TWX: 910-339-9367

Lee/Art Graphics Inc., 157 Chambers St. Zip: 10007. Tel: 267-4140. Pres.: Lucie Koppelman; Gen. Mgr.: Charles Koppelman

M C A Music (div. of MCA Inc.), 445 Park Ave. Zip: 10022. Tel: 759-7500. Pres. Salvatore Chiantia

**Branches:** Universal City (Los Angeles Metropolitan Area), Calif.; Nashville, Tenn.

Edward B. Marks Music Corp., 1790 Broadway, Zip: 10019. Tel: 247-7277. Pres.: Joseph Auslander; VP & Publ'ns Dir.: Bernard Kalban; VP & Prof. Mgr.: Barry Bergman

Edwin H. Morris & Co. Inc. (div. of MPL Communications Inc.), 39 W. 54 St. Zip: 10019. Tel: 581-1330.

Music Sales Corp., 33 W. 60 St. Zip: 10023. Tel: 246-0325. Pres.: Herbert Wise; Sales Mgr.: Joseph Lyons

**Int'l branches:** Australia, Music Sales Australia Pty. Ltd.; England, Music Sales Ltd.; Germany, Music Sales GmbH; Japan, Music Sales Corp.

Northridge Music Inc., 15 E. 48 St. Zip: 10017. Tel: 759-9515. Pres.: Henry Mancini; Gen. Mgr.: P. Bente.

**Home office:** Los Angeles, Calif.

Peer-Southern Org., 1740 Broadway, Zip: 10019. Tel: 265-3910. Pres.: Monique I. Peer; VP: Ralph Peer II

**Branches:** Hollywood (Los Angeles Metropolitan Area), Calif.; Miami, Fla.; Nashville, Tenn.

Plymouth Music Co. Inc., 17 W. 60 St. Zip: 10023. Tel: 246-9678. Gen. Mgr.: Bernard Fisher.

Rashid Sales Co., 191 Atlantic Ave., Brooklyn 11201. Tel: 852-3298.

Tempo Music Inc., 750 Park Ave. Zip: 10021. Tel: 249-7500.

Terminal Musical Supply Inc., 166 W. 48 St. Zip: 10036. Tel: 245-5270. Pres.: Arthur Nitka; Gen. Mgr.: George Rizzo.

Warner Bros. Publ'ns Inc., 75 Rockefeller Plaza, 14th fl. Zip: 10019. Tel: 484-6219. Pres.: Ed Silvers; Gen. Mgr.: Murray Rutkoff; Sales Mgr.: Steve Spooner.

**Home office:** Los Angeles, Calif.

World Sheet Music Dist., 1330 E. 101 St., Brooklyn 11236. Tel: 763-0315. Chief Exec.: Leon Schneeweiss

• **WEST BABYLON (Area Code 516)**

Mark Music Serv. Ltd., 95 Eads St. Zip: 11704. Tel: 420-8310. Pres.: Harold Goydel; Gen. Mgr.: David Weiss; Sales Mgr.: Harris Kozak.

**NORTH CAROLINA**

• **CHARLOTTE (Area Code 704)**

Brodts Music Co., PO Box 1207. Zip: 28231. 1409 E. Independence Blvd. Zip: 28205. Tel: 332-2177. Owner: Gladys F. Brodts; Gen. Mgrs.: Frank G. Potter, Edwin M. Belch Jr

**OHIO**

• **CLEVELAND METROPOLITAN AREA (Area Code 216)**

Grossman Music Corp., 1278 W. Ninth St. Zip: 44113. Tel: 696-1234. Cable: GROMUSIC. Pres.: Henry S. Grossman

**PENNSYLVANIA**

• **PITTSBURGH (Area Code 412)**

Volkwein Bros. Inc., 117 Sandusky St. Zip: 15212. Tel: 322-5100. Pres.: Carl W. Volkwein; Gen. & Sales Mgr: Walter E. Volkwein.

• **VALLEY FORGE (Area Code 215)**

J. W. Pepper & Son Inc., Box 850, Eisenhower Rd. Zip: 19482. Tel: 666-9600

**Branches:** Tampa, Fla.; Atlanta, Ga.; Detroit, Mich.

**RHODE ISLAND**

• **PROVIDENCE (Area Code 401)**

Axelrod Music Inc., 251 Weybosset St. Zip: 02903. Tel: 421-4833. Pres. & Gen. Mgr.: Walter Axelrod.

**TENNESSEE**

• **CLEVELAND (Area Code 615)**

Pathway Press, 1080 Montgomery Ave. Zip: 37311. Tel: 479-9601.

• **MEMPHIS (Area Code 901)**

Blackwood Bros., 209 N. Lauderdale. Zip: 38105. Tel: 527-4349. Pres.: James Blackwood; Gen. & Sales Mgr.: Carolyn Pearson.

• **NASHVILLE (Area Code 615)**

Acuff-Rose Sales Inc., 2510 Franklin Rd. Zip: 37204. Tel: 385-3031. Pres.: Wesley H. Rose; Sheet Music Sales Mgr.: John R. Brown.

The Benson Co., 365 Great Circle Rd. Zip: 37228. Tel: 259-9111. Pres.: Bob Benson Sr., Sr. VP, Mktg.: Robert Benson.

Chappell Music Co., 10 Music Circle. Zip: 37203. Tel: 244-3382. Mgr.: Henry Hurt.

**Home office:** New York, N.Y.

M C A Music (div. of MCA Inc.), 1106 17 Ave. S. Zip: 37212. Tel: 242-3551. Dir.: Jerry Crutchfield.

**Home office:** New York, N.Y.

Peer-Southern Org., 7 Music Circle N. Zip: 37203. Tel: 244-6200. Dir.: Nashville Opns.: Ron Bledsoe.

**Home office:** New York, N.Y.

**TEXAS**

• **FORT WORTH (Area Code 817)**

Don Edgar Music, 2312 Jasper. Zip: 76106. Tel: 626-3448. Owner & Gen. Mgr.: D.D. Edgar.

• **SAN ANTONIO (Area Code 512)**

Southern Music Co., 1100 Broadway. Zip: 78215. Tel: 226-8167. Pres. & Gen. Mgr.: Arthur Gurwitz.

**WASHINGTON**

• **SEATTLE (Area Code 206)**

Capitol Music Co. Inc., PO Box 21906, 1530 Third Ave. Zip: 98111. Tel: 774-3630. Telex: 2-6668. Exec. VP & Gen. Mgr.: Keith Maradak. (SEE ADVERTISEMENT)

**WISCONSIN**

• **MILWAUKEE (Area Code 414)**

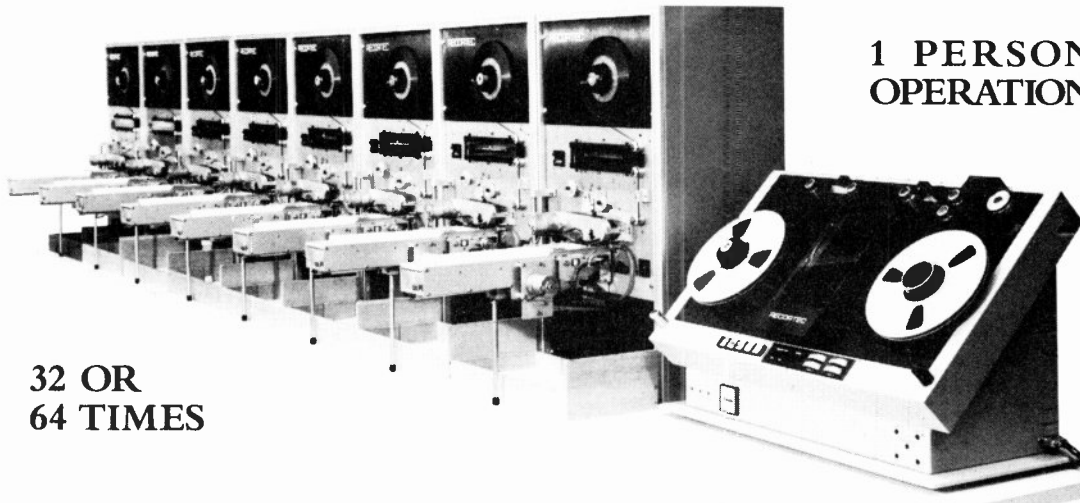
Hal Leonard Publ'g Corp., 8112 W. Bluemound Rd. Zip: 53213. Tel: 774-3630. Telex: 2-6668. Exec. VP & Gen. Mgr.: Keith Maradak. (SEE ADVERTISEMENT)

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 Cinn., OH 45214

\*As long as they last. (California residents: add 6% state sales tax.)



32 OR  
64 TIMES

1 PERSON  
OPERATION

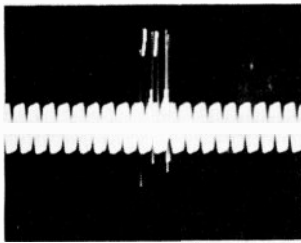
**AUTOMATED CASSETTE DUPLICATOR**

COMBINING duplication and loading into one operation is Recortec's contribution to cutting your labor costs. And, the Bi-Directional Master eliminates the master bin loop! With the system pictured, one operator keeps the C-zero hoppers supplied, puts on new pancakes and spot checks the finished product.

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Actual, unretouched photo of an oscillograph test.

The oscillograph you see is an actual photo of a high-quality audio system "playing" a fingerprint.

You're hearing fingerprints now through your speaker system. Instead of the sound your precious discs are capable of. And no vacuum record cleaner, brush-arm or treated cloth will remove them. None.

## The sound of your fingerprint

But Discwasher™ — with new D3 fluid — removes fingerprints completely. Along with dust. And manufacturing lubricants (added to make pressing faster) that can act like groove-blocking fingerprints. All this cleaning without pulling polymer stabilizers from your vinyl discs.

Discwasher™. The only safe, effective way to silence the printed finger. At Audio specialists world wide.

**Discwasher, Inc.**  
Columbia, Mo. 65201



# ACCESSORIES/SUPPLIES

Manufacturers & Importers/For The Record & Tape Dealers

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.  
**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.: 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 M. Miller; VP: Chuck Spitzer; Sales Mgr.: Tom Neary Jr.  
**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) 728-1155. Pres.: Stan Zalkind; VP Mktg.: Andy Livan; Special Accounts Co-ord.: Cathy Burgess.  
**Product:** 8-tr. & 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 & tape carrying & storage cases (Record-Mate, Tape-Mate). (M)  
 Aldshir Mfg. Co. Inc., 111 Lake Ave., Tuckahoe, N.Y. 10707. Tel: (914) 719-1297. Pres.: Gerald Shirley; Sales Mgr.: Lindley Nichols.  
**Product:** 45 rpm adapters (Televox). (M)  
 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 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)  
 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, Calif., 8120 Webb Ave. Zip: 91605. Tel: (213) 768-6100. Gen. Mgr.: Michael S. Emerson; Reg'l Sales Mgr.: Richard Hutchinson—Demarest, N.J., 18 Christie Zip: 07627. Tel: (201) 767-9033. VP Mktg.: Paul E. Adams.  
**Product:** Head cleaners. (M)  
 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.  
**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. Martiniz.  
**Product:** Record & tape carrying & storage cases, cleaners, cloths & brushes (Dustbuster). (M)  
 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 Ent's. 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 & polish (Plastic Way); head cleaners & demagnetizers (Aspen); 8-tr. test tape (Deck-tester).  
 Athena Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012.

- Tel: (201) 471-8044. Pres., Sales & Adv. Mgr.: Charles Beres Jr.  
**Product:** Cassette head cleaners. (M) (SEE ADVERTISEMENT)  
 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 Grooms, 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) (SEE ADVERTISEMENT)  
 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:** Record & tape carrying & storage cases, cleaners (Quiet One), cloths, brushes, head cleaners, demagnetizers. (M)  
 Audiolab Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel: (916) 485-0500. Pres.: R.E. Stefan; Sales & Adv. Mgr.: J. Hodges.  
**Product:** Demagnetizers. (MD)  
 Audiomatic 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:** Leader & splicing tape. (SEE ADVERTISEMENT)  
 Audio-Stac, see Stac-All.  
 Audio-Technica U.S. Inc., 33 Shawnee Ave., Fairlawn, Ohio 44313. Tel: (216) 836-0246. VP & Gen. Mgr.: Jon R. Kelly; Mktg. Mgr.: Fred Nichols.  
**Product:** Cleaners, cloths, brushes, needles. (M) (SEE ADVERTISEMENT)  
 Audiotech (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)  
 Audio Works, 840 Piner Rd., No. 14, Santa Rosa, Calif. 95401. Tel: (707) 528-0422. Nat'l Sales Mgr.: Melody Bynon; Prod. Mgr.: Tim Bynon.  
**Product:** Cleaners, brushes, tape storage units.  
 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, Calif., 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: 07011. 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). (SEE ADVERTISEMENT)  
 Bazy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043. Tel: (313) 463-2592. Pres.: L. Allan Bazy; 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 Glander.  
**Product:** Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, splicing tape.  
 Blackburn Inc., 1821 University Ave., St. Paul, Minn. 55104. Tel: (612) 646-2781. Pres.: George F. Snelgrove; Sales Mgr.: Thomas F. Sabow.  
**Product:** Carrying & storage cases. (M)  
 Black Magic, see Reoton.  
 Blue Max, see Audiotech.  
 Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave., Indianapolis, Ind. 46220. Tel: (317) 251-3918. Pres.: Robert Bowers; VP & Sales Mgr.: Charles H. Kaufman.  
**Product:** Replacement record sleeves (Lifetime Protectors, Protect Your Records), LP gift packages, polyethylene 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., Rockville 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.



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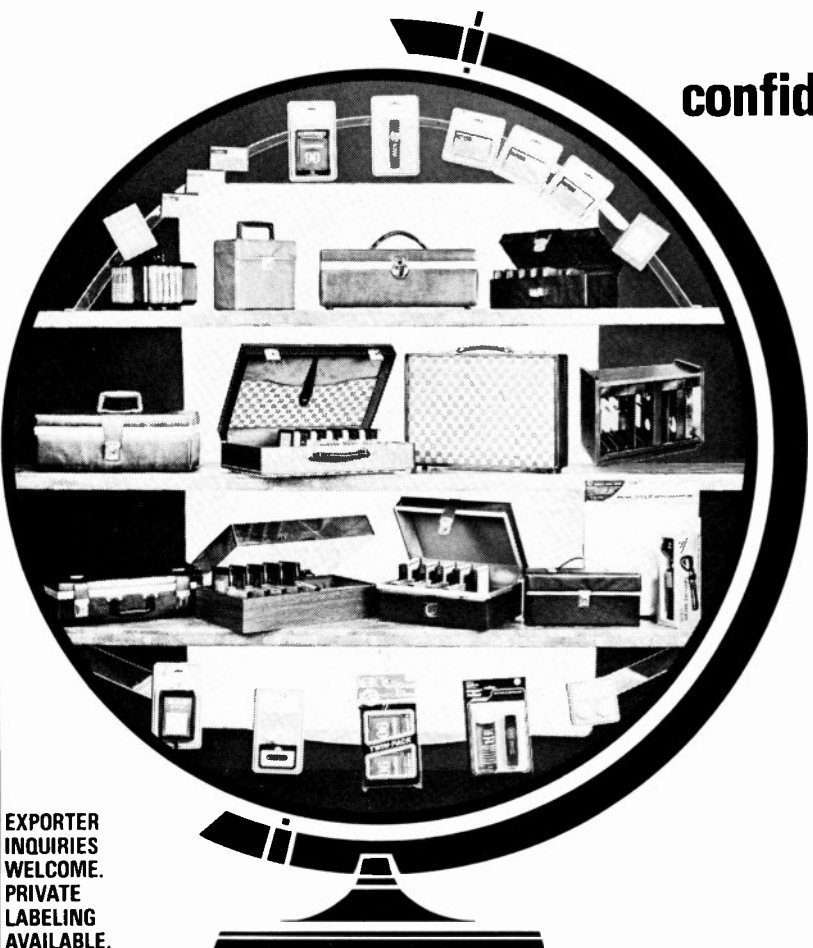
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Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel. (815) 397-3200. Pres. Robert L. Fleming. VP Sales & Mktg.: Sandra L. Fleming. Adv. Mgr. Donald Clark.  
**Product:** 45 rpm adapters, needles (Carter-Craft) (M)  
 Clean Sound, see Recoton.  
 Clean-Sweep, see Horian.  
 Clean-Track, see Horian.  
 Coast Ind'l Mfg. Co., 3611 E. La Palma Ave., Anaheim, Calif. 92806. Tel. (714) 630-3997. Pres.: Art Reynolds Jr., Sales Mgr.: Art Reynolds Sr.  
**Product:** Head cleaners.  
 Comsette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel. (213) 826-4528. Pres. Richard W. Moore.  
**Product:** Head cleaners (M)  
 Crestmark Inds., 500 Eighth Ave., New York, N.Y. 10018. Tel. (212) 947-9166. Pres. Leon Beda.  
**Product:** Record & tape carrying & storage cases (M)  
 Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel. (919) 867-4106. Pres.: Al Metzger, Nat'l Sales Mgr.: Judy Harris.  
**Product:** Record & tape carrying & storage cases (M)  
 Custom Dupl'n Inc., 6330-36 Arizona Circle, Los Angeles, Calif. 90045. Tel. (213) 670-6675, 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.  
**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) (SEE ADVERTISEMENT)  
 Decktaster, see Aspen.  
 Delrama Int'l, 37 Newtown Rd., Plainview, N.Y. 11803. Tel. (516) 293-9740. Pres. Thomas Della Rocca.  
**Product:** Tape carrying & storage cases, cleaners, cloths & brushes (M)  
 Devon 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)  
 Dielectrics Inc., 6 Second Ave., Chicopee, Mass. 01020. Tel. (413) 598-8308. Earl S. Stahl, Exec. VP. Eric Craig Stahl.  
**Product:** Record & tape carrying & storage 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., Colum-

bia, Mo. 65201. Tel. (314) 449-0941. Pres.: Bruce R. Maier; Nat'l Sales Mgr.: James D. Hall; Adv. Mgr.: Vickie Hargrove.  
**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 (Pro-Disc), tonearm/cartridge damper (DiscTraker). (SEE ADVERTISEMENT)  
 Disk-Go-Case, see Supronics.  
 Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel. (312) 625-3340. Pres. & Sales Mgr.: James R. Walsh.  
**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. (SEE ADVERTISEMENT)  
 Dosix, see Double Sixteen.  
 Double Sixteen Co., PO Box 1616, Wheaton, Ill. 60187. Tel. (312) 653-1616. Pres. Jim Canon.  
**Product:** Tape carrying & storage cases (Dosix) (M)  
 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.  
**Product:** Tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, splicing tape (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) (SEE ADVERTISEMENT)  
 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 Audiotech.  
 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.  
**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)  
 Erase-Sure, see Magnisonics.  
 Erect-a-Set, see Fuji.  
 Esmond Inds. Inc., 2455 E. Sunrise Blvd., Fort Lauderdale, Fla. 33304. Tel. (305) 564-6435.  
**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)  
 Fidelipac, 109 Gaither Dr., Mount Laurel, N.J. 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 Mfg. 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., 6300 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)  
 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., Lincolnwood, Ill. 60016. Tel. (312) 675-1100. Pres.: Charles F. Kellner; Sales Mgr.: Hank Katz.  
**Product:** 45 rpm adapters, demagnetizers.  
 Horian 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.  
**Product:** Record & tape carrying & storage cases; cleaners, cloths & brushes (Calibron, Clean-Sweep); head cleaners & demagnetizers (Calibron, Clean-Track) (M)



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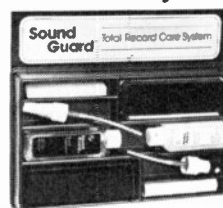
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Inter-Cassette Ltd., 8 Station Square, Rutherford, N.J. 07070 Tel (201) 939-8050 Telex 133535 Pres. Wes Le Marr. Gen. Mgr. Hubert Koo  
**Branches:** Hong Kong, Germany  
**Product:** Record cleaners & sweep arms, head cleaners. (M)

Irish 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  
**Product:** Head cleaners (M)

Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710 Tel (516) 785-6480. Sales Mgr. Herb Yassky  
**Product:** Cassette storage library, tape carousels & storage centers, demagnetizers, 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. carrying case

Jefmann Ent's Inc., 46 Weirman Court, Plainville, N.Y. 11803 Tel (516) 822-7277. Pres. Allen Frost.  
**Product:** Head cleaners, leader & splicing tape

King Instrument Corp., 80 Turnpike Rd., Westboro, Mass. 01581 Tel (617) 366-9141. Pres. James L. King. Mktg. Dir. Paul McGonigle. Sales Mgr. William E. Cline  
**Product:** Splicing tape (SEE ADVERTISEMENT)

Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324 Tel (213) 886-8383 Pres. William Lang. Sales Mgr. Floyd Sanders. Adv. Mgr. Bruce Lang  
**Product:** Tape carrying & storage cases. (M)

Lafayette Radio Electronics Corp., 111 Jericho Trpk., Syoset, 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) (SEE ADVERTISEMENT)

Lenco-clean, see Skybordugh  
 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.

**Product:** Tape carrying & storage cases (M) (SEE ADVERTISEMENT)

M M C. see Magnetic Mktg.

M M W (Mechanical Mirror Works) Inc., 41 Madison Ave., New York, N.Y. 10010 Tel (212) 889-3036 VP Mktg. Howard Cohen  
**Product:** Album jacket & rec'g artist silk-screened mirrors

M R S. see M.R. Sand.

Magnetics 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 rewriter (Rapid-Winder)

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  
**Product:** Demagnetizers (MMC) (M) (SEE ADVERTISEMENT)

Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735 Tel (516) 293-1010 Pres. Aaron Waserser. 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  
**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  
**Product:** Record & tape carrying & storage 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. (SEE ADVERTISEMENT)

Vernon McMillan Inc., 801 Newark Ave., Elizabeth, N.J. 07208 Tel (201) 352-8800 Pres. Alexander R. Noble. Corporate Mktg. Dir. Alfred F. Calabro. Sales Mgr. Donald R. Stevenson  
**Product:** Record & tape carrying & storage cases (Amberg). (M)

Mechanical Mirror Works Inc., see MMW

Memorex 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 Kier Rd. Zip 95052 Tel 987-2620.  
**Branches:** Los Angeles, Calif., 11340 W. Olympic Blvd. Zip 90064 Tel (213) 478-3051—Lombard, Ill., 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. head & capstan cleaner, cassette cleaning kit, record cleaner & cleaning fluid, record care kit

Metacom Inc., 707 W. Broadway, Minneapolis, Minn. 55411 Tel (612) 588-2781 Pres. James I. McCann; Sales Mgr. Phillip T. Levin  
**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 Pres. Albert J. Eisenberg, VP Sales. Walter Benschler; Ass't Mktg. Mgr. Lou Anne O'Connor. Adv. Mgr. A. Packer.  
**Product:** Head cleaners & demagnetizers (M)

M A Miller, see Pageant Miller

Music Library, see Oxford 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 Pres. 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 Pres. E. Nakamichi; Mktg. Dir. Ted Nakamichi; Sales Dir. Ken Ohba. Technical Dir. Harron K. Appleman  
**Branch:** Santa Monica, Calif., 1101 Colorado Ave. Zip 90404 Tel (213) 451-5901  
**Product:** Demagnetizers (MDI)

Helen Neushaefer Inc., 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 Monte, Calif. 91733 Tel (213) 283-2603, 444-3852. Pres & Gen. Mgr. Richard M. Evlieth  
**Product:** Record cleaning brush (Staticmaster) (M)

Olsen 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 Pendaflex Corp., Clinton Rd., Garden City, N.Y. 11530 Tel (516) 741-3200 Pres. William Thompson. Mass Mktg. Mgr.: Al Tamashsky. Sales Mgr. Kevin Botkin; Adv. Mgr. Harry 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

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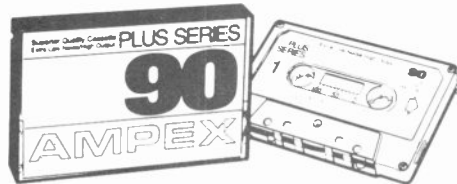
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Pageant Miller Inds., 605 Northern Blvd., Chinchilla, Pa 18410 Tel (717) 587-4771 Owner & Pres Alan F Wormser, Nat'l Sales Mgr M J Fields, Adv Mgr J A Johndrow  
**Product:** Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all P/M), needles (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  
 Peerless Vid-Tronics Corp., 50 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)  
 Pfanstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill 60085 Tel (312) 623-1360 Pres & Adv Mgr Merle R Nelson, Sales Mgr C Al Clinton  
**Product:** Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all Pfanstiehl), needles (Pfanstiehl)  
 Pfanstiehl see Pfanstiehl  
 Phonology 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 Mfg 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  
 Pro I Prods., PO Box 33, Highland Park, Ill. 60035 Tel (312) 433-4575 Pres Roy Pink  
**Product:** Corrugated cassette carriers  
 Protect Your Records, see Bowers  
 Q R K Electronic Prods. Inc., 1568 N Sierra Vista Ave., Fresno, Calif 93703 Tel (209) 251-4213 Pres. Robert D Sidwell, Sales Mgr. Robert Martin  
**Product:** **Needles**  
 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 Altamura  
**Product:** Cleaners, cloths & brushes (Metrocare, Metro-sound), 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  
 Raynor Sales Co. Inc., 2698 W Pico Blvd., Los Angeles, Calif 90006 Tel (213) 737-3737 Pres Ray Abrams  
**Product:** Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, record gift sleeves, leader & splicing tape  
 Realistic, see Radio Shack  
 Record Basic, see Audiotex  
 Record-Mate, see Akro-Mils  
 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 Hathaway  
**Product:** Record catalog servs  
 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  
**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) (SEE ADVERTISE-MENT)  
 Reliance 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:** 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 (516) 868-2880 Pres Mervin A Dayan  
**Product:** Record & tape carrying & storage cases (Add'n Stac) (M), head cleaners & demagnetizers (Royal Sound) (I)  
 S C-1, see Discwasher  
 S 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)  
 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) 964-0530**  
**Product:** Tape carrying & storage cases  
 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  
**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)  
 Schweitzer Design Inc., see Ampro  
 Scotch, see 3M  
 Seebro Prods Co., 2416 S Michigan Ave., Chicago, Ill 60616 Tel (312) 842-8221 Pres I Siegal, Sales

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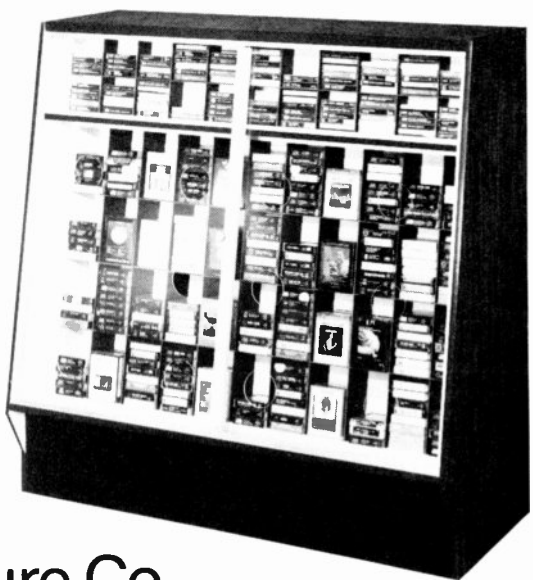
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**Product:** Record & tape carrying & storage cases, wire record racks (MD)

Sentry Inds Inc 221 N Macquesten Pkwy Mount Vernon, NY 10550 Tel (914) 664-2909 Pres Harold Rosen Sales & Adv Mgr Barry Rosen  
**Product:** Cleaners cloths brushes head cleaners demagnetizers leader & splicing tape (MD) (SEE ADVERTISEMENT)

Service Mfg Co Inc 155 Saw Mill River Rd Yonkers N Y 10701 Tel (914) 476-1700 Pres Joseph L Berkman VP Sales Richard Rosenberg  
**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 (Lenco-clean)

Snap Jack Inc 805 Clifton Ave Clifton N J 07013 Tel (201) 779-0225 0240 Pres David T Coore VP Joseph A Spinella Sales Mgr Robert Messina  
**Product:** LP jacket wall frames

Sonic Research Inc 27 Sugar Hollow Rd Danbury Conn 06810 (203) 792-8822 Pres Peter E Pritchard Mktg Mgr R von Sacken  
**Product:** Cleaners (Pixoff) (I) cartridges (Sonics) (M)

The Sound Bug see Trans Continental

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

Sound Pro Inds Inc 347 Culver Blvd Playa del Rey Calif 90291 Tel (213) 822-0510 (SEE ADVERTISEMENT)

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 Ill 61101 Tel (815) 968-9661 Pres A C Valiulus VP Mktg 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 Bohemia N Y 11716 Tel (516) 589-4300 Pres George Clahane VP Craig M Balaban  
**Product:** Non abrasive cassette head cleaners (M)

*(Continued on page 396)*

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# MERCHANDISING

**Aids & Store Fixtures Manufacturers & Importers**

The key to the abbreviations following the company listings is: (M) Manufacturer, (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 Devejan.  
**Product:** Record & tape browser boxes, record & tape display racks, record & tape divider cards.

American 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. Martintz.  
**Product:** Record & tape browser boxes, record & tape display racks, record & tape divider cards. (M)

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, Massapequa, N.Y. 11758. Tel. (516) 798-8590. 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) 827-8474. Pres. B.W. Thomas. Sales Mgr. Frankie Stricker.  
**Product:** Tape display racks (M)

Carter Corp., 1916 11 St., Rockford, Ill. 61108. Tel. (815) 397-3200. Pres. Robert L. Fleming, VP Sales & Mktg. Sandra L. Fleming, Adv. Mgr., Donald Clark.  
**Product:** Record display racks (Carter-Craft) (M)

Central Plastics, 2701 N. Pulaski Rd., Chicago, Ill. 60639. Tel. (312) 235-3300. Pres. & Gen. Mgr. H.R. Greenwald, Adv. Mgr. J.T. Flynn.  
**Branch: Rockford, Ill., 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.  
**Product:** Record & tape divider cards (M)

Dajim Corp., 1 Park St., Amsterdam, N.Y. 12010. Tel. (518) 842-4800. Pres. James DiCaterino, Sales & Adv. Mgr. Dan DiCaterino.  
**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. 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 Schoeller, Sales Mgr. Weldon Dolgoff. Adv. Mgr. Lynda Hobson.  
**Product:** Record browser boxes, record & tape display racks. (MD)

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel. (312) 625-3340. Pres. & Sales Mgr. James R. Walsh.  
**Product:** Tape Display racks (Securette) (I)

E 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.

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) (SEE ADVERTISEMENT)

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, Ariz., 7301 E Evans Rd. Zip 85260. Tel. (602) 948-1070.**  
**Product:** Record display racks, record divider cards.

Fidelipac, 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel.

(609) 235-3511. Gen. Mgr. Dan McCloskey, Sales & Mktg. Mgr. Arthur Constantine.  
**Product:** Tape display racks (M)

Freedman Aircraft Eng'g Corp., PO Box 228, Charlevoix, Mich. 49720. Tel. (616) 547-6501. Pres. Jack C. Grubbaugh, 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) (SEE ADVERTISEMENT)

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) (SEE ADVERTISEMENT)

Kajac Rec. Corp., 155 First St., Carlisle, Iowa 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) (SEE ADVERTISEMENT)

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) (SEE ADVERTISEMENT)

Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel. (317) 856-3731.  
**Product:** Tape display racks (M)

Monark see Dajim.

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn.

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1148 Manhattan Ave.  
Manhattan Beach, Calif. 90266  
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(213) 545-6798

55427 Tel (612) 545-0401  
Product: Tape display racks.

Nostalgia Lane Inc., 211 W. 56 St., Suite 33J, New York, N.Y. 10019 Tel (212) 583-5390. Owners: Lee Halpern, Nina Mattikow, Customer Relations Supervisor Yvonne Simpkins, Sales Mgr Herb Goldfarb  
Product: Record browser boxes, record display racks, record divider cards

Paramount Wire Prods., 1035 Westminster Ave., Alhambra, Calif 91803 Tel (213) 570-1601. Pres. Joseph D Winston, Sales & Adv Mgr Charles W. Holmes  
Product: Record browser boxes, record display racks, tape storage cases. (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  
Product: Divider cards (M)

Pickwick Mfg Co., 7500 Excelsior Blvd., Minneapolis, Minn 55426 Tel (612) 932-7641. Pres. C. Charles Smith, Nat'l Sales Mgr. Daniel P. Mahoney  
Product: Browser boxes, display racks (M)

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif 90006 Tel (213) 737-3737 Pres. Ray Abrams  
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Record Wide Dists., 1755 Chase Dr., Fenton, Mo 63026. Tel (314) 343-7100 Contact Jim Adams  
Product: Wire record & 8-tr. racks.

Recon 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 (SEE ADVERTISEMENT)

Rockford Central Plastics, see Central Plastics  
Scotch, see 3M  
Securette, see Display Media

Seeburg 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) (SEE ADVERTISEMENT)

Sterling Title Strip Co. Inc., 1175 Broad St., Newark, N.J. 07114 Tel (201) 243-0222 Pres. Dick Steinberg, Sales Mgr. William Thomas  
Product: Divider cards (M)


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; Mktg. Dir. Bill Madden, Retail Prods. Mgr. D.E. Rushin; Nat'l Sales Mgr. Joe L. Leon, Adv Co-ord. F.E. Dettloff; Mkt Communications & Mdsgr Supervisor Vicki Hanson; 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—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—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—Cincinnati, Ohio, 4835 Para Dr Zip 45237 Tel (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip 44130. Tel (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave Zip 19120 Tel (215) 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  
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. Denison Parker, Sales Mgr. Dudley Pendleton III, Adv. Mgr. B.R. Cummings.  
Product: Tape display racks (M)

Westland 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.

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)

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## Jukebox Manufacturers

Rock-Ola Mfg. Corp., 800 N. Kedzie Ave., Chicago, Ill. 60651 Tel: (312) 638-7600 Pres. Donald C. Rockola, Sales Mgr. Lester C. Rieck; Adv. & Sales Promo Mgr. Joseph E. Senesac.

Rowe Int'l Inc. (sub of Triangle Inds. Inc.), 75 Troy Hills Rd., Whippany, N.J. 07981 Tel (201) 887-0400 Pres. Merrill Krakauer, Exec VP Paul F. Pellegrino, Sr VP Mktg. Matt B. Russ, VP Dist. Opns. W. Jack Manning Jr., VP Sales Edward A. Wiler.  
Branches: Phoenix, Ariz., 2911 W. Fairmount Ave. Zip 85017 Tel (602) 279-2314—Los Angeles, Calif., 1433 W. Pico Blvd. Zip 90015 Tel: (213) 747-9326—San Francisco, Calif., 1400 Minnesota St. Zip 94107 Tel (415) 285-0300—Denver, Colo., 2830 W. Ninth St. Zip 80204 Tel (303) 534-6308—Jacksonville, Fla., 60 Riverside Ave. Zip 32202 Tel (904) 356-0256—Miami, Fla., 1160 NW 163 Dr. Zip 33169 Tel (305) 625-8307—Tampa, Fla., 1725 W. Cypress. Zip 33606 Tel (813) 251-1801—New Orleans, La., 1601 S. Gayoso. Zip 70125 Tel (504) 822-0050—Dedham, Mass., 888 Rear Providence Hwy. Zip 02026 Tel (617) 329-3300—Kansas City, Mo., 2900 Main St. Zip 64108 Tel (816) 531-5715—St. Louis, Mo., 2832 Washington Ave. Zip 63103 Tel (314) 533-5575—Omaha, Neb., 8603 G St. Zip 68127 Tel (402) 339-2520—Albany, N.Y., 47A Railroad Ave. Zip 12205 Tel (518) 489-8501—Cheektowaga, N.Y., 76 Benbro Dr. Zip 14225 Tel (716) 681-3010—Syracuse, N.Y., PO Box 103, Salina Sta. 1901 Lemoyne Ave. Zip 13208 Tel (315) 455-5611—Columbia, S.C., 1104 Shop Rd. Zip 29201 Tel (803) 799-3540—Memphis, Tenn., 628 Madison Ave. Zip 38103 Tel (901) 525-3609—Nashville, Tenn., 1010 Foster Ave. Zip 37211 Tel (615) 244-6646—Dallas, Tex., 3115 Halifax. Zip 75247 Tel (214) 638-4280—Houston, Tex., 91 Dennis St. Zip 77006 Tel (713) 523-7464—Salt Lake City, Utah, 375 S. Third St. West. Zip 84101 Tel (801) 531-8555  
Int'l Branch: Canada  
Seeburg Prods. (div. of Seeburg Inds. Inc.), 1500 N. Dayton St., Chicago, Ill. 60622 Tel (312) 642-0800 Pres. Louis Nicastro, Adv Mgr. Bernie Cohen

## Title Strip Manufacturers

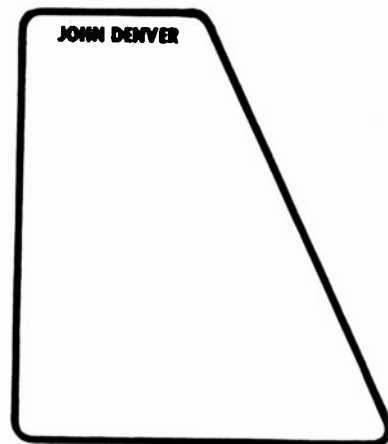
K M Recs. Inc., 2980 N. Ontario St., Burbank, Calif 91504. Tel (213) 841-3400 Pres. Glade Merkley, VP Custom Serv. Jim Aucherlonie, Adv. Mgr. Bruce Leek  
Ray Lawrence Ltd., PO Box 1987, Studio City, Calif 91604 Tel (213) 552-1000 Pres. & Sales Mgr. Ray Lawrence, Adv. Mgr. Jeff Lawrence.  
Hit Program Serv., see Sterling Title Strip  
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 (SEE ADVERTISEMENT)  
Sterling Title Strip Co. Inc., 1175 Broad St., Newark, N.J. 07114 Tel (201) 243-0222 Pres. Dick Steinberg, Sales Mgr. William Thomas  
Rik Tinory Prod'ns, 622 Rt. 3A, Cohasset, Mass. 02025 Tel (617) 383-9494. Pres.: Richard F. Tinory, Artist Relations Claire L. Babcock.

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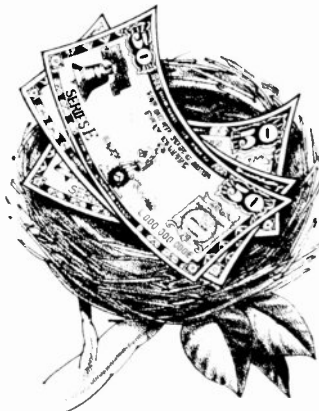


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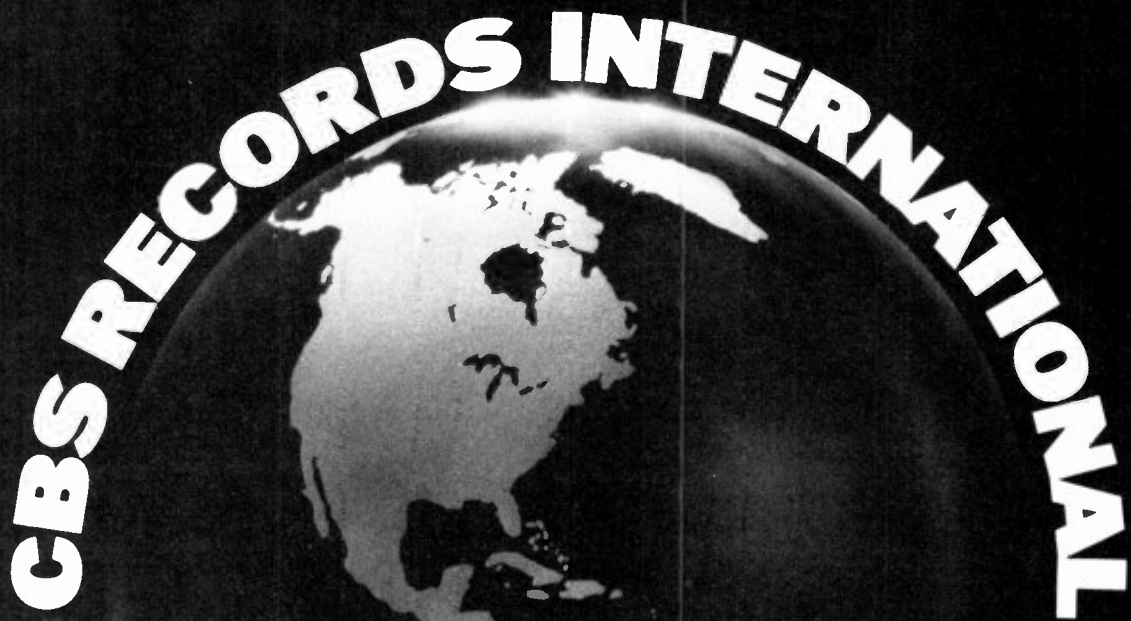


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When we speak of the CRI "family" we're absolutely serious. Because CRI is America's most comprehensive, diversified and sophisticated international music organization—with more of our own companies in more

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C B S SAICF (Discos), Emilio Mitre 1819, Buenos Aires. Tel 922-4041 Pres Juan Truden, Mgr. Hecio Cuomo  
EMI-Odeon SAIC (Industrias Electricas & Musicales), Mendoza 1660, 1428 Buenos Aires. Tel 781-4061. Cable TURNTABLE Telex 122796 (Pressing only)

**PRINTERS & LITHOGRAPHERS**

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires Tel 392-2683 Cable ARIADISC Gen. Mgr. Bruno Iannice. Sales Mgr. Claudio Davila

**RECORD PROMOTION**

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires Tel 392-2683 Cable ARIADISC Gen. Mgr. Bruno Iannice. Sales Mgr. Claudio Davila

Ego Studio SA, Cangallo 360, 5th fl., 1038 Buenos Aires. Tel 33-8221 Gen. Dir. Juan I. Segura, Gen. Mgr. J. Olszewicki Fried, Mgr. Ignacio Harriague.

**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.*

American Rec'g SAICFIA, Manuela Pedraza 2649/51, Buenos Aires Tel 701-2159/8954 Cable AUTORRADIO Pres Claudio Mario Nadal, VP Francisco Herba, Gen. Mgr. Miguel Angel Pettinato, Sales Mgr. Luis Galvez Santana  
Audio: 8-tr., cassette, open reel  
Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires Tel 392-2683 Cable ARIADISC Gen. Mgr. Bruno Iannice, Sales Mgr. Claudio Davila (PKG)  
Audio: Cassette, open reel, open reel quadrasonic.  
E P S A (Electrical Prods. SAIC), Mexico 2835, Buenos Aires Tel 93-8316, 97-4609. Pres & Gen. Mgr. Laura Roma Casella  
Audio: 8-tr., cassette, open reel.  
Phonogram SAIC, Moreno 2038, Buenos Aires Tel 48-7709/5524 Mng. Dir. John Lear.

● **supplies**

**CARTRIDGE & CASSETTE PARTS EMPT CARTRIDGES, CASSETTES & REELS**

American Rec'g SAICFIA, Manuela Pedraza 2649/51, Buenos Aires Tel 701-2159/8954 Cable AUTORRADIO Pres Claudio Mario Nadal, VP Francisco Herba, Gen. Mgr. Miguel Angel Pettinato, Sales Mgr. Luis Galvez Santana  
Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires Tel 392-2683 Cable ARIADISC Gen. Mgr. Bruno Iannice, Sales Mgr. Claudio Davila  
Audio: 8-tr., cassette

**TAPE, RAW & BLANK LOADED**

Agfa-Gevaert Argentina SACI, Bme. Mitre 1902/10, Buenos Aires Tel 45-9012/7726/8465 Cable ARGEVA  
Audio: Blank—compact cassette, open reel, raw—cassette, broadcast, studio  
Brand name: Agfa Carat, Agfa Stereochrom, Agfa Videochrom  
American Rec'g SAICFIA, Manuela Pedraza 2649/51, Buenos Aires Tel 701-2159/8954 Cable AUTORRADIO Pres Claudio Mario Nadal, VP Francisco Herba, Gen. Mgr. Miguel Angel Pettinato, Sales Mgr. Luis Galvez Santana (Blank only)  
Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires Tel 392-2683 Cable ARIADISC Gen. Mgr. Bruno Iannice, Sales Mgr. Claudio Davila  
Audio: Cassette, open reel  
BASF (Argentina) SA, PO Box 4800, Av. Corrientes 327, 1000 Buenos Aires Tel 32-9491/9496 Telex 121067  
Audio & Video: Cassette, open reel.

**TAPE DUPLICATING & PROCESSING EQUIPMENT**

BASF (Argentina) SA, PO Box 4800, Av. Corrientes 327, 1000 Buenos Aires Tel 32-9491/9496 Telex 121067  
Product: Pancakes

● **accessories manufacturers**

American Rec'g SAICFIA, Manuela Pedraza 2649/51, Buenos Aires Tel 701-7159/8954 Cable AUTORRADIO Pres Claudio Mario Nadal, VP Francisco Herba, Gen. Mgr. Miguel Angel Pettinato, Sales Mgr. Luis Galvez Santana  
Product: Carrying & storage cases, catalog servs., leader tape  
Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires Tel 392-2683 Cable ARIADISC Gen. Mgr. Bruno Iannice, Sales Mgr. Claudio Davila  
Product: Carrying & storage cases, catalog servs., cleaners, cloths & brushes, head cleaners, demagnetizers, needles, leader & splicing tape  
Brescia Electronica SAIC, Fitz Roy 1929, Buenos Aires Tel 771-0863  
Product: Needles  
C B S SAICF (Discos), Emilio Mitre 1819, Buenos Aires Tel

922-4041 Pres. Juan Truden; Mgr.: Hecio Cuomo  
Product: Catalog servs.  
Holimar SrL, Cespedes 2670, Buenos Aires. Tel: 73-8127 (Importer)  
Product: Needles (Ortofon)  
Ortofon, see Holimar.

● **store fixtures & merchandising aids**

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires Tel 392-2683 Cable ARIADISC Gen. Mgr. Bruno Iannice. Sales Mgr. Claudio Davila  
Product: Record browser boxes, display racks, divider cards.

**AUSTRALIA**

Population: 14,000,000  
Rate of exchange: \$1 (US) = 0.88 Australian dollars  
Per capita income: \$6,311  
No. of homes with record players: 95%  
Holidays: January 1, January 26 (Australia Day), April 8 (Good Friday), April 11 (Easter Monday), April 25 (Anzac Day), December 25, December 26 (Boxing Day).

**RECORDS & TAPE:**

Total records & pre-recorded tape sold: 37,000,000 units, \$200,000,000  
Records, record blanks & pre-recorded media imported from USA: 1977—\$3,876,888  
Average retail price per record: LP's (US)—\$6.35, singles—\$1.13  
Average retail price per tape: Cassette—\$6.35  
Stereo sales: 99% of total  
Quadraphonic sales: 5% of total  
Record club sales: 5% of total  
Discounting: Frequent  
Type of distribution: Manufacturer-to-retailer predominates with bulk buying from manufacturers by large record chain stores increasing. TV marketing is increasing, and budget racking in supermarkets, chain stores, chemists and garages is still popular.  
Type of promotion: Radio and TV stations are the most popular, with film clips being important in breaking an artist. Two pop newspapers give good back-up  
Jukeboxes: 4,000

**RADIO STATIONS**

Comment: The trend with both government-owned and commercial stations is to keep to individual station programming such as MOR stations, rock stations, and country music stations.

**TELEVISION STATIONS:**

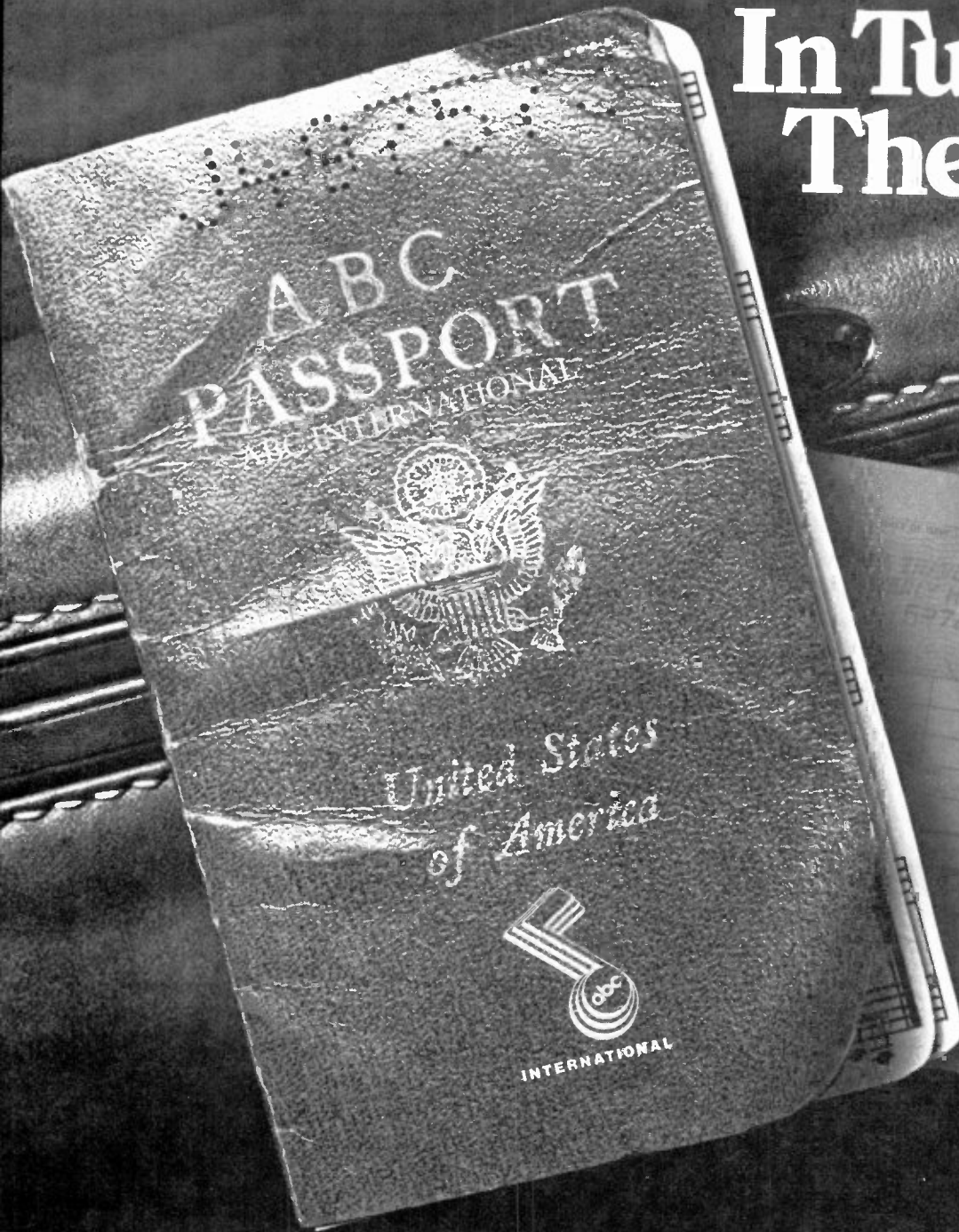
Comment: American, English and some Continental shows are imported, with locally produced shows on the increase

● **record & tape manufacturers / distributors / importers**

A I M, see EMI.  
A O, see Crest.  
A T A Recs., 96 Glebe Point Rd., Glebe, Sydney, NSW 2037, Tel (02) 660-3466. Cable: SHOWBIZ Mng. Dirs. Kevin Jacobsen, Col. Joye. (Distributed by Festival)  
A W A, Ashfield Div., 554 Parramatta Rd., Ashfield, NSW 2131  
Label: (Represented) Denon PCM (Japan)  
Aboriginal Arts, see Larrikin.  
Admark, see Crest.  
J. Albert & Son Pty. Ltd., 139 King St., Sydney, NSW 2000, Tel (02) 232-2144. Cable: MUSIC. Mng. Dir.: Edward F. Albert (Licensed to EMI)  
Int'l branch: USA, Albert Int'l.  
Labels: (Owned) Albert Prod'ns.  
Albert Prod'ns, see J. Albert & EMI.  
Archiv, see Phonogram.  
Astor Recs Pty. Ltd. (IFPI), 1092 Centre Rd., Clayton, Melbourne, Vic. 3168. Tel (03) 544-2444. Cable: SCHUHN Telex 31244. Gen. Mgr. Rex M. Barry; Nat'l Sales Mgr. Vin A. Forbes.  
Labels: (Owned) Astor, W&G (licensed—domestic) Fable, Image, Indigo; (licensed—foreign) Alshire (USA), Attic (Canada), Barnaby (USA), Casablanca (USA), Chelsea (USA), Cream (USA), Europa (Germany), Janus (USA), MCA (USA), Playboy (USA), Pye (UK), Rediffusion (UK), Somerset (Germany), Springboard (USA), Vanguard (USA).  
Asylum, see WEA.  
Atlantic, see WEA.  
Axis, see EMI.  
Banner, see Dal Myles.  
Basket, see Larrikin.  
Bluebird, see RCA.  
Bootleg, see Fable.  
Bullet, see Crest.  
Bunyip Int'l Ltd., see Mushroom.  
C B S Recs. Australia Ltd. (IFPI), PO Box 941, 15 Blue St., North Sydney, NSW 2060, Tel (02) 31-0255. Cable: COLRECORD Telex 21246. Mng. Dir.: William Smith; Gen. Mgr.: Alfred Watts; Mktg. Mgr.: Barry Bul.  
Labels: (Owned) CBS, Epic, Harmony, Odyssey, Portrait, (licensed) Bethlehem, Caribou, Philadelphia Int'l.  
Int'l rep.: Worldwide (CBS).  
Camden, see RCA.

Candle, see Electric.  
Capitol, see EMI.  
Carnia Co. Pty. Ltd., Carnia House, 6 Artarmon Rd., Wolloughby (Sydney), NSW 2068, Tel (02) 95-2005. Mng. Dir. M. Kulakowski; Gen. Mgr.: C.R. Barlow.  
Labels: (Owned) Carnia, Chic, Classics-For-All, Line 99, Opera-For-All; (distributed) Move; (represented) Ariola (Germany), Audio Fidelity (USA), Baccarola (Germany), Belter (Spain), Candide (USA), Chiaroscuro (USA), Durium (Italy), Elite Special (Switzerland), Eurodisc (Germany), Fiesta (USA), Folkways (USA), Fonit-Cetra (Italy), GrecoPhone (USA), MPS (Germany), Metronome (Germany), Monitor (USA), PWM (Poland), RTB (Yugoslavia), C.N. Rood (Netherlands), Sciaccia (Italy), Telefunken (Germany), Turnabout (USA), Viking (New Zealand), Vox (USA).  
Int'l rep.: New Zealand (Viking).  
Cascade, see Delron.  
Casino, see Delron.  
Chaluz Ents. Pty. Ltd., 74b Trafalgar St., Annandale, NSW 2038, Tel (02) 660-0385. Mng. Dir.: Charles Fisher; Gen. & Sales Mgr.: Michael McMartin; Promos.: Felicity Surtees.  
Label: (Owned) Trafalgar.  
Champagne Recs. Pty. Ltd., 2/609 St. Kilda Rd., Melbourne, Vic. Tel (03) 519-350. Mng. Dir.: Jeremy Fiebigger; Gen. Mgr.: Olivia Henderson; Label Mgr.: Gil Matthews; Sales Mgr.: Jack Colville  
Labels: (Owned) Champagne, Clear Light of Jupiter; (licensed) Crypto (France).  
Int'l reps.: Benelux (RCA), France (Crypto), Switzerland (RCA), UK (Caroline).  
Cherry Pie Recs. (Graeme Dawn Assocs.), PO Box 84, Turramurra 2074; 28 Paling St., Thornleigh, NSW 2120. Tel (02) 84-5506. Mng. Dir.: Graeme Rule (Distributed by 7 Recs.)  
Chic, see Carnia.  
Clarion Recs., 17 Arlie St., Unit 1, Peppermint Grove, WA 6011, Tel 384-6491. Mng. Dir.: Martin Clarke.  
Classics-For-All, see Carnia.  
Clear Light of Jupiter, see Champagne.  
Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003, Tel (03) 329-0316. Mng. Dir.: Mimmo Lo Prete, Sales Mgr.: Steve Colombo; Branch Mgr.: Sam Lo Prete.  
Labels: (Owned) Colossal, DEMA; (licensed) Ala, Alpha, Ariston, Carosello, Durium, Phonogram, Ricordi, Ri-Fi, WEA (all Italy); D'Amato (Malta); Columbia, Marfery, Zafiro (all Spain); Galaxy, President (both UK).  
Columbia, see EMI.  
Concert Rec'g, PO Box 108, 10 Caloola Rd., Wentworthville, NSW 2145, Tel 631-6189. Gen. Mgr.: John Clancy; Sales Mgr.: Mary Clancy.  
Home office: USA.  
Labels: (Owned) Concert, Moonlight  
Copperfield Sound Prod'ns, PACT Bldg., 173 Sussex St., Sydney, NSW 2000, Tel (02) 29-2824  
Labels: (Owned) Copperfield; (represented) Symphony Tone (Switzerland).  
Int'l rep.: UK (Spark).  
Country Music Ents., PO Box 41W, West Tamworth, NSW 2340  
Label: (Represented) Sierra/Briar (USA).  
Crest Int'l, see Crest.  
Crest Rec. Co. (div. of Sound & Film Ents. of Australia Pty. Ltd.), PO Box 270, 122 Chapel St., St. Kilda, Vic. 3182. Tel 91-3238. Telex 34279.  
Labels: (Owned) AO, Bullet, Crest, Crest Int'l, (distributed) Admark, Gay-Dee; (represented) Amadeo (Austria), Biograph (USA), Blue Goose (USA), CMH (USA), CRD (UK), Carabine (France), Deese (France), Dolphin (Ireland), Emerald-Gem (UK), Evasion (Switzerland), Gallo (South Africa), Kiwi (New Zealand), Lismor (UK), Luxor (Germany), Maestro (New Zealand), Marfery (Spain), Master (New Zealand), Pelca (Switzerland), Preiser (Austria), Release (Ireland), Richter (Germany), Sonodisc (France), Sonopresse (France), Star (Switzerland), Supertone (Germany), Tara (Ireland), Warwick (UK), Wergo (Germany), Windmill (UK), Yazoo (USA).  
Int'l reps.: New Zealand (Music World), UK (Multiple Sound).  
Cromaphon Caronna Recs. Ltd., GPO Box 1414M, Melbourne, Vic. 3001, Tel 311-9317. Owner: Carmelo Alessi; Sales Mgr. Carlo Alessi.  
Int'l reps.: Italy (Ariston, Baby, Colossal).  
Cumquat, see Electric.  
D E M A, see Colossal.  
D G, see Phonogram.  
Delron Recs. (div. of Ibbate & Co. Pty. Ltd.), PO Box 64, 10-14 W. Parade, West Ryde, NSW 2114, Tel (02) 80-3193/6334 (Importer/Exporter as World Wide Rec. Imports)  
Labels: (Owned) Cascade, Casino, Delron, Solid Gold; (distributed) Dewdrop, Peter Pan, Tiny Tot; (represented) DG, Rickatik, Vee Jay (USA).  
Dewdrop, see Delron.  
Discurso, York House Basement, 294 Little Collins St., Melbourne, Vic. (Distributor/Importer).  
Dyna House Pty. Ltd., 107 Walker St., North Sydney NSW 2060, Tel (02) 222-2444.  
E M I (Australia) Ltd. (IFPI), 301 Castlereagh St., Sydney, NSW 2000, Tel (02) 2-0912. Cable: EMITRON Telex: 24182. Chief Exec.: Donald R. J. Crimmins; Music Opns. Mng. Dir.: Stephen Shrimpton; Mktg. Mgr.: Terry Howard.  
Branches: Adelaide, SA 5007, 105 Port Rd., Bowden. Tel (08) 46-3031. Sales Mgr.: David Wightman—Brisbane, Qld. 4006, 83 Robertson St., Fortitude Valley. Tel (07) 52-5271. Sales Mgr.: Richard Higgs—Melbourne, Vic. 3122, 109/123 Burwood Rd., Hawthorn. Tel (03) 81-0211. Sales Mgr.: Mark Bonelli—Perth, WA 6104, 90/94 Daly St., Belmont. Tel (09) 65-5433. Sales Mgr.: Larry O'Brien.  
Home office: UK.  
Labels: (Owned) Axis, Capitol, Columbia, EMI, Harvest, His Master's Voice, Oz, Parlophone, (licensed domestic) AIM, Albert Prod'ns, (licensed foreign) Argo (UK), Arista (UK, USA), Bang (USA), Big Sound (USA), Brunswick (USA), Decca group (UK), Deram (UK), Fly/Cube (UK), Hanna Barbera (USA), Logo (UK), London (USA),

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MAM (UK), Motown group (USA), Passport (USA), Power Exchange (UK), Private Stock (USA), Prodigal (UK), Purple (UK), RAK (UK), Rocket (UK), Sesame Street (USA), Stateside (USA), T-Rex (UK), Threshold (UK), Waverley (UK).

Jambone. see Electric
Janda Recs. Pty. Ltd., PO Box 242, Artarmon, NSW 2064 (Distributor)

Richard P. Sammon. Home office: USA. Real. see Electric











**RECORD PROMOTION**

I M Z (International Music Centre Vienna), Lothringerstr. 20, A-1030 Vienna Tel (0222) 72 57 95  
Poetsch Promo, Meidlinger Hauptstr. 63, A-1120 Vienna Tel (0222) 83 65 45 Telex 11862 Gen Mgr. Wolfgang Poetsch

**TAPE CUSTOM DUPLICATORS**

Musidisc Schallplatten, Stuwertstr. 35, A-1020 Vienna Tel (0222) 24 34 01 92 25 73  
Phonodisc GmbH, Kreilplatz 1, A-1195 Vienna Tel (0222) 37 15 45 Gen Mgr. Dr. Helmut Hofmann  
Audio: Cassette  
Polydor GmbH, Mariahilfer Guertel 32, A-1060 Vienna Tel (0222) 5705 94  
Audio: Cassette

● **supplies**

**EMPTY CARTRIDGES, CASSETTES & REELS**

C C T (Compact Cassettes Trading)/Toka Vertriebsgesellschaft mbH, Rieneesslgasse 9, A-1040 Vienna Tel (0222) 57 91 64 Gen Mgr. Helmut Zak  
Home office: Switzerland  
Musidisc Schallplatten, Stuwertstr. 35, A-1020 Vienna Tel (0222) 24 34 01, 92 25 73 (Importer)

**CARTRIDGE & CASSETTE PARTS**

C C T (Compact Cassettes Trading)/Toka Vertriebsgesellschaft mbH, Rieneesslgasse 9, A-1040 Vienna Tel (0222) 57 91 64 Gen Mgr. Helmut Zak  
Home office: Switzerland

**LABELS**

Phonodisc GmbH, Kreilplatz 1, A-1195 Vienna Tel (0222) 37 15 45 Gen Mgr. Dr. Helmut Hofmann

**POLYETHYLENE BAGS**

Musidisc Schallplatten, Stuwertstr. 35, A-1020 Vienna Tel (0222) 24 34 01, 92 25 73 (Importer)

**TAPE, RAW & BLANK LOADED**

Agfa-Gevaert GmbH, Mariahilferstr. 198, A-1153 Vienna 15 Tel 83 36 41, 83 23 41 Telex 2715 Mrg Dir H. J. Kaminski, Sales Mgr. A. Pollatschek  
Audio: Blank—compact-cassette, open reel, raw—cassette broadcast, studio  
Video: Cassette, open reel  
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom  
Audio Magnetics, see Inter Import

B A S F (Austria) GmbH, Hauptstr. 50, Hietzinger, A-1131 Vienna 13 Tel 82 36 61, 82 94 31 Telex 12830, 11208 Sales Mgr. Hans Kempter  
Audio & Video: Cassette, open reel  
Inter Import oHG, Czerningasse 6, A-1020 Vienna  
Audio: 8-tr cassette, open reel  
Brand name: Audio Magnetics  
Musidisc Schallplatten, Stuwertstr. 35, A-1020 Vienna Tel (0222) 24 34 01 92 25 73 (Importer) (Blank only)

● **accessories manufacturers / importers**

Boyd & Haas, Rupertusplatz 3, A-1170 Vienna Tel (0222) 47 27 015  
Product: Needles  
Euroton Austria GmbH, Nobilegasse 40-42, A-1150 Vienna Tel (0222) 92 11 02 Mng Dir E. Kozak, Sales Mgr. Gerhard Hoke  
Product: Carrying & storage cases, 45 rpm adapters  
Migo Schallplatten, Fuchsthalergasse 11, A-1090 Vienna Tel (0222) 34 24 42 Gen Mgr. Rudolf Matasovics  
Product: Catalog servs. cleaners cloths & brushes  
Musidisc Schallplatten, Stuwertstr. 35, A-1020 Vienna Tel (0222) 24 34 01, 92 25 73 (Importer)  
Product: Carrying & storage cases, cleaners, cloths & brushes

● **store fixtures & merchandising aids manufacturers / importers**

Euroton Austria GmbH, Nobilegasse 40-42, A-1150 Vienna Tel (0222) 92 11 02 Mng Dir E. Kozak, Sales Mgr. Gerhard Hoke  
Product: Browser boxes display racks  
Musidisc Schallplatten, Stuwertstr. 35, A-1020 Vienna Tel (0222) 24 34 01, 92 25 73 (Importer)  
Product: Display racks

**BAHAMAS**

Population: 210 000  
Rate of exchange: \$1 (US) = 1 0 Bahamian dollars.  
Per capita income: \$3 000  
Holidays: January 1 Good Friday, Easter Monday, Whit Monday, May 24 (Commonwealth Day), First Friday in June (Labor Day), first Monday in August (Emancipation Day), Thursday & Friday before first Monday in August, October 12 (Columbus Day), December 25, 26

Records, record blanks & pre-recorded media imported from USA: 1977—\$205,813.

● **record & tape manufacturers / distributors / importers**

International House of Music Ltd., PO Box N8208, Mackey St., Nassau, N.P. Tel (809) 325-0331 Cable MUSIC Pres. Bradley B. Roberts (Distributor/Importer)

**BELGIUM**

Population: 9,890,000  
Rate of exchange: \$1 (US) = 32 8 Belgian francs  
Per capita income: \$5 851  
Holidays: January 1, May 1 (Labor Day), Whit Monday, Ascension, July 21 (Independence Day), August 15 (Assumption), November 11 (Armistice Day), November 15 (King's Birthday), December 25

**RECORDS:**

Records, record blanks & pre-recorded media imported from USA: 1977—\$1,270,040  
Average retail price per record: LP's—\$5 12, EP's—\$3 00, singles—\$2 30  
Stereo sales: 100% of total  
Type of distribution: Manufacturer / Licensor / Importer to retailer—57% of all sales, wholesaler-to-retailer—25%, rack jobbing—18%  
Type of promotion: Records are promoted mainly either through radio & tv or personal appearances by the artists  
Jukeboxes: 30,000

**TAPE:**

Market: Most pre-recorded tape is sold for car players. 8-tr sales are declining because European manufacturers are not producing enough 8-tr hardware.  
Import sales: 90% of total  
Average retail price per tape: 8-tr & cassette—\$8 59

● **record & tape manufacturers / distributors / importers**

A R S A, see Anvers Radio.  
Ablaze, see Honey Bee  
Alpha, see Leman & Gorle & Anvers Radio  
Alpha Recs., 116 Ledesteenweg, B-9410 Erpe-Mere Tel (053) 70-43-23 Mng Dir Roland Uyttendhele (Distributor)  
Animato, see Basart  
Anvers Radio SA (IFPI), 10 Place de l'Yser, B-1000 Brussels Tel (02) 218-7400 Cable ANRAD Telex 62526 Admin'r. Dir. Y. Jordens, Admin'r. W. Goldschmidt, Sales Mgr. Jan Kolsteren, PR. Vidal Miguel  
Labels: (Owned) ARSA, (distributed) Alpha, Hebra, Olympia, WB Sound, (represented) Christophorus (Germany), Deesse (France), Elite (Switzerland), Telefunken (Germany), Unidisc (France)  
Apollo SA (Disques), Av. Louise 384, Brussels, Tel (02) 640-0600, 649-1733 Telex 24247 Pres. Jacques Verdouck, Promo Mgr. Tom Hye  
Int'l reps.: Austria (EMI), Canada (Gamma), France (Carrere), Germany (EMI Electrola), Netherlands (Phonogram), Portugal (Imavox), Switzerland (Carrere)  
Arcade, see PMP  
Archiv, see Polydor  
Ariola-Eurodisc Benelux NV (IFPI), 75 Rode Kruislaan, B-1020 Brussels, Tel (02) 267-2140 Telex 62354 Gen Mgr. Martin Kleinjan, Sales Mgr. Bernard Carbonez, Mktg. Mgr. Ger Oord Jr. (Distributed by Inelco)  
Labels: (Owned) Ariola, Ariola-Eurodisc, Baccarola, (licensed) ABC group (USA), Anchor (UK), Ariola America (USA), Ariola-Clan Celentano (Italy), Beserkley (USA), Bronze (UK), Chiswick (UK), Chrystalis (UK), Fleet (Neth-

erlands), Hansa (Germany), Island (UK), Jupiter (Germany), Lifesong (USA), M-Recs. (Germany), Maritim (Germany), Virgin (UK)  
Artibano (Disques), 55 Rue Delfosse, B-6538 Manage Tel (064) 55-25-04 Dir Gen. Benedetto Artibano  
Asylum, see WEA  
Atco, see WEA  
Atlantic, see WEA  
B E A M Int'l, Leopoldstr. 6, B-2000 Antwerp Tel (031) 33-45-37 Cable BEAMAUDIO Telex 33941 (Distributor/Importer/Exporter)  
B R M, see Baltic  
Baccarola, see Ariola-Eurodisc  
Baltic-Didact, see Baltic  
Baltic PvbA-Bnan Millan Int'l Foundation (IFPI), 105 bus 20 Carnotstraat, B-2000 Antwerp Tel (031) 36-38-56, 28-40-84 Telex 33140. Pres. M. Wuyts, Gen Mgr. Ben Gyselincx, Sales Mgr. Ronald Dom  
Labels: (Owned) BRM, Baltic, Baltic-Didact, (licensed) Carlton (UK), Gold Star (UK), Panton (Czechoslovakia), Rediffusion (UK), Soul Vista (USA), Supraphon (Czechoslovakia), (distributed—not licensed) Aureore (UK), Fidelity (Netherlands), Heritage (UK), Hungaroton (Hungary) (dist. by PMP), Legend (UK), Opus (Czechoslovakia) (dist. by PMP), Pepita (Hungary) (dist. by PMP), Prelude (UK), Qualiton (Hungary) (dist. by PMP), Royale (UK), Symphonica (UK), Themes Internat (UK)  
Barclay (Compagnie Phonographique Franco-Belge), 31 Rue du Lombard, B-1000 Brussels Tel (02) 511-8197 Telex 23379  
Home office: France  
Labels: (Owned) Barclay, Riviera Triangle, (distributed) Horizons, Pims, (represented) Buddha (USA), CNR (Netherlands), Chant du Monde (France), Dakar (USA), Explosive (France), Kama Sutra (USA), Intercord (Germany), Melodiya (USSR), Metronome (Germany), ORTF (France), PES (France), Saphir (Germany), Zapa (France)  
Basart Recs. Belgium PvbA (IFPI), 91-97 Maurice Lemonnierlaan, B-1000 Brussels, Tel (02) 513-0592/1137 Telex 61354  
Labels: (Owned) Europhon, Goldstar, Groovy, Papillon, Park, Poker, Vier Wieken, (distributed) Animato, Canto di Vangelo, (represented) Axe (Canada), Candide (USA), Durum (Italy), Folkways (USA), Turnabout (USA), Vox (USA)  
Belgram, see Sinus  
Bestseller, see International Bestseller  
Biac Recs SA, 76 Av. Sobieski, B-1020 Brussels Tel (02) 478-9209, Telex 25188  
Labels: (Owned) Biac, JSEC, (licensed) Disco, Moon-glow, Ronnex & Teeny, (distributed—not licensed) Carabine (France), Guide du Disques (France), Jacques Canetti (France), Mirliton (France), Napoleon (Italy), PBR (USA), Pickwick (France), SERP (France), Sorriso (Italy), Vee Jay (USA), Vernou (France)  
Bram Recs., 86 Av. Molere B3, B-1180 Brussels Tel (02) 345-4129/4203 Telex 26350 (c/o RKM) Chief Exec. Jean Kluger, (Distributed by Phonogram)  
Bizet Prod'n's & Publ'n's SprL (IFPI), 13 Madeleine St., B-1000 Brussels, Tel (02) 511-5120, 512-1583 Pres & Gen Mgr. Felix R. Faecq, VP's J.P. & V. Bizet, Sales Mgr. Henry Wyn  
Labels: (Owned) Bravo (dist. by Polydor), Expo, IMC, Jazz Club, Sphinx, (licensed) Guarani (Brazil)  
Int'l rep.: Netherlands (Johnny Hoos)  
Black Tulip, see Rec Track  
N. Blomhof SA, 172a Rue Brogniez, B-1070 Brussels Tel (02) 522-1813  
Label: (Represented) Sheffield Lab (USA)  
Blue Jeans, see Brauer-Hebra  
Brauer-Hebra Recs. SprL (IFPI), 30 Rue St. Christophe, B-1000 Brussels Tel (02) 512-7361/9375 Pres & Mgr. Mrs. H. Brauer, Gen Mgr. Jean Darlier  
Labels: (Owned) Hebra (dist. by Anvers Radio), Blue Jeans, Costa Brava, Folklore, Horizons (dist. by Barclay), Leo Meteor, New Fly, New Music Corp., Vedette, (represented) Carisch (Italy), De Wolfe (UK), Epervier (France)  
Int'l reps.: Brazil (Scorpius), Lebanon (Melody), Switzerland (Finsterwald & Cantacuzene)  
Bravo, see Bizet & Polydor  
C B A Music (Connection Business Artists Inc.), 23 Rue Aristide Briand, B-4100 Seraing Tel (041) 34-85-24 Mng Dir. Tomis Chlaren  
C B S Disques/Grammofoonplaten SA/NV, 20 Rue Adolphe Lavallee, B-1080 Brussels Tel (02) 428-8007 Telex 22642 Mng Dir. Max Wijngaard, Gen Mgr. Alan

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J P Olivier, Sales Mgr Ali Janty, Int'l A&R F Devos  
**Labels: (Owned) CBS, Epic, (represented) A&M (USA), DJM (UK), Monument (USA), Philadelphia Int'l (USA)**  
 Cannon, see PMP  
 Canto di Vangelo, see Basart  
 Capitol, see EMI  
 Caravan, see Cardinal  
 Cardinal Recs Int'l 13 bis Wouter Haecklaan, B-2100 Deurne Tel (031) 21-78-74 Gen. Mgr. Rocco Granata  
**Labels: (Owned) Cardinal Caravan, Dolphin Classics for Pleasure, see Music for Pleasure & International Bestseller.**  
 Crown Music NV (IFPI) (div of Johnny Hoes Benelux Music Inds.) PO Box 24 93-bus 30 Van Eycklaan, B-3680 Maaseik Tel (11) 56-59-13 Dir. Jackie Hoes, Gen. Mgr. Joseph Verbiest  
**Labels: (Owned) Clowin, Gnome, Start**  
 Columbia, see EMI  
 Costa Brava, see Brauer-Hebra  
 Cotillon, see WEA  
 Curling, see Discosoul  
 D.G., see Polydor  
 Davoli Krundaal Benelux/SprL, 357 Av Rogier, B-1030 Brussels Tel (02) 733-4568 Gen. Mgr. Leonardo Baldocci  
**Labels: (Licensed) Davoli (Italy), El-Ei (Italy), Elgam (Italy), Gi-Esse (Italy), Grass (Italy), Iida (Japan), Soprano (Italy) Terada (Japan) Vox (UK), Wonder (Japan)**  
 Disco, see Bacc  
 Discobell SA, 50 Regentlaan, Brussels Tel (02) 13-39-45  
**Labels: (Owned) Discostar, Saturnus, (represented) Europa (Germany) Hallmark (UK), Killroy (Netherlands) Somerset (Germany) Sonic (Germany), Telstar (Netherlands)**  
 Discosoul Int'l, 31 Nationalestraat, B-2000 Antwerp Tel (031) 31-11-47 Telex 31635 Dirs H Lelieu, Jeffrey Maes, Sales Mgr. Beumer Watter  
**Label: (Owned) Curling**  
 Int'l rep.: USA (Radio Shack)  
 Discostar, see Discobell  
 Discovery, see Rec Track  
 Dolphin, see Cardinal  
 Domino (Disques) 6 Route de Charleroi B-7140 Ressaix-Binche Tel (064) 33-35-86  
 Dwarf, see International Bestseller  
 EMI Belgium SA, 65 Rue de la Clinique, B-1070 Brussels Tel (02) 524-0090 Telex 24769 Reg 1 Dir Stanley J Robins, Mng Dir T DeKlerk, Mgr E J Garrin, Sales Mgr Henri Hendrickx, Adv Mgr. R Vandenbosch, Classical Prod Mgr J Langlois, Label Mgrs B Robert L Calabrese J Goverts, Promo. Mgr G Descheemaeker  
**Labels: (Owned) Capitol, Columbia, Electrola, HMV, Harvest, Odeon Parlophone Pathe, Punch, Regal-Zonophone (licensed) Arista (USA), Blue Note (USA) Harmonia Mundi (Germany), Liberty (USA), MAM (UK), MCA (USA), MPS (USA), Magnet (UK), Motown (USA), Private Stock (UK), Purple (UK), RAK (UK), Rebel (UK) Red Bus (UK) Rocket (UK), United Artists (USA), Vanguard (USA)**  
 Electrola, see EMI  
 Elektra, see WEA  
 Elver Recs 97 Rue de la Marliere B-7700 Mouscron Tel (056) 33-15-45 Gen. Mgr. Marcel de Keukelaere, Int'l Mgr. Pierre Vandemaale (Distributed by Fonior)  
 Embryo, see WEA  
 Epic, see CBS  
 Eurec, see Eureco  
 Eureco PvbA, 88 Av Charles Quint, B-1080 Brussels Tel (02) 25-63-29  
**Labels: (Owned) Eurec, Eureco, Tyrec, (represented) BRT Prod'n (Netherlands), Enterprise (UK), Honold Prod'n (Germany), Jump (Italy), Pure Joy Prod'n (Germany) Relight Prod'n (Netherlands)**  
 Int'l reps.: Australia, Ireland, New Zealand South Africa, UK (all Enterprise)  
 Eurodisc, see Ariola-Eurodisc  
 Europhon, see Basart  
 Explorer, see WEA  
 Expo, see Bizet  
 Fabeldis SA (div of Sobelpress), 30 Gosetlaan, B-1720 Groot-Bigaarden Tel 466-1221  
 Fiesta, see Fonior  
 Flandria, see Monopole  
 Flemish Import Whlsrs 118 Zegersdreef, B-2130 Brasschaat Tel (031) 51 74-37  
 Folklore, see Brauer-Hebra

Fonior SA, 26/28 Quai des Charbonnages, B-1080 Brussels Tel (02) 25-40-10 Pres. E.W. Pelgrims de Bigard, Gen. Mgr. A.E. Palmans, Sales Mgr. R. Dauw  
**Labels: (Owned) Fiesta Omega Int'l, Week-End (distributed) Elver, (represented) Ace of Clubs (UK), Ace of Hearts (UK), CTI (USA), Carissima (France), Carrere (France), Decca (UK), Deram (UK), ECM (Germany), Elf Provincien (Netherlands), Keystone (USA), Kudu (USA), Milestone (USA), O La La (Netherlands), Penny Farthing (UK), Red Fly (France), Salvation (USA), Storyville (Sweden), Te Deum (Netherlands), Temporel (France), Threshold (UK), Vega (France)**  
 Fontana, see Phonogram  
 Franke Music PvbA, 74 Grenstr., Antwerp Tel (03) 32-24-85 31-60-60, 33-65-99 Cable FRASUPREME  
**Labels: (Owned) Franke, Pms (dist by Barclay), Supreme, (represented) DJM (UK), Dolphin (UK), Ember (UK), Evolution (UK), Mabel (Switzerland), Music-O (USA) Page One (UK), Pama (UK), Norman Petty Prod'ns (USA), Redifusion (UK), Republic (USA), Swampfire (USA), W&G (Australia)**  
 Int'l reps.: Australia (W&G), Germany (Ariola), Netherlands (Phonogram), UK (Dick James), USA (Norman Petty)  
 Gamma-Rec., Lange van Bloerstraat 78/80, B-2000 Antwerp Tel (031) 35-21-11 Telex 33713 Mgrs Leo Feisenstein, Gaston Holmgren, Sales Mgr. Carl Vincke (One Stop/Importer/Exporter)  
**Label: (Licensed domestic) JW's Snow (licensed foreign) Ogun (UK)**  
 Gnome, see Clowin  
 Golden Music, see Monopole  
 Goldstar, see Basart  
 Grand, see Sinus  
 Groovy, see Basart  
 H.M.V., see EMI  
 Hans, see Hans Kusters  
 Harvest, see EMI  
 Hebra, see Brauer-Hebra & Anvers Radio  
 Heliodor, see Polydor  
 Hifi Home Producties PvbA, 67 Gulden Vlieslaan, B-8000 Brugge Tel (050) 33-95-16 Gen. Mgr. Bernhard Viane, Sales Mgr. Nico A. Mertens, Studio Mgr. Ron Cotlan  
**Labels: (Owned) Hifi Home Producties, Indigo, Parsifal (distributed—not licensed) Cerame (France), ENJA (Germany), FMP (Germany), Kicking Mule (UK), Leader Trailer (UK), Oldie Blues (Netherlands), Red Rag (UK), Rounder (USA), Sonet (UK) Speciality (UK), Storyville (Denmark), Sydney Thompson (UK), Tangent (UK), Topic (UK), Transatlantic (UK), Vogel, X-tra (UK)**  
 Honey Bee Recs., PO Box 1448, B-1000 Brussels 93 Rue de la Cambre, B-1150 Brussels Tel (02) 218-6747 Gen. Mgr. J. Bagno  
**Label: (Owned) HoneyBee: (distributed—not licensed) Ablaze, Charly (UK), JW's, Romantik**  
 Horizons, see Brauer-Hebra & Barclay  
 Hurrhah, see Palette  
 I.B.C., see International Bestseller Co  
 I.M.C., see Bizet  
 Impact, see Phonogram  
 Indigo, see Hifi Home  
 Inelco Belgium SA (IFPI), 68 Chaussee de Vilvorde B-1120 Brussels Tel (02) 241-6570 Cable INELCOBEL Telex 22090 Pres Pierre-Jean Goemaere, Gen. Mgr. Carl Vos, Recs & Tapes Div. Mgr. R. Colpin, Sales Mgr. George Erferst  
**Labels: (Owned) Lark (licensed) BTM (UK), Bluebird (USA), Bob Thele (USA), Camden (USA), Cavalier (France), Erato (France), Fania (USA), Fiori Musicali (France), Flying Dutchman (USA), Grunt (USA), Gryphon (USA), Millennium (USA), Phantom (USA), Prelude (USA), RCA (USA), Red Seal (USA), Saravah (France), Signature (USA), Solar (USA), Soul Train (USA), Tabu (USA) Tattoo (USA), Tortoise (USA), Vara (Netherlands), Victor (USA), Victrola (USA), Windsong (USA), (distributed—not licensed) ABC (USA), ABC/Blue Thumb (USA), ABC/Command (USA), ABC/Dot (USA), ABC/Dunhill (USA), ABC/Impulse (USA), ABC/Westminster (USA), Acanta (Germany), Anchor (USA), Ariola (Germany), Ariola-Eurodisc Benelux, Aura (Netherlands) BASF (Germany), BBZ (France), Baccarola (Germany), Basart (Netherlands) Beserkey (UK), Bronze (UK), Chiswick (UK), Chrysalis (USA), Cicala (Italy), Clan (Italy), Concord (Germany), Crypto (France), Double Jay (Netherlands) Durum (Italy), Eurodisc (Germany), FSM (Switzerland) Firefly (UK) First Class (Germany), Fono (Switzerland), Gold Star (Netherlands), Groovy (Netherlands) H&L (USA), Hansa (Germany) Island (UK), Jungle (Netherlands) Jupiter (Germany), Lifesong (USA), Maritim (Germany), Music (Germany), Oval (UK), Pan (Germany), Papillon (Netherlands), Park (Netherlands), Poker (Netherlands), Project 3 (USA), Prominent (Netherlands), Punkt (Germany), Redifusion (UK), Request (USA), Roset (Netherlands), Springboard (USA), Sprint (Italy), Stbbe (Netherlands), Strip-Disk (Netherlands), Virgin (UK)**  
 Inside Recs NV, Berendrechtstraat 92 94 B-2020 Antwerp Tel (031) 16-06-60 Mgrs. Jinny Guze, Charly Lipschutz (Distributor)  
 Interclub Belgium (International Rec & Music Business) 3 Kleine Barelstraat, B-2800 Mechelen Tel (015) 41-13-31 Mng. Dir. Ghislain Proux, Gen. Mgr. Ghislain Proux Jr., Sales Mgr. Joseph C. Proux (Distributor/Importer)  
 International Bestseller Co (IFPI), 65 Kliniekstraat, B-1070 Brussels Tel (02) 522-9025 Telex 24769 Gen. Mgr. Andre Sarboer Mktg Mgr. Henri Heymans  
**Labels: (Owned) Bestseller IBC, (licensed domestic) Dwarf, Palette, RKM, (licensed foreign) Big Bear, Classics for Pleasure, Fantasy, PIP, Perides, Saga, Sonic, Sounds Superb, Stax**  
 J.S.E.C., see Bacc  
 J.W.'s, see Gamma & Honey Bee  
 Jazz Club, see Bizet & Palette  
 K'tel Int'l Inc., 158 Ave. de Tervuren, B-1150 Brussels Tel (02) 762-4000 Telex 22088 Exec. VP Raymond Kives, Gen. Mgr. George Lukan  
 Karussell, see Polydor

Hans Kusters Music PvbA, 9A Langestraat, B-1700 Asse Tel (02) 452-7203/8963 Cable KUSTERMUSIC Telex 62228 Pres Hans P. Kusters  
**Label: (Owned) Hans**  
 Lark, see Inelco  
 Leman & Gorle SprL, 52 Av Notre Dame de Lourdes, Brussels 9 Tel (02) 27-33-72  
**Labels: (Owned) Alpha, Monumenta Belgicae Musicae—MBM, (represented) Argo (UK), Edici (France), L'Oiseau Lyre (UK)**  
 Int'l reps.: Netherlands (Negram-Delta), Switzerland (Musikverlag zum Pelikan)  
 Leo, see Brauer-Hebra  
 M.B.M., see Leman & Gorle  
 M.F.P., see Music for Pleasure  
 M.G.M., see Polydor  
 Maison Bleue SA, 34/36 Rue du Midi, Brussels Tel (02) 12-16-84 Admin'r X. Pelgrims (Rack Jobber)  
 Mercury, see Phonogram  
 Meteor, see Brauer-Hebra  
 Metro, see Polydor  
 Micro, see Ranch  
 Midi, see WEA  
 Monopole Recs., 7 Kwadenplasstraat, B-3100 Heist o/d Berg Tel (015) 24-16-25  
**Labels: (Owned) Flandria, Monopole Paprika (distributed) Golden Music, Passe-Partout**  
 Monumenta Belgicae Musicae—MBM, see Leman & Gorle  
 Moonglow, see Bacc  
 Music for Pleasure (Belgium) NV (IFPI), 65 Kliniekstraat, B-1070 Brussels Tel (02) 524-0090 Telex 24769 Gen. Mgr. Andre Sarboer Mktg Mgr. Henri Heymans (Distributed by International Bestseller)  
**Labels: (Owned) Classics for Pleasure, M.F.P., PIP, Sounds Superb**  
 Music Radio Promos, Benelux, Postbus 31, Luchtbal, B-2030 Antwerp 3 Tel (031) 64-73-08 Chief Exec. Louisa Eyckmans Gen. & Sales Mgr. Jozef Segers  
 Int'l firm represented: Music Radio Promos (UK)  
 New Fly, see Brauer-Hebra  
 New Music Corp., see Brauer-Hebra  
 Nonesuch, see WEA  
 Odeon, see EMI  
 Olympia Music Publ'g, PO Box 1, 99 Marie de Hongrie, B-1080 Brussels Tel (02) 425-2810 Pres & Dir Gen. Fernand Janssens (Distributed by Anvers Radio)  
**Label: (Owned) Olympia**  
 Omega Int'l, see Fonior  
 P.F.P., see Music for Pleasure & International Bestseller  
 P.M.P. PvbA (IFPI), 82 Rederykersstraat, B-2610 Wilryx Tel (031) 28-40-84 Cable EUROHOUSE Pres. Louis Van Rymenant, Gen. Mgr. Ben Gyselincx  
**Labels: (Owned) Arcade Cannon (distributed—not licensed) Abbey (UK), Balkanton (Bulgaria), Bacc (Sweden), Black Lion (Germany), CRD (UK), Concord (USA), Double Twelve (UK), Electrecord (Romania), Flyright (USA), Freedom (Germany), Hungaroton (Hungary), Intercord (Germany), Muza (Poland), Oryx (UK), Peerless (UK), Pepita (Hungary), Polskie Nagrania (Poland), Qualiton (Hungary), Rarities (UK), Red Lightnin' (USA), Saphir (Germany), Spotlite (UK) Star Portrait (Germany), Starpower (Germany), Supraphon (Czechoslovakia), Unicorn (UK), Velvet (UK), Vista (UK), Xanadu (USA)**  
 Palette Recs. 8 Rue Fernand Neuray, B-1060 Brussels Tel (02) 344-4840 Telex 26350 Pres Felix Faecq, VP & A&R Roland Kluger (Licensed to International Bestseller)  
**Labels: (Owned) Hurrhah Jazz Club, Palette, Sphinx**  
 Papillon, see Basart  
 Paprika, see Monopole  
 Park, see Basart  
 Parlophone, see EMI  
 Parsifal, see Hifi Home  
 Passe-Partout, see Monopole  
 Pathe, see EMI  
 Perides, see International Bestseller  
 Philips, see Phonogram  
 Phonogram, 215 Rue Victor Hugo, B-1040 Brussels Tel (02) 733-9690 Gen. Mgr. Hans G. Gout, Sales Mgr. C. Licoppe  
**Labels: (Owned) Fontana, Impact, Mercury, Philips, Vertigo (distributed) Bram, (represented) Adele (France), Albatros (France), Charisma (UK), Fleche (France), Ibach (France), Mountain (UK), Salsoul (USA), Trema (France), 20th Century (USA)**  
 Pms, see Frankie & Barclay  
 Plus, see Sinus  
 Poker, see Basart  
 Polydor SA/NV (IFPI), 215 Rue Victor Hugo, B-1040 Brussels Tel (02) 735-9170 Cable PODISC Telex (846) 24516 Mng Dir & Gen. Mgr. Walter Holzappel Sales Mgr. Maurice Mertens  
**Labels: (Owned) Archiv DG, Heliodor, Karussell, MGM, Metro, Polydor, Tip, Triumph, Verve, (distributed—not licensed) Disc AZ (France), Ades (France), Alvarez (France), BAM (France), Barn (UK), Black & Blue (France), Capricorn (USA), Cube (UK), Delphine (France), Disneyland (France), Enfants-Sages (France), Ensayo (Spain), Glades (USA), Hispavox (Spain), Hungaroton (Hungary), Jazz Odyssey (France), K-tel (Netherlands), Karma, Mojo (UK), Oyster, Pablo (USA), Petit Menestrel (France), Phil Spector Int'l (USA), Pickwick (France), RSO (UK), Ring-O (UK), Rocky Road (USA), Sonopresse, Spring (USA), Springboard, Topkapi, Track (UK), Spring (USA), Topkapi, Track (UK), Vista (France)**  
 Punch, see EMI  
 R.K.M. Prod'ns, 8 Rue Fernand Neuray, B-1060 Brussels Tel (02) 44-48-40 Telex 26350 Pres. Roland Kluger Int'l Mgr. I. Hallia (Licensed to International Bestseller)  
 Ranch, 1 Av. J.P. Ballings, B-1090 Brussels Tel (02) 479-9984 Cable BENMUSIC  
**Labels: (Owned) Micro Ranch**  
 Rec Track PvbA, Kipdorp 21, Antwerp  
 Home office: Netherlands  
**Labels: (Owned) Black Tulip, Discovery**  
 Regal-Zonophone, see EMI  
 Reprise, see WEA  
 Riviera, see Barclay  
 Romantik, see Honey Bee

for the Benelux:



**UNIVERSAL SONGS**  
 26, AVENUE PALMERSTON  
 1040 BRUSSELS, BELGIUM  
 PHONE: 2-230 4159











# BULGARIA

Population: 8,800,000.  
 Rate of exchange: \$1 (US) = 0.96 leva.  
 Per capita income: \$1,770.  
 Holidays: January 1, May 1, September 9 (Liberation Day)

## ● record & tape manufacturers / distributors / importers

Balkanton Rec., 6 Haydoushka Polyana St., 1612 Sofia. Tel. 52-54.51/31-96/23-00. Gen. Dir. Alexander Yossifov. Gen. Mgr. Konstantin Dragnev. Int'l Mgr. Gizella Sorsich.  
 Int'l reps.: Argentina (Planeta), Canada (Archambault), France (Harmonia Mundi), Italy (Fonit-Cetra), Spain (Edigsa), USA (Monitor).

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

National Committee of the Int'l Music Council, c/o Bulgarian Composers' Union, 2 ul Ivan Vazov, Sofia.  
 Union of Bulgarian Composers, 2 ul Ivan Vazov, Sofia. Cable COMPOSITORI.  
 Union of Musicians in Bulgaria, Alabin 52, Sofia.

### PRESSING PLANT

Balkanton Rec., 6 Haydoushka Polyana St., 1612 Sofia. Tel. 52-54.51/31-96/23-00. Gen. Dir. Alexander Yossifov. Gen. Mgr. Konstantin Dragnev. Int'l Mgr. Gizella Sorsich.

# CANADA

Population: 23,500,000.  
 Rate of exchange: \$1 (US) = \$1.12 (Canadian).  
 Per capita income: \$5,838.  
 Holidays: January 1, Good Friday, Easter Monday, May 22 (Victoria Day & Queen's Birthday), July 1 (Dominion Day), September 4 (Labor Day), October 9 (Thanksgiving Day), November 11 (Remembrance Day), December 25 (Christmas Day). Additional holidays observed in P.Q. only: January 6 (Epiphany), February 8 (Ash Wednesday), May 4 (Ascension Day), June 24 (St. John Baptist), November 1 (All Saints' Day), December 8 (Conception Day).

## RECORDS

**Records sold domestically:** LP's 1977—45,979, 151 units, 1976—38,857,071 units. Singles 1977—19,821,491 units, 1976—18,102,048 units.  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$10,720,369.  
**Records exported to USA (factory value, FOB):** 1977—1,920,273 units, \$2,250,740.  
**Stereo sales:** 99% of total.  
**Quadraphonic sales:** 1% of total.  
**Record club sales:** 8% of total.  
**Discounting:** Frequent.  
**Type of distribution:** Approximately 91% of all distribution operates through manufacturer to sub-distributor (rack jobbers & one stops) to retailer arrangements. The remaining 9% is manufacturer to retailer.  
**Type of promotion:** Radio still stands as the major promotional vehicle in English Canada. Television has some music shows but they appeal to minority record buying audiences, such as ethnic, MOR & country. Artists on these shows generally are not picked because of outstanding record sales. The major daily newspapers are devoting an increasing amount of space to music coverage. Quebec, which is predominately French speaking, receives complete support from all the media for local and international acts.

## TAPE:

**Pre-recorded tape sold domestically:** 8-tr 1977—15,003,376 units, 1976—15,575,876 units. Cassette 1977—4,480,458 units, 1976—2,816,359 units.  
**Average retail price per tape:** All configurations \$7.98.

## ● record & tape manufacturers

A B C, see GRT.  
 A B C/Blue Thumb, see GRT.  
 A B C/Dunhill, see GRT.  
 A B C/Hickory, see GRT.  
 A B C/Impulse, see GRT.  
 A B C/Shelter, see GRT.  
 A B C/Westminster Gold, see GRT.  
 A & M Recs of Canada Ltd., 939 Warden Ave., Scarborough, Ont. M1L 4C5. Tel. (416) 752-7191. Telex 06-963652. Pres. Gerry Lacoursiere. VP Mktg. Joe Summers. Promo & Artist Development Dir. Doug Chappell. Nat'l Promo Mgr. J. P. Guilbert. Controller. Gary Hubbard. Nat'l Sales Mgr. Bill Ott. A&R Co-ord. Michael Godin. Nat'l Pub. Mgr. Jim Monaco. Graphics. Colin MacDonald. Local Branch Mgr. Bill Meehan.  
**Home office:** USA.

**Branches:** Calgary, Alta., 6812A Sixth St. SE. Postal Code T2H 2K4. Tel. (403) 253-8411. Telex 03-825736. District Mgr. Paul McClure. Branch Mgr. Al Harrison—Lachine, P.Q., 9434 Cote de Liesse. Postal Code H8T 1A1. Tel. (514) 636-9741. Telex 05-821659. Branch Mgr. Roland Dufresne. Eastern Promo Mgr. Nick Carboni.  
**Labels: (Owned) A&M, (licensed foreign) Horizon: (distributed—not licensed) Amherst, Casino, Motown, Mushroom, Penny Farthing, Quality.**  
**Int'l reps.:** See listing in USA.

A V I, see Quality.  
 Abkco, see London.  
 Able Recs. Co. Ltd., 450 E. Beaumont Ave., St. Bruno, P.Q. J3V 2R3. Tel. (514) 653-7838. Pres. & Dir. Gen. Christian Lefort (Distributed by London).  
 Ace of Clubs, see London.  
 Ace of Diamonds, see London.  
 Airedale, see London.  
 Alouette, see Archambault.  
 Alshire Int'l, see Royalty America, see GRT.  
 American Century, see Brian Millan.  
 American Heritage, see Don Park.  
 Amherst, see A&M.  
 Anchor, see GRT.  
 Andy's Front Hall, see Don Park.  
 Angel, see Capitol.  
 Annuet Coeptis, see Quality.  
 Anthem Recs of Canada, c/o Oak Manor, PO Box 1000, 12261 Yonge St., Oak Ridges, Ont. L0G 1P0. Tel. (416) 881-3212. Telex 06-988530. Chm. Ray Daniels. Pres. Vic Wilson. Mng. Dir. Tom Berry (Distributed by Capitol).  
 Aquarius Recs of Canada Ltd., 354 Youville St., Montreal P.Q. H2Y 2C3. Tel. (514) 284-1001. Telex 055-60958. Pres.: Terry Flood; VP. Dan Lazare, VP. Pub. & Adv. Bob Lemm; VP. Promo. Don Tarleton, Sec'y-Tres. Jack Lazare, A&R Skip Snair.

Aquitaine, see CBS.  
 Archambault Inc. (Ed.), 500 St. Catherine St. E., Montreal, P.Q. H2L 2C6. Tel. (514) 849-2601. Cable ARCHMUSIC. Co-Owner & Gen. Mgr. Rosaire Archambault. Sales Mgr. John Damant. Pub. Adv. & Promo. Mgr. Celine Gravel.  
**Labels: (Owned) Alouette. Select. (distributed—not licensed) Assimil Language Courses, Chant du Monde, Eurodisc, Festival (distributed by GRT), Guilde Int'l, Musicdisc (distributed by GRT), Pleiade, Studio SM (all France).**

Archiv, see Polydor.  
 Arc Sound Co. Ltd., 142 Sparks Ave., Toronto, Ont. M2H 2V9. Tel. (416) 499-5000.  
 Argo, see London.  
 Ariola, see RCA.  
 Aris, see Peters Int'l.  
 Arista, see Capitol.  
 Artists of America, see London.  
 Artofonic Ltd., 6275 2E Ave., Montreal, P.Q. H1Y 2Z3. Tel. (514) 272-7734. Pres. Jean De Ladurantaye. Gen. Mgr. Yvon Martineau (Distributed by RCA).  
**Label: (Owned) Musicus.**  
**Int'l rep.:** USA (RCS Audio).

Ashtree, see Phonodisc.  
 Assimil Language Courses, see Archambault.  
 Asylum, see WEA.  
 Atco, see WEA.  
 Atlantic, see WEA.  
 Attic Recs. Ltd. (IFPI), 98 Queen St. E., Suite 3, Toronto, Ont. M5C 1S6. Tel. (416) 862-0352. Telex 06-219815. Pres. Alexander Marr. VP. Tom Williams (Distributed by London).  
**Labels: (Owned) Attic, (represented) Canadian Talent Library, EMI (UK), Purple (UK), Teldec (Germany).**  
**Int'l reps.:** Australia (Astor), France (Sonopress), Germany (Bellaphon, Teldec), Italy (Cinevox), UK (Safari).

Audat, see World.  
 Audiofidelity, see Phonodisc.  
 Avco, see Quality.  
 Axe Recs. Ltd., 2588 A Yonge St., Suite 108, Toronto, Ont. M4P 2J3. Tel. (416) 481-2922. Pres. Greg Hamblen (Distributed by London).  
 B S C, see Beaver Systems.  
 Badger, see Quality.  
 Banff, see London.  
 Bang, see RCA.  
 Barclay, see Polydor.  
 Barnaby, see GRT.  
 Bearsville, see WEA.

Beaver Systems Communications, Box 428, St. James St. St. Montreal, P.Q. H3C 2T1. Tel. (514) 933-3673. Pres. J. M. Bass. Gen. Mgr. R. J. Milburn. Sales Mgr. Clyde Mavis, A&R Dir. Richard Harman.  
**Labels: (Owned) BSC. Bus: (licensed) MMM, (distributed—not licensed) PTL.**  
 Beltona, see London.  
 Berandol Recs., 11 St. Joseph St., Toronto, Ont. M4Y 1J8. Tel. (416) 924-8121. Pres. & Gen. Mgr. Ralph Cruickshank. Sales Mgr. Graham Coles.  
 Beserkley, see Quality.  
 Big Tree, see WEA.  
 Birchmount, see Quality.  
 Black Lion, see Phonodisc.  
 Black & White, see RCA.  
 Bluebird, see RCA.  
 Blue Note, see Capitol.  
 Bluestime, see RCA.

Boot Recs. Ltd., 1343 Matheson Blvd. W., Mississauga, Ont. L4W 1R1. Tel. (416) 625-2676. Cable BOOT. GROUP. Telex 06-960-250. Pres. Jryu Krytuk. VP. Tom Connors. Gen. Mgr. Peter Krytuk.  
**Int'l branch:** USA.  
**Labels: (Owned) Boot, Cynda, Generation, MOR (all distributed by London); Boot Master Concert Series**

Bouquet, see Fleur.  
 Bnar, see Don Park.  
 Bridge, see Chapel/Bridge.  
 British, see London Bobby.  
 Broadland, see Quality.  
 Brunswick, see London.

Buckshot, see Concord.  
 Buddha, see Quality.  
 Buffalo, see Calart.  
 Bullet, see RCA.  
 Bus, see Beaver Systems.  
 Butterfly, see RCA.  
 C B S Recs. (Canada) Ltd., 1121 Leslie St., Don Mills, Ont. M3C 2J9. Tel. (416) 447-3311. Telex 06-966792. TWX (416) 492-1366. Chm. Arnold Goswiche. Pres. Terry Lynd. Exec. VP. Jack Robertson. VP. Finance. Fred Rich. VP. Mfg. Martin Keyes. VP. Personnel. Glen Lane. VP. Sales. Bert Dunseith. VP. Mktg. Jean Desjardins. Business Affairs Dir. Richard Aaronson. Nat'l Account Sales Dir. Ed Colero. Artist Development Dir. Charlie Camilleri. Nat'l Promo Dir. Bill Bannon. Nat'l Promo Mgr. Joe Owens. Nat'l Mdsgr. Mgr. Graham Powers. Creative Servs. Mgr. Marty Herzog. Press/Pub. Mgr. Terry McGee. English A&R Dir. Bob Gallo. English A&R Mgr. Don Lorusso. CBS Disques A&R Dir. Paul Hebert. CBS Disques A&R Mgr. Luc Martel. Local branch: 1113 Leslie St. Postal Code M3C 2J9. Ontario Mktg. Dir. Bud Borkovec. Columbia Promo. Graham Thorpe. EPA Promo. Pat Ryan.

**Branches: Calgary, Alta., Glenmore Centre, 7004-M Fifth St. SE. Postal Code T2H 2G3. Tel. (403) 253-8719. Telex 03-825 827. Western Region Mktg. Dir.: Bill Bouvette. EPA Promo. Brian Tucker. Columbia Promo. Karen Lakey—Vancouver, B.C., 8167 Main at Marine. Postal Code V5X 3L2. Tel. (604) 327-0291. Telex 04-55350. Western Region Mktg. Dir. Bill Bouvette. CBS Promo. Frank Gigliotti—Montreal, P.Q., 117 Montee de Liesse. Postal Code. H4T 1S6. Tel. (514) 342-2231. Quebec Mktg. Dir. Paul Gallant. Columbia Promo. George Antiglio. EPA Promo. Francis Tassar. CBS Disques Promo. Michel Girard. CBS Disques Press. Lorraine Cordeau.  
**Labels: (Owned) CBS, Columbia, Columbia Legacy collection, Columbia Masterworks, Epic, Odyssey, Colek, Portrait (distributed) Aquitaine, Caribou, Invictus/Hot Wax, Jet, Kirshner, Monument, Nemperor, Ode, Philadelphia Int'l, REL, TK, T-Neck, TSOP, Tabu, Tappan Zee, True North.****

C T I, see RCA.  
 C T L, see World.  
 Cadet, see GRT.  
 Caimit, see Holborne.  
 Calart Rec'g Studios Ltd., 1568 Angus St., Regina, Sask. S4T 1Z1. Tel. (306) 523-6694.  
**Labels: (Owned) Buffalo, Calart, Soundaround**  
 Camden, see Pickwick.  
 Canna, see World.  
 Canada Int'l, see RCA.  
 Canadian Talent Library, 2 St. Clair Ave. W., Toronto, Ont. M4V 1L6. Tel. (416) 924-1411/5711. Gen. Mgr.: J. Lyman Potts. (Represented by Attic).  
 Caparo, see RCA.  
 Capitol Recs -EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel. (416) 677-5050. Cable. CAPITOLREC Vice-Chm. & Chief Operating Officer: J. D. Evans. VP. Finance. M. Perlman. VP & Retail Div. Gen. Mgr. B. T. Josling. VP. Mktg. D. White. VP. Sales. B. Rowe. A&R Div. D. Cameron. Mfg. Dir. H. Weits. Promo Dir. B. Roper. Adv. & Creative Servs. Dir. Michael J. Kernahan. Special Prods. Mgr. M. Zurba. Press & Artist Relations Mgr. B. Onrot.

**Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code T2G 4C2. Tel. (403) 287-0823. Western Reg'l Sales Mgr. A. Andrichow. Western Reg'l Mktg. Mgr. W. Franchuk. Promo. O. Kornelson—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code V6Z 1Y5. Tel. (604) 689-8667. Sales: D. Bertsch, D. Pierce. Promo. Rep. P. Taylor—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code H9P 2N9. Tel. (514) 631-9073. Eastern Reg'l Sales Mgr. W. Rotari. Promo. Rep. V. D'Amico.  
**Labels: (Owned) Angel, Capitol, Capitol Int'l, EMI (UK), Melody/Angel, Muse, Pathe, Seraphim, (distributed) Anthem, Arista group, Blue Note, Chi-Sound, Chrysalis, Harvest, Imperial, Kota, Liberty, Roadshow, Stiff, Sunset, United Artists****

Caprice, see London.  
 Capricorn, see Polydor.  
 Caribou, see CBS.  
 Carrere, see RCA.  
 Carrousel, see RCA.  
 Casablanca, see Polydor.  
 Casino Recs. Ltd., PO Box 94519, Richmond, B.C. V6Y 2V6. Tel. (604) 688-7438. Pres. Ray Pettinger (Distributed by A&M).

Celebration, see Quality.  
 Celtic, see London.  
 Centennial, see RCA.  
 Century, see World.  
 Change, see Polydor.  
 Chant du Monde, see Archambault.  
 Chapel/Bridge Recs (div. of Pacific Press Publ'g Ass'n), PO Box 398, Oshawa, Ont. L1H 7N4. Tel. (416) 579-2311.  
**Home office:** USA.  
**Labels: (Owned) Bridge, Chapel.**

Charisma, see GRT.  
 Charity, see Rada.  
 Chelsea, see Quality.  
 Chess, see GRT.  
 Cheyenne, see Don Park.  
 Chiaroscuro, see Phonodisc.  
 Chi-Sound, see Capitol.  
 Chocolate City, see Polydor.  
 Chrysalis, see Capitol.  
 Churchill, see GRT.

Circa Recs & Tapes, PO Box 2248, Calgary, Alta. T2P 2M7. Tel. (403) 269-7270. Pres. & Gen. Mgr. E. Bruce Thompson. Sales Mgr. Lamar Boschman. Pub. & Promo. Candl. McNeil.  
**Labels: (Owned) Circa, White Owl**  
 Claridge, see Polydor.  
 Classic 1 & 1, see Polydor.  
 Club Series, see RCA.  
 Colgems, see RCA.  
 Columbia, see CBS.



Columbia Legacy collection, see CBS  
 Columbia Masterworks see CBS  
 Concorde, see London  
 Condor Music Corp Ltd., 117 Vanderhoof Ave., Toronto, Ont M4G 2J3 Tel (416) 429-7705 Pres Lonnie Salazar  
**Labels: (Owned)** Buckshot, Condor  
 Copacabana, see RCA  
 Coral see MCA  
 Corner Store see Quality  
 Cosmic Recs of Canada, 292 Lorraine Dr., Baie d'Urfe, P Q H9X 2R1 Tel (514) 457-5959 Pres & A&R Dir. Hugh D Dixon, VP & Controller Clementine Dixon, Promo Coord C M A van Ogtrop  
**Labels: (Owned)** Cosmic, DED, Happinessville, Nemo, Pamplemousse  
 Cosmos see Peters Int'l  
 Cotillon see WEA  
 Country see Don Park  
 Cream see GRT  
 Crossover, see London  
 Cubbyhole see Rising  
 Curtom see WEA  
 Cycle, see MCA  
 Cynda see Boot & London  
 D E D see Cosmic  
 D G Privilege see Polydor  
 D G Resonance, see Polydor  
 D J M see GRT  
 Daffodil see GRT  
 Damon Prod'n Ltd. 6844 76 Ave., Edmonton, Alta T6B 0A8 Tel (403) 465-1071 Telex 037-3764 Pres. A&R & Prod'r Garry L McDonall, Sec'y-Treas Wallis Petruk (Distributed by RCA)  
**Labels: (Owned)** Damon, Mustard  
 Dark Horse, see WEA  
 Dawn Club see Sackville  
 Dayspring, see Word  
 Deeper 7 Ents., 1414 Hillside Ave., Suite 101, Victoria, B C V8T 2B8 Tel (604) 595-4738 Owner Lou Jean Mollin Gen. Mgr Arthur Trolley, Sales Mgr Robert Paul Mollin  
**Labels: (Owned)** Expo, Northern Light  
 Deram see London  
 Deutsche Grammophon, see Polydor  
 Direction see Polydor  
 Dirty Ditty see Don Park  
 DiscReet, see WEA  
 Disneyland, see Walt Disney  
 Walt Disney Music Canada Ltd., 2323 Yonge St., Toronto, Ont M4P 2C9 Tel (416) 486-1166 Contacts Jim Rayburn, Clem Salla  
**Int'l branch:** USA, Disneyland/Vista Recs  
**Labels: (Owned)** Disneyland, Vista  
 Disque D'or, see Polydor  
 Don Park Music Inc., 190 Don Park Rd., No. 12, Markham, Ont L3R 2V8 Tel (416) 495-1710 Pres. John C Irvine Gen. Mgr John W Boswell  
**Labels: (Owned)** Cheyenne, Country, Dirty Ditty, Kodiak, (distributed—not licensed) American Heritage, Andy's Front Hall, Briar, Folk Legacy, Old Homestead, Rebel, Rollin Rock, Sno-Can, Solid Smoke, Sonyatone, Springwater, Vetco/Jimmie Skinner  
 Dream, see RCA  
 Dynacom Communications Int'l, PO Box 702, Snowdon Sta. Montreal, P Q H3X 3X8 Tel (514) 342-5200 Pres David Leonard  
**Labels: (Owned)** Dynacom, Monticana.  
 Dynamic, see Holborne  
 E C M, see Polydor  
 E G G, see Polydor  
 E M I (UK), see Capitol & Attic  
 Echanson, see London  
 Edmar see Holborne  
 Egg, see Lip Service  
 Elektra, see WEA  
 Embryo, see WEA  
 Epic, see CBS  
 Erato, see RCA  
 Eurodisc see Archambault  
 Event, see Polydor  
 Expo, see Deeper 7  
 F P Series, see Holborne  
 Faith, see Praise  
 Famous Charisma, see WEA  
 Fantasy see GRT (tape only) & Motown  
 Fantel, see RCA  
 Fatcat, see Polydor  
 Festival, see Archambault & GRT  
 Fiesta Rec Corp of Canada, 1420 Sherbrooke St. W., Montreal P Q H3G 1K5 (Also see Holborne)  
**Home office:** USA  
 Filon see RCA  
 Fleur Inc (Disques), 2364 E. Rue Sherbrooke, Montreal, P Q H2K 1E6 Tel (514) 526-2831 Pres & Dir Gen. Carole Risch.  
**Labels: (Owned)** Bouquet, Fleur, Sterling  
 Flying Fish, see Stony Plain & London  
 Folk Legacy, see Don Park  
 Fontana, see London  
 Force One, see London  
 Formule 1, see RCA  
 Foxy Lady, see Mellow Man  
 Frontenac, see Phonodisc  
 Funkebec, see London  
 Fun Time see Rada  
 G-Clef Rec & Music Ltd., 1076 Bathurst St., Toronto, Ont M5R 3G5 Tel (416) 537-3739. Pres./A&R Joe Richards, Sec'y Yvonne Richards  
 G R T of Canada Ltd. 3816 Victoria Park Ave., Willowdale, Ont M2H 3H7 Tel (416) 497-2340 Telex 06-22343 Pres Ross B Reynolds; Exec. VP. Gord Edwards, Controller Claude Sassoon, Promo. Mgr Jeff Burns, Prod'n Mgr Norma McLellan  
**Branches:** Calgary, Alta., 7003B Fifth St. SE Postal Code T2H 2G2 Tel (403) 259-5252 Sales Mgr Alex Petchkin—Vancouver, B.C., 1562 Rand Ave. Postal Code V6P 3G2 Tel (604) 263-1868 Sales Mgr Calvin Lew—Winnipeg, Man., 388 Donald St., Suite 220, Postal Code R3B 2J4 Tel (204) 944-7274 Sales

Mgr. Don Grant—Montreal, P.Q., 59 W St James St., Suite 302 Postal Code H2Y 1K9 Tel (514) 844-3062 Sales Mgr Ken Dion  
**Labels: (Owned)** GRT, (licensed domestic) Daffodil, Visa, (licensed foreign) ABC, ABC/Blue Thumb, ABC/Dunhill, ABC/Hickory, ABC/Impulse, ABC/Shelter, ABC/Westminster Gold (all USA), America (France), Anchor, Barnaby (USA), Cadet (USA), Charisma (UK), Chess (USA), Churchill (USA), Cream (USA), DJM (UK), Festival (France), Hi (USA), Janus (USA), Jus disc (France), Passport (USA), Sire (USA), Sound Bird (USA), Tomato (USA), 20th Century (USA), (distributed—not licensed) Fantasy (tape only)  
 Gaety Recs Ltd., 55 S. Cumberland St. Thunder Bay, Ont P7B 2T6 Tel (807) 344-7963 Pres. A&R, Prod & Promo Don Grashey.  
 Gala, see Pickwick  
 Galaxy Recs & Tapes Ltd., 744 Polson Ave. Winnipeg, Man R2X 1M2 Tel (204) 582-3371  
 Gamma Recs Ltd., 9375 Meaux St., St. Leonard P Q H1R 3H3 Tel (514) 327-5010 Cable GAMREC Telex 05-828592 Pres & Gen. Mgr Jack Lazare, Mng Dir Daniel Lazare, Promo Dir Francine Audette  
 Generation, see Boot & London  
 Golden Greats, see RCA  
 Golde Soul, see Mellow Man  
 Goldfish, see London  
 Gold Mind, see RCA  
 Gold Seal, see RCA  
 Good Earth, see RCA  
 Good News, see Word  
 Gordy, see Motown  
 Green Tree, see Praise  
 Grt, see RCA  
 Groove Merchant, see Quality  
 Grunt, see RCA  
 Guide Int'l see Archambault  
 Gull, see Motown  
 H & L see Quality  
 Happinessville, see Cosmic  
 Harvest, see Capitol  
 Heart Warming, see Praise  
 Heliodor, see Polydor  
 Hellroaring, see Mushroom.  
 Hi, see GRT  
 Hi Energy, see Mellow Man  
 Hilltop, see Pickwick  
 Hiltville, see Motown  
 Holborne Dist Co Ltd., PO Box 9, Mount Albert, Ont L0G 1M0 Tel (416) 294-9398 Pres. Frank P Swain Gen. Mgr H Littlejohn, Sales Mgr Ray Johnston  
**Labels: (Owned)** FP Series, Island Series, (licensed foreign) Carmet (Trinidad), Edmar (Bermuda), K&H (Trinidad), Merrydisc (Barbados), Wurl (Barbados) (distributed—not licensed) Dynamic (Jamaica), Fiesta (USA)  
 Horizon, see A&M & Praise.  
 Humbard, see Praise  
 Ice, see London  
 Image, see Phonodisc

Image VII, see Word  
 Impact, see Praise  
 Imperial, see Capitol  
 Improv, see Phonodisc  
 Interdisk, see London  
 Invictus/Hot Wax, see CBS  
 Is-Dee-One, see Mellow Man  
 Island, see RCA  
 Island Series, see Holborne  
 Jake Recs., 50 Peach Willoway, Toronto, Ont M2J 2B6 Tel (416) 869-1937  
 Janus, see GRT.  
 Janz, see Word  
 Jare Int'l, see RCA  
 Jet, see CBS  
 Jim, see Word  
 K & H, see Holborne  
 K-tel Int'l Ltd., 1670 Inkster Blvd., Winnipeg, Man R2X 2W8 Tel (204) 633-8860 Telex 07-587597  
**Branch:** Montreal, P.Q., 6665 St James St W Tel (514) 487-2382 Telex 05-268800  
**Home office:** USA  
 Kama Sutra, see Quality  
 Kayvette, see RCA  
 Kebec Disc, 2322 Sherbrooke E., Montreal, P Q H2K 1E5 Tel (514) 527-2397  
 King, see Quality  
 Kirshner, see CBS  
 Kneptune Recs., 1555 Fir St., Suite 209, White Rock, B C V4B 4B6 Tel (604) 531-9331 Gen. Mgr & A&R Dir Kenny Harris  
 Kodiak, see Don Park  
 Kotai, see Capitol  
 Kronos, see Peters Int'l  
 Kudu, RCA  
 L & C, see RCA  
 Labyrinth, see Musicorp  
 Lamb & Lion, see Word  
 Lars, see Peters Int'l  
 Laser, see Rada  
 Lasso, see Rada  
 Lax, see RCA  
 Legendary Performers, see RCA  
 Liberty, see Capitol  
 Lifesong, see Polydor  
 Light, see Word  
 Lip Service Studio Prod'n Ltd., 29 Davenport Rd., Toronto, Ont. M5R 1H2, Tel: (416) 363-6000.  
**Label: (Owned)** Egg  
 Lyrus, see RCA  
 Listen Foundation, see Praise  
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 Deer Park Music (CAPAC), 2 St. Clair Ave. W., Toronto, Ont. M4V 1L6 Tel (416) 924-5711/1411 Pres. & Gen. Mgr. J. Lyman Potts, Prof. Mgr. Mal Thompson  
 Delaware, see Chappell—Bregman Vocco & Conn  
 Delonte, see Chappell—Chappell  
 Delstone, see Chappell—Bregman Vocco & Conn  
 Dena, see Chappell—Chappell  
 Deposit Music Ltd., see Chappell—Chappell  
 De Sylva Brown & Henderson, see Chappell—Chappell  
 Dicap Music Publ'g Co. (CAPAC), see Hugh Dixon  
 Dipro Music Publ'g Co. (PRO), see Hugh Dixon  
 Directors Co., see Chappell—Chappell  
 Walt Disney Music (Canada) Ltd., 2323 Yonge St., Toronto, Ont. M4P 2C9 Tel (416) 486-1166 Contacts Jim Rayburn, Clem Saita  
 Hugh Dixon Music Org. (PRO), 292 Lorraine Dr., Baie d'Urle, P.Q. H9X 2R1 Tel (514) 457-5959 Pres. & Gen. Mgr. Hugh D. Dixon  
 Dog Tired Music, see Chappell—Chappell  
 Donallen Music (PRO), 30 Malley Rd., Scarborough, Ont. M1L 2E3 Tel (416) 571-9610 Telex 06-963629 Pres. Elizabeth McKim, Gen. Mgr. Laurence Heseltine  
 Donna, see Chappell—Edwin H. Morris  
 Dorella, see Chappell—Chappell  
 Dorsey Bros. Music Inc., see Chappell—Edwin H. Morris  
 Do-Sol Publ'g (Eds.) (PRO), 192 Lepage, Dorval, P.Q. H9S 3E6 Tel (514) 631-1223 Pres. & Prof. Mgr. M. Robert Salagan  
 Dotted Eighth Music Publ'g (PRO), 5517 Silverson Ave., Montreal, P.Q. H4V 2G6 Tel (514) 487-6080 Exec. Barry Kaplan  
**Int'l reps.:** Australia & New Zealand (Festival in Australia), Europe (Temblo in UK), South & East Africa (Gallos in South Africa)  
 Double Diamond, see Chappell—Bregman Vocco & Conn  
 Doubleplay Music (PRO), see Quality  
 Downan Music, see Chappell—Bregman Vocco & Conn  
 Draftleaf Ltd., see Chappell—Chappell  
 Drury Lane Music Corp., see AME Ltd  
 Duchess Music, see Leeds  
 Dunbar Music Canada Ltd. (PRO), 101 Duncan Mill Rd., Suite 305, Don Mills, Ont. M3B 1Z3 Tel (416) 449-4346 Telex 06-966577 Pres. John R. Feeney, Gen. Mgr. Vicki Walters  
**Int'l firms represented:** Associated Music (Australia), Coal Miner's Music (USA), Fist-O-Funk Ltd. (USA), Global Music (Japan), RCA (Brazil, France, Italy, Spain), Relay (Argentina), Singletree (USA), Sunbury (UK)  
**Int'l reps.:** Belgium (Universal Songs), Colombia (Sonolux), Finland (Coda), Israel (Musicro), Netherlands (Universal Songs), Norway (A/S Disco), Philippines (Maraco), South Africa (Laetrec), Sweden (Liberty), Switzerland (Musikvertrieb)  
 Dynamite Music Publ'g (Canada) Reg. see SMCL  
 Dynatone Publ'g Co., see Chappell—Chappell  
 E F D S, see Chappell—Chappell  
 Earth Born Music Inc. (PRO), see Halben  
 Eastend Music (CAPAC), see Halben  
 Edlie, see Chappell—Chappell  
 Edwards Music Co. Inc., see AME Ltd  
 Eyor Music (CAPAC), see Attic  
 Elmira Music (CAPAC), see Quality  
 Elinore Music (PRO), see Rising  
 Emarcy Publ'g Inc., see Chappell—Chappell  
 Empire Music Co. (PRO) 934 12 St., New Westminster, B.C. V3L 4Y6 Tel (604) 522-6232 Cable EMPMUSIC Pres. Karle Hodsin  
**Branch:** London, Ont., PO Box 7070, 296 Belfield Ave., Postal Code N5Y 4K1, Gen. Mgr. Harold Pounds  
**Int'l branch:** USA  
 Engagement Music Inc., see Chappell—Chappell  
 Ensign, see Chappell—Chappell  
 Entr'acte Music Publ'g Co. (CAPAC), see Halben  
 Era, see Chappell—Chappell  
 Eskimo Music (PRO), see Quality  
 Euphony Music Publ'g (CAPAC), 5517 Silverson Ave., Montreal, P.Q. H4V 2G6 Tel (514) 487-6080 Exec. Barry Kaplan  
 Evie Music, see Chappell—Chappell  
 Eyeball Wine Music (CAPAC), see Kitchen Table  
 Eyes Havitt Music, see Chappell—Chappell  
 Fab, see Chappell—Chappell  
 Fairway, see Chappell—Chappell  
 Fameville Music, see Chappell—Chappell  
 Famous Music Corp., see Chappell—Chappell  
 Fat Mama Music Corp., see Chappell—Chappell  
 Featherbed Music, see Chappell—Chappell  
 Felsted Music of Canada Ltd. (PRO), see Burlington  
 Fervil Music (PRO), see Halben  
 Fiddleback Music, see Chappell—Chappell  
 Fiesta Music Inc., see Chappell—Edwin H. Morris  
 Five Continents, see Chappell—Chappell

Fivetake Group Prod'ns Ltd., 484 Waterloo Court, Oshawa, Ont. L1H 3K1 Tel (416) 576-0250 Pres. William Hewson, Gen. Mgr. Bob Stone  
 Fivetake Music Ltd. (PRO), see Fivetake Group  
 Flanka Music, see Leeds  
 Fontaine Music, see Leeds  
 Foresite Music, see Chappell—Chappell  
 Forestful of Music Ltd., see Chappell—Chappell  
 Four Score Music Corp., see Chappell—Chappell  
 Four Star Music Co., see Chappell—Edwin H. Morris  
 Fox Fanfare Music Inc., see Chappell—Bregman Vocco & Conn  
 Foxy Lady Music (CAPAC), 1180 Forestwood Dr., Suite 304, Mississauga, Ont. L5C 1H8 Pres. William Moran, Gen. Mgr. C. Butler  
**Int'l firm represented:** One World Publ'g (USA)  
 Foxy Mama Music (PRO), see Foxy Lady  
 Freewheeled Music (ASCAP), see Corinth Music  
 French Music, see Chappell—Chappell  
 G & C, see Chappell—Chappell  
 Gallant Robertson Inc. (CAPAC), 1115 Sherbrooke St. W., Suite 2504, Montreal, P.Q. H3A 1H3 Tel (514) 288-8880 Pres. P. Gallant, Gen. Mgr. Ian Robertson, Prof. Mgr. M. Girard  
 Gangland Music Inc., see Chappell—Chappell  
 Geoff & Eddie Music Co. Inc., see Leeds  
 Gershwin, see Chappell—Chappell  
 Glamorous, see Chappell—Chappell  
 Glaser Bros., see Chappell—Chappell  
 Glaser Publ'ns, see Chappell—Chappell  
 Glenbrook Music Corp., see AME Ltd  
 Gloosecap Music Ltd. (PRO) PO Box 609, Sta. F, Toronto, Ont. M4Y 2L8 Tel (416) 922-1600 Pres. Ken Tobias, Gen. Mgr. Tony Tobias  
 Glorious Music Inc., see Chappell—Chappell  
 Golden Cornflakes Music Co., see Chappell—Chappell  
 Golden Mountain Music (PRO), 98 Queen St. E., Suite 2B, Toronto, Ont. M5C 1S6 Tel (416) 364-6040 Pres. Bruce Cockburn, Gen. Mgr. Bernie Finkelstein (Administered by American Broadcasting in USA)  
 Samuel Goldwyn Music Corp., see Chappell—Chappell  
 Golo Music Inc., see Chappell—Chappell  
 Gone Fishin' Music Ltd. (PRO), 6945 Islesview Rd., West Vancouver, B.C. Tel (604) 922-2683 Pres. Terry Jacks  
**Int'l firm represented:** Rockfish (USA)  
**Int'l reps.:** Worldwide except Canada (Edward B. Marks in USA)  
 Jim Grady, see Chappell—Bregman Vocco & Conn  
 Grand Commander Music Inc., see Chappell—Chappell  
 Grandslam Music (CAPAC), see Quality  
 Green Dream Music Ltd., see Chappell—Chappell  
 Gregory Music Corp., see Chappell—Chappell  
 Grob Music Co., see Chappell—Chappell  
 Groove Merchant Int'l, see Chappell—Chappell  
 Alex Groshak Music, see Morning  
 Grouse Music (PRO), 173 Pemberton Ave., North Vancouver, B.C. V7P 2R4 Tel (604) 986-1727 Gen. Mgr. William R. Snow  
**Int'l branch:** England  
 Growl Music, see Chappell—Chappell  
 H P & Bell Mgmt. Ltd. (PRO), 120 Avenue Rd., Toronto, Ont. M5R 2H4 Tel (416) 964-2119  
 H P & Bell Music (CAPAC), see HP & Bell Mgmt. Ltd  
 Hagood Hardy Music (PRO), see Attic  
 Bob Hahn Prod'ns Ltd., 33-B Pembroke Mews, Toronto, Ont. M5A 2N6 Tel (416) 363-4343 Gen. Mgr. Robert H. Hahn, Prof. Mgr. Luckie Hahn  
**Int'l rep.:** Laurentian—World excluding Canada (Copyright Serv. Bureau)  
 Halben Music Publ'g Co. (CAPAC), 4824 Cote des Neiges Rd., Suite 38, Montreal, P.Q. H3V 1G4 Tel (514) 739-4774 Pres. & Prof. Mgr. Ben Kaye  
 Haldonal, see Chappell—Chappell  
 Halcyon Music, see Chappell—Chappell  
 Happy Bear Publ'g (PRO), see Condor  
 Harbar Music, see Chappell—Chappell  
 Harman Music Inc., see Chappell—Edwin H. Morris  
 Harmuse Publ'ns (PRO), see Frederick Harris  
 Frederick Harris Music Co. Ltd. (CAPAC), 529 Speers Rd., Oakville, Ont. L6K 2G4 Tel (416) 845-3487 Mng. Dir. & Prof. Mgr. W. Ray Stephens  
**Int'l firm represented:** Alfred Lengnick (UK)  
**Int'l rep.:** Australia, South Africa, UK (Alfred Lengnick)  
 Harwin Music, see Chappell—Chappell  
 Heath Levy Music Co. Inc., see Leeds  
 Heires Music Inc., see Chappell—Chappell  
 Helping Hand Music (div of R. Harlan Smith Music Ltd.), 9229 58 Ave., Edmonton, Alta. T6E 0B7 Tel (403) 436-0665 Pres. R. Harlan Smith, Gen. Mgr. Jack Dubas  
 Herman Music Inc., see Chappell—Edwin H. Morris  
 Higher Music Publ'g Inc., see Chappell—Chappell  
 Hilly-Le Music, see Chappell—Chappell  
 Hindsight Music, see Chappell—Chappell  
 Hiward Music Co., see Chappell—Chappell  
 Hoadley House Music (PRO), 1555 Fir St., Suite 209, White Rock, B.C. V4B 4B6 Tel (604) 531-9331 Gen. Mgr. Kenny Harris  
 Homemade Music Ltd., see Chappell—Chappell  
 Honky-Tonk Music, see Chappell—Chappell  
 Hopo & Boco Music, see HP & Bell  
 House of the Fox, see Chappell—Chappell  
 House of Weiss, see Chappell—Chappell  
 How About Music (CAPAC), see Mushroom Recs  
 Huckleberry Creek, see Chappell—Chappell  
 Jay Huguley Music Co., see Chappell  
 Hungry Bear Publ'g (CAPAC), see Condor  
 Ross Hunter Publ'g Co., see Chappell—Chappell  
 Hutchinsonson, see Chappell—Chappell  
 I T T Music Publ'g Co. (CAPAC), see SMCL  
 Iceaman Music Corp., see Chappell—Chappell  
 Infinite Music Corp., see Chappell—Chappell  
 Intersong Canada Ltd., see Chappell—Chappell  
 In the Black Music, see Chappell—Chappell  
 In the Red Music, see Chappell—Chappell  
 Intermede Music, 82 W. St. Joseph Blvd., Montreal, P.Q. H2T 2P4 Tel (514) 849-3776 Pres. Christopher J. Reed  
**Canadian companies represented:** Ailes Du Nord

(PRO), Alicia Music (CAPAC), Aout (PRO), Basse Ville (CAPAC), Breton-Cyr (CAPAC), Carricatum (CAPAC), Charlot (CAPAC), Chat (CAPAC), Jean Chevrier (CAPAC), Chien Noir (CAPAC), Conception (CAPAC), Etnos (CAPAC), Enteka (CAPAC), Front Polaire (CAPAC), Gigue Eternelle (CAPAC), Giguent (CAPAC), Gipe (CAPAC), Gog & Magog (PRO), Grand Leo (CAPAC), Ili (PRO), Impulsions (CAPAC), Intermede Quebec (CAPAC), Jerome (CAPAC), Jour De L'an (CAPAC), Just Her Music (CAPAC), Kapocire (CAPAC), Michel Lefranc (CAPAC), Lirana (CAPAC), Marais Boulevard (PRO), Mousse (CAPAC), Musique Frisee (CAPAC), Musiquette (CAPAC), O.K. (CAPAC), P.L. (CAPAC), Rang Double (PRO), Sarah Porte (PRO), Surprise (CAPAC), Triangle (CAPAC), 1.2.3.4 (CAPAC), Universol (CAPAC), Val D'Espoir (CAPAC), Vert Qui Vire (CAPAC), Vert Pays (CAPAC), Vibrations (CAPAC), 22/22 Music (CAPAC), Y.D. (CAPAC).

Irving Music, see Palas House.  
Irving Music Of Canada Ltd. (PRO), see Almo/Irving.  
Richard Irwin Music Corp., see Chappell—Chappell.  
Ivy, see Chappell—Chappell.  
Izeta Brass Publ'ns (PRO), see Morning.  
J.P. Music Ltd., see Chappell.  
Jabern Music, see Chappell—Chappell.  
Jackie Rae Music (PRO), see Quality.  
Louise Jack Publ'g Co., see Chappell—Chappell.  
Jacmar Music Ltd., see Chappell—Chappell.  
Jadar Music Corp., see Chappell—Chappell.  
Jar Music (CAPAC), see Quality.  
Jay Boy Music Corp., see AME Ltd.  
Jay's Ents. Inc., see Chappell—Chappell.  
Jerryco, see Chappell—Chappell.  
Jillbern Music, see Chappell—Chappell.  
Jiloral Music (CAPAC), see Troika.  
Jim-Edd, see Chappell—Bregman Vocco & Conn.  
Joeneil Music Corp., see Chappell—Bregman Vocco, & Conn.  
Jubal Sound Music, see Chappell—Chappell.  
Jubilee, see Chappell—Chappell.  
Julie, see Chappell—Chappell.  
Phil Kahl, see Chappell—Chappell.  
Kander & Ebb, see Chappell—Chappell.  
Karol Music Publ'g Co. (CAPAC)—Pres.: Guy Cloutier; VP: Christian Lefort—see SMCL.  
Kashago Publ'g (PRO), see Fivetake Group.  
Edward Kassner Music Co. (Canada) Ltd., see AME Ltd.  
Katzenjammer Music (PRO), see Cirrus.  
Ken-Glen Music, see Chappell—Chappell.  
E. C. Kerby Ltd. (CAPAC), 198 Davenport Rd., Toronto, Ont. M5R 1J2. Tel: (416) 922-9934. Pres. & Gen. Mgr.: Elvira C. Kerby; Prof. Mgr.: Franco Colombo.  
Int'l firms represented: Amphion (France), Consort (USA).  
Int'l rep.: France (Amphion), Rest of Europe (G. Ricordi).  
Keyboard Pendulum Ltd., see Chappell—Chappell.  
Kimberley Music (CAPAC), see Condor.  
Kingen-Gale Music Corp., see Chappell—Chappell.  
Kinghouse Music Publ'g (PRO), RR 1, Navan, Ont. K0A 2S0. Tel: (613) 833-2236. Gen. Mgr.: Bob King.  
Int'l firm represented: San-Lyn (USA).  
Kingsley Music Corp., see AME Ltd.  
Kitchener Music (CAPAC), see Axe Music.  
Kitchen Table Music (PRO), PO Box 861, Edmonton, Alta. T5J 2L8. Tel: (403) 433-7426. Dir.: Holger Petersen.  
Int'l firms represented: Dil Doug Music, John Hartford Music, Rolin Music, Weems Music (all USA).  
Int'l reps.: Europe (Heathsie), USA (Southern Pines).  
Kryder Music Corp., see AME Ltd.  
Kustor Music (PRO), see Halben.  
L M S Ltee (Eds.) (CAPAC), see SMCL.  
Labrador (Eds.) (Canada) (CAPAC), see SMCL.  
LaPelle Music Publ'g (PRO), PO Box 2248, Calgary, Alta. T2P 2M7. Tel: (403) 269-7270. Pres. & Gen. Mgr.: E. Bruce Thompson.  
Lauralan Music, see Chappell—Chappell.  
Laurentian Music Ltd. (PRO), see Bob Hahn.  
Laval Music (PRO), 412 Richard St., Laval des Rapides, P.O. 7H7 1M6. Pres.: Tony Choma.  
Leeds Music (Canada) (CAPAC) (div. of MCA Canada Ltd.), MCA Bldg., 2450 Victoria Park Ave., Willowdale, Ont. M2J 4A2. Tel: (416) 491-3000. Cable: LEEDSMUSIC. Pres. & Gen. Mgr.: Bailey Bird; Prof. Mgr.: David Stock.  
Home office: USA.  
Lero, see Chappell—Edwin H. Morris.  
Leslie Music Co., see Chappell—Chappell.  
Leslie Music Supply, PO Box 471, Oakville, Ont. L6J 5A8. Tel: (416) 844-3109.  
Int'l firms represented: Brodt (USA), J.B. Cramer (UK), Leonard Gould & Boltlett (UK), Pitman Hart (UK).  
Int'l rep.: UK (Robertson).  
Le Vien, see Chappell—Chappell.  
Liad Music (PRO)—Pres.: Bill Hill—see BC Music.  
Libra Music Ltd., see Chappell—Chappell.  
Libretto Music Co., see Chappell—Chappell.  
Lin-da, see Chappell—Edwin H. Morris.  
Sandy Linzer, see Chappell—Chappell.  
Lion, see Chappell—Edwin H. Morris.  
Little Barnum Music, see Chappell—Chappell.  
Little Feature Music, see Chappell—Chappell.  
Little Heather Music, see Chappell—Chappell.  
Lombardo, see Chappell—Bregman Vocco & Conn.  
Lonesome Polecat Music (PRO), PO Box 1052, Sta. C, Scarborough, Ont. M1H 2Z4. Tel: (416) 757-8854.  
Mgr: Donald E. Jewell.  
Lorber-Sheer Music, see Chappell—Chappell.  
Lori, see Chappell—Chappell.  
Loring Music Co., see Chappell—Chappell.  
Lorion, see Chappell—Chappell.  
Love-Lies-Bleeding Music (PRO)—Pres.: Francis W.H. Davis—see Corinth Music.  
Lu-Jac, see Chappell—Chappell.  
M A C H Music (CAPAC), see Halben.  
M A M Music, see Leeds.  
M B P Music, see Chappell—Chappell.  
M C A Music Inc., see Leeds.  
M E Publ'g, see Chappell—Chappell.  
M R C Music Inc., see Chappell—Chappell.  
Machine Music Publ'g Co. (CAPAC), see SMCL.  
Mafundi Music, see Chappell—Chappell.

Magic, see Chappell—Chappell.  
Magic Mouth Music, see Chappell—Chappell.  
Makhan Publ'g (PRO), see Aquarius.  
Mamy, see Chappell—Chappell.  
Management Agency & Music Publ'g, see Leeds.  
Manda Music (CAPAC), see Bytown.  
Mander Music Ltd., see Chappell—Chappell.  
Manhole Music (PRO), 11602 75 Ave., Edmonton, Alta. T6G 0J2. Tel: (403) 436-3096. Pres. N. MacIver; Gen. Mgr.: F. Phillet.  
Int'l rep.: Japan (GP Music).  
Manikin, see Chappell—Bregman Vocco & Conn.  
Manitou Music, see Leeds.  
Manna Music (ASCAP), PO Box 6900, Vancouver, B.C. V6B 4B5. Contact: Gerry Scott.  
Home office: USA.  
Maple Creek Music (PRO), see Snowberry.  
Marian Music Corp., see AME Ltd.  
Marielle, see Chappell—Chappell.  
Marius Music, see Chappell—Chappell.  
Mark-Cain Music Publ'g (CAPAC), see Core.  
Marmalade Music Ltd., see Chappell—Chappell.  
Martin Music Corp., see Chappell—Chappell.  
Martintown (CAPAC), see Bytown.  
Mascap (CAPAC), see Laval.  
Massi, see Chappell—Chappell.  
Master's Collection Publ'g (PRO), see Pilgrim Recs.  
Match Music Corp. Ltd. (CAPAC), (La Corp. de Musique Match Ltd.), 1966 Prospect, Sherbrooke, P.Q. J1J 1K7. Tel: (819) 569-7321. Pres.: Russell M. Marois.  
Mattawa Music (CAPAC), see Attic.  
Maxander Music, see Chappell—Chappell.  
Maxess Music (CAPAC), see Rising.  
Maxwell, see Chappell—Chappell.  
Maya Prod'ns Inc., see Chappell—Chappell.  
Mayerling Prod'ns Ltd., see Chappell—Chappell.  
Meager Music, see Chappell—Chappell.  
Mediatrax Music (PRO), see HP & Bell.  
Melbrooke Music (PRO), see BC Music.  
Melissa, see Chappell—Chappell.  
Melomega Music Ltd., see Chappell—Chappell.  
Melville Music (CAPAC), see BC Music.  
Mercury Bros. Music (PRO), see Quality.  
Mervoda Music Inc., see Chappell—Chappell.  
Merven Music, see Chappell—Chappell.  
Mesquite Music, see Chappell—Chappell.  
Metronome Recs., see Chappell—Chappell.  
Stephen Metz Ltd., see Chappell—Chappell.  
Don Michael Music Inc., see Chappell—Edwin H. Morris.  
Midas, see Chappell—Chappell.  
Midnight Blue Music (PRO), 42 Brahms Ave., Willowdale, Ont. M2H 1H4. Tel: (416) 492-9916. Pres. & Gen. Mgr.: Birgitta Graham, Prof. Mgr. Prakash Jolan.  
Brian Millan Music Corp. (CAPAC), PO Box 1322, Sta. B, Montreal, P.Q. H3B 3K9. Tel: (514) 288-8191. Cable: BMUSIC. Telex: 055-60027. Pres.: Brian Millan; Gen. Mgr.: Alberta Hatch.  
Int'l firms represented: Baltic (Belgium), Bosworth (Germany), Brandom (USA), Vincent Chiarelli (USA), Eurovox (Belgium), Lemmel (UK).  
Int'l rep.: Belgium (Baltic-Brian Millan).  
Minnalouse Music (PRO), PO Box 1175, Victoria, B.C. V8W 2T6. Tel: (604) 479-1002. Pres. & Gen. Mgr.: Jurgen Gothe.  
Mio Music Co., see Chappell—Chappell.  
Miss Nitz Music, see Chappell—Chappell.  
Modeles Ent. (Les Eds.) (PRO), 65 54 Ave., Poente-aux-Trembles, P.Q. H1A 2T1. Tel: (514) 642-0648. Gen. Mgr.: Pat Di Stasio.  
Ivan Mogull Music Corp., see Chappell—Chappell.  
Mojaq Music, see Chappell—Chappell.  
Momar Music, see Chappell—Chappell.  
Montage Music Publ'g Inc., see Chappell—Chappell.  
Montina Music (PRO), PO Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres. & Prof. Mgr.: David P. Leonard.  
Moo Moo, see Chappell—Chappell.  
Mooncat Music (PRO), see Attic.  
Moorpark, see Chappell—Chappell.  
Moose Music (CAPAC), see Early Morning.  
Morley, see Chappell—Edwin H. Morris.  
Morning Music Ltd. (CAPAC), 1343 Matheson Blvd. W., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOTGROUP. Telex: 06-960250. Pres.: Jury Krytiuk; VP Tom C. Connors; Gen. Mgr.: Mark Altman, Admin. Mgr.: Ann Fuller; Copyright Mgr.: Mary Krytiuk, Promo: Peter Krytiuk.  
Int'l branches: England, Ireland, USA.  
Int'l firms represented: ATY (USA), Joe Allen Music (USA), Altoona (USA), Annie Over (USA), Anton's Songs (New Zealand), Apollo (Belgium), Arapaho (USA), Artray (USA), Aunt Polly's (USA), Avent (USA), Background (UK), Barlow (USA), Bathurst (USA), Beckroo's (USA), Belsize Music (UK), Benelux (Belgium), Berrywood (USA), Bibo (USA), Black Sheep (USA), Blue Band (USA), Blue Candle Music (USA), Blue Creek (USA), Blue Echo (USA), Blue Lake (USA), Blue Melody (USA), Bluffer (USA), Boomerang (USA), Bospel (Netherlands) Braeburn (USA), Rolf Budde (Germany), Calendar (UK), Canary (USA), Candle (USA), Champagne (USA), Charlie Boy (USA), Cherry Tree (USA), Choral Arts (USA), Cielo (Italy), Cinecisd (Belgium), Cinnamon (USA), Compton (USA), Contention (USA), Copper (USA), Country Star (USA), Crier (USA), Dathi Music (UK), Doree Johnny & Bill (USA), Drawbridge (USA), Eden (USA), Emma (Ireland), Enoree (USA), Entrance (USA), Evening (USA), Fazer (Finland), Feather (USA), Femous (UK), First Floor (USA), Flintlock (USA), Fly Music (Belgium), Sam Fox (USA), Frontier (UK), Gate (USA), Gaylene (USA), Gaylo (USA), Glad (USA), Globe (Belgium), Gnome (Netherlands), Gold Dust (USA), Good Music (USA), David Gornston (USA), Greer Grass (Ireland), Lloyd Green (USA), Hall-Clement (USA), Hansa (Germany), T.B. Harms (USA), Harvey Wallbanger (USA), HiKit (USA), Hollywood (USA), Image (Australia), Indian Lake (USA), Inter Arts (UK), Intersong-Basant (Netherlands), JBR (USA), Jack (USA), Jack & Bill (USA), Jando (USA), Jim Sue (USA), Jump (Italy), Kelly Music (USA), Kevin Lee (USA), Jean Kluger (Belgium), Krader (USA), Hans Kusters (Belgium), IS Music

(USA), Laetrec (South Africa), Land of Songs (UK), Crissy Lane (USA), Lani (Sweden), Lurch (USA), Makeba (USA), Ricci Mareno (USA), Mata Hari (Netherlands), Maypole (UK), McQuigan (Ireland), Meisel (Germany), Melodie der Welt (Germany), Molenaar (Netherlands), Monserrat (Spain), Movietone (USA), Musicraft Shop (USA), Musicways Inc. (USA), Mydow (USA), Myownat (USA), Octava (UK), Omega (USA), Opus (Czechoslovakia), Owlflow (USA), Pace (USA), Palette (Belgium), Parade (Belgium), Pascale (Netherlands), Pathfinder (USA), Photoplay (UK), Prisma (Germany), Process (USA), Programme (UK), Pulleybone (USA), Radio-Tele Music (Germany), Reveille (South Africa), Reynard (USA), Rhythmus (Germany), Ring (Germany), Rolling Meadows (USA), Fred Rose (USA), Ruby (Ireland), S&R (USA), St. Martin (USA), Samfred (USA), Sandy (Australia), August Seith (Germany), September (USA), Shenandoah (USA), Sidewalk (USA), Silver Dollar (USA), Smba (Belgium), Nina Simone (USA), Soul Sons (USA), Southcoast (USA), Spartan (USA), Squurrel (Ireland), Starburst (USA), Starrite (USA), Starsong (USA), Start (Belgium), Stonehill (USA), R.M. Stone (USA), Stoneway (USA), Strum (Italy), Strzelecki (USA), Sublime Arts (UK), Suday (USA), Supersound (USA), Supraphone (Czechoslovakia), Sweden Music (Sweden), Sweet Dreams (USA), TEK (USA), Taku (USA), Tammy Lee (USA), Televiz (Italy), Terrace (USA), Terra Songs (USA), Tessie's Tunes (USA), Toledo (Germany), Topkapi (Belgium), Troja (Germany), Twosome (USA), Unicorn (USA), Unimusic (Venezuela), Universal (Belgium, Netherlands), Univ. of Miami (USA), Vabo (Netherlands), Vector (USA), Vogue (USA), Harry Von Tilzer (USA), Wednesday (UK), Josef Weinberger (UK), Wheeling (USA), White Wing (USA), Wien Melodie (Austria), Wilder (USA), Yamaha (Japan), Yellow Tavern (USA), Young (Germany), Zebor's (USA), Zodiac (USA), Zomba Corp. (Switzerland, UK).  
Int'l reps.: Australia (Image), Austria (Wien Melodie), Benelux (Universal), Brazil (Alvorada), Central America (Edmusica), Colombia (Codiscos), Czechoslovakia (Supraphone), Germany (Melodie der Welt), Greece (Grecophone), Hong Kong (The Production House), Israel (Ilanot), Italy (RCA), Japan (Yamaha), Mexico (Edmusica), New Zealand (Anton's Songs), Philippines (Bayanihan), South Africa (Laetrec), Spain (Monserrat), Switzerland (Musikvertrieb), Venezuela (Unimusic), West Indies (Woodwater).  
Edwin H. Morris (Canada), see Chappell.  
Muffinan Music (CAPAC), see Fivetake Group.  
Muirfield, see Chappell—Edwin H. Morris.  
Mushroom Recs. (Canada) Inc., 1234 W. Sixth Ave., Vancouver, B.C. V6H 1A5. Tel: (604) 736-7207. Telex 04-54667 VP Publ'g Ian Warner.  
Int'l firms represented: Andorra Music, Mushtunes Music (both USA).  
Int'l reps.: Australia (Festival), Europe (UA Music), Japan (Vatanabe), USA (Andorra, Mushtunes).  
Music People Ltd., see Crea Sound.  
Muziki Music, see Chappell—Bregman Vocco & Conn.  
Myers Music Inc., see AME Ltd.  
N P P, see Chappell—Chappell.  
Nava Music, see Chappell—Chappell.  
Near North Music, see Chappell—Chappell.  
Neiljoy Music Publ'g Inc. (PRO), see Halben.  
Neurotic Music, see Chappell—Bregman Vocco & Conn.  
Nevebianca Prod'ns (CAPAC), see Survivor.  
New Morning Music, see Chappell—Chappell.  
Newtonville Music, see Chappell—Chappell.  
New World, see Chappell—Chappell.  
New York Shakespeare Festival, see Chappell—Chappell.  
Roger Nichols Music Inc., see Chappell—Chappell.  
Nor-Brand, see Chappell—Chappell.  
Northern Light Music Publ'ns (PRO) (div. of Dipper 7 Ents.), 1414 Hillside Ave., Suite 101, Victoria, B.C. V8T 2B8. Tel: (604) 595-4738. Owner: Lou Jean Mollin, Gen. Mgr.: Arthur Trolley.  
Northern Music, see Leeds.  
Northshore Publ'g, see Chappell—Bregman Vocco & Conn.  
Nu-Gen Publ'g Co., see Danboro.  
Nuna Music (CAPAC), see Quality.  
Nurock, see Chappell—Chappell.  
Oak Island Music (PRO), see Fivetake Group.  
Ole Colony Music, see Chappell—Chappell.  
Omar, see Chappell—Chappell.  
One West Publ'g, see Chappell—Chappell.  
Orlole Music Corp., see Chappell—Edwin H. Morris.  
Osris Music Inc., see Chappell—Chappell.  
Osmond Music, see Chappell—Chappell.  
Our Songs, see Chappell—Chappell.  
Oxygen Music, see Chappell—Chappell.  
P K Music, see Chappell—Chappell.  
P L P Publ'g Co. (PRO), see Phillet/MacIver.  
Pabito Music, see Chappell—Chappell.  
Page One Publ'g (CAPAC), 526 Queen St. E., Toronto, Ont. Tel: (416) 361-1458. Pres.: Jack Kane; Gen. Mgr.: Jack Morrow.  
Palas House Publ'g (PRO), Box 7, RR 1, Beaverbank Rd., Lower Sackville, N.S. B4C 2S6. Tel: (902) 865-8023. Pres.: Joe Palaschuk.  
Patma, see Chappell—Chappell.  
Pamelarosa, see Chappell—Chappell.  
Pangaea Music House (PRO), PO Box 609, Sta. F, Toronto, Ont. M4Y 2L8. Tel: (416) 922-1600. Pres. Tony M. Tobias.  
Para-Ande Music Corp., see Chappell—Chappell.  
Parabut, see Chappell—Chappell.  
Para-Kim, see Chappell—Chappell.  
Paramount, see Chappell—Chappell.  
Paramount-Roy, see Chappell—Chappell.  
Para-Nowgen Music Corp., see Chappell—Chappell.  
Para-Tal, see Chappell—Chappell.  
Para-Thumb Music, see Chappell—Chappell.  
Para-Tracs Music Corp., see Chappell—Chappell.  
Para-Wag Music Corp., see Chappell—Chappell.  
Par-Ed Music Co., see Chappell—Chappell.  
Sheldon Park Music, see Chappell—Chappell.  
Pasqua/Namrac Music, see Chappell—Chappell.  
Patricia Music Publ'g Corp., see Chappell—Edwin H. Morris.  
El Patricio Music, see Chappell—Chappell.  
George Paxton, see Chappell—Chappell.

Paxwin Music Corp. see Chappell—Chappell  
Peer Int'l (Canada) Ltd (PRO), see Peer-Southern  
Peer-Southern Org. (Canada) Ltd (PRO, CAPAC), 4 New St., Suite 107, Toronto, Ont M5R 1P6 Tel (416) 924-5781 Cable SOUTHMUSIC Mng Dir Matthew Heft  
**Home office: USA**  
Pelew Music, see Chappell—Chappell  
Peregrin Songs (CAPAC), RR 1, Emsdale, Ont. POA 1J0 Tel (705) 636-5684 Pres. David Essig, Pub & Promo Dir. Carolyn Braulich  
Pet-Mac Publ'g (PRO), 6844 76 Ave., Edmonton, Alta. T6B 0A8 Tel (403) 465-1071 Pres. Garry L. McDonnell, Gen. Mgr. Wallis A. Petruk, Prof. Mgr. Leonard A. Petruk  
Philmeia Music Ltd., see Chappell—Chappell  
Phillet/Maclver Music (PRO), see Manhole  
Piccadilly Music Corp., see AME Ltd  
Pickwick Music, see Leeds  
Pig-Weed Music (PRO), see Bob Hahn  
Pigwin Recs., PO Box 189, Stia W Toronto, Ont M6M 4Z9 Tel (416) 746-1991 Mng Dir Paul J. Young  
Pillow Musical Prod'ns, see Chappell—Chappell  
Pilot Music Ltd., see Chappell—Chappell  
George Pincus Music Corp., see Chappell—Chappell  
PineLawn Music Publ'g Co. Inc., see AME Ltd  
Pine Woods, see Chappell—Chappell  
Pink Pelican Music, see Chappell—Chappell  
Pippin the Friendly Ranger, see Chappell—Chappell  
Placid, see Chappell—Chappell  
Play One Publ'g Co., see Chappell—Chappell  
Pondwater Music (CAPAC), see Attic  
Cole Porter Music Inc., see Chappell—Chappell  
Portrush Music (CAPAC), see Antrim  
Promco Music Co., see Chappell  
Pyros Publ'g Co., see Danboro  
Q T S Music, see Chappell—Chappell  
Quaker Ridge, see Chappell—Chappell  
Quality Music Publ'g Ltd (PRO), 38 Yorkville Ave., Toronto, Ont M4W 1L5 Tel (416) 923-5092 Pres. G.R. Struth, Gen. Mgr. William B. Kearns  
**Int'l firms represented:** Owepar Music, Silver Dagger Music (both USA)  
R & R, see Chappell—Chappell  
R S O Publ'g Inc., see Chappell—Chappell  
Radview Entis, see Chappell—Chappell  
Rags, see Chappell—Chappell  
Rainy River Music Ltd (PRO), see Halben  
Rainy Wednesday, see Chappell—Chappell  
Raj Kumer, see Chappell—Chappell  
Bill Ramal Music, see Chappell—Chappell  
Ramitory Music Corp., see Chappell—Chappell  
Ranbach Music (PRO), see Survivor  
Fred Raphael, see Chappell—Chappell  
Red Cow Music Inc., see Chappell  
Redheads, see Chappell—Chappell  
Rereco Publ'g Co. (PRO), Box 32, Willowdale, Ont M2N 5S7 Tel (416) 495-1710 Pres. John C. Irvine, Gen. Mgr. John W. Boswell  
**Int'l branch: USA**  
Revelation Music, see Chappell—Chappell  
Rich Harvest Music Inc., see Chappell—Chappell  
Rideau Music Ltd (CAPAC), see Bob Hahn  
Ringo Pasta, see Chappell—Chappell  
Rising Recs. Ltd., 33-B Pembroke Mews, Toronto Ont M5A 2N6 Tel (416) 363-4343 Pres. Robert H. Hahn, Prof. Mgr. Luckie Hahn  
**Int'l reps:** CanCon—Ireland & UK (Valentine), Etsinore—World excluding Canada (Belwin Mills)  
Rverson (PRO), see Aquarius  
Robgal Music (PRO), see Gallant Robertson  
Robinson Music, see Chappell—Chappell  
Rocket Songs, see Leeds  
Rock Island, see Chappell—Bregman Vocco & Conn  
Lolan Rogers Music, see Chappell—Chappell  
Rojan, see Chappell—Chappell  
Rohyn, see Chappell—Chappell  
Romar Today Music Inc., see Chappell—Chappell  
David Rose, see Chappell—Bregman Vocco & Conn  
Rosemeadow, see Chappell—Bregman Vocco & Conn  
Andre Roussel (Ed.) (CAPAC), see Match  
Rush Music Corp., see AME Ltd  
Rye Bread Music Corp., see Chappell—Chappell  
S L S Music, see Chappell—Chappell  
S M C L Inc. (Les Prod'ns), 450 E. Beaumont Ave., St. Bruno P.Q. J3V 2R3 Tel (514) 653-7838 Pres. & Gen. Mgr. Christian Lefort, VP. Louis Lefort  
Sad Music Ltd., see Chappell—Chappell  
Douglas Sahm, see Chappell—Chappell  
St. George Music, see Chappell—Chappell  
Sandstorm Music Inc., see Chappell—Chappell  
Sarah Music, see Chappell  
Sattricon Music Co., see Chappell—Edwin H. Morris  
Saxon Music Corp., see AME Ltd  
Scarab Publ'g Corp., see Chappell  
Peter Schaeffers Music Corp., see AME Ltd  
Schaumann Roberts Music, see Midnight Blue  
Scorpio Music, see Chappell—Chappell  
Scotia Songs, see Chappell—Chappell  
Scroline of the North Music, see Chappell—Chappell  
Jason Sean Music, see Chappell—Bregman Vocco & Conn  
Sebondis, see Chappell—Bregman Vocco & Conn  
Select Music Inc., see AME Ltd  
Senor George Music, see Chappell—Edwin H. Morris  
Sergeant Music Co., see Chappell—Edwin H. Morris  
Set to Music Ltd., see Chappell—Chappell  
Seven Mighty Elohim (PRO), see Quality  
Sevy Music (PRO), see Halben  
Shari, see Chappell—Chappell  
Sharrell Music Publ'rs (PRO), see Empire  
Shediac Music Publ'g Ltd (CAPAC), see Quality  
Shee Gwee Publ'g (PRO)—Pres. Will R. Millar—see Antrim  
Sherbourne, see Chappell—Edwin H. Morris  
Shetland Music Ltd., see Chappell—Chappell  
Sid-Lee Music Corp., see AME Ltd  
Silver House, see Chappell—Bregman Vocco & Conn  
George Simon Inc., see Chappell—Edwin H. Morris  
Simon House Inc., see Chappell—Edwin H. Morris  
Skinners Pond Music (PRO), see Morning  
Slaton (PRO), see Aquarius & BC Music  
Snowberry Music (CAPAC) (div. of Northern Light & Sound

Entertainment Corp. Ltd.), 1659 Bayview Ave., Toronto, Ont M4G 3C1 Tel (416) 485-1157 Pres. David Coultts, VP Brian Ayres, Prof. Mgr. John D. Watt  
**Int'l reps:** UK (ATV), USA (Candy Mountain/Sweet Cherry)  
Snowblind Music, see Chappell—Chappell  
Snycor Publ'g, see Chappell—Edwin H. Morris  
Soundboosters Inc., see Chappell—Chappell  
Southern Love Music, see Chappell—Chappell  
Space Music, see Chappell—Edwin H. Morris  
Spanka Music, see Leeds  
Sparkel, see Chappell—Chappell  
Sparwood Music Publ'ns (PRO), see Chinook  
Larry Spier (Canada) Ltd., see AME Ltd  
Springdrift Music Ltd., see Chappell—Chappell  
Springwater Prod'ns Ltd (CAPAC), 56 Clinton St., Guelph, Ont N1H 5G5 Tel (519) 824-7885 Pres. Homer Horgan, VP Gen. & Prof. Mgr. Dorothy Hogan  
**Int'l branch: USA**  
Squashish (PRO), see Corinth Music  
Square Root Music (PRO), PO Box 581, Adelaide St. Sta., Toronto, Ont M5C 2J6 Tel (416) 364-3815 Cable DBSMUSIC Pres. Don Bell  
Stage One Music Co. Ltd (CAPAC), see SMCL  
Stage & Screen, see Chappell—Chappell  
Stigwood Music, see Chappell—Chappell  
Stone Rap Music Inc., see Chappell—Chappell  
Stony Plain Music (CAPAC), see Kitchen Table  
Stown, see Chappell—Chappell  
Stratford, see Chappell—Chappell  
Siratus Music (CAPAC), see Cirrus  
Styne & Cahn Music Corp., see Chappell—Edwin H. Morris  
Subiddu Music, see Chappell—Chappell  
Suchan Music, see Chappell—Edwin H. Morris  
Sud, see Peer-Southern  
Sunbury Music Canada Ltd (CAPAC), see Dunbar  
Sunie Day Music, see Chappell—Chappell  
Sunrise Music Publ'g Co. (CAPAC), see SMCL  
Sunspot Music (PRO), see Cirrus  
Sun-Vine, see Chappell—Chappell  
Super Music (CAPAC), see Rereco  
Superstar Music Ltd., see Chappell—Chappell  
Supreme, see Chappell—Bregman Vocco & Conn  
Survivor Music (PRO), 626 Bute St., Vancouver, B.C. V6E 3M1 Tel (604) 683-4371 Gen. Mgr. Sharon Bellrichard, Prof. Mgr. Graeme S. Waymark  
Frank Swain Music (PRO), PO Box 9, Mount Albert, Ont L0G 1M0 Tel (416) 884-2320 Pres. Frank P. Swain  
Syljohn Music, see Chappell—Chappell  
Sylverpride, see Chappell—Chappell  
Synchron Publ'g Co., see Danboro  
Syndicate Music Inc., see AME Ltd  
T M C Publ'g (CAPAC), see Pilgrim Recs  
T P I, see Chappell—Edwin H. Morris  
T P Music (CAPAC), 314 Clewom Ave., Ottawa, Ont K1S 2B8 Tel (613) 234-6992 Pres. T. Peter Hern  
Talisman Music Corp., see Chappell—Chappell  
Tamerlane Music Inc., see Chappell—Edwin H. Morris  
Tansoul Publ'g Co., see Chappell—Chappell  
Tanta Music, see Chappell—Chappell  
Taradem Music Inc., see Chappell—Chappell  
Tarana Music (CAPAC), see Corinth  
Taurus Music Ltd., see Chappell—Chappell  
Tebo Music, see Chappell—Chappell  
Tee-Pee Music Corp., see Chappell—Chappell  
Teoc Music (PRO), see Peregrin  
Tescot, see Chappell—Chappell  
Thermostat Music Inc., see Chappell—Chappell  
Bob Thiele Music, see Chappell—Chappell  
Think Big Music (CAPAC), see WAM & Chappell  
Gordon V. Thompson Ltd (CAPAC), 29 Birch Ave., Toronto, Ont M4V 1E2 Tel (416) 923-7329 Cable GOR THOM Pres. & Gen. Mgr. John C. Bird, Prof. Mgr. Jack Denton Illingworth  
**Int'l firms represented:** Aden Music Co., Amidan Music Co., Anacrusis Music Publ'g Co., Aream Music, Avax Music Publ'g Co., Abel Baer Music Corp., Balieff, Barton, Benson Co., Big Seven, Big 3, Boca Music Inc., Fred Buck Music Co., Bourne Co., Michael Brent Publ'ns Inc., Bulls-Eye Music Inc., George M. Cohan, Creston Music Co., Deerhaven Music Corp., Eastman, Carl Fischer, Fred Fisher, Four Jays Music Co., Forster, Gaither Music, Gamble-Hinged Music, George Music Inc., Hollywood Music Ents. Ltd., Hope Publ'g Co., Hy-Lo Music, Kohn Music Corp., Laerteas Music Co., Lansdowne Music Publ'rs, L Aries Music Corp., Leo Talent Inc., Lichelle Music Co., Lido Music Inc., Lincoln Music Corp., Lorenz Publ'g Co., Marpet, Milene, Montgomery, Music-Music-Music, Oakland Music Inc., Pattern Music Inc., George Pincus & Sons, Plymouth Rocket Music Co., Rodeheaver Co., Royal Music Publ'rs, St. Nicholas, G. Schirmer, Andrew Scott Inc., Shapiro Bernstein, Larry Spier, Tamblene Music Publ'g Co., Top Notch Music Corp., Trina Jill Music Corp., True Blue Music Publ'g Co., Walton, H.B. Webman, Wendy Music Inc., Winston Music Publ'rs, Word Inc.  
Three Bridges Music Corp., see Chappell—Chappell  
Three Eagles Music Inc., see Chappell—Chappell  
3 PM Music (CAPAC), see Pet-Mac  
Throat Music Ltd., see Chappell—Chappell  
Thruppence Music, see Chappell—Chappell  
Tideland Music Publ'g Corp., see AME Ltd  
Tight Corporation, see Chappell—Chappell  
Time Being Music Co. (PRO), see Morning  
Tinker Street Tunes, see Chappell—Chappell  
Twoli, see Chappell—Bregman Vocco & Conn  
Tobey Music Corp., see Chappell—Chappell  
Tobr-Ann, see Chappell—Chappell  
Henry Tobias Music Co., see Chappell—Chappell  
Tom Tom Music, see Chappell—Chappell  
Tomato Tunes (CAPAC), see Bytown  
Tom Music Co., see Chappell—Chappell  
Tomaz (PRO), see SMCL  
Top Hat Music Ltd., see Chappell  
Top Soil Music (PRO), see Survivor  
Town & Country Music Inc., see AME Ltd  
Travis, see Chappell—Edwin H. Morris  
Tray Music Corp., see AME Ltd  
Triangle, see Chappell—Bregman Vocco & Conn  
Triboro Music Corp., see Chappell—Chappell

Tri-Chappell, see Chappell—Chappell  
Troika Music (PRO), 1262 Don Mills Rd., Suite 3A, Don Mills, Ont. M3B 2W7 Tel (416) 445-0878, 444-1941 Owner: Art Snider  
Truck'n' Music Corp., see Chappell—Chappell  
Tuneville, see Chappell—Chappell  
Twentieth Century Music Corp., see Chappell—Bregman Vocco & Conn  
Conway Twitty Music, see Chappell—Chappell  
Two Beat Music, see Leeds  
Two Brothers Music (PRO), see Condo  
U A Music (Canada) Ltd (CAPAC), 6 Lansing Square, Suite 208, Willowdale, Ont M2J 1T8 Tel (416) 491-7552 Pres. Stan Kulin, Gen. Mgr. Allan Matthews  
U P A, see Chappell—Edwin H. Morris  
Unart Music (Canada) Ltd (PRO), see UA Music  
Unser-Bubble, see Chappell—Chappell  
Unichappell Music Inc., see Chappell—Chappell  
United Artists, see UA Music  
Universal Songs Ltd., see Chappell  
Upario, see Chappell—Edwin H. Morris  
V Music, see Morning  
Valley Spring, see Chappell—Chappell  
Vanessa Music (CAPAC), see Halben  
Vanguard Music Corp., see Chappell—Chappell  
Vaughn, see Chappell—Chappell  
Velerio Americana Music Publ'g (VAMP) (CAPAC), 79 Lunness Rd., Toronto, Ont M8W 4M7 Tel (416) 259-9182 Mng. Dir. Jose Osana  
Vernon, see Chappell—Bregman Vocco & Conn  
Very Own Music, see Chappell—Bregman Vocco & Conn  
Victory Music Ltd., see Chappell—Chappell  
Vin Sun, see Chappell—Chappell  
Vision, see Chappell—Chappell  
Vogue, see Chappell—Edwin H. Morris  
Vogue-Choice Ltd., see Chappell—Chappell  
WAM Music Corp. Ltd., 901 Kenilworth Rd., Montreal, P.Q. H3R 2R5 Tel (514) 341-6721 Gen. Mgr. Leon Aronson (Publishing administered by Chappell Music.)  
Waldheim Music (PRO), see Bob Hahn  
Wedge Publ'g, see Chappell—Chappell  
Weiss & Barry Inc., see Chappell—Chappell  
Larry Weiss Music, see Chappell—Chappell  
Welcome, see Chappell—Edwin H. Morris  
Welzheim, see Chappell—Bregman Vocco & Conn  
West Bound, see Chappell—Chappell  
Westend Music (PRO), see Halben  
White Cloud Music, see Chappell—Chappell  
White Light Music, see Chappell—Chappell  
Whitney-Kramer-Zaret, see Chappell—Chappell  
David Wilkes Music Corp., see AME Ltd  
Williamson Music Inc., see Chappell—Chappell  
Marty Wilson Music Co., see Chappell—Chappell  
Windchime Music Inc., see Chappell—Chappell  
Windmill Music Ltd., see Chappell—Chappell  
Windy Bay Music (PRO), see Halben  
Winnor Music, see Chappell—Chappell  
Woodbine Music Inc., see Chappell—Edwin H. Morris  
Wren Music, see Chappell—Chappell  
Yatagan Music Publ'g Rec'g, see SMCL  
Year Round, see Chappell—Bregman Vocco & Conn  
York, see Chappell—Chappell  
Young Ideas, see Chappell—Bregman Vocco & Conn  
Victor Young, see Chappell—Chappell  
Zethus Music, see Chappell—Chappell  
Znarg Music Inc., see Chappell—Chappell

## ● sheet music jobbers/suppliers

Academy Music Studios Ltd., 146 N. Christina St., Sarnia, Ont. N7T 5T8 Tel (519) 344-1401 Pres. R.F. Needham, Gen. Mgr. G. Ivany Local Branch: 212 Lochiel St. Tel. 344-7683  
Algod Music Ltd., 372A Yonge St., Toronto, Ont. M5B 1S6 Tel (416) 597-0066 Pres. Gen. & Sales Mgr. Edward G. Hough  
Chappell & Co. Ltd., 14 Birch Ave., Toronto, Ont. M4V 1C9 Tel (416) 922-2159 Gen. Mgr. J. Renewych, Sales Mgr. John Loweth  
Empire Music Supply, PO Box 279, Postal Code V3L 4Y6, 934 12 St., New Westminster, B.C. V3M 4K6 Tel (604) 522-6232 Pres. & Gen. Mgr. Karle Hodson  
**Branch:** London, Ont., PO Box 7070, Postal Code N5Y 4K1 Gen. Mgr. Harold Pounds  
Frederick Harris Music Co. Ltd., 529 Speers Rd., Oakville, Ont. L6K 2G4 Tel (416) 845-3487/3572 Mng. Dir. W. Ray Stephens, Sales Mgr. David Boocock  
E C Kerby Ltd., 198 Davenport Rd., Toronto, Ont. M5R Tel (416) 922-9334  
Leslie Music Supply, PO Box 471, Oakville, Ont. L6J 5A8 Tel (416) 844-3109  
Morning Music Ltd., 1343 Matheson Blvd. W., Mississauga, Ont. L4W 1R1 Tel (416) 625-2676 Cable: BOOT-GROUP Tele 06-960250 Pres. Jury Krytjuk, VP Tom C. Connors, Gen. Mgr. Mark Altman  
Gordon V. Thompson Ltd., 29 Birch Ave., Toronto, Ont. M4V 1E2 Tel (416) 923-7329 Pres. John C. Bird.

## ● record & tape wholesalers

*The wholesale function(s) of all companies is set in bold face and parentheses after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.*













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.  
**Product:** Tape carrying & storage cases, head cleaners & demagnetizers, leader tape  
 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  
**Product:** Catalog servs.  
 Record Care, see Smyth  
 Recotone, see Motown.  
 Smyth Sound Equip. Ltd., 595 Parc Industriel, Longueuil, P.Q. J4H 3V7 Tel (514) 679-5490.  
**Product:** Cleaners, cloths, brushes (Watts, Record Care).  
 Sony 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:** Calgary, Alta., 110 11 Ave. S.E. 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) 273-1921—Vancouver, B.C., 855 W. Broadway St. Postal Code V5Z 1K2 Tel (604) 873-3511—Ottawa, Ont., 1140 Morrison Dr. Postal Code: K2H 8S9 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 2S6 Tel (416) 499-5111—Montreal, P.Q., 6465 Trans Canada Hwy. Postal Code H4T 1S3 Tel (514) 748-9331.  
**Product:** Head demagnetizers, splicing & editing equip.  
**Home office:** Japan.  
 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.Q. H9P 1H8 Tel (514) 683-6331. Pres. S.K. Plotnick, VP & Gen. Mgr. F. Lawrence Plotnick. Sales Mgr. H. Pollock.  
**Product:** Head demagnetizers & bulk erasers (Naka-michi).  
 Tracker Int'l, 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).  
 Globol Prods., 350 Sorara Ave., Toronto, Ont. M6R 2G8, Tel (416) 531-5751 Pres. G. Kyron, Gen. Mgr. J. Stevens  
**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. DiFiorio, Gen. Mgr. John M. Morgan.  
**Product:** Tape Browser boxes, tape display racks  
 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  
**Product:** Tape browser boxes.

● jukebox manufacturer

Rowe Int'l Inc., 9341 Cote de Liesse, Dorval, P.Q. H9P 2N9 Tel (514) 636-4680  
**Branches:** Burnaby, B.C., 6909 Antrim Ave. Postal Code V5J 4M5 Tel (604) 438-6431—Mississauga, Ont., 6447 Northam Dr. Postal Code L4V 1J1 Tel (416) 677-1587  
**Home office:** USA

CHILE

Population: 10,450,000.  
 Rate of exchange: \$1(US) = 31.56 pesos.  
 Per capita income: \$890.  
**Holidays:** January 1, May 1 (Labor Day), May 21 (Navy Day), June 29 (Bank Holiday), August 15 (Assumption), September 18 (Independence Day), September 19 (Army Day), October 12 (Columbus Day), November 1 (All Saints' Day), December 8, December 25 & all important Christian religious holidays.  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$312,420.

● record & tape manufacturers / distributors / importers

Alba, see Industria de Radio & Television.  
 Archiv, see Philips.  
 Arena, see Quatro  
 Asfona (Asociacion Fonografica Nacional), Augustina 1185, Of. 71, Santiago, Tel. 30-637, 83-877, 35-499.

**Labels: (Owned) Asfona, Astral; (distributed) Avant Music, Los 4 de Chile, Gato Negro, Chris Heart Prod'ns, Buddy Richard Prod'ns, (licensed) Durium (Italy), Hispavox (Spain), Microfon (Argentina), Music Hall (Argentina), Vox (USA), WEA group (USA).  
 Int'l reps.:** Argentina (Sicamericana), Bolivia (Musica), Colombia (Codiscos), Venezuela (Suramericana).

Astral, see Asfona.  
 Avant Music, see Asfona.  
 Banglad Productora de Discos & Cassettes (IFPI), Av. Holanda 667, Santiago 9, Tel. 496-537, 740-338. Telex 260.

**Labels (Owned) Banglad-Chile, (licensed domestic) Caracol; (licensed foreign) ABC (USA), Disc AZ (France), Ariston (Italy), Barclay (France), Belter (Spain), Carosello (Italy), Columbia (Spain), Durium (Italy), Fantasy (USA), Hispavox (Spain), Marfer (Spain), Tarnia Motown (USA).**  
 Caracol, see Banglad.  
 Los 4 de Chile, see Asfona  
 D G, see Philips.

E M I Odeon Chilena SA (IFPI), Av. Vitacura 2899, Santiago 10, Tel. 287-118 Cable TURNTABLE Mng. Dir. Roberto Lopez, Sales Mgr. Manuel Munoz; Int'l A&R Mgr. Alfredo Acuna  
**Labels: (Owned) EMI-Odeon; (licensed) A&M (USA), Apple (UK), Arista-Bell (USA), CBS (USA), Codiscos (Colombia), Favedica (Venezuela), IEMPSA (Peru), Island (UK), London (UK), Maria Perego, Musart (Mexico), Private Stock (USA), Purple (UK).**  
 Fermata Ltda (Eds. Musicales), Agustinas 853, Of. 619, Santiago, Tel. 32-720 Gen. Mgr. Eliana Cisternas C.  
**Home office:** Brazil, Discos RGE / Fermata.  
**Labels: (Owned) Fermata, Pick, Premier, RGE, Som / Maior, Young.**

Fontana, see Philips.  
 Los 4 de Chile, see Asfona.  
 Gato Negro, see Asfona.  
 Chris Heart Prod'ns, see Asfona.  
 Heliodor, see Philips.  
 I R T, see Industria de Radio & Television.

Industria de Radio & Television SA (IFPI), Bustamante 596, Santiago, Tel. 46-5596 Cable: RADIOINTER. Telex 278, Mgr. Jose Manuel Silva  
**Labels: (Owned) Alba; (licensed) Ariola (Spain), Parnaso (Argentina), RCA (USA), United Artists (UK, USA).  
 Int'l reps.:** Argentina (Parnaso), Ecuador (IFESA), El Salvador (Dicesa), Mexico (Musart), Peru (FTA), Venezuela (Cordica).

M G M, see Philips.  
 Mercury, see Philips.  
 Odeon, see EMI.  
 Philips Chilena SA (IFPI), Casilla 2687, Av. Santa Maria 0760, Santiago Tel. 378-371, Cable PHILCHISA. Mng. Dir. Jorge Undurraga, Label Mgr. Rosa G. Martinez.  
**Labels: (Owned) Archiv, DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Smash, Vertigo, Verve; (licensed) All Platinum (USA), H. Astric (Monaco), Big Tree (USA), Bus Stop (UK), Charisma (UK), Chelsea (USA), Chrysalis (UK), Flying Dutchman (USA), Jet (UK), Fresh Air (UK), GTO (UK), Tony Hall Prod'ns (UK), Interrobang, Jet (UK), MCA (USA), Mooncrest (UK), Mountain (UK), Pablo (USA), Peerless (Netherlands), Roxbury (Canada), RSD (UK), Red Bull (Netherlands), Roxbury (USA), Sono-Radio (Peru), State (UK), Track (UK), 20th Century (USA), Virrey (Peru), WWA (UK), Wam (Canada).**

Pick, see Fermata.  
 Polydor, see Philips.  
 Premier, see Fermata  
 Quatro Ltda. (Productora & Distribuidora de Discos) (IFPI), Rancagua 554, Santiago, Tel. 252-960, 231-811. Gen. Mgr. Roberto Pardo R.; Sales Mgr. Julio Pardo; Prod'n Mgr.: Jaime Roman, Int'l Mgr.: Camilo Fernandez  
**Labels: (Owned) Arena; (licensed) Cabal (Argentina), Carosello (Italy), Casablanca (USA), Circle Line (Argentina), Continental (Brazil), Eleven (Italy), Gamma (Mexico), Gas (Mexico), Hispavox (Spain), Melody (Mexico), Microfon (Argentina), Olympo Impacto (Spain), Orfeon (Mexico), Som (Brazil), Springboard (USA), Trova (Argentina), Vanguard (USA).  
 Int'l rep.:** Brazil (Som Industria e Comercio).

R G E, see Fermata.  
 Buddy Richard Prod'ns, see Asfona.  
 Smash, see Philips.  
 Som / Maior, see Fermata  
 Utz Corp., Casilla 1037, Correo 22, J.M. Infante 1008, Of. 33, Santiago Mng. Dir. Ramon Utz Monsalve, A&R & Int'l Liaison; Sonia Figari Letelier.

Vertigo, see Philips.  
 Verve, see Philips.  
 Young, see Fermata.

● music publishers

Asfona (Asociacion Fonografica Nacional), Augustina 1185, Of. 71, Santiago, Tel. 30-637, 83-877, 35-499.  
**Int'l firms represented:** BIEM (Europe), SADAIC (Argentina), Southern (USA).  
 Equus (Sociedad de Ediciones Musicales), Rancagua 554, Santiago, Tel. 252-960. Gen. Mgr.: Jaime Roman; Int'l Mgr.: Carlos Quezada  
**Int'l firms represented:** Alvorada (Brazil), Beverly (Brazil), Edifon (Argentina), Gamma (Mexico), Meridional (Brazil), Seven Notas (Brazil).  
 Fermata Ltda (Eds. Musicales), Agustinas 853, Of. 619, Santiago, Tel. 32-720. Gen. Mgr. Eliana Cisternas C.  
**Home office:** Brazil  
**Int'l firms represented:** Arapua (Brazil), Bourne group (USA), Combine (USA), Fermata (Brazil), Frank (USA), Dick James group (UK), Minerva, Arthur Napoleao (Brazil), Pedro, Portico, Seresta, Solmi, Sonata (Brazil), Sochem (Sociedad Chilena de Eds. Musicales) Ltda., Av. Vitacura 2899, Santiago 10, Tel. 287-118 Cable TURNTABLE Mng. Dir.: Roberto Lopez  
**Int'l firms represented:** Accord (Germany), Anagon

(Netherlands), Ardmore & Beechwood (Belgium), Beechwood (Mexico, USA), Colombiana de Musica (Colombia), Consorcio de Eds. Musicales Peruanas (Peru), EGO (Spain), EMI (UK), MAI (Argentina), Pathe Marconi (France), Toshiba (Japan), La Voce del Padrone (Italy), Universal (Venezuela)  
 Southern Music Int'l, Cruz 1469, Santiago  
**Home office:** USA, Peer-Southern Org

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Instituto de Extension Musical, Compania 1264, Santiago, Tel. 89-438  
 S A T C H (Sociedad de Autores Teatrales de Chile), San Diego 246, Santiago Tel. 67-101, 66-2760.

DESIGN & ARTWORK

Alba / Colorado-Industria de Radio & Television SA, Catedral 1029-Subte., Santiago Tel. 50-081, 80-461.

LICENSING ORGANIZATION, MUSIC

D A I C (Departamento del Derecho de Autor de la Universidad de Chile), San Antonio 427, 2nd fl., Santiago Tel. 392-335 (Performing rights only)

PLATING, PROCESSING & PRESSING PLANTS

Alba / Colorado-Industria de Radio & Television SA, Catedral 1029-Subte., Santiago Tel. 50-081, 80-461.  
 E M I Odeon Chilena SA, Casilla 186D, Av. Vitacura 2899, Santiago Tel. 287-118 Cable TURNTABLE. Mng. Dir.: Roberto Lopez. (Pressing only)

PRINTERS & LITHOGRAPHERS

Alba / Colorado-Industria de Radio & Television SA, Catedral 1029-Subte., Santiago Tel. 50-081, 80-461.  
 Philips Chilena SA, Casilla 2687, Av. Santa Maria 0760, Santiago Tel. 378-371. Cable PHILCHISA.

TAPE CUSTOM DUPLICATORS

Philips Chilena SA, Casilla 2687, Av. Santa Maria 0760, Santiago Tel. 378-371. Cable PHILCHISA.  
**Audio:** Cassette.  
 Utz Corp., Casilla 1037, Correo 22, J.M. Infante 1008, Of. 33, Santiago Mng. Dir.: Ramon Utz Monsalve; Int'l Liaison: Sonia Figari Letelier.

● supplies

ENVELOPES & MAILERS JACKETS & SLEEVES LABELS POLYETHYLENE BAGS

Alba / Colorado-Industria de Radio & Television SA, Catedral 1029-Subte., Santiago, Tel. 50-081, 80-461.

TAPE, RAW & BLANK LOADED

Agfa-Gevaert Chilena de Productos Fonograficos Ltda., Casilla 139-D, Carlos Fernandez 260, Santiago Tel. 50-051, 56-7548 Telex 289  
**Audio:** Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.  
**Video:** Cassette, open reel.  
**Brand names:** Agfa Carat, Agfa Stereochrom, Agfa Videochrom.  
 Utz Corp., Casilla 1037, Correo 22, J.M. Infante 1008, Of. 33, Santiago, Mng. Dir.: Ramon Utz Monsalve; Int'l Liaison: Sonia Figari Letelier.

● accessories & store fixtures & merchandising aids manufacturer

Alba / Colorado-Industria de Radio & Television SA, Catedral 1029-Subte., Santiago, Tel. 50-081, 80-461  
**Product:** Cleaners, cloths & brushes, record display racks.

CHINA, REPUBLIC OF (TAIWAN)

Population: 16,171,569  
 Rate of exchange: \$1(US) = 38.02 yuans  
 Per capita income: \$800  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$259,394.

● record & tape manufacturers / distributors / importers

Baal Recs. (Taiwan) Ltd., PO Box 65, Chains Bldg., 66 Sec. 2, Taipei, Tel. 361-2151.  
**Labels: (Owned) Baal, Best of Everything, (licensed) ABC (USA).**  
 Best of Everything, see Baal.



Caribe, see Fuentes  
Carrizal, see Sonolux  
Chaves (Discos), 18-43 Carrera 23, Pasto. Tel 20-51, 3138 Cable DISCHAVES Gen Mgr. Ramiro Chaves L, Sales Mgr. Ilija de Chaves.  
**Labels: (Owned)** Atriz, Candil, Chaves, Emerald.  
**Int'l reps.:** Costa Rica (Nueva Ola), Ecuador (Centenario), Netherlands (Dureco), Venezuela (BASF)

Codiscos (Compania Colombiana de Discos SA, Apdo Aereo 1428, 59-65 Calle 2a, Medellin, Tel 55-03-79, Cable CODISCOS, Pres. Alfredo Diez M, Sales Mgr. Juan Gabriel Ferrer, A&R Dir. Rafael Mejia, A&R Mgr. Humberto Moreno  
**Labels: (Owned)** Costeno, De Oro, Famoso, Zeida: **(licensed)** AVI (USA), Alshire (USA), Barclay (France), Coco (USA), Continental (Brazil), Dila (Guatemala), Fonografica (Venezuela), Gamma (Mexico), Hispavox (Spain), IEMPSA (Peru), Microfon America (USA) Musart (Mexico), Riviera (France), Salsout-Mericana (USA), Scorpions (Venezuela), Sicomercana (Argentina), WEA group (Brazil, France, Germany, Italy, UK, USA).  
**Int'l reps.:** Central America (Dideca), Argentina (TK), Mexico (Musart), Peru (IEMPSA), Venezuela (Discoteca).  
Corporacion Musical Ltda., Carrera 47, No 52-62, Apdo Aereo 7011, Medellin, Cable COMMUSICAL, Tel 34-14-51 Gen Mgr. Hernan Restrepo Duque.  
**Label: (Represented)** House of Falcon (USA).

Costeno, see Codiscos  
D G, see Philips  
Daro Ltda (Importaciones), Apdo. Aereo 4578, 22-86 Carrera 7a, Int 4, Bogota, D E Tel 43-16-25, 43-36-66 Cable IMPODARO Gen Mgr. Dr Carlos G. Navarro  
**Int'l branch:** USA, New York, N Y  
**Labels: (Owned)** Daro Int'l, **(licensed)** Decca (UK), London (UK, USA), South Eastern (USA), Teldec (Germany).  
**Int'l reps.:** Germany (Teldec), UK (Decca), USA (South Eastern)

Delujo, see Fuentes  
De Oro, see Codiscos  
Discomoda de Colombia Ltda., 65-57 Avda. Caracas 46, Bogota, D E Tel (92) 85-03-11, 69-81-10, Cable DISCOMODA Telex 29585, Pres. Cesar Roldan, Gen. Mgr. Enrique Estrada Duque, Sales Mgr. Alfonso Ramirez Zapata  
**Home office:** Venezuela, El Disco de Moda  
**Labels: (Owned)** Discomoda, **(licensed)** ABC group (USA), Alegre (USA), Inca (USA), Tico (USA) West Side Latino (USA)  
**Int'l reps.:** Ecuador (Fediscos), USA (Discolando)

Emerald, see Chaves.  
Epic, see CBS.  
Extra, see Tropical.  
Famoso, see Codiscos  
Fonarte Ltda., Cra 52-126, Of. 402, Medellin, Tel 42-75-80 Gen Mgr. Francisco J. Correa (Distributor/Importer)  
Fontana, see Philips  
Fuentes (Discos) Ltda., 13-223 Carrera 51, Medellin, Tel. 35-13-00 Cable DISFUENTES Technical Mgr. Jose Maria Fuentes Estrada, Gen Mgr. Pedro Fuentes Estrada, Sales Mgr. Jorge Gonzalez Botero, Int'l Dir. Javier Garcia Munoz  
**Labels: (Owned)** Caribe, Delujo, Fuentes, **(licensed)** Accion (Mexico), Ariston (Italy), Arrowtaps (UK), Avanti (Peru), Baby (Italy), Baltic (Belgium), Beverly (Brazil), Butterfly (USA), Carabine (France), Carosello (Italy), Casablanca (USA), Cash Box (Brazil), Charger (Brazil), Cisne Raif (Mexico), Compania Fonografica Espanola (Spain), Continental (Panama), Copacabana (Brazil), Corto (Mexico), Coro (Mexico), Coprodisco (Venezuela), Dial (USA), Doremi (Peru), Dynamic Sounds (Jamaica), Eleven (Italy), Hit Power (Peru), Hugo Piombi (Argentina), Martin Meyer (Argentina), Mavie (Venezuela), Met Richmond (USA), Miami (USA), Palacio (Venezuela), Panart (USA), Peerless (Mexico), Rex (Mexico), Seeco (USA), Sono-Mex (Mexico), TK (Argentina), Teca (USA), Velvet (USA, Venezuela), Verve (USA), El Virrey (Peru), **(distributed—not licensed)** Eva (Zaire)  
**Int'l reps:** Ecuador (Fediscos), Guatemala (Fonica), Mexico (Peerless), Panama (Continental), Peru (El Virrey), USA (Miami), Venezuela (Disqueras Unidas)

H B, see Incolve  
Ideal, see Tropical.  
Impacto, see Sonolux.  
Incolve (Industria Musical Colombo Venezolana) Ltda., 21-73 Carrera 7a, 5th fl. Bogota, Tel 41-91-99, 83-83-45 Cable INCOLVE, Gen Mgr. Fanny Frasser  
**Home office:** Venezuela, El Palacio de la Musica  
**Labels: (Owned)** HB, Solex, **(licensed)** A&M (USA), Cream (USA), Motown (USA)

Lyra, see Sonolux  
M G M, see Philips  
Machuca, see Tropical  
Mercury, see Philips  
Philps de Colombia SA (Industrias) (IFPI), Music Dept., 51-39 Calle 13, Bogota, D E Tel 60-06-00 Cable: DISCOPHIL Telex 44776, Pres. Hank Retera, Gen. Mgr. Alfonso Escolar N., Sales Mgr. Luis Garcia, Int'l Repertoire Label Mgr. Patrick Mildenberg  
**Labels: (Owned)** Archiv, DG, Fontana, MGM, Mercury, Philips, Polydor, RSO, Vertigo, Verve, **(licensed)** Alhambra (Spain), All Platinum (USA), Capricorn (USA), De-Lite (USA), EG (UK), Fania (USA), H&L (USA), Pablo (USA), 20th Century (USA), Vaya (USA)  
**Int'l reps.:** Worldwide (Phonogram, Polydor).

Polydor, see Philips  
R S O, see Philips  
Kamal Ramirez, Apdo. Aereo 18002, Cali, Tel 89-18-55 (Importer/Distributor)  
Real, see Sonolux  
Solex, see Incolve  
Sonolux Industria Electro-Sonora SA (IFPI), 43 A-5 Calle 29, Medellin, Tel 32-09-99, Pres. Sergio Berdugo Cuartas, Artist Dir. Leon Cardona Garcia, Sales Mgr. Juan Fernando Restrepo C., Gen. Sec'y. Eugenio Quintero Regino  
**Labels: (Owned)** Caliente, Impacto, Lyra, Real,

Sonolux, **(licensed domestic)** Carrizal, **(licensed foreign)** Ariola America (USA), Ariola-Eurodisc (Spain), CTI (USA) DCM (Mexico), Dicesa (El Salvador), Fenix (Ecuador), Grunt (USA), Gryphon (USA), Hansa (Germany), Kudu (USA), Marifer (Spain), Melody (Mexico) Millennium (USA), Padsico (Panama), Polar (Sweden), Promus (Venezuela), RCA (worldwide), Ricordi (Italy), Salvation (USA), Sigla (Brazil), Sonoven (Venezuela), Trama (Spain), Trema (France), Turquesa (Spain), United Artists (worldwide), Vogue (France), WEA (USA).  
**Int'l reps.:** Central America (Dicesa in El Salvador), Ecuador (Fediscos), Mexico (Discos & Cartuchos), Panama (Padsico), Peru (Prodemsa), USA (Discolando), Venezuela (Sonoven)

Swing, see Tropical.  
Tropical (Discos) Ltda. (IFPI), 68-73 Calle 68-B, Barranquilla, Tel 316-509, 325-858, 315-645, Cable RADIAG, Pres. Emilio Fortou P., Gen. Mgr. Jaime Cabrera M., A&R Mgr. Jorge Fortou E., Int'l Sales Mgr. Tony Fortou E.  
**Labels: (Owned)** Antillano, Extra, Ideal, Swing, Tropical, **(licensed)** Amour (Canada), Antilla (USA), Ariola Eurodisc (Germany), Baby (Italy), Basart Int'l (Netherlands), Carrere (France), Contempo (UK), Flamboyant (Puerto Rico-USA), Fleche (France), Gema (USA), Hansa (Germany), Alfred D. Herger (Puerto Rico-USA), Image Musique (USA), Rumba (USA), Son'Art (Mexico), Suave (USA), Tape (USA); **distributed—not licensed)** Machuca  
**Int'l reps.:** Mexico (Son'Art), USA (Miami), Venezuela (Fonodisco)

Universe, see Victoria.  
Vertigo, see Philips.  
Verve, see Philips.  
Victoria (Industrias Fonograficas) Ltd., Apdo. 3308, Carrera 52 25144, Medellin, Tel. 35-06-52, 35-48-24, Pres. Otoniel Cardona Uran, Gen. Mgr. Otoniel Cardona Jr.  
**Labels: (Owned)** Universe, Victoria, **(licensed)** Borinquen (Puerto Rico), Suramericana del Disco (Venezuela).  
**Int'l rep.:** Mexico (Ariola)  
Zeida, see Codiscos

### ● music publishers

Ecomus (Ed. Colombiana & Int'l de Musica Ltda.), 11-40 Carrera 43-A, Medellin, Tel. 46-51-38 Cable ECOMUS Mgr. Sylvia N. Arango Duque  
**Int'l firms represented:** Beechwood (Mexico), Brambla (Mexico), Orleon (Mexico), Prodems (Peru), Quiroga (Spain), SADRAM (Ecuador)  
**Int'l reps:** Argentina (MAI), Bolivia (Boliviana de Musica), Chile (Sochem), Ecuador (SADRAM), Mexico (Brambla), Peru (Prodems), Spain (Quiroga), USA (Morro), Venezuela (Alfonso Sanchez Lopez)  
Edmuisca (Ed Int'l de Musica Ltda.), 13-223 Carrera 51, Medellin Tel 35-45-90, Cable DISFUENTES, Chief Exec. Bernardo Mejia Aguirre, Gen. Mgr.: Jose Maria Fuentes Estrada  
**Int'l firms represented:** Conedisa (Peru), Predisa (Mexico), Vicary (Venezuela)  
**Int'l reps.:** Worldwide (EMLASA)  
Fonoton Ltda (Ed.), 51-39 Calle 13, Bogota, Tel 60-06-00 x 259 Cable DISCOPHIL Telex 44776, Mgr. Alfonso Escolar N., Gen Mgr. Bertha Alvarado  
**Int'l firm represented:** Intersong (Mexico)  
**Int'l rep.:** Mexico (Intersong)  
Mundo Musical, 10A-23 Carrera 34, Bogota, Tel 77-24-00 Cable COLRECORD  
**Int'l firms represented:** Beechwood (USA), Blackwood (USA), EMI publ'g cos. (UK), ITAIPU (Brazil), Orfra (USA), Sadaic (USA)  
**Int'l reps:** Argentina (MAI), Melograft, Brazil (ELAM, ITAIPU), UK (Apple), USA (Blackwood)  
Orbemusa, 65-57 Avda. Caracas 46, Bogota, Tel (92) 45-36-78, 69-81-10 Dir. Cesar Roldan; Gen Mgr. Enrique Estrada Duque; Sales Mgr. Alfonso Ramirez  
**Home office:** Venezuela, Orbe.  
Peer de Colombia Ltda, 8-92 Calle 18, Bogota Tel 241-9864 Cable PEERCO Gen. Mgr. Marie Rojas  
**Home office:** USA, Peer-Southern Org.  
Prodemus (Promotora Colombiana de Musica) Ltda., Apdo. Aereo 1428, Medellin Tel 46-51-38 Cable PRODEMUS Mgr. Sylvia N. Arango Duque  
**Int'l firms represented:** Arabella (Spain), Conedisa (Peru), Continental (Peru), SOCHEM (Chile)  
**Int'l reps:** Argentina (Relay), Chile (SOCHEM), Ecuador (SADRAM), Mexico (Brambla), Peru (Conedisa), USA (Morro), Venezuela (Alfonso Sanchez Lopez)  
Sonolux Int'l SA (Promotora), 43 A-5 Calle 29, Medellin, Tel 32-09-99, Pres. Carlos Julio Ardila Gaviria, Gen Mgr. Sergio Berdugo Cuartas.  
**Int'l firms represented:** Edicesa (El Salvador), Edim (Mexico), Jaguare (Brazil), Ivan Mogull (USA), RCA (Brazil, Italy), Leme (Brazil), Relay (Argentina), Victor (Brazil)  
**Int'l reps.:** Argentina (Relay), Brazil (Victor), Ecuador (Sadram), Italy (RCA), Mexico (Edim), Peru (Prodems), Spain (RCA), Venezuela (Orfra-Unimusic), USA (Morro).

### ● sheet music jobber/supplier

Fonate Ltda., Cra. 52-126, Of. 402, Medellin, Tel 42-75-80 Gen Mgr. Francisco J. Correa

### ● services

**ASSOCIATION & PROFESSIONAL ORGANIZATION**  
A C O M P A S (Asociacion Colombiana de Musicos Profesionales), 11-15 Carrera 8, Of. 202, Bogota.

### DESIGN & ARTWORK

Codiscos (Compania Colombiana de Discos SA), 59-65 Calle 2a, Medellin, Tel 55-03-79 Cable CODISCOS, Pres. Alfredo Diez M., Sales Mgr. Juan Gabriel Ferrer.  
Fuentes (Discos) Ltda., 13-223 Carrera 51, Medellin, Tel 35-13-00 Cable DISFUENTES, Technical Mgr.: Jose Maria Fuentes Estrada, Gen. Mgr.: Pedro Fuentes Estrada, Sales Mgr. Jorge Gonzalez Botero, Int'l Mgr. Javier Garcia Munoz.  
Tropical (Industrias Fonograficas Discos), 68-73 Calle 68-B, Barranquilla, Tel 316-509, 315-645 Cable RADIAG, Pres. Emilio Fortou P., Gen Mgr. Jaime Cabrera M., Sales Mgr. Tony Fortou E

### LICENSING ORGANIZATION, MUSIC

S A Y C O (Sociedad de Autores & Compositores de Colombia), 20-47 Carrera 12, Bogota, Tel 43-93-50 (Performing rights only.)

### PLATING, PROCESSING & PRESSING PLANTS

C B S S A (Discos), 10A-23 Carrera 34, Bogota, D E Tel 77-24-00  
Codiscos (Compania Colombiana de Discos SA), 59-65 Calle 2a, Medellin, Tel 55-03-79 Cable CODISCOS, Pres.: Alfredo Diez M., Sales Mgr. Juan Gabriel Ferrer  
Fuentes (Discos) Ltda., 13-223 Carrera 51, Medellin, Tel 35-13-00 Cable DISFUENTES, Technical Mgr. Jose Maria Fuentes Estrada, Gen. Mgr.: Pedro Fuentes Estrada, Sales Mgr. Jorge Gonzalez Botero, Int'l Mgr. Javier Garcia Munoz.  
Philps de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D E Tel 60-06-00 Gen. Mgr. Alfonso Escolar N.  
Sonolux Industria Electro-Sonora SA, 43 A-5 Calle 29, Medellin, Tel 32-09-99, Pres. Sergio Berdugo Cuartas, Gen. Mgr. Leon Cardona Garcia, Sales Mgr. Juan Fernando Restrepo C.  
Tropical (Industrias Fonograficas Discos), 68-73 Calle 68-B, Barranquilla, Tel 316-509, 315-645 Cable RADIAG, Pres. Emilio Fortou P., Gen. Mgr. Jaime Cabrera M., Sales Mgr. Tony Fortou E

### PRINTERS & LITHOGRAPHERS

Codiscos (Compania Colombiana de Discos SA), 59-65 Calle 2a, Medellin, Tel 55-03-79 Cable CODISCOS, Pres. Alfredo Diez M., Sales Mgr. Juan Gabriel Ferrer.  
Fuentes (Discos) Ltda., 13-223 Carrera 51, Medellin, Tel 35-13-00 Technical Mgr. Jose Maria Fuentes Estrada, Gen. Mgr. Pedro Fuentes Estrada, Sales Mgr. Jorge Gonzalez Botero, Int'l Mgr. Javier Garcia Munoz  
Sonolux Industria Electro-Sonora SA, 43 A-5 Calle 29, Medellin, Tel 32-09-99, Pres. Sergio Berdugo Cuartas, Gen. Mgr. Leon Cardona Garcia, Sales Mgr. Juan Fernando Restrepo C.  
Tropical (Industrias Fonograficas Discos), 68-73 Calle 68-B, Barranquilla, Tel 316-509, 315-645 Cable RADIAG, Pres. Emilio Fortou P., Gen. Mgr. Jaime Cabrera M., Sales Mgr.: Tony Fortou E

### RECORD PROMOTION

Promosonic Ltda., PO Box 50-804, 68-73 Calle 68-B, Barranquilla Tel 316-509, 325-362, Cable RADIAG, Pres. Emilio Fortou P., Gen & Sales Mgr. Tony Fortou E

### TAPE CUSTOM DUPLICATORS

Codiscos (Compania Colombiana de Discos SA), 59-65 Calle 2a, Medellin, Tel 55-03-79 Cable CODISCOS, Pres. Alfredo Diez M., Sales Mgr. Juan Gabriel Ferrer.  
**Audio:** Cassette  
Fuentes (Discos) Ltda., 13-223 Carrera 51, Medellin, Tel 35-13-00 Cable DISFUENTES, Technical Mgr. Jose Maria Fuentes Estrada, Gen. Mgr. Pedro Fuentes Estrada, Sales Mgr. Jorge Gonzalez Botero, Int'l Mgr. Javier Garcia Munoz  
**Audio:** 8-tr., cassette, open reel  
Ingeson Ltda., 6-27 Calle 22, Bogota, Tel 43-60-44 Pres. Manuel Dreznar.  
**Audio:** 8-tr., cassette  
Philps de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D E Tel 60-06-00 Gen. Mgr. Alfonso Escolar N.  
**Audio:** Cassette  
Tropical (Industrias Fonograficas Discos), 68-73 Calle 68-B, Barranquilla, Tel 316-509, 315-645 Cable RADIAG, Pres. Emilio Fortou P., Gen. Mgr. Jaime Cabrera M., Sales Mgr. Tony Fortou E.  
**Audio:** Cassette, open reel

### ● supplies

### CARTRIDGE & CASSETTE PARTS

Fuentes (Discos) Ltda., 13-223 Carrera 51, Medellin, Tel 35-13-00 Cable DISFUENTES, Technical Mgr. Jose Maria Fuentes Estrada, Gen. Mgr. Pedro Fuentes Estrada, Sales Mgr. Jorge Gonzalez Botero, Int'l Mgr. Javier Garcia Munoz  
**Chief product:** Hubs, rollers, shields, base & cover

### EMPTY CARTRIDGES, CASSETTES & REELS

Ingeson Ltda., 6-27 Calle 22, Bogota, Tel 43-60-44 Pres. Manuel Dreznar  
Philps de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D E Tel 60-06-00 Gen. Mgr. Alfonso Escolar N.  
**Audio:** Cassette  
Singer Prods Cia Ltda., 19-64 Carrera 10, Of. 703-5, Bogota, Tel 81-24-74, 34-74-37 Cable COREGNIS  
**Brand name:** Fidelipac

### ENVELOPES & MAILERS

Codiscos (Compania Colombiana de Discos SA), 59-65 Calle 2a, Medellin, Tel 55-03-79 Pres. Alfredo Diez M., Sales Mgr. Juan Gabriel Ferrer

## JACKETS & SLEEVES LABELS

Codiscos (Compania Colombiana de Discos SA), 59-65 Calle 2a, Medellin Tel 55-03-79 Pres. Alfredo Diez M., Sales Mgr Juan Gabriel Ferrer  
 Fuentes (Discos) Ltda. 13-223 Carrera 51, Medellin Tel 35-13-00 Cable DISFUENTES Technica Mgr Jose Maria Fuentes Estrada, Gen Mgr Pedro Fuentes Estrada, Sales Mgr Jorge Gonzalez Botero; Int'l Mgr Javier Garcia Munoz  
 Tropical (Industrias Fonograficas Discos), 68-73 Calle 68-B Barranquilla Tel 316-509, 315-645 Cable RADIAG Pres Emilio Fortou P., Gen Mgr Jaime Cabrera M., Sales Mgr Tony Fortou E

## POLYETHYLENE BAGS

Codiscos (Compania Colombiana de Discos SA), 59-65 Calle 2a, Medellin Tel 55-03-79 Pres. Alfredo Diez M., Sales Mgr Juan Gabriel Ferrer

## RECORD PROCESSING EQUIPMENT

Singer Prods Cia Ltda. 19-64 Carrera 10, Of 703-5, Bogota Tel 81-24-74, 34-74-37 Cable COREGNIS  
**Chief product:** Lathe  
**Brand name:** Scully (USA)

## TAPE, BLANK LOADED

Fuentes (Discos) Ltda. 12-223 Carrera 51, Medellin Tel 35-13-00 Cable DISFUENTES Technical Mgr. Jose Maria Fuentes Estrada; Gen Mgr Pedro Fuentes Estrada, Sales Mgr Jorge Gonzalez Botero; Int'l Mgr Javier Garcia Munoz  
**Audio:** Cassette  
 Ingeson Ltda. 6-27 Calle 22, Bogota Tel 43-60-44, Pres Manuel Drezner  
**Audio:** 8-tr & cassette  
**Brand name:** Coronett, Myltex, Sonex  
 Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, DE Tel 60-06-00 Gen Mgr Alfonso Escolar N  
**Audio:** Cassette

## TAPE DUPLICATING & PROCESSING EQUIPMENT

Ingeson Ltda. 6-27 Calle 22, Bogota Tel 43-60-44 Pres Manuel Drezner  
**Chief product:** Duplicators & winders

## ● accessories manufacturers

Fonarte Ltda. Cra 52-126, Of 402, Medellin Tel 42-75-80 Gen Mgr Francisco J Correa  
 Philips de Colombia SA (Industrias) Music Div., 51-39 Calle 13, Bogota, DE Tel 60-06-00 Gen Mgr Alfonso Escolar N  
**Products:** Carrying & storage cases, catalog serv., cleaners, cloths, brushes, head cleaners & demagnetizers  
 Singer Prods Cia Ltda., 19-64 Carrera 10, Of 703-5, Bogota Tel 81-24-74, 34-74-37 Cable COREGNIS  
**Product:** Tape carrying & storage cases, tape catalog serv., head cleaners & demagnetizers, needles, leader & splicing tape

## ● store fixtures & merchandising aids manufacturer

Fuentes (Discos) Ltda. 13-223 Carrera 51, Medellin Tel 35-13-00 Cable DISFUENTES Technical Mgr Jose Maria Fuentes Estrada, Gen Mgr Pedro Fuentes Estrada, Sales Mgr Jorge Gonzalez Botero, Int'l Mgr Javier Garcia Munoz  
**Product:** Record & tape display racks

## ● jukebox title strip manufacturer

Fuentes (Discos) Ltda., 13-223 Carrera 51, Medellin Tel 35-13-00 Cable DISFUENTES Technical Mgr Jose Maria Fuentes Estrada, Gen Mgr Pedro Fuentes Estrada, Sales Mgr Jorge Gonzalez Botero, Int'l Mgr Javier Garcia Munoz

## COSTA RICA

**Population:** 2,010,000  
**Rate of exchange:** \$1 (US) = 8.47 colon.  
**Per capita income:** \$899

**Holidays:** January 1, Easter Festival, April 1 (Battle of Rivas), May 1 (Labor Day), May 26 (National Revolution Day), July 25 (Annexation of Guanacosta), August 2 (Our Lady of Angels), September 15 (Independence Day), October 12 (Columbus Day), December 25 & all important Christian religious holidays

**Records, record blanks & pre-recorded media imported from USA:** 1977—\$73,193

Billboard 1978-1979 International Music-Record-Tape Directory

## ● record & tape manufacturers / distributors / importers

Dicesa (Discos Centroamericanos SA) Apdo 650, San Jose Tel 22-16-25

**Home office:** El Salvador (see for labels).  
 Dideca (Discos de Centroamerica SA), Apdo 6360, Edif situado 50 varas al sur de la esq de la Iglesia La Dolorosa, 1st fl., Apto 1, San Jose Tel 2: 92-19 Cable RUSAF

**Home office:** Guatemala (see for labels).  
 Indica (Industria de Discos Centroamericana) SA (IFPI), Apdo 4093, San Jose Tel 35-93-22, Dir Guillermo Lopez, Gen Mgr Eduardo Soto, A&R Mgr Luis N Salas

**Int'l branches:** El Salvador, Distribuidora Salvadorena de Discos SA, Guatemala, Distribuidora Guatemalteca de Discos SA, Honduras, Nicaragua, Panama Distribuidora Panamena de Discos SA  
**Labels: (Owned) Indica (licensed) Art (USA, Audio Fidelity (USA), Billo (Venezuela) CBS (worldwide), Discoteca (Venezuela), Fonograma (Venezuela) Heriba (Bolivia), Lea (Panama), London (UK) Montilla (Spain), Music Hall (Argentina) Onix (Ecuador) Palacio (Venezuela), Peerless (Mexico), Seeco (USA) Sono Radio (Peru), TK (USA)**  
**Int'l rep.:** Worldwide (CBS)

## ● music publisher

Mundo Musical SA, Apdo. 4093, San Jose Tel 25 95 55  
**Int'l firms represented:** April (USA), Blue Seas (USA), Four Star (USA), Jac (USA), Lowery (USA) Melograf (Argentina), Mundo Musical (Brazil, Mexico)  
**Int'l reps.:** Argentina (Melograf), Brazil (Mundo Musical), Mexico (Mundo Musical), USA (April)

## ● services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion de Musicos & Compositores Costarricenses, Apdo. 4365, San Jose

### DESIGN & ARTWORK PLATING, PROCESSING & PRESSING PLANT PRINTER & LITHOGRAPHER RECORD PROMOTION

Indica (Industria de Discos Centroamericana) SA Apdo 4093, San Jose Tel 35-93-22

### TAPE CUSTOM DUPLICATOR

Indica (Industria de Discos Centroamericana) SA, Apdo 4093, San Jose Tel 35-93-22  
**Audio:** 8-tr, cassette

## ● accessories manufacturer

Indica (Industria de Discos Centroamericana) SA, Apdo 4093, San Jose Tel 35-93-22  
**Product:** 45 rpm adapters

## CYPRUS

**Population:** 660,000  
**Rate of exchange:** \$1 (US) = 0.37 Cypriot pound  
**Per capita income:** \$1084

**Holidays:** January 1, January 6 (Epiphany), March 25 (Greek Independence Day), Good Friday, Easter Monday, April 14, August 15 (Independence Day), October 1, October 28 (OHI Day), October 29 (Turkish Republic Day), December 25, 26

## ● record & tape manufacturer / distributor / importer

CBS UK Ltd., 30-34 Sophouls St., Nicosia Tel 41251  
 Cable COLRECORD, Branch Mgr Gregory Konyanlian  
**Labels: (Owned) CBS, Epic (represented) CBS / Columbia (worldwide), Epic (worldwide), GRT (USA) MCA (USA), Minos (Greece) Panvox (Greece), Phonogram (Greece, Netherlands), Pickwick / Hallmark (UK), RCA (UK), Ricordi (Italy), United Artists (USA), Vanguard (USA)**  
**Int'l rep.:** Worldwide (CBS)  
 Epic, see CBS

## ● services

### RECORD PROMOTION

CBS Recs Ltd., 30-34 Sophouls St., Nicosia, Tel 41251  
 Cable COLRECORD, Branch Mgr Gregory Konyanlian

## TAPE CUSTOM DUPLICATOR

CBS Recs Ltd., 30-34 Sophouls St., Nicosia Tel 41251  
 Cable COLRECORD, Branch Mgr Gregory Konyanlian  
**Audio:** Cassette

## ● supplies

### TAPE, BLANK LOADED

CBS Recs Ltd., 30-34 Sophouls St., Nicosia Tel 41251  
 Cable COLRECORD, Branch Mgr Gregory Konyanlian  
**Audio:** Cassette

## ● accessories manufacturer

CBS Recs Ltd., 30-34 Sophouls St., Nicosia Tel 41251  
 Cable COLRECORD, Branch Mgr Gregory Konyanlian  
**Product:** Cleaners, cloths, brushes, head cleaners & demagnetizers, leader & splicing tape

## ● store fixtures & merchandising aids manufacturer

CBS Recs Ltd., 30-34 Sophouls St., Nicosia Tel 41251  
 Cable COLRECORD, Branch Mgr Gregory Konyanlian  
**Product:** Tape browser boxes, display racks

## CZECHOSLOVAKIA

**Population:** 15,000,000  
**Rate of exchange:** \$1 (US) = 5.43 koruna  
**Per capita income:** \$3,000  
**No. of homes with record players:** 28% of total  
**Holidays:** January 1, Easter Monday, May 1 (Labor Day), May 9 (Liberation Day), December 25, 26

### RECORDS:

**Records sold domestically including imports (retail value):**  
 LPs 1977—5,696,000 units, \$50,419,960 1976—5,378,000 units, \$42,647,540. Singles 1977—3,477,000 units, \$7,718,940, 1976—2,522,000 units, \$5,775,380

**Records imported from countries other than USA:** 1977—300,000 units

**Records exported to USA:** 1977—40,242 units, \$62,394

**Records exported to countries other than USA:** 1977—1,449,000 units, 1976—1,627,000 units

**Average retail price per record:** LPs—\$9.01, EPs—\$2.70, singles—\$2.22

**Stereo sales:** 93% of total

**Discounting:** Rarely

**Type of distribution:** Opus and Supraphon own a chain of specialized retail shops. Pantan also sells through these. This accounts for 75% of total sales. The remainder is done through manufacturer-to-wholesaler-to-retailer system, but the importance of manufacturers' wholesale departments supplying directly to great department stores is growing.

**Type of promotion:** Government-controlled radio plays an important role in the promotion of pop records. Supraphon Record Club, which also sells Opus and Pantan records, operates on a subscription basis and is important in the sale of classical and jazz records. The Supraphon company magazine "G 78" is an important means of information about new product of all three companies.

**Jukeboxes:** 2,500

### TAPE:

**Market:** Cassettes sales are increasing, but there is a lack of quality hardware. Imports (from Socialist countries only) are negligible. 8-tracks are still unknown.

**Pre-recorded tape sold domestically including imports (retail value):** Cassette 1977—286,000 units, \$3,540,680, 1976—227,000 units, \$2,544,956  
 Open reel 1977—7,700 units, \$170,170, 1976—8,000 units, \$175,000

**Blank tape sold domestically to the professional duplicator:** Open reel 1977—42,000 units, \$2,165,520, 1976—45,000 units, \$2,380,950

**Average retail price per tape:** Cassette—\$12.38, open reel—\$22.10.

### RADIO STATIONS:

No. of stations: 3 Government

**Comment:** One national station programs pop music almost exclusively, one is devoted to classical music. Almost 50% of broadcast music derives from records, mostly of domestic production.

### TELEVISION STATIONS:

No. of channels: 2 government, 50% color.

**Comment:** Easy listening and middle-of-the-road music predominates. Jazz and rock are featured in rare special youth programs. Most programs are of local production, some imported from other Socialist countries.

### IMPORT/EXPORT REGULATIONS:

Both license contracts and export/import deals are made with Socialist countries, only license contracts are made with Western countries and importing of records from the West on a commercial basis is non-existent.

Lubomir Doruzka





HANSEN Telex 19912 Co-Pres Hanne & Lone Wilhelm Hansen A&R Svend Schar-Holm. Sales Mgr Allan Jeppesen  
**Labels: (Owned)** Artist. Ed Wilhelm Hansen  
 Int'l rep.: Norway (Artist Norsk Musikforlag), Sweden (Artist Nordiska)

Harvest see EMI  
 Heliodor, see Polydor  
 Hjemlandstoner see CBS  
 Hoerzu see EMI

Hoekfarm Brohusgade 6 DK 2200 Copenhagen N Tel (01) 39-18 08 Chief Exec Michael Krosgaard  
 Int'l reps: Germany (ENJA Scan) Norway (Polydor), Sweden (Sonet)

J K see Kleinerts

Jacks Recs. Nedergardsvej 48 DK-8200 Aarhus N Tel (06) 10-24-11 Pres & Gen Mgr Jack Fridthof  
**Labels: (Owned)** Circle. Jacks Selskab

K M F see Kleinerts

K tel Int'l (Denmark) ApS, Tempovej 22, DK-2751 Ballerup Tel (02) 65 12-42 Telex 35342 Pres Philip Kives, Gen Mgr Erik Adelkrone, Financial Controller Bjoern Hartmann  
**Home office: USA**  
**Labels: (Owned)** K-tel. (licensed), Arrival (UK), Capri (UK), Commonwealth (Netherlands), ERA (USA), Highlight (UK), Imperial (Canada)  
 Int'l reps.: Worldwide (K-tel)

Karusell, see Polydor  
 Kleinerts Musik Forlag AS, Christian IX's Gade 7 DK-1111 Copenhagen K Tel (01) 12-34-32 Cable MJSICKMF Telex 16600 Co-Pres Jorgen Kleinert, John Rasmussen  
**Labels: (Owned)** JK. KMF. Play (SEE ADVERTISEMENT)

Life see Sonet/Dansk  
 M G M, see Polydor  
 Mandragora, see CBS  
 Mascot, see Sonet Dansk  
 Medium, see Moerks  
 Melody, see Polydor  
 Mercury, see Phonogram

Metronome Recs A/S, Jydeholmen 15, DK-2720 Vanlose Tel (01) 71-28-11 Cable METRORECORDS Telex 27204 Mng Dir Peter Abrahamsen, A&R Olav Benjike  
**Labels: (Owned)** Metronome. (licensed) Asylum, Atco, Atlantic, Bearsville, Big Tree, Curtom, Dark Horse, DiscReet, Elektra Embryo, Little David, Nemperor, Nonesuch, Pacific, Paradise, Reprise, Swan Song, Warner Bros Westbound, Whitfield, Wing & a Prayer (all USA) Lighting Radar, State (all UK), (distributed—not licensed) Abra Cadabra, Exlibris, Musikland, Oktav, Quick, Starbox

Moerks Musikforlag (IFPI), Christian IX's Gade 7, DK-1111 Copenhagen K Tel (01) 12-34-32 Cable MJSICKMF Telex 16600 Co-Pres Jorgen Kleinert, John Rasmussen  
**Labels: (Owned)** California, Medium, Triola, (licensed) Durium (Italy), Explosion (UK), Flora (Norway) Im'Press (USA), Megafon (Sweden), Ranwood (USA), Redifusion (UK) (SEE ADVERTISEMENT)

Mona Lisa, see CBS  
 Music for Pleasure see EMI  
 Music Rack A/S, Sandtoften 25, DK-2820 Gentofte Tel (02) 88-04-33 Mgr Jorgen Seiero (Rack Jøbbber, Importer as Grammo Serv. A/S)

Musikhuset, Algade 44, DK-4760 Vordingborg Tel (03) 77-08-37 Cable CHRISMUSIC Dir & Gen Mgr Einar Christiansen Sales Mgr Erik Hansen  
**Label: (Represented)** Music Minus One (USA)

Musikland see Metronome  
 Negram, see EMI

Hede Nielsen A/S (IFPI), Glentevej 70B, DK-2400 Copenhagen NV Tel (01) 19-33-00 Cable HENIGRAM Telex: 22621 Gen Mgr Leif Risell, Sales Mgr Ole Jochimsen PR Mgr Bengt Svan  
**Labels: (Licensed)** Black Lion (UK), Buddha (USA), Camden (USA), Contempo (UK), Erato (France), Freedom (UK) Grunt (USA), Intercord (Germany), Janus (USA), Kama Sutra (USA), Millennium (USA) Pickwick (UK) Playboy (USA), RCA (worldwide), Salsoul (USA), Solar (USA) Swedish Society Discofil (Sweden), Telestar (Sweden) Victor (USA), Victrola (USA) Windsong (USA)

Nikolaj see FMS

Nordisk Polyphon A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV Tel (01) 69-25-22 Telex 19202 Mng Dir Stefan Fryland  
 Affiliates: Phonogram A/S, Polydor A/S

Odeon, see EMI

Oktav Musik (IFPI), Helleruplund Alle 4, DK-2900 Hellerup, Tel (0143) 10444 Gen Mgr Fru Ella Bindrup, Music Adviser George Swensson (Distributed by Metronome)  
**Labels: (Owned)** BB, Diplom Oktav Zac

One Up see EMI

Ophelia Recs ApS, Karlslundellandevej 24, DK-2690 Karlslunde Tel (03) 15-20-11 Telex 43140 Gen Mgr Ejvind Breck (Distributed by CSA)  
**Labels: (Owned)** Ophelia, (licensed) Charly (UK) (distributed—not licensed) Amadeo (Austria), Frst Class (Germany), Fonoteam (Germany), Four Leaf Clover (Sweden), Marilla (Sweden)  
 Int'l reps.: Germany (Kanon Music) Sweden (Four Leaf Clover)

Parlophone, see EMI  
 Pathe, see EMI

Pentagram Rec'g, Gl Kongevej 47B, DK-1610 Copenhagen V Tel (01) 22-08-99 Gen Mgr Klaus Soerensen  
**Labels: (Owned)** Rose. (represented) Hillechen

Philips, see Phonogram

Phonogram A/S, Emdrupvej 115A, DK-2400 Copenhagen NV Tel (01) 69-25-22 Telex 19202 (Also see Nordisk Polyphon)  
**Labels: (Owned)** Fontana, Mercury Philips, Vertigo, (licensed) Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), All Platinum (USA), Argo (UK) Beltona (UK), Chapter One (UK), Charisma (UK), DJM (UK),

Decca (UK), Deram (USA), Eclipse (UK), Emerald (UK), Ensign (UK), Haven (USA), Lansdowne (UK), London (UK) Mountain (UK), L Oiseau Lyre (France), Or Record (UK) Rex (UK), Shelter (USA) Tembo (UK), Threshold (UK) 20th Century (USA)

Pilot see Royal  
 Play see Kleinerts  
 Point, see FMS

Polydor A/S, Emdrupvej 115A DK-2400 Copenhagen NV Tel (01) 69 25-22 Telex 19202 Gen Mgr Hardy Larsen (Also see Nordisk Polyphon)  
**Labels: (Owned)** Archiv, DG Favorit, Heliodor, Karussell MGM Melody Polydor Resonance Tip Verve. (licensed) Barn (UK), Brain (Germany), Capricorn (USA), Walt Disney (USA), EG (UK), Hispavox (Spain), Karma (Germany), Kolob (USA), MCA (USA), MCA Coral (USA), MPS (Germany) Oyster (UK) Pablo (USA) Phil Spector Int'l (UK) RSO (UK), Ring-O (UK) Spring (USA), Track (UK)

Popic Prod'ns PO Box 1278, DK-2300 Copenhagen S Tel (01) 95-05-71 Dir O Trostborg, Sales Mgr Otto Waldorf, A&R Peer Ivan  
 Populaer Musik, see CBS  
 Portrait, see CBS  
 Quick, see Metronome

RECA Music Prod'n, Nykoebingvej 18, DK-4571 Grøvinge Tel (03) 45-93-89 Dir Finn Reiner Gen Mgr Ole Steen Pedersen, Sales Mgr Carl C Dalgaard  
**Labels: (Owned)** RECA. (distributed—not licensed) Bestseller (Belgium) Jerome (Sweden), SMA (Sweden) Sounds Superb (Belgium)  
 Int'l reps.: Austria (Scan), Belgium (Bestseller, Scan) Germany (Scan), Netherlands (Scan), Norway (Metronome), Sweden (Metronome, SMA), Switzerland (Scan)

Regal-Zonophone, see EMI  
 Remi Music, Hedeparken 179, DK-2750 Ballerup Tel (02) 65-06-92 Pres Rene Gasvig  
**Label: (Owned)** Remi

Resonance see Polydor  
 Rose, see Pentagram

Royal (Forlaget), Kronprinsens Gade 7, Copenhagen  
**Home office: Sweden, Pilot Music AB**  
**Labels: (Owned)** Pilot, (licensed) Green Tree Heart Warming Impact, Lamb & Lion, Manna (all USA)  
 Roy Music, see FMS

S A C Audio, Hormarken 6, DK 3450 Allerød  
**Label: (Represented)** Sheffield Lab (USA)

Scan Folk, see Badlin  
 Selskab, see Jacks  
 Seraphim, see EMI

Soe Hoeyem A/S Alhambravej 12 DK-1826 Copenhagen V  
**Label: (Represented)** Denon PCM (Japan)

Soerens Musik, PO Box 66, DK 2730 Herlev Tel (02) 84-47-69 Gen Mgr Klaus Soerenson, Promo Janni Jensen (Importer)

Sonet/Dansk Grammofon A/S (IFPI), Jydeholmen 15, DK-2720 Vanlose Tel (01) 71-22-11 Mng Dir Henning Schaedler, Gen Mgr & A&R Paul Bach

**Labels: (Owned)** Fiasco, Life, Mascot, Sonet, Storyville, (licensed) America (France) Amigo (Sweden), Beserkley (USA), Black Lion (UK), Bronze (UK), Caroline (UK), Chiswick (UK), Chrysalis (UK) Frituna (Sweden) Grand Prix (Sweden) Island (UK) Joker (Italy) Musidisc (France) Pye (UK) Roulette (USA), Sonet (Sweden) Sun (USA), Transatlantic (UK), Virgin (UK)

Int'l reps.: Austria (Amadeo), Finland (Scandia) France (Musidisc), Germany (Metronome) Netherlands (Dureco) Norway (Arne Bendixsen), Sweden (Sonet) Switzerland (Finsterwald & Cantacuzene) UK (CRD)

Starbox ApS (IFPI), Store Kongensgade 40, DK-1264 Copenhagen K Tel (01) 12-01-12 Cable STARBOX Telex 15252 Pres & Gen Mgr Johnny Reimar, Adm Mgr Gerhard Rehling, A&R Mgr John Ertlov, ABC Label Mgr Erik Tofte, PR Mgr Birgit Jochimsen (Distributed by Metronome)

**Labels: (Owned)** Starbox, Superstar (licensed) ABC, Command Dot Dunhill, Impulse, Paramount (all USA) Anchor (UK)

Starline, see EMI

SteepleChase Recs ApS (IFPI), Rosenvaengets Alle 5, DK-2100 Copenhagen O Tel (01) 26-01-44 Cable STEEPRECORDS Pres & Mng Dir Nils Winther Sales Mgr Per Hermansen, Booking & Promo Mgr Mihoko Maruno  
**Labels: (Owned)** SteepleChase. (distributed—not licensed) Attalaxeras (Sweden), Black Saints (Italy), Circles (Germany), ECM (Germany), Emanem (UK) Japo (Germany) Phoenix (USA), Queen Disc (Italy) Sackville (Canada), Sportite (UK), Timeless (Netherlands) Watts (Germany)

Int'l reps.: Australia (Fourth Age Dists.), (Bellaphon), Belgium (Do Re Mi), Canada (Inner City), Finland (Love), Germany (Bellaphon), Italy (Hi-Fi & Rec Center) Japan (Nippon Phonogram, Shinsei, Sound Trading) Netherlands (Wim Wig), Portugal (Dargil) Switzerland (Phonag) UK (Spotlite) USA (Inner City)

Stoa Grammofonselskab Midtgaardsvej 28, DK-8800 Viborg Tel 62-29-27  
 Storyville, see Sonet/Dansk  
 Strike Grammofon AB, Mikkelsbryggsgade 10, DK-1460 Copenhagen K Tel (01) 12-15-58  
**Home office: Sweden**  
 Stuk see CBS  
 Superstar, see Starbox

Sun Music ApS (IFPI), Vallekildevej 10, DK-4534 Hoerlev Tel (03) 45-61-50 Pres Knud Thormod, Sales Mgr Bjarne Jensen, A&R Mgr Svend Christiansen  
**Labels: (Owned)** Sun Tip Top, (licensed) Jingles (UK), Scranta (Sweden) Talent (Norway)

Sweet Silence, see Amar

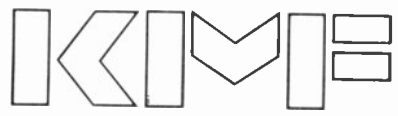
Telefunken, Roskildevej 8-10, DK-2620 Albertslund Tel 64-85-22

Tempo Music of Scandinavia, Ved Gadekaeret 6 DK 3650 Olstykke Tel (03) 17-70-38  
**Home office: USA**  
 Tip, see Polydor

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Tip Top Music, Vallekildevej 10A, DK-4534 Hoerve Tel (03) 45-69-90 Dir. Bjarne Jensen (Licensed to Sun) Tony's Recs., PO Box 955, DK-2400 Copenhagen NV  
 Label: (Represented) Denmark (USA).  
 Triola, see Moerks  
 Vertigo, see Phonogram  
 Verve, see Polydor  
 Vibe, see Fona  
 Wedo, see FMS  
 Gustav Winckler A/S, Mosede By, DK-2670 Greve Strand Tel (02) 61-03-25  
 Zac, see Oktav

## ● music publishers

Stig Anderson Musikforlag A/S, Vesterbrogade 6D, DK-1620 Copenhagen V Tel (01) 12-16-09  
 Home office: Sweden  
 Arnon Music Inc., see EMI—United Artists  
 Asa Music Co., see EMI—United Artists  
 Avant Garde Music Publ'g Inc., see EMI—United Artists  
 Barnegat Music Corp., see EMI—United Artists  
 Bayberry Music Inc., see EMI—United Artists  
 Beaujolais Music (NS), see EMI—United Artists  
 Big Three Scandinavia, see EMI  
 Blue Horizon Music Inc., see EMI—United Artists  
 Buddha Music Inc., see EMI—United Artists  
 Carleen Music Inc., see EMI—United Artists  
 Carwin Music Inc., see EMI—United Artists  
 Choral Art Publ'ns, see EMI—United Artists  
 Crown's Music Ltd., see EMI—United Artists  
 Reg Connolly Musik-Forlag A/S, see Ed Wilhelm Hansen  
 Cuban Music Corp., see EMI—United Artists  
 Dacapo, Pilestraede 2, DK-1112 Copenhagen Tel (01) 15-95-49 Mgr. Sven-Erik Joergensen  
 Detail Music Inc., see EMI—United Artists  
 Dobo Publ'g Co., see EMI—United Artists  
 Dominion Mudee Music Ltd., see EMI—United Artists  
 EMI Music Publ'g (Denmark) A/S, Ny Oestergade 10, DK-1101 Copenhagen K Tel (01) 11-56-26 Gen Mgr. J. Joergensen, Prof. Mgr. John Roger.  
 Home office: Sweden  
 Int'l firms represented: Accord (Germany), Ambleside (UK), Anagon (Netherlands), Ardmore & Beechwood (Belgium, Mexico, South Africa, UK), Arion (Greece), Beechwood (Canada, USA), Belcas (New Zealand), Big Pig (UK), Black Swan (UK), Bowling Green (UK), Britten (UK), Castle (Australia), Central Songs (USA), Chanklin (UK), Coppa (UK), Coronado (UK), Donna (UK), EGO (Spain), EMI (Greece, Switzerland, UK), Elstree (UK), Episode (UK), Ferris (UK), First Floor (UK), Francis Day & Hunter (France, Germany, Scandinavia, UK), Genius (USA), Good Time (USA), Heart's Delight (USA), ITAIPU (Brazil), Initial (UK), KPM group (UK), Kipper Songs (UK), Macmelodies (UK), Manhattan (UK), Marouani (France), Peter Maurice (UK), Minta (USA), Mutual (UK), Nightingale (UK), Odeon (Argentina), Open Door (USA), Pathe (Far East), Pathe-Marconi (France), Pedro (UK), Pepe (UK), Keith Prowse (UK), Reynolds (UK), Saffron (UK), Saturday (USA), Cyril Shane (UK), Shanfidd (UK), Shanklin (UK), Sunlight (UK), Supersongs (UK), Telescope (UK), Tip Top Songs (UK), Tomorrow's Tunes (USA), Toshiba-EMI (Japan), Univista (UK), Varda (UK), Voce del Padrone (Italy), W&R (UK), World Wide (UK)  
 Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (ITAIPU), Canada (Beechwood), Far East (Pathe), France (Francis Day & Hunter, Pathe-Marconi), Germany (Accord, Francis Day & Hunter), Greece (EMI), Italy (Voce del Padrone), Japan (Toshiba-EMI), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), Spain (EGO), South Africa (Ardmore & Beechwood), UK (EMI), USA (Beechwood)  
 Esteem Music Corp., see EMI—United Artists  
 Leo Feist Inc., see EMI—United Artists  
 Sam Fox Publ'g Co. Inc., see EMI—United Artists  
 Francis, Day & Hunter Scandinavia ApS, see EMI  
 Fresco Music Inc., see EMI—United Artists  
 Gaetana Music Inc., see EMI—United Artists  
 Gate Music, see EMI—United Artists  
 Glasco Music, see EMI—United Artists  
 Golden Apple Music Inc., see EMI—United Artists  
 David Gomston, see EMI—United Artists  
 Groovesville/Conquistador, see EMI—Screen Gems-EMI  
 Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K Tel (01) 11-78-88 Cable MUSIKHANSEN Telex 19912 Co-Pres. Hanne & Lone Wilhelm Hansen, Prof. Mgr. Svend Schat-Holm  
 Branches: DK-8000 Aarhus, Graven 4-6—DK-5000 Odense, Klaregade 15  
 Int'l branches: England, Germany, Norway, Sweden, USA  
 Int'l firms represented: Anglo-Continental (UK), Ars Polona (Poland), Associated (USA), Boosey & Hawkes (France, UK), Campbell Connolly & Co. (UK), Cesky Hudebni Fond (Czechoslovakia), J & W Chester (UK), Durand & Cie (France), Faber (UK), Israel Music Institute (Israel), Kultura (Hungary), Moeck (Germany), Nordic Songs (Norway, Sweden), Nordiska (Sweden), Norsk (Norway), Novello (UK), Oxford Univ. Press (UK), PWM (Poland), Schauer (UK), G. Schirmer (USA), Schott (Germany), Sonzogno (Italy), Union (Spain), Universal (Austria), Walton (USA)  
 Int'l reps.: Andorra (Boosey & Hawkes in France), Argentina (Gerard), Australia (James), Austria (Universal), Belgium (Boosey & Hawkes in France), Brazil (Irmaos Vitale), Canada (Leeds), France (Boosey & Hawkes), Italy (G. Ricordi), Luxembourg (Boosey & Hawkes in France), Mexico (Ricordi), Monaco (Boosey & Hawkes in France), Morocco (Boosey & Hawkes in France), Norway (Nordic Songs, Norsk), Portugal (Vidal Limona & Boceta in Spain), South Africa (Criterion), Spain (Vidal Limona & Boceta), Sweden (Nordic Songs, Nordiska), Tunisia (Boosey & Hawkes in France), UK (J & W Chester), USA (Alexander Broude, Magna, G. Schirmer, Walton), Uruguay (Gerard in Argentina)  
 Hastings Music Corp., see EMI—United Artists  
 Hip Trip Music Co., see EMI—United Artists

Hollywood Songs Inc., see EMI—United Artists  
 Homecoming Music/Summertree Music, see EMI—Screen Gems-EMI  
 House of Cash, see EMI—Screen Gems-EMI  
 Imudico A/S Musikforlaget, see EMI  
 Interior Music Corp., see EMI—United Artists  
 Justinian Music Inc. (NS), see EMI—United Artists  
 Kama Ripa Music Inc., see EMI—United Artists  
 Kama Sutra Music Inc., see EMI—United Artists  
 Kama Sutra Music Ltd., see EMI—United Artists  
 Kirola Musik & Gramofonpladeforlag Kobmagerg 45, Copenhagen Tel (01) 11-60-22  
 Kleinerts Musik Forlag A/S, Christian IX's Gade 7, DK-1111 Copenhagen K Tel (01) 12-34-32 Cable MUSICKMF Telex 16600 Co-Pres. Jorgen Kleinert, John Rasmussen  
 Int'l firms represented: Acuff-Rose Scandia (USA), Mel Bay (USA), Belwin-Mills (UK, USA), Franco Colombo (USA), J. Fischer (USA), H.W. Gray (USA), Edwin H. Kalms (USA), Panache (UK), Hans Sikorski (Germany), Southern (USA) (SEE ADVERTISEMENT)  
 Buddy Knox Music, see EMI—United Artists  
 Kobenhavns Musikforlag se Viking, Frdborgg 46, Copenhagen Tel (01) 14-22-03  
 Legacy Music, see EMI—Screen Gems-EMI  
 Lion Music Corp., see EMI—United Artists  
 Mermaid Music, see EMI  
 Metric Music Co., see EMI—United Artists  
 Miller Music Corp., see EMI—United Artists  
 Moerks Musikforlag A/S, Christian IX's Gade 7, DK-1111 Copenhagen K Tel (01) 12-34-32 Cable MUSICKMF Telex 16600 Co-Pres. Jorgen Kleinert, John Rasmussen  
 Int'l firm represented: Reuter & Reuter (Sweden) (SEE ADVERTISEMENT)  
 Morro Music Corp., see EMI—United Artists  
 Movietone Music Corp., see EMI—United Artists  
 Multitone A/S, Bogholder Alle 40, DK-2720 Vanlose Tel (01) 74-85-09 Gen Mgr. Harry Jensen  
 Int'l firms represented: Chappell (Sweden), Multitone (Sweden)  
 Int'l reps.: Germany (Metoron), Sweden (Multitone)  
 Nordic Songs ApS, see Wilhelm Hansen  
 Nordiska Teaterforlaget, see Wilhelm Hansen  
 Oktav Music, Helleruplund Alle 4, DK-2900 Hellerup-Copenhagen Tel (0143) 10444 Gen Mgr. Fru Ella Biderup, Music Advisor George Swensson  
 Pace Music Co., see EMI—United Artists  
 Parnes Music Ltd., see EMI—United Artists  
 Paulanne Music Inc., see EMI—United Artists  
 Penn Francklin Music Corp., see EMI—United Artists  
 Phonix Musikverlag GmbH, see EMI—United Artists  
 Pine Ridge Music Corp., see EMI—United Artists  
 Post Music Inc., see EMI—United Artists  
 Powder Music Inc., see EMI—United Artists  
 Presto Musikforlag, see Moerks  
 Ranbach Music, see EMI—Screen Gems-EMI  
 Remi Music, Hedeparken 179, DK-2750 Ballerup Tel (02) 65-06-92 Pres. Rene Gosvig  
 Reynard Publ'g Co. Inc., see EMI—United Artists  
 Robbins Music Corp., see EMI—United Artists  
 Rogers Music Ltd., see EMI—United Artists  
 St Martin Music Co. Inc., see EMI—United Artists  
 Samfred Music Inc., see EMI—United Artists  
 Samfundet til Udgivelse af Dansk Musik (Society for Publishing Danish Music), Valkendorfsgade 3, DK-1151 Copenhagen K Tel (01) 13-54-05 Chm. Svend Erik Tarp, Gen Mgr. Kaethe Kirk  
 Int'l reps.: Chester (UK), Eriks (Sweden), Eschig (France), Harassowitz (Germany), C.F. Peters (USA)  
 Sand B Music, see EMI—United Artists  
 Santiago Music Co. Inc., see EMI—United Artists  
 Screen Gems/Colgems, see EMI—Screen Gems-EMI  
 Screen Gems EMI Music AB, see EMI  
 Skandinavisk Musikforlag A/S, see Wilhelm Hansen  
 So-Bur Music, see EMI—United Artists  
 Sonet Dansk Musik, Jydehøjen 15, DK-2720 Vanlose Tel (01) 71-22-11 Mng. Dir. Henning Schaedler, Gen Mgr. Paul Bach  
 Int'l firms represented: Black Sheep, Hawkana, Strawberry, Summerland (all UK)  
 Spectrum VII Music, see EMI—United Artists  
 Starbox ApS, Store Kongensgade 40, DK-1264 Copenhagen K Tel (01) 12-01-12 Telex 15252 Pres. Johnny Reimar, Pop Mgr. Birgit Jochimsen  
 SteepleChase Music, Rosenvaengets Alle 5, DK-2100 Copenhagen O Tel (01) 26-01-44 Chief Exec. Nils Winther  
 Sun Music ApS, Vallekildevej 10, DK-4534 Hoerve Tel (03) 45-61-50 Pres. Knud Thornd  
 Tempo Musikforlag, see Moerks  
 Tender Tunes Inc., see EMI—United Artists  
 Thorsing Musikforlag ApS, see Wilhelm Hansen  
 Tree Publ'g Co., see EMI  
 U A Music Ltd., see EMI—United Artists  
 U A Music (Canada) Ltd., see EMI—United Artists  
 Unart Music (Canada) Ltd., see EMI—United Artists  
 Unart Music Corp., see EMI—United Artists  
 Unicorn Music Co., see EMI—United Artists  
 Unigold Music Inc., see EMI—United Artists  
 United Artists Music Co. Inc., see EMI—United Artists  
 United Artist Musikforlag AB, see EMI  
 United Artists Music GmbH, see EMI—United Artists  
 University of Miami Music Publ'ns, see EMI—United Artists  
 Wamy Musikforlag ApS, see Wilhelm Hansen  
 West Coast Music Publ'rs Co., see EMI—United Artists  
 Willow Way Music, see EMI—United Artists

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Danish Composers' Society, Valkendorfsgade 3, DK-1151 Copenhagen K Tel (01) 13-54-05  
 Danish Music Dealers' Ass'n, Frederiksberg Alle 29, Copenhagen V  
 Danish Music Publ'rs Ass'n, Gothersgade 9-11, DK-1123 Copenhagen K Tel (01) 11-78-88

Den Danske Gruppe af IFPI, G1 Raadhhuspladsen 16, 5th fl., DK-1550 Copenhagen V Tel (01) 12-97-65 Sec'y Johan Schlueter  
 Jazzcenter, Svennerupskov, DK-4683 Roseneide Contact Arvid Meyer  
 Musikforlaegeforeningen af 1972 (The Association of Danish Music Publ'rs of 1972), Gothersgade 9-11, DK-1123 Copenhagen K Tel (01) 11-78-88  
 National Committee of the International Music Council, Raadhustr 1, Copenhagen  
 National Committee of the International Society for Contemporary Music, Montergade 6a, DK-1116 Copenhagen K  
 SCAWC (Scandinavian Country & Western Corp.), PO Box 1278, DK-2300 Copenhagen S Tel (01) 95-05-71  
 Society for Publishing Danish Music (Samfundet til Udgivelse af Dansk Musik), Valkendorfsgade 3, DK-1151 Copenhagen K Tel (01) 13-54-05 Chm. Svend Erik Tarp, Gen Mgr. Kaethe Kirk  
 Union of Danish Musicians, Vendersgade 25, DK-1363 Copenhagen K

## DESIGN & ARTWORK

Jesper Kilde Design, Havnvej 2, DK-3060 Espergaerde  
 Johnsen + Johnsen A/S, Aldersrogade 8, DK-2100 Copenhagen Tel (01) 29-86-86 Cable DOUBLE-JOHNSEN Mgr. Borge Thorsted, Sales Mgr. Helge Moller Hansen

## LICENSING ORGANIZATIONS, MUSIC

Gramex, Gothersgade 103-4, DK-1123 Copenhagen K Tel (01) 11-95-00 Gen Mgr. Otto Lassen (Performing rights only—records)  
 K O D A, Rosenvaengets Hovedvej 14, DK-2100 Copenhagen O Tel (45) 138-9702 Cable INTERKODA Gen Mgr. H. Lund Christiansen (Performing rights only)  
 Nordisk Copyright Bureau, A.L. Drewnsenvej 1, DK-2100 Copenhagen O Tel (01) 26-25-00 Cable COPY-RIGHT (Mechanical rights only)

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 United Rec. Mfg. Co., Frederikssundsvej 375, DK-2700 Copenhagen-Bronshoj Tel (02) 94-02-00 Mng. Dir. Ib Sorensen (Pressing only)

## PRINTERS & LITHOGRAPHERS

Borch Tryk A/S, Kogevej 14, Ringsted Tel (03) 61-07-77 Pres. P. Borch  
 Johnsen + Johnsen A/S, Aldersrogade 8, DK-2100 Copenhagen Tel (01) 29-86-86 Cable DOUBLE-JOHNSEN Mgr. Borge Thorsted, Sales Mgr. Helge Moller Hansen  
 Printex, Oesterbrogade 72, DK-2100 Copenhagen O Tel (01) 26-22-71

## RECORD PROMOTION

Danish Music Centre, Grundtvigsvej 27B, Copenhagen Tel (01) 21-00-99  
 Popic Prod'ns, PO Box 1278, DK-2300 Copenhagen S Tel (01) 95-05-71 571 Contact Otto Waldorf  
 RECA Music Prod'n, Nykoeboingvej 18, DK-4571 Grevinge Tel (03) 45-93-89 Dir. Finn Reiner, Gen Mgr. Ole Steen Pedersen, Sales Mgr. Carl C. Dalgaard  
 Scandinavian Sound Serv., Solhøjvaenge 32, DK-2750 Ballerup-Copenhagen Tel (02) 97-71-10  
 Society for Publishing Danish Music (Samfundet til Udgivelse af Dansk Musik), Valendorfsgade 3, DK-1151 Copenhagen K Tel (01) 13-54-05 Chm. Svend Erik Tarp, Gen Mgr. Kaethe Kirk  
 Sun Mgmt., PO Box 3, DK-8362 Aarhus-Hoerding Tel (06) 13-17-66 78-09 Mgr. Karl-Heinz Bartel  
 Knud Thorbjørnsen ApS, Gronnegade, Copenhagen Tel (01) 12-26-10 Owner Knud Thorbjørnsen  
 Home office: Sweden, EMA-Telstar

## TAPE CUSTOM DUPLICATORS

F H C Electronics, Landgreven 7, DK-1301 Copenhagen K Tel (01) 14-69-93 Cable SELECTAHERLOEV Pres. Henning B. Petersen  
 Audio: Cassette  
 Metronome Cassette A/S, Svanevej 12, DK-2400 Copenhagen NV Tel (01) 81-13-33 Cable METROMUSIC Telex 27204 Mng. Dir. Bent Fabricius-Bjerre, Mgr. Joergen Holm  
 Sun Music ApS, Vallekildevej 10, DK-4534 Hoerve Tel (03) 45-61-50 Dir. Svend Christiansen  
 Tocado Cassette ApS, Vallekildevej 103, DK-4534 Hoerve Tel (03) 45-67-89 Gen Mgr. Alex Frederiksen, Studio Mgr. Preben Graves

## ● supplies

### EMPTY CARTRIDGES, CASSETTES & REELS

Steen Hauerbach AS, Rynvangs Alle 89, DK-2900 Hellerup-Copenhagen Tel (01) 61-10-11 Cable MAGNETS-TEN Telex 16600 Mng. Dir. Steen Hauerbach, Gen. Mgr. Allan Ramby (Importer)  
 Audio: Cassette

### ENVELOPES & MAILERS

Borch Tryk A/S, Kogevej 14, Ringsted Tel (03) 61-07-77 Pres. P. Borch  
 Johnsen + Johnsen A/S, 8 Aldersrogade 8, DK-2100 Copenhagen Tel (01) 29-86-86 Cable DOUBLE-JOHNSEN Mgr. Borge Thorsted, Sales Mgr. Helge Moller Hansen



(licensed) IEMPSA (Peru), Infopesa (Peru), Ramy (USA), Rex (Mexico), Virrey (Peru).  
**Int'l reps.:** Colombia (Sonolux, Prefudio), Mexico (DCM, Melody), Peru (IEMPSA, Virrey), USA (Ramy).  
Festival, see Fediscos.  
Folklore, see Fenix.  
**I F E S A** (Industria Fonografica Ecuatoriana SA) (IFPI), Apdo. 3885, Calucuchma 704, Guayaquil, Tel. 401-931, 402-229/231. Pres. Luis Pino Yerovi; VP. Jeronimo Aviles Alfaro. Gen Mgr. Leticia Pino de Ortega.  
**Labels: (Owned)** Estelar, Lluvia de Estrellas, Sona; (licensed) ABC (USA), Aquario (Canada), Arista (UK, USA), Baby (Italy), Capriol (USA), DJM (UK), Discos Latin (USA), EMI (UK), Gamma (Canada, Mexico), Hispavox (Spain), Magnet (UK), Mericana (USA), Microfon (Argentina), Musart (Mexico), Odeon (UK), PDU (Switzerland), Private Stock (UK), Salsoul (USA), Sono-Radio (Peru), Televis (Italy), Victor (Japan).  
Lluvia de Estrellas, see IFESA.  
Mundo Musical Ltda., PO Box 6499, Quito, Tel. 242-912.  
Mgr. Bernardo Wright (Distributor / Importer)  
Onix, see Fediscos  
Rondador, see Fadisa.  
Sona, see IFESA.  
Teen, see Fediscos.

**● services**  
**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**  
Casa de la Cultura Ecuatoriana, Apdo. 67, Quito.  
**Branches: Cuenca—Guayaquil, Casilla 3542.**

**DESIGN & ARTWORK**  
Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa, Guayaquil. Tel. 350-309/861. Gen. Mgr.: Bronislaw Wierdak; Sales. Mario Wierdak.  
**I F E S A** (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Calucuchma 704, Guayaquil. Tel. 401-930, 402-229. Pres. Luis Pino Yerovi; VP. Jeronimo Aviles Alfaro. Gen. Mgr. Leticia Pino de Ortega.

**LICENSING ORGANIZATION, MUSIC**  
**S A D R A M** (Sociedad Anonima de Representacion & Administracion Musical Cia. Ltda.), Apdo. 3456, Lorenzo de Garayco 2811. Tel. 523-676.

**PLATING, PROCESSING & PRESSING PLANTS**  
**PRINTERS & LITHOGRAPHERS**  
Aguilar (Discos) SA, Apdo. 933, Velex 409 of 203, Guayaquil. Tel. 515-727. Cable DISCFENIX. Pres. Dr. Luis Aguilar Maldonado. Gen. Mgr. Carlos Aguilar Maldonado. Ass't Mgr. Roberto Aguilar. (Plating, processing & pressing only)  
Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa, Guayaquil, Tel. 350-309/861. Gen. Mgr.: Bronislaw Wierdak; Sales. Mario Wierdak.  
**I F E S A** (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Calucuchma 704, Guayaquil. Tel. 401-930, 402-229. Pres. Luis Pino Yerovi; VP. Jeronimo Aviles Alfaro.

**TAPE CUSTOM DUPLICATORS**  
Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa, Guayaquil. Tel. 350-309/861. Gen. Mgr.: Bronislaw Wierdak; Sales. Mario Wierdak.  
Audio: Cassette  
**I F E S A** (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Calucuchma 704, Guayaquil. Tel. 401-930, 402-229. Pres. Luis Pino Yerovi; VP. Jeronimo Aviles Alfaro; Gen. Mgr. Leticia Pino de Ortega.  
Audio: 8-tr., cassette.

**● supplies**  
**JACKETS & SLEEVES LABELS**  
Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa, Guayaquil. Tel. 350-309/861. Gen. Mgr.: Bronislaw Wierdak; Sales. Mario Wierdak.  
**● accessories manufacturer**  
Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa, Guayaquil. Tel. 350-309/861. Gen. Mgr.: Bronislaw Wierdak; Sales. Mario Wierdak.  
Product: Cleaners, cloths, brushes, 45 rpm adapters.

**● jukebox title strip manufacturer**  
Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa, Guayaquil. Tel. 350-309/861. Gen. Mgr.: Bronislaw Wierdak; Sales. Mario Wierdak.

**EGYPT**

Population: 38,070,000  
Rate of exchange: \$1 (US) = 0.39 Egyptian pound.  
Per capita income: \$279  
Holidays: April 11 (Moslem New Year), June 18 (Evacuation Day), July 23 (Anniversary of the Revolution), traditional Christian & Mohammedan holidays

**● record & tape manufacturers / distributors / importers**

Sono Cairo Rec. Co (IFPI), PO Box 2017, 18 Borsa St., Tewfikiah, Cairo. Tel. 977-050/040.  
**Int'l reps.:** Belgium, Canada, France, Germany, Netherlands, USA (all Sonodisc), Libya (El Turkey), Morocco (Afrasia), Switzerland (Cofinex).  
Michael Yacoumpopoulos, PO Box 1904, 28 Saad Zaghloul, Alexandria, Tel. 805-934. Cable YALOS (Distributor / Importer).  
**Branches: Alexandria, 9 Stamboul St.—Cairo, 24 Soliman Pacha**  
**Labels: (Represented)** EMI group (UK).

**● services**  
**DESIGN & ARTWORK**  
**PLATING, PROCESSING & PRESSING PLANT**  
**PRINTER & LITHOGRAPHER**  
**RECORD PROMOTION**  
Sono Cairo Rec. Co., PO Box 2017, 18 Borsa St., Tewfikiah, Cairo. Tel. 977-040/050.

**EL SALVADOR**

Population: 4,120,000.  
Rate of exchange: \$1 (US) = 2.50 colón.  
Per capita income: \$382.  
Holidays: January 1, Good Friday, Easter Sunday, May 1 (Labor Day), June 29, 30 (Bank Holidays), Fiesta (July-August), Worker's Day, September 15 (Independence Day), October 12 (Columbus Day), November 1 (First Cry for Independence), December 25, 30, 31.  
**Records, record blanks & pre-recorded media imported from USA: 1977—\$102,553.**

**● record & tape manufacturers / distributors / importers**

Boni Discos, Apdo. (06) 1393, Blvd. del Ejercito Kilometro 5, San Salvador. Tel. 27-15-93, 27-05-20. Gen. Mgr. & Int'l Affairs Manuel Lombardo Aguilar. Exec. Mgr. Ana Enriqueta Aguilar; Promo. & Sales Mgr. Fabio Alonso Aguilar.  
Dicesa (Discos Centroamericanos SA) (IFPI), Apdo. 847, Blvd. del Ejercito Nacional Kilometro 5, Soyapango, Tel. 27-08-55. Pres.: Jose Antonio Hutt, Exec. Dir.: Alejandro Hutt Dorado; Sales Mgr. Mauricio Lara; Ops. Dir. Eduardo Hutt.  
**Int'l branches:** Costa Rica, Guatemala, Honduras (Representante de Padisco en Honduras, Callejon Castillo Barahona 1219, Tegucigalpa), Nicaragua, Panama, Discos de Panama.  
**Labels: (Owned)** Dicesa; (licensed) Ariola America (USA), Atlantic (USA), Disneyland (USA), Elektra / Asylum (USA), Gas (Mexico), Pye (UK), RCA (USA), Sonolux (Colombia), WEA Int'l (USA), Warner Bros. (USA), Zafiro (Spain).  
**Int'l reps.:** Colombia (Sonolux), Mexico (Gas), USA (Taurus Sound), Venezuela (Sono-Vent).  
Dideca, see Musi Centro.  
Distribuidora Salvadorense de Discos SA, Apdo. (06) 960, San Salvador. Tel. 24-11-84, 24-38-46. Pres. Eduardo Soto; Gen. Mgr. Jose M. Chavarria.  
**Home office:** Costa Rica, Indica (see for labels)  
Indica, see Distribuidora Salvadorense de Discos SA.  
Mercado de Discos, Apdo. (06) 1393, Blvd. del Ejercito Kilometro 5, San Salvador. Tel. 27-15-93, 27-05-20. Exec. Mgr. Ana Magdalena de Aguilar (Importer / Distributor).  
Musi Centro, Apdo. (06) 111, 47 Avda. Sur 118, San Salvador. Tel. 23-02-40, 23-78-98. Cable MUSICENTRO. Gen. Mgr. Rene Fuentes, Promo. Dir. Wilfredo Fuentes.  
**Home office:** Guatemala, Dideca (see for labels).

**● music publisher**

Edicesa (Ed. Centroamericana SA), Apdo. (06) 847, Blvd. Ejercito Nacional Kilometro 5, Soyapango. Tel. 27-08-55. Pres. Jose Antonio Hutt, Exec. Dir. Alejandro Hutt.  
**Int'l firms represented:** Brambila (Mexico), Jaguare (Brazil), Mexicana de Musica (Mexico), Sono-Inter (Colombia).  
**Int'l reps.:** Colombia (Sono-Inter), Mexico (Mexicana de Musica).

**● services**

**PRESSING PLANT**  
Estudio de Grabaciones & Impresiones SA de CV (EGEISA), Apdo. (06) 847, Blvd. Ejercito Nacional Kilometro 4½, San Salvador. Tel. 27-08-55. Pres.: Jose Antonio Hutt, Gen. Mgr. Eleuterio Juarez.  
**PRINTERS & LITHOGRAPHERS**  
El Bonito (Graficos), Apdo. (06) 1393, Blvd. del Ejercito Kilometro 5, San Salvador. Tel. 27-15-93, 27-05-20. Gen. Mgr. Fabio Aguilar Murcia (Lithographer).

**FINLAND**

Population: 4,750,000  
Rate of exchange: \$1 (US) = 4.20 marka.  
Per capita income: \$4,800  
No. of homes with record players: 500,000  
Holidays: New Year's Day, Epiphany, Good Friday, Easter Monday, May 1 (Labor Day), Ascension Day, Whit Monday, Midsummer Day, All Saints' Day, December 6 (Independence Day), December 25, 26

**RECORDS:**  
**Records sold domestically (IFPI member sales only; retail, including tax):** LP's 1977—2,391,356 units, \$18,236,000; 1976—2,150,000 units, \$16,350,000. Singles 1977—453,899 units, \$1,010,000; 1976—400,000 units, \$850,000  
**Records imported from USA (factory value, CIF): 1977—\$750,000; 1976—\$725,000**  
**Records exported to USA (factory value, FOB): 1977—\$12,300; 1976—8,900.**  
**Records imported from countries other than USA (factory value, CIF): 1977—\$3,880,000; 1976—\$3,860,000**  
**Records exported to countries other than USA (factory value, FOB): 1977—\$483,000; 1976—463,000**  
**Average retail price per record:** Full-priced LP's—\$8.60, singles—\$2.35  
**Stereo sales: 98% of total.**  
**Quadraphonic sales: 1% of total.**  
**Record club sales: 12% of total.**  
**Discounting:** Frequent. The Aeaenilevytuottajat (IFPI) suggested retail prices were dropped on Jan. 1, 1977.  
**Type of distribution:** Manufacturer / importer-to-retailer system predominates. Aeaenilevytuottajat ry (The Finnish Group of IFPI), which includes around 10 leading companies, accounts for some 75 to 80 per cent of the total record and pre-recorded tape sales in Finland. Rackjobbers are responsible for 40 per cent of retail sales inside Aeaenilevytuottajat. Only some 30 per cent of Aeaenilevytuottajat sales are through conventional record retail outlets. Direct imports and dumping are major problems and mail order business is booming.  
**Type of promotion:** Government-controlled radio and TV networks are most important. Jukeboxes and discotheques (more than 150) are other useful outlets. Radio Luxembourg with its good medium wave reception is quite popular among teenagers. Major rock and pop festivals feature many international acts. Four well established pop magazines: Help, Muta, Soundi and Suosikki with a total circulation of 250,000 monthly copies give good coverage on both international and local artists. Television advertising is rather popular, though very expensive. There is no radio advertising. Newspaper and magazine advertisements are used regularly.  
**Jukeboxes: 3,500.**

**TAPE:**  
**Market:** The sales ratio between records and pre-recorded tapes is 51 to 49 in favor of records. 8-track and open reel are now virtually non-existent. There are currently some 1,200,000 cassette recorder / players in consumer use. Most of these units are owned by teenagers, taxi drivers and other people on the move. Gasoline service stations are important retail outlets. Video, as yet, is on a small scale. Some 4 million blank loaded cassettes, mainly C-60, were sold in 1977.  
**Pre-recorded tape sold domestically (IFPI; retail, including tax):** Cassette 1977—2,214,672 units, \$17,762,000; 1976—2,080,000 units, \$15,800,000.  
**Pre-recorded tape imported from USA (factory value, CIF): 1977—\$179,000; 1976—\$112,000**  
**Pre-recorded tape exported to USA (factory value, FOB): 1977—\$2,350; 1976—\$555**  
**Pre-recorded tape imported from countries other than USA (factory value, CIF): 1977—\$1,763,000; 1976—\$1,470,000**  
**Pre-recorded tape exported to countries other than USA (factory value, FOB): 1977—\$243,300; 1976—\$192,000**  
**Average retail price per tape:** Full-priced cassette—\$9.50

**RADIO STATIONS:**  
No. of government 3  
Comment: Program 1 is mainly spoken word, plays & topical shows. Program 2 is mostly popular, classical and jazz music with news and sports. Program 3 is Swedish language programming, available in coastal areas only. The share of music in the two Finnish language networks is 60%, of which 30% is of domestic origin. Most musical programs, nonstop or with a DJ, are recorded. Live pop and rock concerts are extremely rare.

**TELEVISION STATIONS:**  
No. of channels 2 government, 75% color (PAL)  
Comment: Oy Yleisradio AB, the parliamentary controlled broadcaster, is working on two channels nationwide. Television 1 is solely on VHF, while television 2 operates on both VHF and UHF. A private commercial company, Oy Mainos-TV-Reklam AB, buys time and sells it to advertisers (maximum 15% per hour). Programming is diversified and usually of high quality, though good musical shows are rarities. Private CATV broadcasting companies are operating here and there.

**IMPORT / EXPORT REGULATIONS:**  
There are no custom duties on imports from EFTA, United Kingdom, Denmark and the USSR. Record and tape imports from the EEC (excluding former EFTA countries) are charged 0.8% customs duty, while the general customs duty for the rest of the world (including the USA) is 4%. All imports, without regard to country of origin, bear an additional 2% surcharge. An importer that does not have a wholesale license also pays a purchase tax of





# FRANCE

Population: 53,103,000  
 Rate of exchange: \$1 (US) = 4.60 francs.  
 Per capita income: \$5,639  
 Holidays: January 1, May 1 (Labor Day), Ascension Day, Assumption Day, July 14 (Bastille Day), November 1 (All Saints Day), November 11 (Armistice Day), December 25

## RECORDS:

**Records sold domestically including imports:** LPs 1977—72,000,000 units; 1976—58,859,060 units. EP's 1977—2,700,000 units; 1976—1,711,314 units. Singles 1977—55,000,000 units; 1976—49,252,709 units.  
**Records imported:** 1976—7,394,143 units (6,244,212 units of total from EEC).  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$5,045,855.  
**Records exported:** 1976—18,288,830 units (11,564,867 units of total to EEC).  
**Records exported to USA:** 1977—598,272 units, \$1,406,689.  
**Type of promotion:** The most important forms of promotion are radio, television, discotheques, and concert tours.

## TAPE:

**Pre-recorded tape sold domestically including imports:** 8-tr 1977—200,000 units; 1976—373,980 units. Cassette 1977—15,000,000 units; 1976—10,240,244 units. Open reel 1976—2,014 units.  
**Pre-recorded tape imported:** 1976—1,066,366 units (1,014,283 of total from EEC).  
**Pre-recorded tape exported:** 1976—1,653,448 units (901,630 of total to EEC).

## RADIO STATIONS:

No. of commercial 6, No. of government 1, No. of AM 6, No. of FM 1

## TELEVISION STATIONS:

No. of government 3, No. of commercial 2 (RTL, TMC).

## IMPORT/EXPORT REGULATIONS:

All imported records, cartridges and cassettes are subject to the French value added tax.

## ● record & tape manufacturers / distributors / importers

- A B Prod'n SA, 55 Rue Pierre Charron, 75008 Paris. Tel. (01) 225 77 30. Telex: 660894. Pres. Dir. Gen.: Claude Berda; Gen. Mgr.: Jean Luc Azoulay; Sales Mgr.: Jean Bigot. (Distributed by WEA Filipacchi)  
**Label: (Owned) AB**  
**Int'l reps:** Benelux (Fleet), Brazil (Fermata), Israel (CBS), Portugal (Rossil).
- A C P. Eis., 4 Rue de Paradis, 75010 Paris. Tel. (01) 770 39 46
- A F A-Disca (Disques), 23 Rue Pierre Semard, 75009 Paris. Tel. (01) 526 52 47. Dir.: Freddy Carrara; PR: Florence Carrara. **Local branch: 75019 Paris, 50 Blvd Serurier. Tel. (01) 205 68 19.**  
**Labels: (Owned) AFA, Discara.**
- A & M Recs. Europe (IFPI), 35 Av. Franklin D. Roosevelt, 75008 Paris. Tel. (01) 266 91 41. Mng. Dir.: Marcus Bicknell; Mktg. Mgr.: Russ Curry; Financial Dir.: David Clapham; Promo.: Cathy Oudemans. (Distributed by CBS Disques)  
**Labels: (Owned) A&M, Horizon.**  
**Int'l reps:** Austria (CBS), Belgium (CBS), Denmark (CBS), Finland (CBS), France (CBS), Germany (CBS), Greece (CBS), Israel (CBS), Italy (CBS), Netherlands (CBS), Norway (CBS), Portugal (Carvalho), Spain (CBS), Sweden (CBS), Switzerland (CBS), Yugoslavia (RTB).
- AM I S (Societe Ambiance Musicale Illustration Sonore), 18 Rue de Provence, 75009 Paris. Tel. (01) 224 84 86, 527 69 67 (Mood music libraries)  
**Labels: (Owned) AMIS, Fressound; (represented) Cinnamonic (USA), Harmonic (UK), Studio G (UK).**
- A M P. see SFPP
- A R Folk (Societe Bretonne d'Enregistrement), 14 Pass du Blavet, 56100 Lorient
- A Z. see Disc AZ
- Abbey Road Recs., 94-96 Rue Lauriston, 75116 Paris. Tel. (161) 505 91 02. Chief Exec. Richard H. Cavassuto; Gen. Mgr. Richard Lord; Sales Mgr. P. de Vriendt.  
**Home office: Monaco**  
**Labels: (Owned) Abbey Road, LTD.**  
**Int'l rep: Worldwide (EMI)**
- Adele, 40 Av. Hoche, 75008 Paris. Tel. (01) 408 10 30. Mng. Dir.: Simone Perret; PR & Pub.: Lise Lemaire. (Distributed by Societe Francaise du Son).
- Ades SA, 54 Rue St. Lazare, 75009 Paris. Tel. (01) 874 85 30. Telex: 280422  
**Labels: (Owned) Ades (distributed by Polydor), Enfants Sages, Petit Menestrel, Safta-Anthologie Sonore, (distributed) Disneyland, Vista**
- Adria, see Daems
- African, see Societe Francaise du Son.
- Aggy Music Prod'n's, 136 Rue d'Auron, 75020 Paris. Tel. (01) 373 66 75. Dir.: Tony Amaraggi. Sales Mgr.: Maria Amaraggi.  
**Label: (Owned) Aggy Music.**
- Agonia (Eds. Musicales), 10 Rue Frederic Bastiat, 64 Bayonne. Tel. 25 18 73. Dir.: Mr. Meyzenc. (Distributed by Chant du Monde)
- Agaccio, see Daems

- Akue (Disques), 64 Rue Richelieu, 75002 Paris. Tel. (01) 742 32 84
- Alamac Jazz Kings, see Societe Francaise du Son.
- Albatros Prod'n's, 43 Rue Fessart, 92100 Boulogne/Bilancourt. Tel. 603 41 93. (Distributed by Disc AZ)  
**Label: (Owned) Albatros**
- Alberti, see Barclay
- Aldiana, see PAA.
- Allegro, see RCA.
- Allo Music SA, 17 Rue Ballu, 75009 Paris. Tel. (01) 280 61 07. Telex: 280245. Pres.: Max Amphoux; Int'l Mgr.: Maurice Bouchoux.  
**Label: (Owned) Contact.**
- Altophone, see Carissima
- Alvares, see Disc AZ
- L'Amé de... see Hugues Desalle.
- America, see Musidisc.
- Amplitude, 35 Rue des Allées, 93800 Epinay-sur-Seine. Tel. (01) 826 41 69.
- Anaxis, see Caravage.
- Anne Sylvestre, see Barclay
- Antares, see Verseau
- Arabella Sarl (Eds. Musicales), 18 Rue Beffroy, 92200 Neuilly sur Seine. Tel. 637 34 53. Cable: REQUINAS. Telex: 610767. Gen. Mgr.: Rene Caxeux, Prod'n Mgr.: Naps Lamarche; Int'l Jacques Chabiron, Promo. Rene Ferral; Ass't. to Gen. Mgr.: Sophie Clergeat  
**Home office: Germany, Ariola-Eurodisc.**  
**Labels: (Owned) Eurodisc, Eds. Precieuses, Evènement Musicale, Vergara.**  
**Int'l reps.: Austria, Belgium, Netherlands, Spain (all Ariola-Eurodisc), USA (Ariola America).**
- Arcade Recs., 9 Rue Louis Armand, 92600 Asnieres. Tel. 790 45 70/92.41. Telex: 611281. Pres.: Larry Levine; Dir.: Gens.: Larry Levine, Emmanuel Chamboredon; Press & Promo.: Patricia Bakha
- Arcane, see WEA Filipacchi.
- Arc En Ciel, see Studio SM.
- Archives Sonores, see RCA.
- Arfolk, 14 Passage du Blavet, 56100 Lorient. Tel. 21 23 91. Dir. Gen.: Georges Gragnic; Comm'l & Artistic Dir.: Willy Wenger; Nat'l Sales Dir.: Yann Gouasdoue
- Argo, see Societe Francaise du Son.
- Anas, 75 Rue Porte Dijeaux, Bordeaux. Tel. (56) 48 74 16. Chief Exec.: Guy Arias; Sales Mgr.: Bernard Caubert (Importer)
- Arion (Disques), 36 Av. Hoche, 75008 Paris. Tel. (01) 267 19 10. Mng. Dir. & A&R: Ariane Segal; Technical Dir.: Claude Morel; Co-ord. & Int'l: Frederic Segal; Art Suzanne Nonette; Mfg.: Beatrix Fariana; Promo.: Margaret Losowski. (Distributed by CBS)  
**Int'l reps.: Australia (Discurio), Belgium (CBS), Brazil (CBS), Canada (Peters), Germany (Teldec), Italy (Ducale), Japan (Nippon Columbia), Mexico (Gamma), Netherlands (CBS), Spain (Hispavox), Sweden (Electra), Switzerland (Disques Office), USA (MHS, Peters; Int'l).**  
**As-De-Trefle SA, 37 Rue de Miromesnil, 75008 Paris. Tel. (01) 224 40 92.**

- Assimil, 13 Rue Gay Lussac, 94430 Chennevieres Sur Marne. Tel. 933 87 37. Chm.: Jean Loup Chérel; Gen. Mgr.: Jean LeGal; Technical Mgr.: J.M. Simon.  
**Label: (Owned) Assimil Langues Vivantes**
- Astree, see Baerenreiter & Chant du Monde
- Asylum, see WEA Filipacchi
- Atco, see WEA Filipacchi
- Atlantic, see WEA Filipacchi
- Audio Graphic Inds., 124 bis Av. de Villiers, 75019 Paris. Tel. (01) 754 65 70. Telex: 290833. Pres.: Jean Berge; Sec'y Gen.: Philippe Berge
- Auvidis, 14 Rue Jean-Baptiste Potin, 92170 Vanves. Tel. (01) 645 93 45. Gen. Mgr.: Louis Bricard; Sales Mgr.: Jean-Paul Lemaire; Prod'n Mgr.: Pierre Jacob
- B A M, see Disc AZ
- B B Z (Prod'n) (IFPI), 21 Rue Jean-Mermoz, 75008 Paris. Tel. (01) 225 34 98. Dir.: Mrs. Rolande Bismuth-Fillat; Int'l Mgr.: Jean-Marc Bel. (Distributed by RCA)  
**Labels: (Owned) BBZ, (licensed domestic) Production Slim Pezin, (licensed foreign) Wide Screen (USA)**  
**Int'l rep.: Europe (Production Slim Pezin—Ariola-Eurodisc) excluding France**
- B T Sonore, see Cooperative de l'Enseignement Laic.
- B Y G, see Promodisc
- Baccara Int'l, 7 Rue Saint-Germier, 31000 Toulouse. Tel. (61) 62 21 31
- Baerenreiter (Eds.), 1 Allée Jean de Ockeghem, 37170 Chambrayles Tours. Tel. (47) 28 10 02. Dir.: Mr. Bernsten.  
**Labels: (Owned) Astree, Valois; (licensed) Cantate, Musicaphon (both Germany)**  
**Int'l rep.: Worldwide (Teldec)**
- Bagatelle SA, 10 Rue Washington, 75008 Paris. Tel. (01) 256 17 99, 359 42 56. Pres.: Denis Bourgeois; Gen. & Int'l Mgr.: Brigitte Bertholier-Spahn  
**Labels: (Owned) Bagatelle, Plein Soleil, Sava, Studio 10**
- Barclay (Compagnie Phonographique Francaise), 143 Av. Charles de Gaulle, 92521 Neuilly-sur-Seine. Tel. (01) 722 60 30. Cable: BARCLAYDISC. Pres.: Eddie Barclay; VP & A&R: Leo Missir; Finance Mgr.: Nicolas Tintz; VP & Int'l Label Mgr.: Jean Fernandez; Admn. Mgr.: Henri Rossi; Prod'n Mgr.: Pierre Sberro-Terrighi; Sales Mgr.: Jean-Claude Corbineau; Int'l Sales Mgr.: Cyril Brillant.  
**Int'l branches: Belgium, Netherlands, Switzerland**  
**Labels: (Owned) Barclay, Blue Star, EGG, Riviera, (distributed) Alberti, Anne Sylvestre, Kuklos, Malypense, Mimai, Teme, (licensed domestic) Big Box, (licensed foreign) Chiswick, De-Lite, MCA, Stuff, Track 2 (all USA); Cramps (Italy), Ohr (Germany), Sex Pistols (UK)**  
**Int'l reps.: Australia (Festival), Austria (Bellaphon), Brazil (RCA), Canada (Polydor), Colombia (Codiscos), Denmark (EMI), Finland (EMI), Germany (Metronome), Greece (Minos Matas), Italy (Ricordi), Japan (King), Lebanon (SLD), Mexico (Musart), Morocco (Librairie de France), Nicaragua (Sonido), Norway (EMI), South Africa (Teal), Spain (Movieplay), Sweden (EMI), Turkey (Erkan), UK (Logo), Yugoslavia (Jugoton).**

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PROMOSTART





- Polyphone. Verseau. (represented) Serenata (Portugal).  
Int'l rep.: Portugal (Radio Triunfo).
- F I, see Carrere.
- F N A C SA, 136 Rue de Rennes, Paris Tel 277.11.33  
Pres Dir Gen Andre Essel; Gen. Mgrs. Max Theret,  
Louis Kalusznyer, Sales Mgr. Patrick Schoenahl (Dis-  
tributor)
- F Y (Disques) 147 Rue de Bercy, 75012 Paris. Tel (01)  
345 64 81 Mng Dir Gen. Francois & Yvette Carbou  
**Labels: (Owned) FY** (distributed by RCA), Solstice (dis-  
tributed by Disc Shop)  
Int'l reps.: Canada (Andre Perrault—P.Q.), USA  
(Delos—partial)
- Faure, see Daems
- H G Carlo Ferrari, see listing under "H"
- Festival, see Musidisc
- Fidsound, see CNAI Fidsound
- Fiesta, see Societe Francaise du Son.
- Fiori Musicali, see RCA
- Flammes de Velours, see Daems
- Flamophone, 12-14 Blvd de l'Hopital, 75005 Paris. Tel  
(01) 707 11 83 Dir Gen. Claude Putterflam. (Also see  
WEA Filipacchi)
- Flash, see WEA Filipacchi
- Fleche (Disques), 122 Blvd. Exelmans, 75016 Paris. Tel  
(01) 651 46 41 Telex 630295 Gen. Mgr.: Claude  
Francois, Artistic Dir. Guy Floriant, Admin. Dir. Nicole  
Gruyer (Distributed by Carrere)  
Int'l rep.: Belgium (Phonogram)
- Flight, see Societe Francaise du Son.
- Folk Imports, 88 Rue Saint Martin, 75004 Paris.  
**Label: (Distributed) Sierra/Briar (USA)**
- Fonta, see Daems
- Fontana, see Phonogram
- Formule I (Prod ns Disques) (IFPI), 16 Rue Felicien David,  
75016 Paris Tel (01) 524 69 10 Dir. Guy Bayle  
(Distributed by Carrere)
- Francais de Notre Temps, see Hugues Desalle
- France Radio Promos, 37 Rue Georges Carrel, 76450 Cancy.  
Dir. Daniel Lefebvre.
- Int'l firm represented: Flashback Promos (UK)
- Francis Lemarque, see listing under "L"
- Frederic Prod'ns, see Carrere
- Freesound, see AMIS
- Frituna France SA, 11 bis Blvd Delessert, 75016 Paris. Tel  
(01) 520 08 98  
**Home office: Sweden**
- G B Prod'ns, 15 bis Rue de Marignan, 75008 Paris. Tel (01)  
359 47 86. Pres & Dir Gen.: Guillaime Banon; Admin  
Dir. Annie-Laure Banon
- G I D (Guide Int'l du Disque), Tour Franklin, 92081 Paris La  
Defense, Cedex 11 Tel 776 42 21 Telex 610053  
Dir. Claude Chuteau, Int'l Dir. David Josefowitz.  
**Branch: 27000 Evreux, 1 Rt. de Cocherel. Tel**  
**3233 1062**
- Gag Music, 16 Rue Montgolfier, 75003 Paris. Tel (01)  
645 08 82 Mng Dir. Yvan Gozlian.
- Galata, see Chant du Monde
- Loulou Gaste (Prod'ns), 5 Rue du Bois de Boulogne, 75016  
Paris Tel (01) 704 53 53.  
**Labels: (Owned) Jockey, Line, Number One.**
- Gavroche, 3 Rue de Poissy, 93240 Stains. Tel 822.27.64.  
Genal, see Detry.
- General Music France, see WEA Filipacchi
- Gerard Tournier, see Sonopresse
- Givaudan (Imports), 201 Blvd Saint-Germain, 75007 Paris  
Tel (01) 548 10 44
- Gomelsky Eggers Music & Information Co. Ltd., 8 Rue de  
Milan, 75009 Paris Tel (01) 526 37 95. Prod'r  
Georgio Gomelsky, Promo. & Tours. Georges Leton.  
**Home office: USA**  
**Label: (Owned) Utopia**  
Int'l rep.: Worldwide (RCA)
- Goody, see Promodisc
- Googa-Mooga, see EDIM
- Grand Orgue, see Teleson
- Les Grands d'Espagne, see Daems
- Grands Musiciens, see RCA
- Groupage Musical, 1 Av. Jean-Pierre, 94260 Frasnès Tel  
666 18 41
- Guide Int'l du Disque, see GID
- Gypsy Prod'ns, 28 Rue de la Reine Blanche, 75013 Paris  
Tel (01) 535.03.96 Dir. Danyel Gerard
- H (Disques), see Phonogram
- H e M, see EDIM.
- H. G. Carlo Ferrari Disques, 235 Rue du Faubourg St  
Honore, 75008 Paris Pres. Dir. Gen. Carlo Ferrari.  
(Distributed by Disc' AZ)
- H S Recs, 6 Av Franklin Roosevelt, 75008 Paris. Tel (01)  
225 66 70 Dir. Gen. Haim Saban (Distributed by Disc  
'AZ)
- Hachette (Prod'n Sonore), 25 Rue du General Leclerc,  
94270 Kremlin Bicetre
- Harmonia Mundi SA (IFPI), St. Michel de Provence, 04300  
Forcalquier Tel 33.80 Telex 430519 Pres: Bernard  
Coutaz, A&R Mgr. Eva Coutaz, Int'l Mgr. Fene Emile  
Gorfon, Domestic Prod. Mgr. Christiane de Cammans,  
Worldwide Label Mgr. Eve de Channat  
**Labels: (Owned) Harmonia Mundi, Musique de Tous les**  
**Temps, Orgues Historiques, (distributed) Deller,**  
**Musique Vivante, (licensed) Arcophon (Italy), Balkanton**  
**(Bulgaria), Edigsa (Spain)**  
Int'l reps.: Australia (World Rec. Club), Austria  
(Phonogram), Belgium (Schott Freres), Canada (Yves  
Courville), Japan (King, Nippon Columbia, Universal),  
Netherlands (Phonogram), New Zealand (World Rec.  
Club), Norway (Phonogram), Spain (Edigsa), Sweden  
(Phonogram), Switzerland (Musikverlag zum Pelikan),  
USA (HNH, Musical Heritage Society, Vanguard)
- Harmonique Diffusion, 16 Rue du Morvan, Silc 431, 94583  
Rungis Tel (01) 687 23 40. Chief Exec. Francois  
Dominique Jouis, VP & Financial Mgr. Alain Faye  
**Labels: (Owned) Monitor Audio H, (licensed foreign)**  
**Crystal Clear (USA) Denon (Japan), Direct Disk (USA),**  
**East Wind (Japan), Great American Gramophone (USA),**  
**M&K Real Time (USA), Micro Acoustics (USA), Nautilus**  
**(USA) Philips (Japan), Quad Acoustical (UK), SAEC**  
**(Japan) Three Blind Mice (Japan), Umbrella (Canada)**
- Heloise, see Carrere & WEA Filipacchi
- Henry, see WEA Filipacchi
- Hexagone, 19 Rue Galilee, 75016 Paris. Tel: (01)  
723.72.72. Pres. Rene Boyer; Mgr. Gabriel Ibois;  
Prod'n Mgr.: Jacques Subleau; Promo. Pierre Alain  
Simon, Int'l: Françoise Delabie (Distributed by WEA  
Filipacchi)  
**Labels: (Owned) Hexagone, Twin-Trees**  
Int'l reps: Belgium (WEA), Canada (Gamma), Italy  
(Ariston), Netherlands (WEA), Spain (Movieplay),  
Switzerland (Office)
- Homere, see EDIM
- Hommes d'Aujourd'hui, see Hugues Desalle
- Honron, see A&M
- I B, see Polydor
- I H P, 105 Rue de Normandie, 92400 Coubevoise. Tel  
788 09 46. Pres. Pierre Jaubert, Gen. Mgr.: Dan  
Japlin.  
**Label: (Owned) Calumet**  
Int'l reps: Brazil (Som), Canada (RCA), Germany  
(Teidec), Italy (Font Cetra), Japan (Victor), Scandinavia  
(EMI), Spain (Columbia), UK (Creole, Pye)
- I M L, see Montparnasse 2000
- Ibach (Disques), 59 Av. Marceau, 75016 Paris. Tel  
720 18 33. Pres. H. Ibach, Assoc. Charles Rinier  
(Distributed by Disc'AZ/Discodis).
- Iberia, see Daems
- Imagine Scoppa, 22 Rue du Consulat, 87400 Limoges. Tel  
(55) 77 76 19. Pres. Dir. Gen. Alain Roussel, Artistic  
Dir. Jacques Emile Deschamps.  
**Label: Imagine**
- Impact, 74 Blvd. Vincent-Auriol, 75013 Paris. Tel (01)  
585 16 65, 584 15 28. Telex 270673. Mng. Dir.  
Jean Borgazzi, Dir. Gen.: Robert Lotrous
- Imperial, see K-tel
- Impregna Ets, 2 Rue de France-Comte, 75003 Paris. Tel  
(01) 887 95 12
- Impro-Music, see Sun
- Impulse, see Experience
- Inoubliables Interpretes, see RCA
- International Music Way, 4 Rue Arnould, 69005 Lyon. Pres.  
Pierre L. Malicier (Distributor)
- International Rec. Imports, 27 Rue de Rouen, 92400  
Courbevoise
- International Recs., 27 Rue de Rouen, 92400 Courbevoise  
Tel 333 49 94, 789 03 66 Telex 620893 Pres.  
Enzo Hamilton, Gen. Mgr. Joel Ariot, Sales Mgr. Jean  
Claude Ferrand; Export Mgr. Jean Pierre Weiller.  
**Labels: (Distributed—not licensed) Blue Goose,**  
**Yazoo, Yellow Bee (all USA)**
- International Shows, 10 Rue Damremont, 75018 Paris. Tel  
(01) 606 88 33 Chief Exec. Orlando Admin. Serv.  
Rosy Nosek (Distributed by Sonopresse)
- Int'l Reps.: Austria (Montana), Belgium (Fonior), Canada  
(Able), Germany (Montana), Greece (Phonogram), Italy  
(DiscoPiu), Japan (King), Netherlands (Dureco), Spain  
(Zafiro), Turkey (Grunberg).
- Ion, see WEA Filipacchi
- Iramac France, 17 bis Rue des Tilleuls, 92 Boulogne-sur-  
Seine. Tel 603 59 62
- Iris Disq., Lattelou, 29290 Milzac. Tel (98) 03 27 52 Dir.  
Renaud Richard  
**Labels: (Owned) Iris** (distributed by AR Folk), Iris/  
Discovale (distributed by Discovale)
- Int'l rep.: Canada, USA (both Frank Henry in Canada)
- Isadora, 69 Rue Rochechouart, 75009 Paris. Tel  
878 73 45. Pres. Jean Louis Tersiguel, Dirs. Agnes  
Lable, Jean Sabouraud (Distributed by RCA)  
Int'l rep.: Italy (RCA)
- Izason, see Polydor
- J A D E Disques, 72 Av. des Champs-Elysees, 75008 Paris.  
Tel (01) 225.04.89. Telex 66590 Dir. Alain Jaillard.  
**Label: (Represented) Muza (Poland)**
- J B P (Disques), see Studio ABM
- J C R (Disques), La Roche d'Aigne Iteuil, 86240 Ligue  
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**Labels: (Owned)** L Escargot, Petit Escargot; (licensed foreign) Le Nordet. Presqu'île (both Canada).  
**Int'l reps.:** Belgium (CBS), Switzerland (Evasion).  
 Sigem (Sistema Globo de Edoicos Musicais), 23 Rue Scheffer, 75016 Paris. Tel: (01) 704 12 20. Contact: Elyane Georgette Peyrot.  
**Home office:** Brazil.  
 Sirenes Musique SarL, 13 Rue de l'Argenterie, 34000 Montpellier. Tel: (67) 72 83 40. Dir.: Robert Frances (Distributor/Importer/Exporter)  
**Label: (Licensed foreign)** Mark Lee (USA).  
 Sirocco, see Storzando/Sirocco & Polydor.  
 Slim Pezin (Prod'n), see BBZ.  
 Sloughy, see SFPP.  
 Societe Bretonne d'Enregistrement, see AR Folk.  
 Societe Corinor, 11 Av. Division-Lelerc, 78210 Saint-Cyr-l'Ecole. Tel: 045 02 61, 953 08 94.  
 Societe d'Expansion Musicale & Choreographique, 15 Av. Montaigne, 75008 Paris. Tel: (01) 723 34 94. Pres. Dir. Gen.: Henri-Jacques Couderc; Artistic Mgr. Alain Nohant.  
**Label: (Owned)** Cassiopee.  
 Societe Francaise du Son (Sofrason) (IFPI), 30 Rue Beaujeu, 75008 Paris. Tel: (01) 766 01 01. Cable: DECCADIS. Telex: 280150. Pres.: E.W. Pelgrims de Bigard, Gen. Mgr.: X. Pelgrims de Bigard; Sales Mgr.: J.P. Devorsine; Deputy Gen. Sec'y Yves Roy.  
**Labels: (Owned)** African, Argo, Blue Elephant, Chapter One, Deram, Fiesta, London, L'Oiseau Lyre, Select Sound, Vega; (licensed) Decca (UK); (distributed—not licensed) Adele, Alamac Jazz Kings, Black & Blue, CB, Carissima, Chicago 2000, Delmark, Etoile, Flyright, M. Nommio, Riverboat.  
**Int'l reps.:** Belgium (Fonior), Colombia (Daro), Japan (King), Netherlands (Dureco).  
 Soda, 29 Rue de Marignan, 75008 Paris. Tel: (01) 225 68 19, 633 36 48. Telex: 250973. Pres.: Roger Choukroun.  
**Labels: (Owned)** Soda; (licensed) Cotton (USA).  
 Sofradiam, 82 Rue Baudin, 92300 Levallois-Perret. Tel: 270 91 81, 292 03 95.  
 Sofrason, see Societe Francaise du Son.  
 Soleil Masque, see PALM.  
 Solid State, see United Artists.  
 Solstice, see FY.  
 Sonafic, see Sonodisc.  
 Sonart (Disques), PO Box 1, 38700 La Tronche. Tel: (76) 88 01 58. Dir. Yves Chauvet.  
**Label: (Owned)** Sonart.  
 Sonodisc (Societe Nouvelle de Distribution de Disques), 85 Rue Fondary, 75015 Paris. Tel: (01) 577 30 34. Telex: 204018. Gen. Mgr.: Marcel Perse. Sales Mgr.: Michel David.  
**Labels: (Owned)** Esperance, Kouma, Sonafic; (licensed) Ararad (Armenia), Coco (Latin America), Gema (Latin America), Lys (Armenia), SLD (Lebanon), Seco (Latin America), Songhoi (Africa), Sono Cairo (Egypt), Sylphone (Africa), Tapcar (Brazil), Tropical (Latin America), Voice of Stars (Lebanon); (distributed—not licensed) Debs (West Indies), Francis Bebey (Africa) GD (West Indies), Vacances (West Indies), Voix du Liban (Lebanon), WS Latino (Latin America).  
**Int'l reps.:** Australia (Carinia), Canada (Almadra), Egypt (Sono Cairo), Germany (Bellaphon), Italy (CBS-Sugar), Japan (Japan Musical Express), Lebanon (Voice of Stars), Morocco (Univers Dist'n), Netherlands (Sound Prods.), South Africa (CCP), Sweden (Amigo), Switzerland (Disques-Office), Tunisia (Khan-Rie Fiscoor), UK (Conifer), USA (International Book).  
 Sonopresse SA, 26 Rue de Bern, 75008 Paris. Tel: (01) 359 05 89.  
**Labels: (Owned)** Gerard Tournier, Sonopresse; (distributed) Big Box, Blue Note, CS, Capitol, Carabine, Carla Dany Music, Durium, Espace Vert, International Shows, Junior Prod's ns, MAM, MPS, Magnet, Mouché, PARL, Panda, Private Stock, Rockhouse, Starter Music.

Tonus, Transatlantic, Trianon, United Artists.  
 Sopredim, 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 766 42 22. Chief Exec.: Suzy Hairm.  
**Labels: Ceresite, Red.**  
 Soul Posters, 6-8-10 Blvd. Jourdan, 75014 Paris. Tel: (01) 589 43 72. Telex: 204741. Pres. & Dir. Gen. Jean-Christophe Pelletier.  
 Soul Rec., see Diffusic.  
 Soumere (Disques), 109 Av. Victor Hugo, 75116 Paris. Tel: (01) 704 62 16. Owner: Jack-Henri Soumere.  
 Spalax, see SFPP.  
 Special Accordeon, see Daems.  
 Spleen Recs. SarL, 12 Quai des Celestins, 75004 Paris. Dir. Gen. Jean-Mary Ferrant, Comm'l Dir.: Alain Fleury; Foreign Relations Chantal Ferrant.  
 Stil (Eds.), 76 Blvd. de Vincennes, 94120 Fontenoy sur Bois.  
 Stip, see Dave Music.  
 Studio ABM/Disques JBP, 29 Rue Royale, 69001 Lyon. Tel: (78) 28 33 19.  
 Studio SM (IFPI), 3 Rue Nicholas Chuquet, 75017 Paris. Tel: (01) 267 01 37/02 63. Pres.: Maurice Robreau, Gen. Mgr.: Louis Bricard; Sales Mgr.: Jean-Paul Lemaire, PR David Sciortino.  
**Labels: (Owned)** Arc en Ciel, Encyclopedie Communique Audiovisuelle, Lumen, SM, Unidisc.  
**Int'l reps.:** Belgium (Edibon), Canada (Select).  
 Studio 10, see Bagatelle.  
 Sun Recs., 103 Rue Vercingetorix, 75014 Paris. Tel: (01) 322 53 35. Chief Exec.: Sebastien Bernard.  
**Labels: (Owned)** Musique de SEB; (licensed domestic) Impro-Music; (licensed foreign) Africa Publ'g, Alt'sax, Center of the World, Maignelay Music (all USA).  
 Sunbar, see RCA.  
 Sunset, see United Artists.  
 Swing, see Vogue.  
 Sysmo Recs., 136 Rue Champignonnet, 75018 Paris. Tel: (01) 255 64 42. Gen. Mgr.: Dominique Samarq.  
 Tam-Tam (Disques Orientaux), 13 Av. de la Rosiere, 13012 Marseille. Tel: (91) 93 34 12.  
 Teleson, 56 Rue General Giraud, 76000 Rouen. Tel: (35) 71 28 74. Dir. Jacques Maigret.  
**Int'l branch:** USA.  
**Label: (Owned)** Grand Orgue.  
 Tem Disques, 10 Rue Saint-Florentin, 75001 Paris. Tel: (01) 260 18 98.  
 Teme, see Barclay.  
 Temple du Disque, 31 Av. de Flandre, 59650 Villeneuve-d'Ascq. Tel: (20) 72 63 18.  
 Temporel, 2 Rue du Marquis-de-Mores, 92380 Garches. Tel: 970 46 00. Dir. Guy Beart.  
 Teurlay, see Daems.  
 Tonus-Plaisir des Dieux., see Diffusic.  
 Tonkap (Eds. - Prod'ns), 9 Rue de Versailles, 92430 Marnes-La-Coquette. Tel: (01) 970 61 98. Cable: KLUGER. Telex: 203249. Chief Exec.: Huguette Ferly-Kluger.  
 Topodis, Rte. d'Evquemont, 78740 Vaux-sur-Seine. Tel: 474 90 50.  
 Transmedia Int'l (Prod'ns), Les Sablons, 33400 Tablance. Tel: (56) 48 56 45. Mgr.: Bob Deschamps.  
 Trema (IFPI), 62 Rue Pierre Charron, 75008 Paris. Tel: (01) 256 08 82. Cable: TREMATCH. Telex: 6301070. Co-Pres.: Jacques Revaux, Regis Talar; Mktg Mgr. Alain Revaud; Int'l Mgr.: Claude Ebrard (Distributed by RCA).  
**Labels: (Owned)** Jare Int'l, Trema.  
**Int'l reps.:** Belgium (Phonogram), Canada (RCA), Greece (EMI), Netherlands (Dureco), Switzerland (Disques-Office).  
 Les Treteaux Int'l, 20 Allee St. Exupery, 92390 Villeneuve-la-Garenne. Tel: 752 16 55, 798 12 84.  
 Trianon, see Pathe Marconi EMI.  
 Triumph, see Polydor.  
 Les Trois Mousquetaires, 26 Rue du General Delestrant, 75016 Paris. Tel: (01) 527 83 77.  
**Int'l branch:** USA.  
**Label: (Owned)** LTM.  
 Trolley, see Polydor.  
 Trump, see Polydor.  
 Tuba, see Box Office.  
 Twin-Trees, see Hexagone.  
 Typic (Ed. Julio Garzon), 13 Rue de l'Echiquier, 75010 Paris. Tel: (01) 770 39 15. Pres. & Dir. Gen. Louis Garzon.  
 U A Latino, see United Artists.  
 U S Sounds Int'l of Paris, 1 Rue Jean-Perrin, 93155 Blanc-Mesnil. Tel: 931 31 02. Telex: 692660. Mgr.: Henri Halpern; Export Mgr.: Albert Miner (Distributor).  
 1-2-3, see PALM.  
 Unidisc, see Studio SM.  
 Unidisc, 31 Rue de Fleurus, 75006 Paris. Tel: (01) 548 49 95. Pres.: Guy Dupuy; Dir. Gen. Serge Letort; Sales Mgr.: Jeannine Monier.  
**Int'l reps.:** Belgium (Anvers Radio), Canada (Andre Perrault), Switzerland (Evasion).  
 United Artists (France) SA, 48 Av. Victor Hugo, 75783 Paris. Cedex 16. Tel: (01) 727 89 19. Telex: 610617. Pres.: Eddie Adams, Press & Promo.: Michel Nicollet (Distributed by Sonopresse).  
**Home office:** USA.  
**Labels: (Owned)** Blue Note, Liberty, Solid State, Sunset, UA Latino, United Artists; (represented) Avalanche (USA), Fama (USA).  
 Uniteledis, see Chant du Monde.  
 Utopia, see Gomelsky Eggers.  
 Valois, see Baerenreiter.  
 Vega, see Societe Francaise du Son.  
 Velia (Disques), 11 Blvd. Arago, 22000 Saint-Brieuc. Tel: 61 43 29.  
 Verchuren, see Disc'AZ.  
 Vergara, see Arabella.  
 Vernou (Disques), Domaine de Vernou, PO Box 22, 37130 Langeais. Tel: (47) 55 80 59.  
 Versailles, see CBS.  
 Verseau-Centre d'Art, PO Box 44, 31012 Toulouse Cedex, 76 Quai de Tounis, 31000 Toulouse. Tel: (61) 52 86 71. Mgrs.: Michel Barthes, Pierre Lavie.  
**Labels: (Owned)** CANF, Polymnie, Verseau (distributed by Experience); (Distributed) Antares, Kiosque d'Orphe.  
 Vertigo, see Phonogram.

Vice Versa, 354 Rue Lecourbe, 75015 Paris. Tel: (01) 531 56 35. Pres.: Gerard Entremont.  
 Victor, see RCA.  
 Victor Michel, see Daems.  
 Victrola, see RCA.  
 Video Concept, 34 Rue Ober, 06000 Nice. Tel: 88 78 29.  
 Comm'l Dir.: Mr. Maillet (Distributor).  
 Visadisc, see Musidisc.  
 Vista, see Walt Disney & Ades.  
 Vizir, see Crypto.  
 Vogue PIP (Prod'ns Int'l les Phonographiques) (IFPI), 82 Rue Maurice Grandcoing, 93430 Villetaneuse. Tel: 821 25 00. Cable: VOGDISC. Paris. Telex: 620380. Pres.: Leon Cabat, Gen. Mgr.: Cesar Rossini.  
**Int'l branches:** Belgium (Vogue SA), Netherlands (VIP), Switzerland (CPSA).  
**Labels: (Owned)** Contrepoint, Jazz Selection, Kaleidoscope, Mode, Mondo Music, Pacific, Swing, Vogue; (licensed domestic) Melba; (licensed foreign) Buddha (USA), Casablanca (USA), D&M Sound (USA), Fonit Cetra (Italy), GNP Crescendo (USA), Kingdom (UK), Midsong Int'l (USA), Musart (Mexico), Parachute (USA), Pys (USA), Pyramid (USA), Roadshow (USA), Roulette (USA), Safari (Germany), Satrl (UK), Som-Copacabana (Brazil), Sonet (UK), Trindade (Portugal).  
**Int'l reps.:** Australia (Festival), Brazil (Som), Canada (Solo/Mecano), Chile (Banglad), Colombia (Sonolux), Costa Rica (Onda Nueva), Italy (Fonit Cetra), Israel (Hataki), Mexico (Musart), Panama (Onda Nueva), Portugal (Trindade), South Africa (Teal), Spain (Hispafox), UK (Pye), Venezuela (Fonodisco), Yugoslavia (Jugoton).  
 Voix de Son Maitre—VSM, see Pathe Marconi EMI.  
 Vygon, see Bloc-Music.  
 W E A Filipacchi Music (IFPI), 70 Av. des Champs-Elysees, 75008 Paris. Tel: (01) 359 12 90. Telex: 660816. Pres.: Daniel Filipacchi; Gen. Mgr.: Bernard de Bosson; Sales Mgr.: Geoffroy du Laz; A&R Mgr.: Dominic Lambin.  
**Distribution & accounting branch:** 18-30 Rue St-Antoine, 93 Montreuil.  
**Home office:** USA. WEA Int'l.  
**Labels: (Owned)** Asylum, Atco, Atlantic, Elektra, Flamophone, Nonesuch, Reprise, Warner Bros.; (licensed domestic) Arcane, Calliope, Comanche, Delta France, Eurodisc, Flash, General Music France, Heloise, Henry, Hexagone, Ion, Mad Music, Pergola, Sedec, Segpa, VIP, Yuki Music; (licensed foreign) Bearsville (USA), Big Tree (USA), Bronze (UK), Curtom (USA), DiscReet (USA), Embryo (USA), Evasion (Switzerland), Les Gemeaux (Canada), Little David (USA), Manticore (UK), Midi (USA), Pacha (Canada), Rolling Stones (USA), Signpost (USA), Swan Song (USA), Westbound (USA), Whitefield (USA); (distributed—not licensed) AB Prod'ns, Krokos, Malignator (all France).  
 W I P Prod'ns SA, 50 Rue de Miromesnil, 75008 Paris. Tel: (01) 265 09 71, 266 56 83. Pres. Dir. Gen. Simon Wajntrob, Alain Krief, Promo.: Jean-Paul Barkoff (Licensed to WEA Filipacchi, distributed by Polydor).  
 Warner Bros., see WEA Filipacchi.  
 Welp, 18 Rue de Pigalle, Paris 9. Tel: (01) 874 24 41. Pres.: M. Bepi Fontana.  
 West-Music, 64 Rue Sadi-Carnot, 93170 Bagnolet. Tel: 360 54 74, 360 95 52. Radio Tel: 391 31 40. Dir. Gen.: Benoit Kaufman; Admin. Dir.: Michel Cron.  
 Yuki Music, see WEA Filipacchi.  
 Zagora (Eds. & Prod'ns), 9 Rue de Versailles, 92430 Marnes-La-Coquette. Tel: (01) 970 61 98. Chief Exec.: Huguette Kluger.  
 Zero Int'l, see Montparnasse 2000.

## ● music publishers

A C O Music, 98 Rue la Fontaine, 75016 Paris. Tel: (01) 525 84 35.  
 A L M (Eds. Musicales), 45 Rue Vaneau, 75007 Paris. Tel: (01) 222 06 82.  
 A R T Music-France, 62 Rue Pierre Charron, 75008 Paris. Tel: (01) 256 08 82. Cable: TREMATCH. Telex: 6301070. Pres.: Regis Talar; Int'l Mgr.: Claude Ebrard. Prof. Mgr.: Adrian Pandrea-Chapuis.  
**Int'l firms represented:** AA Music Adamo (Belgium), Hush (UK), Lambert & Potter (USA), M&M (UK), Natural Songs (USA), New Acme (UK), Touch of Gold (USA).  
 Abedition, 55 Rue Pierre Charron, 75008 Paris. Tel: (01) 225 77 30. Pres. Dir. Gen.: Claude Berda; Gen. Mgr.: Jean Luc Azoulay.  
 Abilene Music, see Robert Salvat.  
 Acuff-Rose SarL, see Chappell.  
 Adele, La Garde Dieu, 77370 Nangis. Tel: 408 10 30. Pres.: Simone Perret. Artistic Dir.: Pierre Perret.  
 Ades (Eds.), 54 Rue St. Lazare, 75009 Paris. Tel: (01) 874 85 30. Telex: 280422.  
 Adorna Music, 12 Rue Desire Ruggieri, 75018 Paris. Tel: (01) 254 14 20, 747 86 72.  
 Agea, 11 Rue de Miromesnil, 75008 Paris. Tel: (01) 265 11 92.  
 Agel (Eds.), see Paul Beuscher.  
 Agence Musicale Int'l, see Sonopresse.  
 Aggy Music (SACEM), 136 Rue d'Auron, 75020 Paris. Tel: (01) 373 66 75. Dir.: Tony Amaraggi.  
 Agorila (Eds. Musicales), 10 Rue Frederic Bastiat, 64 Bayonne. Tel: 25 18 73. Dir.: Mr. Meyzenc.  
 Air Board (Eds.), see Fresch Air.  
 Louis Alberti (Musical EP), 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 227 06 30, 924 43 70. Gen. Mgr.: Louis Alberti.  
 Norbert Aleman (Eds.), see Robert Salvat.  
 Allie, see Groupe "1".  
 Alltelua, 10 Rue St. Florentin, 75001 Paris. Tel: (01) 260 85 05, 260 18 36. Mgr.: Gerard Meys.  
 Allmusic-Beuscher (Eds.), see Paul Beuscher.  
 Allo Music, 17 Rue Ballu, 75009 Paris. Tel: (01) 280 61 07. Cable: ALLOMAX. Telex: 280245. Pres.: Max Amphoux; Int'l Mgr.: Maurice Bouchoux.  
**Int'l firms represented:** ATV (UK, USA), Andustin (USA), Barn (UK), Mervynn Conn (UK), Creole (UK), Martin-Coulter (UK), Mighty Music (UK), New Paul McCartney/ATV, Northern Songs (UK), St. Anne's

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 Alpha (Eds. Musicales), 20 bis Rue Louis-Philippe, 92200 Neuilly Tel 624 96 24 Mng Dir. Jacques Wolfson  
 Alto Bluff/Aquarium Music, 354 Rue Lecourbe, 75015 Paris Tel (01) 531 56 35 Pres & Dir. Gen. Gerald Entremont  
 Amour (Eds.), 30 Rue Pierre Semard, 75009 Paris Tel (01) 87 02 28  
 Amphion SARL, 12 Rue Rougemont, 75009 Paris Tel (01) 246 24 97 Gen. Mgr. Isabelle Berthou  
**Int'l firms represented:** Kerby (Canada), Ricordi (Italy), B. Schott's Soehne (Germany), Universal (Austria, UK)  
**Int'l reps.:** Austria (Universal), Canada (Kerby), Denmark (Wilhelm Hansen), Italy (Ricordi), UK (UMP)  
 Andorra, 52 Rue de Faubourg St. Martin, 75010 Paris Tel (01) 607 45 91  
 Anglo-Pic, see Intersong  
 April Music, 3 Rue Freycinet, 75016 Paris Tel (01) 723 54 22 Telex 620646 Dir. Jacques Ferrari, Gen. Mgr. Jean-Claude Desmarty  
**Int'l firms represented:** Andover, Arden, Assorted, Aud-Lee, Barnaby & Claudine, Bengal Tunes, Benja-boone, Boom, Bread & Butter, Byrdland, Carrots, Concentric Prod'ns, Curror, Dandelion, Dare, Destination, Durning, Efremer, Great Stoned, Integrity, Jaypaul, Kangaroo, Knob Hill, MacFaye, Van McCoy, Mighty Three, Music Music Music, Music Maximus, Music Pool, Nelchell, Notes Show, Polygon, Red Stick, Rhineland, Robwil, Rock On, Conrad Rocks, Ronnat, Tuna Fish, Jeff Wayne, Wizard  
**Int'l reps.:** Worldwide (April / Blackwood)  
 April Music Europe, 35 Av. Franklin D. Roosevelt, 75008 Paris Tel (01) 266 91 41 Cable: EUROCRIL Telex 640329 Dir. Pierre Hebrard  
 Aquitania, 52 Cours d'Alsace-Lorraine, 33000 Bordeaux Tel (56) 48 83 11  
 Arabella SARL (Eds. Musicales), 18 Rue Beffroy, 92200 Neuilly sur Seine Tel: 637 34 53 Cable: REQUINAS Telex 610767 Gen. Mgr. Rene Cacheux  
**Int'l branches:** Austria, Belgium, Netherlands, Spain, USA  
 Arlequin (Eds.), 12 Blvd. Poissoniere, 75009 Paris Tel (01) 770 86 03  
 Arpege (Eds.), see Paul Beuschner  
 Art Scene Music, see You You  
 As-De-Trefle SA, 37 Rue de Miromesnil, 75008 Paris Tel (01) 224 40 92  
 Atalante (Eds.), 10 Rue Damremont, 75018 Paris Tel (01) 606 88 35 Chief Exec. Orlando, Gen. Mgr. Rosy Nosek  
 Automatic Banana, 37 Rue Violet, 75015 Paris Tel (01) 567 12 10  
 Ayachi Music, see Francis Dreyfus/Labrador  
 Charles Arnavour, see Chappell  
 B Y G Music, 77440 Tracy-en-Multien, Tel 435 51 08  
 Baboo Eds., 20 bis Rue Louis-Philippe, 92200 Neuilly Tel 745 47 50 Dir. Gen. Alain Boubill  
 Bacchanales (Eds.), 2 Rue de Puits-d'Alfaret, 77230 Mousseyle-Vieux Tel 430 93 53 Dir. Alain Pommier  
**Branch:** 75018 Paris, 88 Rue Lamarck Tel (01) 257 47 61  
 Baerenreiter (Ed.), 1 Allee Jean de Ockeghem, 37170 Chambrayles-Tours Tel (47) 28 10 02 Dir. Mr. Bernstein  
 Pierre Baetz & Co., 52 Rue du Faubourg St. Martin, 75010 Paris Tel (01) 607 45 91 Mgr. Pierre Baetz  
 Bagatelle SA (SACEM), 10 Rue Washington, 75008 Paris Tel (01) 256 17 99 359 42 56 Pres. Denis Bourgeois, Gen & Int'l Mgr. Brigitte Berthoulet-Spahn  
**Int'l firms represented:** Alkatraz Corner, Athens, Big Sky, Big Ten, Black Leather, Bourne, Bucky, Bucranis, Busybody, Callee Camad Cape Ann, C'est Music, Cheap Thrills, Chicken Fried, Chi-Sounds, Circustent, Coco, Curtom, Django, Dr. Livingstone I Presume, Dwarf, Earmark, Elbomo, Fiction, Fourth Floor, Grasshopper, Groper, Hargrove, Heavy Gravy, Ray Willie Hubbard, Jelly Roll, Joyride, Knee Trembler, Lark, Life Dance, Lilly, Lovely Arts, Lonport, Lunch, McJohn, Mewg, Micache, Missing Luck, Ivan Mogull, Mulligan, NFL Films, Neath, Nevoc, Ninandy, Nunn, Ozone, Passing Clouds, Peach, Petra, Pink, Plurb-on Music, Public Domain Foundation, Quackenbush, Ram's Horn, Rolls Royce, Roswell, Scar, Serendipity, Sixteenth Avenue, Sky Forest, Songbirds of Paradise, Sorn, Southern Pines, Street People, Strong Arm, Sumerni, Three Dog Night, Tintagel, Tomeja, Trine, Triplot, Wemg, Wind, Wind Breeze, Yaronne Yatta Song, Ying Yang (all USA), Bourne, Bron, Osibisounds, Photoplay, Regency (all UK)  
**Int'l rep.:** Canada (BAG)  
 Banana, 37 Rue Violet, 75015 Paris Tel (01) 567 12 10, Dir. Gen. Jean Pierre Martel  
 Banco (Eds.), see Robert Salvat  
 Eddie Barclay (Nouvelles Eds.), 44 Rue de Miromesnil, 75008 Paris Tel (01) 265 87 80 Pres. Eddie Barclay, Mgrs. Patrick Vilaret, Georges Le Derf  
**Int'l firms represented:** Dawnbreaker (USA), EMP (USA), Franco London (UK), Ricordi (Italy)  
 Francis Baxter, 33 Rue du Faubourg St. Martin, 75010 Paris Tel (01) 607 89 05 Dir. Gen. Francis Baxter  
 Belwin Mills France, 71 Rue de Provence, 75009 Paris Tel (01) 874 15 68 Cable: FONOMUSIC Mng Dir. Francis O'Neill, Dir. Monique Villain  
 Jean Bergougnaux (Les Eds. Musicales), 3 Square Paul-Clau-del, 92390 Villeneuve-la-Garenne Tel 752 16 55 798 12 84  
 Irving Berlin SARL, see Chappell  
 W. Bessel & Cie, 78 Rue de Monceau, 75008 Paris Tel (01) 522 02 13  
 Paul Beuschner (SACEM), 23-29 Blvd. Beaumarchais, 75004 Paris Tel (01) 271 22 11 Cable ALLMUSIC Telex 670877 Artistic Mgr. Guy Adamik, Gen. Mgr. Philippe Seiler  
**Int'l firms represented:** Edward B. Marks (USA), New Music Corp (Belgium) (SEE ADVERTISEMENT)  
**Int'l rep.:** Belgium (Vedette)  
 Gerard Billaudot, 14 Rue de l'Equicheur, 75010 Paris Tel (01) 770 14 46 Gen. Mgr. Gerard Billaudot  
**Int'l reps.:** Germany (Muencher Musikgrossortment), Italy (Carisch), Japan (Buffet-Crampon), Spain (Real Musical), UK (United Music Publ's), USA (Theodore

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 Bimbo Music, 78 Av. des Champs-Elysees, 75008 Paris Tel (01) 359 67 80 Pres. Laurent Rossi  
 Biram France (Eds.), see Bleu Blanc Rouge  
 Bixio France, see Eddie Barclay  
 Blac Music, 140 Rue de Courcelles, 75017 Paris Tel (01) 227 90 98 Dir. Gen. Alain Coudeyart  
 Bleu Blanc Rouge (Les Eds.), 9 Rue de Versailles, 92430 Marnes-La-Coquette Tel (01) 970 61 98, Cable KLU-GER, Telex 203249 Pres & Gen. Mgr. Huguette Ferly-Kluger, Ass't. Dominique Kluger Vaccroux  
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**Int'l reps.:** UK (United), USA (Belwin-Mills)  
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 Bousquet, 61 Faubourg St. Denis, 75010 Paris Tel (01) 255 10 35  
 Bretagne (Eds. Musicales), 43 Rue Fessart, 92100 Boulogne Tel 603 41 93 Contact Martine Grossemy  
 Breton (Eds.), 3 Rue Rossini, Paris Tel (01) 824 86 19, Pres. Dr. Gen. Mme. Raoul Breton  
 Briand, see Eddie Barclay  
 Bridget Music, see Bagatelle  
 C B E Le Vepar, 95 Rue Championnet, 75018 Paris Tel (01) 255 49 95  
 C N A I Fidsound, 19 Rue Coysevox, 75018 Paris Tel (01) 228 05 91 229 24 61 Pres & Dir. Gen. Jean-Claude Thuelt-Chassaing  
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 Camara, 5 Rue Durintin, 75018 Paris  
 Camera One Eds., 106 Av. de Villiers, 75017 Paris Tel (01) 924 89 60, 757 68 05, Cable PAMYS Telex 640451 Mng. Dir. Michel Seydoux  
 Campbell Connelly France, 71 Rue de Provence, 75009 Paris Tel (01) 874 15 68 Cable FONOMUSIC Dir. Francis O'Neill  
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 Caradam, see Baboo  
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 Caravag (SACEM), 6 Rue Alfred Roll, 75017 Paris Tel (01) 754 86 79 Pres & Gen. Mgr. Jean-Paul Smets  
 Caravelle (Nouvelles Eds. Musicales), see Jacques Plante  
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 Carlyne Music, 82 Rue Chardon-Lagache, 75016 Paris Tel (01) 224 08 80 Contact Caroline Jeanne de Mirbeck  
**Branch:** 92410 Ville d'Avray, La Prairie Tel (01) 709 69 51  
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 Claude Carrere (Eds.), see Robert Salvat & Tonus  
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 Castel Music, 44 Rue de Miromesnil, 75008 Paris Tel (01) 265 87 80 Dir. Gilbert Chemouny  
 Cat Music 77, see Le Minotaure  
 Cayla, 33 Rue du Faubourg St. Martin, 75010 Paris Tel (01) 208 91 66  
 Celine (Eds.), see Marouani  
 Centreurope, see Tabata  
 Cerrone Music, see You You  
 Cezame Eds., 2 Rue Flechier, 75009 Paris Tel (01) 878 45 23 Mng. Dirs. Jean-Michel Gallois-Montbrun, Frederic Leibovitz  
 Le Chant du Monde, 64 Rue Ampere, 75017 Paris Tel (01) 924 67 73 Pres & Dir. Gen. Jean Roire, Gen. Mgr. Jean Mailhe  
 Chape Music, 17 Rue Ballu, 75009 Paris Tel (01) 874 09 11, 280 61 07 Pres. Jack Robinson  
 Chappell SA, 12 Rue de Penthevre, 75008 Paris Tel (01) 268 40 42 Cable SYMPHONY Pres & Dir. Gen. Gerard Davoust  
**Int'l rep.:** Worldwide (Chappell)  
 Chiffre Neuf (Les Eds. du), 5 Rue d'Alsace, 75010 Paris Tel (01) 076 23 24 Gen. Mgr. Helene Bignon  
 Choudens (Eds.), 38 Rue Jean Mermoz, 75008 Paris Tel (01) 225 17 21  
 Circle Eds. Internationales, 23 Rue Scheffer, 75016 Paris Tel (01) 727 04 07 Cable ELYPEYROT  
**Home office:** Argentina  
 Cirta (Eds.), see Marouani  
 Colline, see Eddie Barclay  
 Francois Comptat Studio, 92 Av. du Mont-Ventoux, 84200 Carpentras  
 Comtesse, see Eddie Barclay  
 Comufra, see Michel Legrand  
 Cornelia Prod'ns, see Presta  
 Costallat (Eds.), 60 Rue de la Chaussee d'Antin, 75009 Paris Tel (01) 280 69 19, Cable COSTERAT Pres. Philippe Loury  
 Courcelles, 49 Av. Montaigne, 75008 Paris Tel (01) 256 10 98  
 Crazy Horse, see Eddie Barclay  
 Crea Sound, 58 Rue Auguste Buisson, 92250 La Garenne-Colombes Tel 780 71 00, 780 08 67  
**Home office:** Canada  
**Int'l firms represented:** Montparnasse 2000, Multi-sound, Tele (all Canada), Mondiphonie, Neuilly (both Canada, USA)  
**Int'l reps.:** Belgium (Multisound), Germany (Sonoton), Portugal (Musiecta), Spain (Musiecta), Switzerland (Tefima)  
 Criterion de Paris, 6 Rue Rukmkorff, 75017 Paris Tel (01) 380 34 62  
**Home office:** USA  
 Cromwell (Eds.), see Essex  
 Crypto, 18 Rue Michelet, 90000 Belfort Tel (84) 21 31 84/33 47 Gen. Mgr. Jean-Claude Pognant  
 Cuisa-Music, 60 Rue de Dunkerque, 75009 Paris Tel (01) 285 48 21  
 Curci France, see Marouani  
 D M F, 14 Av. Hoche, 75008 Paris Tel (01) 924 81 93  
 D Anella, 7 Rue St. Lazare, 75009 Paris Tel (01)

978 76 96 Pres. Marcel D'Anella; PR & Pub.: Marc Degat  
 Dany Music, 28 Rue de la Reine Blanche, 75013 Paris Tel (01) 535 03 96 Dir.: Danyel Gerard  
 Dasora Prod'ns, 6 Rue Saint-Charles, 75015 Paris Tel (01) 577 27 60 Telex 660970 Dir.: Roland Dayan  
 Dauphine, see Eddie Barclay  
 Decibel (Prod'ns), 124 Rue La Boetie, 75008 Paris Tel (01) 225 80 30  
 De Clercq, 44 Rue du Colisee, 75008 Paris Tel (01) 359 46 89  
 Maurice Decruck, 61 Av. Raymond-Poincare, 75016 Paris Tel (01) 727 69 69  
 Bertrand de Labbey (Eds.), 2 Rue Flechier, 75009 Paris Tel (01) 878 40 88  
 G. Delforge (Eds. Musicales), 62 Mail des Charmilles, 10000 Troyes, Tel (25) 81.05.62 Gen. Mgr.: Gilbert Delforge  
 Delnieu (Ed.), 14 Rue Trachel, 06000 Nice Pres. Gen & Sales Mgr. Gerard Delnieu  
**Int'l reps.:** UK (Elkin), USA (Galaxy)  
 Delta France, 12 Rue Ernest Psichari, 75007 Paris Tel (01) 555 01 78, 705 57 39, Mng. Dir. Jacques Arnoul, Gen. Mgr. Frederique Brion  
 Derby 95 Blvd. de Beaumarchais, 75003 Paris Tel (01) 272 37 98, 508 45 58  
 Des Alouettes (Eds.), 36 Rue des Alouettes, 75019 Paris, Tel 200 33 04 Dir. Henri Spade  
 Detry Music, 11 bis Rue Cdt. Pilot, 92200 Neuilly Tel (01) 624 84 85 Telex 610753 Pres. Jean-Louis Detry  
 Digoude Diodet, 39 Rue du Faubourg St. Martin, 75010 Paris Tel (01) 208 28 61  
 Dino (Eds.), 13 Blvd. des Pyrenees, 66000 Perpignan, Tel (68) 34 72 97 Gen. Mgr. Paul Goudin, Sales Mgr. Alain Vibes  
 Discotheque de Paris, 55 bis Rue de Ponthieu, Paris Tel (01) 225 61 73  
 Walt Disney Prod'n France, 44 Av. des Champs-Elysees, 75008 Paris Tel (01) 359 17 80/02 20, Cable: MICKMOUSE Telex 64062 Pres. & Dir. Gen. Armand Bigle  
**Home office:** USA  
 12,000 (Eds. Musicales), 71 Rue de Clignancourt, 75018 Paris Tel (01) 252 21 90, 076 75 64  
 Drejac, 60 Rue Francois I, 75008 Paris Tel (01) 359 62 36  
 Francis Dreyfus Music/Ed. Labrador, 26 Av. Kleber, 75116 Paris Tel (01) 500 77 07, 500 68 03 Telex 611130 Pres. Francis Dreyfus, Int'l Mgr. Stanislas Witold  
**Int'l firms represented:** And Son (UK), Arista/Careers (USA), Arnakata (UK), Black Neon (UK, USA), Charly (UK), Sam Fox (USA), Fuse (UK), Al Jarreau (USA), Lupus (UK), Rockin' (UK)  
**Int'l reps.:** Belgium (Maxwell), Canada (Labrador), UK (Francis Dreyfus—Black Neon, Labrador—Fuse), USA (Francis Dreyfus—Black Neon)  
 Du Levain (Eds. Musicales), 1 Rue de l'Abbe Gregoire, 75006 Paris Tel (01) 222 15 84 Gen. Mgr. Daniel Truchot, Sales Mgr. Christian Truchot, Technical Mgr.: Jean Truchot  
**Int'l firm represented:** Centre Alpec (Canada)  
**Int'l reps.:** Belgium (Edibon), Canada (Serv. de Documentation Pastorale)  
 Du Marais (Eds.), Richbone, 85 Benet  
 Durand & Cie (Eds.), 4 Place de la Madeleine, 75008 Paris Tel (01) 260 34 08 Pres. Mme. Rene Dommange, Co-Dir. Guy Kaufmann  
 E C A P, see Emilhenco  
 EDI M A P, Le But David, 60990 Puisieux En Bray, Dir. Gen.: Andre Poulan  
 E M A S (Eds. Musicales Ariane Segal), 36 Av. Hoche, 75008 Paris Tel (01) 267 19 10  
 E M C, see Emilhenco  
 E P N Music, 108 bis Rue de Paris, 59000 Lille, Tel (20) 54 69 14, 54 99 28 Mng. Dir. M. Delaporte  
 E P O C (Eds. & Prod'n Musicales), see Francis O'Neill  
 Eco (Ed.), see Pathe Marconi  
 Eden-Roc (Societe), 35 Blvd. Malesherbes, 75008 Paris Tel (01) 265 08 93  
 Edival Musicque, 118 Blvd. Rochechouart, 75018 Paris Tel (01) 606 31 20  
 Egg Music France, see Marouani  
 Emilhenco Music Co., 88 Rue du Faubourg St. Martin, 75010 Paris Tel (01) 533 82 54, 250 64 46 Contact Albert Cohen  
**Int'l firms represented:** Beat (Italy), Boosey & Hawkes (UK), Cavendish (UK)  
**Int'l reps.:** Italy (Beat), Netherlands (Dennis), UK (ATV)  
 Enoch, 27 Blvd. des Italiens, 75002 Paris Tel (01) 742 69 95  
 Les Eps, 14 Blvd. des Filles-du-Calvaire, 75011 Paris  
 Erkan, 3 Blvd. de la Liberation, 93 St. Denis, Tel 752 50 58  
 L'Escalier Catalogue Lorene, 5 Rue Armand-Gauthier, 75018 Paris Tel (01) 076 26 54  
 Max Eschig (Eds.), 48 Rue de Rome, 75008 Paris Tel (01) 522 66 64 Dir. Gen. Jean Marietti, Gen. Mgr. Philippe Marietti  
**Int'l firms represented:** Associated (USA), Bosworth & Co. (UK), Carisch (Italy), Ricordi (Italy), Schott & Co. (UK), B. Schott's Soehne (Germany)  
**Int'l reps.:** Germany (B. Schott's Soehne), Italy (Cansch, Ricordi), UK (Bosworth & Co., Schott & Co.), USA (Associated)  
 Escor, 24 Av. de Breteuil, 75007 Paris Tel (01) 566 45 93  
 Espace, 2 Rue du Marquis de Mores, 92380 Garches Tel 970 49 41  
 Esperance, see Sonodisc  
 Espeirle Music SARL (SACEM), 4 Pl. de la Concorde, 75008 Paris Tel (01) 265 40 79/43 95, 266 48 32  
 Essex SA (Eds.), TRO—The Richmond Org., 34 Av. des Champs-Elysees, 75008 Paris Tel (01) 225 69 60, 359 71 40 Pres & Dir. Gen. Ellen C. Nathan  
**Home office:** England & USA  
**Int'l firms represented:** Essex (Belgium, UK), TRO—The Richmond Org. (USA)  
**Int'l reps.:** Worldwide including UK (Essex), Canada & USA (TRO—The Richmond Org.)

Europa, 34 Rue Truffaut, 75017 Paris Tel: (01) 522 58 20.  
Europasonor-Paris, see Futura-France.  
Experience, 30 Rue de Citeaux, 75012 Paris. Tel: (01) 345 73 30. Dir. Philippe Doiteau.  
F T C, see Film Tele Cine  
Famous Chappell Sarl, see Chappell.  
Fantasia (Ed.), 99 Rue de la Republique, 92801 Puteaux. Tel: 775 10 82. Telex: 630946. Gen. Mgr.: Jean Grandchamp des Raux.  
**Int'l firms represented:** Tradition (USA)  
Fassbe Int'l, see Presta  
Fauves, 1 Rue Alfred-de-Vigny, 75008 Paris. Tel: (01) 227 37 71. 766 10 34. Contact Nicolas Skorsky.  
Feldman, see Francis-Day  
Fidsound, 19 Rue Coysevox, 75018 Paris. Tel: (01) 228 05 91. 229 24 61. Pres. & Dir. Gen. J C Thuel-Chassaigne  
Fiesta, see Calonn  
Film Tele Cine (FTC), 20 Rue du Cirque, 75008 Paris. Tel: (01) 256 02 75  
Fil Rouge, see Baboo  
Filomphone, 12-14 Blvd de l'Hopital, 75005 Paris. Tel: (01) 707 11 83  
Fleurus (Eds. Musicales), 31 Rue de Fleurus, 75006 Paris. Tel: (01) 548 49 95. Mng. Dir. Jacques Anfray  
Formule 1 (Eds.), 89 Rue de la Boetie, 75008 Paris. Tel: (01) 359 76 54. Mgr. Angele Salvat  
Fortin (Eds.), 4 Cite Chaptal, 75009 Paris. Tel: (01) 874 58 34. Cable FORMUSI Telex 650365. Pres. & Dir. Gen. Jean-Claude Fortin, Gen. Mgr. Claire Millet  
France-Etoile, 19 Rue Lord Byron, 75008 Paris. Tel: (01) 225 23 92  
France Melodie, see Francis Day  
France-Rec, 33 Rue Marc Seguin, 75018 Paris. Tel: (01) 206 71 08  
Francis-Day SA Publ'ns, 94 Rue Lauriston, 75016 Paris. Tel: 505 91 02. Cable FRANDAY. Telex 612738. Gen. Mgr. Andre Hackiere  
**Int'l firms represented:** Big Pig (UK), Cam-AI (UK), Coal Miners (USA), Cookhouse (USA), Kamakazi (USA), Qwepar (USA), Tree (USA), Velvet Apple (USA)  
French Music, see Chappell  
Fresch Air, 8 Rue Dulac, 75015 Paris  
Frituna France SA, 11 bis Blvd. Delessert, 75016 Paris. Tel: (01) 520 08 98  
**Home office:** Sweden  
Frizza, 56 Rue de Paradis, 75010 Paris. Tel: (01) 770 19 64  
Futura-France, 3 Rue Clotaire, 75005 Paris. Tel: (01) 325 13 88  
**Int'l rep.:** Belgium (Hebra)  
G B L, 61 Rue Meslay, 75003 Paris. Tel: (01) 887 39 29. 874 07 60  
Garlick Music, see Marouani  
J Garson, 13 Rue de l'Echiquier, 75010 Paris. Tel: 770 39 15  
Louis Gaste (Eds.), 5 Rue du Bois de Boulogne, 75116 Paris. Tel: (01) 704 53 53  
**Int'l firms represented:** K&L Music (USA)  
**Int'l rep.:** USA (Convention)  
Gimmick, see Bagatelle  
Gleen Gleen Music, see MCA  
Goeland, see Eddie Barclay  
Grande Avenue (Les Eds. Musicales), 49 Av. Hoche, 75008 Paris. Tel: (01) 766 01 01. Dir. E W Pelgrims de Biard, Gen. Mgr. Alain Evans  
Grenadine Music, 60 Rue de la Boetie, 75008 Paris. Tel: (01) 225 12 95  
Groc Music, see Le Rideau Rouge  
Groupe 1, 8 Rue Balzac, 75008 Paris. Tel: (01) 723 45 47. Pres. Jean-Philippe Iliesco. Gen. Mgr. Jean-Pierre Imbrohoris  
Guyaki, see Syrinx  
Gwenaelle Music, 20 Rue Ballu, 75009 Paris. Tel: (01) 285 52 00. Dir. Gen. Hubert Bailly  
**Int'l firms represented:** Montana (Germany), Watanabe (Japan)  
H S, 6 Av. Franklin Roosevelt, 75008 Paris. Tel: (01) 225 66 70. Dir. Gen. Haim Saban  
Hamelle & Cie., 24 Blvd. Malesherbes, 75008 Paris. Tel: (01) 265 36 39.  
**Int'l reps.:** UK (United Music), USA (Theodore Presser)  
Helian, 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 622 50 16  
Heloise/Trolley, 5 Rue Benouville, 75116 Paris. Tel: (01) 727-07 51. Pres. Mrs. Langlade. Dir.: Albert Verrecchia  
Heugel & Cie., 2 bis Rue Vivienne, 75002 Paris. Tel: (01) 231 43 53  
Hexagone (Eds.) (SACEM), 19 Rue Galilee, 75016 Paris. Tel: (01) 723 72 72. Pres. Rene Boyer, Int'l Mgr.: Gabriel Ibois  
**Int'l firms represented:** Chibell, Grand Mother, Nip. Our. Red Bus (all UK)  
Hohner, 19 Rue Van Loo, 75016 Paris. Tel: (01) 224 63 50  
Homere (Eds. Musicales), 3 Cite Magenta, 75010 Paris. Tel: (01) 208 93 80.  
**Int'l firms represented:** Berry (UK), Daedalian, Mikel Hooks (USA), New Music (Belgium)  
Hortensia, 46 Rue de Douai, 75009 Paris. Tel: (01) 874 52 64.  
**Int'l rep.:** Italy (Sugarmusic)  
L'Illustration Musicale Sarl., 6 Rue Leon Bonnat, 75016 Paris. Tel: (01) 224 44 54. Gen. Mgr. Eddie Warner  
**Int'l firms represented:** Altax (Germany), Amphonic (UK), Berry (UK), UMS (USA)  
**Int'l reps.:** Australia (Campbell Connelly), Canada (Music People), Germany (Discount), Japan (Yamani), South Africa (Plymouth), UK (Berry)  
Illustration Musical E. Warner, see Tabata  
Imperia, 8 Rue St. Marc, 75001 Paris. Tel: (01) 236 69 18.  
Import Diffusion Music, 42-44 Rue du Fer a Moulin, 75005 Paris. Tel: (01) 535 44 25. Mng. Dir. Ala n Pierson; Gen. Mgr. P Ageon  
**Int'l firms represented:** Columbia (USA), Hal Leonard (USA), Music Sales (UK)  
**Int'l reps:** Belgium (Marcorn), Switzerland (Songbook)  
Industrial Music, see Marouani  
In-Eds., 15 Rue d'Astorg, 75008 Paris. Tel: (01)

265 05 51.  
Intersong Paris, 6 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 225 66 70. 225 37 85. Telex 270673. Pres. Dir. Gen.: Jean-Jacques Tilche  
**Int'l firms represented:** Big Secret (UK), Blue Oyster Cult (USA), Blue Seas Music (USA), Burlington/Palace (UK), Carlin (UK), Casa David (USA), Caseyem (USA), Cherry (UK), Chicago (USA), Dynatone (USA), 5th Floor (USA), Fort Knox (USA), Hill & Range (USA), Hit & Run (UK), Hudson Bay (USA), Jac (USA), Klarkee (UK), Lita (USA), Lollipop (Germany), MPL (UK), Magnet (UK), Michael (USA), Midland (USA), Midsong (USA), New York Times (USA), Open End (USA), Elvis Presley (USA), Rocket (UK), Rock Hopper (USA), Street (UK), Trio (USA), 20th Century Fox (USA), Yellow Dog (USA), Casa David (USA)  
Isabelle Musique, 122 Blvd. Exelmans, 75016 Paris. Tel: (01) 651 46 41. Telex 630295. Dir.: Nicole Lhuillier. Gen. Mgr. Claude Francois  
**Int'l rep.:** Canada (CF)  
Isadora, 69 Rue Rochecouart, 75009 Paris. Tel: 878 73 45. Pres. Jean Louis Tersiguel. Dir.: Agnes Lable. Jean Sabouraud  
J P P, 16 Rue Jouffroy, 75017 Paris. Tel: (01) 227 92 84.  
Jeune Musique, 122 Blvd. Exelmans, 75016 Paris. Tel: (01) 525 20 73  
Jobert SA (Societe des Eds.), 44 Rue du Colisee, 75008 Paris. Tel: (01) 359 26 82  
**Int'l firms represented:** Elkan Vogel, Merion, Theodore Presser (all USA)  
**Int'l reps.:** Canada (Theodore Presser in USA), Mexico (Theodore Presser in USA), UK (UMP), USA (Theodore Presser)  
Johanna (Eds.)/K J C D Music (Ed.), 64 Rue Sadi-Carnot, 93170 Bagnoleux. Tel: 360 95 52/54 74. Gen. Mgrs.: B Kaufman, M. Cron  
Josephine, see Eddie Barclay  
Joubert, 25 Rue d'Hauteville, 75010 Paris. Tel: (01) 770 15 73  
K J C D Music (Ed.), see Johanna  
Kalendur, see Sibecar  
Katemala, see As-De-Trefle  
Ketch, 32 Av. Hoche, 94100 St. Maur des Fosses.  
Ketchup Music, 9 Rue Villebois Mareuil, 75017 Paris. Tel: (01) 755 78 18. 267 22 09. Mng. Dir. Philippe Duwat. PR. Jean-Pierre Domboy  
Kiswell Music, see Francis Dreyfus/Labrador  
L M C E (Lido Music Champs Elysees), 78 Av. des Champs Elysees, 75008 Paris. Tel: (01) 359 53 30  
L S B (Lewis Show Business), 122 Rue du Faubourg-St. Martin, 75010 Paris. Tel: (01) 203 70 30. Telex 280245. Gen. Mgr. Willy Lewis; Int'l Relations: Gisela Cark  
Labrador (Eds.), see Francis Dreyfus  
Michel Laguens Org., 47 Av. Paul Doumer, 75016 Paris. Tel: (01) 520 37 53. Telex 611650. Pres. Michel Laguens  
**Int'l firms represented:** Audiomasters Int'l (USA), Heremans (Belgium), Phonic (Spain), Polyband (Germany), Mike Rodgers (Germany)  
A. Lasry, 62 Blvd de Clichy, 75018 Paris. Tel: (01) 606 53 00  
Alphonse Leduc (Eds. Musicales) (SACEM), 175 Rue St. Honore, 75040 Paris. Tel: (01) 260 62 47/48 61/65 26. Gen. Mgrs. Claude & Gilbert Leduc  
**Int'l reps.:** Brazil (Bruno Quaino), Japan (Buffet Crampon), UK (United Music Publ'rs)  
Maitres Francais (Edition des), 39 Blvd. des Capucines, 75002 Paris. Tel: (01) 261 17 13. Gen. Mgr.: Catherine Colonna  
Michel Legrand (Prod'ns), 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 622 51 05. Pres. Marcelle Legrand. Gen. Mgr.: Marcel Rothel (Administered by Chappell)  
Frederic Leibovitz (Eds.) (SACEM), 2 Rue Flechier, 75009 Paris. Tel: (01) 878 40 88  
Francis Lemarque, 18 Av. du Mesnil, 94 La Varenne, St. Maur. Tel: 883 34 21  
Henry Lemoine (Eds.), 17 Rue Pigalle, 75009 Paris. Tel: (01) 874 09 25. Dir. Max & Andre Lemoine  
**Int'l reps.:** Belgium (Schott), Japan (Buffet-Crampon), UK (United Music Publ'rs), USA (Theodore Presser)  
Leros Music, see Allo  
Louis III (Eds.), see Claude Pascal  
Bob Lumbruso (Eds.), 17 Rue Ballu, 75009 Paris. Tel: (01) 280 61 07. Cable ALLOMAX. Telex 280245. Int'l Dir. Maurice Bouchoux. Gen. Mgr. Max Amphoux  
M A M 1, 1 Rue Lammenais, 75008 Paris. Tel: (01) 720 38 51. 359 66 83. Pres. & Dir. Gen.: Charlie Ganen; PR & Pub. Paul Valentini  
M C A Music (formerly SIM), 1 Rue Lammenais, 75008 Paris. Tel: (01) 359 66 83. 720 38 51. Gen. Mgr. Charlie Ganen  
**Int'l firms represented:** Dick James (UK), Leeds (UK), MAM (UK), MCA (USA)  
**Int'l rep.:** USA (MCA)  
M K (Eds. Musicales) (SACEM), 44 Rue Etienne Marcel, 75002 Paris. Tel: (01) 233 07 30. Pres. & Gen. Mgr.: Monique Knuchel  
M P D, 35 Rue du Bac, 94210 La Varenne. Tel: 883 53 29. Madeleine, see Jacques Plante  
Madeline, see Intersong  
Magali, 14 Rue du Faubourg St. Honore, 75008 Paris.  
Majestic Sarl. (SACEM/SDRM), 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 924 69 70. Cable JACCANETTI  
Major (Les Eds.), Rt. Nat'le 307, 78810 Feucherolles. Tel: (01) 461 45 11. Cable COMOOD  
Malesherbes, 11 Blvd. Malesherbes, 75008 Paris. Tel: (01) 265 77 33  
Maneges, 35 Rue La Boetie, 75008 Paris. Tel: (01) 225 03 02 (Administered by Chappell)  
Mangas Music, 3 Rue Freycinet, 75116 Paris. Tel: (01) 720 52 63  
March Music, 62 Rue Pierre-Charon, 75008 Paris. Tel: (01) 256 08 82. Telex 630170. Mng. Dir. Marie-France Seyrat  
Marine, see Eddie Barclay  
Eddy Marnay, 91 Rue Lepic, 75018 Paris. Tel: (01) 254 77 89  
Marouani (Les Eds.), 10 Av. Franklin D. Roosevelt, 75008

Paris. Tel: (01) 225 84 26. Cable LEMMUSIC. Telex 640578. Pres.: Gina Marouani; Technique Mgr.: Gilbert Marouani.  
**Int'l firms represented:** ABC (UK), ATV (UK, USA), Blendingwell (USA), Broken Arrow (USA), Broken Bird (USA), Bushka (USA), Canopy (USA), Charing Cross (USA), Curci (Italy), Dino Di Laurentis (USA), East Memphis (USA), Gnosso (USA), Kiss (USA), Lady Jane (USA), Little Dickens (USA), Joni Mitchell (USA), Squomb (USA), Trane (USA)  
**Int'l reps.:** Europe (EMI) excluding Germany (Siegel), Mary Melody, 6 Rue d'Helopolis, 75017 Paris. Tel: (01) 754 73 37. Dir. Marie-Claude Lagarde. B R Itic.  
Masouza Music, 9 Rue Goethe, 75116 Paris. Tel: (01) 723 61 02. Gen. Mgr. O. Zameczkowski.  
Masq (Prod'ns Eds. Musicales), 9 Passage Dagorno, 75020 Paris. Tel: (01) 370 88 32. Mgr. Herve Bergerat.  
Masspacher SA (Eds.), 6 Rue Eugene Varlin, 75010 Paris. Tel: (01) 203 51 72. Gen. Mgr. Jean Lecomte  
Peter Maurice (Eds.), see Pathe Marconi & Francis-Day  
Maybeline Music, see Francis Dreyfus/Labrador  
Melba, see Baboo  
Mellin, see Eddie Barclay  
Melorhin (Les Eds. Musicales), PO Box 22, 13 Rue Maurice Ravel, 68001 Colmar-Cedex. Tel: (89) 41 47 74. 41 80 01. Pres. & Gen. Mgr. Fernand Erbsland  
Metropolitaines (Eds.), 3 Rue Rossini, 75009 Paris. Tel: (01) 824 83 94. 770 21 78. Contact: Pierre Ribet  
Gerard Meys Eds. Musicales, see Alleluia  
Micro, 13 Rue Washington, 75008 Paris. Tel: (01) 225 43 03  
Minerva, 142 Rue Montmartre, 75002 Paris. Tel: (01) 236 92 03  
Le Minotaure (Ed.) (SACEM, SDRM), 21 Rue Jean Mermoz, 75008 Paris. Tel: (01) 225 34 98. Dir. Mrs. Rolande Bismuth-Fillat; Cat. Music 77 Gen. Mgr.: Jean-Marc Bel.  
**Int'l firms represented:** Audigram, Fania, No 11, Shelter group, Skyhill, Tarka, Vaya, Wide Screen, Wishbone (all USA); Arabella (West Germany)  
**Int'l reps.:** Europe (Cat Music 77—Arabella), Germany (Le Minotaure—Montana)  
Mirabel, see Eddie Barclay  
Eddy Mitchell Music, 12 Av. George V, 75008 Paris. Tel: (01) 359 12 68. Mgr. Jean-Pierre Sammut. PR Mgr. Michel Bellamari  
Peggy Monclair (Prod'ns Musicales), 4 Rue du Bac, 78290 Croissy. Tel: 976 28 29.  
Monde Melodie, 6 Rue Vivienne, 75002 Paris. Tel: (01) 236 71 75  
Monia Music, c/o P. Witzig, 28 Av. Hoche, 75008 Paris. Tel: (01) 227 61 58  
Monica, see SEMI  
Montana, 71 Av. Kleber, 75016 Paris. Tel: (01) 727 04 05.  
Montparnasse 2000, Rue Brea 27, 75006 Paris. Tel: (01) 325 02 02. 326 41 72. Dir. Gen. Andre Fryar.  
**Int'l firms represented:** Canciones del Mundo (Spain), Canopo group (Italy), Gemelli (Italy), Guitarra (Spain), Inmus (Germany), Liutto (Italy), Omega (Italy), Polyband (Germany), Prestation (Belgium), Sermi Films (Italy)  
**Int'l reps.:** Argentina (Annibal Libenson), Belgium (Prestation), Canada (Crea Sound), Germany (Inmus), Japan (Yanami), Lebanon (SMT Film), Scandinavia (Nordiska in Sweden), UK (United Artists), Uruguay (Annibal Libenson)  
Edwin H. Morris Sarl, Chappell  
Mouche Music, see Le Rideau Rouge  
Moulin, 18 Av. de la Bourdonnais, 75007 Paris. Tel: (01) 551 88 81  
Music Control (SACEM), 35 Rue La Boetie, 75008 Paris. Tel: (01) 225 90 89/17 44. Gen. Mgr. C. Flinaux  
Music 18, 3 Rue Freycinet, 75016 Paris. Tel: (01) 723-61 02. Telex 620646. Dir.: Jacques Plait  
Musique Pour l'Image, 77 Rue du Faubourg St.-Martin, 75010 Paris. Tel: (01) 926 48 34. Dir. Robert Viger.  
**Int'l firms represented:** Charles Brull (UK), Multisound (Belgium), Sonoton (Germany)  
N F C, see Essex  
N W B Music, 94-96 Rue Lauriston, 75116 Paris. Tel: (01) 505 91 02. Chief Exec. Richard H. Cavassuto. Gen. Mgr.: Richard Lorf  
**Home office:** Monaco  
**Int'l rep.:** Worldwide (EMI group/Francis-Day)  
Nautilus (Eds. Musicales), 39 Rue des Jeuneurs, 75002 Paris. Tel: (01) 236 63 68  
Melody Nelson Publ'g, see Chappell  
Neuilly, 11 Av. Bourgain, 92130 Issy les Moulineaux. Tel: 645 17 01. Gen. Mgr.: Claude Horvais. Promo: Jean-Michel Benchie  
Normandy Music, see Masq  
Nouvelles Eds. Contemporaines (NEC), 23 Rue Pierre Semard, 75009 Paris. Tel: (01) 526 52 47. Chief Exec.: Freddy Carrara  
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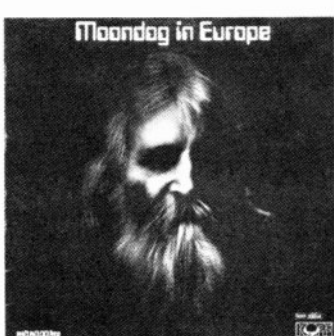
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**Int'l affiliates:** Argentina (Korn), Australia (Intersong), Austria (Aberbach, Intersong), Belgium (Intersong), Primavera, Brazil (Intersong), Canada (Belinda/Intersong), Denmark (Intersong), France (Intersong), Greece (Intersong), Italy (Intersong), Japan (Intersong), Mexico (Intersong), Netherlands (Intersong-Basart), Singapore (Intersong), South Africa (Intersong), Spain (Aberbach, Canciones del Mundo, Fontana), Sweden (Intersong), Switzerland (Aberbach, Arena), UK (Intersong), USA (Belinda/Intersong)

**Int'l firms represented:** (See Artemis, Netherlands)  
**Int'l rep.:** USA (Jules Kurz)

Intersong (Musikverlage) GmbH, Hallerstr 40, D-2000 Hamburg 13 Tel (040) 41-29-31 Cable INSONG Pres. Heinz T. Voigt, Mng Dir Wolfgang Kretzschmar

**Int'l firms represented:** Ajay (UK), Argus (USA), Arretta (UK), Benj (USA), Bellcat (USA), Berna (USA), Black Sheep (UK), Blue Gum (UK), Bohannon (USA), Bran Dean (UK), CAM (USA), CTA (UK), Carlin (UK), Charlotte (UK), Clarke (USA), Mike Curb (USA), Oaksel (USA), Damont (USA), Dai Davies (UK), Davray (UK), Dough Boy (USA), Betty Earland (USA), Fabel (Netherlands), Fairfield (USA), Fuse (UK), GTO (UK), Noel Gay (UK), Goshen Road (USA), Harbar (UK), Hardcore (USA), Hazy (UK), Hill & Range (USA), Hit & Run (UK), Hudson Bay (USA), Mike Hurst (UK), Iiza (USA), Jimpire (USA), Josley (UK), Kaskat (USA), Kenya (USA), Linda (USA), Litha (USA), Little Fugitive (USA), Lois (USA), Luckyu (USA), Magnet (UK), Matragun (USA), Mayday (USA), Mobbeta (USA), Normal (USA), Open End (UK), Oyster (UK), Angel Parker (UK), Phonopub (USA), Pickwick Int'l (USA), Elvis Presley

(USA), Pocket Full Of Tunes (USA) Quickmix (USA), Ramsel (USA), Rising Sun (USA), Rock Artists (UK), Rockhopper (UK), Rodra (USA), Sambo (USA), Sweet (UK), TH (UK), Ten East/Five West (USA) Times Square/Herald Square (USA), Tonshire (UK), Trio (USA), Wednesday Morning (USA), White Heaven (USA), Windekor (USA), Yellow Dog (USA)

**Int'l reps.:** See Int'l affiliates of Intersong Int'l

Interval Musik, see Siegel  
Intro Gebr. Meisel, see listing under 'M'  
Italmelodie (Ed.), see Paul C R. Arends  
Itom Music (GEMA), Fichtenstr. 37, D-8043 Unterfoehring Tel (089) 39-77-95 950-3532 Dir Juergen S. Korduletsch Gen Mgr Ingo Klingbeil  
Dick James Musikverlag GmbH, see Rolf Budde  
Peter Janssens Musik Verlag, Am Jaegerhaus 8, D 4404 Telgte Tel (02504) 24-74

**Int'l rep.:** UK (Evelyn & Hilary Talbot-Ponsonby)  
Michael Jary Prod'n, see Melodie der Welt  
Jessica Musikverlag GmbH, Justus-von-Liebig-Ring 2-4 D-2085 Quickborn Tel (04106) 50-01 Gen Mgr Harald A. Kirsten.

Jowi-Pressendienst Sassenritzer 9, D 1000 Berlin 33 Tel (030) 823-4875 Telex (01) 84398 Chief Execs Joachim Wilhelm & Horst Lindow  
Juke Box, Steinstr 53, D-8000 Munich 80 Tel (089) 48-79-30 Dir Harry Fox  
Junior Musikverlag Rolf Budde, see Rolf Budde  
Jupiter (Ed.), see Siegel  
Rudolf E. Kamphausen (Musik-Verlag) (GEMA), PO Box 350245, 7 Alfred Doeblinstr, D-5000 Cologne 30 Tel (0221) 50-36-47 Mktg Dir Rudolf Kamphausen, Gen Mgr Gunther R. Kamphausen  
Kanon Musikverlag GmbH, Wielandstr 26 D-6900 Heidelberg Tel (6221) 44090 Gen Mgr Hagen Frank, Int'l Mgr H S Pfisterer  
Kasperek (Ed.) see Siegel  
Edward Kassner & Co. Musikverlag see AMF  
Richard Kaun Musikverlag, see Siegel  
Klauer Musikverlag, PO Box 40, Suedring 4 D 8069 Schweitenkirchen Tel (08444) 570 Owner Klaus Weiss, Gen Mgr Heide Weiss  
Kloekner Verlag, see Richard Birnbach  
Otto H. Knoechel (Musikverlag), Gartenstr 28 D 8711 Oberbreitl Tel (09331) 23-38, (09332) 619 Owner & Dir Ed. Hornischer  
Koster Hanseatic Musikverlage (Ed.) Hallerstr 40 D-2000 Hamburg 13 Tel (040) 41-29-31 Exec Horst Fuchs  
Kronen Musikverlag, see Quint  
Constantin Kuhl & Co (Ed.) see Otto Kuhl  
Otto Kuhl Musikverlag, Am Hof 34 36, D 5000 Cologne Tel (0221) 21-22-76  
L S (Ed.) see Suewe  
Michel Laguens Org., 22 Sonnenstr., D-8000 Munich Tel 55-41-98 Telex 522636 VP Wolfgang Winkel  
Lambda Musik GmbH (GEMA), see Rudolf Slezak  
Lapapala Music, see Summerlea  
Leeds, see Hans Gerig  
F E C Leuckart (GEMA) Nibelungenstr 48 D 8000

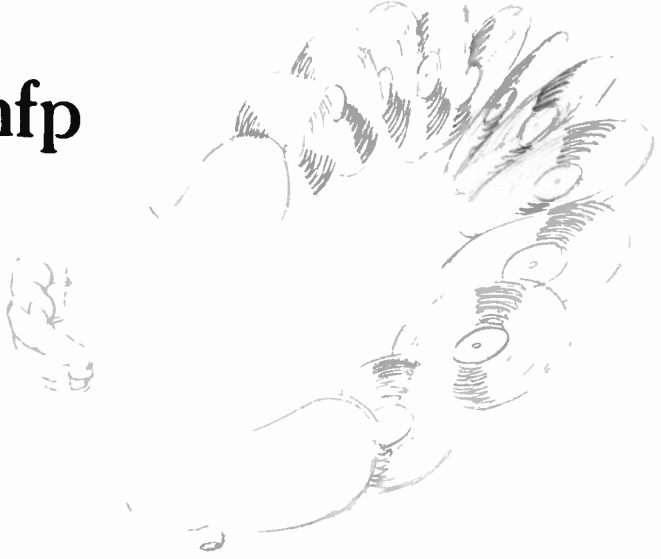
Munich 19 Tel (089) 17-39-28  
**Int'l reps.:** Australia (Allans), Austria (Erich), Canada (AMP), Italy (Carisch), UK (Novello), USA (AMP)

Liedermacher Musikverlag Vivi Eickelberg GmbH, see Intro Gebr. Meisel  
Lilton Musikverlag GmbH & Co KG, see Intersong Musikverlage  
Hermann Löffler, Scyllerstr 115, D-1000 Berlin 49  
Lollipop (Ed.) (GEMA), see Rudolf Slezak  
Lupocord (Ed.), see Konrad Wolf  
M A M, see Hans Gerig  
M C A, see Hans Gerig  
M I M (Moon Int'l Music), Zur Muehle 2, D-5020 Frechen 4 Chief Exec. Dr. W. Ammel  
M M M Verlags GmbH, see Peer  
Magazine Music (GEMA), PO Box 302040, Mittelweg 180, D-2000 Hamburg 36 Tel (040) 41-18-21-05 Telex (02) 11850 Dirs Hubert Terheggen, John Jahr Jr., Gen Mgr Wolf Brummel  
**Int'l firms represented:** Notas Magicas (Spain), Pilot (UK)  
**Int'l reps.:** Belgium (RTM), France (Radio Music), Japan (Lux), Netherlands (Radio Music) Spain (Radio Pop), UK (Louvigny Marquee) USA (Radmus)

Majestic (Ed.) Erwin Paesike, see Intro Gebr. Meisel  
Malene-Film-Musik-Verlag, Studio Neuss am Rhein, Gorresstr 10, D-4000 Dusseldorf Tel (0211) 432-06  
Manta-Music, Widenmayerstr 38, D-8000 Munich 22 Tel (089) 22-41-45 Chief Exec. Dieter Weidenfeld, Gen Mgr Gerdi Bartelt  
Marabu Musik/J. Michel KG, see Melodie der Welt  
Marbot GmbH (Ed) (GEMA), Muehlenkamp 43, D-2000 Hamburg 60 Tel (040) 271-33-71 Cable SOUTHMUSIC Telex 02-13387 Mng Dir Michael Karnstedt  
**Int'l firms represented:** Nouvelles Eds Meridian (France) SEMI (France)  
**Int'l rep.:** Worldwide (Peer-Southern)

Maredo Musikverlag GmbH, see Rolf Budde  
Marno Musikverlag-Produktion Limbeckstr 128 D-4600 Dortmund 72 Tel (0234) 23-17 60 Owner Heinz Meiser  
Georg Marton Verlag see Thomas Sessler  
Maxim (Ed.), Muehlenfeldstr 23, D-2800 Bremen 33 Tel (0421) 25-92-91 Procurator Klaus Jacob, Gen Mgr Barbara Kist  
Mayflower Music Corp. Habsburgerplatz 2, D 8000 Munich 40 Tel (089) 33-20-78 Telex (05) 215497 Pres Eckart Rahn  
Merlox Recs Gertigstr 12-14 D-2000 Hamburg 60 Tel 279-66-66 Telex (02) 174076 Owner B Gordon  
Intro Gebr. Meisel oHG (Ed.) (GEMA), Wittelsbacherstr 18, D-1000 Berlin 31 Tel (030) 88-10-81 Cable INTROMUSIK Telex 183008 Dirs Irmltrud Peter & Thomas Meisel, Gen Mgr Geroge Gluck  
**Int'l firms represented:** ATV-Northern (UK) Average (UK) Blackbyrd (USA) Blendingwell (USA) Bleu Disque, Breeze (Switzerland), Bron-Osibisa (UK), Bushka (USA), Caleb (USA) Ron Carter (USA), C est

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Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong. Tel: (5) 237845, 249534. Mng. Dir.: Tung Lau.  
Labels: (Owned) Crown, Eagle, Golden Coin; (licensed) Michelle (USA).

D.G., see Polydor.

Decca Orient (Pte.) Ltd., 1112 Star House, 3 Salisbury Rd., Kowloon. Tel: (3) 676310. Mng. Dir.: Derrick J. Coupland; Dir.: H.K. Franklin; Mgr.: Esther Lim. (Distributed by Moutrie & Co.)

Reg'l headquarters: Singapore.  
Labels: (Owned) Ace of Clubs, Ace of Diamonds, Argo, Beltona, Decca, Deram, Eclipse, London, London/AA, London Globe, L'Oiseau Lyre, Qualiton, Threshold Vocalion, York; (represented) All Platinum (USA), Capri (France), Chapter One (UK), Coccinelle Varieties (France), Contempo (UK), Cynda (USA), Ember (UK), Emerald (UK), Fiesta (France), Greenwich (UK), Gull (UK), Headline (UK), Horoscope (USA), Maple (USA), Nova (UK), O'Be (USA), Pye (UK), Rex (UK), Spiral (UK), Stang (USA), Summus (USA), Turbo (USA), Turnabout (UK), Vega (France), Vox (UK).

Int'l reps.: Ceylon (Lewis Brown), China (Linfair), India (Gramophone), Japan (King), Korea (Sung Eum), Macao (Universal Agencies), Pakistan (EMI), Philippines (Super), Thailand (Kinetex).

Deram, see Decca.  
Diamond, see Polydor.

E M I (Hong Kong) Ltd. (IFPI), 11 Fa Po St., Yau Yat Tsuen, Kowloon. Tel: (3) 810321. Cable: EMITRON. Dir.: Neil Sansfield.  
Labels: (Owned) Angel, Capitol, Columbia (UK), EMI, Harvest, Music for Pleasure, Odeon, Parlophone, Pathe, Phoenix, Regal; (represented) A&M (USA), Arista (USA), Bronze (UK), Disneyland (USA), Island (UK), Motown (USA), Private Stock (USA), RAK (UK), Rocket (UK).

Int'l rep.: Worldwide (EMI)

Eagle, see Crown.  
Eclipse, see Decca.  
Fontana, see Polydor.  
Golden Coin, see Crown.  
H.K., see Moutrie.  
Harvest, see EMI.

Hong Kong King Yoko, Far East Mansion, Rm. K 17/F, 5-6 Middle Rd., Kowloon.  
Label: (Distributed—not licensed) Denon PCM (Japan).

Hong Kong Recs. Co. Ltd., 108 Asian House, 1 Hennessy Rd., Wanchai. Tel: (5) 27-85-71. Mng. Dir.: Klaus Heymann.

Jones Co., 722 Tung Ying Bldg., 7th fl., 100 Nathan Rd., Kowloon. (Distributor)

Kan's Int'l Co. Ltd., 90A Broadway, 20th fl., MFSC, Kowloon. Tel: (3) 727478.  
Label: (Distributed) IAG (USA).

London, see Decca.  
London/AA, see Decca.  
London Globe, see Decca.  
M.G.M., see Polydor.  
Mercury, see Polydor.  
Moutrie & Co. (Hong Kong) Ltd. (IFPI), PO box 404, Prince's Bldg., 5D, UG20 & UG23, Ice House St. Tel: (5) 239-305. Dir.: Samson Sun; Gen. Mgr.: Napoleon Ng; Sales Mgr.: C.T. Fung; Shops' Mgr.: Constance Chan. (Distributor/Importer)

Labels: (Represented) Decca group (UK), London group (USA).

Music for Pleasure, see EMI.  
Odeon, see EMI.  
L'Oiseau Lyre, see Decca.  
Parlophone, see EMI.  
Pathe, see EMI.  
Philips, see Polydor.  
Phoenix, see EMI.

Polydor Ltd., 1001 Garley Bldg., 10th fl., 233-239 Nathan Rd., Kowloon. Tel: (3) 674138. Mng. Dir.: Norman Cheng, A&R Dir.: Ricky Fung; Pop Mktg. Mgr.: Douglas Chan; Classical Mktg. Mgr.: Peter D'Almada e Castro.  
Labels: (Owned) Archiv, D.G. Diamond, Fontana, MGM, Mercury, Philips, Polydor, Vertigo, Verve; (represented) DJM (UK), Hansa (Germany), Jupiter (Germany), MCA, (USA), RSO (USA).

Qualiton, see Decca.  
Regal, see EMI.

Shun Cheong Trading Co., 1208/9 Bank Centre, 636 Nathan Rd., Kowloon. Tel: (3) 853007, 316558. Cable: SHUNMARIO. Telex: 83314. Owner & Gen. Mgr.: Raymond K.P. Ng; Sales Mgr.: Mok Yip Ping. (Distributor/Importer/Exporter)

Labels: (Represented) Alshire (USA), Barclay (France), Casablanca (USA), Elastic (Singapore), Fantasy group (USA), United Artists group (USA).

Studer-Revox (Hong Kong) Ltd., 108 Asian House, 1 Hennessy Rd., 1st fl., Wanchai. Tel: (5) 278571. Cable: REVOXSOUND. Telex: 84640. Mng. Dir.: Klaus H. Heymann; Gen. Mgr.: John Ho; Sales Mgr.: Thomas Young; Promo. & Repertoire Mgr.: Steve Beaver.  
Labels: (Owned) HK; (licensed) Ariola America (USA), Ariola/Eurodisc (Germany), Butterfly (USA), Chrysalis (UK), Fantasy (USA), Milestone (USA), Prestige (USA), Riverside (USA), Stax (USA); (distributed—not licensed) Erato (France), Europa (Germany), Hispavox (Spain), Hungaroton (Hungary), Melodiya (USSR), Sonet (UK), Sonic (Germany), Supraphon (Czechoslovakia), Turnabout (USA), Vox (USA).

Threshold, see Decca.  
Vertigo, see Polydor.  
Verve, see Polydor.  
Vocalion, see Decca.  
Watermelon Prod'ns, 70 Conduit Rd., Flat 1C, Hong Kong. Tel: (5) 451719. (Distributor/Importer)

Yes Recs. Ltd., Sincere Insurance Bldg., 4th fl., West Wing, Rm. 3, Wanchai. Tel: (5) 279531, 280795. Telex:

83429 (Distributor/Importer)  
York, see Decca.

● music publishers

Burlington-Palace Music Orient Ltd. (sub of Burlington-Palace in UK), 1112 Star House, 3 Salisbury Rd., Kowloon. Tel: (3) 676310. Mng. Dir.: Derrick J. Coupland; Dir.: H.K. Franklin; Far East Mgr.: Esther Lim.

Reg'l branches: Malaysia, Singapore.

Int'l firms represented: Angela (UK), Bellbird (Australia), Burlington (UK), GH (UK), Tony Hiller (UK), Island (UK), Logo Music (UK), Ivan Mogull (USA), Palace (UK), Panache (UK), RAK (UK), Rocket (UK), Sparta Florida (UK), State (UK), Sunbury (UK), Union Songs (Sweden), Valentine Music (UK).

Pathe Publ'ns (Far East) Ltd., 11 Fa Po St., Yau Yat Tsuen, Kowloon. Tel: (3) 805373/5. Cable: PATPUB. Music Publ'g Contact: Josephine Lau.

Reg'l branches: Malaysia, Singapore.

Int'l firms represented: ABC/Dunhill (USA), Admont (USA), J. Albert & Son (Australia), Alchemical (USA), Alfa (Japan), American Broadcasting (USA), Ardmore & Beechwood (UK), Blythwood (Canada), Brintree (USA), Brent (USA), Bron (UK), Caleb (USA), Campbell Connelly (UK), Carlin (UK), Charing Cross (USA), Cheson (USA), Chibell (UK), Chrysalis (UK), Combine (USA), Cookaway (UK), Spencer Davis (UK), Doors (USA), The Dreamers (UK), Dwarf (UK), EMI Music (UK), Early Morning (Canada), Essex (Australia), B. Feldman (UK), Francis Day & Hunter group including Robbins & Donna (UK), Robin Gibb (UK), Gralto (UK), Gypsy Boy (USA), HEC (UK), Hollenbeck (USA), India (USA), Intune (UK), Dick James (UK), Jasperilla (USA), Kennedy Street (UK), Kuptillo (USA), Lady Jane (USA), Lupus (UK), Maribus (UK), Miles Ahead (USA), Mother Goose (UK), Northern Songs (UK), Our Music (UK), Purple (UK), Red Bus (UK), Rondor (USA), Cyril Shane (UK), Shillelagh (USA), Smadagerg (USA), Tic Toc (UK), United Artists (USA), Warner Bros. (UK), Walt Disney (USA), Wonderland (USA), Lawrence Wright (UK), Zambezi (USA).

Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (ITAIPU), Canada (Beechwood), Denmark (Imudico), France (Pathe Marconi), Germany (Accord), Italy (La Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), South Africa (Ardmore & Beechwood), Spain (EGO), Sweden (Odeon), UK (Ardmore & Beechwood), USA (Beechwood).

● services

DESIGN & ARTWORK  
RECORD PROMOTION

Creative Workshop Ltd., 1105-1406 Korea Center. Tel: 447483, 436399, 436390. Mng. Dir.: Michael Pope.

Studer-Revox (Hong Kong) Ltd., 108 Asian House, 1st fl., 1 Hennessy Rd., Wanchai. Tel: (5) 278571. Cable: REVOXSOUND. Telex: 84640. Mng. Dir.: Klaus H. Heymann; Gen. Mgr.: John Ho; Sales Mgr.: David Ling; Service Mgr.: Peter Ling.

TAPE CUSTOM DUPLICATORS

Crown Rec. Co., 34A Kennedy Rd., 7th fl., Hong Kong. Tel: (5) 237845. Mng. Dir.: Tung Lau.  
Audio: Cassette.

Teleproductions (HK) Ltd., 56 Morrison Hill Rd., 5th fl., Happy Valley. Tel: (5) 722235. Cable: VIDEX. Telex: 85252.  
Audio: Open reel.  
Video: 2" quadruplex, 3/4" cassette, 1/2" EIAJ cartridge.

● supplies

CARTRIDGE & CASSETTE PARTS

Greencorp Magnetics Ltd., 12/175 Gloucester Rd., Hong Kong. Tel: (5) 731948. Telex: 83583.

EMPTY CARTRIDGES, CASSETTES & REELS

E M I (Hong Kong) Ltd., 11 Fa Po St., Yau Yat Tsuen, Kowloon. Tel: (3) 810321/4. Cable: EMITRON. Dir.: Neil Sansfield.  
Audio: 8-tr., cassette & open reel.  
Brand name: Audio Devices, Emitape Ltd.

TAPE, RAW & BLANK LOADED

Agfa Gevaert, see Jebens.

Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong. Tel: (5) 237845.  
Audio: Cassette.

E M I (Hong Kong) Ltd., 11 Fa Po St., Yau Yat Tsuen, Kowloon. Tel: (3) 810321/4. Cable: EMITRON. Dir.: Neil Sansfield.

Greencorp Magnetics Ltd., 12/175 Gloucester Rd., Hong Kong. Tel: (5) 731948. Telex: 83583.  
Audio: 8-tr., cassette & open reel.  
Video: 1/2" EIAJ open reel.

Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., Cheung Lee St., Chai Wan. Tel: (5) 572282. Telex: 85938. Dir.: Terence Ma (Blank only)  
Home office: USA.  
Audio: Cassette.

Jebens & Co. Ltd., Agfa-Gevaert Dept., PO Box 97, Pedder Bldg., 6th fl., Hong Kong. Tel: (5) 253061. Telex: 73221, 73769.  
Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.  
Video: Cassette, open reel.  
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Studer-Revox (HK) Ltd., 108 Asian House, 1 Hennessy Rd., Wanchai. Tel: (5) 278571. Cable: REVOXSOUND. Mng. Dir.: Klaus H. Heymann; Gen. Mgr.: John Ho; Sales Mgr.: David Ling; Service Mgr.: Peter Ling. (Raw only)  
Audio: Open reel.  
Brand name: Revox.

● accessories manufacturers

Greencorp Magnetics Ltd., 12/175 Gloucester Rd., Hong Kong. Tel: (5) 731948. Telex: 83583.  
Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, leader & splicing tape.

Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., Cheung Lee St., Chai Wan. Tel: (5) 572282. Telex: 85938. Dir.: Terence Ma  
Home office: USA  
Product: Cleaners, cloths & brushes, head cleaners.

Studer-Revox (HK) Ltd., 108 Asian House, 1 Hennessy Rd., Wanchai. Tel: (5) 278571. Cable: REVOXSOUND. Mng. Dir.: Klaus H. Heymann; Gen. Mgr.: John Ho; Sales Mgr.: David Ling; Service Mgr.: Peter Ling.  
Product: Cleaners, cloths & brushes, head cleaners & demagnetizers.

● store fixtures & merchandising aids manufacturers

Greencorp Magnetics Ltd., 12/175 Gloucester Rd., Hong Kong. Tel: (5) 731948. Telex: 83583.  
Product: Divider cards.

● jukebox importer

Cosdel (Hong Kong) Ltd., PO Box 2650, Central Sta. 1309-1310 Champion Bldg. 301-9 Nathan/Jordan Rd., Kowloon. Tel: (3) 302347. Cable: HKCOLTEC. Mng. Dirs.: Kenneth L. Cole, T.K. Whang; Mgr. & Dir.: Robert Wong.  
Brand name: Wurlitzer (Germany)

HUNGARY

Population: 10,625,000  
Rate of exchange: \$1 (US) = 18.94 forints.  
Per capita income: \$2,200.  
Holidays: January 1, Easter Monday, April 4 (Liberation Day), May 1 (Labor Day), November 7 (Russian October Revolution Day), December 25, 26.

RECORDS:

Records sold domestically including imports (retail value): LP's 1977—3,759,000 units, \$15,557,900; 1976—3,130,000 units, \$12,419,350. EP's & Singles 1977—1,689,000 units, \$2,326,840; 1976—737,000 units, \$1,044,420.

Records imported from USA (factory value—CIF): 1977—280 units, \$994; 1976—250 units, \$398.

Records exported to USA (factory value—FOB): 1977—49,800 units, \$64,850; 1976—45,200 units, \$60,331.

Records imported from countries other than USA (factory value—CIF): 1977—1,276,148 units, \$1,910,000; 1976—1,150,000 units, \$1,641,500.

Records exported to countries other than USA (factory value—FOB): 1977—1,024,000 units, \$1,573,300; 1976—857,439 units, \$1,165,500.

Average retail price record: LP's—\$4.32; EP's & Singles—\$1.63.

Stereo sales: 100%.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer. There is only one record manufacturer in Hungary, and it controls all the distribution. It also owns some retail outlets. Most of the retail shops belong to Book Sales Ent., and all of them do not specialize in record and sheet music sales.

Type of Promotion: Several radio and television programs, announced by editors (disk jockeys), feature recorded music. A "hit list" is compiled by the weekly "Hungarian Youth" and the National Radio. Voting is done by mail and the list is not regarded as accurate.

Jukeboxes: 500.

TAPE:

Market: Only classical music is available on pre-recorded cassettes, but blank tape is available, and there is a special radio program for owners of playback equipment who record broadcast music. There are no pre-recorded 8-track cartridges or open reels on the market.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1977—241,000 units, \$1,594,390; 1976—96,000 units, \$764,140.

Pre-recorded tape exported to USA (factory value—FOB): 1977—1,530 units, \$3,200.

Pre-recorded tape imported from countries other than USA (factory value—CIF): 1977—18,000 units, \$69,150; 1976—44,000 units, \$122,500.

Pre-recorded tape exported to countries other than USA (factory value—FOB): 1977—3,210 units, \$6,742.

Average retail price per tape: Cassette—\$7.50.

RADIO:

Comment: There are two medium wave outlets, relayed to all parts of the country, and one medium wave outlet to the

West. Several shortwave and ultrashortwave outlets carry broadcasts in approximately 20 languages, including Hungarian.

#### TELEVISION STATIONS:

No. of channels: 2 government.

#### IMPORT / EXPORT REGULATIONS:

Records and pre-recorded cassettes can be exported and imported only by Kultura—Hungarian Foreign Trading Co., which has exclusive rights.

Paul Gyongy

### ● record & tape manufacturers / distributors / importers

Hungarian Gramophon Recs., Vorosmarty ter 1, Budapest V. Tel 176-222. Cable QUALITON Gen. Dir. Jenő Bors. (Distributed by Kultura)

**Labels: (Owned)** Hungaroton, Pepita, Qualiton; (Licensed) Barclay (France), Decca (UK), EMI (UK), Phonogram (Netherlands), Polydor (West Germany).

Hungaroton, see Hungarian Gramophon & Kultura.  
Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel 159-450. Telex 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros, Export/Import Mgr. Mrs. Wiszkidzensky.

**Labels: (Distributed)** Hungaroton, Pepita, Qualiton; (Licensed) Decca (UK), EMI (UK), Philips (Netherlands), Polydor (Germany)

**Int'l reps.:** Argentina (Fonema) Australia (Avant Garde, Read & Co.), Belgium (Baltic), Canada (Alexander Trading), Denmark (Rocord), Egypt (General Egyptian Book Org.), Finland (EMI), France (Disc AZ), Germany (Disco-Center), Greece (Music Box), Hong Kong (Studer-Revox), India (Gramophone), Italy (Carisch), Japan (King), Lebanon (Ste Libanese), Mexico (Gamma), Netherlands (Sound Prods.), Spain (Hispavox), Sweden (EMI), Switzerland (Sade), Turkey (Faruk Erengul), UK (Selecta), USA (Qualiton), Yugoslavia (Forum, Jugoton) (SEE ADVERTISEMENT)

Pepita, see Hungarian Gramophon & Kultura  
Qualiton, see Hungarian Gramophon & Kultura

### ● music publishers

Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel 159-450. Telex 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros, Export/Import Mgr. Mrs. Kovacs

**Int'l reps.:** Australia (Boosey & Hawkes), Austria (Holmeister), Canada (Boosey & Hawkes), Denmark (Engstrom), Finland (Musik Fazer), France (Boosey & Hawkes),

West Germany (Boosey & Hawkes), Greece (Nakas), Israel (From Music Supply), Italy (Carisch), Japan (Nippon, Academia Music, Kawai), Luxemburg (Scala), Netherlands (Broeckmans & van Poppel), Norway (Musik-Huset, Norsk), Spain (Real Musical), Sweden (Boosey & Hawkes), Switzerland (Eulenburg), UK (Boosey & Hawkes), USA (Boosey & Hawkes), Yugoslavia (Muzicka Naklada, Mladost) (SEE ADVERTISEMENT)  
Musica Budapest (Ed.), Vorosmarty ter 1, H-1051 Budapest. Tel 184-228. Mng. Dir. Laszlo Sarlos, Gen. Mgr. Laszlo Eosze; Int'l Promo. Mgr. Gabor Knisch.

### ● services

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Budapesti Zenei Versenyek es Festivalok Irodaja (Budapest Office of Music Competitions & Festivals, Office of Barok Seminar), PO Box 80, Vorosmarty ter 1, H-1366 Budapest V. Tel 176-222. Cable FESTIVALBURO. Dir. Peter Gorog, Gen. Sec'y Edith Galambos

Institute for Musicology of the Hungarian Academy of Sciences (including Barok Archives & Museum of History of Music), PO Box 28, H-1250 Budapest I. Tel 161-522 / 208. Dir. Prof. Jozsef Ujfalussy.

Interconcert (International Concert Mgmt), Vorosmarty ter 1, H-1368 Budapest V. Tel 176-222. Cable INTER-KONCERT. Press Officer Karoly Sailer

Magyar Nepkoztarsasag Muveszeti Alapja (Artistic Foundation of the Hungarian Peoples Republic), Bathori utca 10, Budapest V. Chief Musical Section Vice Dir. Paul Gyongy

Magyar Zenemuveszek Szovetsge (Association of Hungarian Musicians), Vorosmarty ter 1, H-1364 Budapest V. Tel 184-243. Cable MUSICUNION, Sec'y Gen. Tibor Sarai, Exec. Sec'y Franciska P. Ispan

Union of Hungarian Musicians, Gorkij fasor 38, Budapest VI. Tel 211-120. Cable MUDOSZ.

#### DESIGN & ARTWORK

Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel 159-450. Telex 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros, Export/Import Mgr. Mrs. Wiszkidzensky (SEE ADVERTISEMENT)

#### LICENSING ORGANIZATIONS, MUSIC

Artisjus (Bureau Hongrois pour la Protection des Droits d'Auteur), Vorosmarty ter 1, H-1051 Budapest. Tel (0301) 176-222, 184-629. Gen. Mgr. Mihaly Ficsor; Dir. & Music Dept. Head. Dr. Imre Mora. (Mechanical & performing rights)

Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel 159-450. Telex 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros, Export/Import Mgr. Mrs. Wiszkidzensky (SEE ADVERTISEMENT)

#### PLATING, PROCESSING & PRESSING PLANT

Villamoszigitelo es Muanyaggyar, Jozsef utca 120, Budapest XI. Tel. 450-950.

#### PRINTER & LITHOGRAPHER RECORD PROMOTION

Kultura—Hungarian Foreign Trading Co., P.O. Box 149, H-1389 Budapest 62. Tel 159-450. Telex 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros, Export/Import Mgr. Mrs. Wiszkidzensky (SEE ADVERTISEMENT)

### ● supplies

#### ENVELOPES & MAILERS JACKETS & SLEEVES

Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel 159-450. Telex 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros, Export/Import Mgr. Mrs. Wiszkidzensky (SEE ADVERTISEMENT)

### ● accessories manufacturer

Kultura—Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel 159-450. Telex 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros, Promo. Mgr. Gyorgy Sarai.  
Product: Catalog servs. (SEE ADVERTISEMENT)

## ICELAND

Population: 220,000

Rate of exchange: \$1 (US) = 256.41 krona.

Per capita income: \$4,682

Holidays: January 1, Easter Monday, May 1 (Labor Day), Whitsun, June 17 (National Day), December 1 (Anniversary of Independence), December 25, 26.

Records, record blanks & pre-recorded media imported from USA: 1977—\$168,014.

### ● record & tape manufacturers / distributors / importers

Boka-og Bladautgavan, Hatuni 2, Reykjavik.  
Falkinn Ltd. (IFPI), PO Box 5420, Sudurlandsbraut 8, Reykjavik. Tel (91) 8 46 70. Telex 2078.

WE ARE ALL SET FOR THE 2nd CENTURY OF RECORDED SOUND!  
With So Many Fine Labels Around Why Choose

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- we guard the traditions of the original and fiery Hungarian folk and gypsy music;
- we present a new way of pop: "Country and Eastern";

All of them performed by the best internationally appreciated Hungarian artists  
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Our musical ambassador:

# HUNGAROTON

World distributor: Kultura Hungarian Foreign Trading Company  
H-1389 Budapest  
P.O.B. 149

Upon request a complete catalogue is provided free of charge



Hawk Recs. (IFPI), IMS House, 5/6 Lombard St., Dublin 2. Tel. (01) 774-229/220, 779-762. (Distributed by Solomon & Peres)  
**Labels:** Comhaltas, Hawk, Immediate, Lunar, Misty, Nems, Opal, Puck, Ram, Stop, Target.  
**Int'l rep.:** Canada (Boot)

Heliodor, see Polydor  
 Heritage, see Demesne  
 Hit, see Release  
 Horslips Recs Ltd., 58 Haddington Rd., Balls Bridge, Dublin 4. Tel. (01) 681-355. Chief Exec.: Jim James.

I D/Heritage, see CBS  
 I M I, see Avoca  
 Immediate, see Hawk

Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel. (01) 779-046, 720-498, 723-364. Gen. Mgr. Gerry O'Byrne. Sales Mgr.: Peter O'Beirne. (Distributor)  
**Labels:** (Distributed) Claddagh, Hawk, Hit, Musikelt, Nems, Oats, Outlet, Play, Prize, R&O, Ram, Release, Shaft, Solo, Tap, Toppin.

Irish Rec. Factors Ltd. (IFPI), PO Box 377, 9/10 Hanover St. E., Dublin 2. Tel. (01) 784-755. Cable: IREFACTS. Gen. Mgr. Michael H. Geoghegan. Promo. Mgr. Phyl Mitton.  
**Labels:** (Owned) Rex. (licensed) Free Reed (UK), Rego (USA), Supraphon (Czechoslovakia); (distributed) Beserkley (UK), Bonus, Comhaltas, Denver, Dolphin, Emerald, Gael-Linn, Globe, Mercier, Mooncrest (UK), NIRC, Oryx (UK), Outlet, Peerless (UK), Power Exchange (UK), Ros, Rounder (USA), Sail, Ton; (represented) Argo, Avoca, B&C, Barclay, CRD, Cube, Daily Express, Deram, Fantasy, Grunt, Nevis, Nonesuch, L'Oiseau Lyre, Quality, RCA, Reflection, Rockfield, Rubber, Spoken Arts, Threshold, Topic, Trojan, Turnabout, Unicorn, Viva, Vocalon, Vox.

K-tel Int'l (Ireland) Ltd., 66 Dame St., Dublin 2. Tel. (01) 710-811. Telex. 4263 Mng Dir. Brendan Harvey.  
**Home office:** USA.

Livia Recs. (Davis Stationery Ltd.), 11 Capel St., Dublin 1. Tel. 748-169/792. Dir. Gerald Davis.

Lunar, see Hawk  
 M G M, see Polydor.

M P I Recs., 39 Serpentine Ave., Dublin 4. Telex. 683638. Mng. Dir. Philip Green

Menlo-Int'l Recs., Ballincurra, Limerick. Tel. Limerick 47375

Mercier, see Irish Rec. Factors  
 Mercury, see Polydor  
 Mint, see Solomon & Peres  
 Misty, see Hawk & Solomon & Peres  
 Mulligan, see CBS  
 Music for Pleasure, see EMI  
 Musikelt, see Independent Music  
 N I R C, see Irish Rec. Factors  
 Nems, see Hawk  
 Oats, see Independent Music  
 One Up, see EMI  
 Opal, see Hawk  
 Outlet, see Irish Rec. Factors  
 Outlet/Homespun, see EMI  
 Parlophone, see EMI  
 Philips, see Polydor  
 Play, see Release

Polydor Ltd. (IFPI), 49 Middle Abbey St., Dublin 1. Tel. (01) 42579. Cable: POLYDOR LTD. Telex. 852-4129-5341. Mng. Dir. John J. Woods  
**Labels:** (Owned) Archiv, DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Vertigo, Verve; (licensed) All Platinum, Big Ben, Bradley's, CTI, Charisma, Chelsea, Dawn, Disneyland, GTO, GVC, Golden Hour, H&L, Kama Sutra, Kudu, Pablo, Pye, RSO, Ring-O, Sire, Spark, State, Stax, Tangent, Track, 20th Century, UK, Vanguard, Volcan; (distributed—not licensed) Precision, Ram.

Precision, see Polydor  
 Prize, see Independent Music  
 Puck, see Hawk

Quartz Recs., 53 Dartmouth Square S., Dublin 6. Tel. (01) 789-500/762. Mng. Dir. Jerry Hughes. Gen. Mgr. George O'Reilly. Sales Mgr.: Marcus Connaughton. (Distributed by Shamrock)

R & O, see Independent Music  
 Ram, see Hawk & Polydor  
 Regal Zonophone, see EMI

Release Recs Ltd. (IFPI), 5/6 Lombard St., Dublin 2. Tel. (01) 779-046, 784-529/182. Mng. Dir. Michael Clerk. Gen. Mgr. Michael O'Riordan. (Distributed by Solomon & Peres)  
**Labels:** (Owned) Harp, Shamrock; (distributed—not licensed) Quartz.  
**Int'l branch:** USA.  
**Labels:** (Owned) Hit, Play, Release, Solo.  
**Int'l reps.:** UK (Northern Ireland—Independent Music, England—Shannon).

Rex, see Irish Rec. Factors  
 Rip-Off, see Solomon & Peres  
 Ros, see Irish Rec. Factors  
 Sail, see Irish Rec. Factors  
 Shaft, see Independent Music

Shamrock Souvenir Rec. Co. Ltd., 13-14 Magennis Pl., Dublin 2. (Distributed by EMI)  
**Labels:** (Owned) Harp, Shamrock; (distributed—not licensed) Quartz.  
 Solo, see Release.

Solomon & Peres Ltd., Dublin Ind'l Estate, 106-B, Finglas, Dublin 11. Tel. (0001) 309-922. Telex. 30937. Mng. Dir.: Mervyn A. Solomon. Gen. Mgr.: Shay Hennessy.  
**Home office:** Northern Ireland in UK.  
**Labels:** (Owned) Emerald, Mint, Rip-Off; (distributed—not licensed) Arcade, Charley, Chiswick, Decca, Ember, Enterprise, Galaxy, Logo, RCA, Stiff, WEA (all UK), Claddagh, Hawk, Misty, Release.

Sovereign, see EMI  
 Spin, see Symphola  
 Spire, see Dolphin  
 Starline, see EMI  
 Stateside, see EMI  
 Stop, see Hawk  
 Symphola Co. Ltd., 56 Harcourt St., Dublin 2. Tel. (01) 758-523. Cable: EIRE

**Home office:** Northern Ireland in UK.  
**Labels:** (Owned) Spin; (represented) DJM  
 Talisman, see EMI  
 Tap, see Independent Music  
 Tara Enis Ltd., 5 Tara St., Dublin 2. Tel. (01) 776-921, 771-650. Mng. Dir.: John Cook. (Distributed by Claddagh)  
**Int'l reps.:** Germany (Helmut Marcuse), USA (Peters Int'l, Rounder, Shanachie)  
 Target, see Hawk  
 Ton, see Irish Rec. Factors  
 Toppin, see Independent Music  
 Triskel, see Dolphin  
 Vertigo, see Polydor  
 Verve, see Polydor  
 Waverly, see EMI  
 World, see EMI

### ● music publishers

Celtic Songs, 97A Talbot St., Dublin 1. Tel. 4-7438. Mng. Dir. Brian J. Barker. Gen. Mgr.: Maureen McNamee.  
**Int'l rep.:** Canada (Morning)

Emerald Music, Dublin Ind'l Estate, 106-B, Finglas, Dublin 11. Tel. (0001) 309-922/209. Gen. & Sales Mgr.: Louis Solomon.  
**Home office:** Northern Ireland in UK  
**Int'l firms represented:** Aesop's Fable (USA), Jumping Jade (USA), SPR (USA)  
**Int'l reps.:** Australia (Leeds), France (Nouvelles), OK, South Africa (Intersong), Odyssey (USA)

Emtune, Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel. 309-077. Cable: EMITRON. Telex. 4535. Mng. Dir.: Brian Dockery. Comm'l Mgr.: Michael F. Roberts.

Emma Music Ltd., 5/6 Lombard St., Dublin 2. Tel. (01) 784-420. Mng. Dir.: Michael Clerk. Gen. Mgr.: Michael O'Riordan.  
**Int'l firms represented:** Morning (Canada), Red Bus (UK)  
 Frontier Music, see Emma  
 Green Grass Music (MCPS, PRS), Carrick Rd., Drumsnabno, County Leitrim. Tel. Drumshanbo 13. Mng. Dir.: Paschal C. Mooney  
**Int'l firms represented:** Contention (USA), Hello Darlin' (USA), Ricci Mareno (USA), Morning (Canada), Window (USA)

Keady Music, see Squirrel  
 Pat Kerry Music, see Celtic  
 McGuigan Music, see Celtic  
 Music Publ's of Ireland, 39 Serpentine Ave., Dublin 4. Telex. 683638. Mng. Dir.: Philip Green

Pints Music (PRS), 20 Shielmartin Dr., Dublin. Tel. 325-437

Raglan Music, J.F. Kennedy Estate, Naas Rd., Dublin 12. Tel. (01) 508-256. Telex. 30434. Chief Exec.: John J. Woods  
**Int'l firm represented:** Intersong (UK)

Regina Music, 9/10 Hanover St. E., Dublin 2. Tel. (01) 784-755. Gen. Mgr.: Michael H. Geoghegan. Promo. Mgr.: Phyl Mitton.

Sally Ann Songs/Pintz Music, 53 Dartmouth Square S., Dublin 6. Tel. (01) 789-500/762. Mng. Dir.: Jerry Hughes. Gen. Mgr.: Marcus Connaughton.  
**Int'l rep.:** Worldwide (Campbell-Connelly)

Segway Music Ltd., see Squirrel  
 Simon Music, see Emma  
 Simpa Music, see Squirrel  
 Skin Music, see Celtic

Squirrel Music, IMS House, Lombard St., Dublin 2. Tel. (01) 774-229/220, 778-701, 779-762, 763-862  
**Int'l firms represented:** Amphonic (UK), Harner (Spain), Kleinerts (Denmark)  
**Int'l reps.:** Denmark (Kleinerts), Spain (Harner)

Woodtown Music Publ's Ltd., Dame House, Dame St., Dublin 2. Tel. (01) 778-943/034. Chm.: Gareth Browne.

### ● services

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Irish Arts Council, 70 Merrion Square, Dublin 2. Tel. (0001) 764-685

Irish Federation of Musicians & Assoc'd Professions, 63 Lower Gardiner St., Dublin 1. Tel. (001) 744-645

Irish Music Inds., 15 Herbert St., Dublin 2. Tel. 766-940. Gen. Mgr.: Michael Orriordan.

Music Ass'n of Ireland Ltd., 11 Suffolk St., Dublin 2. Tel. (01) 770-976. Chm.: Pat O'Kelly. Hon. Sec'y: Joan Cowle

### DESIGN & ARTWORK

Diana O'Donnell (Commercial Designs), 81/82 Aungier St., Dublin 2. Tel. (01) 780-044/721.

### LICENSING ORGANIZATIONS, MUSIC

M C P S (Mechanical-Copyright Protection Society) Ltd., 15 Herbert St., 2nd fl., Dublin 2. Tel. 766-940/996. Gen. Mgr.: David Buskell.

P R S (Performing Right Society) Ltd., 15 Herbert St., Dublin 2. Tel. 767-388, 761-181. Mgr.: Pat Condon.

### PLATING, PROCESSING & PRESSING PLANTS

Carlton Prod's Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel. (01) 505-773, 514-044. Cable: DISCTAPE. Telex. 30544. Mng. Dir.: Robert McGrattan. Sales Mgr.: Frederick G. Kinney.

E M I (Ireland) Ltd., Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel. 309-077. Cable: EMITRON. Telex. 4535. Mng. Dir.: Brian Dockery. Sales Mgr.: John Condren, Comm'l Mgr.: Michael F. Roberts. (Pressing only)

### RECORD PROMOTION

E M I (Ireland) Ltd., Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel. 309-077. Cable: EMITRON. Telex. 4535. Mng. Dir.: Brian Dockery. Sales Mgr.: John Condren, Comm'l Mgr.: Michael F. Roberts

G H Hughes Mgmt. Ltd., 53 Dartmouth Square S., Dublin 6. Tel. (01) 789-500/762. Mng. Dir.: Jerry Hughes. Gen. Mgr.: George O'Reilly. Sales Mgr.: Marcus Connaughton

Music Mktg., 71 Middle Abbey St., Dublin 1. Tel. (01) 742-627, 851-128

Solomon & Peres Ltd., Dublin Ind'l Estate, 106-B, Finglas, Dublin 11. Tel. (0001) 309-922. Telex. 30937. Mng. Dir.: Mervyn A. Solomon. Gen. Mgr.: Shay Hennessy

### TAPE CUSTOM DUPLICATORS

Apex Electrical Co. Ltd., 3 Burgh Quay, Dublin 2. Tel. 777-788. Mng. Dir.: Joseph P. O'Reilly. Gen. Mgr.: Vincent Nolan. Sales Mgr.: Maureen McNamee.  
**Audio:** Cassette

Chyme Tape Prod's Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel. (01) 505-773, 514-044. Cable: DISCTAPE. Telex. 30544. Mng. Dir.: Robert McGrattan. Sales Mgr.: Frederick G. Kinney  
**Audio:** 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic

E M I (Ireland) Ltd., Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel. 309-777. Cable: EMITRON. Telex. 4535. Mng. Dir.: Brian Dockery. Sales Mgr.: John Condren, Comm'l Mgr.: Michael F. Roberts  
**Audio:** Cassette

### ● supplies

#### CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

**PROFESSIONAL TAPE SUPPLIES TAPE, RAW & BLANK LOADED**

Agfa-Gevaert Ltd., PO Box 368A, John F. Kennedy Dr., Naas Rd., Dublin 12. Tel. (01) 506-733. Telex. 5429. Mng. Dir.: Mr. Vervoort. Sales Mgr.: Mr. Eggers.  
**Audio:** Blank—compact-cassette, open reel, raw—cassette, broadcast, studio  
**Video:** Cassette, open reel  
**Brand names:** Agfa Carat, Agfa Stereochrom, Agfa Videochrom

Denis Coakley Ltd., Clonee, County Meath. Tel. (01) 384-011. Cable: DECO. Telex. 5277. Sales Mgr.: Donald Byrne. (Raw & blank loaded tape only)  
**Audio & Video:** Cassette, open reel  
**Brand name:** BAROF

Contek Teoranta Carraroe, County Galway. Tel. Galway 72144. Mng. Dir.: Joe Jameson  
**Branch:** England  
**Audio:** Cassette

### ● accessories manufacturers / importers

Contek Teoranta Carraroe, County Galway. Tel. Galway 72144. Mng. Dir.: Joe Jameson.  
**Branch:** England  
**Product:** Head cleaners & demagnetizers, leader & splicing tape

Demesne Recs. Ltd., 22 Ellis Quay, Dublin 7. Tel. (01) 720-411. (Distributor/Importer)  
**Product:** Tape carrying & storage cases

Dolphin Whisle Discs Suppliers Ltd., 22 Marlborough St., Dublin 1. Tel. 746-525. Gen. Mgr.: Joseph P. O'Reilly. Sales Mgr.: Anthony McNulty  
**Product:** Carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers, needles

Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel. (01) 779-046. Gen. Mgr.: Gerry O'Byrne. Sales Mgr.: Peter O'Beirne  
**Product:** Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers

Irish Rec. Factors Ltd., PO Box 377, 9/10 Hanover St. E., Dublin 2. Tel. (01) 784-755. Cable: IREFACTS. Gen. Mgr.: Michael H. Geoghegan  
**Product:** Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners & demagnetizers

Solomon & Peres Ltd., Dublin Ind'l Estate, 106-B, Finglas, Dublin 11. Tel. (0001) 309-922. Telex. 30937. Mng. Dir.: Mervyn A. Solomon. Gen. Mgr.: Shay Hennessy  
**Product:** Record & tape carrying & storage cases, record & tape catalog servs., cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape

### ● store fixtures & merchandising aids manufacturers / importers

August Engraving Co. Ltd., 9 Burgh Quay, Dublin 2. Tel. (01) 783-288/325. Mng. Dir.: Tony Byrne.  
**Product:** Record & tape divider cards

Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel. (01) 779-046. Gen. Mgr.: Gerry O'Byrne. Sales Mgr.: Peter O'Beirne  
**Product:** Tape display racks





Comhol Ltd., PO Box 39840, 20 MerkhaZ Ba'alei Melacha, Tel Aviv Tel (03) 28-20-31, 41-03-40 Telex 341118 X 5518 Mng Dir Eddie Wegenfeld.  
**Audio:** High speed duplicators, 8-tr. & cassette loaders & tape exercisers  
**Brand names:** Audiomatic, Electro Sound, Pentagon

**TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES**

Ataratape Ltd., 18 Hamagid St., Jerusalem. Tel. (02) 85-62-80 Dir Warren A. Green; Gen. Mgr. Bernd Struch  
**Home office:** Australia, Greencorp Magnetics  
**Audio:** Cassette Boxes

● **accessories manufacturers**

Ataratape Ltd., 18 Hamagid St., Jerusalem. Tel. (02) 85-62-80 Dir Warren A. Green; Gen. Mgr. Bernd Struch.  
**Home office:** Australia, Greencorp Magnetics.  
**Product:** Tape carrying & storage cases, cleaners, demagnetbrushes, head cleaners, demagnetizers, leader & splicing tape  
**Electron Casslag Ltd.,** 107 Hachashmonaim St., Tel Aviv Tel 26 05-33  
**Product:** Needles  
**Brand name:** Pickering

● **store fixtures & merchandising aids manufacturer**

Ataratape Ltd., 18 Hamagid St., Jerusalem Tel. (02) 85-62-80 Dir Warren A. Green; Gen. Mgr. Bernd Struch.  
**Home office:** Australia, Greencorp Magnetics  
**Product:** Record & tape divider cards

**ITALY**

**Population:** 56,245,000  
**Rate of exchange:** \$1 (US) = 885 lire  
**Per capita income:** \$2,700  
**No. of homes with record players:** 6,700,000  
**Holidays:** January 1, January 6 (Epiphany), March 19 (St Joseph's Day), Easter, Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), May 23 (Ascension Day), June 2 (Anniversary of the Republic), June 13 (Corpus Christi), June 29 (St. Peter & Paul), August 15 (Assumption), November 1 (All Saints' Day), November 4 (National Unity Day), December 8 (Immaculate Conception), December 25, December 26 (St. Stephen's Day)

**RECORDS:**

**Records sold domestically including imports (retail value):** LP's 1977—16,000,000 units Singles 1977—21,000,000 units  
**Average retail price per record (including 14% AVT):** LP's—top price pop—\$5.54 to \$6.21, top price classical—\$6.78 to \$7.91, mid-price classical—\$4.52 to \$5.65, budget classical—\$3.39 to \$3.95; Singles—\$1.64  
**Stereo sales:** 93% of total  
**Record club sales:** 2% of total  
**Discounting:** Frequent  
**Type of distribution:** Manufacturer-to-wholesaler-to-retailer system predominates, but some major companies have switched to the manufacturer-to-retailer system

**TAPE:**

**Market:** Cassettes are preferred 8-tr. & open reel sales are insignificant. Piracy is a severe problem as it is estimated to account for as much as 50% of total sales.  
**Pre-recorded tape sold domestically including imports (retail value):** 8-tr 1977—1,000,000 units. Cassette 1977—13,500,000 units

**IMPORT / EXPORT REGULATIONS:**

No customs are charged to members of the Common Market, but an AVT (1977—14%) must be paid on imports from all countries. Currently, in order to help stabilize a fluctuating rate of exchange, 50% of the payment owed for imports is held on deposit for 90 days without interest by the Bank of Italy

Germano Ruscitto

● **record & tape manufacturers / distributors / importers**


Ace of Clubs, see Decca  
 Ace of Diamonds, see Decca  
 Adam s Rib, see Emmet  
 Aquamanda Recs. Srl., Largo Carroli 2, 20121 Milan, Tel (02) 803 750 Local branch: Int'l Dept., Via Montepulzone 29 Tel (02) 782-159.  
 Albatros, see Sciascia  
 Amencia Recs., Galleria del Corso 2, 20122 Milan, Tel (02) 704 006 Chief Exec Angeramo Nunzia; Gen. & Sales Mgr Samele Giovanbattista.  
 Angel, see EMI  
 Antenna Nord, see CGD  
 Antoniano, see Ri-Fi

Archiv, see Phonogram  
 Archivi Sonori, see Bella Ciao.  
 Arcobaleno Rec., Viale Bianca Maria 5, 20122 Milan, Tel (02) 795 666, 701 719  
 Area, see Studio G  
 Argo, see Decca  
 Ariete, see Carosello  
 Aris Eds. Musicali & Discografiche, Via Eleonora Pimentel 2, 00195 Rome Tel (06) 311 979, 312 296 Cable DISCARIS Artistic Dir. Aldo Pomilia, Musical Adviser & Label Mgr Claudio Tallino.  
**Labels: (Owned) Aris, (licensed) Central Park (Brazil), Martin Meyer (Argentina), Productora Musical (Venezuela), Satril (UK), (distributed—not licensed) Dany, Peerless (UK), Picci, Pinciana**  
**Int'l reps.:** Argentina (Martin Meyer), Brazil (Central Park), Spain (Columbia), Venezuela (Productora Musical)  
 Arston Srl (IFPI), Via Massimo Gorki 21, Strada Zivido, 20098 San Giuliano (Milan), Tel (02) 984 6974 Telex 35466 Pres. Alfredo Rossi, Sales Mgr: Riccardo Benini, Int'l Mgr.: Graham Johnson (Distributed by Ricordi)  
**Branch: 00195 Rome, Via Cantore 17, Tel (06) 386 259**  
**Labels: (Owned) Arston, Auditorio Classico, Cultura Popolare, Jazz Story, Oxford, (licensed domestic) L'Orchestra, (licensed foreign) H&L (USA), Shelter (USA)**  
**Int'l reps.:** Argentina (Sicamericana), Australia (Colossal), Brazil (Chantecler), Canada (Nerucci), Chile (Banglad), Colombia (Fuentes), Japan (King), Mexico (Gamma), Peru (Sono Flavica), Portugal (Radio Triunfo) Switzerland (Musikvertrieb), Venezuela (Promus)

Arpa, see Rondinella  
 Ars Nova see Sciascia  
 Ascolto, see CGD  
 Asylum, see WEA  
 Atlantic, see WEA  
 Atlas Recs., Corso Buenos Aires 10, 20124 Milan Tel (02) 271 5972 Pres. & Gen. Mgr. Alessandro Coppola, Press & Promo Mgr Daniela Festari.  
**Labels: (Owned) Atlas, Clover, (licensed) Belsize (UK) (SEE ADVERTISEMENT)**  
 Audiogram, see Sonorex  
 Auditorio Classico, see Arston.  
 Baby Recs. Srl., Piazza Della Repubblica 26, Milan Tel (02) 657 1402/1491 Cable BABYRECORD Mng Dir Freddy Naggjar (SEE ADVERTISEMENT)  
 Bazar Srl., Via Manfredi 5, 42100 Reggio Emilia Mng Dir & Gen Mgr Luigi Rinaldi; Sales Mgr. Paolo Passamonte  
**Labels: (Owned) Bazar, Record Executive**  
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 Bella, see Phonotype  
 Bella Crao Srl (Eds.), Via Melzo 9, 20129 Milan Tel (02) 228 192  
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 Bene Cosi, see City  
 Bentler, see Guerrini  
 Big, see Studio 7  
 Bla Bla Recs. Srl., Galleria del Corso 2, 20122 Milan Tel (02) 796 149  
 Black Saint, see Hi-Fi  
 Blu Recs Srl., Piazza Mirabello 1, 20121 Milan Tel (02) 650 498, Gen. Mgr. Felix Piccarreda, Int'l Ass't Alessandra Tosca.  
 Blue, see Ricordi  
 Blue Jean, see Spark  
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**Labels: (Owned) Bongiovanni, Il mito dell'opera, (licensed) Mizar, (distributed—not licensed) Adriano, Mixtur (Germany).**  
**Int'l rep.:** Germany (Mixtur)

Broader, see Ducale  
 Bugari, see Sisme  
 C A M (Creazioni Artistiche Musicali) SpA, Via Virgilio 8, 00193 Rome, Tel (06) 382.021 Cable CAMUSIC Telex 62374. Pres Giuseppe Campi; Prod'n Dir Giuseppe Giacchi, Sales Mgr Bruno Bianchi (Distributed by RCA)  
 C B S Dischi SpA (IFPI), Via Amedei 9, 20123 Milan Tel (02) 809 521 Telex 34343 Gen. Mgr Jacques Ferrari, Sales Dir. Piero La Falce, Mktg Dir. Mike Von Winterfeldt, CBS Creative Opns Antonio Marrapodi, Controller Ferdinando Magni (Distributed by CGD-Messaggerie Musicali).  
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 C G D-Messaggerie Musicali SpA (IFPI), Via Quintiliano 40, 20138 Milan, Tel (02) 50 84, Cable CIGIDISC Telex 35063. Pres. Ladislao Sugar; Mng. Dirs. Piero Sugar, Franco Crepax, Exec. VP's Giuseppe Giannini, Sandro Delor, Comm'l Mgr., Roberto Guerrazzi, Sales Mgr Romano Razzini, Promo Mgr. Johnny Porta  
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**Int'l reps.:** CGD—Japan (King), worldwide excluding Japan (CBS Int'l in USA), Clan—Europe (Ariola-Eurodisc in Germany), worldwide excluding Europe (CBS Int'l in USA) (SEE ADVERTISEMENT)

**C L S Recs.** SaS, Piazzetta Pattari 1/3, Milan. Tel: (02) 871 370. Pres.: Detto Mariano, Gen. Mgr.: Lina De Sutti, Sales Mgr.: Silvio De Sutti.

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**C & M Discografica Cavalieri & C.** Ed. Musicali Srl, Via Isonzo 206, Bari. Tel: (080) 224 610. Gen. Dir.: Lino Cavalieri, PR Giuseppe Accettura.

**Labels: (Owned)** C&M, Flop, Fonocomer, Sinusoid.

**Int'l rep.:** North & South America (Font-Cetra).

**C R A M P S.** see Memoria. (SEE ADVERTISEMENT)

**C R A M P S Diverso.** see Memoria.

**C R A M P S Nova Musica.** see Memoria.

**Cadis.** see Phonotype.

**Camaleone.** see CLS.

**Canadian American.** see Produttori Associati.

**Canopo (Gruppo Ed.).** Via A. Riboty 22, 00195 Rome. Tel: (06) 315 615.

**Labels: (Owned)** Canopo, Daneb, Flirt, Flower, Folk-music, Octopus. (represented) MP 2000 (France).

**Capitol.** see EMI.

**Car Juke Box.** Viale Bianca Maria 5, 20122 Milan. Tel: (02) 795 444, 74 90 835.

**Carosello CEMED Srl (IFPI),** Galleria del Corso 4, 20122 Milan. Tel: (02) 793 088. Cable: CURCIMUSIC. Pres.: Giuseppe Gramitto Ricci, Gen. Mgr.: Luciano Montesion (Licensed to Ricordi).

**Labels: (Owned)** Ariete, Carosello, Costanza, Curci, Frog, Italian Yank, Mustang; (licensed) Pyramid, Roulette (both USA).

**Int'l reps.:** Austria (Metronome), Brazil (RGE / Fermata), Colombia (Fuentes), Germany (Metronome), Switzerland (Metronome), Venezuela (Velvet).

**Caru Dischi,** Piazza Garibaldi 6B, 21013 Gallarate.

**Label: (Represented)** Sierra / Briar (USA).

**Catoca.** see Font-Cetra.

**Centrotre.** see 103 & CGD-Messaggerie.

**Cetra.** see Font-Cetra.

**Charter.** see WEA.

**Cicala.** see Durium.

**Cielo-Video (Ed. Musicali),** Galleria del Corso 2, 20122 Milan. Tel: (02) 705 231. Pres.: Virgilio Panzuti, Gen. Mgr.: Dante Panzuti, Sales Mgrs.: Dante & Virgilio Panzuti.

**Labels: (Owned)** Play, VIP, Video; (licensed) Selected Sound (Germany), Tele-Music (France).

**Cinevox Recs. SpA (IFPI),** Via Romeo Romei 15, Rome. Tel: (06) 311 280, 311 870. Pres.: Carlo Bixio, Sales Mgr.: Gianni Dell'Orso. (Also see Ricordi)

**Labels: (Owned)** Cinevox, Rang; (licensed) Attic (Canada).

**Int'l reps.:** Belgium (Barclay), Brazil (Top Tape), France (Barclay), Portugal (Imavox), Switzerland (Barclay).

**City Rec.,** Galleria del Corso 4, 20122 Milan. Tel: (02) 794 266. Gen. Mgr.: Alessandro Friggieri, Sales Mgr.: Paolo Gatti.

**Labels: (Owned)** Bene Così, City, Metropol.

**Clan.** see CGD.

**Classic For Pleasure.** see EMI.

**Classics.** see CBS.

**Clover.** see Atlas.

**Cobra.** see Omnia.

**College.** see Ri-Fi.

**Columbia.** see EMI.

**Combo.** see Record Serv.

**Come Il Vento Srl (Ed. Musicali & Discografiche),** Via Montanapoleone 29, 20121 Milan. Tel: (02) 700 725/574, 791 665, 782 159. Gen. Mgr.: Michele del Vecchio.

**Corsair.** see Sciascia.

**Costanza.** see Carosello.

**Crocket.** see Font-Cetra.

**Cronache del Sud.** see Fonola.

**Cultura Popolare.** see Ariston.

**Curci.** see Carosello & Ricordi.

**D D F.** see Due Pi di Gianfranco Coda.

**D G.** see Phonogram.

**D K F.** see Due Pi di Gianfranco Coda.

**D S E Recs. (Ed. Musicali Edera di De Sanzuane Emilio),** Casella Postale 103, 30100 Venice; Cannaregio 2954b, 30121 Venice. Tel: 924 431. Gen. Mgr.: Emilio De Sanzuane.

**Dany.** see Pinciana.

**Das Alte Werk.** see Decca.

**Decca Dischi Italia SpA (IFPI),** Via Brisa 3, 20123 Milan. Tel: (02) 809 136. Cable: DECCITAL. Mng. Dir.: Romano Bacchini; A&R Mgr.: Paolo Tosi; Sales Mgr.: Luigi Negro.

**Home office: UK**

**Labels: (Owned)** Ace of Clubs, Ace of Diamonds, Argo, Das Alte Werk, Decca, Deram, Eclipse, London, Nova, L'Oiseau Lyre, Telefunken, Threshold.

**Deneb.** see Canopo.

**Deram.** see Decca.

**Derby.** see CGD.

**Diapasounds.** see Ecfina.

**The Dig It Int'l Recs. Srl (IFPI),** Corso Vittorio Emanuele 22, Milan. Tel: (02) 780 778. (Distributed by CGD-Messaggerie Musicali)

**Label: (Represented)** Right On! (USA)

**Dire,** Corso Venezia 7, 20100 Milan. Tel: (02) 700 027.

**Dischi del Sole.** see Bella Ciao.

**Disco Più.** see CGD.

**Discoteca Classica.** see EMI.

**Discotheque.** see Revival.

**Divergo Srl,** Via G. Frua 24, 20146 Milan. Tel: (02) 485 270, 469 1896. Pres.: Sergio Lodi.

**Ducale Ind. Musicali SpA,** Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770 784/189. Telex:

38231. Pres. & Gen. Mgr.: Davide Matalon. (Distributed by Sciascia).

**Labels: (Owned)** Broadway, Ducale, EDM, Italdisc; (licensed) Arion (France), Charly (France). (SEE ADVERTISEMENT)

**Due Pi di Gianfranco Coda,** Delle Vigne 1, Reano (Turin). Tel: (011) 932 711.

**Labels: (Owned)** DDF, DKF, Folklore, Nastroteca.

**Int'l rep.:** USA (Fiesta).

**Duplicmatic Srl,** Via N. Battaglia 4, Milan. Tel: (02) 281 226. Gen. Mgr.: Guido Mezzadra; Sales Mgr.: Enrico Mezzadra.

**Durium SpA (IFPI),** Via Manzoni 40/42, 20121 Milan. Tel: (02) 701 008/705. Telex: 25564. Pres. & Gen. Mgr.: Krikor Mintangian; A&R Mgr.: Aurelio Ajroldi; Sales Mgr.: Amleto Silvestri; Int'l Mgr.: Elisabet Mintangian; Admin'r.: Giulio Galimberti.

**Labels: (Owned)** Cicala, Durium, Sprint, Start; (licensed) Can't Stop Prod'ns (USA), Casablanca (USA), Hansa (Germany), Jupiter (Germany), (distributed—not licensed) Wesley Int'l.

**Int'l reps.:** Argentina (Sicamericana), Australia (Colossal), Belgium (Basart), Canada (Global, London), France (Pathe Marconi EMI), Germany (Deutsche Oversea, Hansa), Greece (Music Box), Jamaica (Federal), Japan (Cosdel), Lebanon (Societe Libanaise du Disque), Mexico (Discos & Cartuchos de Mexico), Netherlands (Basart), South Africa (Teal), Spain (Belter), Switzerland (Finsterwald & Cantacuzene), Turkey (Yasaf Alguadis), Uruguay (Sicamericana), Venezuela (BASF). (SEE ADVERTISEMENT)

**E D M.** see Ducale & Sciascia.

**E M G (Discografica),** Via San Sebastiano 16, 80134 Naples. Tel: (081) 452 597. Gen. Mgr.: Pasquale Ligouri.

**Labels: (Owned)** EMG, Jockey Club.

**E M I Italiana SpA,** Viale dell'Oceano Pacifico 46, 00144 Rome. Tel: (06) 592 0751. Cable: EMIGRAM. Telex: 64208. Mng. Dir.: John L. Bush; Deputy Mng. Dir.: Vittorio Magnoli; Mktg. Mgr.: Marco Bignotti; Sales Mgr.: Nerio Alunni; Local Pop Repertoire Dir.: Bruno Tibaldi.

**Labels: (Owned)** Angel, Capitol, Classic For Pleasure, Columbia, Discoteca Classica, EMI, EMI Int'l, Emidisc, Harvest, Music for Pleasure, Odeon, Parlophone, Pathe, Regal, Regal Zonophone, Seraphim, La Voce del Padrone; (distributed) Fida, PDU, (licensed) Arista (USA), MAM (UK), Magnet (UK), Melodiya (USSR), Motown (USA), Private Stock (USA), Prodigal (USA), Purple (UK), RAK (UK), Red Bus, Rocket (UK), Rolling Stone, Target (UK).

**Eclipse.** see Decca.

**Ecfina Srl,** Via Leopardi 8, 20123 Milan. Tel: (02) 86 90 121, 806 125. Telex: 32473. Chief Exec.: Mourad Sabat.

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**Labels: (Owned)** Ecfina, Diapasounds. (SEE ADVERTISEMENT)

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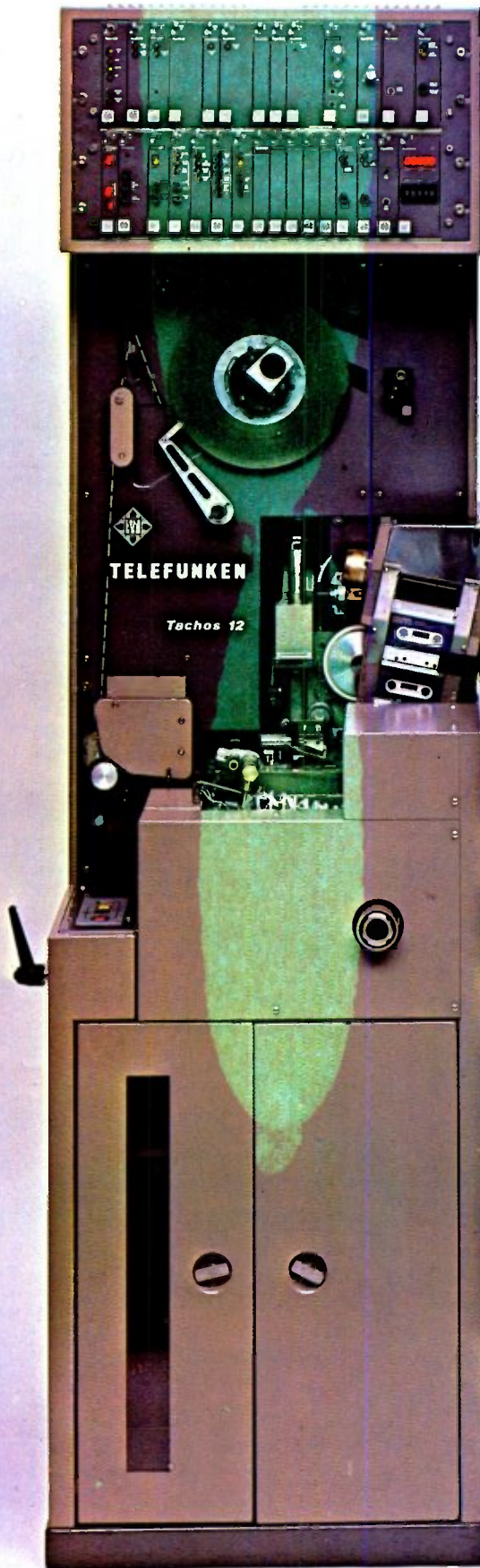


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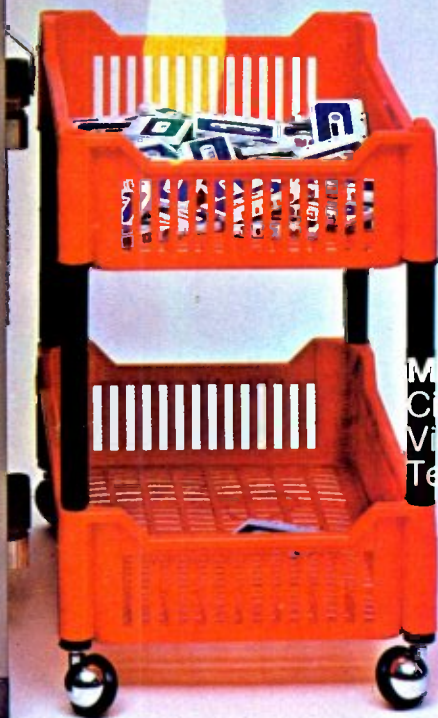
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Emdisc, see EMI.

Emilia, see Pubblibrat

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Epic, see CBS.

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Euromusic, see Fonit-Cetra.

Excelsius, see Fonit-Cetra.

F M A Srl (Ed. Musicali & Discografiche), Galleria del Corso 2, 20122 Milan. Tel (02) 796 823, 796.266 Mng. Dir. Federico Monti Arduini.

Fans, see Phonotype.

Feeling Rec. Italiana SpA, Via Bersezio 7, 10152 Turin. Tel. (011) 287 829, 850 776 Gen. Mgr. Renato Pent. (Distributed by Panarecord)

Fiammetta's, see Stereomaster

Fida, see EMI.

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Flirt, see Canopo.

Flop, see C&M

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Folk Club, see Sax.

Folklore, see Due Pi di Gianfranco Coda.

Folkmusic, see Canopo

Folk Studio, see Fonit-Cetra.

Fonit-Cetra SpA (IFPI), Via Bertola 34, 10122 Turin. Tel (011) 57.53. Pres. Renato Zaccone, Gen. Dir. Giuseppe Lamberto; A&R Dir. Mario Zanoletti, Admin. Dir.: Ettore Minoretto; Sales Mgr. Luigi Arduini; Int'l Mgr.: Dante Notti.

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Fonocomer, see C&M

Fonola Fonotecnica, Via Ariberto 21, 20123 Milan. Tel (02) 84.84.626.

**Labels: (Owned) Cronache del Sud, Fonola, Fonomatic, Melody, Souvenir.**

Fonomatic, see Fonola.

Fonorama C.A. Rossi Srl, Via Barletta 11, 20141 Milan. Tel (02) 53.92.392

Fontana, see Phonogram.

Frog, see Carosello

General Music, Viale Liegi 41, 00162 Rome. Tel 850-358.

Giucar Rec., Via Ciamician 3A, Bologna. Tel (051) 504.095, 504.028. Telex: 52483. Dir. Giuseppe Nannucci; Gen. Mgr. Antonio Foresti; Sales Mgr.: Luca Nascetti, Servs. Dir. Guerinio Lollo (Distributor/Importer/Exporter)

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Golden Rec., Via San Paolo 15, 20121 Milan. Tel. (02) 874.460. Owner & Prod'r: Pericle Boschetti.

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Green Light, see Saar.

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Harvest, see EMI.

Hello, see Rondinella & RCA.

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**Int'l reps.:** Belgium (Parsifal), Denmark (Steeple Chase), Germany (Bellaphon), Japan (Super Stop), Sweden (Amigo), UK (CRD), USA (Rounder)

Horo Recs., Via Asiago 2, 00195 Rome. Tel. (06) 318 601. Pres. & Chief Prod'r: Aldo Siniesio, Gen. Mgr. Gianni Gulberto; Sales Mgr.: Fulvio Diaferia.

**Int'l reps.:** Austria (Bellaphon), Germany (Bellaphon), Switzerland (Bellaphon).

Humor, see Record Serv.

I A F (International Audio Film SaS di Ravelli Clementa & Fedeli Ornella), Via Zara 129, 25100 Brescia. Tel (030) 293.128, 41379. Gen. Mgr. Luigi Gallina; Sales Mgr. Gian Mario Beccaris

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I T, see RCA

Ictus Recs., SaS, PO Box 59, Via Tazzarino 11, 51100 Pistoia. Tel (0573) 56.272. Telex 57394. Gen. Mgr. Carla Lugli; Prod'r: Andrea Centazzo

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**Int'l reps.:** Germany (Bellaphon), Sweden (Forsythe), Switzerland (America Sound), UK (Cadillac), USA (Daybreak, Art Grimwood, Kharma Jazz)

Il Disco, see CGD.

Insieme Srl, Piazza Missori 3, 20123 Milan. Tel (02) 799 515. (Distributed by CGD-Messaggerie Musicali)

Interbeat Srl Ed. Musicali, Via Alessio Nazari 4, Rome. Tel (06) 532.767. Chief Exec. & Gen. Mgr. Giuseppe Cascia; Sales Mgr.: Marialuisa Coccia.

**Labels: (Owned) Ellecci, Interbeat, Picci.**

Interdisc Snc (formerly Ronchini), Via Bufolara 102, Parma. Tel. (0521) 967.80. Telex 53660. Gen. Mgr. M. Interlandi; Sales Mgr.: E. Asti. (Distributor/Importer)

International, see Fonit-Cetra

Intingo Recs. Srl, Piazza Mirabello 1, 20121 Milan. Tel (02) 651.753. Gen. Mgr.: Felix Piccarreda; Ass't Mgr. Alessandra Tosca.

Italdisc, see Ducale

Italian Recs. Int'l, Via Flumendosa 34, 20132 Milan. Tel (02) 256.5485. Telex: 25058. Pres. G. Tollara (Importer/Exporter)

Italian Scout, see Sax.

Italian Yank, see Carosello.

Jazz Story, see Anston.

Jet Sound, see Senn Sound.

Jockey Club, see EMG.

Joker, see Saar.

Jolly, see Saar

Jump Recs., Galleria del Corso 2, 20122 Milan. Tel (02) 705.231. Pres. Luigi Ferracioli, Gen. & Sales Mgr. Dante Panzuti.

**Labels: (Owned) Jump, Music Scene, (licensed) Themes (UK).**

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Junghans, see Phonotype.

K-tel Int'l Italy Srl, Piazza Mirabello 1, 20121 Milan. Tel (02) 657.2696/2791. Pres. Raymond Kives, Gen. Mgr.: Victor Cordani; A&R Mgr. Liliana Azzolini

**Home office: USA**

K 2 Rec., Via Caboto 16, 41100 Modena. Tel (059) 332.568. Gen. Mgr. Remo Pecorari

Kansas & Lunapark, Viale Maino 34, 20129 Milan. Tel (02) 278.118.

**Labels: (Owned) Kansas, Lunapark.**

Kappa-O, see Phonotype.

Kings of Classic, see Omnia.

Kings of Jazz, see Omnia.

King Universal SpA, Via Egiziaca a Pizzo Falcone 41/A, 80132 Naples. Tel (081) 401 226.

L D C Audiovisivi, Corso Francia 214, 10096 Leumann (Turin). Tel. (011) 95.80.555. Gen. Mgr. Giuseppe Tabarelli; Sales Mgr.: Pietro Semprini

**Label: (Owned) LDC.**

L G, see Studio 7.

Laboratorio, see Produttori Associati.

La Luna, see Produttori Associati.

La Pera, see Senn Sound.

Las Vegas, see Sidet.

Leitam, see CGD.

Leondisco, see Phonotype.

Leonsolco, see Stereomaster.

Libra, see CGD.

Linea Azzurra, see Senn Sound.

Linea Rossa, see Bella Ciao.

London, see Decca

L'Orchestra-Societa Cooperativa a Responsabilita Limitata, Via Ascano Sforza 41, Milan. Tel (02) 835.7222/1423. Pres.: Franco Fabbri; Gen. Mgr.: Rita Confalonieri; Sales Mgr.: Lidia Brasca; PR Alessandro Carrera.

**Int'l reps.:** Germany (Neue Welt), Switzerland (Vox Pop), UK (Recommended Recs.)

Lotus, see Saranbandas & Ricordi. (SEE ADVERTISEMENT)

Love, see CLS

Lunapark, see Kansas.

M G M, see Phonogram.

M R C, see Spark.

Maestro, see CBS.

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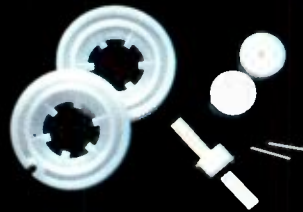
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 Mercury, see Phonogram.  
 Metropol, see City.  
 Millenote, see Sidet.  
 Millerecords, Via Dei Mille 41, 00186 Rome.  
**Label: (Represented)** Sierra/Briar (USA).  
 Il mito dell'opera, see Francesco Bongiovanni.  
 Mizar, see Francesco Bongiovanni.  
 The Morgans, Via Marchesi Imperiali 26a, Manduria. Tel: (099) 671.598. Gen. Mgr.: Enzo Morgante; Sales Mgr.: Anthony G. Morgante.  
 Music, see Saar.  
 Music for Pleasure, see EMI.  
 Music Power, see Saar.  
 Music Scene, see Jump.  
 Mustang, see Carosello.  
 Napoleon, see Omnia.  
 Nastroeca, see Due Pi di Gianfranco Coda.  
 New Jazz Collection, see Sciascia.  
 Nova, see Decca.  
 Numero Uno SpA, Galleria del Corso 2, 20122 Milan. Tel: (02) 799.331/127. Cable: NUMERUNO. Pres.: Giuseppe Ornato; Gen. Mgr.: Antonio Coni. (Distributed by RCA)  
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 O K, see Phonogram.  
 Octopus, see Canopo.  
 Odeon, see EMI.  
 Off, see Produttori Associati.  
 Off Side, see Fonit-Cetra.  
 L'Oiseau Lyre, see Decca.  
 Omnia SpA (IFPI), Galleria del Corso 4, 20122 Milan. Tel: (02) 702.464, 701.168.  
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**Int'l reps.:** Belgium (AFM), France (RCA), Germany (Alphad), Switzerland (Finsterwald & Cantacuzene).  
 103 Ed. Musicali & Discografiche Srl, Piazza S. Eustorgio 6, 20122 Milan. Tel: (02) 404.7574, (051) 911.163. Adm'n.: Luigi Barion. (Distributed by CGD-Messaggerie Musicali).  
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 L'Orchestra, see Ariston.  
 Orizzonte, see Ricordi.  
 Out, see Ri-Fi.  
 Oxford, see Ariston.  
 P C C, see Pro Civitate Christiana.  
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**Int'l rep.:** Worldwide excluding Switzerland (EMI).  
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 Pagine Celebri, see CBS.  
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 Parlophone, see EMI.  
 Pathe, see EMI.  
 Penny, see Ri-Fi.  
 Pentaphon, see Beat.  
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 Petrus, see Stop.  
 Philips, see Phonogram.  
 Phonogram SpA (IFPI), Via Borgogna 2, 20122 Milan. Tel: (02) 796.541. Cable: COMINFON. Telex: 26140. Mng. Dir. & Gen. Mgr.: Alain C. Trossat; Sales Mgr.: Giorgio Pertici; Admin'r. Luigi Sanvito.  
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 Playphone, see Ricordi.  
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 Pony Recs., see Beat.  
 Portrait, see CBS.  
 Premier, see Pubblitari.  
 Presence, see RCA.  
 Primary, see Ri-Fi.  
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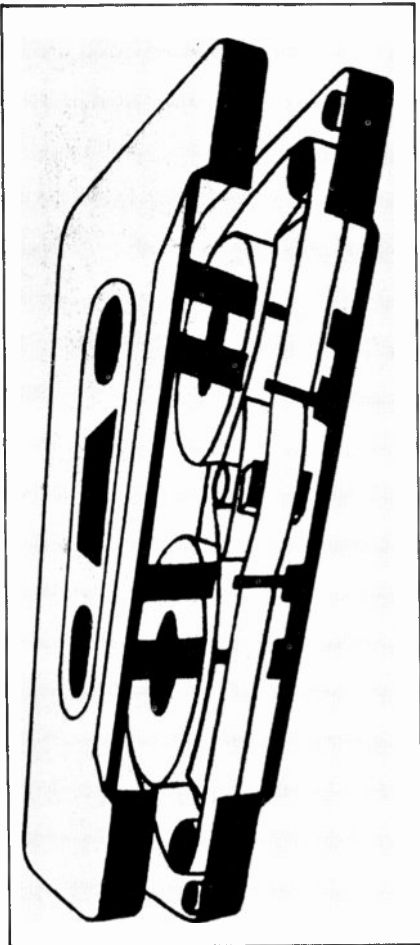
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Reprise, see WEA

Reul, see RCA

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The Rogers, see Guerrini

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S. D. M., see Sviluppo Discografico del Mezzogiorno

Saar Srl, Viale di Porta Vercellina 14, 20123 Milan, Tel (02) 46 96 251 Pres. Walter Gurtler, Gen. & Sales Mgr. Sergio Balloni

**Labels: (Owned)** Green Light, Harmony, Joker, Jolly, Music, Music Power, Signal, Up

Sabrina, see Stereomaster

Samantha Srl, Galleria del Corso 4, 20122 Milan Tel (02) 79 97 49 78 44 40

**Labels: (Owned)** Shark, (licensed) PPX (USA)

Sarabandas Ed. Musicali Srl, Via Capocelatro 91, Milan Tel (02) 400 230 Gen Mgr Rapallo Mario (Distributed by Ricordi)

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**Labels: (Owned)** Folk Club, Italian Scout, Menta

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**Labels: (Owned)** Albatros, Ars Nova, Corsair, New Jazz Collection, Quadrifoglio, 6-Phase Superstereo, Spider, Vedette, Way Out, Zodiaco (distributed—not licensed)

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Int'l reps.: Argentina (Kenia), Belgium (Sonobel), France (Dom Disques), Germany (Disco Center), Greece (Phildisc), Switzerland (Phonag)

6-Phase Superstereo, see Sciascia

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**Labels: (Owned)** Jet Sound, La Pera, Linea Azzurra Rally, Senn Sound, Shocking, Vis Radio

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Shark, see Samantha

Shocking, see Senn Sound

Showbusiness Kings, see Omnia

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Int'l rep.: Worldwide (RCA)

Signal, see Saar

Sinusoid, see C&M

Sirio, see Sviluppo Discografico del Mezzogiorno

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6-Fasi Superstereo, see Sciascia

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**Labels:** Audiogram, Sonorex

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Int'l reps.: Australia (Zappia-Ciani Minstrel), Canada (Leon Vellone), USA (Tommaso Salomone)

Souvenir, see Fonola

Spaghetti, see RCA

Spark Italiana Srl (IFPI), Piazza del Liberty 2, 20121 Milan, Tel (02) 796 180 Mng Dir Alberto Carisch, Sales Mgr Romeo Frumento, Admin Mrs J Olmi (Distributed by CGD-Messaggerie Musicali)

**Labels: (Owned)** Blue Jean, MRC, Orange, Spark

Spider, see Sciascia

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Sprint, see Durium

Stanford, see Rondinella

Starmaker, see Stereomaster

Start, see Durium

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**Labels: (Owned)** Petrus, Stop

Storm, see Sviluppo Discografico del Mezzogiorno

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Studio G Srl, Via al Forte di San Martino 11, 16145 Genoa Tel (010) 301.920, 369 723 Pres G. B. De Scalzi, Gen Mgr Gianni Basilio

**Labels: (Owned)** Grog, Magma (both distributed by Fonit-Cetra), Area

Int'l reps.: France (Arabella), Germany (Ariola Eurodisc), USA (Peters Int'l)

Studio 7, Via Santa Lucia 20, 80132 Naples Tel (081) 390 643

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Suono Recs. Srl, Via Manin 111, 30174 Venice-Mestre Tel (041) 984 991, 972 229 Dirs Tony Tasinato, Alfredo Tisocco

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Sympathy, see Record Serv

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Telespazio, see Sidet

Threshold, see Decca

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Universal, see Phonotype

Up, see Saar

V I P, see CGD & Cielo-Video

Vanilla Recs. Srl, Via Vittorio Veneto 7, 00187 Rome, Tel (06) 463 294 Gen. Sec'y Alessandra Perlus, Artistic Co-ord. Alberigo Crocetta (Distributed by Fonit-Cetra)

Int'l reps.: Argentina (RCA), Austria (WEA), Benelux (Pema), Brazil (RCA), Chile (Industria de Radio & Television), Colombia (Sonolux), France (Pema), Germany (WEA), Japan (CAM), Spain (Hispavox), Switzerland (WEA), Venezuela (Cordica)

Variety, see Ri-Fi

Vedette, see Sciascia

Vertigo, see Phonogram

Verve, see Phonogram

Victor, see RCA

Victrola, see RCA

Video, see Cielo-Video

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La Voce del Padrone, see EMI

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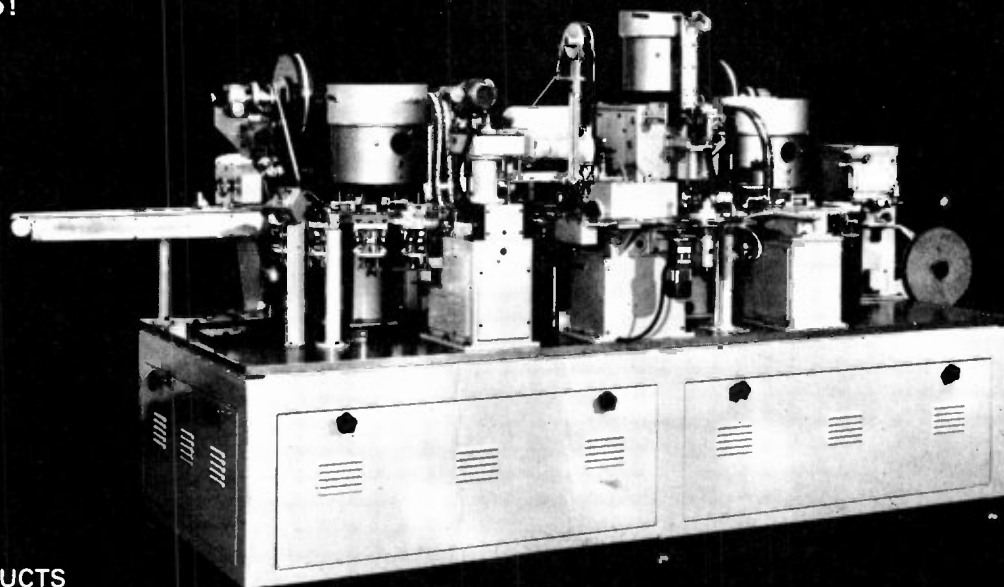


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 Warner Bros. see WEA  
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 Yep Rec., Via della Giuliana 44, 00195 Rome Tel (06) 389 361  
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 Zodiaco, see Sciascia

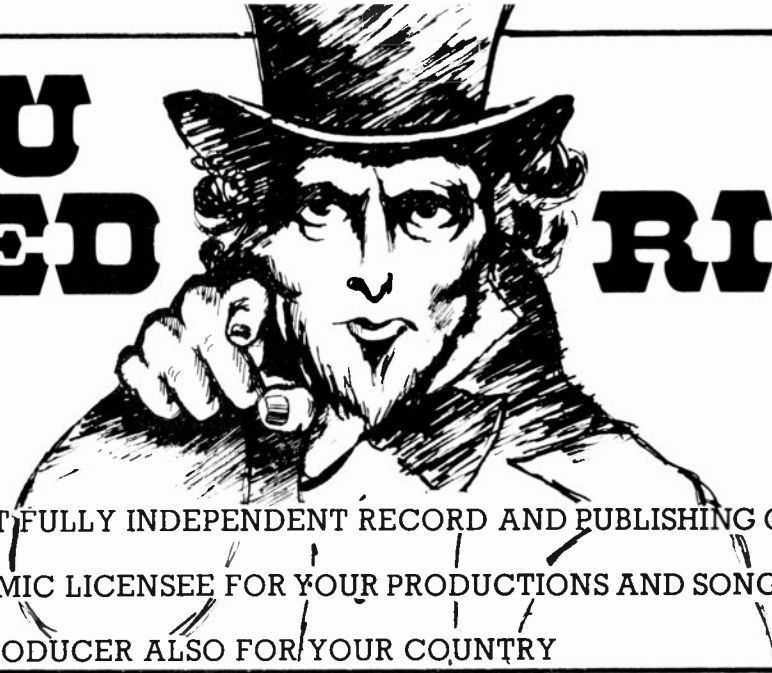
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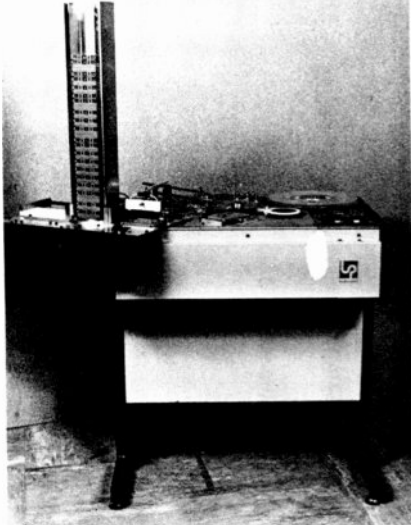
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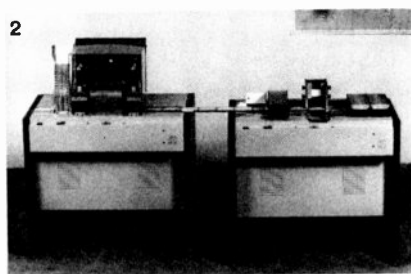


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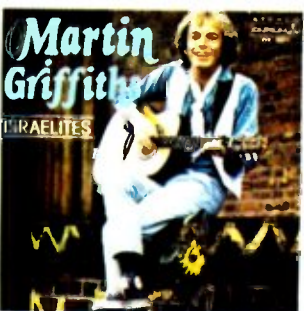
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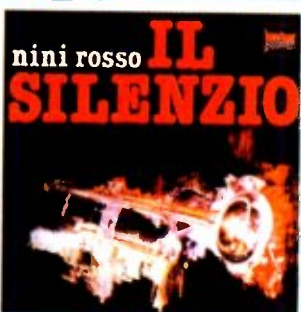
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293 128, 41379 Gen Mgr Luigi Gallina, Sales Mgr  
Leonardo Minutola  
I O (International Org.) Vic Borbetto 20, Rome Tel (06)  
678-4949 Telex 62319 Chief Exec Riccardo  
Nicosia, Gen Mgr Mario Bonura, Sales Mgr Rosanna  
Guadagnino; PR Luigi Di Marco  
Panarecord SpA, Via Cimarosa 4, 20144 Milan Tel (02)  
430.046, 485 609 Pres Sergio De Gennaro, VP  
Mario Paoletti  
Branch: Bologna, Disco Express, Via Barberia 13 Tel  
(051) 276 697 (SEE ADVERTISEMENT)  
Studio 52, Via Pasteur 16, Milan Tel (02) 28 53 463  
Task, Via G Leopardi 14, 20123 Milan Tel (02) 865 871/  
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*The Audio & Video lines indicate the  
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Companies which offer packaging & la-  
beling of tape product are indicated by:  
(PKG) which appears after the main body  
of their respective listings.*

Ambrosio Discografica SaS, Via Brasile 13 20090 Limto di  
Pioletto (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 ROME 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 (Audio only) (PKG)  
Branch: 00195 Rome, Via Cantore 17 Tel (06)  
386 259  
Audio: 8-tr cassette  
Av El Ca SRL, Via Emanuella 16, 21047 Saronno Tel (02)  
960 5413 Admin r & Gen Mgr Sergio Moretti, Sales  
Mgr Ambrogio Campanari (PKG)  
Audio: 8-tr, cassette (SEE ADVERTISEMENT)  
C G D-Messaggerie Musicali SpA, Via Quintiliano 40, 20138  
Milan Tel (02) 50 84 Cable CIGIDISX Telex 35063  
Pres Ladislao Sugar, Mng Dirs Piero Sugar, Franco  
Crepax, Exec VP's Giuseppe Giannini Sandro Delor  
Comm I Mgr Roberto Guerrazzi, Sales Mgr Romano  
Razzini, Promo Mgr Johnny Porta (PKG)  
Branches: Bari Bologna Catania, Florence, Naples  
Padua, Pescara Rome, Turin  
Audio: 8-tr cassette (SEE ADVERTISEMENT)  
Cinevox Rec SpA Via Romeo Romei 15 Rome Tel (06)  
311 280, 311 870  
Branch: Milan, Via Borgogna 7 Tel (02) 701 107  
Ducale Ind Musicali SpA Via Per Cadrezzate 5, 21020  
Brescia (Varese) Tel (0332) 770 784/189 Telex  
38231 Pres & Gen Mgr Davide Matalon (PKG)  
Audio: 8-tr, cassette (SEE ADVERTISEMENT)  
Duplimatic SRL, Via Natale Battaglia 4, 20127 Milan Tel  
(02) 281 226 Gen Mgr Guido Mezzadra Sales Mgr  
Enrico Mezzadra  
Audio: 8-tr 8-tr quadraphonic cassette open reel  
quadraphonic  
Duplo Magnetic, Via Leida 8, 37100 Verona Tel (045)  
504 491  
Audio: 8-tr, 8-tr quadraphonic, cassette, open reel,  
open reel quadraphonic  
Durema (Duplicazioni Registratori Magnetiche) SpA Via  
Imperia 28, 20142 Milan Tel (02) 843 7344/0740  
Mng Dir, Gen & Sales Mgr Dr Claudio Occhiena  
Technical Mgr Paolo Maggolini (PKG)  
Audio: 8-tr cassette, open reel  
Video: 1" open reel 1/2" cassette, 1/2" EIAJ open reel  
1/2" cassette  
Durium SpA, Via Manzoni 40/42, Milan Tel (02)  
701 703 Telex 25564 Pres & Mng Dir Krikor  
Mntangian, Chief Admin'r Giulio Galimberti, Sales  
Mgr Amleto Silvestri (PKG)  
Audio: 8-tr, 8-tr quadraphonic cassette (SEE  
ADVERTISEMENT)  
E M I Italiana SpA Viale dell Oceano Pacifico 46 00144  
Rome Tel (06) 592 0751 Cable EMIGRAM ROMA  
Telex 64208 Mng Dir John L Bush, Deputy Mng  
Dir Vittorio Magnoli, Mktg Dir Marco Bignotti, Sales  
Mgr Nerio Alunni  
Ecofina SRL, Via Leopardi 8 20123 Milan Tel (02)  
869 0121 Telex 32473 Chief Exer Mourad Sabet  
Factory: Via Monviso 21 Tel (02) 314 766  
Audio: 8-tr, 8-tr quadraphonic cassette, open reel  
open reel quadraphonic (SEE ADVERTISEMENT)  
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 Grantto, Adv Mgr  
L Porfiri  
Branch: Rome, Via P Emilio 7 Tel (06) 318 026  
Contact S Bertoli  
Audio: 8-tr, cassette  
Fiven, Via Di Bandecca 8 Galleria Giusti, Vecchiano (Pisa)  
Tel (050) 868 079  
Audio: Cassette open reel  
Font-Cetra SpA, Via Bertola 34, 10122 Turin Tel (011)  
57 53  
Genca (General Cassette) SaS, Via Don Minzoni 16, 20061  
Carugate (Milan) Tel (02) 904 8815 Telex 31371  
37607

Audio: 8 tr 8 tr quadraphonic cassette  
I A F (International Audio Film SaS di Ravelli Clementa &  
Fedeli Ornella) Via Zara 129, 25100 Brescia Tel (030)  
293 128, 41379  
Audio: 8 tr, cassette  
I R I (Industrie Riunite Italiane) SRL, Via Vespolate 22, 27030  
Confienza (Pavia) Tel (0384) 64 054  
Audio: 8 tr, cassette  
L E M (Lavorazione Nastro Magnetico) SpA, Via G B Battista  
de La Salle 4/A, 20132 Milan Tel (02) 256 9998  
Exec Roberto Arnoldi, Gen Mgr Giuseppe Rancati  
(PKG)  
Audio: 8 tr cassette  
M D A Cassettes SRL, Via San Giuseppe 137, 21047  
Saronno Tel (02) 962-0914 Gen Mgr Pnuccia  
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  
Phonoster SpA, Via G Rossini, 20067 Tribiano (Milan) Tel  
(02) 90 64 646  
Phototype Rec dei Fratelli 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 San Alessandro 7 Rome Tel (06) 43 661  
Telex 61428 Pres Giuseppe Ornato, Gen Mgr  
Ennio Mellis, Sales Mgr Luciano Bernacchi  
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 Ansolodi (SEE ADVERTISEMENT)  
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  
Audio: 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  
Audio: Cassette  
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  
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Alfapolymer SRL, Via Lamarmora 33 Milan Tel (02) 546-  
6986  
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all cartridge parts, library cases  
Ampex Italiana SpA, Via Riccardo Gigante 4, Rome Tel  
(00396) 546 991 Cable AMPEX ROME Telex  
61492 Mng Dir Riccardo Crippa, Sales Mgr  
Domenico Rossi  
Home office: USA  
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Audio Devices, see Neumannacoustic  
Av. El. Ca SRL, V Emanuella 16, Saronno Tel (02)  
960 5413/3248 Mng Dir & Gen. Mgr Sergio  
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Bresolin Corrado, Via XXV Aprile 205, 20092 Crisello  
Balsamo (Milan) Tel (02) 928 8064 Pres Corrado  
Bresolin  
Audio: All parts (SEE ADVERTISEMENT)  
Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi  
5, 20156 Milan Tel (02) 367 693 Gen Mgr  
Gaetani Cesare  
Genca (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 Chief  
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M D A Cassettes SRL, Via San Giuseppe 137, 21047  
Saronno Tel (02) 962-0914 Gen. Mgr Pnuccia  
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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 Argentin  
Brand name: Audio Devices  
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dell'Orto 21, 21047 Saronno (Varese) Tel (02) 960-  
7485/7450 Cable NSIAT Telex 26502 Mng Dir  
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Exec Dr Giuseppe Zani, Sales Mgr Italo Capoferrri  
Start Inc., Corso Garibaldi, No 120 20030 Seveso (Milan)  
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61492 Mng Dir Riccardo Crippa Sales Mgr  
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Video 2" 1" 1/2" 1/4" open reel 1/4" cassette 1/2"  
Beta cassette  
Brand names Ampex Shamrock

Audio Devices see Neumannacoustic

Av El Ca Srl V Emanuella 16 Saronno Tel (02)  
960 5413 Mng Dir & Gen Mgr Sergio Moretti  
Audio 8 tr cassette (SEE ADVERTISEMENT)

Bresolin Corrado Via XXV Aprile 205 20092 Cinisello  
Balsamo (Milan) Tel (02) 928 8064 Pres Corrado  
Bresolin  
Audio 8 tr cassette (SEE ADVERTISEMENT)

Comp Ray see Start

Ducale Ind Musicali SpA Via Per Cadrezzate 5 21020  
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DUCALEMUSIC BREBBIA (VARESE) Telex: 38231  
Pres & Gen Mgr Davide Matalon (SEE ADVER  
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Fraem (Societa Individuale di Gaetani Cesare) Via Niccodemi  
5 20156 Milan Tel (02) 367 693 Gen Mgr  
Gaetani Cesare

G T E (General Tape Equip) Srl Via dei Cybo 4 20147  
Milan Tel (02) 285 3093, 282 0839 Telex 25046  
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 Chief  
Exec Roberto Arnoldi Gen Mgr Giuseppe Rancati

M D A Cassettes Srl Via San Giuseppe 137 21047  
Saronno Tel (02) 962 0914 Gen Mgr Pinuccia  
Grassi  
Audio 8 tr cassette

Neumannacoustic 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 Argentin  
Brand name Audio Devices

Nuova SIAT (Societa Italiana Articoli Tecnici) Srl Via  
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Brand name SIAT (SEE ADVERTISEMENT)

SIAT see Nuova

Shamrock see Ampex

Sonorex SpA Via Bonfadina 14 25046 Cazzago San  
Martino (Brescia) Tel (030) 725 382 Telex 30826  
Pres Giuseppe Zani Sales Mgr Italo Capoferrri  
Audio 8 tr cassette

Start Inc Corso Garibaldi No 120 20030 Seveso (Milan)  
Tel (0362) 508 701 Telex 33080 Pres Mario  
Colombo Gen Mgr Dr Dario De Benedetti Sales  
Mgr Dr Luigi Cane  
Audio 8 tr cassette  
Brand names Comp Ray Techno Ray (SEE AD  
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Techno Ray see Start

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Crepax Exec VP s Giuseppe Giannini Sandro Delor  
Comm I Mgr Roberto Guerrazzi Sales Mgr Romano  
Razzini Promo Mgr Johnny Porta  
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Padua Pescara Rome Turin (SEE ADVERTISEMENT)

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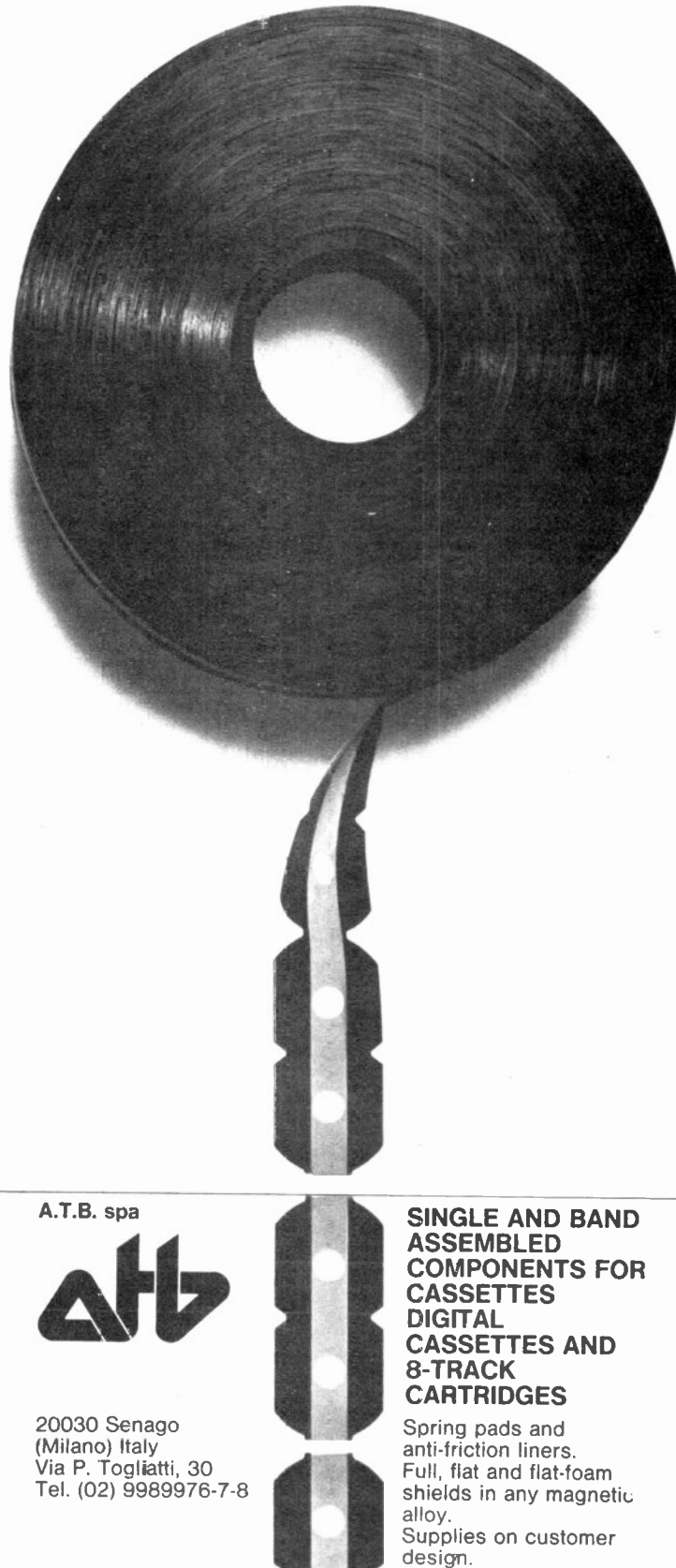
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IDRA, Via Palestina 2, 20124 Milan. Tel. (02) 203 842.  
Ingersoll-Rand, see Negri-Bossi.  
Fontana Luigi & Cia. SaS, Via Brioschi 62, 20141 Milan. Tel. (02) 849-3231.  
Chief product: Presses.  
Metalmeccanica Plast SpA, Via Ferloni 83, 22070 Bulgarogrosso (Como). Tel. (031) 931.464. Cable: METAL-MEC. Telex: 38169. Gen. Mgr.: Franco Gian.  
Negri-Bossi SpA, PO Box 3784, 20100 Milan, Viale Europa 64, 20093 Cologno Monzese (Milan). Tel. (02) 254-7922/9751. Cable: NEGRIBOS. Telex: 33008.  
Chief product: Injection moulding machines.  
Brand names: Ingersoll-Rand, Negri-Bossi.  
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.  
Chief product: Presses, plating & transfer equip.  
Brand names: Alpha Toolx, Europa Film, Neumann.  
O B M, Ripa di Porta Ticinese 55, 20143 Milan. Tel. (02) 832-3346.  
Philips SpA, Piazza IV Novembre 3, 20214 Milan. Tel. (02) 69.94.  
Pressvit Srl, Via Voghera 20, 20144 Milan. Tel. 832-2141.  
Chief product: Pressure & injection moulds, trimmers, mastering equip., centering & punching machines, stamping shears.  
Sandretto (Filli.) Via de Amicis 44, 10097 Regina Margherita (Turin). Tel. 790.270.  
Terenzio, Via Soffredini 34, 20126 Milan. Tel. (02) 257-2239/2242.

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Video: Cassette, 2" open reel, 1" open reel.  
Brand names: Agfa Carat, Agfa Stereochrom.  
Ampex Italiana SpA, Via Riccardo Gigante 4, Rome. Tel. (00396) 546.991. 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, 3/4" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette.  
Audio Devices, see Neumannacustic.  
Audio Magnetics, see Melchioni.  
Av. El. Ca Srl, V. Emanuella 16, Saronno. Tel. (02) 960-5413/3248. Mng. Dir. & Gen. Mgr.: Sergio Moretti.  
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)  
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. (SEE ADVERTISEMENT)  
C G D-Messagerie Musicali SpA, Via Quintiliano 40, 20138 Milan. Tel. (02) 50.84. Cable: CIGIDISC. Telex: 35063. Pres. Ladislao Sugar; Mng. Dirs. Piero Sugar, Franco Crepax; Exec. VP's Giuseppe Giannini, Sandro Delor; Comm'l Mgr. Robert Guerrazzi; Sales Mgr. Romano Razzini, Promo. Mgr. Johnny Porta (Blank only).  
Branches: Bari, Bologna, Catania, Florence, Naples, Padua, Pescara, Rome, Turin.  
Audio: Cassette. (SEE ADVERTISEMENT)  
Diamante, see Start.  
Duplimatic Srl, Via Natale Battaglia 4, 20127 Milan. Tel. (02) 281.226. Gen. Mgr. Guido Mezzadra, Sales Mgr.: Enrico Mezzadra.  
Audio: 8-tr., cassette, open reel.  
E M E C SpA, Via Baracchini 10, 20122 Milan. Tel. (02) 863.849. (Importer—blank only).  
Audio: Cassette.  
Brand name: Memorex.  
Ecofina 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. (SEE ADVERTISEMENT)  
Ellepielle Srl, Viale San Gimignano 11, 20146 Milan. Tel. (02) 418.315. (Blank only).  
Audio: 8-tr., cassette.  
Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20156 Milan. Tel. (02) 367.693. Gen. Mgr. Gaetani Cesare. (Blank only).  
Audio: 8-tr., cassette, open reel.  
G T E (General Tape Equip.) Srl, Via Ragusa 8, 20127 Milan. Tel. 689.8065, 376.4171. (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.  
L E M (Lavorazione Nastro Magnetico) SpA, Via G. B. de La

Salle 4 / A, 20132 Milan. Tel. (02) 256-9998. Chief Exec. Roberto Arnoldi, Gen. Mgr. Giuseppe Rancati.  
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.  
Audio: 8-tr., cassette, open reel.  
Brand name: Audio Devices.  
Nuova SIAT (Societa Italiana Articolari 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. (SEE ADVERTISEMENT)  
Panarecord SpA, Via Cimarosa 4, 20144 Milan. Tel. (02) 430.046, 485.609. Pres. Sergio De Gennaro, VP. Mario Paretto.  
Branch: Bologna, Disco Express, Via Barberia 13. Tel. (051) 276.697.  
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Video: 3/4" cassette. (SEE ADVERTISEMENT)  
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Home office: Germany, BASF.  
Audio: 8-tr., cassette.  
Brand name: BASF.  
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. Chm. Luigi Lang. Gen. & Sales Mgr. (Magnetic Prods. Div.) R. Sanzone.  
Audio: 8-tr., cassette, open reel.  
Scotch, see 3M.  
Sonorex SpA, Via Bonfadina 14, 25046 Cazzago San Martino (Brescia). Tel. (030) 725.382. Telex: 30826. Pres. Giuseppe Zani; Sales Mgr. Italo Capoferri.  
Audio: 8-tr., cassette, open reel.  
Start Inc., Corso Garibaldi, No. 120, 20030 Seveso (Milan). Tel. (0362) 508.701. Telex: 33080. Pres. Mario Colombo; Gen. Mgr.: Dr. Dario De Benedetti; Sales Mgr. Dr. Luigi Cane. (Blank only).  
Audio: cassette.  
Brand name: Diamante. (SEE ADVERTISEMENT)  
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" & 3/4" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/4" cassette.  
Brand name: Scotch.

## 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. (SEE ADVERTISEMENT)  
Audio Prods. Int'l, Via Spontini 3, 20131 Milan. Tel. (0039) 222.8120. Cable: BEPPATOMIL. Owner: Beppato Roberto; Gen. Mgr. G. Munafò, Sales Mgr. David Butterworth. (Audio only).  
Brand name: Studer.  
Ampex Italiana SpA, Via Riccardo Gigante 4, Rome. Tel. (00396) 546.991. Cable: AMPEX ROME. Telex: 61492. Mng. Dir.: Riccardo Crippa, Sales Mgr.: Domenico Rossi.  
Home office: USA.  
Audio: Duplicators.  
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. Davide Matalon. (Audio only) (SEE ADVERTISEMENT)  
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. Grantò, Adv. Mgr.: L. Porfini.  
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.  
Audio: Assembling & winding equip.  
G T E (General Tape Equip.) Srl, Via Ragusa 8, 20127 Milan. Tel. 689.8065, 376.4171.  
Audio: Automatic, semi-automatic & manual tape winders, ultra high speed duplicators, automatic cassette assemblers & automatic cassette screwdriver.  
M D A Cassettes Srl, Via San Giuseppe 137, 21047 Saronno. Tel. (02) 962.0914. Gen. Mgr. Pinuccia Grassi. (Audio only).  
Audio: Processing equip.  
M I P (Music Industry Prods.) Srl, Corso di Porta Vittoria 31, Milan. Tel. (0332) 770.784, 770.189. Telex: 38231. Contact: D. Matalon.  
Audio: Fully automatic cassette assembly equip.  
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 Argentin  
 Audio: Duplicators, winders  
 Otari, see Exhito Italiana  
 Ing Oscar Roje Applicazioni Elettroniche & Industriali, Via Sant'Anatone 15, 20167 Milan Tel (02) 615 6161, Cable INGOROJE Telex 39202  
 Siemens (Societa Italiana Telecomunicazioni), Piazzale Zavattari 12, 20149 Milan Tel (02) 4388 Cable AUSOSIE-MENS Telex 39015  
 Sonorex Tape SpA, Via Bonfadina 14, Cazzago San Martino (Brescia) Tel (030) 725.382 Telex 30826 Chief Exec Dr Giuseppe Zani Sales Mgr Italo Capoferri Studer, see Audio Prods  
 Sumat S.r.l. Via San Giuseppe 137, Saronno (Varese) Tel (02) 962.0915 Gen Mgr Roberto Macchi (Manufacturer/Importer)  
 Audio: Automatic cassette winders, tools  
 TTL (Tape Technology Lab.) di Rizza & C SaS, Via Pirandello 4/A, 20144 Milan Tel (02) 469.5213, 498.4371 Pres Attilio Rizza  
 Audio: 8-tr & cassette winders  
 Tapematic, Via Unione 13, 20050 Mezzago (Milan) Tel (039) 692.359 Dir Luciano Perego Technical Mgr Giovanni Brignani  
 Audio: Tailoring machines w/loaders (SEE ADVERTISEMENT)  
 Telefunkon 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 Bianchi  
 Audio: Cassette copiers  
 Brand name: Wollensak  
 Telefunkon see AEG-Telefunken  
 Wollensak see 3M

### TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

Ecofina S.r.l. Via Leopardi 8, 20123 Milan Tel (02) 869.0121, 806.125 Telex 32473 Chief Exec Mourad Sabat  
 Product: Boxing machines  
 Brand name: Ponzone & Vico (SEE ADVERTISEMENT)  
 GTE (General Tape Equip.) S.r.l. Via Raqusa 8, 20127 Milan Tel 689.8065, 376.4171  
 Product: Automatic cassette labeling & boxing machines  
 Ponzone, see Ecofina  
 Start Ltd Corso Garibaldi, No 120, 20030 Seveso (Milan), Tel (0362) 508.701 Telex 33080 Pres Mario Colombo Gen Mgr Dr Dario De Benedetti Sales Mgr Dr Luigi Cane  
 Product: 8 tr & cassette boxes (SEE ADVERTISEMENT)  
 Sumat S.r.l. 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, 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 (SEE ADVERTISEMENT)  
 Vico, see Ecofina

### • accessories manufacturers

Agfa-Gevaert SpA Viale de Gasperi, 20151 Milan Tel (02) 30.74 Telex 37182 Chief Exec Benito Chiuicchini Sales Mgr Giorgio Dordoni  
 Product: Head cleaners, demagnetizers, leader & splicing tape  
 Alfpolymer S.r.l. 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 Ximenos 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  
 Av El Ca S.r.l. V. Emanuella 16, Saronno Tel (02) 960.5413 Admin r & Gen Mgr Sergio Moretti, Moretti Sales Mgr Ambrogio Campanari  
 Product: Cleaners, cloths & brushes (SEE ADVERTISEMENT)  
 Bresolin Corrado, Via XXV Aprile 205, 20092 Cnisello Balsamo (Milan) Tel (02) 928.8064 Pres Corrado Bresolin  
 Product: Tape carrying & storage cases, head cleaners & demagnetizers (SEE ADVERTISEMENT)  
 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 S.r.l. Via G B Carta 36, Milan, Tel (02) 256.3189 (Importer)  
 Product: Cleaners, cloths & brushes (Metrosound)  
 D B D, Via Giovanni XXIII 33, 50040 Seltimello di Calenzano (Florence) Tel (055) 887.7464  
 Product: Record cleaner & brush  
 Decca, see Centro Leader  
 Ducale Ind Musicali SpA, Via Per Cadrezate 5, 21020 Brebbia (Varese) Tel (0332) 770.784/189 Telex 38231 Pres & Gen Mgr Davide Matalon

Product: Head cleaners & demagnetizers (SEE ADVERTISEMENT)  
 I O (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 adapters needles, leader & splicing tape  
 Dust Jockey, see Musica Diffusione  
 Gilberto Gaudi SpA, Corso di Porta Nuova 48, 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  
 L 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 S.r.l. Via San Giuseppe 137, 21047 Saronno Tel (02) 962.0914 Gen Mgr Piuuccia Grassi  
 Product: Head cleaners & demagnetizers  
 Metrosound, see Codea  
 Musica Diffusione, Via Del Gambero 30, 00187 Rome  
 Product: Record cleaner & brush (Dust Jockey) anti static turntable mat  
 N T C, Via Montebello 27, Milan (Importer)  
 Product: Needles (Audio Technica)  
 Net-tronic, see Phonola  
 Ortofon, see Audel  
 Pickering, 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  
 Product: Catalog servs cleaners, cloths & 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 37629 Chm Luigi Lang Gen & Sales Mgr (Magnetic Prods Div.) R Sanzone  
 Product: Head cleaners, leader tape  
 Saar S.r.l. Viale di Porta Vercellina 14, 20123 Milan Tel 469.6251 Pres Walter Gurtler Sales Mgr Sergio Ballon  
 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)  
 Sonorex Tape SpA Via Bonfadina 14, Cazzago San Martino (Brescia) Tel (030) 725.382 Telex 30826 Chief Exec Dr Giuseppe Zani Sales Mgr Italo Capoferri  
 Product: Head cleaners & demagnetizers leader tape Sound Guard, see Gilberto Gaudi  
 Stanton, see Siemens  
 Start Inc., Corso Garibaldi, No 120, 20030 Seveso (Milan) Tel (0362) 508.701 Telex 33080 Pres Mario Colombo, Gen Mgr Dr Dario De Benedetti Sales Mgr Dr Luigi Cane  
 Product: Head cleaners & demagnetizers (SEE ADVERTISEMENT)  
 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  
 Zerostat, see Centro Leader

### • store fixtures & merchandising aids manufacturers

Alfpolymer S.r.l. Via Lamarmora 33, Milan Tel (02) 546.6986  
 Product: Display racks  
 Phonogram SpA, Via Borgogna 2, 20122 Milan Tel (02) 796.541 Cable COMINFON Telex (843) 26140 Mng Dir & Gen Mgr Alain C Trossat  
 Product: Browser boxes display racks  
 Saar S.r.l. Viale di Porta Vercellina 14, 20123 Milan Tel 469.6251 Pres Walter Gurtler Sales Mgr Sergio Ballon  
 Product: Browser boxes, display racks

## IVORY COAST, REPUBLIC OF

Population: 6.673.013  
 Rate of exchange: \$1 (US) = 234.74 CFA francs  
 Per capita income: \$600  
 Holidays: January 1, May 1 August 7 November 1 December 25  
 Records, record blanks & pre-recorded media imported from USA: 1977 - \$112.907

### • record & tape manufacturers/distributors/importers

Centerdisc, PO Box 671, 12 18 Ave. Treichville Abidjan Mng Dir. Albert Loudes Sales Mgr Waly N Diaye (Importer/Distributor/Rack Jobber)  
 Home office: Nigeria Record Market

Labels: (Owned) Centerdisc (licensed) EMI (Nigeria) (distributed - not licensed) Goss SID  
 Kibaru, see Societe Ivoirienne du Disque  
 S I D, see Societe Ivoirienne du Disque  
 Societe Ivoirienne du Disque (IFPI), PO Box 10503 Abidjan Tel 36.10.25 Cable SID BP10503 Pres & Gen Mgr Catherine Oro (Manufacturer/Distributor/Importer)  
 Labels: (Owned) Kibaru SID Sound Explosion (licensed) Amour (Canada) EMI (Nigeria) AIT Africa, Ba-Ba Bana Beru Ny 7 King Kong Lolwe, Moto Moto, Muziki du Zaire, Doang Omaki, Owang Jaber, POK, Sungura (all Kenya)  
 Int'l rep.: France (Soul Posters)  
 Sound Explosion - see Societe Ivoirienne du Disque

### • services

DESIGN & ARTWORK  
 Centerdisc PO Box 671 12 18 Ave Treichville, Abidjan Mng Dir Albert Loudes Sales Mgr Waly N Diaye  
 Societe Ivoirienne du Disque PO Box 10503, Abidjan Tel 36.10.25 Cable SID BP10503 Pres & Gen Mgr Catherine Oro

PRESSING PLANT  
 Societe Ivoirienne du Disque PO Box 10503, Abidjan Tel 36.10.25 Cable SID BP10503 Pres & Gen Mgr Catherine Oro

RECORD PROMOTION  
 Centerdisc PO Box 671 12 18 Ave Treichville Abidjan Mng Dir Albert Loudes Sales Mgr Waly N Diaye

### • supplies

JACKETS & SLEEVES  
 POLYETHYLENE BAGS  
 Societe Ivoirienne du Disque PO Box 10503 Abidjan Tel 36.10.25 Cable SID BP10503 Pres & Gen Mgr Catherine Oro

### • accessories

Centerdisc PO Box 671 12 18 Ave Treichville Abidjan Mng Dir Albert Loudes Sales Mgr Waly N Diaye  
 Product: Cleaners, cloths & brushes, 45 rpm adapters  
 Societe Ivoirienne du Disque PO Box 10503 Abidjan Tel 36.10.25 Cable SID BP10503 Pres & Gen Mgr Catherine Oro  
 Product: Leader & splicing tape

## JAMAICA

Population: 2.060.000  
 Rate of exchange: \$1 (US) = 1.55 Jamaican dollars  
 Per capita income: \$1.273  
 Holidays: January 1 May 23 (Labor Day), June 8 (Queen's Birthday) August 5 (Independence Day) December 25, 26 December 27 (Public Holiday) & all Christian holidays

### • record & tape manufacturers/distributors/importers

Blank see Record Specialists  
 Carita see Record Specialists  
 Champion see Record Specialists  
 Crystal see Federal  
 Dynamic see Dynamic Sounds  
 Dynamic Sounds Rec g Co Ltd (IFPI) 15 Bell Rd, Kingston 11 Tel 933.9138 9168 Cable DYNASOUND Telex 2296 Pres Byron A Lee VP & Comptroller Cecil Warren Sales Mgr L Gray  
 Labels: (Owned) Dynamic Jaguar Lion Melrose Panther Tiger Tysott Wede Bete (licensed) Archiv (Germany), Ariola America (USA), Atlantic (USA), Bang (USA), CTI (USA), Casablanca (USA), Creole (UK), H&L (USA), Polar (Sweden), Polydor (Germany), Ranwood (USA), Salsoul (USA), Springboard (USA), State (UK), TK (USA)  
 Int'l reps.: Africa (WFA) South Africa (EMI), UK (Creole State)  
 Federal Rec Mfg Co Ltd (IFPI) 220 Marcus Garvey Dr, Kingston 11 Tel 923.9978 7375 Telex 2294 Cable FEDERREC  
 Labels: (Owned) Federal LTD Wildflower (licensed) Buddah (USA), CBS (UK), Columbia (UK), Epic (USA), Hi (UK), USA, Marlin (USA), Philadelphia Int'l (USA), Portrait (USA), RCA (USA), T Neck (USA), TSOP (USA), (distributed - not licensed) Crystal Play back  
 Hot Stuff see Total Sounds  
 Jaguar see Dynamic Sounds  
 L T D see Federal  
 Lion see Dynamic Sounds  
 Melrose, see Dynamic Sounds  
 Panther see Dynamic Sounds  
 Playback see Federal

Record Dists Ltd., 103 Orange St., Kingston Tel 932-4989 Cable RECDISC  
Labels: (Licensed) BRC, Brunswick, Dakar, Hob. Nashboro, Noodle, Scepter, Wand (all USA).

Record Specialists Ltd (IFPI), 1-3 Torrington Rd., Kingston W1 Tel (809) 922-865/6287 Cable SOUND-TRACK. Telex 2252 Exec Dir. George Benson  
Labels: (Owned) Blank, Carita, Champion, Saturn, Star, Venus, (licensed) ABC group (USA), Capitol (USA), DJM (UK), Indian (India), MCA (USA), Majestic (USA), Motown (USA), Phonogram (Netherlands, UK, USA), Pickwick (USA), Polydor (USA), Roulette (USA), United Artists (UK, USA), Universal (USA), Word (UK).

Saturn, see Record Specialists.

Star, see Record Specialists.

Tiger, see Dynamic Sounds.

Total Sounds Rec'g Co. Ltd (IFPI), 14 Retirement Rd., Kingston 5 Tel 926-2036 Cable VIBES.

Labels: (Owned) Hot Stuff, Total Sounds; (licensed domestic) Tuff Gong; (licensed foreign) Arista (USA), Asylum (USA), EMI (UK), Elektra (USA), Private Stock (USA), RAK (UK), Warner Bros. (USA), WIRL (Barbados).

Tuff Gong, see Total Sounds.

Tysott, see Dynamic Sounds.

Venus, see Record Specialists.

Wede Bete, see Dynamic Sounds.

Wildflower, see Federal.

## ● music publishers

Ivan Mogull Caribbean Ltd., c/o Norman E. Wright, 9-11 Church St., Kingston.

Par-Lay-Voo Music Ltd., see Woodwater.

Record Specialists Ltd., 1 Torrington Rd., Kingston, W1 Tel 922-4865/6287 Cable SOUNDTRACK. Telex 2252

Exec. Dir. George Benson

Int'l firm represented: Big Seven (USA)

Sheila Music Corp. Ltd. (BMI), 15 Bell Rd., Kingston 11 Tel 933-9138/9130 Cable DYNASOUND Mng. Dir. Sheila Lee

Int'l firms represented: Cotillion, Devalbo, Douglas, Ice Nine/Fry King, Marsaint, Quackenbush, Sergeant Music/Saloon Songs, Story Songs, Viva, Warner Bros group (all USA), State (UK).

Int'l reps.: South Africa (Plymouth), rest of world (State)

Woodwater Music Ltd., 220 Marcus Garvey Dr., Kingston 11 Tel 923-8817 Cable FEDERREC Telex 2294.

Int'l firms represented: ATV (UK), Buckhorn (USA), Burlington (UK), Keymen (USA), Morning (Canada), Palace (UK)

Int'l reps.: Benelux (Universal Songs), Canada (Morning), Europe (April, Blackwood), South Africa (Impact), USA (Wetwater).

## ● services

### DESIGN & ARTWORK PLATING, PROCESSING & PRESSING PLANTS PRINTERS & LITHOGRAPHERS RECORD PROMOTION

Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11 Tel 923-7375 Cable FEDERREC Telex 2294.

Multitapes Ltd., Dynamic Sounds Rec'g Co. Ltd., 13 Bell Rd., Kingston 11 Tel 933-9168 Telex 2296.

### TAPE CUSTOM DUPLICATORS

Multitapes Ltd., Dynamic Sounds Rec'g Co. Ltd., 13 Bell Rd., Kingston 11 Tel 933-9168 Telex 2296.

Audio: 8-tr., cassette, open reel.

X-9 Electronics & Rec'g Tapes Ltd., PO Box 306, 14 Northside Plaza, Kingston 6 Tel 927-0939, 937-0212.

Gen. Mgr. Suelan Chung.

Home office: USA, Aries Int'l.

Audio: 8-tr., cassette, open reel.

### TAPE DUPLICATOR/MARKETER

Multitapes Ltd., Dynamic Sounds Rec'g Co. Ltd., 13 Bell Rd., Kingston 11 Tel 933-9168 Telex 2296

Tapeline: BASF.

## ● supplies

### CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11 Tel 933-9168 Pres. Byron Lee, Sales Mgr. Junior Gray

Brand name: Dynasette.

### JACKETS & SLEEVES LABELS

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11 Tel 933-9168 Pres. Byron Lee, Sales Mgr. Junior Gray

Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11 Tel 923-8817 Cable FEDERREC Telex 2294.

### TAPE, BLANK LOADED

X-9 Electronics & Rec'd Tape Co. Ltd., PO Box 306, 14 Northside Plaza, Kingston 6, Tel 927-0939 Gen. Mgr. Suelan Chung

Home office: USA, Aries Int'l.

Audio: 8-tr., cassette.

## JAPAN

Population: 114,830,000

Rate of exchange: \$1 (US) = 188 yen (floating)

Per capita income: \$4,740.

No. of homes with record players: 19,000,000

Holidays: January 1, January 15 (Adult's Day), February 11 (Founding Day), Vernal Equinox Day, April 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), September 15 (Respect for Aged Day), Autumnal Equinox Day, October 10 (Athletics Day), November 3 (Culture Day), November 23 (Labor Thanksgiving Day) (If a holiday falls on a Sunday, it is celebrated on Monday).

### RECORDS:

Records sold domestically including imports (retail value): LP's 1977—95,659,000 units, \$480,470,000. 1976—97,498,000 units, \$469,050,000. Singles 1977—91,614,000 units, \$138,440,000. 1976—105,124,000 units, \$148,360,000.

Records imported from USA (factory value, CIF): 1977—3,248,000 units, \$10,000,000. 1976—2,676,000 units, \$8,107,000.

Records exported to USA (factory value, FOB): 1977—302,000 units, \$918,000. 1976—204,000 units, \$517,000.

Records imported from countries other than USA (factory value, CIF): 1977—985,000 units, \$3,576,000. 1976—918,000 units, \$2,862,000.

Records exported to countries other than USA (factory value, FOB): 695,000 units, \$1,870,000. 1976—520,000 units, \$1,084,000.

Average retail price per record: LPs—\$9.29; Singles—\$2.23.

Stereo sales: 90% of total.

Discounting: Rare

Type of distribution: Manufacturer-to-retailer "Contracted stores," record retailers who are directly connected with record manufacturers, constitute the core of the distribution system. This distribution system is supplemented by wholesalers who have their own distribution route made up of "non-contractors." Major mass merchandise discount chains and students' cooperative stores also handle records. Some retailers specialize in handling imported records.

Type of promotion: Radio for international music and TV for domestic music are the most important means of promotion. There are several fan magazines which cover both the domestic and international music scenes extensively.

Jukeboxes: 90,000.

TAPE:

Pre-recorded tape sold domestically including imports (re-

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CABLE:ALFALFAPUB

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ALFA & ASSOCIATES, INC. — HINOTORI PRODUCTIONS, INC. — ALFA MUSIC, INC. (U.S.A.) — ALFA PUBLICATIONS, INC.  
(RECORDING STUDIO AND RECORD PRODUCTION) (FILM PRODUCTION) (BOOK PUBLISHING)

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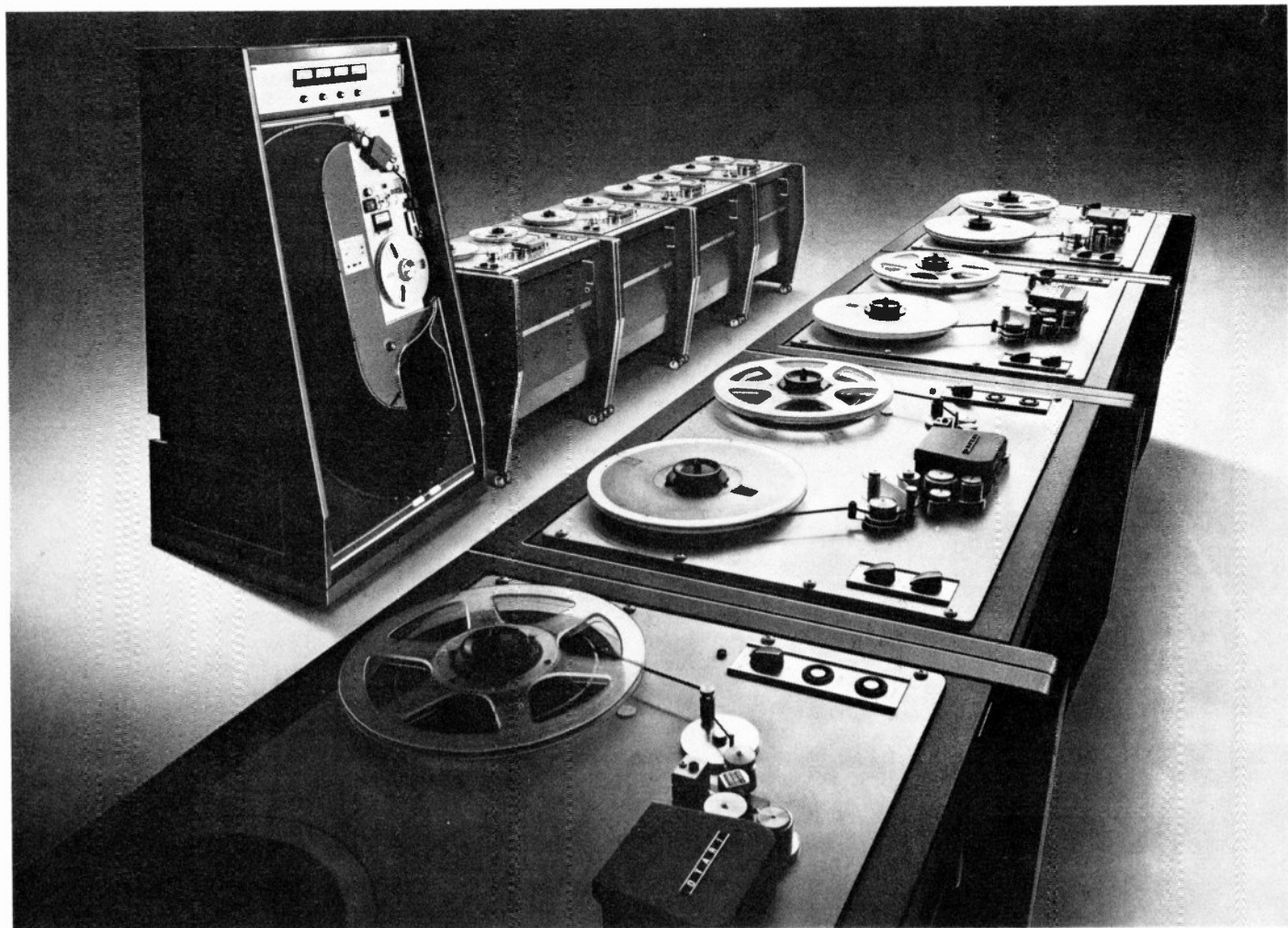
Now enjoying the 51st Anniversary

●VICTOR MUSICAL INDUSTRIES, INC.  
26-18, 4-CHOME JINGUMAE SHIBUYA-KU, TOKYO  
150 JAPAN TEL. 405-5151  
Cable: VICRECORD Tokyo Telex: VICREC J 242-3293

●VICTOR MUSIC PUBLISHING, CO. INC.  
26-18, 4-CHOME JINGUMAE SHIBUYA-KU, TOKYO  
150 JAPAN TEL. 404-3201

●VICTOR ARTISTS CORP. OF JAPAN  
26-18, 4-CHOME JINGUMAE SHIBUYA-KU, TOKYO  
150 JAPAN TEL. 402-8181

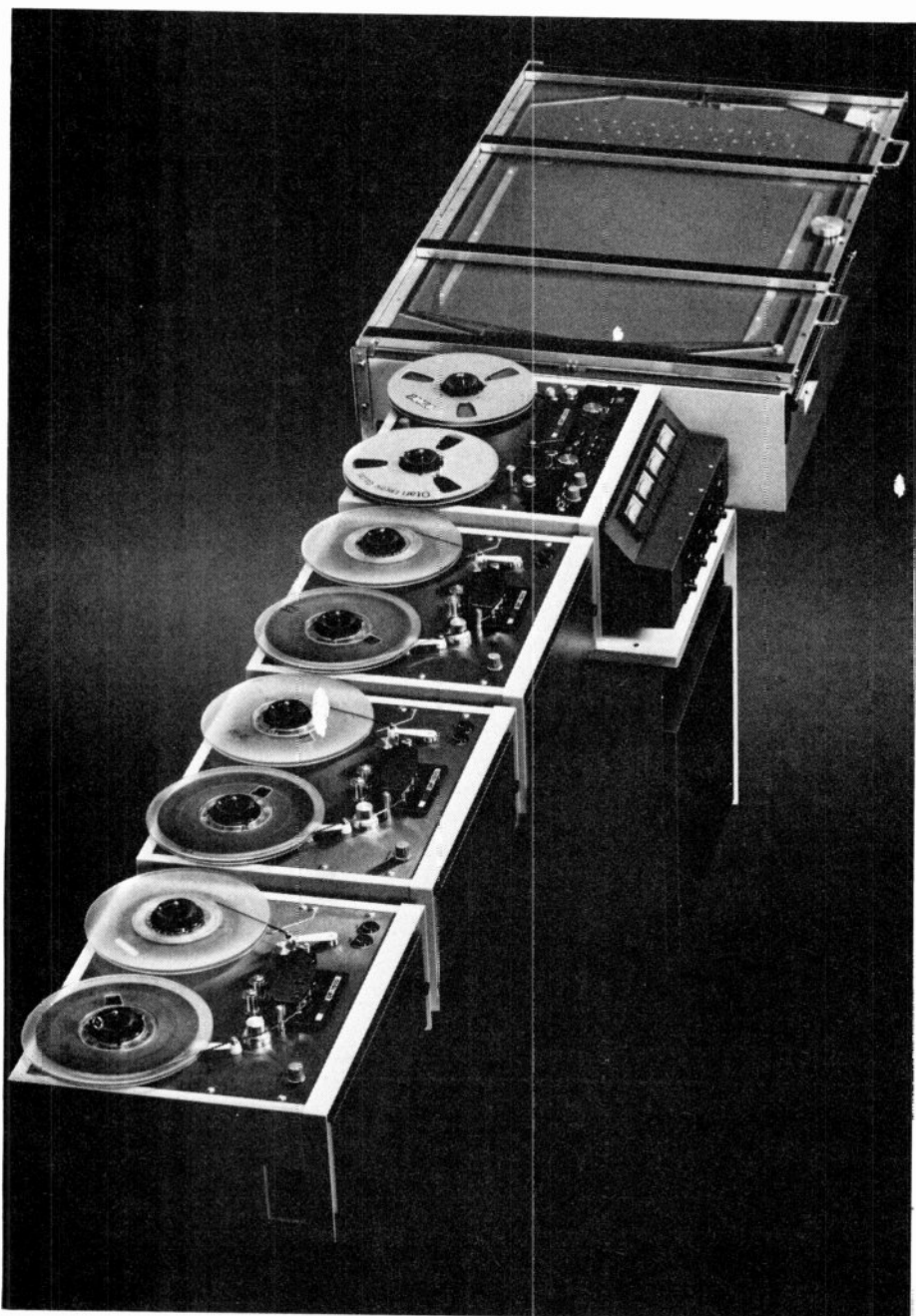
# The sound investment for your duplicating facility. 64:1 (and 32:1) Otari DP-6000,



OTARI'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 240 ips transport of your 3-3/4 ips master. Up to 10 slave units are centrally and automatically controlled. A quartz-crystal bias generator is employed, and crystal-coated ferrite heads assure clean, clear duplications for years on end. The high-performance system is also available at the 32:1 duplicating speed.

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.

# 16:1 Otari DP-1010.



If you are looking for a medium scale system with a capacity of 150-250 C60 copies an hour, the DP-1010 is the perfect choice. The latest modular concept and the state-of-the-art design enable you to own the system which exactly meets your specifications. In performance, scale and price. Your masters can be 1/2- or 1/4-inch bin-loop up to 1,800 ft, or 1/2- or 1/4-inch open reel, at 3-3/4 or 7-1/2 ips. It can be equipped with 3 - 5 slaves for cassette or open-reel copies, two- or four-track.

Performance-wise the system might exceed your requirements: master reproducer and slaves with less than 0.1% flutter, greater than 55dB S/N and crosstalk; undisputable reliability and durability proven in hundreds of critical applications. For the full story about this unique and compact duplicating system, get in contact with your nearest Otari.

## **OTARI**

Japan: Otari Electric Co., Ltd.,  
4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167  
Phone: (03) 333-9631

U.S.A.: Otari Corporation, 981 Industrial Road,  
San Carlos, California 94070 Phone: (415) 593-1648

U.K.: Industrial Tape Applications,  
London Phone: 724 2497

France: Reditec, Paris Phone: 300-9630

West Germany: RTW Radio-Technische  
Werkstaetten Rudolf Twelker GmbH,  
Köln Phone: 0221-764035

Belgium: Trans European Music S.A.,  
Brussels Phone: 569 1823

Australia: Klarion Enterprises Proprietary Ltd.,  
South Melbourne Phone: 613801

**tail value):** 8-tr 1977—9,055,000 units, \$53,286,000. 1976—11,388,000 units, \$79,487,000. Cassette 1977—25,612,000 units \$166,257,000. 1976—20,187,000 units \$124,171,000. Open reel 1977—15,000 units \$156,000. 1976—14,000 units, \$130,000.  
**Average retail price per tape:** 8-tr —\$10.41-11.15. Casette—\$9.29-10.41. open reel—\$11.15-14.87

**RADIO STATIONS:**

No. of commercial 48 AM, 4 FM, no. of government 2 AM 1 FM

**TELEVISION STATIONS:**

No. of government channels 2. commercial channels 88 (all color)

**● record & tape manufacturers / distributors / importers**

A N Z Inc., 27 Higashiyama-cho, Itabashi-ku, Tokyo 174 (Distributor)  
**Label: (Represented)** Jazzology-GHB (USA)  
 Aard-Vark, see Canyon  
 Abeno-Meikyoku-Do, 4-13-19 Abenosuji, Abeno-ku Osaka 545 Tel (06) 622-0373 (Distributor)  
 Alfa Recs Inc., Studio City Bldg, 3-5-39 Shibaura, Minato-ku, Tokyo 108 Tel (03) 455-1791 Pres Kunihiko Murai, Gen Mgr Junichi Yanai  
 Apollon Music Int'l Corp., 1-5 Wakaba, Shinjuku-ku Tokyo 160 Tel (03) 353-0191 (Tape only)  
 Archiv, see Polydor  
 Asahi Music Servs Inc., c/o Asahi Broadcasting Corp, 2-2-48 Ohyo-do-Minami, Ohyo-do-ku, Osaka 531 Tel (06) 458-5321 Pres Kinkichi Kanbara, Gen Mgr Kazuyuki Yagi, Sales Mgr. Shuzo Asai  
**Label: (Owned)** Asahi Musipak  
**Branch: Tokyo,** 2-6-3 Shiba Park, Minato-ku Zone 105 Tel (03) 436-5771 Cable ASAHIHOSO TOKYO  
 Asylum, see Warner-Pioneer  
 Athene Rec. Ind. Co. Ltd., 3-4-9 Ginza, Chuo-ku, Tokyo 104 Tel (03) 542-6651 Cable ATHENCORD  
 Atlantic, see Warner-Pioneer  
 B O M Serv Ltd., 6-5-18 Kawamo, Takarazuka Hyogo 665 Tel (0797) 87-0561. Gen Mgr Toshio Watanabe  
 Sales Mgr Saburo Watanabe  
**Labels: (Owned)** Red Clay, (licensed) American Heritage, County, Flying Fish, King Bluegrass, Lemco, Old Homestead, Rebel, Revonah, Ridge Runner Rounder, Sonyatone (all USA), (distributed—not licensed) CMH, Takoma, Vetco (all USA)  
 Black, see Teichiku  
 Black Hawk & Co., 2-18-3 Dogenzaka, Shibuya-ku, Tokyo Contact Yoshinori Mizukami (Distributor)  
**Label: (Represented)** Biscuit City (USA)

Bluegrass Ents Tokyo Kasai Bldg 6 15 1 Honkomagome Bunkyo-ku, Tokyo 113 Tel (03) 946 4663 (Distributor)  
 Blues Interactions Inc. 5 18-11 201 Daizawa Setagaya ku Tokyo 155 Tel (03)412 1293 Pres Yasu Higurashi  
**Label: (Owned)** P Vine Special (SEE ADVERTISMENT)  
 Bourbon, see Tokuma  
 C B S / Sony Inc (IFPI) 1 4 Ichigaya Tamachi, Shinjuku ku Tokyo 162 Tel (03) 266 5770 Telex 24766 Pres Norio Ohga Exec VP Toshio Ozawa Gen Mgr Hiroshi Kanai Sales Mgr Shugo Matsuo  
**Labels: (Owned)** CBS/Sony, Epic Odyssey UMI (licensed) Amber Antique (USA), Bethlehem (USA) Blue Sky (USA), Calla (USA), Caribou (USA), Cleveland Entertainment Int'l (USA) Date (USA) De-Vel (USA) Douglas (USA), Embassy (USA), Entrance (USA), Fillmore (USA) Full Moon (USA), Golden Fleece (USA), Great Western Gramophone (USA), Harmony (USA), Kalimba (USA) Kinetic (USA), Kirshtner (USA), Lifesong (USA), Mainstream (USA), Monument (USA), Mums (USA) Nemperor (USA), New Design (USA), Ode (USA) Okeh (USA), Pausa (Italy), Philadelphia Int'l (USA) Portrait (USA) Prophesy (USA), Ricordi (Italy), Silver Cloud (USA), Sound Stage 7 (USA), Spindizzy (USA) Sweet City (USA), TK (USA), T-Neck (USA), TSOP (USA) Tap pan Zee (USA), Thunder (USA) Windfall (USA) Wolf gang (USA)  
**Int'l reps.:** Worldwide (CBS) Korea (Jigu) Malaysia (EMI) Singapore (EMI)  
 Canyon Recs Inc., World Trade Center Bldg 24F 2 4 1 Hamamatsu-cho Minato-ku Tokyo 105 Tel (03) 435 4951 (Tape distributed by Pony)  
**Labels: (Owned)** Aard-Vark Canyon NAV Pony Columbia see Nippon Columbia  
 Cosdel (Japan) Ltd, Hibiya Park Bldg 1-8 1 Yuraku cho Chiyoda ku, Tokyo 100 Tel (03) 271 5861 Rep Dir Kenneth L. Cole (Distributor/Importer)  
**Labels: (Licensed)** Durium (Italy) Ranwood (USA)  
 Crown Rec Co Ltd 2 10 8 Akasaka Minato ku Tokyo 107 Tel (03) 582-4741 Pres Masanori Itoh Gen Mgr Noboru Saito Sales Mgr Kazushige Tsuyuki  
 D G see Polydor  
 Dan, see Tokuma  
 Denon see Nippon Columbia  
 Disc Center, CPO Box 874, Osaka 530 91 Tel (06) 373 6350 Cable DISCAREA Telex 64488 Pres Yasu toshi Gotoh Gen Mgr Hidekazu Yokoo, Sales Mgr Masao Hirakawa (Distributor/Importer/Exporter)  
**Branch: Tokyo,** Thirdly Heights Rm 407 1 4 20 Nakameguro, Meguro-Ku Zone 153 Tel (03) 710 6314 Contact Masao Hirakawa  
 Disco Co Ltd Akasaka Makabe Bldg 3 4 3 Akasaka Minato ku, Tokyo 107 Tel (03) 585 9111 Telex 242522B Pres Takayasu Yoshioka VP & A&R Toshio Hoshino Gen Mgr Arata Asai Sales Mgr Ikuo Kogasaki Int'l Contact Yasutaka Iiyama (Distributed by Victor)  
**Label: (Owned)** Discomate

Disromate see Disco Co & Victor  
 Disk Union Union Electric Co Ltd Nakashige Bldg 2 10 5 Kanda Surugadai Chiyoda ku Tokyo 101 Tel (03) 292 2891 Telex 25425 (Importer)  
 Doughnut see Toshiba-EMI  
 E M I see Toshiba EMI  
 East Wind see Nippon Phonogram  
 Elektra see Warner Pioneer  
 Epic see CBS/Sony  
 Express see Toshiba EMI  
 Flying Dog see Victor  
 For Life Recs Inc 10F Odakyu Minamiayama Bldg 7 8 1 Minato ku Tokyo Tel (03) 406 6955  
 Frasco see Nippon Phonogram  
 G & G Sounds Corp., 3-15 15 Izumi Higashi ku Nagoya Aichi 461 Tel (052) 932 3456 Pres Yoshio Tanahashi (Distributor/Importer)  
**Labels: (Distributed—not licensed)** Flying Fish (USA) Flyright (UK), Mill City (USA) Nighthawk (USA) Policy Wheel (UK), Route 66 (Sweden) Sanskrit (USA)  
 Globe, see Victor  
 Gyugyia Kawahara-cho Ten, Sangyonan Kawahara cho Cyukyo-ku, Kyoto  
**Label: (Represented)** Sierra/Briar (USA)  
 Harmony House Recs., 3-1 Kanda Surugadai Chiyoda ku 101 Tokyo  
**Label: (Represented)** Sierra/Briar (USA)  
 Harvest see Tokuma  
 Heliodor see Polydor  
 Herald Music Inc 2-20-15 Shimbashi Minato ku Tokyo Tel (03) 573-1287 Cable HERALDPICTURE (Distributor/Importer)  
 Japan Publ'ns Trading Co Ltd 1 2 1 Sarugaku cho Chiyoda ku Tokyo 101 Tel (03) 292 3751 Cable SHUT SUBO (Exporter)  
 Japan Rec Trading Co Ltd Daichi Honan Bldg 2 8 17 Minami Ikebukuro Toshima ku Tokyo 171 Tel (03) 984 1587 Telex 2722447 Pres Sigeru Ouchi Dir Shunji Obata (Importer/Distributor)  
 Japan Soul Agency Mena Co op 1 13 18 Gohtokujji Setagaya ku Tokyo 154 Tel (03) 426 4333 Cable JSATRCO Telex 2424586 Chief Exec Kazuo Akimoto VP Taiko Akimoto Gen Mgr Nobuhiro Shindo Sales Mgr Eiko Yamaguchi (Distributor/Importer)  
 Juijya Gakki 3 21 Nishiki cho Kanda, Chiyoda ku Tokyo 100 Tel (03) 293-4671  
 K tel Int'l (Japan) Ltd 1 2 8 Nihombashi Chuo ku Tokyo 103 Tel (03) 274-4391  
**Home office: USA**  
 Kikka Trading Co Inc 1 7-9 Asagaya Minami Suginami ku Tokyo 166 Tel (03) 583-5476 311 1682 Cable KIKKAINC Mng Dir Arata Yamamoto (Exporter)  
**Labels: (Exported)** Major jazz & rock labels & sound tracks  
 King Rec Co Ltd (IFPI) 2 12 13 Otawa Bunkyo ku Tokyo 112 Tel (03) 945 2131 Telex 24963 Pres Kazumitsu Machijiri Mng Dir Minoru Suzuki  
**Labels: (Owned)** King (licensed) A&M (USA) Barclay



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**Kitty Ent's. Inc.,** Kobayashi Bldg., 7th fl., 1-14-11 Shibuya, Shibuya-ku, Tokyo 150. (03) 499-4711. Telex: 2425338. Pres.: Harumi Ogawa; Promo. Mgr: Yutaka Tanaka; Int'l Mgr.: Kazuo Munakata. (SEE ADVERTISEMENT)  
**Kyushu-Ongaku-Sangyo,** Ishii Bldg., 3-16-13 Hakataekimae, Hakata-Ku, Fukuoka-shi 812. Tel: (092) 29-0117. (Distributor).  
**Lilac Shoji,** 10, Daihoji-machi, Minami-ku, Osaka 542. Tel: (06) 244-0901. (Distributor).  
**Lost City Co. Ltd.,** 3-22 Sannomiya-cho, Ikutaku, Kobe 650. Tel: (078) 331-3770. (Distributor/Importer).  
**Lucky Shokai,** 2-4-1 Iwamoto-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 861-7134. (distributor).  
**M G M ,** see Polydor.  
**Mama,** see Tokuma.  
**Marutani Trading Co.,** Kaiun Bldg., 2-14-4, Chuo-ku, Tokyo. **Label: (Represented)** Sheffield Lab (USA).  
**Max,** see Super Stop.  
**Mercury,** see Nippon Phonogram & Nihon Mercury.  
**Minoruphone,** see Tokuma.  
**Muse Trading Co. Ltd.,** Meiwa Bldg., Sakuragawa, Shiba, Nishikubo, Minato-ku, Tokyo 105. Tel: (03) 504-2525. (Distributor/Importer).  
**Branch: Osaka,** Tel: (06) 362-7146.  
**Music Minus One Japan,** 3-25 Azabu Iikura, Minato-ku, Tokyo 106. (Distributor).  
**Home office:** USA.  
**Music Shop** Kunihara, 8 Nijo, Asahikawa, Hokkaido. Tel: (0166) 23-5266. (Distributor).  
**N A V ,** see Canyon.  
**Nadja,** see Trio.  
**Nihon Mercury Rec. Ltd.,** 2-7-3 Yamato-cho, Nakano-ku, Tokyo 165. Tel: (03) 337-8970.  
**Label: (Owned)** Mercury.  
**Nippon Columbia Co. Ltd. (IFPI),** 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591 Japanola. Pres.: Takami Shobochi; Dir.: Toshio Kikutsugi; Rec. Div. Dir. & Gen. Mgr.: Mitsugu Kumamoto; Int'l Repertoire Gen. Mgr.: Toshihiko Hirahara; Admin. Mgr.: Tamotsu Hanzawa; Licensing Mgr.: Hajime Saito.  
**Labels: (Owned)** Columbia, Denon; (licensed) ABC (USA), ABC/Blue Thumb (USA), ABC/Dot (USA), Alshire (USA), Alvares (France), Ariola-Eurodisc (Germany), Baerenreiter-Musicaphon (Germany), Bruno Walter Society (USA), Cantate (Germany), Cassipee (France), Chiswick (UK), Claudius (Germany), Concert-Disc (USA), Counterpoint/Esoteric (USA), Da Camera (Germany), Eurodisc (Germany), Everest (USA), Ex Libris (Switzerland), Festival (France), Folkways (USA), Har-

monia Mundi (France), Inmus (Germany), Melodiya (USSR), Mondiodis (France), Monitor (USA), Mouloudji (France), Musicalitera (Germany), Muza (Poland), Nobody's Business (UK), Orion (USA), Pelca (Switzerland), Phonag (Switzerland), Preiser (Austria), Protone (USA), Rocco (Canada), Roulette (USA), Seeco (USA), Sex Pistols (UK), Supraphon (Czechoslovakia), Trema (France), Turicaphon (Switzerland), Turnabout (USA), Vox (USA).  
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**Int'l reps. for Denon PCM:** Australia (Amalgamated Wireless Australia Ltd.), Canada (Onami & Co. Ltd.), France (Jid-Dinelec), Germany (Audiovision, Bolex GMBH, Foto-Hi-Fi), Hong Kong (Hong Kong King Yoko Ltd.), Italy (Franco Crippa), Netherlands (Rema), USA (American Audiopoint Inc.).  
**Nippon Gakki Co. Ltd.,** 7-9-18 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 572-3111. Cable: YAMAHAPIANO. Telex: 252-2824. (Distributor/Importer).  
**Nippon Gakki Shibuya-Ten,** 2-10-7 Dogenzaka, Shibuya-ku, Tokyo. **Label: (Represented)** Sierra/Briar (USA).  
**Nippon Phonogram Co. Ltd. (IFPI),** Wako Bldg., 4-8-5 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 405-0865. Cable: NIPHILDISC. Telex: 2423224. Pres.: Nobuya Itoh; Gen. Mgr.: R. Itoh; Sales Mgr.: H. Koizumi; Int'l Mgr.: T. Sekiguchi.  
**Labels: (Owned)** East Wind, Frasco, Mercury, Philips, Vertigo; (licensed) All Platinum (USA), Buddah (USA), Charisma (UK), ENJA (Germany), IAI (USA), Salsoul (USA), Shelter (USA), SteepleChase (Denmark).  
**Nonesuch,** see Warner-Pioneer.  
**O M Recs.,** 3-7-15 Inagehigashi, Chiba-shi, Chiba 281. (Distributor/Importer).  
**Label: (Represented)** Mustevic Sound (USA).  
**Odyssey,** see CBS/Sony.  
**Onion,** see Royal.  
**Overseas,** see Teichiku.  
**P-Vine Special,** see Blues Interactions.  
**Phenix Trading,** Central PO Box 631, Osaka 530-91. Tel: (06) 363-7106, 365-5521. Telex: 64219. Pres.: Kikuo Tarumoto; Gen. Mgr.: Morio Nakatsu; Sales Mgr.: Toshio Hashioka; Ass't Mgr.: Yutaka Matsumura. (Distributor/Importer).  
**Philips,** see Nippon Phonogram.  
**Pioneer,** see Warner-Pioneer.  
**Pirates,** see World.  
**Polydor KK,** 1-8-4 Ohashi, Meguro-ku, Tokyo 153. Tel: (03) 462-5131. Pres.: Seichiro Koh; Mng. Dirs.: Juro Ohta, Hideo Murakami; Mktg. Mgr.: Takao Mori; A&R Mgr.: Yasuhiro Igarashi; Classical Label Mgr.: Setsuo Sasaki; Pop Label Mgr.: Masahiro Shioda.  
**Labels: (Owned)** Archiv, DG, Heliodor, Kitty, MGM, Polydor, Verve; (licensed) Amadeo (Austria), Barn (UK), Claves (Switzerland), Oyst'r (UK), Pablo (USA), RSO (UK), Ricordi (Italy), Ring-O (UK), Safari (Germany), Seon (Germany).  
**Pony Inc.,** World Trade Center Bldg., 24F, 2-4-1 Ham-

amatsu-cho, Minato-ku, Tokyo 105. Tel: (03) 435-4970. (Tape only) (Also see Canyon)  
**Pooh Yokocho Co. Ltd.,** Printemps Bldg., 2F, 44-7-14 Kajicho, Kawaramachi-Imadegawasagaru, Kamigyoku, Kyoto 602. Tel: (075) 256-2856. Pres.: Hideaki Matsuo; Gen. Mgr.: Soh Yoda; Sales Mgr.: Yumiko Ohta. (Distributor/Importer).  
**Labels: (Distributed—not licensed domestic)** CBS/Sony, King, Polydor, RVC, Red Clay, Toshiba EMI, Towa Planning, Trio, Victor, Warner-Pioneer; (distributed—not licensed foreign) County, Flying Fish, Ridge Runner, Rounder (all USA).  
**Queen Ongaku Kogyo KK,** Otema Bldg., 3-25-14 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-3631.  
**Label: (Owned)** Queen.  
**R C A ,** see RVC.  
**R V C Corp.,** 1-7-8 Shibuya-ku, Shibuya, Tokyo 150. Tel: (03) 499-3311. Cable: RVCRCARECORD. Telex: 2425162. Pres.: Ichiro Okuno.  
**Labels: (Licensed)** Erato (France), RCA (USA). (SEE ADVERTISEMENT)  
**Radio City Rec. Ltd.,** 1-5 Wakaba, Shinjuku-ku, Tokyo 160. Tel: (03) 357-2511.  
**Rainbow Recs./Rhythm & Blues Rec. Serv.,** Xerox Corner, Taiseido 8F, 1-22-4 Jinnan, Shibuya-ku, Tokyo. Tel: (03) 463-0511, 431-1833. (One Stop/Distributor/Importer)  
**The Reader's Digest of Japan Ltd.,** Palace Side Bldg., 1-1-1 Hitotsubashi, Chiyoda-ku, Tokyo 100. Tel: (03) 284-4141. (Distributor).  
**Red Clay,** see BOM.  
**Reprise,** see Warner-Pioneer.  
**Rhythm & Blues Rec. Serv.,** see Rainbow Recs.  
**Royal Rec. Co. Ltd.,** New Ginza Bldg., 7-3-13 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 571-8561.  
**Label: (Owned)** Onion.  
**Ryogaiya Co. Ltd.,** PO Box 10, 2-2-7 Honcho, Nagaoka, Niigata 940. Tel: (0258) 35-4500. Cable: RYONGO. Telex: 03232108. Pres.: Tamakichi Shimizu; Gen. Mgr.: Noboru Aoki; Sales Mgr.: Katsumi Kodama. (Distributor/Importer/Exporter).  
**Seikodo Co. Ltd.,** 2-65-8 Itabashi, Itabashi-ku, Tokyo 173. Tel: (03) 961-6171. Pres.: Masanobu Iihara. (Distributor).  
**Shinjuku Recs.,** Yotaka Bldg. 2F, 7-2 Nishi Shinjuku, Shinjuku-ku, Tokyo. **Label: (Represented)** Sierra/Briar (USA).  
**Shinsei Serv. Co. Ltd.,** 3-51 Andojibahidori, Minami-ku, Osaka 542. Tel: (542) 245-6061. Cable: SALWELL. Telex: 63753. Pres.: T. Sakata. (Importer).  
**Branch: Tokyo,** 2-10-3 Roppongi, Minato-ku.  
**Showboat,** see Trio.  
**Sound Trading Co. Ltd.,** Satake Bldg., 2nd fl., 4-9-1 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 404-5648, 402-4206. Cable: SMUSEEX. Telex: 28254. Pres.: Masao Yorozu; Sales Mgr.: Takaya Yamaguchi; Planning Mgr.: Hisaichi Urushiyama; Import Mgr.: Kunihiko Yashiro. (Importer).  
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 Sunkyo Music Co. Ltd., Yamagata Bldg., 1-14-7 Nishi-Shimbashi, Minato-ku, Tokyo 105. Tel: (03) 501-2667. Pres. Ichiro Takeuchi. (Importer of recorded masters)  
 Super Stop Inc., 2-26-11 Bishoen, Abeno-ku, Osaka 545. Tel: (06) 713-2715. Telex: 5278643. Pres. Hirakazu Sasabe, Sales Mgr.: Tomizo Miyagawa. (Distributor/Importer/Exporter)  
**Labels (Owned) Max, (distributed—not licensed) Dragon (Sweden), Queen Disc (Italy).**  
 T K R, see Takara  
 Takara Mfg. Co. Ltd., 2-29-12 Tamagawa, Ohta-ku, Tokyo 144. Tel: (03) 759-3151.  
**Label: (Owned) Takara "TKR"**  
 Tam, see Toho  
 Teichiku Recs. Co. Ltd. (IFPI), 1-2 Nishi-Shimbashi, Minato-ku, Tokyo 105. Tel: (03) 502-7213. Pres.: Shigeji Nanko; Gen., Int'l & Copyright Div. Mgr.: Ichiro Kinoue; Sales Mgr.: Minoru Ozaki  
**Labels: (Owned) Black, Overseas, Teichiku, Union; (licensed) Audio Fidelity (USA), Catalyst (USA), Chiaroscuro (USA), Contempo (UK), Hansa (Germany), Harmonia Mundi (Germany), IPG (France), MPS (Germany), Metronome (Germany), Meys (France), Progressive (USA), Pye (UK), Sonet (Sweden), Storyville (Denmark), Temey (France), Vee Jay (USA), Xanadu (USA) (SEE ADVERTISEMENT)**  
 Toho Recs. Co. Ltd., 1-2-1 Yuraku-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 503-9531  
**Int'l branches:** Brazil, Italy, Hong Kong, USA  
**Labels: (Owned) Tam, Toho, (licensed) BYG (France), Black Jazz (USA), Ovation (USA), Vogue (France)**  
 Tokuma Musical Inds. Co. Ltd. (IFPI), 1-2-2 Iwamoto-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 862-1381. Cable: TOKUMAONKOH. Telex: 28438.  
**Labels: (Owned) Bourbon, Dan, Harvest, Mama, Minor-uphone, (represented) Black Saint (Italy), Eterna (East Germany), Strata-East (USA), Xanadu (USA)**  
**Int'l rep.: Worldwide (Island)**  
 Tokyo Denka Co. Ltd., 577 Hamasaki, Asaka-shi, Saitama-ken 351. (Distributor)  
 Toshiba-EMI Ltd., 2-2-17 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-1111. Telex: 2422112. Pres.: Noboru Takamiya; Dirs.: H. Tsurumi, M. Kawai, M. Suda, K. Ueno  
**Labels: (Owned) Doughnut, Express, Toshiba; (licensed) Angel (UK), Arista (USA), Bronze (UK), Capitol (USA), Chrysalis (UK), Concord (USA), DJM (UK), EMI (UK), Island (UK), MAM (UK), Magnet (UK), Odeon (worldwide), Private Stock (USA), RAK (UK), Red Bus (UK), Rocket (UK), Rolling Stones (UK), Savoy (USA), Stateside (UK)**  
**Int'l reps.: France (Pathe Marconi-EMI), Germany (EMI Electrola), Netherlands (EMI Holland), UK (EMI), USA (Capitol). (SEE ADVERTISEMENT)**  
 Towa Kikaku & Co. Inc., c/o Bluegrass Ents. Tokyo, Kasai

Bldg., 6-15-1 Honkomagome, Bunkyo-ku, Tokyo 113. Tel: (03) 946-4663. (Distributor)  
 Trio Recs./Trio Kenwood Corp., 5-2-1 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 404-4391. Cable: TRIODISC. Telex: 22913. Exec. Dir.: Makoto Oka; Gen. Mgr.: Kazuaki Maeda; Sales Mgr.: Taizoh Fujii, Chief Prod'r & Int'l Repertoire: Kenny Inaoka  
**Labels: (Owned) Nadja, Showboat, Trio, Whynot, (licensed) Abbatoir (USA), Black Lion (UK), Choice (USA), Delmark (USA), ECM (Germany), Flying Fish (USA), Freedom (UK), JCOA (USA), Lax (USA), Rounder (USA), Watt (USA). (SEE ADVERTISEMENT)**  
 U D C, see URC  
 U M I, see CBS/Sony  
 U R C Recs. Inc., 311 Yamayasu Bldg., 1 Togano-cho, Kita-ku, Osaka 530. Tel: (06) 314-1631.  
**Labels: (Owned) URC, UDC.**  
 Union, see Teichiku  
 Universal Corp. of Japan Ltd., 1-17-9 Uchikanda, Chiyoda-ku, Tokyo 101. Tel: (03) 291-0326. Cable: UNICORECORD. Mng. Dir.: Kiyoshi Narita; Gen. Mgr.: Junji Narita. (Importer)  
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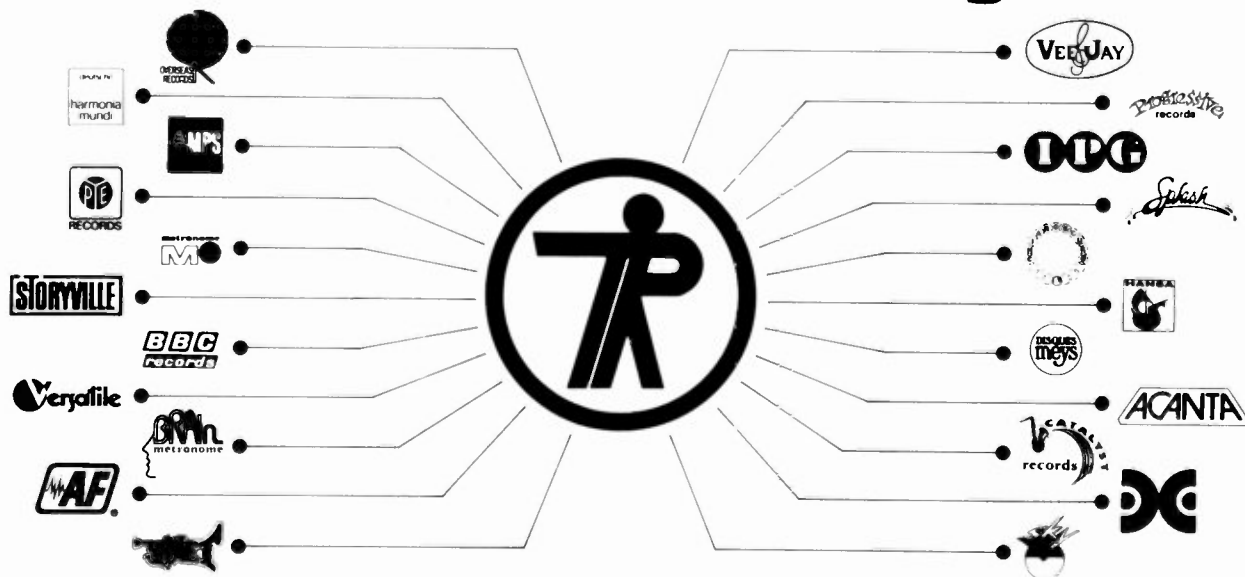
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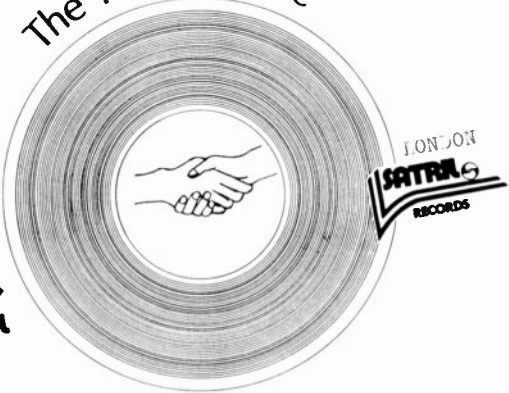
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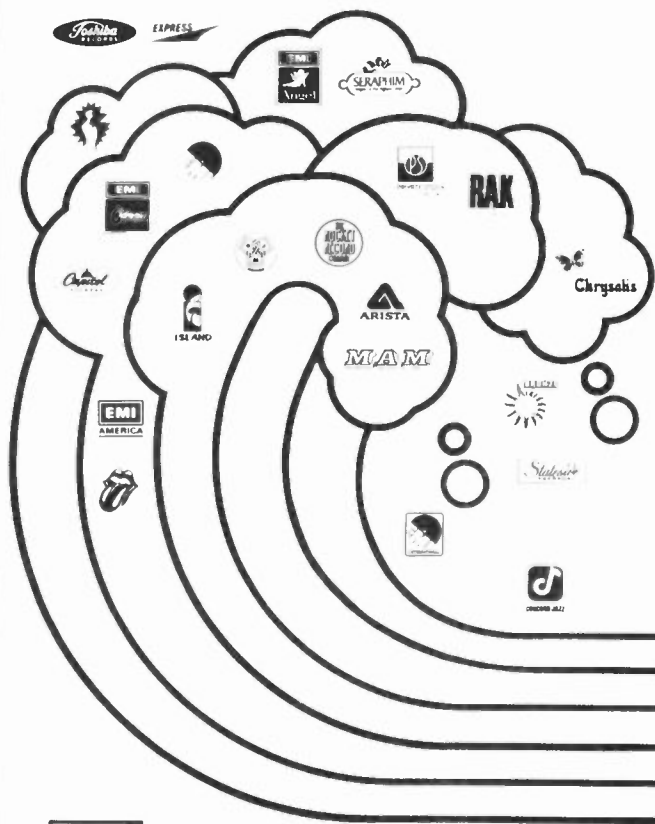


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**Hitachi Maxell Ltd.,** Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104 Tel (03) 567-6211 Cable MAXELLELEC TOKYO Gen. Mgr. Takashi Inoue, Sales Mgr. Bob Fujiwara, Int'l Dept. Mgr. Ken Kakura (Blank only)

**Int'l branches:** Germany, Kuwait, USA

**Audio:** 8-tr. cassette, open reel

**Video:** ¼" cassette, ½" EIAJ open reel, ½" EIAJ cartridge

**Brand name:** Maxell.

**JVC, see Victor.**

**Magnadyne Corp.,** Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106 Tel (03) 583-8335 (Blank only)

**Home office:** USA

**Audio:** 8-tr.

**Matsushita Electric Ind'l Co. Ltd.,** PO Box 51, Osaka Central 530-91, 1006 Oaza Kadoma, Kadomacity 571 Tel (06) 908-1121 Cable MATSUUDEN MORIGUCHI Telex 63426 Pres. Toshihiko Yamashita (Blank only)

**Int'l branches:** Germany, USA

**Audio:** Cassette, open reel

**Video:** ¼" cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" VHS cassette, ½" VX.

**Brand names:** National, Panasonic, Quasar, Technics

**Maxell, see Hitachi.**

**National, see Matsushita.**

**Nippon Columbia Co. Ltd.,** 4-14-14 Akasaka, Minato-ku, Tokyo 107 Tel (03) 584-8111 Cable NIPPONCO LUMBIA TOKYO Telex 22591 Japanola Pres Takami Shobochi, Dir. Toshio Kikutsugi

**Audio:** Cassette, open reel

**Panasonic, see Matsushita.**

**Quasar, see Matsushita.**

**Scotch, 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-tr., cassette, open reel

**Video:** 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" cassette.

**Sumitomo 3M Ltd.,** 3M Bldg., 2-33-1 Tamagawa-dai, Setagaya-ku, Tokyo 158 Tel (03) 709-8493

**Audio:** Blank-cassette, open reel, raw—8-tr., cassette & open reel

**Video:** 1" open reel, ¾" cassette, ½" EIAJ open reel

**Brand name:** Scotch

**TDK 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, ½" EIAJ open reel, ½" EIAJ cartridge

**Technics, see Matsushita.**

**Victor Co. Of Japan Ltd.,** 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103 Tel (03) 241-7811 Cable VICTOREX-PORT TOKYO Telex 26222

**Int'l branches:** Canada, England, USA (all JVC)

**Brand name:** JVC

### TAPE DUPLICATING EQUIPMENT

**B A S F Japan Ltd.,** CPO Box 1757, Tozan Bldg., 4-9 Nihonbashi-Honcho, Chuo-ku, Tokyo 100-91 Tel (03) 270-1461 Cable BADVECHEM Telex 2222130 Sales & Mktg Mgr. H Kreuels

**Product:** Pancakes

**Magnadyne Corp.,** Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106 Tel (03) 583-8335

**Home office:** USA

**Audio:** 8-tr duplicating equip

**Matsushita Electric Ind'l Co. Ltd.,** PO Box 51, Osaka Central 530-91, 1006 Oaza Kadoma, Kadomacity 571 Tel (06) 908-1121 Cable MATSUUDEN 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 (SEE ADVERTISEMENT)

**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-Kojima, 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

**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 Fujiwara, Int'l Dept. Dir. Ken Kakura

**Int'l branches:** Germany, Kuwait, USA

**Product:** Head cleaners

**Magadyne 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

**Nagaoka Seiki,** 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170

**Product:** Needles

**Namiki Precision Jewel Co. Ltd.,** 3-8-22 Adachi-ku, Tokyo 123 Tel (03) 919-0101 Pres. Kazu Namiki Ass't

**Sales Mgr. H Narita**

**Int'l branch:** USA

**Product:** Needles (M)

**Nippon Chikushin,** 3-9-35 Tozuka-cho, Shinjuku-ku, Tokyo 160

**Product:** Needles

**Nippon Columbia Co. Ltd.,** 4-14-14 Akasaka, Minato-ku, Tokyo 107 Tel (03) 584-8111 Cable NIPPONCO LUMBIA TOKYO Telex 22591 Japanola Pres Takami Shobochi, Dir. Toshio Kikutsugi

**Product:** Demagnetizers

**Ogura Jewel Ind'l Co. Ltd.,** 5 7 12 Omori Kita, Ota-ku, Tokyo 143 Tel (03) 763-3111 Pres. Kozaburo Ogura Export/Import Mgr. Tadashi Takaura

**Product:** Needles

**Sharp Corp.,** 22-22 Nagaika 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'l branches:** Brazil, 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 Tamagawa-dai, Setagaya-ku, Tokyo 158 Tel (03) 709-8493

**Product:** Tape catalog servs., leader & splicing tape

**TDK 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

**Product:** Head cleaners & demagnetizers

### ● store fixtures & merchandising aids manufacturers

**Clarion Co. Ltd.,** 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150 Tel (03) 463-6161

**Int'l branches:** Germany, Hong Kong, USA

**Product:** Browser boxes, display racks

**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

**Product:** Display racks

## KENYA

**Population:** 13 850 000

**Rate of exchange:** \$1 (US) = 7 82 shillings

**Per capita income:** \$209

**Holidays:** January 1 Good Friday, Easter Monday, May 1

June 1 first Monday in August, October 20 December 12 25 26

### ● record & tape manufacturers / distributors / importers

**AIT Recs (Kenya) Ltd. (IFPI)** PO Box 41152 Nairobi, Tel 24725 26732 556185 Cable DREWSO Telex 22366 Mng Dir M R Andrews Gen Mgr R J Andrews Sales Mgr H Patel

**Labels:** (Owned) AIT Africa Ba Ba Bana Beru Do 7 King Kong, Lolwe, Moto Moto, Musiki du Zaire, Nyang Omaki, Owang Jaber, POK, Sungura (licensed) ABC (worldwide), RCA (USA), Stax (worldwide), Tanal (Africa), WEA (worldwide)

**Africa, see AIT**

**Ba Ba, see AIT**

**Bana Beru, see AIT**

**Do 7, see AIT**

**E M I Ltd** PO Box 5188 107 St Georges House Parliament Rd Nairobi Tel 25575 Cable EMITRON Contact J.C. Scarman

**Fontana, see Phonogram**

**King Kong, see AIT**

**Lolwe, see AIT**

**Mercury, see Phonogram**

**Moto Moto, see AIT**

**Musiki du Zaire, see AIT**

**Nyang Omaki, see AIT**

**Owang Jaber, see AIT**

**P O K, see AIT**

**Phonogram Ltd / East African Recs Ltd (IFPI)**, PO Box 43695, Nairobi, Tel 557357, 557558 Cable PHONREC Telex 22225 Mng Dir J H Kinzl, Sales Mgr J Costabr

**Labels:** (Owned) Fontana, Mercury, Phonogram group, Polydor group, (licensed) A&M (USA), Bronze (UK), CBS (USA), Decca (UK), Fonior (Belgium, Zaire), Island (UK), Pye (UK)

**Int'l rep.:** Worldwide (Polygram)

**Polydor, see Phonogram**

**Sungura, see AIT**

### ● music publisher

**EIT Publ g** PO Box 41152 Nairobi Tel 24725 26732 Cable DREWSO Telex 22366 Mng Dir M R Andrews

### ● services

### DESIGN & ARTWORK PRINTING & LITHOGRAPHING

**A I T Recs (Kenya) Ltd**, PO Box 41152, Nairobi, Tel 556185 558692 Telex 22366 Mng Dir M R Andrews Gen Mgr R J Andrews, Chief Eng D Degener

### PLATING, PROCESSING & PRESSING PLANTS

**A I T Recs (Kenya) Ltd**, PO Box 41152, Nairobi, Tel 556185, 558692 Telex 22366 Mng Dir M R Andrews Gen Mgr R J Andrews Chief Eng D Degener

**East African Recs Ltd**, PO Box 43695 Nairobi Mng Dir J H Kinzl, Factory Mgr B G Horst

### TAPE CUSTOM DUPLICATOR

**A I T Recs (Kenya) Ltd** PO Box 41152 Nairobi Tel 556185 558692 Telex 22366 Mng Dir M R Andrews Gen Mgr R J Andrews, Chief Eng D Degener

**Audio:** Cassette

### ● supplies

### CARTRIDGE & CASSETTE PARTS

**A I T Recs (Kenya) Ltd** PO Box 41152 Nairobi Tel 556185 558692 Telex 22366 Mng Dir M R Andrews, Gen Mgr R J Andrews Chief Eng D Degener

**Audio:** Cassette

**Brand names:** AIT, Hacoasonic

### EMPTY CARTRIDGES, CASSETTES & REELS

**A I T Recs (Kenya) Ltd** PO Box 41152 Nairobi Tel 556185 558692 Telex 22366 Mng Dir M R Andrews Gen Mgr R J Andrews Chief Eng D Degener

**Audio:** Cassette

### JACKETS & SLEEVES LABELS

**A I T Recs (Kenya) Ltd**, PO Box 41152, Nairobi, Tel 556185 558692 Telex 22366 Mng Dir M R Andrews Gen Mgr R J Andrews Chief Eng D Degener

### ● accessories importer

**A I T Recs (Kenya) Ltd**, PO Box 41152 Nairobi, Tel 556185 558692 Telex 22366 Mng Dir M R Andrews Gen Mgr R J Andrews Chief Eng D Degener

**Product:** Cleaners, cloths, brushes, 45 rpm adapters, head cleaners & demagnetizers, leader & splicing tape

## LEBANON

**Population:** 2,960,000

**Rate of exchange:** \$1 (US) = 2.93 pounds

**Per capita income:** \$786

**Holidays:** January 1, March 30 (Moslem New Year), May 1 (Labor Day), May 6 (Martyr's Day), June 20 (Mohammed's Birthday), November 22 (Independence Day), December 25, Moslem & Christian religious holidays

### ● record & tape manufacturers / distributors / importers

**Arc, see Societe Matri Murr & Fils**

**Archiv, see Philips Liban**

**A Chahine & Fils**, Hazmeh-Chiyah Blvd., Beirut, Tel 452-750-563 Cable CHAHINEMUSIQUE Pres Joseph A Chahine, Gen Mgr. Bernard A Chahine, Sales Mgrs. Abdallah J Chahine, Boutros Maroun, Joe Letayf

**Labels:** (Owned) Voix de L'Orient, (distributed—not licensed) A&M (UK), Barclay (France), Bronze (UK), Capri

tol (UK), Carrere (France), DJM (UK), EMI (UK), EMI Int'l (UK), Fantasy (USA), Harvest (UK), His Master's Voice (UK), Island (UK), Motown (UK), Music For Pleasure (UK), Parlophone (UK), Pathe (France), Purple (UK), RAK (UK), Rocket (UK), Sonopresse (France), Tamlá (UK), Trema (France), Treteaux (France).  
**Int'l reps.:** France (Pathe Marconi EMI), Greece (EMI) D. G. see Philips Liban  
 Fontana, see Philips Liban  
 Heliodor, see Philips Liban  
 M G M, see Philips Liban  
 Mercury, see Philips Liban  
 Metrophon, see Societe Mitri Murr & Fils  
 Philips Liban SaL, Phonogram Dept., PO Box 670, Ave Sami Solh, Beirut, Tel. 382-300. Cable PHILIBAN. Gen. Mgr. E. Raben, Sales Mgr. Roger Ghosn.  
**Labels: (Owned)** Archiv, DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Polyphong, Triumph, Vertigo, Verve. **(Licensed)** Avco, All Platinum, B&C, Big Tree, Birm, Bus Stop, CTI, Capricorn, Carrere, Charisma, Clearlight, ECM, Ensign, Fresh Air, GM, GTO, Hispavox, Hot Foot, Jet, Just Sunshine, Kalan, Kalondour, Keltia, Kudu, Marzelle, Mooncrest, Mountain, Oyster, Pablo, Passport, Pergola, Phil Spector, Power Exchange, RSO Ring O, Shelter, Sire, Sonopresse, Spring, State, Track, Transatlantic, Trojan, 20th Century, WWA, Zagora.  
**Int'l reps.:** Worldwide (Phonogram, Polydor).  
 Polydor, see Philips Liban  
 Polyphong, see Philips Liban  
 Societe Libanaise du Disque SaL, PO Box 4758, Cinema Empire Bldg., Beirut, Tel. 252222. Cable CINEMPIRE Telex 26133  
 Societe Mitri Murr & Fils, PO Box 11-1211, Beirut Tel. 24-46-20, 22-38-08  
**Labels: (Owned)** Arc, Metrophon, **(represented)** Chapter One (UK), Decca (UK), Deram (UK), London (UK), MAM (UK), Pink Elephant (Belgium), Rex (UK), Saout El-Hob (Egypt), Threshold (UK), UK (UK), Vega (France), Weekend (Belgium).  
**Int'l reps.:** Belgium (Fonior), Egypt (Saout El-Hob), France (Societe Francaise du Son), UK (Decca).  
 Triumph, see Philips Liban  
 Vertigo, see Philips Liban  
 Verve, see Philips Liban  
 Voix de L'Orient, see A. Chahine & Fils

## MALAYSIA

Population: 12,300,000  
 Rate of exchange: \$1 (US) = 2.40 ringgits  
 Per capita income: \$659

Holidays: Hari Raya Puasa (2 days—Malay Religious New Year), Chinese New Year (2 days), Prophet Mohammed's Birthday, Vesak Day (Buddhist festival), Labor Day (May 1), King's Birthday, Malaysia Day (August 31), Deepavali (Tamil Festival of Lights), Thaipusam (Tamil New Year), Hari Raya Haji (Malay New Year), Christmas Day, Awal Muharram (Malay Religious Holiday).

### ● record & tape manufacturers / distributors / importers

Ace of Clubs, see Decca  
 Ace of Diamonds, see Decca  
 Angel, see EMI  
 Argo, see Decca  
 Baal Recs., 5115 Wisma Central, Jalan Ampang, Kuala Lumpur Tel. 209-836  
**Labels: (Owned)** Baal, Best of Everything; **(licensed)** ABC, H&L (both USA).  
 Beltona, see Decca  
 Best of Everything, see Baal  
 Capitol, see EMI  
 Columbia, see EMI  
 D. G., see Phonogram  
 Decca Orient (Pte.) Ltd., Kinta Hall Court, 20/34 Leboh Farquhar, Penang, Tel. 60-671. Mng. Dir. Derrick J. Coupland; Dir. H. K. Franklin; Mgr. Lee Chin Har. **Local branch: Kuala Lumpur, Lee Rubber Bldg., 2nd fl., Rm. 2, 145 Jalan Bandar, Tel. 23-810.** Mgr. Encik Ismail Bin Haji Abdul Rahman.  
**Reg'l headquarters:** Singapore  
**Labels: (Owned)** Ace of Clubs, Ace of Diamonds, Argo, Beltona, Decca, Deram, Eclipse, London, London/AOA, London Globe, L'Oiseau Lyre, Qualiton, Threshold Vocation, York, **(represented)** All Platinum (USA), Ariola (Germany), Boot (USA), Brunswick (USA), Capri (France), Chapter One (UK), Coccinelle Varieties (France), Contempo (UK), Cynda (USA), Ember (UK), Emerald (UK), Fiesta (France), Greenwich (UK), Guill (UK), Headline (UK), Horoscope (USA), Maple (USA), Nova (UK), O Be (USA), Rex (UK), Spiral (UK), Stang (USA), Summus (USA), Turbo (USA), Turnabout (UK), Vega (France), Vox (UK).  
**Int'l reps.:** Ceylon (Lewis Brown), China (Linfair), India (Gramophone), Japan (King), Korea (Sung Eum), Macao (Universal Agencies), Pakistan (EMI), Philippines (Super) Thailand (Kinetex).  
 Deram, see Decca  
 EMI (Malaysia) Sendirian Berhad, (IFPI), 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07, Tel. (03) 924133, 924261, 924392. Cable EMITRON Telex 30682. Dir. & Gen. Mgr. M. Comerford; Mktg. & Sales Mgr. Ronald Choong, A&R Mgr. B.S. Cheah.  
**Home office:** England  
**Labels: (Owned)** Angel, Capitol, Columbia, EMI, HMV, Harvest, Parlophone, Pathe, Regal, **(licensed)** A&M (USA), Arista (USA), Bronze (UK), CBS (USA), Disneyland (USA), Dyna (Philippines), Epic (USA), Island (UK), MAM (UK), Motown (USA), Passport

(USA), Private Stock (USA), RAK (UK), Rocket (UK).  
**Int'l rep.:** Worldwide (EMI).  
 Eclipse, see Decca  
 Elastic, see Musico  
 Fontana, see Phonogram  
 Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak Tel. (05) 4-555.  
 H M V, see EMI  
 Harvest, see EMI  
 Hup Hup Sendirian Berhad, 66-68 Jalan Raja Chulan, Kuala Lumpur, Tel. (03) 207-904/524. Mng. Dir. A. W. Ng; Gen. Mgr. Richard Ng.  
**Label: (Distributed) Life**  
 King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor, Tel. (03) 52-118. Cable DISKING. Mng. Dir. Ng Lian Chin, Gen. Mgr. Yee Kok Fai.  
 Life, see Hup Hup  
 London, see Decca  
 London/AOA, see Decca  
 London Globe, see Decca  
 Malaysia Recs. Sendirian Berhad, Lot 8244, Jalan 222/225, Kawasan Miel, Petaling Jaya Tel. (03) 773685, 773604. Cable MAYREC. Chm. M.C. Brown, Mgr. Y.H. Heng.  
 Mercury, see Phonogram  
 Musico (Malaysia) Sendirian Berhad, China Insurance Bldg., Rms. 605 & 705, 174 Jalan Tuanku Abdul Rahman, Kuala Lumpur, Tel. 203-210.  
**Labels: (Owned)** Elastic; **(represented)** Blue Note (USA), Fantasy (USA), Prestige (USA), United Artists (Germany, UK, USA).  
 L'Oiseau Lyre, see Decca  
 Parlophone, see EMI  
 Pathe, see EMI  
 Philips, see Phonogram  
 Phonogram Far East Pte. Ltd., Jalan Bukit Bintang, 1st fl., No. 20, Kuala Lumpur, Selangor Tel. 81-571.  
**Regional headquarters:** Singapore  
**Labels: (Owned)** DG, Fontana, Mercury, Philips, Polydor, RSO, **(represented)** CTI (USA), Capricorn (USA), Charisma (UK), Chrysalis (UK), DJM (UK), De-Lite (USA), GTO (UK), H&L (USA), Jupiter (Germany), MCA (USA), MGM, Monument, Pablo (Germany), Ring-O (UK), 20th Century (USA), Vertigo, Verve  
 Polydor, see Phonogram  
 Qualiton, see Decca  
 R S O, see Phonogram  
 Regal, see EMI  
 Threshold, see Decca  
 Vocation, see Decca  
 Tony Wong Co. (Malaysia) Sendirian Berhad, 12 Jalan Midah 3, Taman Midah, Off Jalan Cheras, Kuala Lumpur, Tel. 612-031  
**Home office:** Singapore  
 York, see Decca.

### ● music publishers

Burlington-Palace Music Orient Ltd. (div. of Decca Orient Pte. Ltd.), Kinta Hall Court, 20-34 Leboh Farquhar, Penang, Tel. 60-671. Mng. Dir. Derrick J. Coupland, Dir. H. K. Franklin. **Local branch: Kuala Lumpur, Lee Rubber Bldg., 2nd fl., Rm. 2, 145 Jalan Bandar, Tel. 23-810.** Mgr. Encik Ismail Bin Haji Abdul Rahman.  
**Reg'l headquarters:** Hong Kong  
 Pustaka Muzik EMI (Malaysia) Sendirian Berhad, 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07, Tel. (03) 924133, 924261, 924392. Cable EMITRON Telex 30682. Dir. Michael Comerford; Gen. Mgr. B.S. Cheah.  
 Tony Wong Co. (Malaysia) Sendirian Berhad, 12 Jalan Midah 3, Taman Midah, Off Jalan Cheras, Kuala Lumpur, Tel. 612-031  
**Home office:** Singapore

### ● services

#### DESIGN & ARTWORK

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak Tel. (05) 4-555.  
 King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor, Tel. (03) 52-118. Cable DISKING. Mng. Dir.: Ng Lian Chin; Gen. Mgr. Yee Kok Fai. (Rec. only)

#### PLATING, PROCESSING & PRESSING PLANTS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak Tel. (05) 4-555.  
 King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor, Tel. (03) 52-118. Cable DISKING. Mng. Dir.: Ng Lian Chin; Gen. Mgr. Yee Kok Fai. (Rec. only)  
 Malaysia Recs. Sendirian Berhad, Lot 8244, Jalan 222/225, Kawasan Miel, Petaling Jaya Tel. (03) 773-685, 773-604. Cable MAYREC. Chm. M.C. Brown, Mgr. Tommy Sng. (Pressing only)

#### PRINTERS & LITHOGRAPHERS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak Tel. (05) 4-555  
 King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor, Tel. (03) 52-118. Cable DISKING. Mng. Dir.: Ng Lian Chin; Gen. Mgr. Yee Kok Fai. (Rec. only)

Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, Perak, Tel. 822-246  
**Int'l branch:** USA, Spectrotape

#### TAPE CUSTOM DUPLICATORS

Emitape (Malaysia) Sendirian Berhad, 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07, Tel. (03) 924133, 924261, 924392. Dir.: M. Comerford; Mgr. Jenny Thong.  
**Audio:** 8-tr., cassette.

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak, Tel. (05) 4-555  
**Audio:** 8-tr., cassette & open reel.  
 King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor, Tel. (03) 52-118. Cable DISKING. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Yee Kok Fai.  
 Tony Wong Co. (Malaysia) Sendirian Berhad, 12 Jalan Midah 3, Taman Midah, Off Jalan Cheras, Kuala Lumpur, Tel. 612-031  
**Home office:** Singapore.

### ● supplies

#### CARTRIDGE & CASSETTE PARTS

U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27, Tel. 82011, 80944. Cable UNI-GOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr. Peter S. C. Goh; Sales Mgr.: Kelvin E. K. Saw  
**Audio:** All plastic parts.

#### EMPTY CARTRIDGES, CASSETTES & REELS

Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia Tel. (05) 822-246, 823-499  
 Cable PANDATAPE  
**Int'l branch:** USA, Spectrotape  
**Audio:** Cassette

U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27, Tel. 82011, 80944. Cable UNI-GOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr. Peter S. C. Goh; Sales Mgr.: Kelvin E. K. Saw  
**Brand name:** UNI-EI Mar  
 Tony Wong Co. (Malaysia) Sendirian Berhad, 12 Jalan Midah 3, Taman Midah, Off Jalan Cheras, Kuala Lumpur, Tel. 612-031  
**Home office:** Singapore

#### JACKETS & SLEEVES LABELS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak, Tel. (05) 4-555  
 King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor, Tel. (03) 52-118. Cable DISKING. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Yee Kok Fai.  
 U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27, Tel. 82011, 80944. Cable UNI-GOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr. Peter S. C. Goh; Sales Mgr.: Kelvin E. K. Saw (Labels only)

#### POLYETHYLENE BAGS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak, Tel. (05) 4-555.

#### RECORD PROCESSING MACHINERY

U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27, Tel. 82011, 80944. Cable UNI-GOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr. Peter S. C. Goh; Sales Mgr.: Kelvin E. K. Saw  
**Brand name:** Finebit.

#### TAPE, RAW & BLANK LOADED

Agfa Carat, see East Asiatic  
 Agfa Stereochrom, see East Asiatic  
 Agfa Videochrom, see East Asiatic  
 Ampex, see Eastland  
 Capitol, see Emitape  
 East Asiatic Co. Ltd., PO Box 354, 84 Jalan Ampang, Kuala Lumpur, Tel. 25121. Telex: 246  
**Audio:** Blank—compact-cassette, open reel; raw—cassette, broadcast, studio  
**Video:** Cassette, open reel  
**Brand names:** Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Eastland Trading Co., 301 Jalan Pekoeling, Kuala Lumpur 17-01, Tel. 25-302 (Importer/Exporter)  
**Reg'l headquarters:** Singapore.  
**Brand name:** Ampex.

Emitape (Malaysia) Sendirian Berhad, 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07, Tel. (03) 924133, 924261, 924392. Dir.: M. Comerford; Mgr. Jenny Thong. (Blank only)  
**Audio:** 8-tr., cassette.  
**Brand names:** Audiotape, Emitape  
 Greencorp, see UNI

Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel. (05) 822-246, 823-499  
 Cable PANDATAPE (Blank only)  
**Int'l branch:** USA, Spectrotape  
**Audio:** 8-tr. & cassette.

U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27, Tel. 82011, 80944. Cable UNI-GOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr. Peter S. C. Goh; Sales Mgr.: Kelvin E. K. Saw  
**Audio:** 8-tr., cassette.  
**Brand name:** Greencorp

Tony Wong Co. (Malaysia) Sendirian Berhad, 12 Jalan Midah 3, Taman Midah, Off Jalan Cheras, Kuala Lumpur, Tel. 612-031  
**Home office:** Singapore.

#### TAPE DUPLICATING & PROCESSING EQUIPMENT

Eastland Trading Co., 301 Jalan Pekoeling, Kuala Lumpur 17-01, Tel. 25-302 (Importer/Exporter)  
**Reg'l headquarters:** Singapore  
**Brand names:** Ampex, Pentagon  
 U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27, Tel. 82011, 80944. Cable UNI-GOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr. Peter S. C. Goh; Sales Mgr.: Kelvin E. K. Saw  
**Audio:** Duplicators  
**Brand name:** Ed-Pic/Recordex



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Telex 1775799

● accessories  
manufacturers

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel. (05) 4-555.  
Product: Carrying & storage cases.  
Panda Inds. Sendirian Berhad, Kamunting Ind' Estate, Taiping, West Malaysia. Tel. (05) 822-246, 823-499.  
Cable: PANDATAPE  
Product: Head cleaners  
U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27. Tel. 82011, 80944. Cable: UNI-GOH. Telex: 31341. Mng. Dir.: S.S. Goh, Gen. Mgr.: Peter S.C. Goh, Sales Mgr.: Kelvin E.K. Saw.  
Product: Tape carrying & storage cases, cleaners, cloths & brushes, head cleaners & demagnetizers, leader & splicing-tape.

● store fixtures &  
merchandising aids  
manufacturers

Panda Inds. Sendirian Berhad, Kamunting Ind' Estate, Taiping, West Malaysia. Tel. (05) 822-246, 823-499.  
Cable: PANDATAPE  
Product: Tape display racks.  
U N I Ent. Sendirian Berhad, 175, 2nd fl., Jalan Bandar, Kuala Lumpur 01-27. Tel. 82011, 80944. Cable: UNI-GOH. Telex: 31341. Mng. Dir.: S.S. Goh, Gen. Mgr.: Peter S.C. Goh, Sales Mgr.: Kelvin E.K. Saw.  
Product: Tape display racks.

MEXICO

Population: 62,330,000.  
Rate of exchange: \$1 (US) 22.8 pesos  
Per capita income: \$1,050  
No. of homes with record players: 3,500,000  
Holidays: January 1, February 5 (Promulgation of the Constitution), March 21 (Birthday of Benito Juarez), May 1 (Labor Day), May 5 (Cinco de Mayo), September 15 & 16 (Independence Day), October 12 (Columbus Day), November 20 (Anniversary of the Revolution), December 25.

RECORDS:

Note: The following estimated data from Amprofon member companies represents about 80% of the total market.

Records sold domestically: LP's 1977—\$68,750,000; 1976—\$55,000,000. EP's 1977—\$10,375,000; 1976—\$8,300,000. Singles 1977—\$23,750,000; 1976—\$19,000,000.

Records, record blanks & pre-recorded media imported from USA: 1977—\$1,326,226.

Average retail price per record: LP's—\$3.00; EP's—\$1.25; singles—\$.75.

Stereo sales: 60% of total.

Quadraphonic sales: 3% of total.

Record club sales: 3% of total.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer system predominates. One rack jobber, 4 one stops & 1 club account for the remainder of the distribution.

Type of promotion: Radio & tv concerts are the most important.

Jukeboxes: 25,000.

TAPE:

Market: Cassette market is growing rapidly.

Note: The following estimated data from Amprofon member companies represents about 80% of the total market.

Tape sold domestically: 8-tr. 1977—\$4,875,000; 1976—\$3,900,000. Cassette 1977—\$8,875,000; 1976—\$7,100,000.

Average retail price per tape: 8-tr. & cassette—\$3.00.

Import sales: No pre-recorded tape is imported.

RADIO STATIONS:

No. of stations 908; 798 AM, 210 FM.

TELEVISION STATIONS:

No. of channels 25, 100% in color.

Marv Fisher

● record & tape  
manufacturers /  
distributors /  
importers

A C (Discos) (Central de Grabaciones), Mayorazgo 83, Col. General Anaya, Mexico, 13, D.F. Tel. (905) 534-3370. Prod'n Dir.: Jose Antonio Zavala; Ass't Prod'n Dir.: Gustavo Martinez Vaca; Opns. Ass't: Mari del Carmen Madrigal de Capilla. (SEE ADVERTISEMENT)

A M S Recs. SA (Fabrica de Discos), Jerico 64, Mexico, D.F. Tel. (905) 760-3441.

Acapulco, see Musart.

Accion, see Coro.

Allegria SA (Discos), Xochicalco 242-2, Mexico 12, D.F. Tel. (905) 543-2470.

Int'l rep.: USA (Fama).

America (Discos), Hamburgo 172, 1st fl., Mexico, D.F. Tel. (905) 525-9084. Gen. Dir.: Jose Mantecon. (SEE ADVERTISEMENT)

Angel, see EMI-Capitol.

Archiv, see Polydor.

Arcoiris Musical, see Centro Musical de Tijuana.

Ariel, see Mexicanos.

Aries SA (Fonogramas), Laguna San Cristobal 41-A, Mexico 17, D.F. Tel. (905) 545-1004. Pres.: Hector Martinez Anaya, Gen. Mgr.: Oscar Bennetts Belmar, A&R Mgr.: Hector Martinez Anaya Jr., Sales Mgr.: Hector Chaves Mocotella; Finance Mgr.: Isaura Martinez Anaya; Prod'n Mgr.: Roxanne Martinez Anaya; Promo & Pub. Mgr.: Karenne Martinez Anaya.

Labels: (Owned) Aries, Hecman, Music; (licensed) Chavez (Colombia), Corona (Venezuela), Evesol (Venezuela), Fonodisco (Venezuela), Miami (USA), Ondina (Colombia), Ranchera (Venezuela).

Ariola, see Discolibro. (SEE ADVERTISEMENT)

Audioton SA (Discos), Allende 233, Mexico 16, D.F. Tel. (905) 527-6478. (Licensed to Gas)

Labels: (Owned) Audioton, Beca.

Avon, see Coro.

Beca, see Audioton.

Belart, see Polydor.

Brisa SA (Discos), Olivar 29, Mexico 19, D.F. Tel. (905) 563-0100. Gen. Dir.: Mario Wilson.

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel. (905) 576-0333. Cable: COLRECORD. Pres.: Jose Manuel Villarreal P.; Gen. Mgr.: Armando de Llano Arana, Sales Mgr.: Arturo Valdes de la Pena; Rec. Div. Mgr.: Raul Bejarano Teja.

Labels: (Owned) CBS, Epic, Harmony, Okeh, Sultana; (licensed domestic) Dimeca; (licensed foreign) Bethlehem, Blue Sky, Buena Vista, Calla, Caribou, Fredy, Full Moon, Gamble, Hot Wax, Invictus, Memo, Monument, Mums, Nemperor, Philadelphia Int'l, Portrait, Ranch, Sound Stage 7, TK, T-Neck, TSOP, Zarape (all USA). Int'l reps.: Worldwide (CBS Int'l) except USA (Caytronics). (SEE ADVERTISEMENT)

Camden, see RCA.

Capitol, see EMI-Capitol.

Cara, see Grever.

Carlos SA (Discos), J.M. Correa 285-F, Esquina Corona, Col. Viaducto-Piedad, Mexico 13, D.F. Tel. (905) 526-1347.

Cash, see Grever.

Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 92073, USA; 917 Constitution Ave., Tijuana, B.C. Tel. (903) 385-1322. Pres.: Luis B. Alonso; VP: Tessa Alonso; Sales Mgr.: Manuel Magdaleno C.

Labels: (Owned) Arcoiris Musical, Rainbow Music; (distributed) Alhambra, Arcano, Arriba, Ariola, CBS, Capitol, Caytronics, Coco, Columbia, Fama, Fania Int'l, Fiesta, Fuentes, Gala, Gamma, Hispavox, Latin Int'l, Melody, Miami, Montilla, Musart, Nova Vox, Peerless, Polydor, Pronto, Raff, RCA, Safari, Sonido Int'l, Super Sonido.

Int'l rep.: USA (Fiesta).

Cisne Raff SA (Discos) (IFPI), Calle Carracci 64, Mexico 19, D.F. Tel. (905) 563-2800.

Int'l branch: USA, Raff Recs.



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# EMLASA

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 Mexico 17, D.F. Tels. 531-32-65/66

**Labels: (Owned)** Cisne, Diablo, Gaviota, Hot Rock, Raff, (licensed domestic) Cronos, (licensed foreign) Anahuac (USA), Dark (Venezuela), Disc Jockey (Argentina), Hurricane (USA), Mex Melody (USA), Movieplay (Spain), Nippon Columbia (Japan), Norteno (USA), Playboy (USA), Ric (USA), SISA (Nicaragua)  
**Int'l rep:** Nicaragua (SISA)

**Cladrijo SA (Discos),** Miraflores 823, Mexico 13, D.F.  
 Clave, see Gamma  
 Colibri, see Sonomedios  
 Corito, see Coro  
**Coro SA (IFPI),** SA, Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico Riojas, Gen Mgr Gloria Oliveros  
**Labels: (Owned)** Accion, Avon, Corito, Coro  
**Int'l reps.:** Argentina (Microfon), Colombia (Fuentes), Guatemala (Fonica), USA (Safari), Uruguay (Microfon in Argentina), Venezuela (BASF, Fonodisco)  
**Cronos SA (Discos),** Av Obregon 1824, Guadalupe, Jal Tel: (9136) 18-63-84. (Licensed to Cisne)  
 D C M, see Discos & Cintas Melody  
**D E L A (Director de la Coordinacion & Explotacion de artista & repertorio para Latinoamerica),** Av Ejercito Nacional 209, 4th fl., Mexico 5, D.F. Tel (905) 531-1524/7030 Cable. GRAMMAPHON Telex (017) 74250, 71227 Dir. Andre Toffel (Liaison office for Polydor & Phonogram group of companies in Latin America)  
 D G, see Polydor  
 Diablo, see Cisne  
 Diana, see Gamma  
 Dimca, see CBS/Columbia  
 Dimsa, see Mexicanos  
 Discobolo, see Discos & Cintas Melody  
**Discolibro SA,** Avda de las Fuentes 41-A, 4th fl., Col Tech-amachalco, Mexico, D.F. Tel (905) 589-8400  
**Home office:** Germany, Ariola Eurodisc  
**Discos & Cartuchos de Mexico SA,** see Discos & Cintas Melody  
**Discos & Cintas Melody SA (IFPI),** Lago Chalco 122, Mexico 17, D.F. Tel (905) 250-1499 Cable. MELMEX Pres Jose Ignacio Morales Perea, Exec. VP Jose Luengo Macias, Gen. Mgr Enrique de Noriega S., Sales Mgr Antonio Maza B  
**Labels: (Owned)** DCM, Discobolo, Melody, (licensed) Dideca (Central America), Durium (Italy), Fenix, Gala (USA), Infopesa (Ecuador), Ins, Mercana (USA), Microfon (Argentina), Movieplay (Spain), Music Hall (Argentina), Nova Vox (USA), Vanguard (USA)  
**Int'l reps.:** Central America (Dideca), Argentina (Microfon), Columbia (Sonolux), Peru (Decibel), Spain (Movieplay), USA (Mercana, Melody), Venezuela (Sura-mercana) (SEE ADVERTISEMENT)  
 El Dorado, see Producciones Musicales  
**E M I-Capitol de Mexico SA de CV (IFPI),** Rio Balsas 49, Mexico 5, D.F. Tel (905) 525-1700 Cable. CAPRECORDS Pres. Robert Ascott, Sales Mgr Miguel Reyes  
**Labels: (Owned)** Angel, Capitol, EMI, Odeon, Seraphim; (licensed) A&M (USA), Arista (USA), Motown (USA), Private Stock (USA)

**Int'l reps.:** Worldwide (EMI group), Bolivia (Dueri), Central America (Dideca), Colombia (CBS), Ecuador (IFESA), Peru (IEMPASA), USA (Latin Int'l), Venezuela (Los Ruices)  
 Eco, see Peerless  
 Epic, see CBS/Columbia  
 Erre, see Guitarra  
**F A (Discos),** Revillagigedo 96-405, Mexico 1, D.F. Tel (905) 510-2595  
**Fiel,** see Industria Disquera Mexicana  
**Fiesta (Discos),** Av. Antonio de Mendoza 1099, Mexico, B.C. Tel (903) 8-13-88  
**Int'l rep.:** USA (Fogata)  
 Flama, see Gas  
**Fonomez SA,** Sur 71, No 214, Mexico 13, D.F. Tel (905) 539-0961  
**Labels: (Owned)** Fonomez, Galaxia, Ja Ja, Karma, Orbita, Somma, Stereo Star  
 Fontana, see Polydor  
**Galaxia,** see Fonomez  
**Gamma SA (IFPI),** Apdo 7762, Zone 1, Emerson 432, 1st fl, Mexico 5, D.F. Tel (905) 545-6735 Cable. GAM-MADISC Telex 1772424 Pres Jose M Vidal Zapatero, Gen Mgr. Carlos J. Camacho, Int'l Luis M Moyano  
**Labels: (Owned)** Clave, Diana, Gamma, Golondrina, (represented) AVI (USA), AZ/Delphine (France), Alvorada (Portugal), Amadeo (Austria), Arion (France), Alvarium (USA), Atlantic (USA), BWD (UK), Baby (Italy), Beverly-Som (Brazil), Butterfly (USA), CTI (USA), Charger (Brazil), Charisma (USA), Chelsea (USA), Connoisseur Society (USA), D&M (USA), Discomoda (Venezuela), Elektra (USA), Erato (France), Everest (USA), Fama (USA), Fantasy (USA), Hallmark (UK), Hispavox (Spain), Hungaroton (Hungary), MM (France), Melodiya (USSR), Mio Int'l (USA), Musical Heritage (USA), Nonesuch (USA), Original Sound (USA), Parachute (USA), Pausa (USA), Promus (Venezuela), Pye (UK), Reprise (USA), Supraphon (Czechoslovakia), Symphony Tone (Austria), 20th Century (USA), United Artists (USA), Warner Bros (USA)  
**Int'l reps.:** Argentina (Microfon), Australia (Festival), Bolivia (Lauro), Brazil (Gravacoes Eletricas), Central America (Dideca), Chile (Quatro), Colombia (Codiscos), Ecuador (IFESA), Peru (El Virrey), Spain (Hispavox), USA (West Side), Uruguay (Palacio de la Musica), Venezuela (Disco de Moda) (SEE ADVERTISEMENT)  
 Gas-Norteno, see Gas  
**Gas SA (Discos),** Av. Cuatlahuac 2725, Mexico 16, D.F. Tel (905) 399-1144  
**Int'l branch:** USA  
**Labels: (Owned)** Flama, Gas, Gas-Norteno, Inter-Gas, (licensed domestic) Audioton, (licensed foreign) Beverly (Spain), Dicesa (El Salvador), Famoso (Ecuador), Gema (USA), Infopesa (Peru), Mundo (Dominican Republic), Orbe (Colombia), TK (Argentina), Velvet (Venezuela)  
**Int'l reps.:** Brazil (Chantecler, Fermata), Peru (Infopesa), Venezuela (Velvet)

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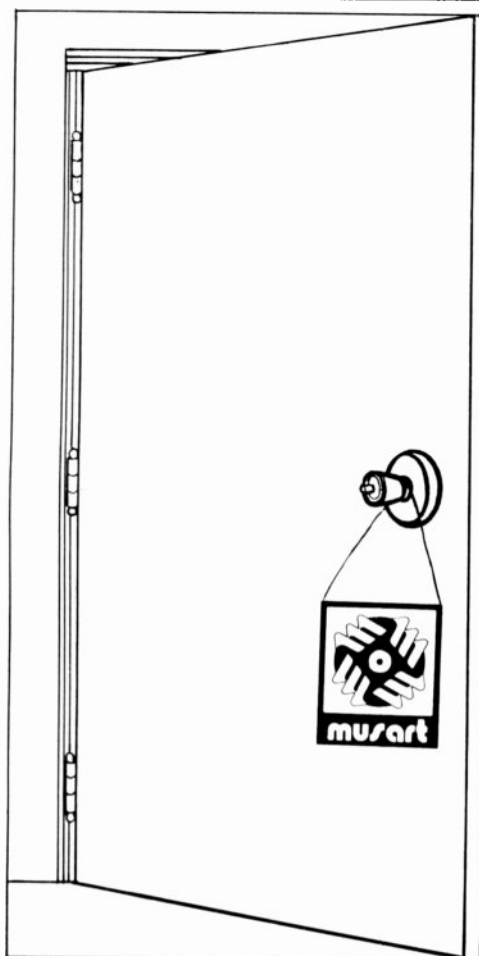
Gaviota. see Cisne  
 Globo. see Musart  
 Golden. see Juventa  
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 Grabamex. see Grabaciones Mexicanas  
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**Labels: (Owned) Erre, Guitarra. (licensed) Ansonia (USA), Chain (Mexico), Dial (Spain), Everest (USA), Músidisc (Brazil), PBR (USA), Project 3 (USA), Sonet (Sweden)**  
**Int'l reps.:** Argentina (Parnaso), Guatemala (Dideca), Spain (Dial. Marfer), USA (Parnaso), Venezuela (Duplica)  
 Harmony. see CBS/Columbia  
 Hecman. see Aries  
 Heliodor. see Polydor  
 Hot Rock. see Cisne  
 I G L E. see Sonido y Ritmo.  
 Industria Disquera Mexicana SA, C. Central Sur 385. Mexico 15. D.F. Tel (905) 355-0570.  
**Labels: Fiel, Tono**  
 Inter-gas. see Gas  
 Ja Ja. see Fonomex  
 Juventa (Ed. Musical). Tonalá 194-G. Mexico 7. D.F. Tel (905) 574-1278. Pres. & Gen. Mgr. Rosamaria Gonzalez Romero. VP Jorge Batalla Saigado. A&R Rafael de Paz Gonzalez  
**Labels: (Owned) Golden, Juventa. (represented) Ar-mex (USA)**  
 Karma. see Fonomex.  
 Karussell. see Polydor  
 Lado-A. see Grever.  
 Libelula. see Sonomedios  
 M G M. see Polydor.  
 Magneto. see Sonomedios.  
 Malibu (Discos). Palma Nte. 315-115. Mexico 1. D.F. Tel (905) 512-4202.  
**Labels: (Owned) Malibu, Serape**  
 Maya. see Mexicanos.  
 Melody. see Discos & Cintas Melody. (SEE ADVERTISE-  
 MENT)  
 Mercury. see Polydor.  
 Mexicanos (Discos) SA/Orfeon Videovox SA (IFPI), Alce Blanco 26, San Bartolo, Naucalpan. Tel (905) 576-8300/1500. Pres.: Rogerrio Azcarraga. VP & Gen. Mgr. Pablo Macedo.  
**Int'l branch: USA, Orfeon.**  
**Labels: (Owned) Ariel, Dimsa, Maya, Orfeon, Premier, Studio. (represented) Carrere (France), Dalida (France), Fonografica Espanola (Spain), International Shows**

(France), Music Hall (Argentina), Pye (UK), Sabu (Argentina), Sonolux (Colombia).  
**Int'l reps.:** Argentina (Music Hall), Central America (Indica), Colombia (Sonolux), Japan (Teichiku), Peru (El Virrey), Spain (Movieplay), Venezuela (Dark) (SEE ADVERTISEMENT)  
 Musart SA (Discos) (IFPI), Apdo. 17503, Zone 17; Av. Cuatlahuac 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.  
**Labels: (Owned) Acapulco, Globo, Musart, Norteno, Oasis, Trebol. (licensed) ABC (USA), Alba/IRT (Chile), Atshire Int'l (USA), Anchor (UK), Artol (USA), Audio musik (Germany), Barclay (France), Buddah (USA), C R (Discos) (USA), Can't Stop (USA), Claude Pascal (France), DLI (USA), Dila (Guatemala), LaDiscoteca (Venezuela), Dynamic Sounds (Jamaica), Egrem (Cuba), Fonografica del Caribe (Venezuela), GAPOCA (USA), Golden Sands (USA), Novola (Spain), Penny Farthing (UK), Petco Int'l (Peru), Ramex (USA), Riviera (France), Road Show (USA), This Record Co. (UK), Vogue (France), Westminster Gold (USA), Zafiro (Spain); (distributed—not licensed) DLV**  
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 Music. see Aries  
 Norteno. see Musart.  
 Oasis. see Musart.  
 Odeon. see CBS/Capitol  
 Okeh. see CBS/Columbia  
 Omega. see Son'Art  
 Orbita. see Fonomex  
 Orfeon. see Mexicanos (SEE ADVERTISEMENT)  
 Peerless SA (Fabrica de Discos) (IFPI), Laguna de Mayran 232, Mexico 17, D.F. Tel (905) 531-3320. 545-7215. Dir. Gen. Heinz Klnckwort; Gen. Dir. Leo Porias; Gen. Mgr. Peter Ulrich; Ass't Mgr. Jurgen Ulrich; Int'l Mgr.: Octavio Rubio; Promo. & Pub. Mgr. Guillermo Arriaga  
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**Rainbow Music, see Centro Musical de Tijuana**  
**Regrs, see Son'Art**  
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**Camarena Musical SA, Laguna de Mayran 258, 2nd fl., Mexico 17, D.F.**  
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- Estrada (Ed. Mus.), see Intersong.
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- Fresa Mexicana (Ed.), see Intersong.
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- Int'l firms represented:** Canciones del Mundo (Spain), Korn (Argentina), Melodias (Ecuador), Nueva Ola (Panama), Rhyma (Colombia), Smart (Argentina), Susy (Italy), Tone (Japan), Unimusic (Japan).
- Int'l reps.:** Argentina (Korn), Colombia (Rhyma), Japan (Tone), Spain (SGAE).
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- Latino Americana SA (Ed. Musical) see EMLASA.
- Leo Musical SA, see EMLASA.
- Liana Musical SA, see Geminis.
- M A Eds. SA, Laguna San Cristobal 41-A, Mexico 17, D.F. Tel. (905) 545-1004. Pres. Hector Martinez Anaya, Gen. Mgr. Jorge Silva Ojeda; Prof. Mgr.: Hector Martinez Anaya Jr.
- M U S A, see Melodias.
- Mantram (Ed.), see Intersong.
- Manzmusic, see Edimusa.
- Hnos. Marquez SA, Av. Chapultepec 48, Rm. 102, Mexico 1, D.F. Tel. (905) 588-0102/2516
- Int'l reps.:** Argentina (Korn), Colombia (Ecomus), Ecuador (SADRAM), USA (Golden Sands)
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- Int'l firms represented:** Associated (Australia), Boliviana (Bolivia), CAM (USA), Curci (Italy), Cyclus (Germany), Edicesa (El Salvador), Global (Japan), New Music (Belgium), Orama (Ecuador), Polar (Sweden), Prodemsa (Peru), Rocket (UK), Sono-Inter (Colombia), Street (UK).
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- Ivan Mogull Latina SA de RL, see Edimusa.
- Moises (Ed.), see Intersong.
- Mundo Musical SA, Puebla 286, 1st fl., Mexico 7, D.F. Tel. (905) 533-2080. Pres. Jose Manuel Villarreal; Gen. Mgr. Manuel Cervantes Rivera.
- Int'l firms represented:** April/Blackwood (worldwide), Blue Seas/Jac (USA), Edimusa (Peru), Lowery (USA), Edward B. Marks (USA), Melograf (Argentina), Mundo Musical (Brazil), 20th Century (USA).
- Int'l reps.:** Argentina (Melograf), Brazil (Mundo Musical), Costa Rica (Mundo Musical), Ecuador (SADRAM),

de A), San Felipe 143, Colonia General Anaya, Mexico 13, D.F. Tel (905) 524-2104/2118. Carlos COMPAS. Pres. Consuelo Velazquez. Gen. Dir. Cables Gomez Barrera. Int'l Dept. Head Jose Luis Caballero (Performing rights)

**PLATING, PROCESSING & PRESSING PLANTS**

Brisa SA (Discos), Olivar 29, Mexico 19, D.F. Tel (905) 563-0110 Dir Luis Briceño Domarco, Gen Mgr Agustín Hernández A. (Pressing only)

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan, Tel (905) 576-0333 Pres Jose Manuel Villarreal P., VP Armando de Llano Arana (SEE ADVERTISEMENT)

Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres Federico Riosas, Gen Mgr Gloria Oliveros

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, Sales Mgr Miguel Reyes

Fabricaciones Fonograficas SA, Isidro Fabela s/n, Tianguistengo Dir Luis Alberto San Martín

Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel (905) 563-9625 Pres Rafael Fiacchi Gonzales, Admin Mgr Raul J Castro, Prod'n Mgr Marco Antonio Rentera, Sales Mgr Raul J Castro, Sales Mgr Alma Fiacchi de Rivas

Matrices SA (Discos), Lago Chalco 122, Mexico 17, D.F. Tel (905) 250-1499 Cable MELMEX Pres Jose Ignacio Morales Perea, Gen Mgr Enrique de Noriega S

Mexicanos (Discos) SA/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan Tel (905) 576-4935 (SEE ADVERTISEMENT)

Musart SA (Discos), Apdo 17503, Zone 17, Av Cuauhahuac 2335, Mexico 16, D.F. Tel (905) 527-0100/0020 Pres Eduardo L. Baptista, Gen Mgr Eduardo A. Baptista, Sales Mgr Francisco Llopi, Int'l Mgr Frank J P Segura (SEE ADVERTISEMENT)

Peerless SA (Fabrica de Discos), Laguna de Mayran 232, Mexico 17, D.F. Tel (905) 531-3320, 545-7215 Exec Pres Heinz Klinckwort, Gen Dir Leo Porias, Gen Mgr Peter Ulrich, Int'l Mgr Octavio Rubio (SEE ADVERTISEMENT)

Promofon (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 (Pressing only)

R C A SA de CV, Av Cuauhahuac 2519, Mexico 16, D.F. Tel (905) 527-6020 Pres & Dir Gen Louis Couttolenc, VP & Gen Mgr Guillermo Infante O. VP Mfg Jose Heredia Chab (SEE ADVERTISEMENT)

**PRINTERS & LITHOGRAPHERS**

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan, Tel (905) 576-0333 Pres Jose Manuel Villarreal P., VP Armando de Llano Arana (SEE ADVERTISEMENT)

Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres Federico Riosas, Gen Mgr Gloria Oliveros

Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel (905) 527-4549 Dir Luis A. San Martín, Gen Mgr Marcelo Gorraez G

I M Ed SA, Sancturum 86, Mexico 17, D.F. Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel (905) 563-9625 Pres Rafael Fiacchi Gonzales, Admin Mgr Raul J Castro, Prod'n Mgr Marco Antonio Rentera, Sales Mgr Alma Fiacchi de Rivas

Mexicanos SA (Discos)/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan Tel (905) 576-4935 (SEE ADVERTISEMENT)

Musart SA (Discos), Apdo. 17503, Zone 17, Av Cuauhahuac 2335, Mexico 16, D.F. Tel (905) 527-0100/0020 Pres Eduardo L. Baptista, Gen Mgr Eduardo A. Baptista, Sales Mgr Francisco Llopi, Int'l Mgr Frank J P Segura (SEE ADVERTISEMENT)

Peerless SA (Fabrica de Discos), Laguna de Mayran 232, Mexico 17, D.F. Tel (905) 531-3320, 545-7215 Exec Pres Heinz Klinckwort, Gen Dir Leo Porias, Gen Mgr Peter Ulrich, Ass't Mgr Jürgen Ulrich, Int'l Mgr Octavio Rubio (SEE ADVERTISEMENT)

R C A SA de CV, Av Cuauhahuac 2519, Mexico 16, D.F. Tel (905) 527-6020 Pres Louis Couttolenc, VP & Gen Mgr Guillermo Infante O (Record only) (SEE ADVERTISEMENT)

Stereo Jet de Mexico SA, Calle Dos 13-B, Naucalpan Tel (905) 576-6866 (Tape only)

**RECORD PROMOTION**

Promofon (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

Sonomedios SA, Av Vallarta 2590, Guadalupe, Jal Tel (9136) 16-56-10 Gen. Dir. Alejandro Diaz Romo, Gen Mgr Robert A. Dubin West, Artistic Dir Raul Zamora Z

**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.*

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan, Tel (905) 576-0333 Pres Jose Manuel Villarreal P., VP Armando de Llano Arana (PKG)

Audio: 8-tr., cassette (SEE ADVERTISEMENT)

Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres Federico Riosas, Gen Mgr Gloria Oliveros

Audio: 8-tr., cassette

Duplicaset SA, Calz de Tacubaya 168, Mexico 17, D.F. Audio: 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

Audio: 8-tr., cassette

Guitarra SA (Discos) Nilo 50, Mexico 16, D.F. Tel (905) 527-4549 Dir Luis A. San Martín, Gen Mgr Marcelo Gorraez G

Audio: Cassette

Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel (905) 563-9625 Pres Rafael Fiacchi Gonzales, Admin Mgr Raul J Castro, Prod'n Mgr Marco Antonio Rentera, Sales Mgr Alma Fiacchi de Rivas

Audio: Cassette

Matrices SA (Discos), Lago Chalco 122, Mexico 17, D.F. Tel (905) 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 (SEE ADVERTISEMENT)

Musart SA (Discos), Apdo 17503, Zone 17, Av Cuauhahuac 2335, Mexico 16, D.F. Tel (905) 527-0100/0020 Pres Eduardo L. Baptista, Gen Mgr Eduardo A. Baptista, Sales Mgr Francisco Llopi, Int'l Mgr Frank J P Segura

Audio: 8-tr., cassette (SEE ADVERTISEMENT)

Peerless SA (Fabrica de Discos), Laguna de Mayran 232, Mexico 17, D.F. Tel (905) 531-3320, 545-7215 Exec Pres Heinz Klinckwort, Gen Dir Leo Porias, Gen Mgr Peter Ulrich, Ass't Mgr Jürgen Ulrich, Int'l Mgr Octavio Rubio

Audio: 8-tr., cassette (SEE ADVERTISEMENT)

Promofon (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

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

Stereo Jet de Mexico SA, Calle Dos 13-B, Naucalpan, Tel (905) 576-6866

Audio: 8-tr., cassette, open reel

**RECORD PROMOTION**

Promofon (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 (Pressing only)

R C A SA de CV, Av Cuauhahuac 2519, Mexico 16, D.F. Tel (905) 527-6020 Pres & Dir Gen Louis Couttolenc, VP & Gen Mgr Guillermo Infante O. VP Mfg Jose Heredia Chab (SEE ADVERTISEMENT)

**JACKETS & SLEEVES LABELS**

C B S /Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan, Tel (905) 576-0333 Pres Jose Manuel Villarreal P., VP Armando de Llano Arana (SEE ADVERTISEMENT)

Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres Federico Riosas, Gen Mgr Gloria Oliveros (Jackets & labels only)

Mexicanos (Discos) SA/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan, Tel (905) 576-4935 (SEE ADVERTISEMENT)

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**RECORD PROCESSING MACHINERY**

Mexicanos (Discos) SA/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan Tel (905) 576-4935 (SEE ADVERTISEMENT)

**TAPE, BLANK LOADED & BULK RAW**

Agfa-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

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. 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

Audio: 8-tr., cassette, open reel

Video: Blank—1" open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ¼" cassette, raw—2" open reel, 1" open reel, ¾" cassette

Avon, see Coro

Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres Federico Riosas, Gen Mgr Gloria Oliveros (Blank only)

Audio: 8-tr., cassette

Brand names: Avon, Coro, In

In, see Coro

Montage Mexico SA, PO Box 244 Ciudad Ind'l El Framboyan, Lotes 1, 2 & 3, 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 Hernandez, 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, Col 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

Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 92073, USA, 917 Constitution Ave., Tijuana, B.C. Tel (903) 385-1322 Pres Luis B. Alonso, VP Tessa Alonso, Sales Mgr Manuel Magdaleno C

Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, needles

Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905)

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531-2900 Pres Federico Riojas, Gen Mgr Gloria Oliveros

**Product:** Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners & demagnetizers

**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 Pres Federico Riojas, Gen Mgr Gloria Oliveros  
**Product:** Display racks

## ● jukebox manufacturers

**Industrias Nacionales de Sonido SA,** Apdo 22036, Calz., Mexico-Xochimilco 4861, Mexico 10, D.F. Tel (905) 573-2413 Cable ASTROINSSA Telex (017) 73879  
**Local branch:** La Feria SA, Rep. de Chile 7, Mexico 1, D.F. Tel (905) 585-1311 (Importer only)  
**Brand name:** Astrovox  
**Sonata SA (Corp.),** Carr. Mex. Pachuca, Km 52, Tizayuca Tel (771) 62139

## NETHERLANDS

Population: 13,800,000

Rate of exchange: \$1 (US) = 2.25 guilders.

Per capita income: \$5,345

No. of homes with record players: 3,200,000

Holidays: New Year's Day, Easter Monday, April 30 (Queen's Birthday), Ascension Day, Whitmonday, December 25 & 26

### RECORDS:

**Records, record blanks & pre-recorded media imported from USA:** 1977—\$3,654,697

**Records exported to USA:** 1977—1,174,454 units, \$2,630,203

**Average retail price per record:** LP's—\$6.07, singles—\$2.05

**Stereo sales:** 99% of total

**Quadraphonic sales:** 0.1% of total

**Record club sales:** 4% of total

**Discounting:** Frequent

**Type of promotion:** There are a few light programs on TV which are important to the promotion of records. The most important of these is the pop show Toppop, which plays the top 30 records weekly. Publicity does not influence the success of a record, but is useful for image-building. Radio station Hilversum 3 is also important in promoting records.

**Jukeboxes:** 11,000

### TAPE:

**Market:** Cassette sales continue in an upward direction. Cassettes are far more popular than 8-tr. cartridges; the number of record shops which do not sell cartridges is increasing

**Average retail price per tape:** Cassette—\$6.42

### RADIO STATIONS

No. of commercial 1, no. of government (AM/FM) 4.

**Comment:** Mi Amigo is the only strictly pop station in the Netherlands. It originates in Belgium and is illegal. Hilversum 1 has cultural programs, Hilversum 2, oldies, Hilversum 3, light music and pop, Hilversum 4, classical only

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**Y MUCHO MAS**  
Av. Cuicláhuac No. 2305  
México, 17, D. F. Tel. 5-27-83-83

### TELEVISION STATIONS

No. of channels: 2 government, 95% color

**Comment:** TV time is divided among 8 broadcasting companies with religious and cultural programming. Veronica, a former off-shore pop station, is the latest and smallest. The size of a company depends on the number of subscribing members

## ● record & tape manufacturers / distributors / importers

**A R S I S,** Steegstr. 16, 6041 EA Roermond Tel (04750) 1-36-98 (Record Distributor)

**Ace of Clubs,** see Decca

**Action Recs. BV,** Frederik van Eedenlaan 24, Hilversum Tel (02150) 4-41-40

**Albersen & Co. BV (Muziekhandel),** Gr. Hertoginnelaan 182, 4517 EV The Hague Tel (070) 45-60-00 Dir J. Albersen (Distributor)

**Arcade Recs (Nederland) BV,** Industrieweg 11, Vianen Tel 31-64-41 Gen Mgr A. de Liefde

**Home office:** England

**Archiv,** see Polydor

**Argo,** see Decca

**Ariola,** see Ariola-Eurodisc & Inelco

**Ariola-Eurodisc Benelux BV (IFPI),** Kenastr. 1-3, Haarlem Tel (023) 31-92-90 Telex 41385 Mng Dir Wim Schipper, Deputy Mng Dir Anton Witkamp Sales Mgr. Jaap Grooters

**Home office:** Germany

**Labels: (Owned)** Ariola, Baccarola, Eurodisc, (distributed) Jupiter, Maritim, Veb, (licensed) ABC (USA), Anchor (UK), Blue Thumb (USA), Beserkley (UK, USA), Bronze (UK), Chiswick (UK), Chrysalis (UK, USA), Dot (USA), Fleet, Hansa, Impulse, (USA), Island (UK), Lifesong (USA), Manticore (UK), Shelter (USA), Virgin (UK), Westminster (USA)

**Artone,** see CBS

**Associated Artists Int'l BV,** PO Box 37, Piet Heinstr. 4, Maarssen Tel (03465) 6-22-76 Gen Mgr Joop Gerrens

**Labels: (Owned)** Associated Artists, (represented) Baltic (Belgium)

**Asylum,** see WEA Recs

**Atlantic,** see WEA Recs

**B E L Sound,** Buursterstraat 356, Enschede Tel (053) 76-30-22

**B L M,** see Munich

**B M G, Molenvlietsedijk 23-25,** Tholen Tel (01660) 3-226

**Baccarola,** see Ariola-Eurodisc

**Barclay Nederland NV (IFPI),** Jacobus Pennweg 24, Hilversum Tel (035) 4-80-46 Telex 43013 Dir B R Maassen (Distributed by CNR, except Black & Blue—distributed by VIP)

**Home office:** France

**Labels: (Licensed)** Barclay (France), Black & Blue (France), Blue Star (France), De-Lite (USA), Egg (France), Riviera (France)

**Basart Recs Int'l BV (IFPI),** PO Box 338, Flevolaan 41 Naarden Tel (02159) 4-62-66, Cable EDITORAS Telex 43191 Mng. Dirs. Tony Berk, Bart Klimmert, Sales Mgr Bob Stoppelman, Label Mgrs Simon Mol, Vincent Klaus, Int'l Mgr Ton van den Bremer

**Int'l branch:** Belgium

**Labels: (Owned)** Goldstar, Groovy, Papillon, Park, Pocker, Redifusion, Tulip, (licensed) Acanta (Germany), Aura (UK), Butterfly (USA), Cantate (Germany), Durium (Italy), Fono (Germany), Lamb & Lion (USA), Project 3 (USA), Rainbow (UK), Request (USA), Sonet (UK) Turnabout (USA), Vox (USA)

**Int'l rep.:** Belgium (Inelco)

**Herman Batelaan Prod ns,** Moerbeigaarde 112, Zoetermeer Tel (079) 31-36-37 Gen. Mgr. Herman Batelaan, Sales Mgr. Hans van Eijk

**Labels: (Owned)** Chapter 2, Esart

**Beltone,** see Decca

**Benelux Music Inds.,** PO Box 70, Uilenweg 38, 6000 AB Weert Tel (4950) 3-56-40 Telex 51285 Pres Johnny Hoes, A&R Jacquie Hoes, Gen Mgr Joseph Verbiest, Sales Mgr Adrian Hoes

**Labels: (Owned)** Gnome, Iris, Killroy, Laudate, Ojee, Rackstar, Telstar, Uniek, (distributed) Grand Gala, Mirasound, (represented) Beautiful Sunday (UK) Better Sounds (USA), Chart (USA), Hexagone (France), Hippo (Switzerland), Ronco (UK), Ronnex (Belgium), Shelby Singleton (USA), Spark (UK), Supertone (Germany), Starlet (Germany), Tempo (Germany), Wanted (UK)

**Int'l reps.:** Australia (Carina), Austria (Turicaphon), Brazil (Copacabana), Canada (Morning), Czechoslovakia (Supraphon), Germany (Ariola, EMI-Electrola, Polydor), Jamaica (Federal), Mexico (Polydor), Portugal (Rossil), Scandinavia (Euronett), South Africa (RPM), Spain (Belter), Switzerland (Turicaphon), USA (Midland nt'l), Venezuela (Unimusical), Yugoslavia (Jugoton)

**Black Tulip,** see Rec Track

**Blossom Recs.,** Valkenboslaan 180 The Hague Tel (070) 45-13-79

**Boem,** see Durco

**Born Free Prod'ns,** Albertus Perkstr 35, Hilversum Tel (035) 4-77-40, 4-77-49, 4-79-49, 4-79-40 Mng Dir Peter Kaelewijn

**Bosheck Grammofoonplaten,** PO Box 53, Aerdenhout Tel (035) 1-27-61, Owner Willem Bosheck; Gen Mgr H R Bosheck v.d. Laan

**Labels: (Owned)** Kritos, Nevofoon, Onyx, Target, Trafic, (distributed) CPR, (represented) Alvorada (Portugal), Carioca (Portugal), Clave (Portugal), Copacabana (Portugal), Estudio (Portugal), Orfeu (Portugal), Rapodia (Portugal), Roda (Portugal), Selected Sound (Germany), Telemusic (France), Unidisc (France)

**Bovema Negram BV (IFPI),** Bronsteweg 49, Heemstede Tel (23) 28-07-50 Telex 41625 Dir Kick Klimbie, A&R, Mktg & Int'l Dir. Theo Roos, Sales Mgr Henk Opstelten, Promo & PR Dir. Karel Hille

**Labels: (Owned)** Bovema Negram EMI, EMI Europa,



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**Home office** USA

Burdorf Booking, see Dureco

C B S Grammofoonplaten BV (IFPI) Stationsplein 82-84, Haarlem Tel (023) 31 94 10 Cable COLRECORD Telex 41051 Execs Allen Davis, Paul Tesselar, Sales Dir George Bischoff

**Home office** USA CBS Int'l

**Labels** (Licensed domestic) Arnone (licensed foreign) A&M (USA) Arnon (France) Bethlehem (USA) CBS (USA) DIM (UK) Embassy (USA) Epic (USA), Invictus (USA) Monument (USA) Neighborhood (USA), Palette (Belgium) Philadelphia Int'l (USA) Portrait (USA)

C I R see PCMP

C N R (BV Grammofoonplatenmaatschappij) (IFPI), Gouwezeinstr 15 1230 Weesp Tel (02940) 1-52-44 Cable CENFR Telex 12523 Gen Mgr Ruud Wijnants, Repertory Dept Herman van der Zwan, Promo Ron Mol

**Labels** (Owned) CNR Injection RIFF (licensed) AVI (USA) Affinity (UK) Alte Werk (Germany) Barclay (France) Carrere (France) Charly (UK) Deesse (France) De Lite (USA) Melodynia (USSR) Parsifal (Belgium), Riviera (France) Telefunken (Germany)

**Int'l rep.** Germany (Teldec)

C P R, see Boscheck

Capri (NV), Basisweg 38 Amsterdam Tel (020) 11 15-55

**Labels** (Represented) Musica Mundi Musica Sacra

Capitol, see EMI-Bovema

Capri, see Dureco

Cat Jazz see Han Kuiper

Ceres see Munich

Chairo's BV, Minsingse 51 Amsterdam Tel (020) 44 13 77 Pres Mrs B Harrams (Manufacturer) Distributor/Importer - tape)

**Label** (Owned) PGH

Chapter 2 see Herman Batelaan

Cinerec Supraphon Holland NV Frans Halslaan 2 Hilversum Tel (02150) 1 53-53, 4 94 38

**Label** (Licensed) Supraphon (Czechoslovakia)

Collector Recs., PO Box 2296, 3000 CG Rotterdam (03210) 22 48-89 (Distributor)

Collector Series see VIP

Commonwealth, see K Tel

Condor, see Mike Vincent

Continental Sound PO Box 81065 Rotterdam Tel (010) 21 10 98 21-48 28 Pres Leon La Riviere Gen Mgr Mr Zwarts Sales Mgr Jan Deurlo

**Labels** (Owned) Free (licensed) CS (USA) Catacombs (Canada) Janz Team (Germany) (distributed— not licensed) Abarus (Germany) Glory Sound

Contour, see Phonogram Int'l

Contre Point, see VIP

Cosmos Int'l Prod'n's Netherlands, PO Box 250, Zonstr. 7, Kerkrade Tel (0445) 37 59 Gen & Sales Mgr J H Smith, Ass't Mgr J H Franssen

D F S, see Dureco

D G, see Polydor

Dawn, see VIP

Dayglow-Shamynok Music see Nada

Dayglow-Tripper, see Nada

Decca Distributie BV (Hollandsche) (IFPI) PO Box 7104, Drentestr 11, Amsterdam Tel (020) 44 08 88 Telex 12038 Mng Dir Bill Barenis, Adminr Floor Wijngaard, Pop Prod Mgr Jaap Houtingh Classical A&R Hans Tecker, Mktg Mgr Rob Edwards Label Mgr Hein Hoefnagels

**Labels** (Owned) Ace of Clubs, Arco Beltona Deram Eclipse, London L Oiseau Lyre Parrot Rex Threshold (licensed) Ront (UK), Challenge (USA) Coliseum (USA), Hi (USA) LeCam (USA), Seven B (USA) Shannon (USA), Shout (USA) Tribe (USA)

Deram, see Decca

Desert Moon, see VIP

Dial, see Diwa

Didi, see A. M. Girwar

Disco de Man BV, Muntstr 20, Maastricht Tel (043) 1-21-17 Dir Cees de Man Warehouse Beek Marktstr 20 Dir Cees de Man (Importer)

Discovery, see Rec Track

Disque Roermond BV, Hendriklaan 18 Roermond Dir E Kamzol (Distributor)

Diwa Recs., PO Box 612, 7550 AP Hengelo OV Tel (0540) 2-47-62 Chief Exec Dick Waanders

**Labels** (Owned) Dial, Diwa

M. M. Dotan Recs., Leonardstr. 2, Amsterdam Tel 72-73-09 Gen Mgr M. Dotan (Wholesaler)

Double Plaisirs, see VIP

Dureco (Dutch Rec Co) BV, Pampuslaan 45, Weesp Tel (02940) 1-53-21 Cable RECMUS Telex 14409 Mng Dir A E Palmans A&R Mgr M A C de Raaf, Sales Mgr J P Gouweloos Int'l Mgr C W Jansen **Branch: Hilversum, Loutgardeweg 20 Tel (02150) 1-21-51**

**Labels** (Owned) Boem, Capri, DFS, Dureco, Elf Provincien, Halter, Omega Int'l, Scramble, Te Deum, (licensed) Brain (Germany), CTI (USA), Creole (UK), ECM (Germany), Gala (USA), Honeybee (USA), Immediate (UK), Japo (Germany), Joker (Italy), Kudu (USA), Music Control (France), Nems (UK), Penny Farthing (UK), Pilot (UK), Saar (Italy), Stuff (UK), Trema (France), Vega (France), Weekend (Belgium), Zafiro (Spain)

**Int'l reps.:** Belgium (Fonior), France (Sofrason), Luxembourg (Fonior)

Evan Durlacher Audio-Visual Prod'ns, Nagtglaslaan 18, Naarden Tel (02159) 4-27-60, Amsterdam Tel (020) 24-37-81

**Labels** (Owned) Durlaphone, Obelisk, Pop Sound, Veronica

Durlaphone, see Evan Durlacher

Durob Audio, Grotestr. 18 Beers

Dutch Blues & Boogie Woogie Org., Maasdriehof 175 Amsterdam Tel (020) 98-11 11 Pres M A van Olderen

**Labels** (Represented) Adelphi, Barrelhouse, Big Star, Rounder, Testament (all USA)

E & E Recs., PO Box 1525, Amsterdam Tel (020) 93-62-49 Gen Mgr Peter Rensen, Sales Mgr Hans Mentink, Label Mgr Paul Rodenhuis

E M I Recs. Holland BV (IFPI), Tulpenkade 1, Haarlem Tel (023) 31 93-80 Cable BOVEMA Telex 41257 Mng Dir Nico Geusebroek, Sales Mgr Jan Gaasterland, Mktg & A&R Mgr Karel Hendrikse

**Labels** (Owned) Capitol EMI-America (licensed) Arista/Savoy (USA), Fantasy/Stax (USA), Hispavox (Spain), Intercord (Germany), MCA (USA), MPS, Magnet (UK), Motown (USA), Private Stock (USA), Purple (UK), RAK (UK), Rebel (UK), Rocket (UK), Rolling Stones (UK), Splash (UK), Transatlantic (UK), Trojan (UK), United Artists (USA)

E M I-FAAR (European A&R, Prod'n-Mktg-Promo.), PO Box 6106 Tulpenkade 1, Haarlem Tel (023) 31 95-18, Telex 41902 Mng Dir R R Kruze, Gen Mgr & A&R Dir F A M Jansen, Mktg Mgr Dick Van Vliet

E M I Europa, see Bovema Negram

E M I Holland BV, Tulpenkade 1 Haarlem Tel (023) 31-93-80 Telex 41257 Mng Dirs B J van den Berg, Roel R Kruze Ass't Dir Mkts Kick Klimbie, Financial Dir L A P A Verhelst, Ass't Dir Finance J C La Grouw, Int'l Div Mgr Theo Rits

**Note:** EMI Holland BV is a holding company for the following firms: Anagon BV, Delta BV, EMI Recs. Holland BV, EMI HiFi BV, EMI-Holland Productie BV, Gramophonehouse BV, Bovema Negram BV

Eclipse, see Decca

Editio Laran, de Constant Rebecquester 104, The Hague Tel (070) 55-84-61 Chief Exec Max Hallensleben Sales Mgr C H Hallensleben

**Labels** (Owned) Editio Laran (licensed domestic) Hallensleben

**Int'l rep.:** Germany (Muxtur)

Elektra, see WEA Recs

Elf Provincien, see Dureco

Epigram Recs., v d Heimstr 13, PO Box 3054, Delft Tel (015) 12-62-47

Esart, see Herman Batelaan

Eurodisc, see Ariola-Eurodisc & Sound-Prod's

Europa, see Miller Int'l

Europa Exquist, see Miller Int'l

Europese Fono Club, 262 Singel, Amsterdam Tel (020) 23-71 95

Exclusive, see Rec Track

Fidelio, see Sound-Prod's

Flashlines BV, Catharinaal 11, The Hague Tel (070) 85-89-06 Telex 31039 Mng Dir Graham Neal (Wholesaler/Importer/Exporter)

Fleet Benelux, Kenaustr 3, Haarlem Tel (023) 31-35-43 Owners Robert A Aardse, Peter Meisel

Fontana, see Phonogram BV & Phonogram Int'l

Forum, see Phonogram Int'l

Free, see Continental Sound

Gamtex, PO Box 10175, Raamsteeg 1 Amsterdam Tel (020) 24-71-90 (Importer)

A M Girwar, Pieter Breugelstr 21 Hengelo

**Home office:** Surinam, Didi Recs

**Labels** (Owned) Didi, Old Gold

Glory Sound, Thorbeckstr 7, Veenoord Tel (05915) 1273 (Distributed by Continental Sound)

Gnome, see Benelux

Golden Guinea, see VIP

Golden Hour, see VIP

Golden Lion Recs. BV, PO Box 181, Peerklampaan 5, Hilversum Tel (02150) 1-59-53 Chief Exec D De Vilder

Goldstar, see Basart

Gonilla Recs. BV, Lange Poten 15a, The Hague Tel (070) 64-21-73 Telex 32240

Gospel Music Int'l, PO Box 210, 6880 AE Velp Tel (085) 64-68-15 Chief Execs A M Everaars, P S Groeneveld, L Pool

Grand Gala, see Intermedia & Benelux Music

Groovy, see Basart

Haast Grammofoonplaten BV, PO Box 3246920, 2e Oosterparkstr 243, Amsterdam Tel (020) 35-15-07 (Record Distributor/Importer/Exporter)

Hallensleben, see Editio Laran

Halter, see Dureco.

Harlekijn Holland BV, Kerkdijk 11, Westbrook (U) Tel (03469) 44-44-45 (Distributed by Polydor)

Harmonia Mundi, see Bovema Negram

Harvest, see EMI-Bovema

Havo Int'l, PO Box 9702, The Hague (Exporter)

Hees BV, Choorstr 1-3-7, Delft Tel (015) 12-41-83

Hekre, see Henk Kreeftmeyer

Heliodor, see Polydor

Hep, see K-Tel

His Master's Voice, see Bovema Negram

Alberto de Hond Music Import-Export BV, Roetersstr 18a,

Amsterdam Tel (020) 24-12-25, 22-96-23 Pres Alberto de Hond, VP Mrs V J de Hond

**Labels** (Distributed—not licensed) Latin Percussion Ventures (USA), Turn Style (USA)

Hosat (Holland South America Trading), Noordeinde 105a, The Hague Tel (070) 46-51-22 Dir H J de Silva, Sales Mgr M de Jong

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Hotspot, see Universe

Idee Sound, Koningsweg 15, Alkmaar Tel (072) 1-08-19 Gen Mgr J V Doorn (Distributor/Importer)

**Int'l branch:** Spain

Impact, see Phonogram BV

Inelco Nederland BV (IFPI), Joan Muyskenweg 22, 1096 CJ Amsterdam Tel (020) 93-48-24 Cable INTELECT Telex 14622 Mng Dir Wim Brandstader, Gen Mgr Jan F Mascini, Gen. Label Mgr: Edo A L Peek, Sales Mgr Jaap Beutler

**Labels** (Owned) Lark (licensed) Erato (France), Fania (USA), Grunt (USA), Millennium (USA), RCA (USA), Solar (USA), Windsong (USA), Word (USA), (distributed—not licensed) Ariola, Basart, VIP, Varagram

Injection, see CNR

Intermedia NV, Nassaulaan 46a, Baarn Tel (02154) 37-12

**Labels** (Owned) Grand Gala, Studio 33, (represented) Fass (Germany)

**Int'l reps.:** Belgium (Discobel), Germany (Austrophon), Sweden (Contrade)

Inter-Music Sales, PO Box 59, Kerkenen 58, Berne (Distributor)

International Sound Retail, Regentesselaan 64, The Hague Tel (070) 45-33-00 Telex 33796 Cable SUPER (Importer/Exporter)

Iris, see Rutogram & Benelux Music

Ivory Tower Recs., Tusveld 55, Bornebrock Tel (05408) 333

J C P, see Wim Wigt

J R Prod'ns (Rose Prod'ns & Money Tree Prod'ns), Streuvelslaan 12, Roosendaal Tel (1650) 4-39-28 Mgrs Jack De Nij, Henk Voorheyer, Martin Kleinjan

Jox, see Henk Kreeftmeyer

Jupiter, see Ariola-Eurodisc

K-Tel (Holland) BV, Oude Schipholweg 885, 2143 CD Boesingheliede Tel (02505) 683, 474 Telex 41199 Gen Mgr John Harper, Sales Mgr Peter Kloeth

**Home office:** USA

**Labels** (Owned) Commonwealth, Hep, K-Tel

Karussell, see Polydor

Kelrec BV, Reguliersbreest 3, Amsterdam Tel (020) 23-37-50

Kilroy, see Benelux Music

J A W. Koors, PO Box 1373, 9701 BJ Groningen Tel (050) 41-19-67 (Importer)

Koy Koy, see New Dayglow

Henk Kreeftmeyer Org., Abraham Bloemaertstr 6, 3514 VP Utrecht Tel (030) 71-08-73 Telex 40996 Dir Henk Kreeftmeyer, Int'l Sales Mgr John Wessdorp

**Labels** (Owned) Hekre, Jox, Pussycat (licensed) Buckboard, Musicor, Springboard, Upfront

Kritos, see Boscheck

Han Kuiper Ent's, De Boelelaan 435, 1082 RJ Amsterdam Tel (020) 42-93-96 Gen Mgr Wim Johan Kuiper

**Labels** (Represented) AJP (USA), Cross (USA), (distributed—not licensed) Cat Jazz

Lark, see Inelco

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Limelight, see Phonogram Int'l

Loisirs, see VIP

London, see Decca

Lowland Blues, see Martin A van Olderen

M G M, see Polydor

Malac Banda, see Munich

Mamicha Music BV, Pettelaarsweg 25, 5126 BG 's-Hertogenbosch Tel (073) 14-73-34, 13-83-52 Pres Wilhelm Vermeulen Windsant, A&R & Promo Marjke Roebert-Vermeulen Windsant, Int'l Dept Cees Vermeulen Windsant, Promo Ger Heessels (Distributed by Dureco)

**Label** (Owned) Mamicha

**Int'l firm represented:** Udo Juergens (Switzerland)

Maritim, see Ariola-Eurodisc

Melba, see VIP

Mercury, see Phonogram BV & Phonogram Int'l

Metro, see Polydor

Mill Music, see EMI-Bovema

Mira, see Rutogram

Mirasound, see Benelux Music

Money Tree BV, Streuvelslaan 12, Roosendaal Tel (01650) 4-39-28 Contact M J Kleinjan

**Label** (Represented) Sirco (USA)

Moon Base, see West World

Moonbase Recs., PO Box 3524 Amsterdam

Morabeza, see Munich

Munich Recs BV (VH B Munnikendam's Groothandel NV), Albert Schweitzerlaan 9, 6721 AW Bennekom Tel (08389) 6-7-77 Pres Job C. Zomer, Gen & Sales Mgr Huub Trautwein

**Labels** (Owned) BLM, Munich, Oldie Blues, Stooif (distributed—not licensed) Ceres, Malac Banda, Morabeza, Pan, Timeless (all domestic), Advent (USA), Archive (USA), Arhoolie (USA), Blue Goose (USA), Blue Labor (USA), Blues Classics (USA), Cadillac (UK), Cetra (USA), Cezame (France), Cobra (France), Counterpoint (USA), Delmark (France), Discovale (France), Esoteric (USA), Evasion (Switzerland), Everest (USA), Flyright (UK), Folkloric (USA), Free Reed (UK), Ineditis (France), Mulligan (Ireland), Musica (France), Ogun (UK), Old Timey (USA), Olympic (USA), Ornament (Germany), Plant Life (UK), Red Rag (UK), Riverboat (France), Saydisc (UK), Scala (USA), 77 (UK), Shanache (USA), Society for the Dissemination of Greek Nat'l Music (Greece), Syntonic Research (USA), Topic (UK), Tradition (USA), Trix (USA), WAM (Germany), Yazoo (USA), Zim (USA)

**Int'l reps.:** Belgium (Parsifal), France (Discovale), Japan

for the Benelux:



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1075 AJ Amsterdam  
Phone: 020-797047

# NADA MUSIC B.V. NEW DAYGLOW MUSIC B.V. RED BULLET PRODUCTIONS B.V.

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RED BULLET  
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HILVERSUM,  
HOLLAND  
Phone: 035-5 78-41  
Telex: 43956

(Victor), Portugal (Alfa Beta), Sweden (Amigo), Switzerland (Evasion), UK (Cadillac), USA (Shanachie).  
N A P, see Polydor  
Narcis, see Rutogram  
Nederlandse Boekenclub, Prinsenvinkelpark 2, The Hague. Tel (070) 51-43-51 Gen. Dir. P. Schreuder; Gen. Mgr. J. Kasander (Distributor/Importer).  
Negram BV, see Bovema Negram BV.  
Nevofoon, see Bosheck  
New Entry Music, Burg Lambooylaan 21, Hilversum Tel (035) 1-95-89 Gen. Mgr. Marc de Raaf. (Licensed to Dureco)  
Nexa, see VIP  
Nonesuch, see WEA Recs  
Obelsk, see Evan Durlacher  
Octopus, Torenlaan 46, Blaricum. Tel (02153) 7658  
L'Oiseau Lyre, see Decca  
Ojee, see Benelux Music.  
Martin A. van Olderen Oldie Blues Rec. Center, Moosdriehod 145, Amsterdam. Tel (020) 98-11-11. Dir. Martin A. van Olderen.  
**Labels: (Owned)** Lowland Blues, Oldie Blues  
Old Gold, see A.M. Girwar  
Oldie Blues, see Munich & Martin A. van Olderen.  
Omega Int'l, see Dureco  
Only Yesterday, Jan Hendrikstr. 72, The Hague (Distributor)  
Onyx, see Bosheck  
Ora, see Universe Prod'ns  
Orange, see Universe Prod'ns  
P C M P Inc., PO Box 469, 3130 AL, Vlaardingen. Tel (010) 35-71-20  
**Labels: (Owned)** CIR, Standard Folk Recs.  
P G H, see Charos  
Pan, see Munich  
Papillon, see Basart.  
Park, see Basart  
Parrot, see Decca  
Pastor Recs., Barteljorisstr 42, Haarlem. Tel (023) 31-08-65 Cable PASREC, Telex 41642 Dir. K. Th. Pastor. Gen. Mgr. C. Sieckerman, Sales Mgr. M. Koelman. (Distributor/Importer)  
**Labels: (Represented)** Atlas, Bahiaphone, Boussaphone, Cairophone, Casaphone, Dounia, Duniaphone, El Feth, Fran, Khaldiphone, Koutoubiaphone, Lyra, Moussaouphone, Nabiaophone, Oasis, Olympic, Sono Cairo, Soutelphan, Turkofon, Voix du Bonheur, Voix du Globe, Voix du Libanon, Voix du Naghreb, Voix du Stars; **(distributed—not licensed)** Lyrichord, Monitor, Rounder (all USA).  
Pegasus, Leidsestr 25, Amsterdam Tel (020) 23-11-38, 23-13-94  
**Labels: (Represented)** China, Dihavina, Topic.  
Pergola, see Phonogram BV & Phonogram Int'l.  
Philips, see Phonogram BV & Phonogram Int'l.  
Phonogram BV (IFPI), Drentestr. 11, Amsterdam-Butenveldert Tel (020) 44-08-88 Telex 12023 Mng Dir. Bill Barents, Admin'r. Floor Wijngaard, Nat'l A&R Otto Vrienenberg, Pop Prod. Mgr. Jaap Horingh; Mktg. Mgr. Rob Edwards.  
**Labels: (Owned)** Fontana, Impact, Mercury, Pergola, Philips, Polystar, Vertigo, **(licensed)** All Platinum (USA), Big Tree (USA), Bus Stop (UK), Charisma (UK), Chess (USA), Chrysalis (UK), Decca (UK), Dial (USA), Disques H (France), Haven (USA), Lollipop (Germany), Power Exchange (UK), Theleme (France), Tiffany (UK), 20th Century (USA)  
Phonogram Int'l BV (IFPI) (div. of Polygram), PO Box 23, 3740 AA Baarn, Gerrit van der Veenlaan 4, 3743 DN Baarn Tel (02154) 1-99-11 Telex 43400 Cable PHONINT Pres. Pieter R. Schellevis, VP & Classical Music Mgr. Ernst van der Vossen, Creative Servs. Mgr. Frederik B. Nusselder, Adv. Mgr. Harry van Ramshorst.  
**Labels: (Owned)** Contour, Fontana, Forum, Lmelicht, Mercury, Pergola, Philips, Rostrum, Smash, Spectrum, Vertigo, Wing, **(licensed)** All Platinum, Cadet, Checker, Chess (worldwide excluding Canada, USA), Biograph (worldwide excluding Western Hemisphere), Charisma (worldwide excluding Canada, UK, USA), Chrysalis (35 countries), Power Exchange (12 countries), 20th Century (60 countries).  
Pico Recs., Ganzenhoef 28, Amsterdam Tel (020) 99-47-36 Dir. Hans Douw, Gen. Mgr. Kees Kuiper, Sales Mgr. Atma Ramchalaon. (Distributor/Importer)  
Poker, see Basart  
Polydor BV, Verrijn Stuartaan 36, Rijswijk. Tel (070) 90-76-00 Telex 31481 Gen. Mgr. Hans van den Broek. Prod. Mgr. Nico van Bieman, Nat'l A&R Harry Knipschild; Mktg. Mgr. Bob Spits, Sales Mgr. Joop Veen; Adv. Wim Trouw, Label Mgrs. Jerry Voinis, Henk Keuter, Jan van Bart.  
**Labels: (Owned)** Archiv, DG, Heliodor, Karussell, MGM, Metro, NAP, Polydor, Verve. **(distributed)** Harlekijn Holland, **(licensed)** Barn, Capricorn (USA), Cube (UK), Doina, EG, Oyster, Pablo (USA), Phil Spector Int'l (USA), RSO (UK), Resonance (Germany), Ring O. Schwann (Germany), Stas (UK), Track (UK)  
Polygram PO Box 23, 3740 AA Baarn, Gerrit van der Veenlaan 4, 3743 DN Baarn Tel (02154) 1-99-11 Telex 43400 Pres. Coen Solleveld; Exec. VP's: Johannes van der Velden, Kurt Kinkels, Dick van Amstel, Wolfgang Hix, VP's: Gorges Meyerstein-Margret, Pieter R. Schellevis, Werner Vogelsang, Hermann Franz, PR Dir. Herbert Winter  
**Note:** Polygram controls, among other companies, in the field of music. Phonogram Int'l, Baarn, and Polydor Int'l, Hamburg, in publishing. Chappell and Intersong Int'l, in TV-films. Polytel Int'l and Polymedia.  
Polystar, see Phonogram BV  
Pop Sound, see Evan Durlacher  
Power Music, see Mike Vincent  
Purple Eye Prod'ns BV, Flevolaan 41, Naarden. Tel (02159) 4-62-66 Dir. J. Brands  
Pussycat, see Henk Kreeftmeyer.  
Pye, see VIP  
R A M, see Rec Track.  
R I F F, see CNR  
Rackstar, see Benelux Music.  
Rec Track Nederland BV, PO Box 183, Zwanenburg Tel (02907) 25-51 Telex 14065 Dir., Gen. & Sales Mgr. M. C. Groeneveld. (Manufacturer/Distributor/Importer)

**Labels: (Owned)** Black Tulip, Discovery, Exclusive, RAM  
Red Bullet Prod'ns BV, PO Box 231, Alexanderlaan 2, 1213 XS Hilversum. Tel (35) 85-78-41 Telex 43956 Cable REDBU Mng Dir. Willem van Kooten  
Redifusion, see Basart.  
Reprise, see WEA Recs.  
Rex, see Decca  
Riff, see CNR  
Rock Classics, see Universe Prod'ns  
Rock House de Platenboer BV, Haarlemmerstr 146-148 Amsterdam. Tel (020) 23-48-94 (Distributor)  
Rostrum, see Phonogram Int'l  
Rutogram, Van Ostadestrd 284, The Hague Tel (070) 33-76-90, 29-34-87.  
**Labels: (Owned)** Iris, Mira, Narcis  
Scramble, see Dureco  
Second Life Recs., A.J. Ernststr. 9, 1083 GP Amsterdam Tel: (020) 42-92-88 Cable SYLVAINSSHOW Dir. Sylvain J. de Haas; Gen. Mgr. Erna de Haas  
Skyrocket, see Mike Vincent  
Smash, see Phonogram Int'l  
Somerset, see Miller Int'l.  
Sonic, see Miller Int'l.  
Sonopresse BV, PO Box 751, Stuwadoorstr. 106, Rotterdam. Tel (010) 84-47-10, 84-86-47 Telex 28862 Mng Dir. Leo Ritmeester  
Sound-Prod's. Holland BV, PO Box 88, Oud Loosdrechtsedijk 16a, Loosdrecht. Tel (02158) 51-01 Telex 43260 Dir.: Gerald Vandermeent.  
**Labels (Owned) Fidelio; (licensed foreign)** Alpha (Belgium), Aurora (UK), CRD (UK), Contemporary (USA), Elite Special (Switzerland), Ensayo (Spain), Hed-Arzi (Israel), Hungaroton (Hungary), Jecklin (Switzerland), Muza (Poland), Sonodisc (France), Storyville (Denmark), Supraphon (Czechoslovakia), Tudor (Switzerland), Unicorn (UK). **(distributed—not licensed)** Eurodisc Classical, Nonesuch (USA)  
Int'l reps.: Belgium (Baltic), Israel (Eastronics), Spain (Ensayo), Switzerland (Tudor)  
Space Prod'n, Finnmark 4, 3831 JG Leusden-C. Tel (033) 4-18-88. Dir.: John Russell  
Spectrum, see Phonogram Int'l.  
Standard Folk Recs., see PCMP  
Stoof, see Munich  
Studio 33, see Intermedia.  
Supertone Holland BV, Amersfoortsestr 130, Soesterberg. Tel (33) 1-53-41 Telex 47866 Pres. Hubert Tichelaar; Gen. Mgr. John de Mol; Export Mgr. Anton Tichelaar.  
Sure Shot, PO Box 90, Zuiderpassage 4, Uden Tel (04132) 6-29-69 Telex 50819 Gen. Mgr. A.G. Conard, Sales Mgr. R.B. Peters (Distributor)  
Target, see Bosheck.  
Te Deum, see Dureco.  
Telstar, see Benelux Music.  
Threshold, see Decca.  
Timeless, see Wim Wigt & Munich.  
Traffic, see Bosheck.  
Tulip, see Basart  
Tutor Country, see Mike Vincent  
Twinkle Stars Prod'ns BV, PO Box 341, Schaloenstr 36, Sittard. Tel (04490) 83-23 Cable MAASTRICHT Gen. Mgr. Rudolph de Nijs, Sales Mgr. Roy Sinclair  
**Labels: (Distributed—not licensed)** Flowers (Germany), Jolly (Italy), Picci (Italy)  
Int'l reps.: Germany (BFC, Mersey, Stereotape); Italy (Interbeat).  
U P, see Universe Prod'ns.  
Uniek, see Benelux Music.  
Universe Prod'ns, Spanjaardslaan 33, Leeuwarden, Tel (05100) 2-01-94, 2-45-22 Dir. Wobbe van Seijen  
**Labels: (Owned)** Hotspot Ora, Orange, Rock Classics, UP, Universe, **(distributed—not licensed)** Rounder (USA)  
V I P Recs. BV (IFPI), Spaarne 55, Haarlem Tel (023) 32-00-55 Telex 41443 Gen. Dirs. J. Leruth, W.S. Woyda, Gen. Mgr. R.T. Lamers  
**Labels: (Owned)** Collector Series, Contre Point, Dawn, Desert Moon, Double Plaisirs, Golden Guinea, Golden Hour, Loisirs, Melba, Nexa, Pye, VIP, V-King, Virtuoso, Vogue; **(licensed)** Black & Blue (UK), Buddha (USA), Casablanca (USA), Chocolate City (USA), Contempo (UK), Crescendo (USA), Ember (UK), Parachute (USA), Pyramid (USA), Roulette (USA), Surprise (Belgium), Vanguard (UK)  
V-King, see VIP  
Varagram, see Inelco.  
Veb, see Ariola-Eurodisc.  
Veronica, see Evan Durlacher  
Vertigo, see Phonogram BV & Phonogram Int'l  
Verve, see Polydor  
Vier Wieken, see Basart.  
Mike Vincent Prod'ns BV (div. of Mamicha Music), Pettenlaarsweg 25, 5216 BG 's-Hertogenbosch Tel (073) 14-73-34, 13-83-52 Pres. Wilhelm Vermeulen Winda-sant (Distributed by Benelux Music)  
**Labels: (Owned)** Condor, Power Music/Vliegende Hollander, Skyrocket, Tutor Country.  
Virtuoso, see VIP  
Vliegende Hollander, see Mike Vincent  
Vogue, see V I P  
W E A European Coordinating Inc., Koninginneweg 103, 2012 GM Haarlem. Tel (023) 32-44-93 Telex 41601 Mng Dir. Brigitta Peschko  
**Home office: USA**  
W E A Recs. BV, Koninginneweg 49, Hilversum Tel (035) 1-54-53 Cable WEARC. Mng Dir. Ben Bunders; Gen. Mgr. H. Tonino; Prod. Mgr. P. de Vos, Controller P. Spelbos  
**Home office: USA, WEA Int'l**  
**Labels: (Owned)** Asylum, Atlantic, Elektra, Nonesuch, Reprise, Warner Bros., **(licensed)** Bearsville, Swan Song  
Warner Bros., see WEA Recs.  
West World Recs., PO Box 633, Amsterdam Tel: (020) 93-62-49 Gen. Mgr. Peter Rensen  
**Labels: (Owned)** Moon Base, West World  
Wim Wigt Prod'ns PO Box 201, Roghorst 303, 6700 AE

Wageningen Tel (08370) 1-34-40 Telex 45991 Dir. Wim Wigt

**Labels:** (Owned) JCP, Timeless  
**Int'l reps.:** Austria (Bellaphon), Germany (Bellaphon), Italy (Hi-Fi & Rec. Centre), Switzerland (America Sound), UK (Jazz Servs. Unlimited), USA (Music Minus One, (Rick Ballard)

Windmill Recs. BV, Ametastadijk 71, 3800 Rosendaal Tel (01650) 4-57-13, Telex 54242 Rijno Dirs. Hans Jongmans, Geoff Hardisty  
Wing, see Phonogram Int'l

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A R S I S, Steegstr 16, 6041 EA Roermond, Tel (04750) 1-36-98

Abri Music, see Veronica  
Action BV, see Anagon.

Actueel NV (Eds.), Baan 17, Haarlem Tel (023) 31-77-73  
**Int'l firms represented:** Altus (Germany), Capriole (Germany), Ho-Bel (Belgium), Literatoon (Germany), Montana (Germany), Wiener Boheme (Germany)

Akela Music, see Universal Songs  
Albersen & Co BV (Muziekhandel), Gr Hertoginnelaan 182, 4517 EV The Hague, Tel (070) 45-60.00 Dir. J. Albersen

Alkema's Muziekhandel, PO Box 1174, O. Kijk in 't-Atst 46, Groningen Tel (050) 12-05-13

Allantica (Ed.), Zeddamseweg 38, s-Heerenberg Tel (08346) 436  
All Rock Music Publ'rs, PO Box 2296, 3000 CG Rotterdam Tel (010) 22-48-89 Gen Mgr. Ceas Klop

**Int'l firms represented:** Ace, Bo-An, C. Brown, Hip-Hil, Charlie Roach (all USA)

W Alphenaar CV, Kruisweg 47-49, Haarlem Tel (023) 32-02-44

Altona BV (Ed.), see Intersong-Basart  
Amoretta, see April

Anagon Music Publ'rs BV, Tulpenkade 1, Haarlem, Tel (023) 31-79-40 Telex 41257, Mng Dir. Peter Schoonhoven Gen Mgr. Joop Plagge

**Int'l firms represented:** AVI, Alkatraz Corner (USA), Antipodes, Arista, Big Ben (UK), Big Heart (USA), Big Pig, Big Sky (USA), Blackbull, Bowling Green (USA), Bright Moments, Desert Moon, Desert Rain, Diamondback, Dwarf (USA), ERM Int'l (UK), Eaton, Al Gallico (USA), Garrett (USA), Good Time (USA), Hear's Delight (USA), Jackson (USA), Jackson Music Holding, Jobete (USA), Joyful Wisdom (USA), KPM (UK), Kipahulu, Charles Kipps, Kiss, Lady Casey (USA), Light, Linda Lucky 3 (USA), Marsaint (USA), McDonald (USA), Melton (USA), Open Door (USA), Peacock, Pink Floyd (UK), Pure, Queen (UK), Ram's Horn (USA), Rebel, Robin (France), Saints, Salsoul (USA), Saturday (USA), Seafood, Sheila (Jamaica), Triple O, Tumbleweed (USA), Walt Disney/Wonderland (USA), Wizard (UK)

**Int'l rep.:** Worldwide (EMI)

Ananas, Flevolaan 41, Naarden Tel (02159) 4-62-66

Chief Exec. John Brands

April Music Holland BV, Stationsplein 82-84, Haarlem, Tel (023) 32-05-25 Cable COLRECORD Telex 41051

Gen Mgr. Allen Davis, Exec Mgr. Bas Mul

**Int'l firms represented:** Albion (UK), April, Blackwood (worldwide), Assorted (USA), B. O'Clut Songs (USA), Batt Songs (UK), Bellboy (USA), CBS Int'l (USA), Clam (USA), Country Road (USA), Dave Mason (USA), Derringer (USA), Dickie Bird (USA), Double Diamond (USA), Dozier (USA), Early Morning (Canada), Emdee (USA), Ether (USA), Ethnic (USA), Flying Crown (USA), Fourth Floor (USA), Albert Hammond (USA), Hierophant (USA), Indaba (USA), Joel (USA), Kamikazi (USA), Light (USA), Micashe (USA), Mighty Three (USA), Mine (USA), Moose (Canada), Musical Frontiers (USA), Nicoya (USA), Petra (USA), Rocket (UK), Sheryl'n (USA), Silver Steed (USA), Strong Arm (USA), Tuna Fish (USA), Jeff Wayne (UK), Weather Report (USA), Weedhigh-Nightmare (USA), Winter Blues (USA)

**Int'l rep.:** Worldwide (April/Blackwood)

Arabella Benelux (Eds.) CV, Oranje Nassaulaan 25, Amsterdam, Tel (020) 79-70-47 Telex 14475 Mng. Dir. Wim Schipper, Gen. Mgr. Wim Landman

**Branch:** Haarlem, Arabella Benelux BV, Kenaustr 1 Tel (023) 31-92-90 Telex 41385

**Int'l firms represented:** Arabella (France, Germany, Spain, USA)

**Int'l reps.:** France, Germany, Spain (all Arabella)

Ars Nova (Muziekuitgeverij), Oostsingel 92, Goes Tel (01100) 1-58-16

Artemis Muziekuitgeverij BV, Gerrit van der Veenlaan 4, Baarn Tel (02154) 1-95-99, 1-66-83 Cable MUZAR-TEM, Telex 43400, Pres. Heinz T. Voigt, Gen Mgr. A. Smits

**Int'l firms represented:** Audustin, Argus, Arnakata, Barn, Baron, Betty Earland, Big Shorty, Blue Gum, Bob-Cor, Bregman Vocco & Conn, Broken Arrow, Bushka, Bruce Welch, CAM, CTA, Caesar's, Canopy, Carlin, Caseyem, Charlotte, Cherry, Clarkee, Davray, Dijon, Doobies, Dough Boy, Dyonate, Ellis Clan, Fifth Floor, Fort Knox, Four Knights, Francis Dreyfus, Fuse, GH, Gambi, Gentoo, Giving Room, Gnosso, Golden Syrup, Good Morning, Guerilla, Hamilton Bohannon, Harbar, Heath/Levy, Hit & Run, Hudson Bay, Island, Jet, Jim-pire, Jiru, Josley, Kaskat, Kenya, Kolob, Leros, Litha, Little Fugitive, Lois, Lucky, Magnet, Man-Ken, Marson, Martin-Coulter, Matragun, Mayday, Midsong, Normal, Open End, Pickwick Int'l, Pocket Full of Tunes, Quick Mix, RSO, Razzle, Rock, Rookhopper, Rodra Berna, Ru-Do, Ryan, Sailor, Sambo, Squibomb, Stevca, Sweet, TH, Ten East, Third Story, Times Square, Tirtobe, Ton-shire, Trane, Trio, 20th Century, White Haven, Yellow Dog

**Int'l rep.:** USA (Jules Kurz)

(Also see Artemis, UK)

Associated Artists Int'l, Postbox 37, Piet Heinstr 4, Maarssen Tel (03645) 22-76 Dir. Joop Gerrits

**Int'l firms represented:** Lemmel (UK), New World Music (USA), Phono Publ'g (UK), Red Rose Music (USA), TV Theme Music (UK)

**Int'l reps.:** Australia (To the Point Control), Japan (Sherry Up)

Avia Music, see Home

Avion Music, see Anagon

B D Music, see Dutchy

B E L Sound, Buurstr 356, Enschede Tel (053) 76-30-22

B L R Music, see Universal

BVP-Music, PO Box 181, Hilversum, Tel (02150) 1-59-53

Gen Mgr. Hans Pieters J.

Annie Bank (Ed.) BV, PO Box 60061, 1005 GB Amsterdam, Anna Vonderstr 13, 1054 GX Amsterdam, Tel (020) 18-24-93 Dirs. Annie Bank, H. Oostendorp

Basart (Les Ed. Int'l) BV, see Intersong-Basart

Behind the Dikes Music, Koninginneweg 49, Hilversum, Tel (02150) 1-54-53 Cable WEARC, Mng. Dir. Ben Bunders

**Int'l firm represented:** Tim Moore (USA)

Belinda (Amsterdam) BV, see Intersong-Basart

Benelux Music, see Tioroff

Benelux Music Inds., PO Box 70, Wiltenweg 38, Weert Tel (4950) 3-56-40 Telex 51285, Pres. Johnny Hoes, Gen. Mgr. Jacques Hoes

**Int'l firms represented:** Clown (Belgium), Discoton (Germany), Gnome (Belgium), Pepper (UK), Rex (Germany), Start (Belgium), Stasny (USA), Ufaton (Germany)

Big Shot Music, see PRP Int'l Music

Binah Music, see Veronica

Bingo Music, see Anagon

Bird's Music, see Dutchy

Black River Music, see Dutchy

Blow Music, see Actueel

Blueball Music, see Veronica

Blue City Music, see Veronica

Blue Tulip Music, see Anagon

Bospel Music BV, see Dutchy

Boy Scout Music, see Veronica

Broekmans & Van Poppel, Van Baerlestr 92-94, Amsterdam Tel (020) 72-80-84, 79-65-75, 79-61-26 Pres. G. Ganziotti, Sales Mgr. P. J. A. Ganziotti

**Int'l firms represented:** Chester (UK), Forsyth Bros (UK), Kultura (Hungary), Russian State Music (USSR), Warren & Philips (UK)

**Int'l rep.:** USA (Peters)

Brother Publ'g Co., Ledesgracht 49, Amsterdam 1013 Tel (020) 23-90-47, Telex (844) 11209

**Home office:** USA

Budde-Basart BV, see Intersong-Basart

Buschmann, E. Meysterlaan 46, Utrecht Tel (030) 93-68-30

Carnaby Music, see April

Chappell & Co. Holland BV, 41 Flevolaan, Naarden Tel (02159) 4-62-66, Mgr. Jan De Winter

Cheese Music, PO Box 53, 3750 GB Bunschoten/Spakenburg Tel (03499) 23-60, 23-70 Telex 41605 Telekom/NL Spring

Chinchilla Music, see Mamcha

Cloggy Music, see Anagon

Clover Music, see Anagon

Continental Sound, PO Box 81065, Rotterdam Tel (010) 21-10-98, 21-48-28, Dir. Leen La Riviere

Creyghton Musicology-Musica Antiqua, Lassulaan 45, Bilthoven Tel (0300) 78-37-14 Cable MUSICANT

Cuckoo Music, Provincialeweg 47, 1561 KM Krommenie Tel (075) 215021

Dali Press Studios BV, Leeuwenstr. 55, Hilversum, Tel (02150) 1-46-50, Mng. Dir. G.T.J. Hauer, Int'l Mgr. Ralph de Waard van Gulik

Dayglow-Snamyook Music, see Nada

Dayglow-Trapper Music, see Nada

In de Blockfluyt, Oude Gracht 305, Utrecht, Tel (030) 31-20-51

J. W. de Kruijff, Rijksweg 191, Gaanderen, Tel (08350) 4181

De Centrale Muziekhandel, Albert Cuyppstr 23, Amersfoort Tel (033) 1-60-70

J. de Heer & Zn BV., PO Box 389, Jensusstr 58, Rotterdam Tel (010) 24-04-43

Delta Music, see Anagon

Dennis Music, Paestelblokstr 11/13, Genk Tel (011) 35-02-21 Telex 39071 Owner Willem Bosheck, Gen Mgr. Ronny Bosheckvan der Laan

**Int'l firms represented:** Azahar (Spain), Boosey & Hawkes (UK), Caramba (Italy), Creasound (France), Ducal (Spain), Emilhenco (France), Magellan (France), Mondiphone (France), Neuilly (France), Ring (Germany), Selected Sound (Germany), Sforzando (France), Sirocco (France), Top 2000 (France), Josef Weinberger (UK)

**Int'l reps.:** France (Sforzando), Spain (Azahar), (UK) (Reclico)

De Toorts (Muziekuitgeverij), PO Box 576, Nijverheidsweg 1, Haarlem, Tel (023) 31-93-60

Deutsches Schlagerfestival Musik, see Associated Artists

Dirty River Prod'ns, Utrechtseweg 10a, Hilversum Tel (035) 4-03-34 Mng. Dir. Ferry Wienneke

W L Dokkum, PO Box 189, Graevenstein 33, Gouda Tel (01820) 1-83-14

Double Dutch Music, see Sing-Along-Songs

Dreissen-Basart NV, see Tioroff

Dukla Music, see Dutchy

Dutch Rec. Centre Ltd., Oudegracht 305, Utrecht, Tel (030) 31-20-51

Dutchy Publ'g BV, Pampuslaan 45, Weesp Tel (02940) 1-00-00, 1-53-21 Cable RECMUS Tel 14409 Mng. Dir. Mrs. J. Bosmans, Professional Mgr. F. Erkelens

**Int'l firms represented:** AMI (France), Bens (Belgium), Bospel Music (Belgium), Chrysalis (UK), Creole (UK), Diamond (UK), Fonior (Belgium), Grande Avenue (France), Kassner (UK), Klaus Lorenzen (Germany), Polar (Sweden), Sutton-Miller (USA), Union Songs (Sweden), Whitsett-Churchill (UK, USA)

E & E Music, PO Box 1525, Amsterdam Tel (020) 93-62-49 Gen Mgr. Peter Rensen

E M I-E A R Music BV, Tulpenkade 1, Haarlem Tel (023) 31-95-18, Telex 41902, Mng. Dir. R.R. Kruize, Gen Mgr. Frank A.M. Jansen

Ear Music, see Anagon.

Essex Muziek Holland BV (BUMA), Oranje Nassaulaan 25, Amsterdam Tel (020) 79-70-47, 79-63-48 Gen. Mgr. Wim Landman, Prof. Mgr. Bram Keizer

**Home office:** England

**Int'l firms represented:** Essex group (UK), TRO (USA)

Flevo Music, see April

Frantone Music, see Miller

Freetone Music BV, see Anagon

G M I Music, see Universal

Gaba Music, see Intersong-Basart

Good News, PO Box 197, Rotterdam Tel (010) 56-11-63

Gooi & Sticht BV, Vaartweg 51, Hilversum Tel (035) 4-81-46

Gorilla Music, see Dutchy

Granata Music, see Home

Great Gull Music, Machineweg 8, Nederhorst den Berg, Tel (02945) 1791

Saul B. Groen BV, Ferd Balstr 6, Amsterdam Tel (020) 76-22-40

Halifax Music, Flevolaan 41, Naarden Tel (02159) 4-62-66 Telex 43191 Gen. Mgrs. Ton van den Bremer, Frans de Wit

Harmonia Uitgeverij, PO Box 126, Roeltjesweg 23, Hilversum Tel (035) 1-43-18

Hees BV, Choorstr 1-3-7, Delft Tel (015) 12-41-83

J. J. Heuwekemeijer & Zn., Weteringstr. 19, Amsterdam Tel (020) 22-62-08

Hilversum Happy Music, see Associated Artists

Hilversum Promo Music, see Associated Artists

Hoax Music, Bovenendf 86, Leed (GR) Tel (05945) 2542

J. Hofman, Tuinbouwstr 59a, Groningen

Hohner Nederland BV, PO Box 158, Alb. Perkstr 16, Hilversum Tel (035) 4-24-83

Holland Music BV (Peer-Southern Org.), Larenseweg 159, 1221 CL Hilversum, Tel (035) 83-12-14

**Int'l firm represented:** Peer Southern (worldwide)

Home (Music Ents.) BV, Albertus Perkstr 35, 1217 NL Hilversum Tel (035) 1-33-54 Telex 43826 Mng. Dir. Charles Ritton

Hondekap, see April

I F O Music, see PRP Int'l Music

Intermelodie, see Associated Artists

Intersong-Basart Publ'g Group BV, PO Box 338, Flevolaan 41, Naarden Tel (02159) 4-62-66 Cable EDITORAS

Telex 43191 Pres. Guus Jansen Jr., Gen. Mgr. John Brands

**Int'l firms represented:** ABC/Dunhill, Aberbach, Bourne, Burlington, Carlin, Hill & Range, Edward B. Marks, Shelby Singleton, Warner Bros.

Intersong Muziekuitgeverij BV, see Artemis

Interworld Music Benelux, see Home

Ivory Tower, see Dutchy

Dick James Music BV, see Intersong-Basart

Jolio Music, Stationsplein 82-84, Haarlem, Tel (023) 32-05-25 Telex 41051 CCSR, Dir. Bas Mul, Gen Mgr. Lion J. Swaab

Jongeneel (Uitgeverij), Gouwe 33, Gouda Tel (01820) 1-27-26

Jungle Music, see Halifax

Kartner Songs, see Dutchy

Kassner Holland BV, see Dutchy

Kayak Songs, see Anagon

Kelrec BV, Reguliersbreestr. 3, Amsterdam, Tel (020) 23-37-50

Keytone Music, see April

Peter King Music, see PRP

Krishner Benelux, see Benelux

Klavarskribo, PO Box 39, Benedenrijweg 355, 2983 GE Ridderkerk Tel (01804) 1-27-24 Gen. Mgr. C. Kooyman

**Int'l rep.:** UK (Klavarskribo Institute)

Kluger Holland Meander 967, Amstelveen Tel (020) 45-88-87, 41-19-78 Telex 41115 Gen. Mgr. Gerda Felleman

**Int'l firms represented:** Bleu Blanc Rouge, Hansa, I.M.C., Jean Kluger, Ramco

Konefa Muziekuitgeverij BV, PO Box 3089, Jensusstr 58, Rotterdam Tel (010) 24-18-71

Konerz (Stichting Muziekuitgeverij), Spaubeeklaan 47, Gleen, Tel (04944) 4-26-21

Koy Koy Music, see Nada

Krips Muziek, Thorbeckelaan 71, The Hague, Tel (070) 68-96-55 Pres. P. H. de Slegte

**Int'l firms represented:** Apollo (Germany), Holzschuh (Germany), Le Mediator (France), Pressler (Germany), Ragotsky (Germany), Wild (Switzerland)

L E M/Basart, see Intersong-Basart

Ladybird Music Eds., see Veronica

Lady G Music, see Home

Ladyvon Music, De Wittenkade 118, Amsterdam Tel (020) 18-71-38

Leeds Muziek Holland BV, see Intersong-Basart

W F. Lichtenauer, Kruisplein 44, Rotterdam Tel (010) 11-82-53

J. J. Lisset, PO Box 321, Heuvellaan 12, Hilversum Tel (035) 1-50-79

Lim Eds., see Home

Lotus Publ'ns, see April

Lunar Music, see Veronica

Lux Songs, see Anagon

M A M Music Publ'g BV, see Intersong-Basart

M C A Holland BV, see Intersong-Basart

M C R Publ'g, Tulpenkade 1, Haarlem, Chief Exec. F. D. S. Sinnighe Damste, Gen. Mgr. Peter Schoonhoven

**Int'l firm represented:** Art (UK)

**Int'l rep.:** Switzerland (Intermusic)

Mahjonicks Music, see Anagon

Malando (Ed.), see April

Mamcha Music Int'l BV, Pettelaarseweg 25, 5216 BG 's-Hertogenbosch Tel (073) 13-83-52, 14-73-34 Pres. Wilhelm Vermeulen Windsant, Mgr. Ceas Vermeulen

Marbella (Ed.), see Ariola

Martha Music, see April

Charles Martin Music, A. J. Ernststr 9, 1083 GP Amsterdam, Tel (020) 42-92-88 Cable SYLVAINSHOW

Dir. Sylvain J. de Haas, Gen. Mgr. Erna de Haas

Master Songs, see Anagon

Mata Hari Music, see Universal Songs

Matchpoint Music, see Home

Jerry McEasels Music, see Mamcha



Stef Meeder BV, 's-Gravelandseweg 620, Schiedam Tel (010) 70-39-19.

Melodia Muziekuitgaven, Amstel 52, Amsterdam C Tel (020) 23-08-00. (035) 4-81-04. Pres. Cor Smit Jr. Sales Mgr. Wim Eweg

Merry Monk Music, Wibautlaan, 23, Baarn Tel (02154) 6331

Meloran NV, see Dutchy

Metro Muziek, see Benelux Music Inds

Miller Music, Spanjaardslaan 33, Leeuwarden Tel (05100) 2-01-94. 2-45-22. Pres. Wobbe van Seijen

Mill Music/Lim Eds, De Rijklaan 1, Hilversum Tel (02150) 4-01-10. Telex 43826 Mng Dir. Jan Rietman, Dir. Eddy Becker

Minus Music, see Universal

Mirasones, see Universal

Mixed Music, see Anagon

Molenaar's Muziekcentrale NV, Industrieweg 23, Wormerveer Tel (075) 28-69-59. Pres. Jan Molenaar. Gen. Mgr. Bob Molenaar

**Int'l firms represented:** Hal Leonard (USA), Martin (France), Studio PR (USA), Volkweg (USA)

**Int'l reps:** Australia (Smith), Denmark (Hansen) France (Martin), Japan (Academia), Luxembourg (Pierre Wagner), New Zealand (Colliers), Norway (Tonika), Sweden (Sven Larsson), Switzerland (RUH), UK (Novello), USA (Studio PR)

Moonbase Music, see PRP Int'l & West World

Moonshine Music, see Universal Songs

Munich Music, Albert Schweizerlaan 9, 6721 AW Bennekom Tel (08389) 67-77. Pres. Job C. Zomer. Gen. Mgr. Huub Trautwein

Musico, see Krips

Music 73, Plantage Parklaan 12, 1018 ST Amsterdam Tel (020) 24-67-43. 23-54-29. Dirs. Bob van Dam, Wim Hauer

Music Tree, see Home

Nada Music BV, Alexanderlaan 2, 1213 XS Hilversum Tel (035) 85-78-41. Cable REDBU Telex 43956 Mng. Dir. Willem van Kooten. Prof. Mgr. Carl Bolger

**Int'l firms represented:** ATV (UK, USA), Back Road (USA), Barn (UK), Blendingwell (USA), Broken Bird (USA), Bron (UK), Danor (USA), Fourth Floor (UK), Gamba (USA), Ganga (UK), Guerilla (USA), Halcyon (UK), Andrew Heath (UK), Island (UK, USA), Lambert & Potter (USA), Laurel Canyon (USA), Levine & Brown (USA), Macaulay (UK), No Exit (USA), Panache (UK), Prophecy (USA), Prophet (USA), RAM (UK), Sailor (USA), Satrit (UK), Boz Scaggs (USA), Skyhill (USA), State (UK), Stonebridge (USA), Street (UK), Tallyrand (USA), Tessa (USA), Wiltsongs (USA)

**Int'l reps:** Belgium, Luxembourg (both Hans Kusters), South Africa (Musicipece) (SEE ADVERTISEMENT)

Nada-Winter Music, see Nada

Negram Music, see Anagon

New Music Holland, see April

New Sound, Rooseveltlaan 75, Amsterdam Tel (020) 46-00-58

Octave Music, see Universal

Opus Music, see Anagon

Orania Music KG, Utrechtseweg 10a, Hilversum Tel 4-03-34

Otoro BV, 's-Gravelandseweg 646, Schiedam Tel (010) 71-12-38

P C M P Inc. Holland, PO Box 479, 3130 AL Vlaardingen, Tel (010) 35-71-20

P R P Int'l Music Pub'g, PO Box 3524, Amsterdam Tel (020) 93-62-49

Palace Music Holland BV, see Intersong-Basart

Panda Prod'ns, Laan van Rijnkevoersel 35, Lisse

Parrot Music, see Universal Songs

Pascale Music, see Universal

John M. Pijman, Cromme Camp 2, Amsterdam Tel (020) 19-62-91

Piq Paq Music, see Mamicha

Planet Music, see Veronica

J Poeltuyn, Deurloost 8, Amsterdam Tel (020) 73-28-27

Power Music, see Mamicha

Promobill BV, PO Box 7009, Prinses Irene-str. 59, Amsterdam Tel (020) 44-53-53. Telex: 16506

Radio Music Nederland BV, see Intersong-Basart

Ready Music, see Universal

Reba Products, PO Box 259, Sassenstr. 52, Zwolle Tel (05200) 1-50-04

Ren Music, see E & E

Rick's Music, see Home

Ring Eds (CV), Orchideest 19a, Hilversum Tel (02150) 4-38-41. Editorial Admin'r. Nettie Kolb. Gen. Mgr. Theo de Vos

Rockhouse Music, see Universal

Russell's Music Inc., Finnmark 4, 3831 JG Leusden-C Tel (033) 4-18-88. Dir. John Russell

A V D Schaaf & Zn BV, PO Box 1076, Parkweg \*65, Eschede Tel (053) 31-75-45

Schroen (Uitgeverij), Stationstr. 16, Heythuysen Tel (04749) 1989

Seagull Music, see Anagon

Seahorse, see Universal

Shark Music, see Anagon

Showtime Music, see PRP Int'l Music

Sight & Sound Int'l Inc., J. Kuhnaustr. 10, Waalwijk (04160) 3-74-21. Dir. Jan DeGraaf

Sikorski Basart, see Intersong-Basart

Sing-Along-Songs, Oosterweg 9, 6229 XV Maastricht Tel (043) 1-69-90. Gen. Dir. Harry Heltzel. Gen. Mgr. Rod Summers

**Int'l reps:** Austria (Gerig), Germany (Gerig), Ireland (EMI), Italy (Curci), Japan (Watanabe), Scandinavia (Sweden Music), Switzerland (Gerig), UK (EMI)

Leo Smeets, Roelofsstr. 116, Heythuysen Tel (070) 24-85-56

J H Smit, Keizersgracht 695, Amsterdam Tel (020) 23-65-08

Cor B Smits Muziekhandel, Anstel 52, Amsterdam Tel (020) 23-88-00

Solo Music, Statinstr. 87, Deurne NB Tel (04930) 25-43. Dir & Gen. Mgr. Wim Berkers

Songways Holland BV, Utrechtseweg 10a, Hilversum Tel (035) 4-03-34

Sparta Holland BV, see Intersong-Basart

S. Spiero, Kerksr. 19, 's-Hertogenbosch

Step One Music BV, see Intersong-Basart

Sunshower Music, see Anagon

Talita, see Universal

Tee Set Music, see Veronica

Television & Film Music Holland, see Associated Arts-Ts

Tempo (Eds.), see Benelux Music Inds

Tierloff-Muziekcentrale, PO Box 18, Markt 90-92, 4700 AA Roosendaal Tel (01650) 4-12-55. Pres. A W H Ver-gouwen. Gen. Mgr. A Hector

**Int'l firms represented:** Andel (Belgium), Georg Bauer (Germany), Champel (France), Musica (Belgium), Rubank (USA), Emil Ruh (Switzerland), Rundel (Germany)

**Int'l reps:** Belgium (Gaspys), France (Champel), Norway (Tonika), Sweden (Tonika in Norway), Switzerland (Emil Ruh), USA (Elkan)

Timeless Music BV, Herfstlaan 22, Heemstede

Gerard Tournier BV (Ed.), see Dutchy

Tower Eds., Oude Torenstr. 10, Hilversum Tel (035) 1-43-05

Trident BV, Oranje Nassaulaan 25, Amsterdam Tel (020) 79-70-47, 79-63-48

Tupo Music, see Anagon

Twinkle Stars, PO Box 341, Schaloeenstr. 36, Sittard Tel (04490) 83-23. Mgr. Rudolph de Nijss

**Int'l firms represented:** BFC (Germany), Interbeat (Italy), Mersey (Germany)

Unimil Music, see Universal

Uniong Prod'ns, see Universal Songs

United Artists Music Nederland BV, see Veronica

Universal Songs BV (BUMA), Oranje Nassaulaan 25, Amsterdam 9 Uni (020) 79-70-47, 79-63-48. Cable UNI-SONG Telex 15622 Mng. Dir. Wim Landman. Prof. Mgr. Bram Keizer

**Int'l firms represented:** Amtisia (USA), Belwin Mills (UK, USA), Blue Echo (USA), Blue Melody (USA), Fred Bock (USA), Braintree (USA), British Lion (UK), Chinnichap / RAK (UK), Clamdalee / Ledaclem (USA), Cookhouse Music (USA), Deep Purple (UK), Dunamis (USA), Dunbar (USA), 57th Street Entertainment (USA), Gaiher (USA), Gentry (USA), Hamblen (USA), Heathside (UK), Jack (USA), Jando (USA), Kadada (USA), Lady Jane (USA), Latter Rain (USA), Lexicon (USA), Logo Music (UK), Maranatha Music (USA), Ivan Mogull (USA), Morning (Canada), New Pax (USA) Nimbus 9 (Canada), Northern Songs (UK), Oakfield Ave. (USA), Paragon (USA), Angel Parker (UK), Porchester (USA), Purple (UK), Quarry (UK), RAK (UK), RCA (worldwide), Rodeheaver (USA), Rondor (UK, USA), Shillelagh (UK), Spamiel (UK), Strange (UK), Sunbury (UK, USA), Tembo (UK), 20th Century (USA), Virgin (UK), Wood-water (Jamaica), Word (UK, USA), Lawrence Wright (UK) (SEE ADVERTISEMENT)

Vabo Music, see Dutchy

Van Dam Music Co., Gen. Vetterstr. 66, Amsterdam, Tel (020) 22-75-18. Owner. Albert Van Dam

Van Leest (Muziekhandel) BV, Tramstr. 21 bis, Eindhoven Tel (040) 2-34-41

Van Rossum Utrecht, see Herman Zengerink

Van Teeseling Muziekuitgeverij, Brederstr. 138, Nijmegen Tel (080) 77-04-50

Van 't Hoons, Oostzeedijk 364, Rotterdam Tel (010) 13-82-66

Veronica Music Eds. BV, PO Box 300, Oude Enghweg 24, 1200 AH Hilversum Tel (035) 1-46-48. Telex 43498

Mng. Dir. Peter Schoonhoven. Gen. Mgr. Joop Platte, Creative Mgr. Pieter van Bodegraven

**Int'l firms represented:** Arista (USA), Black Sheep (UK), Caligula (USA), Careers (USA), Colgems-EMI (USA), Everblue (UK), Francis Day (UK), Frank & Nancy (USA), Goble / Mother Pearl (USA), Hush (UK), Kong rde (UK), Mandy (USA), Manticore (UK), New Acme (UK), New Town (UK), Red Bus (UK), Screen Gems-EMI Music (USA), Silk (UK), Sonet (UK), Trident (UK), Venice (USA)

Mike Vincent Music, see Mamicha

Virgo Music, see Associated Artists

Volendam Music, see Home

J A H Wagenaar, Oudegracht 109, Utrecht Tel (030) 31-04-09. 31-07-77

Washington Music, see Benelux Music Inds

Weekend Music, Int'l, see Ladyvon

Weird Music, Amstelkade 15, Amsterdam Tel (020) 76-20-96

West World Music, PO Box 633, Amsterdam. Gen. Mgr. Peter Rensen. Tel (020) 93-62-49

P J Wiest, Hofstede-str. 73b, Rotterdam Tel (010) 25-48-84

J C Willemsen, PO Box 79, Langestr. 72, Amersfoort Tel (033) 1-62-25

Witch Music, see Veronica

X Y Z (Muziekuitgeverij), Willemsparkweg 49, Amsterdam Tel (020) 72-93-90

Xmusic, see April

Zen Music, see E & E

Herman Zengerink (Muziekuitgeverij), Anna Vondelstr. 11, Amsterdam 1013 Tel (020) 12-73-88

**Int'l firms represented:** Carrara (Italy), Edelweiss (Belgium), Paulus (Switzerland)

Zen Music, see E & E PRP Int'l

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Amsterdam Arts Council, Town Hall, Rm 133, O.Z. Voorburgwal 199, Amsterdam

Audiovisuelle Beropspesver (NBF), Keizersgracht 238, Amsterdam, Tel (020) 24-66-33

C C G C (Foundation for Collective Gramophone Rec. Promo.), Oosteinde 23, Amsterdam Tel (020) 24 10-32

Conamus (Foundation), Marius Bauerstr. 30, Amsterdam 1017, Tel (020) 15-68-22. Mgr. Henry Mildenberg. Ass't Mgr. Yvonne Andre

Documentatiecentrum voor Nederlandse Groepen & Artisten, PO Box 3524, Amsterdam

Donemus (Foundation) (Documentation of Netherlands Music), Jacob Obrechtstr. 51, Amsterdam NZ Tel (020) 72-24-32. Contact. F A Hoyte Goudsmit

Dutch Guild of Songwriters (WVTL), Jacob Obrechtstr. 51, 10711 KJ Amsterdam Tel (020) 79-21-52

Dutch Nat'l Group of EFP, see NVPI

Gaudeamus Foundation (Promotion of Contemporary Music), PO Box 30, Billoven 5 Tel (0103130) 78-70-33

Genootschap van Nederlandse Componisten (Society of Dutch Composers), Marius Bauerstr. 30, Amsterdam Tel (020) 15-68-22

Jeugd & Muziek (Youth & Music), Roemer Visscherstr. 42, Amsterdam-W Tel (020) 16-37-01. 16-43-54

Koninklijke Nederlandse Toonkunstenaars Vereniging (Royal Netherlands Musicians Society), Vondelstr. 66, Amsterdam

Kunstenaarsorganisatie NVV, Passeerdersgracht 32, Amsterdam Tel (020) 22-00-25. Chm. Hans Boswinkel. Gen. Mgr. Hans Verploeg

Music Papers Ass'n & Music Dealers Org., PO Box 338, Bussum Tel (02159) 4-62-66

Muziek Informatie Beurs, PO Box 1525, 1000 BM Amsterdam Tel (020) 93-62-49. Gen. Mgr. Peter Bensen. PR Mgr. Paul Rodenhuis

N T B Herengracht 163, Amsterdam Tel (020) 23-03-47

N V G D (Nederlandse Vereniging van Grammofoon Detailhandelaren), PO Box 5259, Roelof Hartplein 23, Amsterdam Tel 79-04-42. 79-15-11

N V P I (Nederlandse Vereniging van Producenten & Importeurs van Beeld- & Geluidsdragers) (Dutch Nat'l Group of IFPI), PO Box 7000, Amstelplein 166, Amsterdam Tel (020) 44-41-29. Mng. Dir. Leo Boudewijns

National Disc Jockey Org., PO Box 633, Amsterdam Tel (020) 93-62-49

Nederlandse Bond van Piano & Orgelhandelaren & Fabrikanten (Piano Makers & Retailers Org.), Nieuwe Binnenweg 132, Rotterdam Tel (010) 36-17-29, 36-19-29

Nederlandse Omroep Stichting (Radio & TV), PO Box 10, Hilversum Tel (0103135) 77-91-11

Nederlandse Vereniging van Grammofoonplatenhandelaren, (Record Retailers' Ass'n), PO Box 5259, Roelof Hartplein 23, Amsterdam Tel (020) 79-15-11. 79-04-42

Nederlandse Vereniging voor Grammofoonplaten Importeurs & Fabrikanten, see NVPI

Stichting Audiovisuele Manifestaties (SAM), Postbus 31, Huizen NH, Tel (02152) 5-44-55

Stichting CAP (Commercial Activities), PO Box 5259, Roelof Hartplein 23, Amsterdam Tel (020) 79-15-11. 79-04-42

Stichting Contactorgaan Elektronische Muziek (Contact Centre Foundation for Electronic Music), PO Box 30, Bilt-hoven 5 Tel (0103130) 78-70-33

Stichting Nationale Platenbond (NBGD), Distributor of Record Gift-System, PO Box 5259, Roelof Hartplein 23, Amsterdam Tel (020) 79-15-11. 79-04-42

U N I M (Vereniging van Uitgevers van Nederlandse & Internationale Muziek), Amstel 52, Amsterdam Tel (020) 23-88-00. Sec'y C. Smit Jr

Vereniging van Muziekhandelaren & Uitgevers in Nederland (Dutch Music Retailers & Music Publ'rs Ass'n), Amstel 52, Amsterdam Tel (020) 23-88-00. Sec'y C. Smit Jr

Vereniging van Muziekinstrumentenhandelaren (Retailers of Musical Instruments Org.), Nieuwe Binnenweg 132, Rotterdam Tel (010) 36-17-29, 36-19-29

Vereniging voor Nederlandse Muziekgeschiedenis (Society for Dutch Music History), Drift 21, 3512 BR Utrecht Tel (070) 31-68-41. Pres. Willem Elders. Gen. Mgr. Herman Zengerink

DESIGN & ARTWORK

Almere Printing BV, PO Box 45, Bedruvenpark, De Vaart 1, 1300 AA Almere Tel (08240) 2-05 54. Telex 70442

Mng. Dir. Koert Bolhuis, Sales Mgr. Ruud Brinkman

C B S Grammofoonplaten BV, Dept of Mfg Opns. Nijverheidsweg 30-36, Haarlem Tel (023) 31-94-10. 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. Zwart. Sales Mgr. Tom Lamstra

E & E Prod'ns, PO Box 1525, Amsterdam Tel (020) 93-62-49. Gen. Mgr. Peter Rensen. Sales Mgr. E. Damstreg

E M I-Holland Produktie BV, Tulpenkade 1, Haarlem Tel (023) 31-90-83. Cable BOEMI Telex 14275. Mng. Dir. J H G Vossen

Johnny Hoos Benelux Music Inds, BV, Uilenweg 38, Weert Tel (4950) 3-65-40. Telex 51285. Pres. Johnny Hoos. Sales Mgr. Adrian Hoos

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort, Nijverheidsweg Noord 126-128, Amersfoort Tel (033) 3 16 64. Telex 79448. Mng. Dir. Jaap van Leeuwen

Polydor BV, Verrijn Stuarlaan 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. Theo de Vos. Sales Mgr. George Nissen. D&A Dept. Head. Letty Annokke

Universe Prod'ns, Spanjaardslaan 33-37, Leeuwarden Tel (05100) 2-45-22. Pres. Wobbe van Seijen

LICENSING ORGANIZATIONS, MUSIC

B U M A (Bureau Voor Muziek-Auteursrecht), Marius Bauerstr. 30, 1062 AR Amsterdam Tel (020) 15 68 22 (Performing rights only)

S T E M R A, Marius Bauerstr. 30, 1062 AR Amsterdam Tel (020) 15-68-22 (Mechanical rights only)

Vereniging Het Bureau voor Muziek-Auteursrecht (Composers Rights Society), Marius Bauerstr. 30, 1062 AR Amsterdam Tel (020) 15-68-22. Dir. J H Verhagen (Performing rights only)

PLATING, PROCESSING & PRESSING PLANTS

Algrammo, PO Box 7, Pettemerstr. 9, Alkmaar Tel (072) 2-23-33 (Pressing only)

C B S Grammofoonplaten BV, Dept of Mfg Opns., Nijver

heidsweg 30-36, Haarlem. Tel. (023) 31-94-10. Cable: COLRECORD. Telex 41538. Gen. Mgr.: Peter P. Bouwens

Cruquius BV, Blikersvaartweg 45, Heemstede. Tel. (023) 28-25-12/23-53. Telex 41392. Gen. Mgr.: Rien Duijterhof.  
Dureco BV, Pampuslaan 45, Weesp. Tel. (2940) 1-53-21. Cable RECMIUS. Telex 14409. Mng. Dir.: A. E. Palmans. Factory Mgr.: H. Ridderikoff. (Pressing only).  
E M I-Holland Produktie 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, Weert. Tel. (4950) 3-65-40. Telex 51285. Pres.: Johnny Hoes. Sales Mgr.: Adrian Hoes.  
Interdisc BV/Interprint BV, Tulpenkade 1, Haarlem. Tel. (023) 31-93-80.  
PPI, Torenlaan 17, Baarn. Tel. (02154) 1-99-11. Telex: 43382.  
Sonclair Nederland, PO Box 1110, Hilversum. Tel. (035) 6-21-46.  
Sonopresse BV, PO Box 751, Stuwadoorstr. 106, Rotterdam. Tel. (010) 84-47-10, 84-86-47. Telex: 28862. Mng. Dir.: Leo Rimeester. (Pressing only).  
Sonorif BV, Spaarwouderstr. 72, Haarlem. Tel. (023) 32-10-15.

## PRINTERS & LITHOGRAPHERS

Almere Printing BV, PO Box 45, Bedruvenpark, De Vaart J, 1300 AA Almere. Tel. (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis, Sales Mgr.: Ruud Brinkman. Amsterdam Drukkerij, N. Berchemstraat 1, Amsterdam. Tel. (020) 79-10-45.  
Bijlstedrukkerij Nederland, Binnenkant 40, Amsterdam. Tel. (020) 22-16-31.  
C B S Grammofoonplaten BV, Dept. of Mfg. Opns., Nijverheidsweg 30-36, Haarlem. Tel. (023) 31-94-10. Cable: COLRECORD. Telex 41538. Gen. Mgr.: Peter P. Bouwens.  
Fa de Steeg, Postbus 110, Enschede. Tel. (053) 35-78-91.  
E M I-Holland Produktie BV, Tulpenkade 1, Haarlem. Tel. (023) 31-90-83. Cable: BOEMI. Telex 41257. Mng. Dir.: J. H. G. Vossen.  
Habo/Dacosta Grafische Industrie, Coloradodreef 18, Utrecht. Tel. (030) 61-68-21. Telex: 47315.  
Johnny Hoes Benelux Music Inds. BV, Uilenweg 38, Weert. Tel. (4950) 3-65-40. Telex 51285. Pres.: Johnny Hoes. Sales Mgr.: Adrian Hoes.  
Interdisc BV/Interprint BV, Tulpenkade 1, Haarlem. Tel. (023) 31-93-80.  
Moonlight, Hurlvansenstr. 5, Rossom. Tel. (04182) 790 N N D. PO Box 191, Amersfoort. Tel. (033) 3-16-64.  
Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort, Nijverheidsweg Noord 126-128, Amersfoort. Tel. (033) 3-16-64. Telex: 79448. Mng. Dir.: Jaap van Leeuwen.  
P P I, Torenlaan 17, Baarn. Tel. (02154) 1-99-11. Telex: 43382.  
Polydor BV, Verrijn Stuurklaan 36, Rijswijk. Tel. (070) 90-76-00. Telex: 31481. Gen. Mgr.: Hans van den Broek. Mktg. Mgr.: Bob Spits.  
Sonclair Nederland, Postbus 1110, Hilversum. Tel. (035) 6-21-46.  
Arno van Orsouw BV, Oostenburgervoorstr. 71-73, Amsterdam. Tel. (020) 22-28-98. 25-21-13. Telex: 13442. Chief Exec.: Arno van Orsouw.

## RECORD PROMOTION

A K Prod's, Grunder 254, Bijlmermeer, Amsterdam. Tel. (020) 99-47-36, 98-38-47.  
Paul Acket Agency BV, Prinsesegracht 3, The Hague. Tel. (070) 62-46-21.  
Almere Printing BV, PO Box 45, Bedruvenpark, De Vaart J, 1300 AA Almere. Tel. (08240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis, Sales Mgr.: Ruud Brinkman.  
Herman Batalean Promos., Moerbeigaarde 112, Zoetermeer. Tel. (079) 31-36-37. Gen. Mgr.: Herman Batalean. Sales Mgr.: Hans van Eijk.  
Black Snake Prod's, Schaeplaan 22, Bloemendaal. Tel. (023) 37-65-83.  
Louis Bolsius, Nieuwlandstr. 20, 5038 SN, Tilburg. Tel. (013) 32-30-77. Gen. Mgr.: Louis Bolsius.  
Conamus (Foundation), Marius Bauerstr. 30, Amsterdam 17. Tel. (020) 15-68-22. Mgr.: Henry Mildenberg. Ass't Mgr.: Yvonne Andre.  
Continental Sound, PO Box 81065, Rotterdam. Tel. (010) 21-10-98, 21-48-28. Dir.: Leon La Riviere. Gen. Mgr.: Mr. Zwart. Sales Mgr.: Tam Lamstra.  
Cosmos Prod's, PO Box 250, Kerkrade. Tel. (04445) 37-59.  
Disco-Serv., PO Box 3524, Amsterdam. Tel. (020) 93-62-49.  
E & E Prod's, PO Box 1525, Amsterdam. Tel. (020) 93-62-49. Gen. Mgr.: Peter Rensen. Sales Mgr.: E. Damsteeg.  
Fleet Benelux, Kenastraat 3, Haarlem. Tel. (023) 31-35-43. Founders: Robert A. Aardse & Peter Meisel.  
Holland Produktion, PO Box 146, Oudenoord 101 bis/a, Utrecht. Tel. (030) 31-36-76.  
Joop Koekkoek, Provincialeweg 47, Krommenie. Tel. (075) 21-50-21. Gen. & Sales Mgr.: Joop Koekkoek.  
Han Kuiper Ent's, De Boellelaan 435, 1082 RJ Amsterdam. Tel. (020) 42-93-96. Gen. Mgr.: Wim Johan Kuiper.  
Lion Artists Mgmt. BV, Kerstant v/d Bergelaan 38a, Rotterdam-Hillegersberg. Tel. (010) 22-52-22.  
M C R Prod's BV, PO Box 438, Hooglandsweg 62, Amersfoort. Tel. (033) 2-34-01. Telex: 14065. Chief Exec.: F. D. S. Sinnighe Damste.  
Mazel Poppres Agency, Wassenaarseweg 89, The Hague. Tel. (070) 24-87-30.  
Misset-Amersfoort NV, PO Box 26, Koningin Wilhelminalaan 12, Amersfoort. Tel. (033) 3-45-14. Telex: 79263. Gen. Mgr.: Arnold Van der Wees, Sales Mgr.: Ben Vos.  
Mojo Concerts BV, PO Box 3035, Delft. Tel. (015) 12-19-80.  
Muziek & Showbureau Jan Vis BV, Koninginlaan 7, s-Hertogenbosch. Tel. (073) 13-64-44. Mng. Dir.: Jan Vis.  
National Promoting System, PO Box 1035, Veerhuis 156.

2302 BA Leiden. Tel. (071) 12-61-75. Gen. Mgr.: Fred van Duiken; Sales Mgr.: Bob Tasseron. Art-Designer: H.A. Cee.  
P C M P Inc. Holland, PO Box 479, 3130 AL Vlaardingen. Tel. (010) 35-71-20.  
Pico, Ganzenhoef 28, Amsterdam. Dir.: Hans Down; Gen. Mgr.: K. Kuiper; Sales Mgr.: A. Ramschalou.  
Piq Paq Music BV, (div of Mamicha Music BV), Pettelaarseweg 25, 5216 BG s-Hertogenbosch. Tel. (073) 14-73-34, 13-31-52.  
Repam, PO Box 27, Coevorden. Tel. (05240) 37-79.  
Ring Workshop BV, Orchideestr. 19a, Hilversum. Tel. (02150) 4-38-41. Mng. Dir.: Niek Lucas. Gen. Mgr.: Theo de Vos; Sales Mgr.: George Nissen.  
Sylvain's Show Prod's, A.J. Ernststr. 9, Amsterdam 1083 GP. Tel. (020) 42-92-88. Dir.: Sylvain J. de Haas; Gen. Mgr.: Erna de Haas.  
Topdog, Nieuwe Gracht, 49-51 Haarlem. Tel. (023) 32-26-70.  
Twinkle Stars Prod's BV, PO Box 341, Schaloeinstr. 36, Sitard. Tel. (04490) 83-23. Cable: MAASTRICHT. Gen. Mgr.: Rudolph de Nijs; Sales Mgr.: Roy Sinclair.  
Universe Prod's, Spanjaardslaan 33-37, Leeuwarden. Tel. (05100) 2-45-22. Pres.: Wobbe van Seijen.  
Aad van Holstein, Handellaan 176, 2671 VJ Naaldwijk. Tel. (01740) 2-57-61.  
Ben Vreeburg, Kometenlaan 12, De Bilt. Tel. (030) 76-27-55.  
Wim Wigt Prod's, PO Box 201, Wageningen. Tel. (08370) 13440, 13445. Chief Exec.: Wim Wigt.

## 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 Weistr. 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:** Cassette, open reel.  
C B S Grammofoonplaten BV, Dept. of Mfg. Opns., Nijverheidsweg 30-36, Haarlem. Tel. (023) 31-94-10. Cable: COLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens.  
**Audio:** Cassette.  
E M I-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. Klinkenbil.  
**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 Stuurklaan 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, Iepenlaan 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 Weistr. 10-12, 6814-AP Arnhem. Tel. (0031) 85 22-91-23. Dir.: Gert van der Garde.  
**Audio:** Cassette.

## TAPE DUPLICATOR / MARKETERS

Eriksund (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's, PO Box 1525, Amsterdam. Tel. (020) 93-62-49. Gen. Mgr.: Peter Rensen. Sales Mgr.: E. Damsteeg.  
P C M P Inc., Holland, PO Box 479, 3130 AL Vlaardingen. Tel. (010) 35-71-20.

### ENVELOPES & MAILERS

E & E Prod's, PO Box 1525, Amsterdam. Tel. (020) 93-62-49. Gen. Mgr.: Peter Rensen, Sales Mgr.: E. Damsteeg.  
Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort, Nijverheidsweg Noord 126-128, Amersfoort. Tel. (033) 3-16-64. Telex: 79448. Mng. Dir.: Jaap van Leeuwen.  
P C M P Inc. Holland, PO Box 479, 3130 AL Vlaardingen. Tel. (010) 35-71-20.

### JACKETS & SLEEVES LABELS

Almere Printing BV, PO Box 45, Bedruvenpark, De Vaart J, 1300 AA Almere. Tel. (03240) 2-05-54. Telex: 70442. Mng. Dir.: Koert Bolhuis, Sales Mgr.: Ruud Brinkman.  
E M I-Holland Produktie 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, Weert. Tel. (4950) 3-65-40. Telex 51285. Pres.: Johnny Hoes. Sales Mgr.: Adrian Hoes. (Jackets & Sleeves only)

Magnetronics BV, De Wetstr. 12, Arnhem 6814 AP. Tel. (085) 22-91-23. Dir.: Alfred van der Garde. (Labels only)

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort, Nijverheidsweg Noord 126-128, Amersfoort. Tel. (033) 3-16-64. Telex: 47950. Mng. Dir.: Jaap van Leeuwen. (Jackets & Sleeves only)  
P C M P Inc. Holland, PO Box 479, 3130 AL Vlaardingen. Tel. (010) 35-71-20. (Sleeves only)  
Arno van Orsouw Uitgeverij BV, Oostenburgervoorstr. 71-73, Amersfoort. Tel. (020) 22-28-98. Telex: 13442. Mng. Dir.: Arno van Orsouw.

### POLYETHYLENE BAGS

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort, Nijverheidsweg Noord 126-128, Amersfoort. Tel. (033) 3-16-64. Telex: 79448. Mng. Dir.: Jaap van Leeuwen.

### PROFESSIONAL TAPE SUPPLIES

Agfa-Gevaert NV, Polakweg 10-11, Rijswijk. Tel. 6680. Telex: 31145. Mng. Dir.: J. Davignon; Sales Mgr.: D. van den Broek.  
Product: Broadcast & studio tape, magnetic film, video tape & cassette, cassette bulk tape.  
Brand name: Agfa Videochrom.

### TAPE DUPLICATING & 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 Weistr. 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

Agfa-Gevaert NV, Polakweg 10-11, Rijswijk. Tel. 6680. Telex: 31145. Mng. Dir.: J. Davignon; Sales Mgr.: D. van den Broek.  
**Audio:** Compact-cassette, open reel.  
Brand names: Agfa Carat, Agfa Stereochrom.  
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, 3/4" cassette, 1/2" EIAJ open reel, raw—1" open reel, 3/4" cassette.  
Audio Studio & Magnetronics BV, de Weistr. 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:** Cassette, open reel.  
**Video:** 1/2" EIAJ cartridge, 1/4" cassette.  
B A S F Nederland BV, PO Box 1019, Kadest. 1, Tel. (085) 71-71-71. Telex: 45111. Sales Mgr.: Willem van Workum.  
**Audio & video:** Cassette & open reel.  
Chairos BV, Mensinge 51, Amsterdam. Tel. (020) 44-13-77. Telex: 18118. Pres.: 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.  
Audioscript BV, Nieuw Loosdrechtseweg 107, Loosdrecht. Tel. (02158) 3706.  
Product: Needles (Stanton).  
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.  
Inelco Nederland BV, Joan Muyskenweg 22, 1096 Amsterdam. Tel. (020) 93-4824. Cable: INTELECT. Telex: 14622.  
Product: Needles (Pickering).  
Munich Recs BV (VHB Munnikendam's Groothandel NV), Albert Schweitzerlaan 9, 6721 AV Bennekom. Tel. (08389) 67-77. Pres.: Job C. Zamer, Gen. & Sales Mgr.: Huub Troutwein.  
Product: Needles.  
P C M P Inc. Holland, PO box 479, 3130 AL Vlaardingen. Tel. (010) 35-71-20.  
Product: Needles, leader & splicing tape.  
Pico Recs., Ganzenhoef 28, Amsterdam. Tel. (020) 99-47-36. Dir.: Hans Douw, Gen. Mgr.: Kees Kuiper; Sales Mgr.: Atma Ramchalaon.  
Product: Record carrying & storage cases, catalog servs., cleaners, cloths, brushes, 45 rpm adapters, needles.  
Polydor BV, Verrijn Stuurklaan 36, Rijswijk. Tel. (070) 90-76-00. Telex: 31481. Gen. Mgr.: Hans van den Broek; Prod. Mgr.: Nico van Biemen; Mktg. Mgr.: Bob Spits. Sales Mgr.: Joop Veer.  
Product: Record carrying & storage cases, cleaners, clothes, brushes, 45 rpm adapters.  
Twinkle Stars Prod's BV, PO Box 341, Schaloeinstr. 36, Sitard. Tel. (04490) 83-23. Cable: MAASTRICHT. Gen. Mgr.: Rudolph de Nijs; Sales Mgr.: Roy Sinclair.  
Product: Record carrying & storage cases, leader tape.

**● store fixtures & merchandising aids manufacturers**

Chairos BV, Mensinge 51, Amsterdam, Tel: (020) 44-13-77  
Telex: 18118. Pres. W.F. Harrems, Gen. Mgr., Mrs. B Harrems  
Product: Tape display racks.

Polydor BV, Vernijn Stuaartaan 36, Rijswijk, Tel: (070) 90-76-00  
Telex: 31481. Gen. Mgr.: Hans van den Broek.  
Prod. Mgr.: Nico van Biemen, Mktg. Mgr.: Bob Spits.  
Sales Mgr.: Joop Veem.  
Product: Display racks.

**NEW ZEALAND**

Population: 3,148,000.  
Rate of exchange: \$1 (US) = 99 NZ dollar.  
Per capita income: \$3,943  
Holidays: January 1, April 25 (Anzac Day), Good Friday, Easter Monday, June 5 (Queen's Birthday), October 25, December 25, 26.

**RECORDS:**

Records, record blanks & pre-recorded media imported from USA: 1977—\$149,626.

**● record & tape manufacturers / distributors / importers**

Angel, see EMI.  
Asylum, see WEA.  
Atco, see WEA.  
Atlantic, see WEA.  
Axis, see EMI.  
Bovema, see EMI.  
C B S Recs. (New Zealand) Ltd., PO Box 37-277, 19 Falcon St., Parnell, Auckland, Tel. 37-99-28.  
Capitol, see EMI.  
Columbia, see EMI.  
Concorde Prod'ns. c/o Henry B. Norcross Ltd., PO Box 21-101, Henderson, Auckland. (Distributor).  
Destiny, see Sacred.  
Direction Dist., see Ponsonby Gramophone.  
EMI (New Zealand) Ltd. (IFPI), PO Box 30-369, 408 Hutt Rd., Lower Hutt, Tel: 666-979. Cable: EMIZED. Telex: 3413. Mng. Dir.: P. Jamieson; Mktg. Mgr.: G. Woods; Sales Mgr.: K. Kingston.  
Branches: Auckland, PO Box 1931, 52 High St. Tel: 75-385. Telex: 2421—Christchurch, PO Box 10112, Phillipstown, Tel: 62-735. Telex: 4459.  
Labels (Owned) Angel, Axis, Bovema, Capitol, Columbia, EMI, Electrola, Encore, HMV, Harvest, Odeon, Pathe Marconi, Regal, Starline, Stateside, Studio 2, Toshiba; (Licensed) Ace of Clubs (UK), Ace of Diamonds (UK), Amadeo, Apple, Arista, Beltona (UK), Brunswick (UK), Buena Vista, Chapter One, Classics for Pleasure (UK), Decca (UK), Deram (UK), Disneyland, Eclipse (UK), Emerald, Executive (UK), Fanfare (UK), Gordy (USA), Hi, Lamington (Australia), Laurie, London (USA), MAM, Magnet (UK), Melodiya, Motown (USA), Music for Pleasure (UK), Negram (UK), Note (UK), Nut (UK), Power Exchange (UK), Private Stock, Purple, RAK, Rocket (UK), T. Rex, Target (UK), Threshold (UK), Waverley.  
Electrola, see EMI.  
Elektra, see WEA.  
Encore, see EMI.  
Festival Recs. (NZ) Ltd. (IFPI), 69 Carlton Gore Rd., Newmarket, Auckland 2, Tel: 33-885. Gen. Mgr.: Ray Porter; Sales Mgr.: Kevin Williams.  
Home office: Australia.  
Branch: Wellington, 6 Roxburgh St., Tel: 858-340. Mgr.: Ian Jenkins.  
Labels: (Owned) Festival, Interfusion; (Licensed) A&M (USA), ATA (Australia), Ad-Rhythm (UK), Ariola-Eurodisc (Germany), Barclay (France), Blue Note (USA), Chrysalis (UK), Clarion (Australia), DJM (UK), Daffodil (Canada), Eurovox (Belgium), Fantasy (USA), Festival (Worldwide), GNP Crescendo/Accent (USA), GRT (Canada), Good Ear (UK), Hispavox (Spain), Hot Wax (USA), Invictus (USA), Island (UK, USA), JMI (USA), King (Japan), Lantern (USA), Mainstream (USA), Milestone (USA), Monument (USA), Mushroom (Australia), Musicor (USA), Pinnacle (UK), Prestige (USA), Project 3 (USA), Ranwood (USA), Shelby Singleton group (USA), Shelter (USA), Spark (UK), Stanyan (USA), Steady (USA), Stereo Dimension group (USA), Sydney Thompson (UK), 20th Century (USA), United Artists (France, Germany, UK, USA), Viva (USA), Vogue (France), Wallis Original (USA).  
Five Star, see Ode.  
Fontana, see Phonogram.  
H M V, see EMI.  
Harvest, see EMI.  
Hibiscus, see Kiwi/Pacific.  
Hoghton Hughes Ltd., see Music World.  
Inn, see Innovation.  
Innovation Ents. Ltd., PO Box 45-108, Te Atatu, Auckland 8, Tel: 44-444. Mng. Dir.: Errol J. Peters; Gen. Mgr.: Ginny Peters; Sales Mgr.: Austin Roberts.  
Labels: (Owned) Inn, Innovation; (Licensed) Canary, E-Volve, Raven (all USA).  
Int'l rep.: USA (E-Volve).  
Interfusion, see Festival.

K-tel Int'l (New Zealand) Ltd., PO Box 2191, 246 Queen St., Auckland 1, Tel: 371-166.  
Home office: USA.  
Key, see Zodiac.  
Kiddidisc, see Music World.  
Kiwi, see Kiwi/Pacific.  
Kiwi/Pacific Recs Ltd., 182 Wakefield St., Wellington, Tel: 849-981. Cable: KIWITONE. Mng. Dir.: Antony Vercoe.  
Labels: (Owned) Hibiscus, Kiwi, Tartar; (Represented) Admark (Australia), Folkways (USA), Kiddy Kassettes (UK), Manutti (Taihi), Melodiya (USSR), Oryx (UK).  
Int'l reps.: Pacific (W.H. Grove & Sons), UK (partial—Whitcoulls), USA (partial—MOP, Musical Heritage Society, Waikiki).  
M G M, see Phonogram.  
Mercury, see Phonogram.  
G. W. Moore Ltd., PO Box 29012, Greenwood's Corner, Auckland.  
Label: (Licensed) Singcord (USA).  
Music For Millions, see Music World.  
Music World Ltd. (Hoghton Hughes Ltd.) (IFPI), 75 Hawdon St., Christchurch, Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Curry.  
Labels: (Owned) Kiddidisc, Music For Millions, Music World, Tee Vee, (Licensed) Albert Prod'ns (Australia), Arrowbats (UK), Beatt (UK), Charly (France, UK), Crest (Australia), Damont (UK), Dyna House (Australia), EMS (Australia), Ember (UK), Emerald (UK), Enterprise (UK), Everest (USA), Fable (Australia), GRT-Janus (USA), Galaxy (UK), Hansa (Germany), Hawk (Ireland), Image (Australia), Jupiter (Germany), Locomotive (France), Magnetic Video Corp. (USA), Multiple Sound (UK), Paradiso (USA), Peter Pan (USA), Pickwick Int'l (UK), Redifusion (UK), Release (Ireland), Scepter (USA), Sonet (Sweden), Sportsdisc (UK), Springboard (USA), Summit (Australia), Sutton-Miller (USA), W&G (Australia), Wand (USA).  
Int'l reps.: Australia (EMS, Image, J&B, W&G), Canada (Mark-Lin), France (Locomotive), Ireland (Hawk), South Africa (David Gresham), USA (Everest, Gillette-Madison, Magnetic Video, Request).  
Ode Rec. Co. Ltd. (IFPI), 199 Karangahape Rd., Auckland, Tel: 370-007. Mng. Dir.: Terence P. O'Neill-Joyce, Gen. Mgr.: Robyn Kennerley, Sales Mgr.: Alan S. Nelson.  
Reg'l branch: Fiji.  
Labels (Owned) Five Star, Ode, Sonet, Thyme, (Licensed) Ariola-Eurodisc (Germany), Avan-Guard (Australia), EMI-Electrola (Germany), Fable (Australia), Fidelity Sound (USA), Stony Plain (Canada), Supraphon (Czechoslovakia), Vanguard (USA).  
Int'l reps.: Australia (Avan-Guard, Fable, Spotlight), Cook Islands (Droillet), Fiji (Platinum), South Africa (Sweet William), Tonga (Lemoto), USA (Fidelity Sound).  
Odeon, see EMI.  
Pathe Marconi, see EMI.  
Peak, see Urwin.  
Philips, see Phonogram.  
Phonogram Ltd., P.O. Box 3517, Wexford Rd., Miramar, Wellington, Tel: 888-080. Cable: ARGENTA. Telex: 3798. Mng. Dir.: J. Graham Broughton; Repertoire Mgr.: Gerry A. Beyering; Mktg. Mgr.: Brian Pitts.  
Labels: (Owned) Fontana, MGM, Mercury, Philips, Polydor, Vertigo, Verve, (Licensed) All Platinum (USA), BBC (UK), B&C (UK), Blue Sky (USA), Bronze (UK), Brut (USA), Buddah (USA), CBS (USA), Cadet (USA), Capricorn (USA), Caribou (USA), Charisma (UK), Checker (USA), Chess (USA), Columbia (USA), Dawn (UK), Douglas (USA), Ember (UK), Epic (USA), Event (USA), GRC (USA), GTO (UK), Golden Hour (UK), Haven (USA), Jolly Rogers (USA), Kama Sutra (USA), Karussell, Kirshner (USA), MCA (USA), Marble Arch (UK), Mooncrest (UK), Mums (USA), Pablo (USA), Philadelphia Int'l (USA), Pickwick (USA), Portrait (USA), Pye (UK), RSO (UK), Roulette (USA), Saga (UK), Salvation (USA), Phil Spector (USA), Spring (USA), TSOP (USA), Three Brothers (USA), Track (UK), Trojan (UK), Windfall (USA).  
Polydor, see Phonogram.  
The Ponsonby Gramophone Rec. Co. Ltd., 112 Albert St., Auckland, Tel: 362-295. Cable: DIRECORD.  
Labels: (Owned) Ponsonby Gramophone; (Licensed) CTI, Kudu, Lifesong (all USA).  
RCA Ltd., 23 Norman Spencer Dr., Wiri, Auckland, Tel: 89-189. Telex: 791-2208. Label Mgr.: Dave Moulle.  
Reader's Digest Ass'n (NZ) Ltd., 9 Falcon St., Parnell, Auckland 1, Tel: 70337. Cable: READIGEST.  
Home office: USA.  
Regal, see EMI.  
Reprise, see WEA.  
Sacred Recs. (NZ) Ltd. (IFPI), Oxford St., Levin, Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: Peter R. Harris; Customer Servs. Mgr.: L.M. Lancaster; Sales Mgr.: Gary Aiken.  
Labels: (Owned) Destiny, Sacred; (Licensed) Canaan (USA), Good News (USA), Light (USA), Messiah (USA), Myrrh (USA), New Pax (USA), Paragon (USA), Sacred (USA), Seed (USA), Solid Rock (USA), Word (USA).  
Salem, see Viking Sevenses.  
Sonet, see Ode.  
Starline, see EMI.  
Stateside, see EMI.  
Studio 2, see EMI.  
Tartar, see Kiwi/Pacific.  
Tee Vee, see Music World.  
Thyme, see Ode.  
Toshiba, see EMI.  
Urwin Int'l Mktg. Ltd. (IFPI), 72 Riccarton Rd., Christchurch 4, Tel: 487-009. Cable: URLMARK.  
Labels: (Owned) Peak; (Represented) Artistes Francaises Associes (France), Delmark (UK), Everest (USA), Societe Francaise de Prod'ns Phonographiques (France), Starlight (UK).  
Vertigo, see Phonogram.  
Verve, see Phonogram.  
Viking Sevenses Ltd., PO Box 1431, 5-7 Tory St., Wellington, Tel: 859-759. Cable: VIKSEVEN. Mng. Dir.: Murdoch Byron Riley, Sales Mgr.: Keith Southern.

Int'l branches: Australia, Viking Pty Ltd., England, Viking Sevenses (UK) Ltd.  
Labels: (Owned) Salem, Viking, (Licensed) Argo (UK), Bellaphon (Germany), Candide (USA), Carrina (Australia), Crest (Australia), M-7 (Australia), Peerless (UK), Telefunken (Germany), Turnabout (USA), Vox (USA).  
Int'l reps.: Australia (EMI, M-7), UK (Decca, Emerald), USA (Festival, Fiesta).  
W E A Recs Ltd (IFPI), PO Box 2915, 14-18 Federal St., Auckland, Tel: 771-699. Telex: 2839. Mng. Dir.: Tim Murdoch.  
Labels: (Owned) Asylum, Atco, Atlantic, Elektra, Reprise, Warner Bros.; (Licensed) Big Tree (USA), Rolling Stones (UK).  
Warner Bros., see WEA.  
Zodiac Recs Ltd (IFPI), 108-110 Jervois Rd., Auckland 2, Tel: 761-218, 762-426. Mng. Dir.: E.C. Stebbing.  
Sales Mgr.: E. McCallum.  
Labels: (Owned) Key, Zodiac, (Licensed) Carina (Australia), Telefunken (Germany).

**● music publishers**

Anton's Songs, 75 Hawdon St., Christchurch, Tel: 63-187.  
Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes.  
Int'l firms represented: Morning Music Group (Canada).  
Int'l reps.: Ireland (Squirrel Music).  
Chappell & Co. Ltd., Nimmo's Bldg. 2nd fl., 89 Willis, Wellington C1.  
Home office: USA.  
Inn Publ'g (APRA), see Innovation.  
Innovation Music Ltd. (APRA), 27 Bayside Ave., Te Atatu, Auckland 8, Tel: 44-444. Mng. Dir.: Errol J. Peters, Gen. Mgr.: Ginny Peters.  
Int'l firms represented: Billy O. (Australia), Swan Sea (USA).  
Kiwi/Pacific, 182 Wakefield St., Wellington, Tel: 849-981. Cable: KIWITONE. Exec. Dir.: Antony Vercoe.  
Ode Music, 199 Karangahape Rd., Auckland, Tel: 370-007. Mng. Dir.: Terence P. O'Neill-Joyce.  
Int'l firms represented: Flying Dutchman, Sweet William (both South Africa), Shwee Gee (Canada).  
Ponsonby Gramophone, 112 Albert St., Auckland, Tel: 362-295.  
Sandy Music Co. Ltd. (APRA), PO Box 1431, Wellington, Tel: 859-759. Mng. Dir.: Murdoch Riley.  
Home office: Australia, Sevenses Publ'g Pty Ltd.  
Int'l rep.: UK (Emerald, MCPS).  
Sevenses Publ'g Pty Ltd., see Sandy.  
Southern Music Publ'g Co. (Australia) Pty Ltd., PO Box 656, 12 Security Bldg., 198 Queen St., Auckland C1, Tel: 23-851. Cable: SOUTHSMUSIC.  
Home office: USA, Peer-Southern Org.  
Int'l firm represented: Sam Fox (USA).  
Word Music (ASCAP), Oxford St., Levin, Tel: (069) 84-005.  
Cable: SACORDS. Mng. Dir.: P.R. Harris.  
Int'l firms represented: Canaanland, Lexicon, Rodeheaver, Word (all USA).  
Int'l rep.: USA (Word).

**● services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**  
New Zealand Federation of the Phonographic Ind., PO Box 9241, Wellington, Tel: 843-523. Cable: PHONOGRAPH. Mgr.: F.W. Smith.  
New Zealand Radio & Television Mfrs. Federation, PO Box 9130, Wellington.  
**DESIGN & ARTWORK**  
Ode Rec. Co. Ltd., 199 Karangahape Rd., Auckland, Tel: 370-007. Mng. Dir.: Terence P. O'Neill-Joyce.  
Whitcoulls Ltd., 76 Kent Terr., Wellington C3, Tel: 721-921. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.  
**LICENSING ORGANIZATIONS, MUSIC**  
A P R A (Australasian Performing Right Ass'n Ltd.), BNSW Bldg., 318-324 Lambton Quay, Wellington, Tel: 724-430 (Performing rights only).  
Home office: Australia.  
Phonographic Performances (New Zealand) Ltd., PO Box 9241, Wellington, Tel: 843-523 (Performing rights only).  
**PLATING, PROCESSING & PRESSING PLANTS**  
EMI (New Zealand) Ltd., PO Box 30-369, 408 Hutt Rd., Lower Hutt, Tel: 666-979. Mng. Dir.: P. Jamieson; Mktg. Mgr.: G. Woods; Sales Mgr.: K. Kingston.  
Music Carriers (NZ) Ltd. (div. of Phonogram Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington, Tel: 888-080. Cable: PHONOCASS.  
Rotowax Ltd., 90-100 Hanson St., Wellington, Tel: 894-095.  
Whitcoulls Ltd., 76 Kent Terr., Wellington C3, Tel: 721-921. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.  
**PRINTERS & LITHOGRAPHERS**  
Cello-Kraft Ltd., 61 Ira St., Wellington 3, Tel: 886-831. Mng. Dir.: R.C. Murray; Mgr.: E.L. Verrall (Rec. only).  
Music Carriers (NZ) Ltd. (div. of Phonogram Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington, Tel: 888-080. Cable: PHONOCASS.  
Rotowax Ltd., 90-100 Hanson St., Wellington, Tel: 894-095.  
Whitcoulls Ltd., 76 Kent Terr., Wellington C3, Tel: 721-921. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.  
**RECORD PROMOTION**  
Record Publ'ns Ltd., PO Box 9241, Wellington, Tel: 843-523.  
Word (NZ) Ltd., Oxford St., Levin, Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris.

## TAPE CUSTOM DUPLICATORS

EMI (New Zealand) Ltd. PO Box 30-369, 408 Hutt Rd., Lower Hutt Tel 666-979 Mng Dir. P Jamieson.  
Mktg Mgr G Woods Sales Mgr K Kingston  
Audio: Cassette  
Music Carriers (NZ) Ltd (div of Phonogram Ltd.), PO Box 14128, Wexford Rd, Miramar, Wellington Tel 888 080 Cable PHONOCASS  
Audio: Cassette  
Tape Transcriptions Ltd, PO Box 8665, Symond St Auckland Tel 798-734 Mng Dir Ross McEwan  
Audio: Cassette

## ● supplies

## EMPTY CARTRIDGES, CASSETTES &amp; REELS

EMI (New Zealand) Ltd. PO Box 30-369, 408 Hutt Rd., Lower Hutt Tel 666-979 Mng Dir P Jamieson.  
Mktg Mgr G Woods, Sales Mgr K Kingston  
Music Carriers (NZ) Ltd (div of Phonogram Ltd.), PO Box 14128, Wexford Rd, Miramar, Wellington Tel 888 080 Cable PHONOCASS  
Audio: Cassette

## ENVELOPES &amp; MAILERS

Whitcoulls Ltd., 76 Kent Terr., Wellington C3 Tel 721 921 Prod Div Reg I Mgr D A Pemberton, Sales Mgr B H Smith

## JACKETS &amp; SLEEVES

Cello-Kraft Ltd., 61 Ira St, Wellington 3 Tel 886-831 Mng Dir R C Murray Mgr E L Verrall  
Rotowax Ltd 90-100 Hanson St., Wellington Tel 894 095  
Whitcoulls Ltd., 76 Kent Terr., Wellington C3 Tel 721 921 Prod Div Reg I Mgr D A Pemberton, Sales Mgr B H Smith  
Word (NZ) Ltd, Oxford St, Levin Tel 84-005 Cable SACORDS Mng Dir P R Harris

## LABELS

EMI (New Zealand) Ltd., PO Box 30-369, 408 Hutt Rd., Lower Hutt Tel 666-979 Mng Dir P Jamieson.  
Mktg Mgr G Woods Sales Mgr K Kingston  
Music Carriers (NZ) Ltd (div of Phonogram Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington Tel 888-080 Cable PHONOCASS  
Whitcoulls Ltd., 76 Kent Terr., Wellington C3 Tel 721-921 Prod Div Reg I Mgr D A Pemberton, Sales Mgr B H Smith

## POLYETHYLENE BAGS

Whitcoulls Ltd., 76 Kent Terr., Wellington C3 Tel 721-921 Prod Div Reg I Mgr D A Pemberton, Sales Mgr B H Smith

## TAPE, RAW &amp; BLANK LOADED

Agfa Carat, see Agfa-Gevaert  
Agfa-Gevaert (New Zealand) Ltd, GPO Box 215, Shroff's Bldg., 99-101 Hobson St., Auckland 1 Tel 34-743/717 Telex 2934  
Audio: Blank—compact-cassette, open reel, raw—cassette, broadcast, studio  
Video: Cassette, open reel  
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom  
Agfa Stereochrom, see Agfa-Gevaert  
Agfa Videochrom, see Agfa-Gevaert  
Amex, see Urvirn  
DuPont, see Magnetic Prods  
EMI (New Zealand) Ltd, PO Box 30-369 408 Hutt Rd. Lower Hutt Tel 666-979 Mng Dir P Jamieson  
Mktg Mgr G Woods, Sales Mgr K Kingston (Blank only)  
Fuji see Magnetic Prods  
Magnetic Prods Ltd., 108-110 Jervois Rd., Auckland 2 Tel 760-607 Gen Mgr G M Watson.  
Audio: Blank—cassette, open reel, raw—cassette  
Video: Blank—2" broadcast, 1" open reel, 1/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/4" cassette  
Brand names: DuPont, Fuji, Pyral  
Music Carriers (NZ) Ltd (div of Phonogram Ltd.) PO Box 14128, Wexford Rd Miramar, Wellington Tel 888 080 Cable PHONOCASS (Blank only)  
Audio: Cassette  
Brand name: Philips  
Music World Ltd (Hoghton Hughes Ltd.), PO Box 7134, 75 Hawdon St., Christchurch Tel 63-187 Cable MASTERDISC Mng Dir Hoghton Hughes, Sales Mgr I Hughes (Blank only)  
Audio: Cassette  
Philips, see Music Carriers  
Pyral, see Magnetic Prods

## ● accessories manufacturers

Music World Ltd (Hoghton Hughes Ltd.), PO Box 7134, 75 Hawdon St., Christchurch Tel 63 187 Cable MASTERDISC Mng Dir Hoghton Hughes, Sales Mgr I Hughes  
Product: Head cleaners & demagnetizers  
Whitcoulls Ltd., 76 Kent Terr., Wellington C3 Tel 721-921 Prod Div Reg I Mgr D A Pemberton, Sales Mgr B H Smith  
Product: Carrying & storage cases, catalog servs

## NICARAGUA

Population: 2,230,000.  
Rate of exchange: \$1 (US) = 7 cordoba  
Per capita income: \$633  
Holidays: January 1, Easter Week, May 1 (Labor Day), May 27 (Army Day), July 14 (National Day), September 14 (Battle of San Jacinto), September 15 (Independence Day), October 12 (Columbus Day), November 1, December 8, 25

## ● record &amp; tape manufacturers / distributors / importers

Dicesa (Discos Centroamericanos SA), Edif. de la Galeria de Arte Contemporaneo, Reparto Nva Reforma, 100 Varas al S del Rest Rincon Espanol, Managua Tel 26123  
Home office: El Salvador (see for labels)  
Dideca (Discos de Centroamerica SA), Apartado Postal 2144, Managua Tel 23915 Cable ARDELI  
Home office: Guatemala (see for labels)  
Indica (Nicaragua) SA, Apdo 2622, Managua Tel 81523  
Sales Mgr Velta Rocha  
Home office: Costa Rica (see for labels)

## NIGERIA

Rate of exchange: \$1 (US) = 0.64 naira  
Per capita income: \$201  
Holidays: January 1, July 1 (Birth of Prophet), October 1 (Independence Day), December 26 (Boxing Day), traditional Moslem & Christian holidays  
Records, record blanks and pre-recorded media imported from USA: 1977—\$3,716,356

## ● record &amp; tape manufacturers / distributors / importers

Atrodissia, see Decca  
Bridge, see Record Market  
Capitol, see EMI  
Cinterdisc, see Record Market  
Coconut, see Phonogram  
Columbia, see EMI  
DG, see Phonogram  
Decca (West Africa) Ltd (IFPI) PO Box 412 4 Faramobi Ajike St., Ikorodu Rd Lagos Cable DECCAWA Mng Dir Robert Oeges Mgr David G Bennett Mktg Mgr Titus I Oloronyomi Int'l Label Exec Victor O Nwogwuwu  
Labels: (Owned) Atrodissia, Decca, (licensed) Deram (UK), London (UK), Trojan (UK), UK (UK)  
Int'l reps.: France (Sofrason), UK (Decca)  
Double-Up, see EMI  
EMI (Nigeria) Ltd (IFPI), PO Box 417, 7 Wharf Rd., Apapa, Lagos Tel 45-164, 47-945 Cable EMITRON Chief Exec. O A Akinyemi Gen. Mgr C U Nwaiga, Sales Mgr Fem Dairo, A&R/Creative Mgr Bob Okonedo  
Labels: (Owned) Capitol, Columbia, Double Up, EMI  
EMI Int'l, HMV, Harvest Music for Pleasure One-Up, Parlophone, Regal Zonophone, Starline, Talisman, Waverly, (represented) Arista, Aavalanche, Bell, Cactus, Command, Contempo, Coral, Embassy Fantasy, Invictus, Liberty, MAM, MCA, Monument, Motown, Mountain, Mowest, Neighborhood, Oyster, Prodigal, Purple, RAK, Rare Earth, Retreat, Rhino, Rocket, Safari, Sonodisc, Sovereign, Sunset, Target, World  
Int'l reps.: Worldwide (EMI)  
H M V, see EMI  
Harvest, see EMI  
M G M, see Phonogram  
Mercury, see Phonogram  
Music For Pleasure, see EMI  
One-Up, see EMI  
Parlophone, see EMI  
Philips see Phonogram  
Phonogram Ltd (IFPI), PO Box 2997, 6 Ijora Causeway, Lagos Tel 44-837 Cable PHILREC Telex 961-21297 Mng Dir Peter Bond  
Labels: (Owned) Coconut, DG, MGM, Mercury, Philips, Polydor, Vertigo, (licensed) All Platinum (USA), Atlantic (USA), Bronze (UK), Buddha (USA), Elektra (USA), H&L (USA), Island (UK), Pye (UK), RSO (UK), Reprise (USA), 20th Century (USA), Warner Bros (USA)  
Polydor see Phonogram  
Record Market (Nigeria) Ltd PO Box 6371, 89 Bamgbose St Lagos Tel 57-945 Cable RODPUB (Manufacturer/Distributor/One-Stop Rack Jobber/Importer)  
Int'l branch: Ivory Coast, Cinterdisc  
Labels: (Owned) Bridge, Cinterdisc, (licensed) EMI-Nigeria  
Regal Zonophone, see EMI  
Senn-Sound (West Africa) Ltd, PM Bag 3135, 37 Adeniran Ogunsanya St, Surulere, Lagos Tel 48-337 Pres Kaye Abraham Sr, Gen. Mgr Mrs Y A Abraham, Sales Mgr C N Ohajuba (Distributor/Importer)  
Starline, see EMI  
Talisman, see EMI  
Vertigo, see Phonogram  
Waverly see EMI

## ● services

## PLATING, PROCESSING &amp; PRESSING PLANTS

Decca (West Africa) Ltd., PO Box 412, 4 Faramobi Ajike St., Ikorodu Rd., Lagos Cable DECCAWA Mng Dir Robert Oeges, Mgr David G Bennett  
EMI (Nigeria) Ltd., PO Box 417, 7 Wharf Rd., Apapa, Lagos Tel 45-164, 47-945 Cable EMITRON Gen Mgr C U Nwaiga  
Phonogram Ltd PO Box 2997 6 Ijora Causeway, Lagos Tel 44 837 Cable PHILREC Telex 961-21297 Mng Dir Peter Bond

## ● supplies

## TAPE, BLANK LOADED &amp; RAW

Deekay & Sons, PO Box 2065, 18 Ereko St. Lagos  
Audio: 8-tr., cassette, open reel  
Brand name: Audio Magnetics  
Senn-Sound (West Africa) Ltd., PM Bag 3135, 37 Adeniran Ogunsanya St., Surulere, Lagos Tel 48-337 Pres. Kaye Abraham EIAJ Gen Mgr Mrs Y A Abraham, Sales Mgr C N Ohajuba  
Audio: Blank—8-tr., cassette, raw—8 tr. cassette open reel  
Video: Blank—1/4" cassette

## ● accessories manufacturer

Senn-Sound (West Africa) Ltd., PM Bag 3135, 37 Adeniran Ogunsanya St., Surulere, Lagos Tel 48-337 Pres. Kaye Abraham Sr. Gen Mgr Mrs Y A Abraham, Sales Mgr C N Ohajuba  
Product: Head cleaners & demagnetizers, needles

## ● store fixtures &amp; merchandising aids manufacturer

Senn-Sound (West Africa) Ltd., PM Bag 3135, 37 Adeniran Ogunsanya St. Surulere, Lagos Tel 48-337 Pres. Kaye Abraham Sr., Gen Mgr Mrs Y A Abraham, Sales Mgr C N Ohajuba  
Product: Browser boxes, display racks, record divider cards

## NORWAY

Population: 4,030,000.  
Rate of exchange: \$1 (US) = 5.40 krone  
Per capita income: \$4,357  
No. of homes with record players: 800,000  
Holidays: January 1, Easter (Holy Thursday through Easter Monday), May 1 (Labor Day), May 17 (Constitution Day), Ascension Day, Whitsuntide, December 25, 26

## RECORDS:

Records sold domestically including imports: LP's 1977—3,600,000 units, \$27,200,000, 1976—3,000,000 units, \$22,800,000, Singles 1977—370,000 units, \$670,000, 1976—500,000 units, \$1,000,000  
Records, record blanks & pre-recorded media imported from USA: 1977—\$958,636

Average retail price per record: LP \$—\$8.54 singles—\$1.40

Stereo sales: 96% of total  
Quadraphonic sales: 0.2% of total  
Record club sales: 5% of total

## Discounting: Rare

Type of distribution: Manufacturer-to-retailer system predominates. There are two major rack jobbers, one of which is owned by the Norwegian record industry. Specialty shops account for 75% of consumer sales  
Type of promotion: Radio & television, although there are no commercials, are the most important channels for the promotion of recorded product, second are newspapers, which usually do have record reviews, and magazines, and third, point of sale promotion. There are two monthly music papers and weekly magazines run special pop music pages

## TAPE:

Comment: The tape market is growing but solely for cassettes, both blank and pre-recorded. Within a few years the cassette turnover may reach or exceed the LP turnover. More expensive tape equipment is being bought by the consumer

Pre-recorded tape sold domestically including imports: Cassette 1977—3,200,000 units, \$24,400,000, 1976—1,900,000 units, \$16,000,000

Blank tape sold domestically through the retail outlet: Cassette 1977—3,100,000 units, \$5,750,000, 1976—2,300,000 units, \$4,250,000

Average retail price per tape: Cassette—\$8.82

## RADIO STATIONS:

No. of government 1

Comment: Programming is a mixture of cultural, political, educational, entertainment and sports features. 60% of the music programming is pre-recorded & 40% is broadcast live. The ratio of classical music to popular is approximately 44/56

**TELEVISION STATIONS:**

No. of channels 1 government, 80=85% color  
**Comment:** Norwegian television emphasizes politics and sports and allows less air time to music than does the government radio station

Michael Aas, Ole A. Sorli

● **record & tape manufacturers / distributors / importers**

Akkompagnementsplaten, see Norsk Grammofonkompani  
 Archiv, see Polydor  
**Arctic Recs.** Brattorgaten 5, N-7000 Trondheim Tel (075) 21-1-90 Mng Dir Kolboern Alstad, Gen Mgr Gunnar Horvick, Sales Mgr Bjoern Haugan (Distributed by Polydor)  
**Labels:** (Owned) Arctic. (distributed—not licensed) YTF (Sweden)  
 Aria, see EMI  
**Artist.** see Norsk Musikforlag & CBS  
**Barnepalten.** see Norsk Grammofonkompani  
**Arne Bendiksen A/S (IFPI).** Osterdalsgaten 1, Oslo 6 Tel (02) 67-67-90 Cable BENDIKMUSIC, Telex (856) 19689 Pres Arne Bendiksen, Gen Mgr Pal Skar, Sales Mgr John Norman, Int'l Mgr. Terje Engen.  
**Labels:** (Owned) Flora, Flower, Forum, Sonet Norsk, Triola. (licensed domestic) Tambourine, Zarepta. (licensed foreign) ABC/Dunhill (USA), Anchor (JK), Berkeley (UK), Bronze (UK), Chiswick (UK), Cube/Electric (UK), Island (UK), Logo (UK), Pye (UK), Red Star (UK), Sonet (Denmark, Sweden, UK), Sun (USA), Turnabout (USA), Transatlantic (UK), Vanguard (USA), Virgin (UK), Vox (USA)  
**Int'l reps.:** Japan (Teichiku), Spain (Discophon)  
**CBS Recs A/S (IFPI).** Ostre Akervei 19, Okern, Oslo 5 Tel (02) 15-29-00 Telex (856) 19356 Mng Dir Per A Jenssen, A&R Mgr Kristian Lindeman, Sales Mgr Bjoern Kristiansen  
**Labels:** (Owned) CBS, Embassy, Epic, GTO, Portrait. (licensed) A&M (Europe), (USA), Blue Sky (USA), Caribou (USA), Invictus (USA), Monument (USA), Philadelphia Int'l (USA), TK (USA), T-Neck (USA). (distributed—not licensed) Db (Norway), Glendisc (Sweden), Lifesong (USA), Phonatatic (Sweden), Round-Up (Sweden), Scanax (Norway), YTF (Sweden)  
**Int'l rep.:** Worldwide (CBS)  
**Camel.** see EMI & Pep-Wal  
**Camp.** see Polydor  
**Canticum Novum A/S (Musikskelskapet).** Torggaten 10, Oslo  
**Label:** (Licensed) Crystal (USA)  
**Cantor Corp A/S.** Postboks 16, N-1315 Nesoya Pres Per C Dahlstrom, Gen Mgr Finn Stokkland (Record & Tape exporter—cutouts)  
 Capitol, see EMI  
**Classics for Pleasure.** see EMI  
 Columbia, see EMI  
**Compendium.** G Skogen & Co. (IFPI), Bernt Ankersgaten 17, Oslo 1 Tel (02) 11-59-89/58-84 Mng Dir Frode Holm, Gen Mgr Gunnar Skogen, Promo Mgr Sjur P. Johansen  
**Labels:** (Owned) Compendium. (distributed—not licensed) April (Germany), Birth (Germany), FMP (Germany), Incus (UK), Mosaic (UK), Polish Jazz (Poland), Spiritball (USA)  
**Int'l reps.:** Austria (Bellaphon), France (Phonogram), Germany (Bellaphon), Italy (Hi-Fi), Netherlands (Bertus), Sweden (Sam), Switzerland (Bellaphon), UK (Selecta), USA (Jem)  
**Continental Recs A/S.** Sundbyjordet 4, N-2050 Jessheim Tel (02) 97-10-20 Cable PABAMA Telex 19341 Pres & Gen Mgr Barry Matheson  
**Labels:** (Licensed) CRSM, CRST Continental, MFA (all UK)  
**Int'l rep:** Sweden (Svenska Musikring)  
**Db-Recs (Decibel Booking A/S).** Karl Johansgate 45, Oslo 1 Tel (02) 33-13-42. (Distributed by CBS)  
 D G, see Polydor  
**DaCapo.** see EMI  
**Disco A/S (IFPI).** Postboks 38, Ostre Akervei 19, Okern, Oslo 5 Tel (02) 15-27-90 Cable MUSICA Telex 17079 Gen Mgr Odd Roenning-Arnesen Sales Mgr Harold M. Kristiansen  
**Labels:** (Owned) Musica. (licensed) Abcko (USA), Amsterdam (USA), Anion (Germany), Big Mouth (Germany), Black & White, (France), Bluebird (USA), Bluestime (USA), Bob Thiele Music (USA), Buddha (USA), Ebony (UK), Erato (France), Flying Dutchman (USA), Grunt (USA), Janus (USA), Masters, Millennium (USA), Opus (Czechoslovakia), Panton (Czechoslovakia), Penny Farthing (UK), Pickwick (UK), Playboy (USA), RCA (France, Germany, UK, USA), Salsoul (USA), Sastraphon (Germany), Signature, Sixth Avenue, (USA), Solar (USA), SteepleChase (Denmark), Supraphon (Czechoslovakia), Swedish Society Discofli (Sweden), Tabu, Tattoo, Telefonen (Germany), Telesat (Sweden), Viking (Sweden), Windsong (USA). (distributed—not licensed) Talent (Norway), Troll (Norway)  
**Double Up.** see EMI  
**EMI Norsk A/S (IFPI).** Postboks 42, Korsvoll, Frøyjaveien 33, Oslo 8 Tel (02) 23-14-88 Cable EMIGRAM Telex (856) 16294. Mng Dir Hans Ro, A&R Mgr Rolf Syversen, Sales Mgr Rolf Ruud; Tape Mgr Fredrik Mueller  
**Labels:** (Owned) Capitol, Classics for Pleasure, Columbia, DaCapo, Double Up, EMI-EMI-EAR, EMI Int'l, Electrola, Emidisc, HMV, Harvest, Hoerzu, Imperial, Music for Pleasure, Negram, Odeon, One Up, Parlophone, Pathe, Regal, Regal Starline, Regal Zonophone, Seraphim, Starline, Stateside, Studio Two, Talisman, Tower, Volksplatte, Waverley, World Rec Club. (licensed) Apple, Barclay, Bell, Blue Note, Blue Star, Bohus, Casablanca, Chocolate City, Classic, Ember, Fantasy Flam, Galaxy, Gordy, Hilltop, Hitsville, Hungaroton, Ju-par, Kultura, Liberty, MAM, Magnet, Mariann, Melodyland,

Milestone, Motown, Mowest, Pacific Jazz, Pickwick (USA), Platina, Prestige, Private Stock, Prodigal, Purple, Qualiton, RAK, Rare Earth, Redifusion, Retriat, Riviera Rocket, Rolling Stones, Sceranta, Solid State, Soul, Sovereign, Strata-East, Sunset, Svensk American, T Rex, Tamla, Target, Tor, Tyfon, United Artists, Warrior, Wizard. (distributed—not licensed) Aria, Camel, Skandinaviske Artist  
 Electrola, see EMI  
**Jorg-Fr Ellertsen A/S (IFPI).** Jernbanetorget 4, Oslo 1 Tel (02) 425883 Cable TROLLMUSIC Telex 1987 Dir Jorg-Fr Ellertsen (Distributed by Musiksk-Distribusjon)  
**Label:** (Owned) Troll  
**Embassy.** see CBS  
**Emidisc.** see EMI  
**Epic.** see CBS  
**Euronett Norsk A/S.** Ensjoeveien 5, Oslo 6 Tel (02) 67-75-80 Telex 19010 Gen Mgr O R Ernoe A&R Mjr L Hemmingen  
**Labels:** (Owned) Euronett, Nett. (licensed) Buddha (USA), Karma Sutra (USA), Moon-Disc (Sweden), T Bone (Sweden). (distributed—not licensed) Anola (Germany), Eurodisc (Germany), Hansa (Germany), Jupiter (Germany), Mantecore (UK), Melodija (USSR)  
**Int'l reps.:** Finland (Polarvox), Sweden (Tonitru)  
**Eurotron A/S.** Manglerud Gard Oslo 6 Tel (02) 26-78-46, 26-99-97  
**Labels:** (Owned) Eurotron, Volt. (represented) Darris (USA), Eurovox (Belgium), Polyband (Germany), Polymax (Denmark, Finland, Germany, Sweden, UK)  
**Int'l reps.:** Denmark, Finland, Germany, Sweden, UK (all Polymax)  
**Eventyrplaten.** see Norsk Grammofonkompani  
**Filadelfiaforlaget A/S.** Box 6757, St Olavsplass Oslo 1 Tel (02) 11-13-10  
**Labels:** (Owned) Joy, Klango  
**Flora.** see Arne Bendiksen  
**Flower.** see Arne Bendiksen  
**Fontana.** see Phonogram  
**Forum.** see Arne Bendiksen  
**G T O.** see CBS  
**H M V.** see EMI  
**Harmoni.** see Norsk Grammofonkompani  
**Harvest.** see EMI  
**Heliodor.** see Polydor  
**Hoerzu.** see EMI  
**Imperial.** see EMI  
**Joy.** see Filadelfiaforlaget  
**Karusell.** see Polydor  
**Klango.** see Filadelfiaforlaget  
**M G M.** see Polydor  
**Mayco Agentur.** PO Box 22, Kjelsas, Oslo 4  
**Label:** (Represented) Sheffield Lab (USA)  
**Mercury.** see Phonogram  
**Metronome Recs.** Rosenborggaten 19, Oslo 3 Tel (02) 46-39-52 Telex 18521 Prod Mgr: Kari Diesen, Mats Nilsson (Licensed to Polydor)  
**Labels:** (Owned) Metronome. (licensed) Asylum Atco, Atlantic, Bearsville, Big Tree, Capricorn, Disc-Reet, Nonesuch, Reprise, Rolling Stones, Spector, Swan Song, Warner Bros (all USA)  
**Musica.** see Disco  
**Music for Pleasure.** see EMI  
**Musikk-Distribusjon A/S.** Rosenborggaten 19, Oslo 3 Tel (02) 69-59-02, 46-39-52 Gen Mgr Mr Dronnhas  
**Label:** (Distributed) Troll  
**N K F.** see Polydor  
**Narvesen Spisevognselskapet A/S.** B Narvesensvei 2 Oslo Tel (02) 19-40-20 Prod Mgr Rune Johannessen (Distributor/Importer)  
**Negram.** see EMI  
**Nett.** see Euronett  
**Nor-Disc.** see Polydor  
**Norsk Grammofonkompani A/S (IFPI).** Fagerhoeveveien 2, N-1324 Lysaker Tel (02) 53-34-72. Gen Mgr O Knudsen  
**Labels:** (Owned) Akkompagnementsplaten, Barnepalten, Eventyrplaten, Harmoni. (distributed—not licensed) Music Minus One (USA)  
**Norsk Musikforlag A/S.** Karl Johansgaten 39, Oslo 1, Tel (02) 33-28-15/59-95. Mng Dir Fr J Backer-Grondahl, A&R Mgr Gert Opitz, Sales Mgr Leif Dramstad (Distributed by CBS)  
**Labels:** (Owned) Artist  
**Int'l reps.:** Denmark (Wilhelm Hansen), Sweden (Nordiska)  
**Odeon.** see EMI  
**On.** see Phonogram  
**One Up.** see EMI  
**Parlophone.** see EMI  
**Pathe.** see EMI  
**Pep-Wal Recs.** & Camel Consultants, Postboks 45, Skovvassen, Oslo 6 Tel (02) 11-31-88, 28-76-97 Pres Jerry Pepper, VP Ragnar Ridder-Neilsen; Gen & Sales Mgr Peter Walker  
**Labels:** (Owned) Camel (dist by EMI), Pep-Wal. (licensed) Laurie (USA)  
**Philips.** see Phonogram  
**Phonogram (div. of Polygram A/S) (IFPI).** Postboks 4352, Marcus Theresgaten 2, Oslo 4 Tel (02) 15-51-90 Mng Dir Totto Johannessen, Gen Mgr Michael Aas, Sales Mgr Lars Lysell, Rec G Audun Tylden  
**Labels:** (Owned) Fontana, Mercury, On, Philips Vertigo, (licensed) Amadeo (Austria), Charisma (UK), DJM (UK), Decca (UK), Polar (Sweden), Shelter (USA)  
**Int'l rep.:** Worldwide (Phonogram)  
**Pilot Music A/S.** Postboks 32, N-1342 Jar.  
**Home office:** Sweden.  
**Labels:** (Owned) Pilot. (licensed) Green Tree, Heart Warming, Impact, Lamb & Lion (all USA). (distributed—not licensed) Manna (USA)  
**Play Music A/S.** Kjelsasveien 174, Oslo 8 Tel (02) 23-57-80 Mng Dir Ake H Wikke, Chief Buyer Ms Unni Weng (Distributor/Importer)  
**Labels:** (Distributed) all Norwegian labels  
**Polydor A/S (div. of Polygram A/S) (IFPI).** Marcus Thranesgaten 2, Oslo 4, Tel (02) 15-51-90 Telex 18521 Mng Dir Sigurd Johannessen, Gen Mgr Joern Johnsen, Classical A&R Sverre Dahl, Prod Mgr Kari Sorknes, Jazz Prod Mgr Ellen Christensen

**Labels:** (Owned) Archiv, DG, Heliodor, Karussell, MGM, NKF, Nor-Disc, Polydor, Verve. (licensed) Ad Lib, (USA), Barn (UK), CTI (USA), Cerrone (France), Disneyland (USA), EG (UK), Hansa (Germany), IAI (USA), Kudu (USA), MCA (USA), Metronome (Germany) & Sweden, Pablo (USA), Proprius (Sweden), RSO (USA), Ring O (UK), Rwa (UK), State (UK). (distributed—not licensed) Arctic (Norway), Camp (Norway), Ex Libris (Denmark)  
**Portrait.** see CBS  
**Olaf T. Ranum A/S.** Whsle Dept., Olav Tryggvasonsgaten 18, N-7000 Trondheim Tel (075) 28-355, 27-729, 22-902 Cable MUSIKRANUM Gen Mgr Olaf T Ranum, Sales Mgr Sverre Granholt  
**Labels:** (Owned) TTKK. (represented) Oryx (UK)  
**Regal.** see EMI  
**Regal Starline.** see EMI  
**Regal Zonophone.** see EMI  
**Rikajo Agentur & Handel.** Postboks 147, Paradis, Bergen, Tel 27-12-72 Mgr. John Kolbeinsen (Importer/Exporter)  
**St Olav Bokhandel A/S.** Akersveien 5, Oslo 1 Mgr Sidse Aastrud (Importer)  
**Label:** (Distributed—not licensed) Christophorus (Germany), Proprius (Sweden), SM (France), Schwann (Germany)  
**Scanax.** see CBS  
**Seraphim.** see EMI  
**Sinar Musikk A/S.** Tollbugaten 4, Oslo 1 Tel (02) 41-29-16 Chief Exec Amund Hoff Berge, Gen Mgr L Y Daliot  
**Labels:** (Distributed—not licensed) Big Ben (UK), Caprice (Sweden), Free Reed (UK), Hed Arzi (Israel), Mulligan (Ireland), Rounder (USA), Tangent (UK), Topic (UK)  
**Skandinavisk Artist Produksjon A/S.** Osterdalsgate 1, Oppg J, Oslo 6 (Distributed by EMI)  
**Sonet Norsk.** see Arne Bendiksen.  
**Starline.** see EMI  
**Stateside.** see EMI  
**Strawberry.** see TCP  
**Studio Two.** see EMI  
**T C P A / S Strawberry Recs.** PO Box 213, Sentrum, Dronningensgate 13, Oslo 1 Tel 47-2-11/16/97 Telex 18507 Pres I Waerner, Gen Mgr Dag Waerner, Ass't Mgr H. Nedal Jr  
**Labels:** (Owned) Strawberry, W-Records. (distributed—not licensed) Bareback, Dhama, Galaxy, LA, Ray-O-Recs., Red Lightnin', Route 66, Sounds South.  
**T K K.** see Olaf T. Ranum  
**Talent Produksjon A/S (IFPI).** Kjøberggaten 29, Oslo 6 Tel (02) 67-95-40 Pres Arve Sigvaldsen, Sales Mgr Arild Lund A&R Mgr Ola Johansen (Distributed by Disco)  
**Int'l reps.:** Denmark (Sun), Sweden (Electra)  
**Talisman.** see EMI  
**Tambourine.** see Arne Bendiksen  
**Toba Import.** Postboks 252, N-5401 Stord Tel 1-48-41 Mgr Jon Endal (Importer/Exporter)  
**Tower.** see EMI  
**Triola.** see Arne Bendiksen  
**Troll.** see Jorg-Fr Ellertsen & Disco  
**Vertigo.** see Phonogram  
**Verve.** see Polydor  
**Volksplatte.** see EMI  
**Volt.** see Eurotron  
**W-Records.** see TCP  
**Waverley.** see EMI  
**World Rec Club.** see EMI  
**Zarepta.** see Arne Bendiksen

● **music publishers**

**Arctic Songs.** Brattorgaten 5, N-7000 Trondheim, Tel (075) 21-1-90 Mng Dir Kolboern Alstad, Gen Mgr Gunnar Horvick  
**Arne Bendiksen A/S.** Osterdalsgaten 1, Oslo 6 Tel (02) 67-67-90 Cable BENDIKMUSIC, Telex 19689 Dir. Arne Bendiksen, Gen Mgr Philip A Kruse  
**Int'l firms represented:** Black Sheep (UK), Cherry (UK), EMI (Denmark), Noel Gay (UK), Jobete (USA), Imudico (Denmark, Sweden), Magellan (USA), Multitone (Sweden), Reuter & Reuter (Sweden), Sonet (Sweden), Southern (Sweden), Stonebridge (USA)  
**Brodr Hals Forlag.** see Norsk Musikforlag  
**Butterfly Music A/S.** PO Box 141, N-2501 Tynset Tel 444, 601 Gen Mgr Edgar Skjonlyshals  
**Disco A/S.** Ostre Akervei 19, Oslo 5, Tel (02) 15-27-90. Cable MUSICA Telex 17079 Gen Mgr Odd Roenning-Arnesen  
**Jorg-Fr Ellertsen A/S.** Jernbanetorget 4, Oslo 1, Tel (02) 42-58-83 Cable TROLLMUSIC Pres Jorg-Fr Ellertsen  
**Euronett Publ g.** see Arne Bendiksen  
**Filadelfiaforlaget A/S.** Box 6757, St Olavsplass Oslo 1 Tel (02) 11-13-10  
**Frost.** see Arne Bendiksen  
**Harmoni House.** see Arne Bendiksen  
**Imudico.** see Norsk Imudico  
**Carl M Iversen.** see Arne Bendiksen  
**Manu.** see Arne Bendiksen  
**Musikk-Huset A/S (TONO, NCB).** Postboks 1459, Vika, Karl Johansgaten 45, Oslo 1 Tel (02) 33-48-97 Mng Dir Arne Damsgard  
**Int'l firms represented:** Andersson (Sweden), Carl Gehrman (Sweden), Abr. Lundquist (Sweden), Moeck (Germany), Scherzando (Belgium), Sweden Music (Sweden)  
**Int'l rep:** Sweden (Carl Gehrman)  
**Nordic Songs.** see Norsk Musikforlag  
**Norsk Imudico A/S.** Postboks 42, Korsvoll, Frøyjaveien 33, Oslo 8 Tel (02) 23-14-88 Telex 16294  
**Norsk Melodiforlag.** see Butterfly  
**Norsk Musikforlag A/S.** Postboks 1499, Vika, Karl Johansgaten 39, Oslo 1, Tel (02) 33-28-15/59-95 Mng Dir Fr J Backer-Grondahl, Sales Mgr Leif Dramstad, Prof Mgr Gert Opitz.  
**Int'l firms represented:** AWB (USA) Air (Sweden), Belwin-Mills (UK, USA), Barton (UK, USA), Boosey &

Hawkes (UK), Chappell Nordiska (Sweden), J & W. Chester (UK), Cottillon (USA), Essex (Sweden), Far Out (USA), Francis Day & Hunter (Denmark), Hansen (USA), Wilhelm Hansen (Denmark), Intersong-Forlaget (Sweden), Mandema (USA), Muscle Shoals (USA), Music Sales (UK, USA), Nordic Songs (Denmark, Sweden), Nordiska (Sweden), Rip & Keca (USA), Rocksmith (USA), Hans Sikorski (Germany), Cyril Shane (UK), Sparta-Florida (UK), Staff (USA), Tree (Sweden), Walton (USA), Warner Bros. (UK, USA)

**Int'l reps.:** Denmark (Wilhelm Hansen), Germany (Wilhelm Hansen), Sweden (Nordiska), UK (J & W. Chester), USA (Walton—Choral)

Norsk Notestikk & Forlag, see Norsk Musikkforlag  
Norway Music, see Butterfly  
Oluf By's Forlag, see Norsk Musikkforlag  
Scanax Music, see Norsk Musikkforlag  
Skandia Musikkproduksjon, see Arne Bendiksen  
Oscar Skau, see Arne Bendiksen  
Snowball Songs A/S, Postboks 551, Sentrum, Oslo 1. Tel. (02) 42-69-26 Telex 19974 Dir Charles R Forbes  
Talent Music, Kjøelberggaten 29, Oslo 6. Tel. (02) 67-95-40. Pres.: Arve Sigvaldsen. Gen. Mgr.: Ola Johansen.  
**Int'l reps.:** Worldwide (Sweden Music)  
Tambourine, see Arne Bendiksen  
Carl Warmuth Forlag, see Norsk Musikkforlag.

### ● services

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Grammofonplategrossistenes Forening (Record Wholesalers' Ass'n), PO Box 4352, Torshov, Oslo 4. Tel. (02) 15-51-90. Chm. Michael Aas.  
National Committee of the International Music Council, Rektorhaugen 5, Oslo 8  
Norges Musikkhandlerforbund (Record Dealers' Org.), Meltingergate 4, Oslo. Tel. (02) 56-22-95  
Norsk Musikerforbund (Norwegian Musicians' Union), Stortingsgaten 28, Oslo 1. Tel. (02) 42-55-21. Pres.: Sigurd Lonseth.  
Ny Musikk (Norwegian Section of the International Society for Contemporary Music), Maridalsveien 3, Oslo 1. Tel. (02) 11-24-55.

#### DESIGN & ARTWORK

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres. Per C. Dahlstrom. Gen. Mgr.: Finn Stokkland.

#### LICENSING ORGANIZATIONS, MUSIC

Norwegian Composers' Society, Klingenberggaten 5, Oslo 1. Tel. (010472) 42-56-78  
T O N O (Norsk Komponistforenings Internasjonale Musikkbyrå), Klingenberggaten 5, Oslo 1. Tel. (02) 42-18-08.

#### PLATING, PROCESSING & PRESSING PLANTS

UH Corneliusen & Co., Wergeldsveien 1, Oslo 1. Tel. (067) 39-2-08. (Pressing only)  
Euronett Norsk A/S, Ensjøveien 5, Oslo 6. Tel. (02) 67-75-80 Telex 19010 Gen. Mgr. O R Erno.  
Heger Plastics A/S, Kjelsaasveien 141/143, Oslo 4. Tel. (02) 21-72-17. Cable HEPLAST Telex 11764. Mng. Dir.: Ragnar Heger, Sales Mgr.: Henrik Krokene.  
**Int'l branch:** Sweden  
Musikkindustri (div. of Polygram A/S), Sagveien 11, Oslo 4. Tel. (02) 37-99-44. Gen. Mgr.: Peter Kaatee.  
Norsk Grammofonkompani A/S, Fagerhoeyveien 2, N-1324 Lysaker. Tel. (02) 53-34-72. Gen. Mgr.: O Knudsen. (Pressing only)  
Phonogram (div. of Polygram A/S), Marcus Thranesgaten 2, Oslo 4. Tel. (02) 15-51-90. Gen. Mgr.: Michael Aas, Sales Mgr.: Lars Lysel.

#### PRINTERS & LITHOGRAPHERS

Musikkindustri (div. of Polygram A/S), Sagveien 11, Oslo 4. Tel. (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

#### RECORD PROMOTION

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel. (02) 67-67-90. Cable BENDIKMUSIC Telex 19689. Dir.: Arne Bendiksen, Gen. Mgr.: Pal Skai.

#### TAPE CUSTOM DUPLICATORS

Roger Arnhoff Studio A/S, St. Olavsgaten 26, Oslo 1. Tel. (02) 11-06-35. Telex 16686. Mng. Dir.: Roger Arnhoff, Gen. Mgr.: Eli Karlsen.  
**Audio:** 8-tr., 8-tr. quadraphonic, cassette, open reel.  
**Video:** 1" open reel, 1" cartridge, 3/4" cassette, 1/2" cassette  
Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel. (02) 67-67-90. Cable BENDIKMUSIC Telex 19689. Dir.: Arne Bendiksen, Gen. Mgr.: Pal Skai.  
**Audio:** Cassette  
**Video:** 3/4" cassette, 1/2" EIAJ cartridge  
Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per C. Dahlstrom, Gen. Mgr.: Finn Stokkland  
**Audio:** Cassette  
Euronett A/S, Manglerud Gard, Oslo 6. Tel. (02) 26-78-46/99-97  
Musikkindustri (div. of Polygram A/S), Sagveien 11, Oslo 4. Tel. (02) 37-99-44. Gen. Mgr.: Peter Kaatee  
Norsk Grammofonkompani A/S, Fagerhoeyveien 2, N-1324 Lysaker. Tel. (02) 53-34-72. Gen. Mgr.: O Knudsen.

### ● supplies

#### CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per C. Dahlstrom, Gen. Mgr.: Finn Stokkland.  
**Audio:** Cassette.

**Brand name:** Cantortape  
Heger Plastics A/S, Kjelsaasveien 141/143, Oslo 4. Tel. (02) 21-72-17. Cable HEPLAST Telex 11764. Mng. Dir.: Ragnar Heger, Sales Mgr.: Henrik Krokene.  
**Int'l branch:** Sweden

#### JACKETS & SLEEVES

Euronett Norsk A/S, Ensjøveien 5, Oslo 6. Tel. (02) 67-75-80. Telex 19010. Gen. Mgr.: O R Erna.  
Musikkindustri (div. of Polygram A/S), Sagveien 11, Oslo 4. Tel. (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

#### LABELS

##### POLYETHYLENE BAGS

Musikkindustri (div. of Polygram A/S), Sagveien 11, Oslo 4. Tel. (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

#### TAPE, RAW & BLANK LOADED

Agfa-Gevaert A/S, Postboks 2008, Thv. Mayersgaten 9, Oslo 5. Tel. (02) 37-68-90 Telex 18325. Mng. Dir.: A Naper, Sales Mgr.: K. Stille.  
**Audio:** Blank—compact cassette, open reel, raw—cassette, broadcast, studio  
**Video:** Cassette, open reel  
**Brand names:** Agfa Carat, Agfa Stereochrom, Agfa Videochrom  
B A S F Norge A/S, PO Box 46, Skoyen, Drammensvein 126, Oslo 2. Tel. 55-52-95. Cable COLOUR Telex 11284. Sales Mgr.: Harold Dale-Olsen.  
**Audio & Video:** Cassette, open reel  
Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel. (02) 67-67-90. Cable BENDIKMUSIC Telex 19689. Dir.: Arne Bendiksen, Gen. Mgr.: Pal Skai. (Blank only)  
**Audio & video:** Cassette  
**Brand name:** Memorex  
Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres. Per C. Dahlstrom, Gen. Mgr.: Finn Stokkland.  
**Audio:** Cassette, open reel  
**Brand name:** Cantortape

### ● accessories manufacturers

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel. (02) 67-67-90. Cable BENDIKMUSIC Telex 19689. Dir.: Arne Bendiksen, Gen. Mgr.: Pal Skai.  
**Product:** Record & tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.  
**Brand name:** Cambra, A. M. Kemi  
Disco A/S, Ostre Akervei 19, Oslo 5. Tel. (02) 15-27-90. Cable MUSICA. Gen. Mgr.: Odd Roenning-Arnesen, Sales Mgr.: Harold M. Kristiansen.  
**Product:** Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners & demagnetizers.  
Euronett Norsk A/S, Ensjøveien 5, Oslo 6. Tel. (02) 67-75-80. Telex 19010. Gen. Mgr.: O R Erna, Sales Mgr.: H. P. Gjersee.  
**Product:** Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters  
J. M. Feiring A/S, Nils Hansensvei 3-7, Oslo 6. Tel. (02) 19-62-00.  
**Product:** Needles  
**Brand names:** Stanton  
Skandinavisk Elektronik A/S, Ostre Akervei 99, Oslo 5. Tel. 15-00-90  
**Product:** Needles  
**Brand name:** Pickering.

### ● store fixtures & merchandising aids manufacturers

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel. (02) 67-67-90. Cable BENDIKMUSIC Telex 19689. Dir.: Arne Bendiksen, Gen. Mgr.: Pal Skai.  
**Product:** Tape display racks  
Euronett Norsk A/S, Ensjøveien 5, Oslo 6. Tel. (02) 67-75-80. Telex 19010. Gen. Mgr.: O R Erna, Sales Mgr.: H. P. Gjersee.  
**Product:** Display racks.

## PAKISTAN

**Population:** 72,370,000.  
**Rate of exchange:** \$1 (US) = 9.9 rupees  
**Per capita income:** \$149  
**Holidays:** January 1, March 23 (Pakistan Day), August 14 (Independence Day), September 6 (Defense of Pakistan Day), September 11, October 27 (Revolution Day), December 25, December 31 (Bank Holiday)  
**Records exported to USA:** 1976—53,560 units, \$92,565; 1975—26,473 units, \$39,119.

### ● record & tape manufacturers/distributors/importers

E M I (Pakistan) Ltd., C/28 Estate Ave., SITE, Karachi. Tel. 29-01-21. Cable EMITRON. Mng. Dir.: S. Mansoor Bokhari, Sales Gen. Mgr.: Ahmedullah Siddiqi, Finance Mgr. & Sec'y: Sabir Ahmed Khan.  
**Branch:** Lahore, Shahdun Bldg., 9-A, The Mall. Tel. 52353.

**Home office:** England  
**Labels: (Owned)** Capitol, Columbia, HMV, Parlophone, Stateside, (Licensed) Apple, Decca, Liberty, London, RCA (all UK).

### ● supplies

#### TAPE, RAW & BLANK LOADED

B A S F Pakistan Ltd., Karachi 46-A, Block 6, PECHS. Tel. 430418. Cable BADILIN Telex 2704. Sales Mgr.: F. Zueger  
**Audio:** Cassette, open reel.

## PANAMA

**Population:** 1,720,000  
**Rate of exchange:** \$1 (US) = 1 balboa  
**Per capita income:** \$1,147  
**Holidays:** January 1, January 9 (Day of Mourning), March 1 (Constitution Day), Good Friday, May 1 (Labor Day), October 11 (Anniversary of the 1968 Revolution), November 3 (Founding of the Republic), November 4 (Day of the National Flag), November 28 (Independence from Spain), December 8 (Mother's Day), December 25, various Christian holidays  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$939,703

### ● record & tape manufacturers/distributors/importers

Dicesa, see Discos de Panama  
Dideca, see Sonomundi  
Discos de Panama SA, Apto. 9A-427, Centro Ind'l Orillac, Calle 1, Panama. Tel. 61-0201/0000/0267. Cable PADISCO.  
**Home office:** El Salvador, Dicesa (see for labels)  
Distribuidora Panamena de Discos SA, Apto. 9614, Panama 4. Tel. 64-58-03. Cable 2050. Pres.: Eduardo Soto, Gen. Mgr.: Gabriel Munoz.  
**Home office:** Costa Rica, Indica (see for labels)  
Indica, see Distribuidora Panamena  
Istmenos (Discos) SA, Apto. 3340, Calle 45, No. 46, Panama 4. Tel. 23-8665  
**Labels: (Owned) Latino, Taboga (represented) Kubaney (USA), Sono-Radio (Peru)**  
**Int'l rep.:** Peru (Sono-Radio)  
Latino, see Istmenos  
Libreria Rubyl SA, Apto. 18-B, Av. 3 de Noviembre, David. Tel. 5-4339 (Distributor/Importer)  
Onda-Nueva SA, Apto. 11369, Panama 6. Tel. 61-9602, 61-4139.  
**Labels: (Represented) J&T, Motown (both USA)**  
Panama Radio-Sam David SA, Apto. 6906, Av. Central, Plaza 5 de Mayo, Panama 5. Tel. 62-1100 (Distributor/Importer)  
**Labels: (Represented) A&M, Atlantic, Brunswick, Columbia, London, MGM, RCA, United Artists, Verve, Warner Bros.**  
Sonomundi SA, Apto. 6-4297, Estafeta El Dorado, Panama. Tel. 69-4669.  
**Home office:** Guatemala, Dideca (see for labels)  
Taboga, see Istmenos.

### ● music publisher

Ed Musical de Panama SA (BIEM), Apto. 3340, Calle 45, No. 46, Panama. Tel. 23-8665  
**Int'l firm represented:** Edimusa (Peru)  
**Int'l rep.:** Peru (Edimusa)

### ● services

#### DESIGN & ARTWORK

Discos de Panama SA, Apto. 9A-427, Centro Ind'l Orillac, Calle 1, Panama. Tel. 61-0201/0000/0267. Cable PADISCO. (Record only)

#### PLATING, PROCESSING & PRESSING PLANTS

Discos de Panama SA, Apto. 9A-427, Centro Ind'l Orillac, Calle 1, Panama. Tel. 61-0201/0000/0267. Cable PADISCO. (Pressing only)  
Istmenos (Discos) SA, Apto. 3340, Calle 45, No. 46, Panama 4. Tel. 23-8665

#### PRINTER & LITHOGRAPHER (Record only) RECORD PROMOTION

Discos de Panama SA, Apto. 9A-427, Centro Ind'l Orillac, Calle 1, Panama. Tel. 61-0201/0000/0267. Cable PADISCO.

#### TAPE CUSTOM DUPLICATOR

Istmenos (Discos) SA, Apto. 3340, Calle 45, No. 46, Panama. Tel. 23-8665.

### ● accessories importer

Libreria Rubyl SA, Apto. 18-B, Av. 3 de Noviembre, David. Tel. 5-4339  
**Product:** Carrying & storage cases, catalog serv. cleaners, cloths, brushes, 45 rpm adaptors, needles.

● **store fixtures & merchandising aids importer**

Libreria Rubyl SA, Apto. 18-B, Av. 3 de Noviembre, David, Tel. 5-4339  
 Product: Browser boxes, divider cards, display racks.

**PERU**

Population: 16,090,000  
 Rate of exchange: \$1 (US) = 150 1 sols  
 Per capita income: \$518  
 Holidays: January 1, Easter, May 1 (Labor Day), July 28, 29 (Independence Anniversary), November 1 (All Saints Day), October 12 (Columbus Day), December 25, various Christian holidays.  
 Records, record blanks & pre-recorded media imported from USA: 1977—\$132,744.

● **record & tape manufacturers / distributors / importers**

Chicha, see Infopesa  
 Corona, see Industrial Sono-Radio  
 Disa, see Infopesa  
 Dorem: see El Virrey  
 F T A (Fabricantes Tecnicos Asociados) SA (IFPI), Panamericana Norte, Km. 13½, Lima, Tel. 23-12-30, 31-71-95. Telex 20126 Mng Dir. Carlos Torres; Gen Mgr Osvaldo Vazquez.  
 Labels: (Owned) FTA, (licensed) Ariola-Eurodisc (Spain), Discsa (El Salvador), Foca (Venezuela), Greedy (USA), Musidisc (Brazil), Playboy (USA), RCA (USA), RGE/Fermata (Brazil), Suramericana (Venezuela), Surco (Argentina), Zafiro (Spain)  
 Int'l rep.: Ecuador (Industria Fonografica Ecuatoriana).  
 Fabricantes Tecnicos Asociados, see FTA.  
 Faro, see Infopesa  
 Hit Power, see El Virrey  
 I E M P S A (Industrias Electricas & Musicales Peruanas SA) (IFPI), Av. Guillermo Dansey 1247, Lima, Tel. 32-40-05, 31-81-12. Mng. Dir. Augusto Sarria Salas, Ass't Mgr. Rodolfo Canseco Torres.  
 Labels: (Owned) IEMPSA, Lider: (licensed) A&M (USA), Arista (USA), Capitol (Mexico, USA), Coco (USA), Codiscos (Colombia), Decca group (UK), EMI (UK), Favedica (Venezuela), London (USA), Lyra (Bolivia), Musart (Mexico), Private Stock (USA), Seeco (USA), Top Hits (Venezuela).  
 Int'l reps.: Worldwide (EMI), Bolivia (Discolandia Dueri), Colombia (Codiscos), Ecuador (Empono Musical, J. D. Feraud Guzman), Mexico (Capitol), USA (Capitol, Discolando), Venezuela (Disco de Moda).  
 Industria Fonografica Peruana SA, see Infopesa.  
 Industrial Sono-Radio SA (IFPI), Av. Republica de Panama 1427, Lima 13, Tel. 72-33-54. Cable SONORADIO. Telex 20385 Pres. Luis A. Aubry; Gen Mgr. Jaime Delgado Aparicio, Sales Mgr.: Enrique Queirolo, Int'l Dept. Maria Elena Tassara  
 Labels: (Owned) Corona, Sono-Radio, (licensed) Alhambra (Spain), CBS Int'l (worldwide), IFESA (Ecuador), Istmenos (Panama), Motown (USA).  
 Int'l reps.: Argentina (CBS), Bolivia (Discolandia Dueri), Chile (Philips), Colombia (CBS), Ecuador (IFESA), Mexico (CBS), USA (Alhambra), Venezuela (CBS).  
 Industrias Electricas & Musicales Peruanas SA, see IEMPSA.  
 Infopesa (Industria Fonografica Peruana SA), Guillermo Dansey 1910, Lima Tel. 31-71-56, 31-29-30. Telex 20472 Gen. Mgr. Alberto Maravi; Sales Mgr. Walter Rueda.  
 Labels: (Owned) Chicha, Disa, Faro, Infopesa, Pandora, Soulaitino, (licensed) Alegre (USA), Ariston (Italy), Baby (Italy), Carosello (Italy), Cotique (USA), Durium (Italy), Epoca (Panama), Fadsisa (Ecuador), Fania (USA), Fonodisco (Venezuela), INS (Colombia), Inca (USA), International (USA), Microfon (Argentina), Orfeon (Mexico), Promus (Venezuela), TR (USA), Tico (USA), Vaya (USA), Velvet (Venezuela), Vogue (France)  
 Int'l reps.: Argentina (Microfon), Bolivia (Heribaj, Chile (Philips), Colombia (INS), Ecuador (Fadsisa), Mexico (Gas), Panama (Epoca), Venezuela (Velvet). (SEE ADVERTISEMENT)  
 Lider, see IEMPSA  
 Mundiales SA (Prod'nes & Eds.), Jr. Cailloma 124, Of. 403, Lima 1, Tel. 27-51-38. Gen Mgr. Armando Ormeno; Sales Mgr. Elmer Lopez, Exec. Sec'y Rosa Maldonado  
 Labels: (Owned) Primicia, (licensed) Baybay (Argentina), Billos (Venezuela), Color (Venezuela), Eclipse (USA), Frog (Italy), Lad (Venezuela), Orbe (Colombia), Sona (Ecuador), Sonolux (Colombia), Tropicana (USA)  
 Pandora, see Infopesa  
 Primicia, see Mundiales  
 Sono-Radio, see Industrial Sono-Radio  
 Soulaitino, see Infopesa  
 El Virrey Industrias Musicales SA (IFPI), Av. Republica de Panama 3551, San Isidro, Lima 27, Tel. 40-46-00. Telex (354) 20276 Gen. Mgr. Alejandro Parodi P., A&R & Int'l Mgr. Dante Capella P.  
 Labels: (Owned) Dorem: Hit Power, Virrey, (licensed) ABC (USA), Ansonia (USA), Arrow Int'l (UK), Asylum (USA), Atlantic (USA), Blue Note (USA), Bronze (UK), Casablanca (USA), Chrysalis (UK), DG (Germany), Disneyland (USA), Elektra (USA), Fadsisa (Ecuador),

Fuentes (Colombia), GTO (UK), Gamma (Mexico), H&L (USA), Hispavox (Spain), IA (UK), Island (UK), MCA (USA), MGM (worldwide), Mercury (USA), Palacio (Venezuela), Peerless (Mexico), Philips (worldwide), Polydor (worldwide), RSO (USA), Reprise (USA), 20th Century (USA), United Artists (USA), Vertigo (worldwide), Verve (worldwide), Warner Bros. (USA)  
 Int'l reps.: Bolivia (Imperio), Colombia (Fuentes), Mexico (Peerless), worldwide (Phonogram, Polydor)

● **music publishers**

Continental (Ed.), Av. Larco 743, Of. 402, Miraflores, Lima, Tel. 47-48-31. Mgr. Dr. Jaime Sarmiento  
 Int'l firms represented: Beechwood (Mexico), Musica Argentina Int'l (Argentina), Sociedad Chilena de Edit. Musicales (Chile)  
 Int'l reps.: Argentina (Musica Argentina Int'l), Chile (Sociedad Chilena de Edit. Musicales), Mexico (Beechwood).  
 Edimusa (Ed. Musicales SA), Los Topacios 141, Lima, Tel. 72-33-54  
 Maravi Music, see Ollantay  
 Ollantay Music Avenue (Ed.), Guillermo Dansey 1910, Lima, Tel. 31-71-56/29-30. Cable EDOMSA Telex 20472  
 Int'l firms represented: Edifon (Argentina), Televis (Italy).  
 Int'l rep.: Argentina (Edifon).  
 Prodems SA (Prod'nes & Eds. Mundiales SA), Apdo. 100, Jr. Cailloma 124, Of. 403, Lima 1, Tel. 27-51-38.  
 Int'l firms represented: Brncos (Spain), Campei (Mexico), Discomoda (Colombia), Ecomus (Colombia), Edifremex (Mexico), Edim (Mexico), Emroth (Mexico), Gramophone (USA), Hall of Fame (USA), Jaguar (Brazil), Leme (Brazil), Maranta (USA), Orama (Ecuador), Ornbemusa (Venezuela), Pernaso (Argentina), PIM (Mexico), Prodemus (Colombia), RCA (Brazil), RCA Espanola (Spain), Relay (Argentina), Sono Inter (Colombia), Unimusica (Venezuela), Universal (Spain), Victor (Brazil).  
 Int'l reps.: Argentina (Relay), Colombia (Ecomus), Ecuador (Sadram), Mexico (Edim), Venezuela (Ornbemusa).  
 Universal SA (Ed.), see Prodems

● **services**

**DESIGN & ARTWORK**

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima, Tel. 32-40-05. Mng. Dir. Augusto Sarria Salas, Ass't Mgr. Rodolfo Canseco Torres.  
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13, Tel. 72-33-54. Cable SONORADIO. Telex 20385 Pres. Luis A. Aubry, Gen. Mgr. Jaime Delgado Aparicio; Sales Mgr.: Enrique Queirolo.  
 Infopesa (Industria Fonografica Peruana SA), Guillermo Dansey 1910, Lima, Tel. 31-71-56, 31-29-30. Gen. Dir. Alberto Maravi, Sales Mgr. Walter Rueda  
 El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima, Tel. 40-46-00. Telex 20276. Gen. Mgr. Alejandro Parodi P.

**LICENSING ORGANIZATION, MUSIC**

A P D A Y C (Asociacion Peruana de Autores & Compositores) Jiron Washington 1206, Lima, Tel. 23-09-54.

**PLATING, PROCESSING & PRESSING PLANTS**

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima, Tel. 32-40-05. Mng. Dir. Augusto Sarria Salas, Ass't Mgr. Rodolfo Canseco Torres.  
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13, Tel. 72-33-54. Cable SONORADIO. Telex 20385 Pres. Luis A. Aubry, Gen. Mgr. Jaime Delgado Aparicio; Sales Mgr.: Enrique Queirolo.  
 Infopesa (Industria Fonografica Peruana SA), Guillermo Dansey 1910, Lima, Tel. 31-71-56, 31-29-30. Gen. Dir. Alberto Maravi, Sales Mgr. Walter Rueda  
 El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima, Tel. 40-46-00. Telex 20276. Gen. Mgr. Alejandro Parodi P.

**PRINTERS & LITHOGRAPHERS**

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima, Tel. 32-40-05. Mng. Dir. Augusto Sarria Salas, Ass't Mgr. Rodolfo Canseco Torres.  
 Imprenta Editora Disco SA, Pasaje Velarde 106, Lima, Tel. 24-84-28, 23-16-72. Gen. Mgr. Marcial Garcia Villavicencio.  
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13, Tel. 72-33-54. Cable SONORADIO. Telex 20385 Pres. Luis A. Aubry, Gen. Mgr. Jaime Delgado Aparicio, Sales Mgr.: Enrique Queirolo.  
 El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima, Tel. 40-46-00. Telex 20276. Gen. Mgr. Alejandro Parodi P.

**TAPE CUSTOM DUPLICATORS**

Estemac Lab. Electronico SCRL, Av. Petit Thouars 4620, Lima 18, Tel. 45-55-30. Telex 25385 Pres. H. O. Schlessner, Gen. Mgr. Oswaldo Garcia.  
 Audio: Cassette, open reel  
 I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima, Tel. 32-40-05. Mng. Dir. Augusto Sarria Salas, Ass't Mgr. Rodolfo Canseco Torres.  
 Audio: Cassette  
 Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13, Tel. 72-33-54. Cable SONORADIO. Telex 20385 Pres. Luis A. Aubry, Gen. Mgr. Jaime Delgado Aparicio, Sales Mgr.: Enrique Queirolo.  
 Audio: 8-tr., 8-tr. quadrasonic, open reel, open reel quadrasonic

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 Cruz ★ Juaneco y su  
 Combo ★ Otto de Rojas  
 Antonio Martell ★ Los  
 Cariñosos ★ La V Rebelión  
 Heberth Novoa ★**

**INDUSTRIA FONOGRAFICA  
 PERUANA, S. A.**

Guillermo Dansey 1910 - Telex 20472  
 Telefonos. - 312930 - 317156  
 Lima, PERU

PANAMA • PERU

El Virrey Industrias Musicales SA Av Republica de Panama  
 3551, San Isidro, Lima Tel 40 46 00 Telex 20276  
 Mgr Alejandro Parodi P  
 Audio: Cassette

**● supplies**

**CARTRIDGE & CASSETTE PARTS  
 EMPTY CARTRIDGES, CASSETTES &  
 REELS**

Estemac Lab Electronico SCRL Av Petit Thouars 4620,  
 Lima 18 Tel 45-55-30 Telex 25385 Pres H O  
 Schlessner Gen Mgr Oswaldo Garcia  
 Audio: Parts—cassette empty—Cassette: open reel

**JACKETS & SLEEVES**

**LABELS**  
 I E M P S A (Industrias Electricas & Musicales Peruanas SA),  
 Av Guillermo Dansey 1247 Lima Tel 32-40-05  
 Mng Dir Augusto Sarria Salas Ass t Mgr Rodolfo  
 Canseco Torres  
 El Virrey Industrias Musicales SA Av Republica de Panama  
 3551 San Isidro Lima Tel 40-46-00 Telex 20276  
 Gen Mgr Alejandro Parodi P

**TAPE, RAW & BLANK LOADED**

Estemac Lab Electronico SCRL Av Petit Thouars 4620  
 Lima 18 Tel 45 55 30 Telex 25385 Mng Dir H O  
 Schlessner Gen Mgr Oswaldo Garcia  
 Audio: Cassette open reel  
 Video: Blank—cassette open reel  
 Brand names: Audio—Agfa Eslabel, Royal, video—  
 Agfa Videochrom

**TAPE DUPLICATING & PROCESSING  
 EQUIPMENT**

**TAPE PACKAGING & LABELING  
 EQUIPMENT & SUPPLIES**

Estemac Lab Electronico SCRL Av Petit Thouars 4620  
 Lima 18 Tel 45 55 30 Telex 25385 Pres H O  
 Schlessner, Gen Mgr Oswaldo Garcia  
 Audio: Cassette open reel  
 Brand names: Lyrec Otari

**● accessories  
 manufacturer**

Estemac Lab Electronico SCRL Av Petit Thouars 4620  
 Lima 18 Tel 45-55-30 Telex 25385 Pres H O  
 Schlessner, Gen Mgr Oswaldo Garcia  
 Product: Tape carrying & storage cases, head cleaners  
 & demagnetizers leader & splicing tape

**PHILIPPINES**

Population: 43,750,000  
 Rate of exchange: \$1 (US) = 7.35 pesos  
 Per Capita Income: \$325  
 Holidays: January 1 (New Year's), January 21 Holy  
 Thursday, Good Friday, April 9 (Bataán Day), March 22,  
 May 1 (Labor Day), June 12 (Independence Day), July 4  
 (Philippine-American Friendship Day), November 30  
 (Bonifacio Day), December 25 (Christmas), December  
 30 (Rizal Day), December 31  
**Records, record blanks & pre-recorded media imported  
 from USA: 1975—\$21,988**

**● record & tape  
 manufacturers /  
 distributors / importers**

A & W Recs Int'l, Vergel de Dios Bldg., 2nd fl., 530  
 Evangelista, Quiapo Manila Tel 40-54-51, 48-46-46  
 Cable AWREC VP Allan Villar, VP Int'l Willie Villar  
**Labels: (Licensed domestic) A&W, A&W Horizon,  
 Cerveza, Villar, (licensed foreign) Everest group (USA),  
 Penny Farthing (UK), Ranwood (USA), SOS Audio  
 (USA)**

Ace Music Prod n's, see Vicor  
 Acton, see Mareco  
 Admiral, see Empire

Allied Artists, see Entertainment Mgmt  
 Alpha Recs Corp., JLB Bldg., 3rd fl., Ronquillo, Quiapo,  
 Manila Tel 47-12-47, 40-91-47 Pres & Gen. Mgr  
 Buddy O De Vera, VP & Int'l Dir Reynaldo O De Vera,  
 VP Special Projects Reynaldo R Cruz Jr., Treas.  
 Erlinda F De Vera, Musical Dir. & A&R Gil Cruz, Local  
 A&R Marte De La Paz, Promo Supervisor Danny  
 Mario, Creative Dir Rudy Retanan Sales Mgr  
 Menchu O Salazar, Greater Manila Sales Mgr Quintin  
 Mendoza, Luzon Sales Reps Danny Torres, Manny  
 Gaspard, Visayas Sales Mgr Sergio Cuyos, Mindanao  
 Sales Mgr Jose Ramos (Distributed by Arc Recs &  
 Lady Lynn)  
**Labels: (Owned) Alpha, Arc, Bicolandia, Cap. Cycle,  
 Fama, Fame, Jonal, Kinaham, Mayon, Metro Musika,  
 Northern, VIP, (licensed) Arrow, International Artists  
 Solid Gold, Top Twenty, Windmill (all UK), Aquarius,  
 Gamma (both Canada) Countdown (Germany)  
 Int'l rep.: Germany (Countdown)**

American Artists, see Empire Int'l  
 Arc Rec Sales (formerly Fortune Rec. Sales), JLB Bldg, 5th  
 fl., Ronquillo, Quiapo, Manila Tel 40-91-47 Chm &

Pres Buddy O De Vera, Gen Mgr Reynaldo O De  
 Vera, Sales Mgr Quintin Mendoza  
**Labels: (Distributed—not licensed domestic) Alpha,  
 Arc, Bicolandia, Cap. Cycle, Fama, Fame, Jonal,  
 Kinaham, Mayon, Musika, Northern, VIP,  
 (distributed—not licensed foreign) Arrow,  
 Countdown, Gamma, Good Vibrations, International  
 Artists, Solid Gold Spire, Top Twenty, Warwick,  
 Windmill**

Arlo, see Entertainment Mgmt  
 Asco, see Video Vision  
 Asylum, see WEA  
 Atco, see WEA  
 Atlantica, see WEA  
 Bicolandia, see Alpha  
 Bidor, see Offspring  
 Blackgold Recs. Corp., PO Box AC270, Blackgold Bldg., 770  
 Aurora Blvd., Cubao, Quezon City Tel 70-75-06  
 Cable VIMUSCO Telex 7422056 Vicor PM Pres &  
 Chief Exec Officer Vicente del Rosario Jr., Ass't to the  
 Pres. Celso G Delos Angeles, Exec. VP & Gen Mgr.  
 Benjamin F Ancito, VP Int'l A&R Victor C Jose, VP  
 Domestic A&R Lamberto de Leon, VP Mfg & Sales  
 Edgardo Alcanzare, Ass't Sales Dir Alberto Munzon,  
 Admin Mgr Celso Sunga, Foreign Bus Affairs Mgr  
 Priscilla A. dela Cruz  
**Labels: (Owned) Blackgold, Plaka Manila**

Blue Jay, see Grandeur.  
 Bobby, see VMI  
 Cannon, see Empire  
 Cap, see Alpha  
 Cerveza, see A&W  
 Circle, see Empire  
 Context, see Entertainment Mgmt  
 Continental Artists, see Video Vision  
 Cotillion, see WEA  
 Countryside, see WEA  
 Crystal, see JEM  
 Current, see Grandeur  
 Cycle, see Alpha  
 Dimension, see Video Vision  
 Disc Corp., Maya Bldg., Suite 1, 678 E. De Los Santos Ave.,  
 Cubao, Quezon D-3001 Contact Danny Olivares  
**Label: (Represented) Buddha (USA)**

Dyna-Parlophone, see Dyna  
 Dyna Prods Inc (IFPI), 135 Second Ave., Grace Park,  
 Caloocan City, Manila Tel 23-23-62/67-35, 40-51-  
 21 Cable DYPPO Telex 0361 Pres Albert Tan,  
 Exec VP James G Dy, Gen Mgr Tan Huy Bin Sales  
 Mgr Vicente Ty  
**Labels: (Owned) Dyna, Dyna-Parlophone, Himig, Jive,  
 Sinamar, (licensed) A&M (USA), Angel (USA), Arista  
 (USA), Audio Fidelity (USA), Capitol (USA), Chrysalis  
 (UK), DG (Germany), DJM (UK), DM (USA), EMI (UK),  
 Festival (Australia), GTO (UK), MAM (UK), Music for  
 Pleasure (UK), Parlophone (UK), Pausa (USA), Pickwick  
 (UK), Playboy (USA), Polydor (Germany), Private Stock  
 (UK), Project 3 (USA), Pye (UK), RSO (UK), Rocket (UK),  
 Telefunken (Germany), United Artists (USA)**

Elektra, see WEA  
 Empire Entertainment Corp., PO Box 967, Dynasty Cinema  
 Bldg, 827-831 Rizal Ave., Santa Cruz, Manila Tel 27-  
 34-71 Cable EMPINT  
**Labels: (Owned) Admiral, American Artists, Cannon,  
 Circle, Fanfare, Masterpiece, Movietone, Quadrant,  
 Soundtracks, (licensed) Arcade (USA), Avenue (USA),  
 Design (USA), Encounter, Europa (Germany), Europa  
 Exquisit (Germany), Forest, GSF, Golden Ear, Happy  
 Time (USA), Hilltop (USA), Hit (Ireland), Instant  
 Learning Series (USA), Iris, Killroy (USA), Mr Pickwick  
 (USA), Mode (France), Mondiomusic (France), PIP  
 (USA), Pacific, Peter Rabbit (USA), Pickwick Int'l (USA),  
 Play (USA), Playhour (USA), R&R (USA), Release  
 (Ireland), Showcase (USA), Somerset (Germany), Sonic  
 (Germany), Stereo Plus 3, Swing, Telstar (Belgium),  
 Vogue (France)**

Entertainment Mgmt & Mktg Inc., Dynasty Super Cinema  
 Bldg, Rizal Ave., Manila Tel 27-34-72  
**Labels: (Owned) Allied Artists, Arlo, Context, Hit Sound,  
 Quad, Ten, (represented) AU (USA), Avenue (UK), Boss  
 (USA), Cherry (USA), Jade (USA), Love (USA), Mongo  
 (USA), MusicDisc (USA), National (USA), Olga  
 (Sweden), Pop (USA), Royal (USA), Venus (USA),  
 Young America (USA), Zet (UK)**

Everstar, see Video Vision  
 Express, see VMI  
 Fama, see Alpha  
 Fame, see Alpha  
 Fanfare, see Empire  
 Filipinas Rec Corp., 131 Del Monte Ave., Quezon City  
 3010 Tel 35-45-20 Cable FILRECO

Gayle, see Grandeur  
 Grand, see Video Vision  
 Grandeur Music Corp., JLB Bldg., 2nd fl., Ronquillo & P  
 Gomez Sts Quiapo, Manila Tel 48-97-14, 40-63-21  
**Labels: (Owned) Blue Jay, Current, Gayle, Grandeur,  
 Grand sound, Luzvimin**  
 Grand sound, see Grandeur  
 Guestar, see Video Vision  
 Himig, see Dyna Prods  
 Hit 100, see VMI  
 Hit Sound, see Entertainment Mgmt  
 Home Inds Development Corp., PO Box 34, Quezon City  
 Cable HOMID  
**Labels: (Owned) Homid, Lustre, (represented) H&L  
 (USA), MCA (USA), Palette (Belgium), Phonogram Int'l  
 (Netherlands), 20th Century (USA)**

Homid, see Home Inds  
 Honey, see Mareco  
 Iklugia, see Offspring  
 JEM Rec'g Co., 160 20 Ave., Cubao, Quezon City Tel 78-  
 15-27, 77-24-11, 78-48-67 Pres & Gen Mgr  
 Wilfredo B Cruz Pressing Plant & Ad-Promo Mgr  
 Wigherto Gonzalez, Entertainment Opns Mgr, Leo  
 Rialp Domestic A&R Mgr Jaime M Paredes Int'l A&R  
 Mgr Margot M Gallardo Materials & Supplies Mgr  
 Jose T Garrovillo Jr., Luzon Sales & Promos, Mgr  
 Daniel Javier Controller Romeo B Gutierrez, Visayas &  
 Mindanao Sales & Promos Mgr Versim Enad

**Labels: (Owned) Crystal, JEM, (licensed foreign) CTI  
 (USA)**  
 Jive, see Dyna Prods  
 Jonal, see Alpha  
 Kinaham, see Alpha  
 Lady Lynn Rec Center 533 Evangelista Quiapo, Manila  
 Tel 48-82-21, 40-65-96 Gen Mgr Erlinda F De  
 Vera, Sales Mgr Relita P Torres (Distributor)  
**Labels: (Distributed) Alpha group**  
 Lustre, see Home Inds  
 Luzvimin, see Grandeur.  
 Mabuhay, see Mareco  
 Mango, see Mareco  
 Manok, see Offspring  
 Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel  
 35-45-26 Cable VILMARECO Telex 7337577  
**Labels: (Owned) Action, Honey, Mabuhay, Mango,  
 Superstar, Villar, (represented) GNP Crescendo,  
 Monitor, Ranwood (all USA), Hispavox (Spain)**

Masterpiece, see Empire  
 Mayon, see Alpha  
 Metro, see Alpha  
 MGMitten, see Video Vision  
 Mico Inds Inc., PO Box 2364, Mico Tower Bldg, Sales &  
 Ronquillo Sts., Santa Cruz, Manila, Tel 49-57-80  
 Cable MICOINDUST  
**Label: (Owned) Mico**  
 Movietone, see Empire.  
 Mukha, see Offspring  
 Musika, see Alpha  
 Nonesuch, see WEA  
 Northern, see Alpha  
 Number 1, see Video Vision  
 Octo Arts Int'l, see Vicor  
 Offspring Recs., PO Box AC 468, Quezon City, Tel (632) 78-  
 06-06 Cable SPRINGPROD Pres. Danee Samonte,  
 VP Dist'n Fair Dabian, VP Music Henry Toribio, Gen  
 Mgr P F Sibala, Sales Mgr Jake Joaquin  
**Labels: (Owned) Bidor, Iklugia, Manok, Mukha,  
 Offspring, Plogan, Sepo, Siasee, Teacol (licensed)  
 Shadybrook (USA), Sound Bird (USA), Spark (UK),  
 Int'l reps.: Hong Kong (Piaosee), Japan (Po Pong), USA  
 (La Vaccar)**

Palmas, see Alpha  
 Pearl, see Video Vision  
 Pioneer, see Vicor  
 Plaka Ilcano, see VMI  
 Plaka Manila, see Blackgold  
 Plaka Pilipino, see Vicor  
 Plogan, see Offspring  
 PopHits, see Video Vision  
 PopMachines, see Video Vision  
 PopTunes, see Video Vision  
 President, see Video Vision  
 Quad, see Entertainment Mgmt  
 Quadrant, see Empire  
 Red White & Blue, see Video Vision  
 Reprise, see WEA  
 Saturday, see Video Vision  
 Sepo, see Offspring  
 Siasee, see Offspring  
 Sinamar, see Dyna Prods  
 Soundtracks, see Empire  
 Stars & Stripes, see Video Vision  
 Suarez Recs. Co., 60 Prosperidad St., Malabon, Rizal, Tel  
 22-41-94

Sunshine, see Vicor  
 Superstar, see Mareco  
 Target, see Video Vision  
 Teacol, see Offspring  
 Ten, see Entertainment Mgmt  
 V A, see VMI  
 V I P, see Alpha  
 VMI Music Corp., PO Box 4042 Manila 77 D Tuazon St.,  
 Corner Sen M Cuenco St, Quezon City Manila Tel  
 610-663, 623-588, 625-805 Bd. Chm. Lum Han Eng,  
 Pres & Gen Mgr Victor Que, VP Accounting Annette  
 Que, VP Labels Liberato Quelichu, VP Finance  
 Conchita Chua, VP Legal George Bangayan, Sales  
 Mgr Ramon T. Lao A&R Kendrick Timothy, Adv &  
 Promo Constancia Mazon, Special Projects Yulo Go,  
 Davao Sales Rosie Hao, Cebu Sales John Dy, Luzon  
 Sales Jun Cu  
**Labels: (Owned) Bobby Recs, Express, Hit 100 Plaka  
 Ilcano VA, VMI VMI Gold, (licensed) Disco (Italy), MC  
 group (Germany), Vanguard (USA)**

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora  
 Blvd., Cubao, Quezon City Tel 70-40-81 Cable  
 VIMUSCO Telex 7422056 Pres & Chief Exec  
 Officer Vicente del Rosario Jr., Ass't to the Pres. Celso  
 G Delos Angeles, Exec. VP Antonio M Ocampo, Sr VP  
 Treas. Teresita R Cruz, Sr VP Controller Danilo  
 Principe, Sr VP Sales & Mfg Edgardo Alcanzare, VP  
 Int'l A&R Ricardo R del Rosario, VP Prod'n Domestic  
 A&R Vicente Sotto III, VP Adv & Promos Felicitio R  
 Bautista, VP Finance Celso Sulit AVP Prod'n (Pioneer,  
 Plaka Pilipino Div.) Philip Maninang, Special Projects  
 Dir Ferdinand A Paz, Foreign Bus Affairs Mgr.  
 Priscilla A dela Cruz PR Mgr Norma Japitana.  
**Labels: (Owned) Pioneer, Plaka Pilipino, Sunshine,  
 (distributed) Ace Music Prod ns, Octo Arts Int'l,  
 Wilcar's, (represented) ABC (USA), Alshire (USA),  
 Cream (USA), De-Lite (USA), Disneyland (USA), Fania  
 (USA), Fantasy (USA), Island (UK), Milestone (USA),  
 Motown (USA), Novola (Spain), Prestige (USA), RCA  
 (USA), Victor (Japan), Vista (USA), Zaliro (Spain)**

Video Vision Inc., Dynasty Super Cinema Bldg., Rizal Ave.,  
 Manila Tel (2) 27-34-73 Cable DIMENSION.  
**Labels: (Owned) Asco, Dimension, MGMitten, Pearl,  
 Saturday, Vivi, (distributed) Continental Artists,  
 Everstar, Grand, Guestar, Number 1, PopHits,  
 PopMachines, PopTunes, President, Red White & Blue,  
 Stars & Stripes, Target, Winston**  
 Villar, see Mareco & A&W  
 Vivi, see Video Vision  
 WEA Recs, Manufacturers' Bank Bldg., Mezzanine fl., Plaza  
 Santa Cruz, Manila Tel 49-32-17-54 Cable  
 WEAREC Pres James G Dy, Gen Mgr Ramon  
 Chuayang, A&R Mgr. Howard Medina, Label Mgr.  
 Rudy Ty



**Labels: (Owned)** Asylum, Atco, Atlantic, Cotillion, Countryside, Elektra, Nonesuch, Reprise, Warner Bros. (licensed) Bearsville, Big Tree, Brother, Curtom, DiscReet, Finnadar, Gemigo, Little David, Nemperor, Paradise, Rolling Stones, Slipped Disc, Swan Song, Warner Curb, Whitfield, Wing & a Prayer (all USA)  
Warner Bros see WEA  
Wilear s Rec 51 Auroraullo St. Mandaluyong, Rizal Tel 70-03-14 (Distributed by Vicor)  
Winston, see Video Vision

## ● music publishers

B A M I (Bayanihan Music Philippines Inc.), PO Box AC270, Blackgold Bldg, 770 Aurora Blvd., Cubao, Quezon City, Tel 70-75-06 Cable VIMUSCO Telex 7422056  
Vicor PM Pres & Chief Exec. Officer Vicente del Rosario Jr., Exec VP Antonio M. Ocampo; Ass't VP Linda Marquesses, Foreign Bus Affairs Mgr. Priscilla A. dela Cruz, Technical Consultant: Smplicio Suarez  
F A M I (Fil-Am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila Tel 40-35-05 Cable FAMI  
J E M Rec'g Co Inc., 160 20 Ave., Cubao, Quezon City, Tel 78-15-27, 77-24-11, 78-48-67 Pres & Gen. Mgr. Wilfrido B Cruz  
Lustre Music Publ'g Corp., PO Box 34, Quezon City Cable HOMID  
Mareco Inc (FAMI), 131 Del Monte Ave., Quezon City Tel 35-45-26 Cable VILMARECO  
Int'l rep.: USA (L.I. Witkoft)  
Metro Music Masters Inc., JLB Bldg., 5th fl., Ronquillo, Quaraop, Manila Tel 40-63-21 Pres. Budc'y O De Vera  
Mexicana de Musica (Ed.), see FAMI  
Sound Music House, Dynasty Super Cinema Bldg., Rizal Ave, Manila Tel 27-34-73  
S S Suarez Music Co. (Filscap), 60 Prosperidad St., Malabon, Rizal Tel 22-41-94

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Artists Guild of the Philippines, c/o College of the Holy Spirit, 163 E. Mendiola St., Manila  
Cultural Foundation of the Philippines, San Luis Terraces, Rm. 502, T.M. Kalaw St., Ermita, Manila, Tel 40-46-12  
League of Filipino Composers, 1665 Taft Ave., Manila  
Manila Symphony Society, PO Box 664, Elks Club Bldg., Roxas Blvd., Manila Tel 70-73-13 Cable SYMPHONY  
Music Promotion Foundation of the Philippines, Ysmael Bldg., 1845 Taft Ave, Manila Cable MUSIPROM  
National Band Ass'n of the Philippines, 70 Boston St., Cubao, Quezon City Tel 70-34-94  
National Music Council of the Philippines, c/o UNESCO Nat'l Commission, 1580 Taft Ave., Manila Cable UNACOM  
P A R A S (Philippine Academy of Rec'g Arts & Sciences), c/o Oskar Salazar, PO Box 3739, Manila 2800, Tel 60-48-44  
R I A P (Record Ind. Ass'n of the Philippines), c/o Manuel P. Villar, Calvo Bldg., Escolta, Manila, Tel 47-11-83, 40-10-81

### DESIGN & ARTWORK

J E M Rec'g Co Inc., 160 20 Ave., Cubao, Quezon City Tel 78-15-27, 77-24-11, 78-48-67, Pres & Gen. Mgr. Wilfrido B. Cruz, Ad-Promo, Mgr. Wigberto Gonzalez  
Mareco Inc., 131 Del Monte Ave, Quezon City 3010 Tel 35-45-26 Cable VILMARECO  
Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800 Tel 60-48-44 Cable RAZALAS Exec. Dir. Oskar Salazar  
V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 610-663, 623-588, 625-805 Pres Victor Que, Sales Mgr. Ramon T Lao  
Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec Officer Vicente del Rosario Jr

### LICENSING ORGANIZATIONS, MUSIC

B A M I (Bayanihan Music Philippines Inc.), 772 Aurora Blvd., Cubao, Quezon City, Pres. & Chief Exec. Officer Vicente del Rosario Jr., Exec VP Antonio M. Ocampo, Ass't VP Linda Marquesses, Technical Consultant Smplicio Suarez  
F A M I (Fil-Am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila Tel 40-35-05 Cable FAMI (Represents SESAC mechanical rights)  
Filscap (Filipino Society of Composers, Authors & Publishers), Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila Tel 49-27-88 Pres. & Dir. Felipe P de Leon, VP Lucrecia R. Kasilag; Exec. Dir. & Sec'y Smplicio U Suarez (Performing rights only)  
Musika Inc., 60 Prosperidad St., Malabon, Rizal Tel 22-41-94 (Mechanical rights only)  
Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800 Tel 60-48-44 Cable RAZALAS Exec. Dir. Oskar Salazar, (Mechanical rights rep.)

### PLATING, PROCESSING & PRESSING PLANTS

Atlas Rec'g Co. 35 F Josep, Concepcion, Marikina, Rizal Tel 697-2056 Gen Mgr. Roger O De Vera Plant Mgr. Noli O Ortez (Pressing only)  
Dyna Prods Inc. 135 Second Ave., Grace Park, Caloocan City Manila Tel 23-23-62/67-35, 40-51-21 Cable DYPRO Telex 0361 Pres. Albert Tan, Exec VP James G Dy, Gen Mgr. Tan Huy Bin, Sales Mgr. Vicente Ty  
Filipinas Rec Corp., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-20 Cable FILRECO  
Home Inds Development Corp., PO Box 34, Quezon City

J E M Rec'g Co Inc., 160 20 Ave., Cubao, Quezon City Tel 78-15-27, 77-24-11, 78-48-67 Pres & Gen Mgr Wilfrido B Cruz, Pressing Plant Mgr. Wigberto Gonzalez

Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-26 Cable VILMARECO

Sound Int'l, Barrio Ugong, Marikina Rizal (Pressing only)  
V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 610-663, 623-588, 625-805 Pres Victor Que; Sales Mgr. Ramon T Lao (Pressing only)

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr., Sr. VP Sales & Mfg. Edgardo Alcantara

### PRINTERS & LITHOGRAPHERS

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-20 Cable FILRECO

Home Inds Development Corp., PO Box 34, Quezon City, Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-26 Cable VILMARECO

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 62-58-05, 62-35-88, 61-06-63 Pres Victor Que; Sales Mgr. Ramon Lao

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr

### RECORD PROMOTION

Dimads, c/o Sound Int'l, PO Box 967, Manila  
Entertainment Mgmt & Mktg Inc., c/o Red, White & Blue Cinemas, 878-D Aurora Blvd., Cubao, Quezon City Tel 78-52-31

Fil-Am Music Inc., Calvo Bldg., Rm. 220, Escolta Manila Tel 40-35-05 Cable FAMI

J E M Rec'g Co Inc., 160 20 Ave., Cubao, Quezon City Tel 78-15-27, 77-24-11, 78-48-67 Pres & Gen Mgr Wilfrido B Cruz, Entertainment Opns Mgr. Leo Ralp  
Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800 Tel 60-48-44 Cable RAZALAS Exec. Dir. Oskar Salazar

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 62-58-05, 62-35-83, 61-06-63 Pres Victor Que; Sales Mgr. Ramon Lao

Vicor Entertainment Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr., Foreign Bus Affairs Mgr. Priscilla A dela Cruz

### TAPE CUSTOM DUPLICATORS TAPE DUPLICATOR / MARKETERS 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.*

Dyna Prods Inc., 135 Second Ave., Grace Park, Caloocan City, Manila Tel 23-23-62/67-35, 40-51-21 Cable DYPRO Telex 0361 Pres. Albert Tan, Exec VP James G. Dy, Gen. Mgr., Tan Huy Bin, Sales Mgr. Vicente Ty

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-20 Cable FILRECO  
J E M Rec'g Co Inc., 160 20 Ave., Cubao, Quezon City Tel 78-15-27, 77-24-11, 78-48-67 Pres & Gen. Mgr Wilfrido B Cruz, Materials & Supplies Mgr. Jose T Garrovillo Jr

Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-26 Cable VILMARECO

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 62-58-05, 62-35-88, 61-06-63 Pres Victor Que; Sales Mgr. Ramon Lao (PKG)  
Audio: Cassette, open reel

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr., Sr. VP Sales & Mfg. Edgardo Alcantara (PKG)

## ● supplies

### CARTRIDGE & CASSETTE PARTS

Empire Electronics Corp., 708 Aurora Blvd., Quezon City Tel 70-05-88, 70-16-66 Cable SOUND (Distributor/Importer)  
Brand name: Teac

### EMPTY CARTRIDGES, CASSETTES & REELS

Empire Electronics Corp., 708 Aurora Blvd., Quezon City Tel 70-05-88, 70-16-66 Cable SOUND (Distributor/Importer)  
Audio: 8-tr. & open reel  
Brand name: Ampex

3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal Tel 86-70-61 Cable TRM-INCO Mng. Dir. R. L. Deschane, Group Sales Mgr. Eduardo Z. Pinangang  
Audio: Cassette, open reel.  
Brand name: Scotch

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres. Vicente del Rosario Jr., Sr. VP Sales & Mfg. Edgardo Alcantara

## ENVELOPES & MAILERS

Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-26 Cable VILMARECO

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 610-663, 623-588, 625-805 Pres Victor Que, Sales Mgr. Ramon T Lao

Vicor Music Corp., P O Box AC 270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr., Sr. VP Sales & Mfg. Edgardo Alcantara

## JACKETS & SLEEVES LABELS

Home Inds Development Corp., PO Box 34, Quezon City J E M Rec'g Co Inc., 160 20 Ave., Cubao, Quezon City Tel 78-15-27, 77-24-11, 78-48-67 Pres & Gen Mgr Wilfrido B Cruz, Materials & Supplies Mgr. Jose T Garrovillo Jr

Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-26 Cable VILMARECO

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 62-58-05, 62-35-88, 61-06-63 Pres Victor Que, Sales Mgr. Ramon Lao

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr., Sr. VP Sales & Mfg. Edgardo Alcantara

## POLYETHYLENE BAGS

Mareco Inc., 131 Del Monte Ave., Quezon City 3010 Tel 35-45-26 Cable VILMARECO

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 610-663, 623-588, 625-805 Pres Victor Que, Sales Mgr. Ramon T Lao

## RECORD PROCESSING MACHINERY

Empire Electronics Corp., 708 Aurora Blvd., Quezon City Tel 70-05-88, 70-16-66 Cable SOUND (Distributor/Importer)  
Chief product: Automatic processing machines  
Brand name: Johannessen & Lund

## TAPE, RAW & BLANK LOADED

Empire Electronics Corp., 708 Aurora Blvd., Quezon City Tel 70-05-88, 70-16-66 Cable SOUND (Distributor/Importer) (Blank only)

Chief product: Automatic processing machines  
Brand name: Johannessen & Lund  
Audio: 8-tr., cassette & open reel  
Video: 1" open reel & 1/2" EIAJ open reel  
Brand name: Ampex

3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal Tel 86-70-61 Cable TRM-INCO Mng. Dir. R. L. Deschane, Group Sales Mgr. Eduardo Z Pinangang

Audio: Blank—Cassette & open reel, raw—Cassette  
Video: Blank—1" open reel & 3/4" cassette  
Brand name: Scotch

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City Manila Tel 610-663, 623-588, 625-805 Pres Victor Que, Sales Mgr. Ramon T Lao (Blank only)  
Audio: Cassette

## TAPE DUPLICATING EQUIPMENT

Empire Electronics Corp., 708 Aurora Blvd., Quezon City Tel 70-05-88, 70-16-66 Cable SOUND (Distributor/Importer)  
Audio & video: Highspeed duplicators  
Brand name: Ampex

## TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 610-663, 623-588, 625-805 Pres Victor Que, Sales Mgr. Ramon T Lao

## ● accessories manufacturers

3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal Tel 86-70-61 Cable TRM-INCO Mng. Dir. R. L. Deschane, Group Sales Mgr. Eduardo Z Pinangang

Product: Head cleaners, leader & splicing tape  
V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 610-663, 623-588, 625-805 Pres Victor Que, Sales Mgr. Ramon T Lao  
Product: Cleaners, cloths & brushes, needles, leader & splicing tape

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City Tel 70-40-81 Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr., Sr. VP Sales & Mfg. Edgardo Alcantara

Product: Catalog servs., cleaners, cloths, brushes, 45 rpm adapters

## ● store fixtures & merchandising aids manufacturers

V M I Music Corp., 77 D Tuazon St., Corner Sen. M Cuenco St., Quezon City, Manila Tel 610-663, 623-588, 625-805 Pres Victor Que, Sales Mgr. Ramon T Lao  
Product: Record & tape display racks, divider cards

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel 70-40-81, Cable VIMUSCO Telex 7422056 Pres & Chief Exec. Officer Vicente del Rosario Jr., Sr. VP Sales & Mfg. Edgardo Alcantara

Product: Display racks.

## POLAND

Population: 34,360,000  
Rate of exchange: \$1 (US) = 20 zlotys  
Per capita income: \$2,000  
Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), June (Corpus Christi), July 22 (Polish National Day), November 1 (All Saints Day), December 25, 26

## RECORDS:

Records imported from USA: 1977—3,000 units, \$13,000  
Records imported from countries other than USA: 1977—1,012,070 units, \$2,000,000, 1976—930,000 units, \$1,924,578  
Records exported to USA: 1977—40,000 units, \$56,000, 1976—50,000 units, \$55,000  
Records exported to countries other than USA: 1977—1,700,000 units, \$3,300,000, 1976—1,644,745 units, \$3,127,795  
Average retail price per record: LP's, \$4.00-\$6.00, EP's—\$2.60, singles—\$1.00  
Type of distribution: Manufacturer-to-wholesaler-to-retailer system  
Type of promotion: The main source of record promotion is radio. Other sources include music magazines and pop columns in weekly and daily publications

## TAPE:

Market: State-owned Polski Nagraia is now producing cassettes. There is no market for 8-track cartridges  
Average retail price per tape: Cassette—\$4.00-6.00

## IMPORT/EXPORT REGULATIONS:

All companies are state-owned. Contacts with record companies can be made through PWM

## RADIO STATIONS:

All government no. of AM 30, no. of FM 37  
Comments: Music, all of which is pre-recorded, accounts for 60% of all programming. One-half of this percentage is made up of pop and jazz.

## TELEVISION STATIONS:

No. of channels: 2 government  
Comments: Programming comprises newsreels, sports, political programs and movies  
Roman Waschko

## ● record & tape manufacturers / distributors / importers

Muza, see P P Polskie Nagrania  
P P Polskie Nagrania, Długa 5, Warsaw, Tel. 31-32-31, Cable POLNAG Dir. Adam Karolak, Sales Mgr. Jozef Pielka  
Labels: (Owned) Muza, Pronit, Verton  
P W M Edition (Polskie Wydawnictwo Muzyczne), Foreign Trade Office, Krakowskie Przedmieście 7, 00-068 Warsaw, Tel. 26 12-01, Cable PEWUEMBEHAZET Telex 813498 (Contact for record import & export)  
Int'l reps.: Australia (Carnia, Contal), Canada (Polish Alliance Press), Germany (Disco-Center), Italy (Fonti-Cetra Ricordi), Japan (Nippon Columbia), Netherlands (Phonogram), UK (Earls Court), USA (Polish Rec. Center, Artpol)  
Pronit, see P P Polskie Nagrania  
Tonpress (Krajowa Agencja Wydawnicza), Srebrna 16, 00-810 Warsaw, Tel. 20-26-63, Telex 813487 Dir. Aleksandra Kepa, Pgm Ed. Andrzej Brenarski (Manufacturers singles only)  
Verton, see P P Polskie Nagrania  
Wifon Audio & Video Cassettes, Woronicza 17, 00-950 Warsaw, Tel. 43-86-80 Telex 814441 Mng. Dir. Dariusz Retelski, Sales Mgr. Eugeniusz Matejko, Technical Mgr. Kazimierz Pilecki, Int'l. Maciej Kielanowski.

## ● music publishers

P W M Polskie Wydawnictwo Muzyczne, Foreign Trade Office, Krakowskie Przedmieście 7, 00-068 Warsaw, Tel. 26 12-01, Cable PEWUEMBEHAZET Telex 813498. Sheet Music Mgr. Teresa Mochta (Contact for music import & export)  
Int'l reps.: Orchestral materials hire—Denmark (Hansen), Finland (Fazer), France (Salabert), Germany (Moock), Italy (Ricordi), Netherlands (Albersen), Norway (Norsk), Sweden (Nordiska); hire and sale—Germany (Moock), Japan (Nippon Gakki), Switzerland (Universal), UK (Kalmus), sales—France (Boossey & Hawkes), USA (Marks, Chopin works)  
Synkopa PWM, Senatorska 13/15, 00-075 Warsaw, Tel. 26-70-97, Cable PEWUEMWAR Dir. Jerzy Jasienski, Gen. Mgr. Mieczyslaw Tomaszewski

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Jeunesses Musicales of Poland, Chief Council, Castle of Ostrogi, Okolnik 1, Warsaw, Tel. 27-95-89  
National Section of the International Society for Contemporary Music, c/o Union of Polish Composers, Rynek Staro Miasta 27, Warsaw, Tel. 31-17-41, Cable ZET-KAPE  
Polish Music Council, National Committee of the Inter-

national Music Council, Rynek Staro Miasta 27, 00-272 Warsaw, Tel. 31-16-34  
Polskie Stowarzyszenie Jazzowe (Polish Jazz Society), PO Box 282, Rutkowskiego 20/5, 00-020 Warsaw, Tel. 27-65-81, Cable POLJAZZ, Telex 812275 Sec'y Gen. Stanislaw Cejrowski  
S P A M (Stowarzyszenie Polskich Artystow Muzykow), Krucza 24/26, Warsaw, Tel. 21-86-47  
Towarzystwo im. Fryderyka Chopina (Frederic Chopin Society), ul. Okolnik 1, Zamek Ostrogskich, 00-368 Warsaw, Gen. Mgr. Wiktor Weinbaum  
Union of Polish Composers (Zwiazek Kompozytorow Polskich), Rynek Staro Miasta 27, 00-272 Warsaw, Tel. 31-16-34, 31-17-41  
Warszawskie Towarzystwo Muzyczne im. Stanislaw Moniuszki (Warsaw Music Society), Morskie Oko 2, Warsaw  
Henryk Wieniawski Music Society, Swietoslawska 7, 61-840 Poznan, Tel. 526-42, Gen. Mgr. Edmund Grabkowski  
Z A K R (Zwiazek Autorow i Kompozytorow Utworow Rozrywkowych—Ass'n of Authors & Composers of Pop Music), ul. Hipoteczna 2, 00-950 Warsaw, Tel. 27-60-61 x 44, Pres. Zbigniew Adrjanski, VP's Piotr Figiel, Janusz Kondratowicz

### LICENSING ORGANIZATIONS, MUSIC

Agencja Autorska, ul. Hipoteczna 2, 00-950 Warsaw, Tel. 27-60-61  
Z A I K S (Society of Authors), ul. Hipoteczna 2, 00-950 Warsaw, Tel. 27-60-61 (Mechanical & performing rights)

### TAPE CUSTOM DUPLICATORS

Wifon Audio & Video Cassettes, Woronicza 17, 00-950 Warsaw, Tel. 43-86-80 Telex 814441 Mng. Dir. Dariusz Retelski, Sales Mgr. Eugeniusz Matejko, Technical Mgr. Kazimierz Pilecki  
Audio: Cassette

## ● supplies

### TAPE, RAW & BLANK LOADED

P H Z Transactor SA, PO Box 276, ul. Stawki 2, 00-950 Warsaw, Tel. 39-53-76, 39-61-54, 39-69-12, 39-70-17, Telex 813288, 812359  
Brand name: BASF

## PORTUGAL

Population: 9,054,300  
Rate of exchange: \$1 (US) = 45.55 escudos  
Per capita income: \$1,463  
Holidays: January 1, April 25 (Freedom Day), May 1 (Workers' Day), June 10 (Community Day), October 5 (Republic Day), December 1 (Independence Day), December 25 various religious days and carnival.

## RECORDS:

Records, record blanks & pre-recorded media imported from USA: 1977—\$116,844  
Records exported to USA: 1977—59,351 units, \$68,998  
Average retail price per record: LP's—\$5.23, EP's—\$1.88, singles—\$1.66  
Stereo sales: LP's 95%, singles 30% of total  
Record club sales: 12% of total  
Discounting: Rare  
Type of distribution: Manufacturer-to-retailer, with the exception of two cooperative societies selling to consumers and some retail shops. Several record companies have their own retail outlets  
Type of promotion: Radio is the most important medium. A weekly TV show, "Festa da Musica" features all kinds of recorded music. Newspapers and two music papers also aid in promotion  
Jukeboxes: 1,550

## TAPE:

Comment: 90% of the tape market is pirated product  
Average retail price per tape: 8-tr & cassette—\$4.44

## RADIO STATIONS:

No. of commercial 2, no. of government 6, no. of AM 5, no. of FM 3  
Comment: One channel plays classical music, the others, which are divided into districts, play a variety of programs

## TELEVISION STATIONS:

No. of channels: 2 government, No. color

## IMPORT/EXPORT REGULATIONS:

On imports there is 30% Brussels regulation duty, plus 60% advance deposit, without interest, is required, and no financing is available. On exports, USA importers pay no duties according to an agreement between the two nations. The USA is the only country accorded such an exception  
Fernando Tenente

## ● record & tape manufacturers / distributors / importers

Alfama, see Telectra  
Algarve, see Radio Trunfo  
Alvorada, see Radio Trunfo  
Alvorada Int'l, see Radio Trunfo

Aquila, see Radio Trunfo  
Archiv, see Phonogram  
Banda, see Moveplay  
Belter (Discos) Lda., Rua Constituicao 74, Porto, Tel. 498041  
Branch: Lisbon, Av. Defensores Chaves 3, 3rd fl. E. Tel. 59062  
Home office: Spain  
Labels: (Owned) Belter, Olympos, Saeft.  
Bonzo, see Joquei  
Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon 2, Tel. 367051 Telex 18420. Co-Pres. Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho, Gen. Mgr. Dr. Antonio dos Santos, Rec. Dept. Mgr. Paulo Gil  
Labels: (Licensed) A&M (USA), Ace of Clubs (UK), Ace of Diamonds (UK), Apple (UK), Argo (UK), Arista (USA), Bell (UK), CRAMPS (Italy), Chapter One (UK), Columbia (UK), DJM (UK), Decca (UK), Delmark (USA), Deram (UK), EMI (UK), ESP (USA), Eclipse (UK), HMV (UK), Harvest (UK), Horizon (USA), London (USA), MAM (UK), Odeon (Brazil, Spain), L'Oiseau Lyre (France), PDU (Italy), Parlophone (UK), Passport (USA), Pathe (France), Private Stock (USA), Purple (UK), RAK (UK), Regal (UK), Ri-Fi (Italy), Rocket (UK), Savoy (USA), Sky (Germany), Sovereign (UK), Stateside (UK), Strata-East (USA), Telefunken (Germany), Threshold (UK)

Castro, Paz & Ca. Lda., Rua Julio Dinis 945, Porto, Tel. 65932

Labels: (Owned) Clave, (represented) Ades (France), Poplandia (Spain), Valois (France)  
Int'l reps.: Canada (Penco), France (CBS), Netherlands (Bosheck), USA (Penco)

Clave, see Castro, Paz  
D G, see Phonogram  
Diapasao, see Sassetti  
Estudio, see Mundusom  
F F, see Riso & Ritmo  
Fama, see Zip-Zip  
Fenix, see Arnaldo Trindade  
Flash, see Telectra  
Fontana, see Phonogram  
Glad, see Telectra  
Gulda da Musica, see Sassetti  
Harmonia, see Radio Trunfo  
Heliodor, see Phonogram  
Imavox Som & Imagem SarL (IFPI), Av. Conselheiro Fernando de Sousa 19, 4th fl., Lisbon 1, Tel. 656025, Telex 12596, Mng. Council, Vasco Prego Rosado Durao, Jose Dias, Gen. Mgr. Julio Marques de Figueiredo

Labels: (Owned) Imavox, (licensed) Disc' AZ (France), Apollo (Belgium), Bellaphon (Germany), Elver (Belgium), Canovox (Italy), Pve (UK), Pickwick Int'l (UK)  
Int'l reps.: France (Sonodisc)

Joquei (Discos) Lda., Parque Residencial Miraflores, Lote 101-6B, Alges, Lisbon, Tel. 217719

Labels: (Owned) Bonzo, (represented) Activ Tapes (Switzerland), Sunshine Tapes (USA)

M G M, see Phonogram

Melodia, see Radio Trunfo

Mercury, see Phonogram  
Moveplay Portuguesa Discografica SarL, Rua Gregorio Lopes, Lote 1524, Lopa-A, Encosta do Restelo, Lisbon 3, Tel. 615496, Gen. Mgr. Rui Ressuricacao, Sales Mgr.: Carlos Pedroso, Account Exec. Fernando Santos  
Labels: (Owned) Banda PSST, (licensed) Barclay (France), Discap (France), Gnome (Belgium), MCA (USA), Motown (USA), Moveplay (Spain), Orfeon (Mexico), Riviera (France), 20th Century (USA)  
Int'l reps.: Spain (Moveplay)

Mundusom Sociedade Ind'l do Som SarL—Discos Estudio, Rua Rodrigo da Fonseca 204 r/c, Lisbon 1, Tel. 688173

Labels: (Owned) Estudio, Trevo, (represented) Monitor (USA)

Int'l reps.: France (Nogueira), South Africa (Arraiel), USA (Alvorada)

Ofr, see Sassetti

Olympo, see Belter

Orevos Sociedade de Importacao & Exportacao Lda., Rua da Madalena 237, 2nd fl., Lisbon 2, Tel. 872049

(Importer/Exporter)  
Labels: (Represented) Everest (USA), Vox (USA)

Orfeu, see Arnaldo Trindade

P S S T, see Moveplay

Philips, see Phonogram

Phonogram Portuguesa—Musica & Video SarL (IFPI), Rua Prof. Renaldo dos Santos 12, Lisbon 4, Tel. 789435, 789381 Mng. Dir. Carlos Castro Pinto, Mktg. Mgr. Daniel de Sousa, Promo. Mgr. Carlos Gomes

Labels: (Owned) Archiv, DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Vertigo, (licensed) Ariola, Chrysalis (UK), Island (UK)

Int'l reps.: Worldwide (Phonogram & Polydor)

Planigrave Publicidade Comercio & Industria SarL, Rua Filipe Folque 22, 4th fl., Lisbon, Tel. 49115, Pres. Raul Santos, Gen. & Sales Mgr. Miguel Dias da Silva

Labels: (Owned) Planigrave, Planisom, (licensed) Atom (Austria), Deesse (France), Sonet (Denmark), (distributed—not licensed) Amadeo (Austria), Brant

Metronome, Musikland, P.L.P. PMC 2001, Unserv Welt WAM (all Germany), Ri-Fi (Italy), Sine-Qua-Non (USA)

Planisom, see Planigrave Publicidade

Polydor, see Phonogram

R R, see Riso & Ritmo

Radio Trunfo Lda. (IFPI), Praca General Humberto Delgado 309, Porto, Tel. 21445, 313624, Cable RATRIL, Telex 23127, Pres. & Gen. Mgr. Rogério de Seixas Costa Leal, Sales Mgr. Alberto Eiras, Supervision. Co-ord. Mgr. Jose Novais, A&R Ass't Maria Luisa Peixoto

Branch: Lisbon, Rua do Carmo 23, Tel. 327683, 34708, Mgr. Carlos Parga, Int'l A&R, Carlos Lacerda

Int'l branches: Angola, PO Box 3875, Rua Luis de Camoes 93, 2nd fl., Luanda—Mozambique, PO Box 4364, Paiva de Andrade 365, Lourenco Marques

Labels: (Owned) Algarve, Alvorada, Alvorada Int'l, Aquila, Harmonia, Melodia, Sereia, Sintra, (represented) Ariston (Italy), Asylum (USA), Atco (USA), Atlantic (USA), Bearsville (USA), Beverly (Brazil)

# ROMANIA

**Population:** 21,500,000  
**Rate of exchange:** \$1 (US) = 12 lei  
**Per capita income:** \$1,200  
**Holidays:** January 1, May 1 & 2 (Labor Day), August 23 (Liberation Day)  
**No. of homes with record players:** 800,000

## RECORDS:

**Records manufactured:** 1977—5,118,000. 1976—4,950,000  
**Average retail price per record:** LPs—\$2.00, EPs & Singles—\$2.00. Imported LPs—\$8.40, EPs & Singles—\$3.00

**Stereo sales:** 40% of total

**Type of distribution:** Every three months. Electrecord representatives have contract talks and meetings with commerce representatives, who decide how many copies of each record will be pressed.

**Type of promotion:** Radio (especially) and TV are the most important means of promotion. TV is dominated by MOR music. Electrecord publishes Discul magazine every three months, presenting the latest records. A few magazines, such as *Saptamina*, have permanent columns dedicated to records.

**Comment:** Music issued by Electrecord is 60% folk, 30% MOR & pop and 10% classical  
**Jukeboxes:** 50

## TAPE:

**Average retail price per tape:** Cassette—\$15 (pre-recorded), \$10 (blank)  
**Comment:** 8-tr is not yet used. Cassettes are very popular, especially since cassette players are now manufactured in Romania. Blank open reel tapes are imported from East and West Germany, and cassettes are imported from East & West Germany, Hungary, Switzerland and Israel

## RADIO STATIONS:

**Comment:** 40% of programming is MOR & pop music, 35% is classical and 25% is folk. There are Hungarian, German and Serbian language programs, in addition to Romanian language programs. There are also programs for abroad in 13 languages: Arabian, English, French, German, Greek, Iranian, Italian, Portuguese, Romanian, Russian, Serbian, Spanish, Turkish. There are also programs for sailors.

## TELEVISION STATIONS:

**Comment:** Romania does not yet have color TV, but there is a color mobile unit for exporting color programs. Classical music is the most popular.

## IMPORT/EXPORT REGULATIONS:

Importing/exporting is done by ILEXIM, who imports only from socialist countries (including licenses) and from Dum-Dum in India. Electrecord licenses for Western Music.  
**Octavian Ursulescu**

## ● record & tape manufacturer/distributor/importer

Electrecord, Str. Luigi Cazzavillan 14-16, Bucharest, Tel. 13 97 57. Telex (011) 191. Mgr. Teodor Cartis, Music Dept. Chief Dr. Edgar Elian, Chief Eng. Ing. Grigore Petreanu  
**Labels:** (Owned) Electrecord, (licensed) B&J (UK), CBS (France), CBS-Sugar (Italy), Juan Vallori (Spain), Metro-nome (Germany), Montana (Germany), PIPS (Switzerland), Philips (UK), Stop (Italy), Studio 33 (Netherlands), Transworld (Switzerland), Trilogy (USA).  
**Int'l reps:** Canada (Archambault), Germany (Bellaphon, Delta), Japan (Victor), Netherlands (Basart), USA (Monitor)  
**I L E X I M**, Str. 13 Decembrie nr. 3, Bucharest (Importer/Exporter)

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

**A R I A** (Romanian Agency for Artistic Mgmt.), Blvd. Nicolae Balcescu 2, Sector 1, Bucharest, Tel. 13 70 08/91 75. Telex (011) 225. Mgr. Floarea Vasile, Ass't Mgr. Anton Virlan, Music Sec'y Georgeta Calistrache  
**A T M** (Association of Artists from Theatrical & Musical Institutions), Str. Schiitu Magureanu, Nr. 1, 7000 Bucharest, Tel. 13 41 72/44 99. Pres. Costache Antoniu, VP Dina Cocea, Sec'y Ana Tobosaru  
**Composers' Union** (Uniunea Compozitorilor), Str. 2 Constantin Esarcu, Bucharest, Tel. 16-37-47. Pres. Petre Brancusi, Sec'ys Dr. Vasile Tomescu, Theodor Grigoriu, Laurentiu Profeta, Wilhelm Berger, Zoltan Aladar  
**Musical Publ'g House of the Composers' Union** (Editura Muzicala a Uniunii Compozitorilor), Str. 13 Decembrie 24, Bucharest, Tel. 13 57 75  
**Socialist Culture & Education Council** (Consiliul Culturii si Educatiei Socialiste), Casa Scintei, Piata Scintei 1, Bucharest, Tel. 17 60 10/20. Music Mgr. Nicolae Caliniciu

## ● supplies

### TAPE, RAW & BLANK LOADED

Reprezentanta tehnica-comerciala, Str. Giuseppe Garibaldi 14, Bucharest 1, Tel. 79-62-10/35, Telex 11695. **Brand name:** BASF.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Curculo de Cultura Musical, Rossio 45, Lisbon 4  
**International Music Council**, Nat'l Committee, Instituto de Alta Cultura, Praca do Principe Real 14, Lisbon  
**Sociedade Nacional de Musica de Camara**, Rua de Arroios 5, Lisbon 1

### DESIGN & ARTWORK

Valentim de Carvalho Cr. SarL, Rua Nova do Almada 95-99, Lisbon 2, Tel. 367051, Telex 18420 Co-Pres Dr. Maria da Graca B de Carvalho, Rui Valentim de Carvalho Gen Mgr Dr. Antonio dos Santos  
**Castro Paz & Ca Lda.**, Rua Julio Dinis 945, Porto, Tel. 65932  
**Radio Triunfo Lda.**, Lugar do Seixo, S. Mamede de Infesta, Tel. 950152, Gen Mgr. Rogério de Seixas Costa Leal, Technical Servs. Mgr. Domingos Lupi Nogueira, D&A Mgr. Antonio Matos

### LICENSING ORGANIZATIONS, MUSIC

**S E C T P** (Sociedade de Escretores & Compositores Teatrais Portugueses), Av. Duque de Loule 31, Lisbon. (Mechanical & performing rights)  
**S P A** (Sociedade Portuguesa de Autores), Av. Duque de Loule 31, Lisbon 1, Tel. 49870, 531656. Cable AUTORES (Mechanical & performing rights)

### PLATING, PROCESSING & PRESSING PLANTS

Valentim de Carvalho Cr. SarL, Rua Nova do Almada 95-99, Lisbon 2, Tel. 367051, Telex 18420 Co-Pres Dr. Maria da Graca B de Carvalho, Rui Valentim de Carvalho Gen Mgr Dr. Antonio dos Santos  
**Fabrisom Lda.**, Rua Joaquim C. Freitas 3, Rio de Mouro, Tel. 2960692, Pres. Jorge Costa Pinto, Gen Mgr. Domingos Costa Pinto, Ass't Carlos Ribeirinho (Pressing only)  
**Radio Triunfo Lda.** (Pressing), Lugar do Seixo, S. Mamede de Infesta, Tel. 950152, (Plating & Processing), Rua Campo do Lindo 208, Porto, Tel. 485876 Gen Mgr. Rogério de Seixas Costa Leal, Technical Servs. Mgr. Domingos Lupi Nogueira, Pressing Mgr. Joaquim de Sousa, Plating & Processing Mgr. Eugénio de Vasconcelos

### PRINTER & LITHOGRAPHER

Valentim de Carvalho Cr. SarL, Rua Nova do Almada 95-99, Lisbon 2, Tel. 367051, Telex 18420 Co-Pres Dr. Maria da Graca B de Carvalho, Rui Valentim de Carvalho Gen Mgr Dr. Antonio dos Santos

### TAPE CUSTOM DUPLICATORS

Valentim de Carvalho Cr. SarL, Rua Nova do Almada 95-99, Lisbon 2, Tel. 367051, Telex 18420 Co-Pres Dr. Maria da Graca B de Carvalho, Rui Valentim de Carvalho Gen Mgr Dr. Antonio dos Santos  
**Radio Triunfo Lda.**, Rua Anselmo Braancamp 297, Porto, Tel. 21445, 313624 Gen Mgr. Rogério de Seixas Costa Leal, Technical Servs. Mgr. Domingos Lupi Nogueira, Dept. Chief Arlindo Moreira  
**Audio:** 8 tr. & cassette

## ● supplies

### TAPE, RAW & BLANK LOADED

Agfa-Gevaert Lda, Apdo. 15, Linda a Velha, Tel. 2190031, Telex 12630 Mng Dir. Mr. Roosens, Sales Mgr. Mr. Worthmann  
**Audio:** Blank—compact-cassette, open reel, raw—cassette, broadcast studio  
**Video:** Cassette, open reel  
**Brand names:** Agfa Carat, Agfa Stereochrom, Agfa Videochrom  
**Audio Magnética Lda.**, Apdo. 72, Sitio do Pedrogão, Caldes da Rainha, Tel. (012) 23041, Telex 16289 (Audio & Video)  
**B A S F** Portuguesa Lda., Apdo. 1438, Rua de Santa Barbara 46, 5th fl., Lisbon 1, Tel. 562511, Cable BASF, Telex 12219, Sales Mgr. Joao M. de Barros Maia  
**Audio & Video:** Cassette, open reel  
**Radio Triunfo Lda.**, Rua Anselmo Braancamp 297, Porto, Tel. 21445, 313624 Gen Mgr. Rogério de Seixas Costa Leal, Technical Servs. Mgr. Domingos Lupi Nogueira, Dept. Chief Arlindo Moreira (Blank only)  
**Audio:** 8 tr., cassette

## ● accessories

### manufacturers

**Centelec Lda.**, Av. Fontes Pereira de Melo 47, Lisbon, Tel. (19) 56-12-11  
**Product:** Needles  
**Brand name:** Pickering  
**Joquei (Disco) Ltd.**, Parque Residencial Miraflores, Lote 101-6B, Alges, Lisbon, Tel. 217719  
**Product:** Cleaners, cloths, brushes, head cleaners, demagnetizers, needles  
**Pickering,** see Centelec  
**Planigrafie Publicidade Comercio & Industria SarL,** Rua Filipe Folque 2, 4th fl., Lisbon, Tel. 49115, Pres. Raul Santos, Gen & Sales Mgr. Miguel Dias da Silva  
**Product:** Cleaners, cloths, brushes, 45 rpm adapters, head cleaners & demagnetizers  
**Tecla Lda.**, Rua Sousa Martins 5, 1st fl., Lisbon, Tel. 560405, 562850, Pres. Jorge Costa Pinto  
**Product:** Carrying & storage cases, cleaners, cloths, & brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape.

Big Tree (USA), Blue Note (USA), CBS (USA), Cartaz (Brazil), Chantecler (Brazil), Charger (Brazil), Clave (Spain), Copacabana (Brazil), Cotillion (USA), Curton (USA), Dark Horse (USA), Direction DiscReet (USA), Elektra (USA), Embassy (UK), Epic (USA), Eurovox (Belgium), Fantasy (USA), Gamma (Mexico), Grateul Dead (USA), Harmony (USA), Hispavox (Spain), Invictus (USA), Jupiter (Germany), Little David (USA), Masterworks (USA), Melodyia (USSR), Midt (USA), Milestone (USA), Monument (USA), Neighborhood (USA), Nemper (USA), Nonesch (USA), Odyssey (USA), Pacific (USA), Peerless (Mexico), Philadelphia Int'l (USA), Portrait (USA), Prestige (USA), Reprise (USA), Rolling Stones (UK), Som (Brazil), Sonopresse (France), Sunset (USA), Swan Song (USA), United Artists (USA), Vanguard (USA), Warner Bros (USA), Int'l reps. Mexico (Gamma), Spain (Hispavox)

**Rapsodia (Discos)**, Morais Soares 41 A, Lisbon, Tel. 838594

**Riso & Ritmo (Discos) Lda.**, Calçada da Quinta da S. V. C., Lisbon 1, Tel. 683968  
**Int'l branch:** France Bagatelle  
**Labels:** (Owned) FF RR (represented) Bagatelle (France)  
**Saez** see Belter

**Sassetti—Sociedade Portuguesa de Musica & Som SarL.** Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon, Tel. 656094  
**Labels:** (Owned) Diapasão Guilda da Musica, (distributed) Ofir (represented) Amadeo (Austria), ESP (USA), Erato (France), Hungaroton/Qualiton (Hungary), Musa (Poland), Supraphon (Czechoslovakia), Wergo (Germany)  
**Int'l rep.:** Spain (Edigsa)

**Sereia** see Radio Triunfo

**Sintra** see Radio Triunfo

**Tagus**, see Tecla

**Tecla Lda.**, Rua Souse Martins 5, 1st fl., Lisbon, Tel. 560605, Pres. Jorge Costa Pinto  
**Labels:** (Owned) Tagus Tecla Vertice (represented) Accent (USA), Arston (Italy), Bach (UK), Black Jazz (UK), Collector (UK), Cosmopolitan (UK), Dim (Spain), Ember (UK), Fleche (France), GNP Crescendo (USA), Olympia (Italy), Onda Nueva (Venezuela), Oryx (UK), Ovation (USA), Star (Belgium), W&G (Australia)  
**Int'l reps.:** France (Barclay), Luxembourg (Barclay), Monaco (Barclay), Netherlands (Dureco), South Africa (Teal), Spain (Dim), UK (CRD)

**Telectra—Empresa Technica de Equipamentos Electricos SarL (IFPI)**, Apdo. 2531, Rua Rodrigo da Fonseca 103, Lisbon 1, Tel. 686072, Telex 12598, Pres. Fernando Serrano, Gen. Mgr. Jose Varatojo da Silva, A&R, L. Cunha Sales Mgr. M. Matos  
**Int'l branch:** Angola, Apdo. 6487, Rua Barbosa Rodrigues 42, Luanda, Tel. 22891, Gen. Mgr. Armando Dias  
**Labels:** (Owned) Alfama Flash, Gladio Telectra, (licensed) RCA group (USA)  
**Int'l reps.:** South Africa (Teal), USA (Penco)

**Trevo**, see Mundusom

**Arnaldo Trindade & Ca Lda. (IFPI)**, Rua de Santa Catarina 117, Porto, Tel. 381341, Cable RADILECTRA, Telex 22266, Pres. Arnaldo Trindade, Gen. Mgr. Fernando Pereira, Co-ord. Noly Trindade  
**Promo branch:** Lisbon, Rua da Alegria 122, Tel. 327707, Mgr. Rui Mota Alves  
**Labels:** (Owned) Fenix, Orfeu, (licensed) Durium (Italy), Vogue (France), (distributed—not licensed) Clan (Italy), EMI-Negram (Netherlands)  
**Int'l reps.:** Benelux (Vogue), France (Vogue), Germany (Plane), Spain (CFE Hispavox), Switzerland (Vogue), USA (Penco), Venezuela (Palacio)

**Vertice**, see Tecla  
**Vertigo**, see Phonogram  
**Zip-Fado**, see Zip Zip

**Zip-Zip—Organizaçoes Publicidade Lda.**, Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon, Tel. 656094  
**Labels:** (Owned) Fama, Zip-Fado, Zip-Zip

## ● music publishers

**Belter (Ed.)**, Rua Constituicao 74, Porto, Tel. 498041, Dir. A. Figueiredo  
**Branch:** Lisbon, Av. Defensores Chaves 3, 3rd fl. E, Tel. 59062  
**Home office:** Spain  
**Valentim de Carvalho Cr. SarL.**, Rua Nova do Almada 95-99, Lisbon 2, Tel. 367051, Telex 18420 Co-Pres Dr. Maria da Graca B de Carvalho, Rui Valentim de Carvalho, Gen. Mgr. Dr. Antonio dos Santos  
**Costa Pinto (Ed. Musicais) Lda. (SPA)**, Rua Ega de Queros 20, 3rd fl., Lisbon, Tel. 562850, Pres. Jorge Costa Pinto, Gen. Mgr. Maria de Fatima  
**Musicat (Arnaldo Trindade & Ca Lda. (SPA)**, Rua de Campolide 103 C, Lisbon, Tel. (01) 688922, 681866, 658726, Cable RADILECTRA, Chief Exec. Arnaldo M. Trindade, Gen. Mgr. Fernando Albuquerque  
**Int'l firms represented:** Binah (Netherlands), Essex (France), Nada (Netherlands), New Daylong (Netherlands), Planet (Netherlands), Radio Music Int'l (Luxembourg), Tee Set (Netherlands), Union Songs (Sweden), Universal Songs (Netherlands), Veronica (Netherlands)  
**Int'l reps.:** Brazil (Fermata), Finland (Love), Israel (April), Japan (MCA), UK (ATV)  
**Sassetti—Sociedade Portuguesa de Musica & Som SarL.** Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon, Tel. 656094  
**Telectra (Eds. Musicais)**, Rua Rodrigo da Fonseca 103, Lisbon 1, Tel. 686072, Telex 12598, Pres. Fernando Serrano, Gen. Mgr. Jose Varatojo da Silva  
**Int'l firms represented:** Balitic (Belgium), RCA (Brazil, Italy, Spain), Victor (Brazil)  
**Triunfo (Ed. Musicais)**, Praca General Humberto Delgado 309, Porto, Tel. 21445, 313624, Cable RATRIL, Telex 23127, Gen. Mgr. Rogério de Seixas Costa Leal, Ass't to Gen. Mgr. Joao Nobre

## SINGAPORE

**Population:** 2,280,000  
**Rate of exchange:** 1 (US) = 2.32 Singapore dollars.  
**Per capita income:** \$2,200  
**Holidays:** New Year's Day, Hari Raya Puasa (2 days)—Malay Religious New Year, Chinese New Year (2 days), Thaipusam (Tamil New Year), Hari Raya Haji (Malay New Year), Labor Day (May 1), National Day (August 9), Vesak Day (Buddhist Festival), Christmas Day  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$327,416

## ● record & tape manufacturers/distributors/importers

Ace of Clubs, see Decca  
 Ace of Diamonds, see Decca  
 Am, see Alshire  
 Alshire (Singapore) Pte. Ltd., OG Bldg., 703 Upper Cross St., Singapore 2 Tel 914-794  
**Labels: (Owned)** Alshire, Am. **(represented)** Vox (USA)  
 Angel, see EMI  
 Argo, see Decca  
 Baal Recs. Pte. Ltd., 532 Plaza Singapura, Orchard Rd., Singapore 9 Tel 34-747 Cable BAALPROD Dir Balram Shotam  
**Regional branches:** China, Hong Kong, Malaysia  
**Int'l branch:** England  
**Labels: (Owned)** Baal, Best of Everything, **(licensed)** ABC (USA)  
**Int'l rep.:** UK (Baal)  
 Beltona, see Decca  
 Best of Everything, see Baal  
 Borneo Co. (Singapore) Pte. Ltd., Cosby House, 71/73 Robinson Rd., Singapore 1 Tel 79-457, 91-5973 (Importer)  
 Capitol, see EMI  
 Chang Huat Co. Pte. Ltd., 195 199 Outram Park, Singapore 3 Tel 220-3444/3040, Cable CHIPMUNKS Chm. Tan Boo Chang, Mgr T T Quek, Sales Mgr Koh Kok Thee  
**Labels: (Owned)** Echo, Elastic **(represented)** Blue Note, Fantasy, Liberty, Prestige, United Artists (all USA)  
 Cogent, see Unisonic  
 Columbia, see EMI  
 Cosdel (Singapore) Pte. Ltd. (IFPI), 3rd fl., Block 11, Kallang Bahru, Kallang Basin Ind'l Estate, Singapore 12 Tel 258-9944 Chm Kenneth L. Colo, Mng Dir S.P. Sim, Sales Mgr Willie Lim.  
**Reg'l headquarters:** Hong Kong  
**Labels: (Licensed)** Durium (Italy), Festival (Australia), Pickwick (USA), RCA group (USA), Ranwood (USA).  
 D.G., see Phonogram  
 Decca Orient (Pte.) Ltd (sub of Decca Rec. Co. Ltd., UK), (IFPI), E6 MacDonald House, Orchard Rd., Singapore 9 Tel 320-537, 327-071, 361-196 Mng Dir Derrick J. Coupland, Sales Mgr. Esther Lim.  
**Regional branches:** Hong Kong, Malaysia  
**Labels: (Owned)** Ace of Clubs, Ace of Diamonds, Argo, Beltona, Decca, Deram, Eclipse, London, London/AAO, London Globe, L'Oiseau Lyre, Qualiton, Threshold, Vocalion, York; **(represented)** All Platinum (USA), Ariola-Euradisc (Germany), Boot (USA), Brunswick (USA), Capri (France), Chapter One (UK), Coccinelle Varieties (France), Contempo (UK), Cynda (USA), Ember (UK), Emerald (UK), Fiesta (France), Greenwich (UK), Gull (UK), Headline (UK), Horoscope (USA), Maple (USA), Nova (UK), O'Be (USA), Rex (UK), Spiral (UK), Stang (USA), Summus (USA), Turbo (USA), Turnabout (UK), Vega (France), Vox (UK)  
**Int'l reps.:** Ceylon (Lewis Brown), China (Linfair), India (Gramophone), Japan (King), Korea (Sung Eum), Macao (Universal Agencies), Pakistan (EMI), Philippines (Super), Thailand (Kinexet)  
 Deram, see Decca  
 Double Up, see EMI  
 EMI (Singapore) Pte. Ltd. (IFPI), PO Box 182, MacDonald House, 3rd fl., Orchard Rd., Singapore 9 Tel 327-686 Cable EMITRON Mng Dir Neil Sarsfield  
**Home office:** England  
**Labels: (Owned)** Angel, Capitol, Columbia, Double Up, EMI, Encore, HMV, Harvest, MFP (Music for Pleasure), One Up, Parlophone, Pathe, Regal, Regal Zonophone, Sounds Superb, Talisman, Waverley; **(represented)** A&M (USA), Arista (USA), Bronze (UK), CBS/Sony (Japan), Disneyland (USA), Island (UK), Motown (USA), Private Stock (USA), RAK (UK), Rocket (UK)  
**Int'l rep.:** Worldwide (EMI)  
 Eagle, see Teo Kwan  
 Echo, see Chiang Huat  
 Eclipse, see Decca  
 Elastic, see Chiang Huat  
 Encore, see EMI  
 Fontana, see Phonogram  
 H M V, see EMI  
 Harvest, see EMI  
 Hup Hup Sendirian Berhad, 5 Lorong Tukang Lima, Jurong Town, Singapore 22 Tel 65-0137/1333 Cable HUPHONIC Mng Dir Ng Lian Chin, Dirs Ms Ng Ay Vin, Ms Ng Ay Na (Distributor)  
**Local branch:** Singapore 8, 232 Serangoon Rd. Tel 293-0129, 293-3404  
**Home office:** Malaysia  
**Label: (Distributed)** Life  
 E. S. Isaac & Co. Pte. Ltd., 35-A Hongkong St. Singapore 1. Tel: 78-460/466 Cable ISAACNCO  
**Labels: (Distributed—not licensed)** Accent (USA), Angel (India), Columbia (India), Crescendo (USA),

Everest (USA), HMV (India), Hi Fi (USA), Odeon (India), Parlophone (India), Telefunken (Germany), Vogue (France)  
**Int'l reps.:** France (Vogue), Germany (Teldec), India (Gramophone)  
 Island Music Dist. s. Golden Mile Shopping Centre, Beach Rd., 7th fl., Suite 5817, Singapore 7 Tel 258-7759 (Importer/Exporter)  
 Kwang Sae Rec. Co., PO Box 1018, Colombo Court, Rm. 308, 3rd fl., N Bridge Rd., Singapore 6 Tel 332-154, 34501 Owner K.H. Ang, Gen Mgr Keng Seah Ang, Sales Mgr Kok Hua Lim **Local branches:** Singapore 6, G3 Capitol Shopping Centre, N Bridge Rd. Tel 335-659—Singapore 6, B7/8 Colombo Court, N Bridge Rd. Tel 34-013—Singapore 9, International Bldg., 360 Orchard Rd., Ground fl., Rm. 7 Tel 372-649—Singapore 12, Golden Wall Flatted Factory, 6th fl., No 8F, Jalan Raja (Importer)  
 Life Rec Inds (Pte.) Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 22 Tel 65-0137/1333/1187 Cable LIFERECORD (Distributed by Hup Hup)  
 London, see Decca  
 London/AAO, see Decca  
 London Globe, see Decca  
 M F P, see EMI  
 Mercury, see Phonogram  
 Music for Pleasure, see EMI  
 L'Oiseau Lyre, see Decca  
 One Up, see EMI  
 Parlophone, see EMI  
 Pathe, see EMI  
 Philips, see Phonogram  
 Phonogram Pte. Ltd., PO Box 1117, 697-A Commonwealth Dr., Tanglin Halt, Singapore 3, Tel 634-677, Cable PHONRECORD Telex 24829 Mng Dir Norman Cheng, Gen. Mgr. Johnny Sng Chin Watt, Mktg. Mgr. Ronnie Foo  
**Reg'l branch:** Malaysia  
**Labels: (Owned)** DG, Fontana, Mercury, Philips, Polydor, RSO, **(represented)** CTI (USA), Capricorn (USA), Charisma (UK), Chrysalis (UK), DJM (UK), De-Lite (USA), GTO (UK), H&L (USA), Jupiter (Germany), MCA (USA), MGM, Monument, Pablo (Germany), Ring O (UK), 20th Century (USA), Vertigo, Verve  
**Int'l reps.:** Worldwide (Phonogram, Polydor)  
 Polydor, see Phonogram  
 Qualiton, see Decca  
 R S O, see Phonogram  
 Regal, see EMI  
 Regal Zonophone, see EMI  
 Scripture Union Christian Book Centre, 36H Prinsep St., Singapore 7 Gen Mgr Winston Yap  
**Labels: (Distributed—not licensed)** Pilgrim (UK) Word (USA)  
 Singapore Audio, 225 Plaza Singapura, 2nd fl., Orchard Rd., Singapore 9  
**Label: (Represented)** Sheffield Lab (USA)  
 Sounds Superb, see EMI  
 Talisman, see EMI  
 Teo Kwan Electric Recs Co., 17 Dhoby Ghaut, Singapore 9 Tel 360-402, 328-265 Cable KWANGELECT  
**Label: (Owned)** Eagle  
 Threshold, see Decca  
 Tony, see Tony Wong  
 Unisonic Pte. Ltd., Shaw Towers No 125, Beach Rd., Singapore 7 Tel 293-4379 Gen Mgr Kuek Soi Teo, Sales Mgr Tay Chor Huan  
**Labels: (Owned)** Cogent, Unisonic, **(distributed—not licensed)** United Artists (USA)  
 Vocalion, see Decca  
 Waverley, see EMI  
 Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 12 Tel (65) 235-3847 Cable AUDIOTAPE Telex 23252 Pres Tony C.K. Wong  
**Label: (Owned)** Tony  
 York, see Decca

## ● music publishers

Baal Music, 532 Plaza Singapura, Orchard Rd., Singapore 9 Tel 34 747 Cable BAALPROD Dir Balram Shotam  
**Int'l reps.:** France (EPOC), Germany (Accord), Japan (Shinko), Latin America (Fermata)  
 Burlington-Palace Music Orient Ltd. (div of Decca Orient Pte Ltd) E6 MacDonald House, Orchard Rd., Singapore 9 Tel 327-071, 361-196 Mng Dir Derrick J. Coupland, Dir. H.K. Franklin, Far East Mgr. Esther Lim.  
**Reg'l headquarters:** Hong Kong (see for int'l firms represented)  
 Intersong Far East Pte. Ltd., PO Box 1117, 697-A Commonwealth Dr., Tanglin Halt, Singapore 3 Tel 634-677 Cable PHONRECORD Telex 24829 Mng Dir Norman Cheng, Gen. Mgr. Johnny Sng Chin Watt  
**Int'l firms represented:** Acuff Rose, Ascherberg Hopwood & Crew, Balloon Head, Bena, Irving Berlin, Canopy, Chappell, Ensign, Famous, Fox Fanfare, Albert Hammond, Hot Cha, Lowery, Mayday, E.H. Morris, Osmond, Pilot, RSO, Ranger, Fred Rose, Saggifre, Robert Stigwood Group, Subiddu, Unichappell, White Cloud (all UK)  
**Int'l reps.:** Worldwide (Intersong), Netherlands (Artemis)  
 Pathe Publ'ns (Far East) Pte. Ltd., PO Box 182, MacDonald House, 3rd fl., Orchard Rd., Singapore 9 Tel 327-686 Cable EMITRON Mng Dir Neil Sarsfield  
**Regional headquarters:** Hong Kong  
**Int'l firms represented:** See listing for reg'l headquarters in Hong Kong  
 Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 12 Tel (65) 235-3847, Cable AUDIOTAPE Telex 23252 Pres Tony C.K. Wong

## ● services

### PLATING, PROCESSING & PRESSING PLANTS

E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town,

Singapore 22 Tel 650-544/183 652-092 Mng Dir Neil Sarsfield, Technical Mgr Lee Tuck Ming, Factory Admin Mgr Wee Tiong Wah  
 Life Rec. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 22 Tel 65 1137/1333/1187 Mng Dir Ng Lian Chin  
 Phonographic Inds Pte. Ltd., Flatted Factories 1st fl., 701-E Commonwealth Dr., Tanglin Halt, Singapore 3 Tel 64-9457/5012 Cable PHONRECORD Telex 24829 Mng Dir Norman Cheng, Gen Mgr Johnny Sng Chin Watt, Factory Mgr T Sng

### RECORD PROMOTION

Baal Recs Pte. Ltd., 532 Plaza Singapura, Orchard Rd., Singapore 9 Tel 34-747 Cable BAALPROD Dir Balram Shotam  
 Rediffusion (Singapore) Pte. Ltd., PO Box 608, 182 Ciemencau Ave., Singapore 9 Tel 362-211 Cable REDIFFUSE

### TAPE CUSTOM DUPLICATORS

E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 22 Tel 650-544/183 652-092 Mng Dir Neil Sarsfield, Technical Mgr Lee Tuck Ming, Factory Admin Mgr Wee Tiong Wah  
 Island Music Dist. s. Golden Mile Shopping Centre, Beach Rd., 7th fl., Suite 5817, Singapore 7 Tel 258-7759  
 Otari Nanpo Electronic & Sound Inds (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 3 Tel 272-2751/3776 Mng Dir Hee Chin Sit, VP Masayuki Hosoda, Sales Mgr Wong Luck  
**Audio:** 8-tr., cassette  
 Phonographic Inds Pte. Ltd., Flatted Factories, 1st fl., 701-E Commonwealth Dr., Tanglin Halt, Singapore 3 Tel 64-9457/5012 Cable PHONRECORD Telex 24829 Mng Dir Norman Cheng, Gen Mgr Johnny Sng Chin Watt, Factory Mgr T Sng  
 Rediffusion Servs (Singapore) Pte. Ltd., 1 Jalan Selanting, Singapore 21 Tel 671-144 Cable REDIFFUSE Telex 24114  
**Audio:** Cassette, open reel  
**Video:** 1" open reel, ¾" cassette  
 Tony Wong Co. (Pte.) Ltd., 16 F, Block 9, Kallang Pl., Singapore 12 Tel (65) 235-3847 Cable AUDIOTAPE Telex 23252 Pres Tony C.K. Wong  
**Audio:** 8-tr., 8-tr quadruphonic cassette.

## ● supplies

### CARTRIDGE & CASSETTE PARTS

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21, Tel 667-027 Mng Dir S.S. Goh, Gen Mgr. Samuel Chong  
**Home office:** Malaysia, UNI  
**Audio:** All plastic parts  
 Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 12 Tel (65) 235-3847 Cable AUDIOTAPE Telex 23252 Pres Tony C.K. Wong  
**Audio:** All 8-tr. & cassette parts

### EMPTY CARTRIDGES, CASSETTES & REELS

Otari Nanpo Electronic & Sound Inds (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 3 Tel 272-2751/3776 Mng Dir Hee Chin Sit, VP Masayuki Hosoda, Sales Mgr Wong Luck  
**Audio:** 8-tr. & cassette  
 Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21 Tel 667-027 Mng Dir S.S. Goh, Gen Mgr Samuel Chong  
**Home office:** Malaysia, UNI  
**Brand name:** UNI-EI Mar  
 Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 12 Tel (65) 235-3847 Cable AUDIOTAPE Telex 23252 Pres Tony C.K. Wong  
**Audio:** 8-tr., cassette  
**Brand name:** Tony

### LABELS

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21 Tel 667-027 Mng Dir S.S. Goh, Gen Mgr. Samuel Chong  
**Home office:** Malaysia, UNI

### RECORD PROCESSING MACHINERY

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21 Tel 667-027 Mng Dir S.S. Goh, Gen Mgr. Samuel Chong  
**Home office:** Malaysia, UNI  
**Brand name:** Fnebit

### TAPE, RAW & BLANK LOADED

Agfa Carat, see East Asiatic  
 Agfa Stereochrom, see East Asiatic  
 Agfa Videochrom, see East Asiatic  
 Ampex, see Eastland  
 B A S F, see Jebson & Jessen  
 E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 22 Tel 650-544/183 652-092 Mng Dir Neil Sarsfield, Technical Mgr Lee Tuck Ming, Factory Admin Mgr Wee Tiong Wah  
**Brand name:** Emi-tape  
 East Asiatic Co. Pte. Ltd., Agfa-Gevaert Dept., Finlayson House, 1st fl., Raffles Quay, Singapore 1 Tel 981201 Telex 21234 Agfa-Gevaert Dept Dir Andrew Heng Seng Par  
**Audio:** Blank—compact-cassette, open reel, raw—cassette, broadcast, studio  
**Video:** Cassette, open reel  
**Brand names:** Agfa Carat, Agfa Stereochrom, Agfa Videochrom  
 Eastland Trading Co. GPO Box 1128 Selegie Shopping & Office Complex, 1st fl., 271A & 283A Selegie Rd., Singapore 7 Tel 321-021 Pres Tee Shin Quek, Gen

Mgr. Awa Wong; Sales Mgr.: Wee Chen. (raw only)
Brand name: Ampex
Emitaqe, see EMI.
Jebson & Jessen (Singapore) Ltd., PO Box 2444. Supreme House, 10th fl., Penang Rd., Singapore 9. Tel. 32-8361. Cable JEBJESSEN. Telex: 21487. Dir.: A. Pons. Audio & Video: Cassette, open reel. Brand name: BASF

Otari Nanpo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 3. Tel: 272-2751/3776. Mng. Dir.: Hee Chin Sit; VP: Masayuki Hosoda. Sales Mgr.: Wong Luck. Audio: 8-tr. & cassette. Brand name: BASF

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. Home office: Malaysia, UNI. Audio: 8-tr. cassette. Brand name: Greencorp.

Tony Wong Co (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 12. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Pres.: Tony C.K. Wong. Audio: 8-tr. cassette. Brand name: Tony.

TAPE DUPLICATING & PROCESSING EQUIPMENT
Eastland Trading Co., GPO Box 1128, Selegie Shopping & Office Complex, 1st fl., 271A & 283A Selegie Rd., Singapore 7. Tel: 321-021. Pres.: Tee Sin Quek; Gen. Mgr. Awa Wong; Sales Mgr.: Wee Chen. Brand names: Ampex, Pentagon.

Jebson & Jessen (Singapore) Ltd., PO Box 2444. Supreme House, 10th fl., Penang Rd., Singapore 9. Tel: 32-8361. Cable JEBJESSEN. Telex: 21487. Dir.: A. Pons. Audio: Pancakes. Brand name: BASF
Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. Home office: Malaysia, UNI. Audio: Duplicators. Brand name: Ed-Pic/Recordex.

accessories

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. Home office: Malaysia, UNI. Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape.

store fixtures & merchandising aids

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. Home office: Malaysia, UNI. Product: Tape display racks.

SOUTH AFRICA, REPUBLIC OF

Population: 24,033,000
Rate of exchange: \$1 (US) = 0.87 rand
No. of homes with record players: 1,250,000
Holidays: January 1, May 31 (Republic Day), First Monday in September (Settler's Day), October 10 (Kruger's Day), December 16 (Day of the Covenant) and all traditional Christian holidays.

RECORDS:
Records sold domestically including imports (retail value): LPs 1977-4,305,600 units, \$24,474,969; 1976-4,708,929 units, \$26,276,327. Budget LPs 1976-1,323,549 units, \$2,976,110; 1975-1,897,506 units, \$4,003,737. Singles: 1977-6,091,659 units, \$9,293,696; 1976-6,735,553 units, \$9,662,207. Indigenous singles, 1976-4,000,716 units, \$5,598,849; 1975-3,909,257 units, \$4,964,756
Records imported from USA (factory value—CIF): 1977-230,768 units, \$354,139; 1976-250,487 units, \$322,907
Records imported from countries other than USA (factory value—CIF) 1977-374,585 units, \$610,036; 1976-330,547 units, \$570,670
Average retail price per record: (Excluding sales duty of 8.62%) LPs—\$5.49, singles—\$1.52
Stereo sales: 100% of total
Quadraphonic sales: None
Record club sales: None
Discounting: Frequent
Type of distribution: Mainly manufacturer-to-retailer. There are approximately 900 rack jobbers out of about 2,400 dealer outlets
Type of promotion: The commercial and non-commercial channels of the South African Broadcasting Corporation continue to use recorded music to provide a major portion of their audio programs. National Radio 5 is the pop record station for teenagers. Television programs frequently feature South African artists as well as film clips of overseas artists with consequent promotional benefits. Daily newspapers include supplements which concentrate exclusively on all aspects of the entertainment

industry, including records, radio and television. In-store poster advertising is a prominent feature. The weekly Springbok Radio "Billboard Top 20" and Radio 5 "Top 20" strongly influence record sales. The record industry and Springbok Radio collaborate in the annual competition to find the top artists and songwriters of the year. Winners are awarded gold SARIE trophies at a presentation in October, which is broadcast live on the national network. Discotheques are also valuable promotional outlets.

Jukeboxes: 500.

TAPE:

Market: The swing from 8-track to cassette continues, unit sales of 8-tracks having dropped a further 37% in 1977 compared with 1976. In the same period unit sales of cassettes rose by a further 12%. The sales ratio is now 7 to 1 in favor of cassettes. The combined 8-track and cassette sales are about 14% in units and 22% in retail sales value of the total record and tape sales. Cassette playback equipment is extensively available in a wide price range.

Pre-recorded tape sold domestically—including imports (retail value): 8-tr 1977—193,541 units, \$852,609; 1976—475,040 units, \$2,240,241. Budget 8-tr 1976—304,006 units, \$869,319; 1975—202,731 units, \$869,715. Cassette 1977—1,622,596 units, \$8,022,115; 1976—1,173,631 units, \$6,467,106. Budget cassette 1976—519,085 units, \$1,323,923; 1975—172,617 units, \$740,526

Pre-recorded tape imported from USA (CIF): 1977—10,341 units, \$76,134; 1976—42,661 units, \$124,873.

Pre-recorded tape imported from countries other than USA (CIF): 1977—152,494 units, \$123,940; 1976—69,900 units, \$178,613

Average retail price per tape: 8-tr—\$4.40; cassette—\$4.94.

RADIO STATIONS:

Comment: The South African Broadcasting Corp. uses records to provide a substantial part of the program content of its several radio services, including the English and Afrikaans language non-commercial services and the commercial advertising services of Springbok Radio and Radio 5, each of which publishes a weekly hit record chart. Radio Port Natal, Radio Highveld and Radio Good Hope are the regional music stations.

TELEVISION STATIONS:

No. of channels: 1 government, 100% color (PAL).
Comment: Color television service is now in its third year of operation and has maintained a high standard of technical quality. Program content covers a wide spectrum of popular and classical music, educational, adventure, variety and current events shows, produced locally and overseas. Programs are transmitted nightly from 6 pm to 11 pm. Commercial spot advertising was launched on January 1, 1978. Because of its novelty, its impact is still difficult to evaluate.

William Ford Fraser

record & tape manufacturers / distributors / importers

AVC Rec. & Tape Co. Pty Ltd., AVC House, 3rd fl., Corner of Goud & Fox Sts., Johannesburg. Tel: (011) 37-3457. Mng. Dir.: Norman Greenberg, Curt von Keyserlingk. Labels: (Distributed—not licensed domestic) Hamba, J-Town.

- Africa, see WEA
Akulalwa, see EMI-Brigadiers
Angel, see EMI-Brigadiers
Asylum, see WEA
Atco, see WEA
Atlantic, see WEA
Atlas City, see Teal
Awendo Rakedo, see Teal
Baba, see Teal
Bayete, see Teal
Berg & Boom, see Teal
Bet-El Book Room, Box 30154, Pretoria 00038. Tel: (12) 75-4287 (Distributor)
Black Belt, see Teal
Black Cherry, see EMI-Brigadiers
Black Music, see CCP
Blue Nile, see Teal
Brigadiers, see EMI-Brigadiers
Buffalo, see David Gresham & Teal
Bullett, see CCP
Butterfly, see Gramophone
C B S, see Gramophone
C C P Rec. Co. (Pty.) Ltd., Auction House, 2nd fl., 111 Fox St., Johannesburg 2001. Tel: (11) 833-1486. Cable: SAGITTARIUS. Telex: 8-3021. Gen. Mgrs.: Peter Vee, Howard Ipp. Labels: (Owned) Black Music, Bullett, Horse, Intuthuko, Lake Victoria, Mabob City, Reggae, Spes Bona, Yash-ingoma, Zimbabwe; (licensed) Creole (UK), De-Lite (USA), Gang (USA), Jama (UK), Salsoul (USA), Vigor (USA), Virgin (USA)
Int'l rep.: Worldwide except USA (Zomba Corp.)
Clive Calder Prod'ns, see CCP
Capitol, see EMI-Brigadiers
Cherry, see EMI-Brigadiers
Church, see Teal
City Late, see Teal
City Special, see Teal
Coast Disco, see Teal
Columbia, see EMI-Brigadiers
Contagious Music (Pty.) Ltd., 288 Commissioner St., Johannesburg. Tel: 24-7911. Telex: 80859. Mng. Dir.: Chris Kritzing, (Distributed by RPM)
Labels: (Owned) Explosion, Knockout; (licensed) Carere (France).

- Contempo, see EMI-Brigadiers
Cool Blue, see EMI-Brigadiers
D J, see Disc Jockey
Date, see Gramophone
Disc Jockey Music Co. (Pty.) Ltd., 26 Nicholson St., Denver, Johannesburg. Tel: 25-8158. Mng. Dir.: Tommy Lennon, Gen. Mgr.: Robert Schroder; Sales Mgr.: Ken Lambert. Label: (Owned) DJ, Robroy
Double-Up, see EMI-Brigadiers
E M I America, see EMI-Brigadiers
E M I Brigadiers (Pty.) Ltd. (IFPI), 32 Steele St., Steedeale, Johannesburg 2001. Tel: (11) 618-3900. Telex: 8-7409. Cable SOUNDBOX. Mng. Dir.: C. R. Kelly; Mktg. & Repertoire Dir.: Allan McInnes
Labels (Owned) Dir.: Allan McInnes
Columbia, Contempo, Akulalwa, Angel, Brigadiers, Capitol, Columbia, Contempo, Cool Blue, Double-Up, EMI, EMI America, EMI Int'l, Goli, Gull, HMV, Harvest, Jamloti, Kaya-Lonji, Listen to the Wild, Molele, N'Kanyazi, Odeon, One-up, Parlophone, Regal-Zonophone, Ring, Safari, Shona Langa, Starline, Stateside, Swinger, Um-sakazo, Zodiac; (licensed domestic) Sunshine, (non-licensed distributed) Black Cherry, Cherry, Sunshine Blue, Tiro-iro; (licensed foreign) Apple (UK), Ariola America (USA), Arista (USA), BBC (UK), MAM (UK), Passport (USA), Private Stock (USA), Purple (UK), RAK (UK), Road Show Int'l (USA), Savoy (USA)
E M I Music for Pleasure (Pty.) Ltd. (IFPI), 32 Steele St., Steedeale, Johannesburg. Tel: (11) 618-3900. Cable: SOUNDBOX. Telex: 87409. Mng. Dir.: Neville Blignaut; Sales Mgr.: Barry Bothma; Mktg. Mgr.: Johan du Plooy
Labels: (Owned) Flame, Mellow Mood, Number One, Skyline; (licensed foreign) Classics for Pleasure, Music for Pleasure, Music Way Tapes, Sounds Superb (all UK).

- Elektra, see WEA
Embassy, see Gramophone
Emudbane, see Gramophone
Epic, see Gramophone
Epidemic, see RPM
Explosion, see Contagious & RPM
Ezomdabu, see Gallo
F G B, see Gallo
Fast Move, see RPM
Flame, see EMI Music for Pleasure
Fun Time Int'l, see RMC
G R C, see Gramophone
Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Telex: 80153. Pres.: Peter Gallo; Admin. Dir.: Ian Shacknolsky; Creative Dir.: Peter Lotis; Sales Dir.: Fred Bugnatto; A&R & Promo. Dir.: Ivor Haarburger
Labels: (Owned) Ezomdabu, FGB, Gallo, Gumba Gumba, Inkonkoni, MIW, Mashatshala, Mavuthela, Motella, PG Super, Smanje Manje, Soul Jazz, Soul Jazz Pop, Ziyaluma, Zobo; (licensed domestic) Star Rays, The Sun; (licensed foreign) Audio Fidelity (USA), Berkshire (USA), Bronze (UK), Butterfly (USA), CTI (USA), Capricorn (USA), Chrysalis (UK), Concord (USA), DJM (UK), Decca (UK), Disneyland (USA), Fonior (Belgium), Goldisk (Netherlands), Gull (UK), Hansa (Germany), Hispavox (Spain), MCA (USA), Magnet (UK), Mellow (Netherlands), Mushroom (USA), Parachute (USA), Rocket (UK), Saga/Trojan (UK), Shelter (USA), Sherbet (Australia), Springboard (USA), 20th Century (USA), Virgin (UK).

- Int'l rep.: Worldwide (Decca)
Go-Go, see Teal
Goli, see EMI-Brigadiers
Good as Gold, see Reville
Gramophone Rec. Co. (Pty.) Ltd. (GRC) (IFPI), PO Box 2445, 132 Kerk St., Johannesburg. Tel: (11) 37-2827. Cable: AFRICORD. Telex: 8-0153. Mng. Dir.: Percy Golemb, CBS A&R Mktg. Mgr.: Hilton Rosenthal; Epic A&R Mktg. Mgr.: Mark Fine; Sales Mgr.: John de Beer
Labels: (Owned) Butterfly, CBS, Date, Embassy, Emudbane, Epic, GRC, HVN, Harmony, Imbongi, Intuthuko, Jive, Marabi, Masterpiece, Portrait, Soul Train, Unika; (licensed) GTO, Kirshner, Lifesongs, Ode, Philadelphia, TK (all USA)
David Gresham Prod'ns (Pty.) Ltd., PO Box 626, Zone 2000, 30 Eloff St., Johannesburg 2001. Tel: (11) 21-5029/5041. Cable: DAVEGRESH. Telex: 8-3645. Chm. & Mng. Dir.: D. Gresham; Dir. & Gen. Mgr.: Allan Goldswain; Dir. & Promos. Dir.: Stephanie Mitchell. Labels: (Owned) Buffalo, Mpumetele, NTU, Nitty Gritty; (licensed foreign) Ember (UK), Splash (UK)
Int'l rep. UK (State)
Gull, see EMI-Brigadiers
Gumba Gumba, see Gallo
H M V, see EMI-Brigadiers
H V N, see Gramophone
Hamba, see AVC
Harmony, see Gramophone
Harvest, see EMI-Brigadiers
Highway Soul, see WEA
Horse, see CCP
Hot Beat, see RPM
Hub, see Teal
Imbongi, see Gramophone
Inkonkoni, see Gallo
Intercontinental, see Teal
Intuthuko, see CCP & Gramophone
Ipi Tombi, see Teal
J-Town, see AVC
Jamloti, see EMI-Brigadiers
Jive, see Gramophone
Jo'burg Recs. & Publ'g (Pty.) Ltd., Scotch Corner, 1st fl., Rocky St., Bellevue, Johannesburg. Tel: 648-1244. Cable: ESPACEDS. Chief Execs.: Patric van Blerk, Stan Cohen, Ernest Schroder; Prod'ns: Julian Laxton, Ronnie Robot
Labels: (Owned) Jo'burg, Jo'burg Import, King, RSA, Sounds of Soul, Soweto; (licensed) Soul City (USA). Int'l reps.: Worldwide except Africa (Margaret Singana, Casablanca).

- Jo'burg Import, see Jo'burg
Jumbo Jet, see Teal

Kalahari, see Teal.  
Kanindo, see Teal.  
Kaya-Lami, see EMI-Brigadiers.  
King, see Jo'Burg.  
King Kong, see Teal.  
Knockout, see Contagious & RPM.  
Koth Kiyombi, see Teal.  
Kung Fu, see Teal.  
Lake Victoria, see CCP.  
Listen to the Wild, see EMI-Brigadiers.  
Lolwe, see Teal.  
Love Love, see Teal.  
Luister, see Teal.  
M I W see Gallo.  
M v N, see Teal.  
Mabob City, see CCP.  
Malets Music Mart, PO Box 1011, 32 Fountain Rd., Krugersdorp 1740. Tel: 665-1008/2910. Dirs.: S. Malet, N.M. Malet. (Exporter)

Ma Ma, see Teal.  
Maphuta, see Teal.  
Marabi, see Gramophone.  
Mashalashala, see Gallo.  
Masterpiece, see Gramophone.  
Mavuthela, see Gallo.  
Mellow Mood, see EMI Music for Pleasure.  
Molelo, see EMI-Brigadiers.  
Mosaic, see Teal.  
Motella, see Gallo.  
Moto Moto, see Teal.  
Mpumelelo, see David Gresham.  
Mumsie, see Teal.  
Music for Pleasure, see EMI Music for Pleasure.  
Musiki du Zaire, see Teal.  
N T U, see David Gresham.  
Nitty Gritty, see David Gresham & Teal.  
N'Kanyazi, see EMI-Brigadiers.  
Nonesuch, see WEA.  
Number One, see EMI Music for Pleasure.  
Nyang Amaki, see Teal.  
Odeon, see EMI-Brigadiers.  
One-up, see EMI-Brigadiers.  
One Way, see Reveille.

P G Super, see Gallo.  
Parlophone, see EMI-Brigadiers.  
Phonogram, see Trutone.  
Pirate, see Teal.  
Plastic, see Teal.  
Plum, see Teal.  
Polydor, see Trutone.  
Portrait, see Gramophone.  
President, see Teal.

R M C Video (Pty.) Ltd., PO Box 23, Parow Vallei, Cape Town 7503. Tel: (21) 93-5187. Cable: JAGPLA. Telex: 576029.  
Label: (Owned) Fun Time Int'l.  
R P M Group (IFPI), Craftsman Centre, 288 Commissioner St., Johannesburg. Tel: (11) 24-7941. Cable: PHONOSOUND. Telex: 8-0859. Chm. & Mng. Dir.: Matt Mann; Gen. Mgr., Ivor Schlossberg; Sales Mgr., Kevin Walker; Musical Dir.: Dan Hill.  
Labels: (Owned) Fast Move, Hot Beat, RPM, Shumba; (Licensed) ABC (USA), A&M (USA), Blue Note (USA), Horizon (USA), Impulse (USA), Pacific Jazz (USA), United Artists (USA), World Pacific (USA), (distributed-not licensed) Carrere (France), Epidemic, Explosion, Knockout.

R S A, see Jo'Burg.  
Rave, see Trutone.  
Record Prod'rs & Mfrs., see RPM.  
Regal-Zonophone, see EMI-Brigadiers.  
Reggae, see CCP.  
Reprise, see WEA.  
Rev, see Reveille.  
Reveille Recs. (Pty.) Ltd., PO Box 9062, Silvern Centre, 3rd fl., Corner of Nugget & Market Sts., Johannesburg 2000. Tel: 23-5276. Telex: 8-4075. Mng. Dir.: Audrey Smith; Sales Mgr.: Tony Metter.  
Labels (Owned) Good as Gold, One Way, Rev, Reveille; (Licensed) Argon Prod'ns (USA), Key Seven (Canada), Olde World Recs. (USA).

Ring, see EMI-Brigadiers.  
Robroy, see Disc Jockey.  
Safari, see EMI-Brigadiers.  
Shona Langa, see EMI-Brigadiers.  
Shumba, see RPM.  
Shungu, see Teal.  
Six Mabone, see Teal.  
Skyline, see EMI Music for Pleasure.  
Smanje Manje, see Gallo.  
Sondela, see WEA.  
Soul Jazz, see Gallo.  
Soul Jazz Pop, see Gallo.  
Soul Soul, see Teal.  
Soul Train, see Gramophone.  
Sounds of Soul, see Jo'Burg.  
Spes Bona, see CCP.  
Star Black, see Teal.  
Starline, see EMI-Brigadiers.  
Star Rays, see Gallo.  
Stateside, see EMI-Brigadiers.  
The Sun, see Gallo.  
Sungura, see Teal.

Sunshine Recs. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: 793-2913. Cable: BREAKAWAY. Telex: 813396. Mng. Dir.: Grahame Beggs; Gen. Mgr. Christine Beggs. (Licensed to EMI-Brigadiers)  
Labels: (Owned) Sunshine, Sunshine Blue.  
Sunshine Blue, see Sunshine & EMI-Brigadiers.  
Super Black, see Trutone.  
Super Soul, see Trutone.  
Swinger, see EMI-Brigadiers.  
Symphonia Studio Pty., Helvetia House, Greenvale Rd., Bedfordview 2008.  
Label: (Represented) Sheffield Lab (USA).  
Teal Rec. Co. Ltd., PO Box 4105, Johannesburg. Tel: 618-4113. Cable: TEALREC. Chm. & Mng. Dir.: A.G.J.

McGrath; Gen. Mgr.: J.A. Bailes; Sales Mgrs.: I. Nathan, J.B. Smithers; Promos. & Mktg. Mgr.: A.H. Marshall; Prod'n Mgr.: H.R. Friedman  
Mumble (Owned) Atlas City, Awendo Rakedo, Baba, Ba-ye, Berg & Boom, Black Belt, Blue Nile, Church, City Late, City Special, Coast Disco, Go Go, Hub, Intercontinental, Inji Torfoti, Jumbo Jet, Kalahari, Kanindo, King Kong, Koth Kiyombi, Kung Fu, Lowlow, Love Love, Luister, MvN, Ma Ma, Maphuta, Mosaic, Moto Moto, Mumsie, Musiki du Zaire, Nyang Amaki, Pirate, Plastic, Plum, President, Shungu, Six Mabone, Soul Soul, Star Black, Sungura, Up Up, World, Zambsi; (Licensed) Ariola (Germany), Barclay (France), Buddha (USA), Casablanca (USA), Durium (Italy), Fantasy (USA), Golden Hour (UK), Milestone (USA), Prestige (USA), Pye (UK), RCA (USA), Rare Earth (USA), Stax (USA), Vanguard (USA), Vogue (France), Wizard (Australia); (distributed-not licensed) Buffalo, NTV, Nitty Gritty, Splash

Tiro-Iro, see EMI-Brigadiers.  
Trutone (Pty.) Ltd. (IFPI), 132 Kerk St., Johannesburg 2001. Tel: (11) 23-0791. Telex: 8-0153. Mng. Dir.: David Fine; Gen. Mgr.: Tim Rooney; Sales Mgr.: Geoff Furniss; Polydor Div. Mgr.: Dave Porter, Phonogram Div. A&R & Mktg.: Kenny Levine; Local Prod. Mgr.: Gavin Gibb.  
Labels: (Owned) Rave, Super Black, Super Soul, Tru-tone; (Licensed) All Platinum (USA), Archiv (Germany), Attic (Canada), B&C (UK), Cadmon (USA), Charisma (UK), DG (Germany), Fontana (Netherlands), H&L (USA), Heliodor (Germany), Island (UK), MGM (USA), Manhattan (USA), Mercury (USA), Nems (UK), Pablo (USA), Philips (Netherlands), Polydor (Germany), Power Exchange (UK), Privilege (Germany), Pyramid (USA), RSO (UK), Roulette (USA), Phil Spector Int'l (USA), Spoken Arts (USA), State (UK), Track (UK), Utopia (UK), Vertigo (UK), Verve (USA), Vox (USA).  
Int'l reps.: Worldwide (Phonogram & Polydor).

The Turntable (Pty.) Ltd. (IFPI), Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 8-3919. Pres.: Sol Marks; Gen. Mgr.: Bea Marks; Sales Mgr.: K.H. Marks. (Distributor/Importer)

Umsakazo, see EMI-Brigadiers.  
Unika, see Gramophone.  
Up Up, see Teal.  
WEA Recs. (Pty.) Ltd. (IFPI), 16 St. Andrews Rd., Parktown, Johannesburg 2001. Tel: 643-3141. Telex: 89413. Mng. Dir.: Derek Hannan; Mktg. Mgr.: Richard Sasson; Controller: Mike Oldfield.  
Home office: USA, WEA, Int'l.  
Labels: (Owned) Africa, Asylum, Atco, Atlantic, Elektra, Highway Soul, Nonesuch, Reprise, Sondela, Warner Bros.; (Licensed) Bearsville, Big Tree, Curton, Dark Horse, DiscReet, Little David, Manticore, Nemperor, Swan Song (all USA); Dynamic Sounds (West Indies).  
Int'l rep.: USA (WEA Int'l).

Warner Bros., see WEA.  
Word of Life Whistle, PO Box 698, Florida 17.  
Label: (Represented) Singcord (USA).  
World, see Teal.  
Yashingoma, see CCP.  
Zambesi, see Teal.  
Zimbabwe, see CCP.  
Ziyaluma, see Gallo.  
Zobo, see Gallo.  
Zodiac, see EMI-Brigadiers.

### ● music publishers

A G Music, see Contagious.  
Acutt-Rose (SA) (Pty.) Ltd., see Reveille.  
Angela Music Publ'g Co. (Pty.) Ltd., PO Box 11057, Johannesburg. Tel: (11) 42-5794. Mng. Dir.: Terry Dempsey; Gen. Mgr.: Carrie Dempsey.  
Int'l rep.: Italy (Ariston).  
April Music Co. Pty. Ltd., see Gallo.  
Artalent Exports, see Musicpiece.  
Arwin Music of South Africa Pty. Ltd., see Gallo.  
Belwin-Mills (South Africa) Pty. Ltd., see Leeds.  
Blue Bull Music, see Contagious.  
Eve Boswell Music, see Reveille.  
Breakaway Music Co. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: 793-2913. Telex: 83196. Mng. Dir.: Grahame M. Beggs; Gen. Mgr.: Christine E. Beggs.  
Int'l firms represented: Barn (UK), Fuse (UK), Polar (Sweden).

C T V Music, see Intersong.  
Camelrock Music, see Intersong.  
Carstens de Waal Music (Pty.) Ltd., see Gallo.  
Clan Music Publ'g Co. (Pty.) Ltd., Craftsman Centre, 288 Commissioner St., Johannesburg. Tel: (11) 24-7941. Cable: PHONOSOUND. Telex: 8-0859. Chm. & Mng. Dir.: Matt Mann; Gen. Mgr.: Robbe Kallenbach.  
Int'l firms represented: Antisia (USA), Combine (USA), Leo Feist (USA), Inteworld (USA), Miller (USA), Resaca (USA), Robbins (USA), United Artists (USA).  
Int'l reps.: Australia (Festival), Belgium (Gnome, New Music), Brazil (Nova), France (Barclay), Germany (Maganze, Young), USA (Ivan Mogull).  
Contagious Music (Pty.) Ltd. (SAMRO), 288 Commissioner St., Johannesburg. Tel: 24-7911. Telex: 8-0859. Mng. Dir.: Chris Kritzing.  
Int'l firms represented: Australia (Image), Canada (Joe Allen).

De Phon Music (Pty.) Ltd., see Jo'Burg.  
Disc Jockey Music, 26 Nicholson St., Denver, Johannesburg. Tel: 25-8158. Mgr.: Robert Schroder.  
E M I-Brigadiers Music (Pty.) Ltd. (Dalro, NORM, SAMRO), 32 Steele St., Steeledale, Johannesburg 2001. Tel: (11) 618-3900. Cable: ABEEMUSIC. Telex: 87409. Mng. Dir.: Albie S.J. Venter, Clive Kelly; Gen. Mgr.: Andre Viljoen; Prof. Mgr.: Joo Nofa.  
Int'l firms represented: Accord (Germany), J. Albert & Son (Australia), Anagon (Netherlands), Ardmore & Beechwood (Belgium), Beechwood (Canada, Mexico, USA), Big Pig (UK), Big Seet (UK), Castle (Australia), Chibell (UK), Crusty (UK), Dawson's Cove (USA), EMI (UK), EMI Int'l (Denmark, France, Germany, Greece,

Norway, Sweden, Switzerland), Ego (Spain), Francis Day (France, Germany, UK), Ginger Street (UK), Goldhill (USA), Gnososs (USA), Heart's Delight (USA), Itaipu (Brazil), Kipahula (USA), Kiss Songs (USA), Middle Road (UK), Milk Money (USA), Mother Goose (UK), Our (UK), Owepar (USA), Queen (UK), Rebel (UK), Red Bus (UK), Rolling Stones (UK), Saturday (USA), Screen Gems-Colgems (USA), Screen Gems-EMI (UK, USA), Silver Dagger (USA), Stephen Stills (USA), Toshiba-EMI (Japan), Velvet Apple (USA), Veronica (Netherlands), Voce del Padrone (Italy).

Int'l reps.: Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (Itaipu), Canada (Beechwood), Denmark (EMI), France (Pathe Marconi), Germany (Accord), Italy (Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon), Spain (Ego), Sweden (EMI), UK (EMI), USA (Beechwood/Marshall & Morris).

Essex Music Group (Pty.) Ltd., PO Box 6857, CNA Bldg., Suite 508, Commissioner & Rissik Sts., Johannesburg. Tel: (11) 838-7781. Cable SEXMUS. Mng. Dir.: Kevin J. O'Hara.

Flying Dutchman (Pty.) Ltd., see Jo'Burg.  
Francis Day SA (Pty.) Ltd. (SAMRO, SARRAL), PO Box 10013, Johannesburg. Tel: (11) 23-4492. Mng. Dir.: G.R. Hardie.

Gallo Music (Music Publ'g Co. of Africa Pty. Ltd.), PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 37-4303. Cable MUSIPUB. Telex: 8-0153. Pres.: Peter Gallo; Gen. Mgr.: John Edmond; Prof. Mgr.: Gino Gallo; Prof. Ass't. Willie Thabathe; Int'l Co-ord.: Noreen Tuffs.  
Int'l firms represented: Braintree (USA), Briarpitch (USA), Brew (USA), Burlington-Palace (UK), Caymen (USA), Charliz (USA), Chinnichap (UK), Chrystals (UK), Cissi (USA), Compass (USA), Damit (USA), Danor (USA), Walt Disney (USA), Doors (USA), East Memphis (USA), Island (UK), Jasperilla (USA), Lady Jane (USA), Heath Levy (UK), Little Dickens (USA), Louvigny-Marguee (UK), Magnet (UK), McCartney (UK), Marksman (UK), Meevs/Martin-Coulter (UK), Johnny Nash (USA), Newtown Sound (UK), No Exit/Rear Exit (USA), Pink Floyd (UK), RAK (UK), Rondor (USA), Cyril Shane (UK), Shilelagh (USA), Skyhill (USA), Spitfire (USA), 20th Century (USA).

Golden Music, see Laetrec.  
Goldrush Music, see Angela.  
Gwongsons (Pty.) Ltd., see Jo'Burg.  
Impala Music Co., see Gallo.  
Intersong (Pty.) Ltd., PO Box 10678, Johannesburg 2000. 132 Kerk St., Johannesburg 2001. Tel: (11) 22-0626. Cable BELINDSONG. Telex: 8-0153. Mng. Dir.: David G. Fine; Gen. Mgr.: Art Heatie.  
Int'l firms represented: Abigail (Australia, UK), Angel Parker (UK), CAM (USA), Carlin (UK), John Carter (UK), Chappell (worldwide), Hill & Range (USA), Intersong group (worldwide), Penjane (Australia), RSO (UK, USA), Rocket (UK).  
Int'l reps.: Worldwide (Chappell, Intersong).

Jill Music (Pty.) Ltd., see Contagious.  
Jo'Burg Music (Pty.) Ltd. (SAMRO), Scotch Corner, 1st fl., Rocky St., Bellevue, Johannesburg. Tel: 648-1244. Cable: ESPACEDES. Mng. Dir.: Ernest Schroder; Gen. Mgr.: Patric van Blerk.  
Int'l firm represented: Muscle Shoals Sound (USA).  
Int'l reps.: USA (Americana Cafe, Cosbe, No Exit, Ricks Music).

Joint Music (Pty.) Ltd., see Jo'Burg.  
Edward Kassner SA Pty. Ltd., see Southern  
Laetrec Music Ltd. (SAMRO), PO Box 4105, Johannesburg. Tel: 618-4113. Mng. Dir.: J.R. M. Tostee.  
Int'l firms represented: ABC/Dunhill Music Inc. (USA), American Broadcasting Music (USA), Back Road (USA), Blue Ribbon/Tristan (UK), Blue Seas (USA), Broken Bird (USA), Broken Arrow/Silver Fiddle (USA), Canopy (USA), Casa Davis (USA), C'est (USA), Charing Cross (USA), Cirrus (USA), Cottilion (USA), Crazy Crow (USA), De Schuffin (USA), Don (USA), Duomo (Italy), Durium (Italy), EMP (Canada), Ganga (Netherlands), Gwring Room/Thin Ice (USA), Bobby Goldsboro (USA), Gopam (USA), Guerilla/Staysail (USA), House of Gold (USA), Hungry Mountain (USA), Jac (USA), Jobete (USA), Keca (USA), Kirshner (USA), Lambert & Potter (USA), Joni Mitchell (USA), Morning (Canada, USA), Natural Songs (USA), New Hidden Valley (USA), Nimbus Nine (USA), One of a Kind (USA), Pattern (UK), Prophet (USA), Quackenbush (USA), RCA (Germany, Italy, Spain), Paul Simon (USA), Siquomb (USA), Stonebridge (USA), Tallyrand (USA), Time (USA), Touch of Gold (USA), Warner Bros. (worldwide), White Oak Songs (USA).

Int'l reps.: Worldwide (Arrow Edelstein Gross & Margolis) except Australia (Associated), Canada (Morning), Leeds Music (Africa) (Pty.) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Telex: 8-0153. Pres.: Eric Gallo; Gen. Mgr.: Lisa Hogarth; Personal Ass't.: Sandra Smith.  
Int'l firms represented: ATV, Cuckoo Music, Tony Hiller, Dick James, Leeds, MAM, MCA, Northern Songs, Tic Toc.

Lions Head Music Pty. Ltd., see Gallo.  
Magic Music, see Laetrec.  
Mavuthela Music Co. (Pty.) Ltd., see Gallo.  
Mellin Music (Pty.) Ltd., 32 Steele St., Steeledale, Johannesburg 2000. Tel: (11) 618-3900. Cable SOUNDBOX. Telex 87409. Mng. Dir.: Andre Viljoen.  
Int'l firms represented: Robert Mellin, Sherwin (both UK).

Melody Music (Pty.) Ltd., see Gallo.  
Ivan Mogull Music (South Africa) (Pty.) Ltd., PO Box 6857, CNA Bldg., Suite 508, Commissioner & Rissik Sts., Johannesburg. Tel: (11) 838-7781. Cable SEXMUS. Mng. Dir.: Kevin J. O'Hara  
Mpumelelo Music, see WEA.  
Musicpiece Publ'rs (Pty.) Ltd. (NORM, SAMRO), Auction House, 2nd Fl., 111 Fox St., Johannesburg 2001. Tel: (11) 833-1486. Cable SAGITTARIUS. Mng. Dir.: Clive Calder; Dirs.: Ralph Simon, Nat Bregman, Ron Schiff, Peter Vee; Gen. Mgr.: Pat Challis.  
Int'l firms represented: Black Sheep (USA), Cam-AI

(USA), Creole (USA), Gambi Ben Ghazi (USA), Grade & Lynton (USA), Heathside/Logo (USA), Hush (UK), Jama (USA), Ladysmith (UK), M&M (UK), Macauley (UK), Nada (Netherlands), New Acme (Canada), New Dayglow (Netherlands), Noel Gay (UK), PFX (USA), Panache (UK), Sunflower (UK), Three Hats (Canada), Virgin (USA).

Int'l rep.: Switzerland & UK (Zomba Corp.).

Musica Publ'g Co. of Africa (Pty.) Ltd., see Gallo.  
Planetary-Nom (Africa) Pty. Ltd., see Gallo  
Plymouth Music (Pty.) Ltd., 32 Steele St., Steeledale, Johannesburg 2000 Tel (11) 618-3900 Cable SOUND-BOX. Telex 87409. Dir. B Papert, Gen. Mgr. Andre Viljoen

Int'l firms represented: Berry (UK), Bron (UK), Campbell Connolly (UK), Lemmel (UK), L'Illustrator Musicales (France), Manette (UK), Mason (UK), Osibisa (UK), Osibisounds (UK), Rimusic (UK), Sforzando (France), Sheila (USA)

Reveille Music (Pty.) Ltd., PO Box 9062, Silvern Centre, 3rd fl., Corner Nugget & Market Sts., Johannesburg 2000. Tel: 23-5276 Telex 84075. Mng. Dir. Audrey Smith, Gen. Mgr. Mercia Love

Int'l firms represented: ATV (USA), Big Bopper (USA), Big Heart (USA), Big Hill (USA), Bird Walk (USA), Blue Band (USA), Blue Echo (USA), Blue Melody (USA), Brougham Hall (USA), Buckhorn (USA), Comet (USA), Dixiana (USA), Enoree (USA), Equinox (USA), Folio (USA), Hall Clement (USA), Jack & Bill (USA), Joe Allen (USA), Lady Casey (USA), Lilian (UK), MC (UK), Maple Hill (USA), Meredith (USA), Mermiad (USA), Mandina (USA), Mervyn (UK), Nash Beam (USA), Return (USA), Rocksmith (USA), Sweco (USA), Sheet (USA), Silverstar (USA), Starburst (USA), Vogue (USA), War Drum (USA).

Int'l rep.: Worldwide (Ralph L. Seltzer).

Songe Music Promos (Pty.) Ltd., see Laetrec.  
Southern Music Publ'g Co. (SA) (Pty.) Ltd., 62 St. Patrick's Rd., Houghton, Johannesburg 2198. Tel 43-6053. Cable SOUTHMUSIC Dir.: G. Taylor.

Home office: USA, Peer-Southern Org

Int'l firm represented: Peer-Southern Org (USA)

Southern Sky Music, see Contagious  
Starmusic, see Angela  
Sunderkruse Musikuitgewer Maatskappy, see Southern.  
Tela Music, see Laetrec.

Tradelius, PO Box 3159, Durban 4000. Tel. (31) 63978. Cable ACCORDIO Telex 6-0389. Pres. H. Tradelius; Admin Exec. E. Rasch

Int'l firms represented: Alfred (USA), Almo (USA), Ashley (USA), Big 3 (USA), Chappell (UK, USA), Cherry Lane (USA), Columbia Pictures (USA), Hal Leonard (USA), Melbay (USA), Music Sales (UK, USA), W. Smith (USA), Warner Bros (USA)

Tree Music (South Africa) Pty. Ltd., see Leeds.  
Valentine Music (SA) Co., see Reveille.  
W E A Music (Pty.) Ltd., 16 St. Andrews Rd., Parktown, Johannesburg 2001. Tel 643-3141 Telex 89413. Mng. Dir. Derek Hannan.

Int'l rep.: USA (Warner Bros. Music)

Yackamo Music (SAMRO), PO Box 626, Johannesburg 2000. Tel (11) 21-5029. Cable DAVEGRESH. Telex 8-3645. Chm & Mng Dir. David Gresham; Dir. & Gen. Mgr. Allan Goldswain

Int'l firm represented: State (UK).

Int'l rep.: UK (State)

## sheet music jobber/supplier

Tradelius, PO Box 3159, Durban 4000. Tel. (31) 63978. Cable. ACCORDIO Telex 6-0389. Pres. H. Tradelius. Admin Exec. E. Rasch

## services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of the Southern African Phonographic Ind (ASAPI), PO Box 5411, Johannesburg. Tel (11) 618-3900. Sec'y-Treas. W.F. Fraser

S A C P A C (South African Co-ordinating Performing Arts Council), PO Box 566, Pretoria.

Southern African Record & Tape Dist. Ass'n, PO Box 8213, Johannesburg. Tel (11) 618-3900 Telex 87409. Sec'y-Treas. W.F. Fraser

### DESIGN & ARTWORK

Space & Design, Scotch Corner, 1st fl., Rocky St., Bellevue, Johannesburg. Tel 648-1244. Cable ESPACEDES. Mng. Dir. Charles Coetzee

The Turntable (Pty.) Ltd., Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel (11) 21-1471 Telex 83919. Pres. Sol Marks, Gen. Mgr. Bea Marks, Sales Mgr. K.H. Marks

### LICENSING ORGANIZATIONS, MUSIC

N O R M (National Org. for Reproduction Rights in Music in Southern Africa Ltd.), PO Box 4378, Johannesburg 2000. Tel (11) 23-8757. Chm. George Hardie, Sec'y. Kathleen Webb

S A M R O (South African Music Rights Org. (Ltd.)), PO Box 9292, SAMRO House, De Beer & Juta Sts., Braamfontein, Johannesburg. Tel 725-1425. Cable ADISUM. Mng. Dir. Gideon Roos (Performing rights only)

S A R R A L (South African Rec'g Rights Ass'n Ltd.), PO Box 4378, Johannesburg. Tel (11) 23-8757. Mng. Dir. G. R. Hardie (Mechanical rights only).

### PLATING, PROCESSING & PRESSING PLANTS

E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg. Tel (11) 618-3900. Cable SOUND-BOX. Gen. Mgr. E. Cumings

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel (11) 28-2400. Cable GALLOTONE. Pres. David Fine. (Pressing only)

M V N Rec. Pressings (div. of Teal Rec. Co.), PO Box 6639, Johannesburg 2000; Television Centre, Blairgowrie, Randburg. Tel 48-5647. Cable DECIBEL. Telex 8-0312. Mng. Dir. A.G.D. Anderson (Pressing only)

### PRINTERS & LITHOGRAPHERS

E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg. Tel (11) 618-3900. Cable SOUND-BOX. Gen. Mgr. E. Cumings  
Interpak (Pty.) Ltd., 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel. (011) 58-8900. Cable INPAKOR. Dir. R.C. Horwitz; Sales Mgr. D. Sandler

### RECORD PROMOTION

Entertainment Mktg. Mgmt. (Pty.) Ltd., Auction House, 2nd fl., 111 Fox St., Johannesburg 2001. Tel (11) 833-1486. Cable SAGITTARIUS. Mng. Dir. Clive Calder, Dirs. Ralph Simon, Nat. Bregman, Dir. & Gen. Mgr. Peter Snyman

The Turntable (Pty.) Ltd., Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel (11) 21-1471 Telex 8-3919. Pres. Sol Marks, Gen. Mgr. Bea Marks, Sales Mgr. K.H. Marks

### TAPE CUSTOM DUPLICATORS

Disc Jockey Music Co. (Pty.) Ltd., 26 Nicholson St., Denver, Johannesburg. Tel 25-8158. Mng. Dir. Tommy Lennon, Gen. Mgr. Ken Talbot; Sales Mgr. Leste Chadwick

Audio: 8-tr., cassette  
E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg. Tel (11) 618-3900. Cable SOUND-BOX. Gen. Mgr. E. Cumings

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel (11) 28-2400. Cable GALLOTONE. Pres. David Fine

M V N Pressings (div. of Teal Rec. Co.), PO Box 6639, Johannesburg 2000; Television Centre, Blairgowrie, Randburg. Tel 48-5647. Cable DECIBEL. Telex 8-0312. Mng. Dir. A.G.D. Anderson  
Audio: 8-tr., cassette

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel (024) 25839. Chief Exec. Geoff Carmien.

Audio: Cassette  
Newtronics (Pty.) Ltd., PO Box 23, Parow Valley, Cape Town 7503. Tel (21) 93-5187. Cable JAGPLA. Telex 576029

Audio: Cassette  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ cartridge, 1/2" VCR cassette.

Trutone Inds. (Pty.) Ltd., 24 Steele St., Steeledale, Johannesburg. Tel (11) 869-1321. Telex 8-0153. Mng. Dir. David G. Fine, Gen. Mgr. Michael Davimes  
Audio: Cassette

## supplies

### CARTRIDGE & CASSETTE PARTS

Newtronics (Pty.) Ltd., PO Box 23, Parow Valley, Cape Town 7503. Tel (21) 93-5187. Cable JAGPLA. Telex 576029.

Audio: Cassette  
Trutone Inds. (Pty.) Ltd., 24 Steele St., Steeledale, Johannesburg. Tel 869-1321. Mng. Dir. David G. Fine, Gen. Mgr. Michael Davimes  
Audio: Cassette boxes, lids & halves

### EMPTY CARTRIDGES, CASSETTES & REELS

Newtronics (Pty.) Ltd., PO Box 23, Parow Valley, Cape Town 7503. Tel (21) 93-5187. Cable JAGPLA. Telex 576029.

Audio: Cassette  
Brand name: FTI  
Trutone Inds. (Pty.) Ltd., 24 Steele St., Steeledale, Johannesburg. Tel 869-1321. Mng. Dir. David G. Fine, Gen. Mgr. Michael Davimes  
Audio: Cassette

### JACKETS & SLEEVES LABELS

Interpak (Pty.) Ltd., 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel. (011) 58-8900. Cable INPAKOR. Dir. R.C. Horwitz; Sales Mgr. D. Sandler

### TAPE, RAW & BLANK LOADED

Agfa-Phoro (Pty.) Ltd., PO Box 1366, Wrench Rd., Isando, Johannesburg. Tel 36-2811. Telex 437936

Audio: Blank—compact-cassette open reel  
Brand name: Agfa Gevaert  
E A C Phototec, PO Box 9996, Johannesburg 2000

Audio: Raw—cassette, broadcast, studio  
Video: Cassette, open reel

Brand name: Agfa-Gevaert  
B A S F South Africa (Pty.) Ltd., PO Box 11337, 68 Fifth St., Albertville 1, Johannesburg 2000. Tel 673-3040. Cable SABASF. Telex 80304. Sales Mgr. Mr. Muelter

Audio & Video: Cassette, open reel.  
Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel (024) 25839. Chief Exec. Geoff Carmien.

Audio: Cassette  
Brand name: Fun Time Int'l  
Newtronics (Pty.) Ltd., PO Box 23, Parow Valley, Cape Town 7503. Tel (21) 93-5187. Cable JAGPLA. Telex 576029

Audio: Cassette  
Video: 1/2" VCR cassette, 3/4" cassette  
Brand name: FTI

## accessories distributors

Newtronics (Pty.) Ltd., PO Box 23, Parow Valley, Cape Town 7503. Tel (21) 93-5187. Cable JAGPLA. Telex 576029

product: Tape carrying & storage cases, leader & splicing tape

The Turntable (Pty.) Ltd., Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel (11) 21-1471 Telex 8-3919. Pres. Sol Marks, Gen. Mgr. Bea Marks, Sales Mgr. K.H. Marks

Product: Carrying & storage cases, catalog servs. cleaners, cloths, brushes, 45 rpm adapters, needles

## store fixtures & merchandising aids manufacturer

The Turntable (Pty.) Ltd., Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel (11) 21-1471 Telex 83919. Pres. Sol Marks, Gen. Mgr. Bea Marks, Sales Mgr. K.H. Marks

Product: Record & tape divider cards

## SPAIN

Population: 36,500,000

Rate of exchange: \$1 (US) = 80 pesetas

Per capita income: \$5,500

No. of homes with record players: 2,400,000

Holidays: January 1 (Circumcision of the Lord), January 6 (Epiphany), March 19 (St. Joseph Day), May 1 (Labor Day), July 25 (St. James Day), August 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25 (Christmas), other Christian holidays

### RECORDS:

Records sold domestically including imports (retail value):

LP's 1977—11,600,000 units, \$49,375,000.  
1976—10,000,000 units, \$43,750,000. Singles 1977—13,000,000 units, \$19,500,000. 1976—14,000,000 units, \$17,500,000

Records, record blanks & pre-recorded media imported from USA: 1977—\$760,130

Average retail price per record: LP's—\$2.81-\$7.37. Singles—\$1.12-\$1.87

Stereo sales: 99% of total

Record club sales: 9% of total

Discounting: Rare  
Type of distribution: Manufacturer-to-wholesaler-to-retailer (20%), manufacturer-to-retailer (77%), rack jobbing (3%)

Type of promotion: Promotion is made through the press (5%), radio (60%), television (30%), discotheques (4%), other (1%)

Jukeboxes: 15,000

### TAPE:

Market: Due to increased sales of car cassette units and a line of low-priced cassettes, the cassette market is widening its lead over LP's in both unit and dollar volume. 8-tr. is declining due to expensive equipment and the difficulty of purchasing cartridges

Pre-recorded tape sold domestically including imports (retail value): 8-tr. 1977—300,000 units, \$1,250,000. 1976—600,000 units, \$2,875,000. Cassette 1977—16,500,000 units, \$6,000,000. 1976—12,400,000 units, \$47,125,000

Average retail price per tape: 8-tr. \$6.25-\$8.12, cassette—\$2.50-\$7.50

### RADIO STATIONS:

No. of commercial 341, no. of government 60, no. of AM 190, no. of FM 211

Comment: Programming is broken down into music (60%), news (20%), amusing (10%) and theatre (10%). Music programming is further broken down into popular (70%), folk and flamenco (20%), classical (8%), jazz (2%), with 95% recorded and 5% live

### TELEVISION STATIONS:

No. of channels 2.

Comment: Programming is broken down into films (40%), cultural (20%), news (20%), sports (10%), children's programs (7%) and musicals (3%).

### IMPORT/EXPORT REGULATIONS:

Record & tape exportation is free. Record importation requires special import licenses. Therefore, it is cheaper to manufacture than to import, as the special import licenses involve high customs taxes. Rafael Revert

## record & tape manufacturers/distributors/importers

Accion, see Productora de Grabaciones

Alhambra, see Columbia

Alondra, see Ekipo

Als 4 Vents, Trafalgar 78, 1st fl., Barcelona 10. Tel (93) 317 42 63. Gen. Dir. Angel Fabregues Morla

Labels: (Owned) Als 4 Vents, Barlovento, Cactus, Diabol, Dido, Ete, Tic

Ambar, see Gramusic

- Apolo Recs., Mascaro 23, Barcelona 32. Tel (91) 236-6169. Chief Exec. Angel Fabregues Morla  
**Labels:** Draps, Parda  
 Archiv, see Polydor  
 Arco Iris, see Mayo  
 Ariola, see Ariola-Eurodisc  
 Ariola-Eurodisc SA (IFPI), Calle Aragon 204, 4th fl., Barcelona 11 Tel (93) 254-9805 Cable HISPARIOLA Telex 52771 Mng. Dirs. Alberto Serra, Ramon Serra, Sales Mgr. Antonio R. Ibanez, Promo Dir. Luciano Fuentes, Admin. Dir. Emilio Pere. Co-ord. Helmut Neuhaus, Int'l Div. Jose Eduardo Luzardo  
**Branch:** Madrid 10, General Martinez Composita, 1st fl Tel (91) 447-4026 Telex 23537  
**Labels:** **(Owned)** Ariola, Baccarola, Eurodisc, Vergara **(licensed)** Ariola America (USA), Blue Note (USA), Bronze (UK), Caroline (UK), Casablanca (USA), Chrystal (UK), Island (UK), Manticore (UK), Mericana (USA), Motown (USA), Salsoul (USA), Sunset (USA), United Artists (USA), Virgin (UK)  
**Int'l reps.:** Argentina (RCA), Bolivia (Lauro & Cia), Central America (Didca), Chile (IRT), Colombia (Sonolux), Dominican Republic (Discomundo), Ecuador (Fadisa), Mexico (Ariola Mexico-Discolibro), Peru (FTA), Portugal (Phonogram), Uruguay (APSA), USA (Ariola American-Mericana), Venezuela (Cordica)  
 Artynon, see Discophon  
 Atia Ingenieros SA, Enrique Larreta 10 & 12, Madrid 16  
**Label:** **(Represented)** Sheffield Lab. (USA)  
 Audis, see CIMASA  
 Audiomundo, see Portadores  
 Auví SA (Ed. de Audio/Visuales SA), Ronda General Mitre 233, Barcelona 6 Tel (93) 217-7906 Dir. Alfonso R. Serra, Sales Mgr. Joaquin Gomez  
**Labels:** **(Owned)** Auví, Liceo, Tipi, **(licensed)** Charly (UK), Deesse (France), Splash (UK), **(distributed—not licensed)** Baby (Italy), Gicipi (Switzerland), Michael Holm (Germany), MPA (Switzerland)  
 B & F Ents., Jose Martinez Velasco 8, Madrid 30 Tel (91) 273-2467 Mng. Dir. Mir. Platon (Importer/Exporter)  
 Baccarola, see Ariola-Eurodisc  
 Barlovento, see Als 4 Vents.  
 Barnafon, see Zafiro  
 Belter SA (Discos) (IFPI), Calle Gomis 1, Barcelona 23. Tel (93) 211-5500 Cable BELTERDISC Telex 51259 Mng. Dir. Francisco Roses, Dir. Gabriel Orfila, Int'l Dir. Antonio Figueiredo, Int'l Mgr. Danielle Jahneke  
**Branch:** Madrid, Arroyo Teatinos 40, Poligono Ind'l Coslada Tel (91) 671-4716/4650 Cable BELDISC Telex 42065  
**Int'l branch:** Portugal  
**Labels:** **(Owned)** Belter, Impacto, Ocre, Olivo, Olympo, Sauce Int'l, **(licensed)** Durium (Italy), PPK Int'l (USA), Peerless (Mexico), Penny Farthing (UK), Pickwick Int'l (UK), Pye (UK), **(distributed—not licensed)** Ensayo  
**Int'l reps.:** Argentina (Sicamericana), Australia (Carnia), Chile (Quatro), Colombia (CBS—Belter, Codiscos—Impact & Olympo), Ecuador (Coprodisa), Mexico (Ariola Disco-Libro—Belter, Peerless—Olympo), Nicaragua (Sonido), Panama (Fonodiscos), Peru (IEMPSA), Switzerland (Finsterwald & Cantacuzene), Turkey (Z Plakclik), UK (Continental), USA (Alhambra), Venezuela (Suramerica) (SEE ADVERTISEMENT)  
 Benzo Recs., Esparteros, Madrid 12. Tel (91) 221 55 66  
 Beverly, Cea Bermudez 53, Madrid 3. Tel (91) 243-0800 Pres. Antonio Navarro, Gen. Mgr. Jose Garcia Fraile, Artistic Dir. Javier Irturalde  
**Labels:** **(licensed)** Akanta, Contagious Time, Gas, Show-Caxa, Pickwick  
 Bilbao Trading SA Import-Export, Marques del Puerto 9, Bilbao 8. Tel (94) 415-5255 Cable VELLIDOMUSIK Telex 31351 Gen. Mgr. Ramon A. Rodamilans, Sales Mgr. Jose A. del Campo (Distributor/Importer/Exporter)  
**Label:** **(Distributed—not licensed)** Music Minus One (USA)  
 Bocaccio, see Compania Fonografica Espanola & Zafiro  
 C A M Espana SA, Calle Emilio Mario 8, Madrid 2. Tel (91) 416-7558/7612/7654 Telex 23955 Mng. Dir. Giuseppe Lullí  
**Home office:** Italy  
 C B S SA (Discos), Av. del Generalísimo 25, 9th fl. Madrid 16 Tel (91) 455-3845/4026 Cable COLRECORD Gen. Mgr. Tomas Munoz, Sales Mgr. Roberto Navarro  
**Branch:** Barcelona, Tuset 19-21, 2nd fl. Tel (93) 227 31 43  
**Labels:** **(Owned)** CBS, **(licensed)** Blue Sky (USA), CGD (Italy), Lifesong (USA)  
**Int'l reps.:** Worldwide (CBS Int'l)  
 C I M A S A (Compania Industrial de Materiales Acusticos SA), Valllehermoso 14, Madrid 15 Tel (91) 448 22 00/04/08  
**Label:** **(Owned)** Audis  
 Cabra, see Edigsa  
 Cactus, see Als 4 Vents.  
 Camden, see RCA  
 Cancela Tape, see Zafiro  
 Canigo, see Sayton  
 Capitol, see EMI-Odeon  
 Carillon, see Euterpe  
 Carnaby, see Columbia  
 Caudal, see Zafiro  
 Chapa, see Compania Fonografica Espanola & Zafiro  
 Circulo del Cassette SA, Valencia 70, 2nd fl., Barcelona 15 Tel (93) 243-8394 Admin'r. Pablo Lopez Balada, Gen. Mgr. Maria C. Cunado, Contact. Eduardo Jorge Becares  
 Circulo de Lectores (Club de Discos) SA, Valencia 344, Barcelona 9 Tel (93) 258 76 00 Cable CILEC Dir. Juan Maymo  
**Labels:** **(Owned)** Orlador, Pergola  
 Clave, see Hispavox  
 Clavel, see Portadores  
 Columbia SA (Discos), Apdo 2299, Av. de los Madronos 27, Parque del Conde Orgaz, Madrid 33. Tel (91) 200-8040 Cable DISCOLUMBIA Telex 44316 Pres. Aurora Inurieta, Mng. Dir. Enrique Inurieta, Gen. Mgr. Enrique M. Garea, A&R Mgr. Manuel de la Calva, Musical Dir. Jose Luis Navarro, Mktg. Mgr. Antonio



bique (Radio Triunfo), Netherlands (Negram), New Zealand (Festival), Nigeria (Phonogram), Peru (El Virrey), Portugal (Radio Triunfo), Turkey (Grunberg Ticaret), Scandinavia (Polydor), Singapore (Phonogram), South Africa (Gallo), Switzerland (Finsterwald & Cantacuzene), UK (A&M, Warner Bros., etc.), USA (Caytronics, Musical Heritage, Warner Bros., West Side Latino, Vox, etc.), USSR (Melodiya), Uruguay (Palacio de la Musica), Venezuela (Disco de Moda), Yugoslavia (RTB), Zaire (Phonogram) (SEE ADVERTISEMENT)

Iberia, see Columbia  
 Impacto, see Belter  
 Inici, see Discophon  
 J.L.A., see Fono-2  
 Kardantxa, see Movieplay  
 Liceo, see Auvi  
 Lmoiro, see Dial  
 Lord Pop, Ferrer del Rio 33, Madrid 28  
 M.F.P., see EMI  
 M.G.M., see Polydor  
 Marifer SA (IFPI), Paseo de la Virgen del Puerto 7, Madrid 5 Tel (91) 265-7800 Gen Mgrs Emilio Fernandez, Antonio Martinez, Sales Mgr Vicente Jimenez, Int'l Mgr Jose L. de Andres  
**Labels: (Owned)** Marifer, Succes Trama Turquesa (licensed) Arrowtaps (UK), Everest (USA), Pyramid (USA), Record Serv (Italy), Roulette (USA), Springboard (USA), Tuncaphon (Switzerland), Vox (USA)  
**Int'l reps.:** Colombia (Sonolux), Costa Rica (Onda Nueva), Dominican Republic (Distribuidora Dominicana), Germany (Bellaphon), USA (Godell), Venezuela (Discorona)  
 Mayo Fonografica SA, Rosellon 77, Barcelona 15 Tel (93) 321 02 50, 250 45 00, Cable MAYOFON,  
**Branches:** Alicante, Italia 14, Tel 22 27 77 —Bilbao, Ledesma 6 Tel 21 78 93—Madrid, P de la Habana 64 Tel (91) 250 21 89—Oviedo, M Alvarez 4 Tel 22 07 18—Seville, Padre Damian 3 Tel (954) 27 92 01—Valencia, Garrigues 1 Tel (963) 21 33 96  
**Labels: (Owned)** Arco Iris, Mayo, Seleccion Temple (represented) King (Japan), Vogue (Belgium)  
 Mediterraneo SA, Tierra de Barros 4, Poligono Ind'l de Coslada, Madrid Tel (91) 671-4512 Gen Mgr Juan Santabaya  
**Branch:** Barcelona 6, Tuset 34 Tel (93) 227-1493  
**Labels: (Owned)** Mediterraneo, (licensed) ABC (USA), ABC / Blue Thumb (USA), ABC / Command (USA), ABC / Impulse (USA), ABC / Westminster (USA), Anchor (UK), Gull (UK), Hexagone (France), Nems (UK), Shelter (USA)  
**Int'l rep.:** Portugal (Movieplay)  
 Mercury, see Fonogram  
 Montilla, see Zafiro  
 Movieplay SA (IFPI), Tierra de Barros 4, Poligono Ind'l de Coslada, Madrid Tel (91) 671-4512 Gen Mgr Juan Santabaya, Ass't Gen Julio Fernandez-Cueto, Sales Mgr Rafael Morillo, A&R Mgr Alvaro Nieto, Promo & Pub Mgr Carlos Casale, Int'l Mgr Juan C. Cifuentes

**Branch:** Barcelona 6, Tuset 34. Tel (93) 227-1493  
**Int'l branch:** Portugal  
**Labels: (Owned)** Gong, Kardantxa, Movieplay, Xeira, Yupy, (licensed) Alshire (USA), Arito (Cuba), Barclay (France), Chiswick (UK), Condor/Dicap (France) Egg (France), Everest (USA), Guide Int'l Du D'sque (France), Hemisferio (Argentina), Intercord (Germany), Joker (Italy), Melody (Mexico), Orfeon (Mexico), Saar (Italy), 20th Century (USA)  
**Int'l reps.:** Argentina (CBS), Australia (Festival) Austria (Intercord), Canada (Caytronics), Costa Rica (Dideca), Dominican Republic (Alhambra), El Salvador (Dideca), France (Barclay, Chant du Monde, Sofrason), Germany (Intercord), Guatemala (Dideca), Honduras (Dideca), Italy (Durium, FMA), Japan (Toshiba), Mexico (Melody), Netherlands (CNR, Phonogram), Nicaragua (Dideca), Switzerland (Evasion), Turkey (Ozerman), Uruguay (CBS), USA (Alhambra, Caytronics), Venezuela (Grabaciones Mundiales) (SEE ADVERTISEMENT)

Nevada, see Dial  
 Novola, see Zafiro

Ocre, see Belter  
 Odeon, see EMI-Odeon  
 Oliba, see Edigsa  
 Olivo, see Belter  
 Olympo, see Belter  
 Opalo, see Productora de Grabaciones  
 Orlado, see Circulo de Lectores

P.D.S., see Portadores de Sonido  
 Palobal SA, Ingenieros Hermanos Granda 30, Madrid 22 Tel (91) 205 07 91 Pres Pablo Lopez Balada, Mng Dir Mari Carmen Cunado, Gen. Mgr Juan Salva Valls, Sales Mgr Julio Lopez Betrian  
**Labels: (Owned)** Palobal, (licensed) America (France), Durium (Italy), Festival (France), Musidisc (France) PPX (USA), Pickwick (UK), Springboard (USA), Victor (Japan).  
 Pardal, see Apolo  
 Pathe, see EMI-Odeon  
 Pax (IFPI), Enrique Jardiel Poncela 4, Madrid 16 Tel (91) 250-5310 Cable DISCOPAX Dir Jose M Burgos Gonzalez, Dir Catalina Jaume  
 Pebrots, see Edigsa  
 Pergola, see Circulo de Lectores  
 Philips, see Fonogram  
 Phonic SA, Calle Madrazo 14, 3rd fl., Barcelona 6 Tel (93) 228-0905, Gen Mgr Jorge Doncos, Sales Mgr Angel Torner, Promo Mgr Luis Quintana  
**Labels: (Owned)** Diplo, Documento, Ebano, Selector, Sound, Streak, (licensed) Arrowtaps (UK), Beatt Int'l (UK), Creole (UK), Locomotive (France), Versatile (USA)  
 Phonorecord, Cuesta de Santo Domingo, Madrid 11 Tel (91) 241-0509 0580 Dir Maximo Baratás  
 Pleno, Eduardo Dato 21, Madrid 10 Tel (91) 410 08 36  
 Polydor SA (IFPI), Agastia s/n, corner of Av. de America, Madrid 27 Tel (91) 407-3100 Telex 22849 Mng Dir Mariano de Zuniga, Gen Mgr Saul Tagarro, Div Mgr Juan Manuel Romero

**Branch:** Barcelona 9, Bruch 136 Tel (93) 258-1587  
 Contact Antonio Rovira  
**Labels: (Owned)** Archiv, DGG, Heliodor, MGM, Polydor, Polyphon, Triumph, Verve, (licensed) Barn (UK), Capricorn (USA), Cube (UK), MN (France), Oyster (USA), Pablo (USA), Phil Spector (UK), RSO (USA), Ring-O (UK), Spring (USA)  
 Polyphon, see Polydor  
 Poplandia, see Compania Fonografica Espanola & Zafiro  
 Portadores de Sonido SA, Hortaleta 118, Madrid 4 Tel (91) 419 94 72 Gen Mgr J.M. Esteban Mansilla  
**Labels: (Owned)** Audiomundo, Clavel, P.D.S. (licensed) Beatt (UK), Charly (France), Magnet (Switzerland)  
 Presa, Av del Generatissimo Franco 463 bis Barcelona 11 Tel (93) 321 72 41  
 Productora de Grabaciones SA, Jorge Juan 21 Madrid 1 Tel (91) 275 52 17  
**Labels: (Owned)** Accion, Opalo, (represented) Black Jazz (USA), Evasion (Switzerland), Motors (France) Ovation (USA), Saravah (France), Somethin Else (France)  
**Int'l reps.:** Argentina (Pagoda), Austria (Metronome), Belgium (Vak), Brazil (Top Tapp), Central America (Indica), Chile (IRT), Colombia (Sonora), Ecuador (Ifesa), France (Disc AZ, Box Office, Hexagone), Germany (Finger, Metronome), Italy (Carosello), Mexico (EMI-Capitol Tizoc), Netherlands (Dureco, Metronome), Peru (IEMPSA), Scandinavia (Metronome), Uruguay (Palacio), Venezuela (Promus)  
 Pupert, see Zafiro  
 Puzzle, see Zafiro  
 R.C.A.S.A., Dr. Fleming 43, Madrid 16 Tel (91) 457-4600 Gen Mgr. Alberto Gaites, A&R & Int'l Liaison Ernesto Duarte  
**Branches:** Barcelona, Bilbao, Seville, Valencia  
**Labels: (Owned)** Camden, RCA, RCA Red Seal, Victrola, V.K. (licensed) CAM, Especial, Fonat, GMA, GTA, Microfon, Musimar  
**Int'l reps.:** Worldwide (RCA) (SEE ADVERTISEMENT)  
 Reflejo, see EMI-Odeon  
 Regal, see EMI-Odeon  
 Sauce Int'l, see Belter  
 Sayton SA, Gran Via de Carlos III 17-19, Barcelona 14 Tel (93) 230 31 04  
**Labels: (Owned)** Canigo, Happyband, Sayton  
 Seleccion, see Mayo  
 Selector, see Phonic  
 Singleton Prod'ns, Via Augusta 59, Desp 805, Barcelona 6 Tel (93) 228-3800, Telex 54015 Owner William H Singleton, Sales Mgr. Manuel Marti  
**Label: (Owned)** Vampire  
 Sintonia SA (IFPI), Vallehermoso 32, Madrid 15 Tel (91) 445-8678/6465 Gen. Mgr Bartolome Espadale  
 Sound, see Phonic  
 Spiral, Gomis 42, Barcelona 6 Tel (93) 211 22 04  
 Streak, see Phonic  
 Subur, see Ekipo  
 Succes, see Marifer  
 Temple, see Mayo  
 Tic, see Als 4 Vents

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Turquesa, see Marfer  
Unic, see Ekipo  
Vampire, see Singleton  
Vergara, see Ariola-Eurodisc  
Vertigo, see Fonogram  
Verve, see Polydor  
Victrola, see RCA  
Vik, see RCA  
La Voz de Su Amo, see EMI Odeon  
Wah-Wah Producciones Discograficas, Ventura Rodriguez 4, Madrid 8 Tel (91) 242-1533 Pres Ricardo Manzanares (Importer/Exporter)

Xeira, see Movieplay  
Xistral, see Edigsa  
Yuppy, see Movieplay  
Zafiro SA (IFPI), Apdo 14177, Campomanes 10, Madrid 13 Tel (91) 241-5004/2681 Cable ZAFIRO Telex 22690 Mng Dir Esteban Garcia Morencos, Gen. Mgr Antonio Ortega, Sales Mgr Jose Sagu-Vela, Int'l Mgr Angel Prieto, Int'l Co-ord Sec'y Alida Genta  
**Labels: (Owned)** Barnafon, Canceled Tape, Caudal, Difescio, Montilla, Novola, Puput, Puzzle, Zafiro, (licensed) Cetra (Italy), DJM (UK), Font (Italy), Janus (USA), Musart (Mexico), Satril (UK), Sutton Miller (USA), **(distributed—not licensed)** Bocaccio, Chapa, Explosion, Poplandia, Transatlantic (UK)  
**Int'l reps.:** Argentina (Phonogram), Colombia (Orbe), Ecuador (Fadisa), El Salvador (Discos Centroamericanos), Mexico (Musart), Panama (Prom), Peru (FTA), Portugal (Rossil) Uruguay (Maloa) USA (Coco), Venezuela (Polydor)  
Zartos (Eds.), San Elias 11, Desp 104, Barcelona 6 Tel (93) 218-8891 Chief Exec Mercedes Mozart Gen Mgr Pilar Matos (Distributor)  
Zeleste, see Edigsa  
Zelesta SA, Pedro Muguruza 8, 5th fl., Madrid 16 Tel (91) 250 37 11 Gen Mgr Rafael Martos

## ● music publishers

Aberbach (Madrid) SA, see Canciones del Mundo  
Acropal (SGAE), Av Jose Antonio 68, Madrid 13 Tel (91) 248 31 80, 247 61 15

Adagio Eds Musicales (SGAE), see Quiroga  
Alier (Ed.), Carmen 27, Madrid 13 Tel (91) 221 97 71  
Amanecer Ed Musicales (SGAE), see Quiroga  
April Music (SGAE), Av Generalísimo 25, 9th fl., Madrid 16 Tel (91) 248-6059 Cable COLRECORD MADRID Telex (831) 22890 Gen Mgr Antonio Perez Solis  
**Int'l firms represented:** April (worldwide)  
**Int'l reps.:** Worldwide (April)

Arabella Eds Musicales SA, Calle Aragon 204, 4th fl., Barcelona 11 Tel (93) 254-9805 Cable HISPARIOLA Telex 52771 Gen Mgrs Alberto Serra, Ramon J Segura  
**Home office:** Germany  
**Int'l firms represented:** Arabella (Germany, Mexico)  
**Int'l reps.:** Argentina (Relay), Mexico (Arabella), Peru (Prodema), USA (Ivan Mogull), Venezuela (Unimúsica)

Astarte Europa Espanoleto 16, Madrid 4 Tel (91) 223 49 87  
**Int'l firms represented:** Abacus (USA), Artistic (USA), Ramos Brambilo (Brazil), Casa Latina (USA), Crown (Japan), Five Continents (USA), Mexican Music Centre (USA), Paraguayan Music Centre (USA), Songs of Mexico (USA), United Mexican Music (USA)  
**Int'l reps.:** Japan (Crown), Portugal (Costa Pinto), USA (Casa Latina)

Audiens (Ed.), Vallehermoso 14, Madrid 15 Tel (91) 448-2200/04/08  
Balmes, Duran & Bas 9 Barcelona 2  
Barna Via Layetana 158 Bajos Barcelona 9 Tel (93) 228 69 67

Belter SL (Eds Musicales) (SGAE), Arroyo Teatinos 40, Polígono Ind I Coslada, Madrid Tel (91) 671-4716 Cable BELDISC Telex 42065 Dir Manuel Cubedo  
**Int'l firms represented:** CAM-USA (USA), Larry Douglas (USA), RKM (Belgium) Siegel (Germany), Synchron (France)  
**Int'l reps.:** Belgium (Roland Kluger), Germany (Ralf Arnie Intro, Minerva) USA (CAM-USA)

Bricos SA, see RCA  
Burlington Music Espanola SA, see Notas Magicas  
C A M Espana Eds Musicales SA, Calle Emilio Mario 8, Madrid 2 Tel (91) 416 7558/7612/7654 Telex 23955 Mng Dir Giuseppe Lulli

CPI Compania Fonografica, Av del Generalísimo 4, Madrid, Tel (91) 262 41 66  
Cadencia (Eds) (SGAE), Virgen de Aranzazu 23, Local F, Madrid 34 Tel (91) 734-7651 Pres. Carmen Macciorra Larraga  
**Int'l firms represented:** Five Continents (USA), New Music (Belgium)

**Int'l reps.:** Benelux (Mendaur in Belgium), Colombia (Brambila), France (Caravelle), Mexico (Brambila), North America except Mexico (Casa Latina), Portugal (Costa Pinto), South America except Colombia & Venezuela (Casa Latina), UK (Casa Latina), Venezuela (Brambila)  
Calypso (Eds Musicales) (SGAE), see Quiroga  
Canciones del Mundo SA, Magallanes 25, Madrid 3 Tel (91) 448 2350 Gen Mgr Luis Regatero  
**Branch:** Barcelona 9, Bruch 136-138 Tel (93) 258-3484

**Int'l firms represented:** Canciones del Mundo SA—Big Seven, Blue Seas, Colgems, Leo Feist, Fox Fanfare, Hastings, Planetary, Planetary-Nom, Robbins, Screen Gems/Columbia, Shelby Singleton Tree, Twentieth Century (all USA), Robert Mellin Iberica SA—Robert Mellin (UK, USA), Eds. Musicales Sympathy SA—Marouani (France)  
Carcelle SA (SGAE), Ronda San Pablo 11, Barcelona 15 Tel (93) 242-5410

Chappell Iberica SA, Magallanes 25, Madrid 3 Tel (91) 448 23 50 Gen Mgr Luis Regatero  
**Home office:** USA  
**Int'l firms represented:** Acuff-Rose (USA), Irving Berlin (USA), Chappell (France, UK), Chappell-Morris (UK, USA), Famous (USA)

Clan Eds Musicales (SGAE), see Quiroga  
Clave (Eds Musicales), see Quiroga  
Clipper s (Grupo Ed.) (SGAE), Rambla de Cataluna 10, 3rd fl., Barcelona 7 Tel (93) 317-4686/90 Telex 51539 Gen Mgr Julio Gugu Clara Gen Prof Mgr Francisco Vinuesa Gimenez, Promo & PR Dir Julio Gugu Arbeloa  
**Int'l firms represented:** ATV (UK, USA), Arc (USA), Barn (UK), Blueyunes (UK), Broken Arrow (USA), Campbell Connolly (UK), Crazy Crow (USA), DeShufflin (USA), Giving Room (USA), Gold Hill (USA), Guerrilla (USA), Tony Hiller (UK), Island (UK), Keca (USA), Don Kirshner (USA), Kirshner Songs (USA), Ladysmith (UK), Joni Mitchell (USA), Nimbus 9 (Canada), Northern Songs (UK), Pamscene (UK), Regent (USA), Ricordi (Italy), Paul Simon (USA), Silver Fiddle (USA), Squam (USA), Staysail (USA), Thin Ice (USA), Tic-Toc (Switzerland), Warner Bros. group (USA), Lawrence Wright (UK)

Cocula, Torrejudo 5, Madrid 16 Tel (91) 250-2330  
Curci de Espana SL, see Canciones del Mundo  
Darmon, Provenza 284, Barcelona 8 Tel (93) 288 99 28  
**Branch:** EDIDAIONM  
Dial Discos Ed. Musicales SA, Av Generalísimo 165, Madrid 16 Tel (91) 733-5243 Cable DIALDISCO MADRID. Mgr Carlos Gutart  
**Dir (Eds. Musicales), see Astarte**  
Discorama Eds. Musicales, Av. de Jose Antonio 62, Madrid 13 Tel (91) 248-0403 Telex 226908 Mng Dir Eduardo Bartrina de Caso

**Int'l firms represented:** Airs Graces, Compass, Fast Western, Andrew Heath, Honey Hill, Hush, Dick James Music, Purple (all UK), Janus (USA)  
Ducal SL (Ed Musicales), Calle Valencia 288, Barcelona 7 Tel (93) 215-1370 Gen. Mgrs Manuel Alavedra, Francisco S. Ortega  
**Int'l firms represented:** Fania (USA), Sonet (Sweden, UK), Stainless (USA), Vaya (USA)

E G O Musical SA, Via Augusta 2 bis, 4th fl., Barcelona 6, Tel (93) 227-3181, Telex 52479, Pres. Luis Sagi-Vela, Gen. Mgr.: Pierre Maget, Mgr. Juan Canal  
**Int'l firms represented:** Alkatraz Corner (USA), Big Pig (UK), Black Bull (USA), Chinnichap (UK), Dawson's Cove (USA), Deep Purple (UK), EMI group (worldwide), EMP (Canada), Francis-Day (France), Heart's Delight (USA), Jobete (USA), Kipahula (USA), Roland Kluger (Belgium), LEM (France), MPL (UK), Queen (UK), RAK (UK), Rebel (UK), Red Bus (UK), Rocket (UK), Rolling Stones (UK), Rondor group (UK, USA), Screen Gems/EMI (UK, USA)

E M E C (Ed. de Musica Espanola Contemporanea) (SGAE), see Quiroga  
Essex Espanola SA (Eds.) (SGAE), Diputacion 337, Barcelona 9 Tel (93) 225-8489 Cable SEXMUS Telex 54040 Gen Mgr Manuel G Salinger  
**Branch:** Madrid 16, Encina 36 Tel (91) 221-3650  
**Int'l firms represented:** Essex group (UK), TRO group (USA)

Euromusic SA, Capitan Blanco Argibay 141, Madrid 29 Tel (91) 215 73 00/15 Dir Gen. Rafael Martinez Lopez, Mng Dir Juan Vilches Garcia, Press Officer Rafael Martinez Escudero  
**Fiesta en Triana (Ed.),** Virgen de Lujan 47, 2nd fl., Barcelona, Tel (93) 27 92 84  
**Fontana SA (Eds. Musicales),** Magallanes 25, Madrid 3 Tel (91) 448 23 50 Cable EDIFON Gen Mgr Luis Regatero  
**Int'l firms represented:** Abigail (UK), P. E. Baker (UK), Bizarre (USA), Buddha (USA), Dynatone (USA), Hudson Bay (USA), Kama Sutra (USA), Kama Ripa (USA), Pocket Full of Tunes (USA), RSO (UK), St. George (UK), Third Story (USA), Frank Zappa (USA)

Grupo Profesional SA, Rosellon 79, Barcelona 15 Tel (93) 250 51 04 Dir Mateo Fontuny  
**Hispana (Eds.),** Av Jose Antonio 31, Madrid 13 Tel (91) 231 26 33 Pres & Gen Mgr Julian-Marco Suarez, Sales Mgr Mario S Ruiz  
**Int'l firms represented:** Kassner (UK), SESAC (USA)  
**Int'l rep.:** USA (SESAC)

Hispavox SA (Eds. Musicales), Torrelaguna 64, Madrid 27 Tel (91) 415-2304 Cable EDIVOX Telex 22931 Gen Mgr Amado Reguero  
**Int'l firms represented:** Emilasa (Mexico), Fleetwood (UK), Gamma (Mexico), Hastings (USA), Morro (USA), No Exit (USA), Rear Exit (USA), Robbins (USA), United Artists (USA), Walt Disney (USA), Warner Bros (UK), Wonderland (USA)  
**Int'l firms:** Mexico (Gamma), Portugal (Radio Triunfo), USA (Barnegat) (SEE ADVERTISEMENT)  
**I F I, Marques del Duero 106, Barcelona 15**  
**Joya, Apdo. Correos 14-435, Concepcion Arenal 5, Madrid 13**  
**Kama Music, see RCA**  
**Kardantxa Eds. Musicales (SGAE),** see Quiroga.  
**Kazan (Eds.), see RCA**  
**Hal Leonard de Espana SA, Tallers 9, Pral. A, Barcelona 1, Tel (93) 302 2744/2592 Cable: LEONARD Gen. Mgr. Gabriel Lara Cano**  
**Int'l firms represented:** Almo (USA), Big Bells (USA), Big 3 (USA), Cherry Lane (USA), EMI (UK), Music Sales (UK), Warner Bros. (USA)  
**Madrid (Eds. Musicales) (SGAE),** Mayor 27, Madrid 13  
**Madrid No. 2 (Eds. Musicales) (SGAE),** see Cadencia  
**Manoir (Ed.),** Marques de Sentmenat 82, 1st fl. E., Barcelona 15 Tel (93) 321-2864 Dir. Alberto Ross Blasco, Gen. Mgr. Manolo Catalan Gil

Marfer SA (Eds. Musicales), Paseo de la Virgen del Puerto 7, Madrid 5 Tel (91) 265 78 00 Gen Mgrs Emilio Fernandez, Antonio Martinez  
**Int'l firms represented:** Demain. MAJ (Both USA)  
**Robert Mellin Iberica SA, Magallanes 25, Madrid 15 Tel (91) 448-2350 Gen Mgr. Luis Regatero**  
**Int'l firms represented:** Robert Mellin (UK, USA)  
**Mendaur (Eds. Musicales) (SGAE),** Virgen de Aranzazu 23, Local F, Madrid 34 Tel (91) 734-7651 Pres. Carmen

Macciorra Larraga: Mng Dir Federico Moreno-Torroba Larraga  
**Int'l branch:** Belgium  
**Int'l firms represented:** Abacus (USA), Artistic (USA), Bolero Music (Mexico), Brambila (Mexico), Ramos Brambilo (Brazil), Caravelle (France), Casa Latina (USA), Edimusic (Colombia), RFT (USA), Thomas J. Valentino (USA)  
**Int'l reps.:** Colombia (Brambila), France (Caravelle), Mexico (Brambila), North America except Mexico (Casa Latina), Portugal (Costa Pinto), South America except Colombia & Venezuela (Casa Latina), UK (Casa Latina), Venezuela (Brambila)

Mills Music Espanola (Ed.) (SGAE), see Quiroga  
Ivan Mogull Espanola SA, see Notas Magicas  
Mundo de Ritmos (Ed.) (SGAE), see Quiroga  
Musical Emporium, Rambla Canaletas 129, Barcelona 2  
Musica Moderna (Ed.) (SGAE), Marques de Cubas 6, Madrid 14 Tel (91) 221-5593 Ed & Gen Mgr: Antonio Carmona  
Mycros SA, see Discorama  
New Music Espana (SGAE), see Cadencia  
Notas Magicas SA (Grupo Ed.) (SGAE), Calle Requeiros 8, Madrid 4, Tel (91) 419-1406/8591, Cable EDIMAGICAS Pres. Enrique Inurrieta, Gen Mgr. Enrique Garcia, Prof. Mgr. Fernando Mitjavila  
**Int'l reps.:** Canada (Ivan Mogull), Germany (Magazine, Hans Sikorski), Mexico (Ivan Mogull Latina), UK (Burlington), USA (Ivan Mogull)

Nuesch Publ'g Co. (SUISA), Via Augusta 59, Desp 805, Barcelona 6 Tel (93) 228-3800 Telex 54015 Chief Exec & Gen Mgr. Madlen E Singleton  
**Open Music, Rosellon 77, Barcelona 15 Tel (93) 321 02 58**  
Otilia Music SA, see Canciones del Mundo  
P A I Music (SGAE), Ganduxer 5/15 Local 13, Barcelona 21 Tel (93) 211-8558 Gen Mgr. Jordi M Arque  
**Paulinas (Eds.),** Protasio Gomez 15, Madrid 27 Tel (91) 742-0511  
Pax (Ed Musicales), Enrique Jardiel Poncela 4, Madrid 16 Tel (91) 250-5310 Cable DISCOPAX Dir Jose M Burgos Gonzalez  
**Penta-Music SA (SGAE),** Tierra de Barros 4, Polígono Ind' de Coslada, Madrid Tel (91) 671 45 12 Gen Mgr. Manuel Sancho, Mgr. Valentin Rodriguez  
**Int'l firms represented:** ABC/Dunhill group (USA), Alshire group (USA), Bron (UK), Dunbisonsounds (UK) (SEE ADVERTISEMENT)

Pipo SA (Eds.), see Discorama  
Piramide, see Discorama  
Puerta del Sol (Eds.) (SGAE), see Quiroga  
Quiroga (Eds.) (SGAE), Alcalá 70, Madrid 9 Tel (91) 276-3950 Cable QUIROGAMUSIC Pres. Manuel Lopez-Quiroga Gen. Mgr. Carlos P Cancio, Prof. Mgr. Manuel Lopez-Quiroga Jr.  
**Branch:** Barcelona 2, Canada 45 Tel (93) 318-6049 Gen. Mgr. Jose Cruells Solbes  
**Int'l firms represented:** ABC/Dunhill (USA), Alchemical (USA), Alshire (USA), American Broadcasting (USA), Belwin-Mills (UK, USA), Bramtree (USA), Bron (UK), Doors (UK), Ecomus (Brazil), Gopam (USA), Intune (UK), Jasperilla (USA), Lady Jane (USA), Edward B. Marks (USA), Miles Ahead (USA), Musicabana (Cuba), Eds. Musicales (Cuba), Prodemus (Colombia), B. Schott's Soehne (Germany), A Schroeder (UK, USA), Andrew Scott (USA), Shillelagh (USA), Tonos (Germany), Josef Weinberger (UK)  
**Int'l reps.:** Canada. UK. USA (all Belwin-Mills), Colombia (Ecomus)

RCA Espanola SA (Eds. Musicales), Dr. Fleming 43, Madrid 16 Tel (91) 457-4600/7818 Telex 22460 Pres Alberto Galtes, Dir. Antonio Martinez  
**Int'l firms represented:** Amos (UK), Angel (UK), Anne (UK), Antisia (UK), Artist (USA), Barton (UK), Boliviana (Bolivia), Bubba (UK), CAM (USA), California (USA), Campel (Mexico), Clandale (USA), Clave (Brazil), Damit (USA), Daywin (USA), Devere (UK), Ding Dong (UK), Egg (USA), Erva (UK), 57 Street Entertainment (USA), Gloucester (UK), Green Mountain (USA), Hal (UK), Lee Hazelwood (USA), Kidada (USA), Kimlyn (USA), Ledaclan (USA), Lorane (UK), Mark (UK), Maraville (UK), Melcher (USA), Metropole (UK), Midwest (UK), Mr. Music (UK), Mood (UK), Monshana (UK), Monster (UK), New Keys (UK), Parker Lane (UK), Pawnee Sands (UK), Peppermint (UK), Brambilo Rose (UK), Rose (UK), Sharon (UK), Eddie Shaw (UK), Sherlyn (UK), Show Biz (UK), Sono Inter (Colombia), Soul (UK), Sparta Florida group (UK), Totem Pole (UK), Trans Music (UK), Woodshed (UK), Yolk (USA), Faron Young cos (UK) (SEE ADVERTISEMENT)

Radio Musica, see Discorama  
Radio Pop Music—Dirs Esteban Morencos, Hubert Terheggen—see Discorama  
Real Musical SA, Carlos III, No. 1, Madrid 13 Tel (91) 248-0924, 247-6365 Dir Gen. Ramon Jimenez Barrado, Gen & Sales Mgr.: Jose Antonio Jimenez Barrado  
**Int'l firms represented:** Billaudot (France), Breitkopf & Haertel (Germany), Deutscher (Germany), Henle (Germany), Heugel (Germany), Hofmeister (Germany), Edwin F. Kalmus (USA), Musica Budapest (Hungary), PWM (Poland), Peters (Germany), Le Pupitre (France), Suwini Zerbini (Italy), Universal (Austria)

Ri-Fi Espanola, see Notas Magicas  
Ritmo & Melodia (SGAE), Villarreal 18, Barcelona 11 Tel (93) 224 44 33  
Sagitario SA (Eds. Musicales)—Pres. Augusto Alguero—see Canciones del Mundo  
Sikorski Espanola, see Notas Magicas  
Southern Music Espanola SA (SGAE) Diputacion 337, Barcelona 9 Tel (93) 225-6197 Cable SOUTHMUSIC Telex 54040 Mgr Jose Carreres Moys, Consultant Manuel G Salinger  
**Branches:** Madrid 4, Hortaleza 18 Tel (91) 231-0661—Valencia 5, Arzobispo Melo 3 Tel (960) 33 19 35  
**Home office:** USA, Southern Music Publ'g Co Inc.  
**Int'l firms represented:** Leeds (UK, USA), MAM group (UK), MCA (USA), Southern-Peer group (worldwide)  
Sympathy SA (Eds. Musicales), see Canciones del Mundo  
Talisman-Ronald SA, see EGO

Total Music, Av. del America 22, Madrid. Tel (91) 245 46 00, 246 02 05  
 Traca Eds Musicales (SGAE), see Quruga  
 Union Musical Espanola SA (SGAE), Carrera de San Jeronimo 26, Madrid 14, Tel (91) 221-4612  
**Int'l firm represented: Associated (USA)**  
 Int'l reprs.: Germany (Otto Junne), Italy (Ricordi), UK (United), USA (Associated)  
 Universal SA (Eds Musicales), see RCA  
 Valentine, see Discorama  
 Viva la Musica SA see EGO  
 World Music Espanola (SGAE), Diputacion 337, Barcelona 9, Tel (93) 225 6197 Gen Mgr Manuel G Salinger  
**Branch: Madrid 4, Hortaleza 18, Tel (91) 231-0661**  
 Zafiro (Eds Musicales), see Discorama  
 Zlesta (Eds Musicales), Pedro Muguruza 8, 5th fl., Madrid 16, Tel (91) 250 37 11

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A N A I P (Asociacion Espanola de Industriales de Plásticos), Raimundo Fernandez Villaverde 45, Madrid 3, Tel (91) 234-7697 Pres. Ramon M Azcue, Gen Mgr Jose M Cavanillas  
 Agrupacion de Empresas de Produccion de Fonogramas, Castello 18, Madrid 1  
 Direccion General de la Musica, Ministerio de Cultura, Av. Generalisimo 34, Madrid 16  
 International Music Council, Nat'l Committee, Martin de los Heros 56, Madrid 8, Tel 241-5841  
 International Society for Contemporary Music, Nat'l Section, Martin de los Heros 56, Madrid 8, Tel 241-5841  
 Juventudes Musicales (Jeunesses Musicales), Via Layetana 139 4th fl. Barcelona 9, Tel (93) 215 36 57  
 Organizaciones Artisticas Centano, Rosellon 366, Barcelona 13, Tel (93) 258 08 68 Chief Exec. Antonio Centano, Gen Mgr Luis Centano  
 Sindicato Nacional del Espectaculo, Castello 18, Madrid 1  
 Sindicato Nacional del Papel & Artes Graficas, Fernandez de la Hoz 12, Madrid 4, Tel 419 17 50

### DESIGN & ARTWORK

Ediciones Deportivas ALG, San Raimundo, Madrid  
 Edigsa (Ed. General SA), Av. Jose Antonio 654, Barcelona 10, Tel (93) 302-2816 Gen Mgr. Claudi Martí Pla, Sales Mgr. Santiago Desongles, Int'l Promó Mgr. Ricard Canbra  
 Graficas Caro, Isabelita Usera 69, Madrid  
 Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid Tel (91) 671-2200 Telex 42797  
 Portadores de Sonido SA, Hortaleza 118, Madrid 4, Tel (91) 419-9472 Gen Mgr J.M. Estebarez Mansilla  
 S A I C Graficas Aramar, Juan de Austria 70, Barcelona, Tel (93) 309 79 87

### LICENSING ORGANIZATION, MUSIC

S G A E (Sociedad General de Autores de Espana), Fernando VI 4, Madrid 4, Tel (91) 419 21 00

### PLATING, PROCESSING & PRESSING PLANTS

Barnafon SA, Av. de la Fama 16, Cornellá de Llobregat, Barcelona, Tel (93) 377 15 63 Telex 54144 (Pressing only)  
 C G O S A E, Carretera del Aeropuerto a Barcelona, Prat de Llobregat, Barcelona  
 Columbia Fonogram Asociadas SA, Av. de America & Hernandez de Tejada, Madrid 27, Tel (91) 467-4200 Gen Mgr. Kees Ton  
 D A F S A (Difusora Audio Fonografica), Pallars 76, Barcelona (Pressing only)  
 E M I-Odeon SA, Poligono Manso Mateu, Prat de Llobregat, Barcelona, Tel (93) 379-0508 Telex 52497 Factory Mgr S Matamoros (Pressing only)  
 Hispavox SA, Torrelaguna 102, Madrid 27, Tel (91) 415 23 04 Pres. Jose Manuel Vidal Zapater  
 Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid, Tel (91) 671 2200 Telex 42797  
 Sonopresse, Torrelaguna 64, Madrid 27, Tel (91) 415 23 04 Cable VOX Telex 22931 Gen Mgr. Luis Vidal Zapater (Plating & processing only)  
 Vergara, General Mola 9, Barcelona 9, Tel (93) 257 94 05 (Pressing only)

### PRINTERS & LITHOGRAPHERS

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7, Tel (91) 227 91 15, 239 88 32 Dir. Javier Campollo, Pres. Vicente Baez  
 Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27, Tel (91) 467-4200 Gen Mgr. Kees Ton, Admin'r. Pedro Checa  
 Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid, Tel (91) 671-2200 Telex 42797  
 Imprenta en el Acto, Conde Valle Suchil 13, Madrid 7, Tel (91) 223 15 36  
 Portadores de Sonido SA, Hortaleza 118, Madrid 4, Tel (91) 419-9472 Gen Mgr J.M. Estebarez Mansilla  
 Repro Royal, Mendez Alvaro 63, Madrid 7, Tel (91) 230 66 73  
 S A I C Graficas Aramar, Juan de Austria 70, Barcelona, Tel (93) 309 79 87

### RECORD PROMOTION

Donnelley Espanola SA, Av. del Generalisimo 43, Madrid 20, Tel (91) 270 24 90  
**Branch: Barcelona 14, Juan Guell 135-137, Tel (93) 250 91 00**  
 Ediciones Deportivas ALG, San Raimundo, Madrid  
 Edigsa (Ed. General SA), Av. Jose Antonio 654, Barcelona 10, Tel (93) 302-2816 Gen Mgr. Claudi Martí Pla, Sales Mgr. Santiago DeSogles, Int'l Promó Mgr. Ricard Canbra  
 Grupo Profesional SA, Rosellon 79, Barcelona 15, Tel (93) 250 51 04 Dir. Matto Fortuny

Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid, Tel (91) 671-2200, Telex 42797  
 Melodix, Pedro Muguruza 8, 5th fl., Madrid 16, Tel (91) 250 37 11  
 Real Musical SA, Carlos III, No 1, Madrid 13, Tel (91) 248-0924, 247-6365 Dir. Gen. Ramon Jimenez Barrado, Gen. & Sales Mgr. Jose Antonio Jimenez Barrado

### TAPE CUSTOM DUPLICATORS

Bias SA—Registro del Sonido, Fabregas 37, Esplugas de Llobregat, Barcelona, Tel 317-6400/6050 Gen Mgr Enrique Vallilla  
**Audio: 8-tr., cassette**  
 C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 13, Tel (93) 255-1307, Telex 54536 Gen Mgr. Joan Planas  
**Audio: 8-tr., quadruphonic, cassette, open reel**  
 C I M A S A (Compania Industrial de Materiales Acusticos SA), Vallehermoso 14, Madrid 15, Tel (91) 448 22 00/04/08  
 Dumag SL, Gustavo Fernandez Balbuena 26, Madrid 2, Tel (91) 4155388/1559 Chief Exec. Pedro Mengibar, Gen. Mgr. Ricardo Idiazabal  
**Audio: Cassette, open reel**  
**Video: 1" open reel, 1/4" cassette, 1/2" EIAJ cartridge**  
 E M I-Odeon SA, Poligono Manso Mateu, Prat de Llobregat, Barcelona, Tel (93) 379-0508 Telex 52497 Factory Mgr S Matamoros  
 Hispavox SA, Torrelaguna 102, Madrid 27, Tel (91) 415 23 04 Pres. Jose Manuel Vidal Zapater  
**Audio: Cassette**  
 Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid, Tel (91) 671 2200 Telex 42797 (PKG)  
**Audio: 8-tr., cassette, open reel**  
 Person Iberica SA, Torre de Vidale 42-44, Barcelona 12, Tel (93) 219-0612 Mng Dir. Olegario Godo, Gen Mgr. Jaime Gratiacos  
 Portadores de Sonido SA, Hortaleza 118, Madrid 4, Tel (91) 419-9472 Gen Mgr J.M. Estebarez Mansilla  
**Audio: 8-tr., 8-tr. quadruphonic, cassette, open reel**  
 Sintonia SA, Vallehermoso 32, Madrid 15, Tel (91) 445-8678/6465 Gen Mgr. Bartolome Espadale  
**Audio: 8-tr., 8-tr. quadruphonic, cassette, open reel, open reel quadruphonic**

## ● supplies

### CARTRIDGE & CASSETTE PARTS

Fonoplast SA, Av. Jose Antonio 142-5a Planta, Esplugas de Llobregat, Barcelona, Tel (93) 371 38 96 98  
 Person Iberica SA, Torre de Vidale 42-44, Barcelona 12, Tel (93) 219-0612 Mng Dir. Olegario Godo, Gen Mgr. Jaime Gratiacos  
 Jose-Maria Sala Elementos Audiovisuales, Ronda San Antonio 21, Barcelona, Tel (93) 243-6207 Mgr. Jose-Maria Sala

### EMPTY CARTRIDGES, CASSETTES & REELS

Audio Magnetics, see Portadores  
 C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 13, Tel (93) 255-1307 Telex 54536 Gen Mgr. Joan Planas  
**Audio: 8-tr., cassette, open reel**  
 Fonoplast SA, Av. Jose Antonio 142-5a Planta, Esplugas de Llobregat, Barcelona, Tel (93) 371-3896  
 Person Iberica SA, Torre de Vidale 42-44, Barcelona 12, Tel (93) 219-0612 Mng Dir. Olegario Godo, Gen Mgr. Jaime Gratiacos  
**Audio: Cassette**  
 Portadores de Sonido SA, Hortaleza 118, Madrid 4, Tel (91) 419 94 72 Gen. Mgr. J.M. Estebarez Mansilla  
**Audio: 8-tr., 8-tr. quadruphonic & cassette**  
**Brand name: Audio Magnetics**

### ENVELOPES & MAILERS

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7, Tel (91) 227 91 15, 239 88 32 Dir. Javier Campollo, Pres. Vicente Baez

### JACKETS & SLEEVES

Artigrafia, Tucan 12, Madrid 19, Tel (91) 228 92 09 (Jackets only)  
 Grafica Foco SA, Av. de America & Hernandez de Tejada, Madrid 27, Tel (91) 467-4200 Gen Mgr. Kees Ton, Admin'r. Pedro Checa (Jackets only)  
 Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7, Tel (91) 227 91 15, 239 88 32 Dir. Javier Campollo, Pres. Vicente Baez  
 Hispavox SA, Torrelaguna 102, Madrid 27, Tel (91) 415 23 04 Pres. Jose Manuel Vidal Zapater (Jackets only)  
 Hostench SA (Talleras Graficas), Corcega 231-233, Barcelona 11, Tel (93) 230 55 37 Cable FERHOSVILA (Jackets only)  
 Martin (Graficas), Anafil 5, Madrid 19 (Jackets only)  
 Ofset ALG, San Raimundo 31, Madrid 20 (Jackets only)  
 Seleccion SA, Julian Tamarillo 53, Madrid, Tel (91) 204 21 64 (Jackets only)

### LABELS

#### POLYETHYLENE BAGS

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7, Tel (91) 227 91 15, 239 88 32 Dir. Javier Campollo, Pres. Vicente Baez  
 Hispavox SA, Torrelaguna 102, Madrid 27, Tel (91) 415 23 04 Pres. Jose Manuel Vidal Zapater

### TAPE, BLANK LOADED & RAW

Agfa-Gevaert SA, Paseo de Gracia 111, Barcelona 8, Tel (93) 227-3002 Telex 52644 Mng Dir. E. Carton  
**Audio: Blank—compact-cassette, open reel, raw—cassette, broadcast, studio**  
**Video: Cassette, open reel**  
**Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom**

Audio Magnetics, see Redim  
 B A S F Espanola, Paseo de Gracia 99, Barcelona 8, Tel (93) 215-1354, Audio-Video Prods. Mgr. Manuel Blanch Sales Mgr. Carlos Wuert (Blank only)  
 C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 13, Tel (93) 255-1307 Telex 54536 Gen Mgr. Joan Planas (Blank only)  
**Audio: 8-tr., cassette, open reel**  
 Emitape, see Odeon  
 Fonoplast SA, Av. Jose Antonio 142-5a Planta, Esplugas de Llobregat, Barcelona, Tel (93) 371-3896 (Blank only)  
 Iberofon SA, Av. Fuentemarr 35, Poligono Ind'l Coslada, Madrid, Tel (91) 671-2200 Telex 42797  
**Audio: 8-tr., cassette**  
 Minnesota de Espana SA, Av. Generalisimo 75, Madrid 16, Tel (91) 279-7600 (Blank only)  
 Odeon (Comercial del Gramofono) SA, Via Augusta 2 bis, 4th fl., Barcelona 6, Tel (93) 227-3181 Telex 52497 Pres. Luis Sagi-Vela, Gen Mgr. Pierre Maget (Blank only)  
**Audio: Cassette, open reel**  
**Brand name: Emitape, Odeon.**

Palobal SA, Ingenieros Hermanos Granda 30, Madrid 22, Tel (91) 205 07 91 Pres. Pablo Lopez Balada, Mng Dir. Mari Carmen Cunado, Gen Mgr. Juan Salva Valls Sales Mgr. Julio Lopez Betrian (Blank only)  
**Audio: 8-tr., cassette**  
 Portadores de Sonido SA, Hortaleza 118, Madrid 4, Tel (91) 419-9472, Gen Mgr. J.M. Estebarez Mansilla (Blank only)  
**Audio: 8-tr., cassette**  
 Redim, Comandante Zorita 6, Madrid  
**Audio: 8-tr., cassette, open reel**  
**Brand name: Audio Magnetics**

## TAPE Duplicating & Processing Equipment

Singleton Prod'ns, Via Augusta 59, Barcelona 6, Tel (93) 228-3800 Owner. William H. Singleton  
**Audio: Noise reducers, tape recorders**  
**Brand name: Cadac, Dolby, Fitch, MCI**

## ● accessories manufacturers

Audio SA, La Granada 34, Barcelona 6, Tel (93) 217-1554  
**Product: Needles**  
**Brand name: Pickering**  
 Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7, Tel (91) 227 91 15, 239 88 32 Dir. Javier Campollo, Pres. Vicente Baez  
**Product: Catalog servs.**  
 Mabel, Calle Ripollés 84, Barcelona 13, Tel (93) 235-4000  
**Product: Needles**  
**Brand name: Stanton**  
 Odeon (Comercial del Gramofono) SA, Via Augusta 2 bis, 4th fl., Barcelona 6, Tel (93) 227-3181 Telex 52497 Pres. Luis Sagi-Vela, Gen Mgr. Pierre Maget  
**Product: Carrying & storage cases, cleaners, head cleaners, needles**  
 Portadores de Sonido SA, Hortaleza 118, Madrid 4, Tel (91) 419-9472 Gen Mgr. J.M. Estebarez Mansilla  
**Product: Head cleaners**

## SUDAN

Population: 17,760,000  
 Rate of exchange: \$1 (US) = 0.35 Sudan pound  
 Per capita income: \$143  
 Holidays: January 1, May 25, October 21, December 25 and various Mohammedan religious holidays

## ● record & tape manufacturer/importer/distributor

Munspone Rec'g Co., PO Box 2380, Khartoum, Tel. 73355, 81388, 73990  
**Labels: (Owned) Munspone. (represented) Chahat phone (Chad), Sono Carro (Egypt), Sout el Phan (Egypt Greece)**  
**Int'l reprs.:** Chad (Chahtaphone), Egypt (Sono Carro), Ethiopia (Impex Radio, Yared Music Shop), Libya (El Fezani)

## ● services

### DESIGN & ARTWORK (rec. only) PRINTER & LITHOGRAPHER (rec. only) RECORD PROMOTION

Munspone Rec'g Co., PO Box 2380, Khartoum, Tel. 73355, 73990, 81388

## ● accessories manufacturer store fixtures & merchandising aids manufacturer

Munspone Rec'g Co., PO Box 2380, Khartoum, Tel. 73355, 81388, 73990  
**Product: Record carrying & storage cases, rec. catalog servs., cleaners, cloths, brushes, 45 rpm adapters, needles, rec. browser boxes, rec. display racks, rec. divider cards.**

## SURINAM

Population: 447,000  
**Per capita income:** \$970  
**Holidays:** January 1, Good Friday, April 30, Ascension Day, Whitmonday, July 1, December 25, 26  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$267,797

### ● record & tape manufacturers / distributors / importers

Didi Recs., PO Box 183, 2420 Paramaribo, Malebatrumstr 4, 2438 Paramaribo Tel 76398  
**Int'l branch:** Netherlands, A M Girwar  
**Labels:** (Owned) Didi, Old Gold  
Dyna Concept Studios, Steenbakkerijstr 36/34, Paramaribo Tel 73621 Exec Dir Wilfred Amstelveen  
**Home office:** Netherlands  
**Labels:** (Owned) Bluegrass, Catharsis, Kotomissie, Maya

### ● services

#### DESIGN & ARTWORK RECORD PROMOTION

Didi Recs., PO Box 183, 2420 Paramaribo Malebatrumstr 4, 2438 Paramaribo Tel 76398

## SWEDEN

Population: 8,300,000  
**Rate of exchange:** \$1 (US) = 4.60 krona  
**Per capita income:** \$7,557  
**Holidays:** January 1, Epiphany Good Friday, Easter Monday, May 1, Ascension Day, Whit Monday, Mid-Summer Day, November 5 (All Saints Day), December 25, 26

#### RECORDS

**Records sold domestically:** LPs 1977—16,100,000 units, \$114,780,000, 1976—17,000,000 units, \$111,400,000 Singles 1977—1,400,000 units, \$3,040,000, 1976—1,100,000 units, \$2,390,000  
**Records, record blanks & pre-recorded media imported from USA:** 1977—\$3,821,742

**Average retail price per record:** LP's—\$7.80 singles—\$2.15

**Stereo sales:** 100% of total  
**Record club sales:** 5-10% of total of total

#### DISCOUNTING: Frequent

**Type of distribution:** Manufacturer-to-retailer system predominates. Rack jobbing is growing. There are three major rack jobbers: Gramrack which is owned by the industry, Toniton AB and Playmusic AB, which together comprise about 20-25% of the market

**Type of promotion:** Government-controlled and non-commercial radio and TV are the prime media for the promotion of records. The major daily evening newspapers are important for advertisements and reviews. Discoteques are also significant. There is no music magazine

#### Jukeboxes: 1,000

#### TAPE:

**Market:** There is no 8-tr. After some boom years, cassette sales have now stagnated. Cassette sales are still only about 20% of the album market. Cassette blanks are still very big. 14 million blanks are expected to be sold in 1978. A large number of playback equipment in use points to frequent home duplication which affects the pre-recorded LP and tape market.

**Pre-recorded tape sold domestically:** Cassette 1977—3,300,000 units, \$26,520,000, 1976—3,100,000 units, \$24,560,000

**Average retail price per tape:** Cassette—\$8.05

#### RADIO STATIONS

No. of government 4  
**Comment:** One channel plays primarily recorded music 24 hours daily, although the percentage has lowered in the last year. Local radio stations are now in operation

#### TELEVISION STATIONS:

No. of channels 2 (government)  
**Comment:** There are few programs featuring pop music. Most of the shows are imported from the USA. The 2 non-commercial channels each transmit about 40 hours per week

Leif Schulman

### ● record & tape manufacturers / distributors / importers

Abata Handels AB, Vanadisplan 5 S-113 31 Stockholm Tel (08) 33-75-48 (Distributor)  
Ad Lib Dist'n AB, PO Box 52, Skattegaardsvaegen 49, S-162 11 Vellingby Tel (08) 739-26-50/22-08, Exec Ivan Sundberg (Distributor/Importer)

**Labels:** (Distributed—not licensed) Audio Fidelity, CBS, Chiaroscuro, Improv, Master Jazz, Monmouth-Evergreen (all USA), Black & Blue (France), Out (Sweden)  
Alternative, see SAM

Amigo Musik AB (IFPI), PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6 Tel (08) 34-01-95  
Cable GEODAH, Telex 17840 Pres Per-Anders Boquist, A&R Mgr. Jan Boquist, Sales Mgr. Hans Andreasson

**Labels:** (Owned) Amigo (distributed—not licensed) Advent (USA), Albatross (Italy), Anatolia (Sweden), Baerenreiter (Germany), Black Saint (Italy), Cellier (Switzerland), Chant du Monde (France), Contemporary (USA), Deesse (France), Delmark (USA), Dollar (Sweden), ECM (Germany), ENJA (Germany), FMP (Germany), Folkways (USA), Free Reed (UK), Gael Linn (Ireland), IAI (USA), Malvina Reynolds (USA), Movieplay (Spain), Musidisc (France), Nessa (USA), Nighthawk (USA), Paredon (USA), Plaene (Germany), Roldec (Sweden), Shandar (France), Sonodisc (France), Spottite (UK), Supraphon (Czechoslovakia), TAX (Sweden), Team (Sweden), Vedette (Italy), Vogue (France), World Jazz (USA)

Anatolia, see Amigo  
Anette, see Lido-Prod n  
Angel, see EMI  
Archiv, see Polydor

Arrow Recs., PO Box 295, S-580 01 Linköping Tel (013) 114-923/933, Gen Mgr B Roger Fransson Sales Mgr Benny Lindell, Label Mgr Chris Soerman

Artist see Nordiska

Aubergine Grammfonproduktion AB (IFPI) Vikingagatan 22, S-113 42 Stockholm Tel (08) 32-36-00 Pres Ove Hansson, Prod'r Curt Peterson (Distributed by Sound of Scandinavia)

**Branch:** S-411 29 Goeteborg, Landalaberger 20 Tel (031) 16 26-90

B A S F Svenska AB, Kungssportsavengen 31-35, S-411 36 Goteborg Tel (031) 31-32-60 Telex 2327

B R T Sound Lab AB, PO Box 49, Marknadsvaegen 15, S-183 21 Taby-Stockholm Tel (08) 768-5256 Telex 11274 A&R & Mng Dir Sanji P Tandan, Gen Mgr Fredrik von Rosen, Sales Mgr Christer Bergman, Adv Mgr Lotta Karlsson Disco Contact Jerry Persson

**Labels:** (Owned) Magic Tandan (licensed) Kingpack (UK), (distributed—not licensed) Do It No Bad, Psycho, The Label, Valer, Zoom (all UK)

Barnparaden, see Nordiska

Bill Recs AB, PO Box 953 Blommenbergsvaegen 140, S-126 09 Hagersten 1 Tel (08) 18-18-44

Arne Bill Prod'n AB, Groendalsvaegen 18, S-147 00 Tumba Tel 379-00, 317-91

**Labels:** (Owned) Bill, Butler

Blitz, see Swecont

Bohus AB (Grammfon), Utmarksvaegen 6 8, Kungaelv Tel (0303) 109-90, Mng Dir Tommy Hallden, Sales & A&R Mgr Gert Lengstrand  
**Labels:** (Owned) Bohus (licensed) Jean Moreux (Germany), PPX (USA)

**Int'l reps.:** Norway (EMI)

Bourre, see Skandinavisk Musikstjänst

Butler, see Arne Bill

C A M Scandinavia AB, Wibomsvaeg 7 BV, S-171 60 Solna Tel 82-44-01 Telex 21411 Mng Dir Gunnar Gunnar (Distributed by EMI)

**Home office:** Italy

C B S Recs AB, PO Box 20037, Mariehallsvaegen 40, S-161 20 Bromma Tel (08) 98-02-50 Cable COLRECORD Telex 17736 Mng Dir Sten af Klinteberg Mktg & Financial Mgr Ingmar Ostberg

**Labels:** (Owned) CBS, Cupol, Date Embassy, Epic, Harmony, Portrait, (distributed) Frya Skilling, Glendisc, YTF, (licensed) A&M (USA), Ariola (Germany), GTO (UK), Jet (USA), Monument (USA), Philadelphia Int'l (USA), TK (USA), T-Neck (USA)

**Int'l rep.:** Worldwide (CBS)

California Sweden Grammfon Co., PO Box 117, S-721 05 Vasteras Tel (021) 13-12-11 35-66-10 Mng Dir Sture Redin

**Labels:** (Owned) California, Centy, Memphis, Montana, Omega, RR, Record, Sunrise, Swede, Sweden, WMP

Capitol, see EMI

Centy, see California

Cewe, see Epok

Cirkus, see Sonet

Cisco, see Kountry Korral

Clarita Grammfon, Normalstorg 18, S-111 46 Stockholm Tel (08) 21-90-19

Cockroach, see SAM

Walter Cohn Bromsvalgen 25, S-125 30 Alvsjö Tel (08) 47 35-46 (Distributor)

Columbia, see EMI

Country Music Center, PO Box 570, S 136 26 Handen

**Label:** (Represented) Sierra / Briar (USA)

Cupol, see CBS

D G, see Polydor

D J M, see Phonogram

D J Special, see W-Sign

D N, see Play

Dacapo, see EMI

Dance-record, see Marilla

Date, see CBS

Decibel, see Silence

Discofon Svenska AB, Vinbarsvagen 27, S-161 52 Bromma Tel (08) 87-41-39

Dollar, see Amigo

Double Up, see EMI

Dragon Recs / Westin & Wallgren, Lovbergavagen 9, S 132 00 Saltsjö-Boo Tel (08) 747-9332 Gen Mgr Lars Westin Sales Mgr Jan Wallgren (Distributed by SAM)

Dux, see Phonogram

E M I Svenska AB, Tritonvaegen 17, Fack, S-171 19 Solna 1 Tel (08) 730-0060 Cable EMIGRAM Telex 10046 Mng Dir Rolf Nygren, A&R & Int'l Mgr Lars Bremar, Mktg Mgr Peder Hedstrand, Sales Mgr Hans Ohlin Promo Mgr Kjell Ahlkvist

**Labels:** (Owned) Angel, Capitol, Columbia, Dacapo, Double Up, EMI, EMI Int'l, Electrola, EMI Disc, Encore, HMV, Harvest, Music for Pleasure, Neqram, Odeon,

One Up, Oz, Parlophone, Pathe, Regal, Regal Zonophone, Rondo, Seraphim, Souvenir, Starline, Stateside, Talisman, Tower, Waverly, (licensed) AVI (USA), Arista (USA), Barclay (France), Bell (UK), Black & Blue (France), Blue Note (USA), Carrere (France), Casablanca (USA), Chi-Sound (USA), Chocolate City (USA), Classic, Delta, Dot-Don (USA), Ember (UK), Fantasy (USA), Gordy (USA), Hilltop (USA), Hitsville (USA), Liberty (USA), MAM (UK), Magnet (UK), Milestone (USA), Motown (USA), Mowest (USA), Passport (USA), Pepita, Pickwick (USA), Prestige (USA), Private Stock (USA), Prudigal (USA), Purple (UK), RAK (UK) Rare Earth (USA), Record (Italy), Riviera (France), Roadshow (USA), Rocket (UK), Rockfield (UK), Soul (USA), Sunset (USA), United Artists (USA), World Rec Club (UK), (distributed—not licensed) CAM, Flam, Four Leaf Clover, Glenn Music, Imas, Kason, Matterhorn, Nugget, Platina Royal, SR, Salfel

Edler, see Marilla

Efel, see Europa-Produktion

Electra AB (Grammfon) (IFPI), PO Box 1178, Ankdammsgatan 5, S-171 23 Solna 1 Tel (08) 82-04-80 Cable ELECTRAGRAMMO STOCKHOLM Telex 19561 Pres Sixten Eriksson, Mng Dir Hans-Ove Eriksson, A&R Mgr Carl-Eric Hjelm Sales Mgr Hans Lindqvist, Press Officer Lennart Anderson Decca group Label Mgr Dan Ekbaeck, RCA group Label Mgr Klas Burling

**Labels:** (Owned) Musica, Swedish Society Discofil, Telestar, Viking, (represented) Ace of Clubs (UK), Ace of Diamonds (UK), Das Alte Werke (Germany) Argo (UK), Arion (Italy), Contempo (UK), Decca (UK), Deram (UK), Emerald (UK), Erato (France), Grunt (USA), Gull (UK), Hickory (USA), London (UK, USA), Nova (Germany), Penny Farthing (UK), Pickwick (UK), Playboy (USA), Prom (Germany), RCA (USA), Salsoul (USA), Telefunken (Germany), Turnabout (UK), Windsong (USA)  
**Int'l reps.:** Germany (Intercord), USA (ABC, Buddha, GRT/Janus, Millennium, USSR (Melodiya)

Electrola, see EMI

Embassy, see CBS

EMDisc, see EMI

Encore, see EMI

Epic, see CBS

Epok Skivforlag Vintergatan 10B, Ornskoldsvik Tel (0660) 300-52

**Labels:** (Owned) Cewe, Epok

Christer T Eriksson & Son AB, PO Box 317, S-181 03 Lidingö Tel (08) 766-0290 Mng. Dir Christer T. Eriksson (Distributor / Importer / Exporter)

Sven Eriksson (Ingenjorsfirma) PO Box 834 S-121 08 Johannehov

**Label:** (Represented) Sheffield Lab (USA)

Ess-Rosing (AB), Luntmakargatan 59, S-113 58 Stockholm Tel (08) 34-64-01 Telex 12080 Dir. Brian Shack (Distributor)

Ett Minne Foer Livet, see SAM

Europa Film, see Sonet

Europa-Produktion AB, Rasundavagen 45, S-171 52 Solna Tel (08) 83-31-05

**Labels:** (Owned) Efel, Olga

Fiadellia Forlaget AB, Dagenhuset S 105 36 Stockholm Tel (08) 13 03 40

**Int'l branch:** Norway

**Labels:** (Owned) Hemmets Harold PRIM, Preme (distributed) Klango

**Int'l rep.:** Finland (Taborforlaget)

Fixtra AB, PO Box 49021, Kungsholmsstrand 169 S-100 28 Stockholm 49 Tel (08) 54-81-07 (Distributor)

Fjedur, see Sonet

Flam, see EMI

Flop, see Sonet

Folksong, see Silence

Fontana, see Phonogram

Forsa Lyd, see SAM

Four Leaf Clover, Jaernvaegsgatan 70, S-172 35 Sundbyberg Tel (08) 98-28-08 55 Exec Lars Samuelson (Distributed by EMI)

Frisningsarmens Handelsavdelning, PO Box 5090, Ostermalmsgatan 71, S-102 42 Stockholm 5 Tel (08) 63-17-00 (Distributor)

Frituna Produktion AB, Vaertavaegen 15, S-115 28 Stockholm Tel (08) 63 13-45 Telex 12328 Pres Goeran Waltner Gen & A&R Mgr Claes af Geijerstam (Distributed by GDC & Sonet)

**Int'l branch:** France

**Int'l reps.:** Denmark (Sonet), Finland (EMI), Norway (Arne Bendixsen)

Frya Skilling, see CBS

G D C (Grammfonbolagens Distributioncentral) AB Dalvaen 4, Solna Tel (08) 730-0720 Pres Goran Stenberg, Sales Mgrs Rolf Hellenius, Gunnar Johnson, Stig Stahl, Hans Kronwall (Distributor)

G D K, see Sound of Scandinavia

Gamla Stenkakor, see Record Trading

Gavotte, see Skandinavisk Musikstjänst

Gazel, see Sonet

Glendisc, Vallvagen 2, S-182 75 Stocksund Tel (08) 85-68-00, (Distributed by CBS)

**Int'l rep:** Worldwide (CBS)

Glenn Music, see EMI

Globe, see Strike

Grammoplast AB, Rorstrandsgatan 37 S-113 40 Stockholm Tel (08) 30-30-70

Grammotonerket, see Sonet

Grand Prix, see Sonet

Gump, see Metronome

H M V, see EMI

Habima Grammfon AB, PO Box 286, Nygatan 18 S-701 04 Orebro Tel (019) 14 14-60 Chm Alex Rojal Mgr Bo Rehngren

Haparanda Budget Line Recs., Selmedalsvagen 22, S-166 55 Hagersten Tel (08) 46-15 11

Harmony, see CBS

Harvest, see EMI

Heavy Sound, Regeringsgatan 89, S-111 39 Stockholm Tel (08) 10 45-35 Cable HEAVY Telex 11083 Mng Dir Torbjorn Hulligaerd

**Labels:** (Owned) Heavy Sound, (distributed—not li-

censed) Aquarius (Canada), Bourbon (Japan), Force One (Canada), Jelly (USA).  
Heliodor, see Polydor  
Hemmetts Harold, see Filadelfia  
Hendrix Music, see Safir  
Imas, see EMI  
Inter-Disc, see Record Trading  
Iver Rec'g Co AB, Grev Turegatan 38, S-114 38 Stockholm Tel (08) 67-99-10 Cable SOUTHMUSIC  
**Labels: (Owned)** Pep, Scan-Disc. **(represented)** Spark (UK).  
**Int'l rep.:** Worldwide (Peer-Southern).  
Jefferson, see Smokestack  
Jockey, see Record Trading  
Joker, see Polydor  
K B Rec & Music Center AB, PO Box 4153, S-203 12 Malmo Tel (040) 329-96. Dir. Ken Brown  
**Labels: (Owned)** KB, ShuShu.  
K-tel Int'l Sweden AB, Bjurholmsgatan 20-22, Fack, S-104 60 Stockholm  
Karussell, see Polydor  
Kason, see EMI  
Kenneth, see Polydor  
Klango, see Filadelfia  
Knappuss, see Sonet  
Kontra Punkt, see Record Trading  
Koster, see Sound of Scandinavia  
Kountry Korral Prod'ns, PO Box 8014, S-720 08 Vasteras 8. Tel (021) 18-86-20/90. Pres. Lillies Ohlsson  
**Labels: (Owned)** Cisco, Kountry Korral  
L P-Fyndet AB, PO Box 70, S-815 01 Tierp. Tel (0293) 131-65. Telex 81177. Gen. Mgr. Karl-David Kilstrom, Sales Mgrs. Kjell Gronberg, Nils-Erik Kilstrom (Distributor/Importer)  
Lido-Prod'n, Fack 131, S-531 01 Lidkoping. Tel (0510) 231-25  
**Label: (Owned)** Anette  
Lilla Huset, N Jaernvaegsgatan 59, S-827 00 Ljusdal Tel (0651) 143-16. Chief Exec. Boerje Bergstrom  
Liphone, see Dick Olsson  
Ljudspar, see Sonet  
M G M, see Polydor  
M N W, see Musiknatet Waxholm & SAM  
Magic, see BRT  
Mallwax, see Metronome  
Manfest, see SAM  
E Mann, see Dick Olsson  
Marcus Music AB, Raesundavagen 45, S-171 52 Solna Tel (08) 730-0400. Pres.: Marcus Oesterdahl  
Marriann Recs., Skaraborgagatan 11, S-532 00 Skara. Tel (0511) 154-40  
Marilla Grammofon AB (IFPI), Parmmaetargatan 9, S-112 24 Stockholm Tel (08) 54-18-30 Telex 10625. Pres. Hans Edler, Gen. Mgr. Thord Edler, Sales Mgr. Gunnar Karlstrom, Label Mgr.: Robert Boerjhammar  
**Labels: (Owned)** Dance-record, Edler, Marilla. **(licensed)** Disc'AZ (France), Charly (UK), Elver (Belgium), Image (Australia), RKM (Belgium), Rockoko [Germany]. **(distributed—not licensed)** Polarvox (Finland), Sunset (France).  
**Int'l reps.:** Finland (Polarvox), France (Sunset), Norway (Royal Hogsue)  
Matterhorn, see EMI  
Memphis, see California  
Mercury, see Phonogram  
Metro, see Polydor  
Metronome Recs AB (IFPI), Storaengsvaegen 27, S-115 34 Stockholm Tel (08) 61-06-16. Cable METROREC Telex 19022. Pres. Boerje Ekberg, Exec. VP Anders Burman, Sales Mgr. Stig Staehl.  
**Labels: (Owned)** Gump, Mallwax, Metronome, Snurr. **(represented)** Asylum, Atco, Atlantic, Bearsville, Big Tree, CTI, Cotillion, Curtom, Dark Horse, DiscReet, Elektra, Embryo, Finnadar, Little David, Nemperor, Nonesuch, Paradise, Reprise, Rolling Stones, Swan Song, WMOT, Warner Bros., Wing & A Prayer (all USA)  
**Int'l reps.:** Denmark (Metronome), Finland (Scandia-Musiikki), Norway (Polydor).  
Midnight Sun, see Sonet.  
Mistur, see SAM  
Montana, see California  
Moon-disc, see Sound of Scandinavia  
Musica, see Electra  
Music Explosion, see Pop Int'l.  
Musikfabriken, Stambanavagen 34, S-141 43 Huddinge Tel: (08) 711-0894.  
Music for Pleasure, see EMI.  
Musiknatet Waxholm AB (MNV), Fack, S-185 00 Vaxholm Tel (0764) 323-45-29. Gen. Mgr. Jan-Diolf Schill, Sales Mgr. Johanna Lindstrom, Studio Mgr. Curt Aeke Stefan. (Distributed by SAM).  
**Label: (Owned)** MNV.  
Negram, see EMI.  
New World, see Svante Widen.  
Nordiska Musikforlaget AB (IFPI), PO Box 745, Drottninggatan 37, S-101 30 Stockholm 1. Tel (08) 24-94-30 Cable MUSICALIA. Telex 11859. Pres. Bengt Edwardsen, Sales Mgr. Tony Lonn  
**Labels: (Owned)** Artist, Barnparaden, **(licensed)** Acanta (Germany), All Stars (France), BASF/Acanta (Germany), Claves (Switzerland), Montpansse 2000 (France), Music Minus One (USA), Selected Sound (Germany).  
**Int'l reps.:** Denmark (Wilhelm Hansen), Finland (Scandia-Musiikki), Norway (Norsk).  
Nugget, see EMI  
Odeon, see EMI  
Olga, see Europa-Produktion  
Dick Olsson Import, PO Box 227, S-442 01 Kungaelv Tel (0303) 934 77. Cable OLSOINMIP. Telex 2490. Gen. Mgr. Dick Olsson; Sales Mgr. Ylva Haraldsson, Chief Buyer Mikael Oscarsson.  
**Labels: (Licensed domestic)** Liphone, E. Mann. **(licensed foreign)** Bellaphon (Germany)  
Omega, see California  
One Up, see EMI  
Onskesagan, see Record Trading  
Out, see Ad Lib  
Oz, see EMI  
P R I M, see Filadelfia

Parlophone, see EMI.  
Pathe, see EMI  
Pep, see Iver  
Philips, see Phonogram  
Phonogram AB, PO Box 3083, Dalvaegen 4, S-171 03 Solna 3. Tel (08) 730-0260. Cable PHONOGRAM AB Telex 10750. Mng. Dir. Bo Gyllenpalm, A&R Mgr. Nicola Wohrmann-Hill, Int'l A&R Mgr. Robert Hultman; Pub Mgr. Ingvar Erikson, Int'l Pub Mgr. Elisabeth Johansson.  
**Labels: (Owned)** Dux, Fontana, Mercury, Philips, Smash, Sonata, Sonora, Vertigo. **(licensed)** All Platinum (USA), Biograph (USA), Charisma (UK), Chess (USA), Ensign (UK), H&L (USA), Haven (USA), Manhattan (USA), Mountain (UK), Power Exchange (UK), Shelter (USA), Sire-Passport (USA), Stuff (UK), 20th Century (USA), Utopia (UK), **(distributed—not licensed)** DJM, Svenska Ljud.  
Phonograph, see W-Sign.  
Pike Music, see Safir  
Pilot Music AB, Fack, S-171 19 Solna Tel (08) 730-0810. Pres. Kjell Samuelson; Gen. Mgr. Rolf Samuelson, Sales Mgr. Bertil Lindholm  
**Int'l branches:** Denmark, Forlaget Royal, Faroe Islands, Finland, Finn-Gospel Oy, Iceland, Bokao-og Bladautgavan, Norway  
**Labels: (Owned)** Pilot, **(licensed)** Green Tree, Heart Warming, Impact, Lamb & Lion (all USA), **(distributed—not licensed)** Manna (USA)  
Platina Recs., Gryningsvaegen 28, S-163 53 Spanya Tel (08) 760-3516  
Platina Recs AB, St. Arodgatan 29, H Backa, S-422 43 Gothenburg Tel (031) 52-66-50. Pres. Evert Jakobsen (Distributed by EMI)  
**Int'l rep.:** Norway (EMI)  
Playback Inspelnings AB, Gustav Adolfsg Tor 10, S-211 39 Malmo. Gen. Mgr. Lennart Christiansson  
**Label: (Owned)** Playback  
Play Music AB, PO Box 605, Barnhemsvaegen 5, S-130 10 Ekorp. Tel (08) 716-2960 Cable SELJLAG Telex 17914. Mng Dir. Ake Wilke; Chief Buyer Gunnar Bothen  
**Int'l branch:** Norway.  
**Labels: (Owned)** Play, **(distributed)** CBS, DN, EMI, GDC, Metronome, Phonogram, Polar, Polydor, Sonet  
Polar Music Int'l AB, Baldersgatan 1, Fack, S-100 41 Stockholm 26. Tel (08) 24-59-90. Cable SWEDENMUSIC Telex 11959. Pres. & Gen. Mgr. Stig Anderson, Ass't to Pres. Goerel Johnsen; A&R Mgr. Hans Bergkvist.  
**Label: (Owned)** Polar.  
Polydor AB (IFPI), PO Box 3093, Dalvaegen 4, S-171 03 Solna Tel (08) 730-0940 Cable POLYDOR AB Telex 85410466. Mng. Dir. Ivan Nordstrom, Gen. Mgr. Per-Arne Lindholm, A&R, Pub. & Promo Mgr. Kjellake Carlanus, Label Mgrs. Krister Nilsson, Ake Blomberg, Sales Mgr. Rolf Hellenius.  
**Labels: (Owned)** Archiv, DG, Heliodor, Joker Karussell, MGM, Metro, Polydor, Polyphon, Tip, Veave. **(licensed)** Barn (UK), Brain (Germany), Capricorn (UK), Coral (USA), Disneyland (USA), MCA (USA), MPS (Germany), Pablo (USA), Phil Spector (USA), RSO (UK), Red Bullet (Netherlands), Spring (USA), Track (UK), **(distributed—not licensed)** Kenneth, Tracup  
Polyphon, see Polydor  
Pop Int'l, Sigtunag 16, S-113 22 Stockholm Tel (08) 30-31-10. Mgr. & Prod'r Lennart Petterson  
**Labels: (Owned)** Music Explosion. **(represented)** Bullet, Camel, Crab, Economy, Escort, Font-Cetra, New Beat, Ocean, Pama, Punch, Supreme, Unity  
Portrait, see CBS  
Premie, see Filadelfia  
Propius, see Polydor.  
R K O B, see SAM.  
R R, see California  
Record, see California  
Record Trading AB, Fack, S-191 20 Sollentuna Tel (08) 96-01-95. Pres. Kurt Westman  
**Labels: (Owned)** Gamla Stenkagor, Inter-Disc, Jockey, Kontra Punkt, Onskesagan, Super-Sound. **(represented)** Alshire, (USA), Arrowtiabs (UK), Muxepor (Switzerland), Supraphon (Czechoslovakia)  
Regal, see EMI.  
Regal Zonophone, see EMI.  
Rock & Country Recs., PO Box 83, S-310 58 Vessigebo Tel (0346) 206-57. Gen. Mgr. Christer Malmstedt (Importer)  
**Labels: (Imported)** cut-outs  
Roldex, see Amigo.  
Rollis Grammofonskivor AB, PO Box 17120, S-200 10 Malmo 17. Tel (040) 336-33. Mng Dir. Hans Ingvar Hansson, Pres.: Lennart Carlsson, Sales Mgrs. U Andersson, J. Eriksson (Wholesaler/Importer/Exporter)  
Rondo, see EMI.  
Ronny's Music, PO Box 4297, S-203 14 Malmo. Tel (040) 12-89-12. Pres. Ronnie Hall (Importer of oldies singles)  
Route 66, see Smokestack.  
Royal, see EMI  
S A M Dist'n Music AB, Fack, S-185 00 Vaxholm, Tel (0764) 315-90. Chief Exec. Annette Guner, Sales Mgr. Goeran Petterson, Info & PR Mgr. Haevan Lahger (Distributor)  
**Labels: (Distributed—not licensed)** Alternative, Bay (USA), Cockroach, Compodium (Norway), Demos (Denmark), Dragon, Ett Minne Foer Livet, Forsa Ljud Lwe (Finland), MNW, Manifest, Mistlur, Ogun (UK), RKO, Ralph (USA), Silence, Sub, Tangent (UK), Topic (UK)  
**Int'l reps.:** Denmark (Demos), Finland (Musik & Foto), Norway (Mai)  
S R, see EMI & Sveriges Radio.  
Saffel, see EMI.  
Safir Music Prod'n AB, PO Box 228, S-124 02 Bandhagen Tel (08) 99-1191. Gen. Mgrs. Stefan Nordin, Haekken Carlen, Artist Promo. Mgr. Bjoern Thoette (Distributed by Sound of Scandinavia)  
**Labels: (Owned)** Hendrix Music, Pike Music, Safir, **(licensed)** Hexagone (France), Laser (Australia), Mulligan (Ireland).

Scandinavian Blues Ass'n, c/o Tommy Lofgren, Skordevaegen 5, S-186 00 Vallentuna. (Distributor/Importer)  
Scandinavian Music Dist'n Inc., PO Box 16015, S-200 25 Malmo Tel: (040) 29-12-20. Cable MUDIST. Pres. & Mng Dir. Christer Gardsbj.  
**Int'l branch:** USA  
**Label: (Distributed—not licensed)** YTF  
Scan-Disc, see Iver  
Scranta Grammofon AB, PO Box 2037, S-691 02 Karlskoga. Tel (0586) 534-49  
Seraphim, see EMI.  
ShuShu, see KB  
Sidspar, see Sonet  
Signatur, see Svenska Missionsforbundets.  
Silence, see SAM  
Sirius, see Svenska Missionsforbundets  
Skandinavisk Musikförlag, Sandbacksgatan 4, S-116 21 Stockholm. Tel (08) 43-88-85  
**Labels: (Owned)** Bourre, Gavotte  
Smash, see Phonogram  
Smile Recs., Erikslustvaegen 9, S-200 74 Malmo 20. Tel (040) 98-19-23. Telex 33290. Mng. Dir. Lars Hansson  
**Labels: (Owned)** Smile; **(distributed—not licensed)** BBC (UK), Peerless (UK), Schwann (Germany)  
Smokestack Rec. Sales, PO Box 29005, S-100 52 Stockholm. Tel (08) 62-77-22. Mgrs. Hans Schweitz, Hans Andreasson. (Distributor/Importer/Exporter)  
**Labels: (Distributed—not licensed)** Blues Connoisseur (USA), Bluesmaker (Australia), Flashback (USA), Flyright (UK), Herwin (USA), Jefferson (Sweden), Magpie (UK), Mamlish (USA), Messaround (USA), Red Lightnin' (UK), Trix (USA)  
Snap, see Strike  
Snurr, see Metronome.  
Solist, see Svenska Missionsforbundets.  
Sonata, see Phonogram.  
Sonet Grammofon AB (IFPI), Atlasvaegen 1, S-181 20 Lidinge. Tel (08) 767-0150. Cable SONETMUSIC Telex 10037. Pres. Gunnar Bergstrom; Gen. Mgr. Dag Haegggqvist; Dir. Sven Lindholm, PR Mgr. Lars-Olof Helen  
**Int'l branch:** England.  
**Labels: (Owned)** Cirkus, Europa-Film, Fjedor, Flop, Gazel, Grammontverket, Grand Prix, Knappuss Ljudspar, Midnight Sun, Sidspar, Sonet, Spotlight, Storyville. **(distributed)** Frituna, **(licensed)** Abra Cadabra (Denmark), Air (UK), Alligator (USA), Arholie (USA), Beserley (USA), Black Lion (UK), Bradley's (UK), Bronze (UK), Caroline (UK), Chiswick (UK), Chrystal (UK, USA), Cube (UK), Dawn (UK), Electric (UK), Elite (Switzerland), Excello (USA), Exlibris (Denmark), Flora (Norway), Flower (Norway), Flying Fish (USA), Freedom (UK), Front Line (UK), GNP Crescendo (USA), Golden Hour (UK), Island (UK), Kicking Mule (USA), Muse (USA), Nashboro (USA), Oval (UK) Plantation (USA), Pye (UK), Red Star (USA), Roulette (USA), Rounder (USA), SSS Int'l (USA), Safari (UK), Savoy (USA), Shanachie (USA), Speciality (USA) Speedball (UK), Stuff (USA), Sun (USA), Takoma (USA), Transatlantic (UK), Triola (Norway), Vanguard (USA), Virgin (UK), Xtra (UK), Yazoo (USA), Zarepta (Norway).  
**Int'l reps.:** Denmark (Sonet/Dansk), Finland (Scandia), Norway (Arne Bendiksen) (SEE ADVERTISEMENT)  
Sonora, see Phonogram  
Sound of Scandinavia & Rec'g AB (IFPI), PO Box 1108, Storaengsvaegen 22, S-141 23 Huddinge Tel (08) 774-0780 Cable SOSREC. Telex 12601. Pres. Leif Bigert, Sales Mgr. Jan Bjoerklund, Int'l A&R Mgr. Gillis Hagelin  
**Labels: (Owned)** Moondisc, T-bone, Toniton, **(licensed)** Action (UK), Attack (UK), B&C (UK), Butterfly (USA), Dragon (UK), Horse (UK), Lowbite (UK), Mooncrest (UK), Satril (UK), Trojan (UK), **(distributed—not licensed)** Aubergine (Sweden), Eurodisc (Germany), GDK (Sweden), Hendrix Music (Sweden), Koster (Sweden), Maritim (Germany), Melodia Classic (Germany), Safir (Sweden), Snowflake (Norway)  
**Int'l reps.:** Finland (M&T Produktion), Norway (Skandinavisk Artist)  
Souvenir, see EMI.  
Space Recs AB, PO Box 40103, S-103 43 Stockholm Tel (08) 21-22-28. Telex. 13161. Sales Mgr. A Hassbring. (Licensed to W-Sign)  
Spotlight, see Sonet  
Starline, see EMI  
Stateside, see EMI.  
Storyville, see Sonet  
Strike of Sweden AB, Karlsbodavagen 14, S-161 70 Bromma. Tel (08) 98-51-70 Telex 13366. Chief Exec. Leif Malmberg, Gen. Mgr. Lars Holm  
**Int'l branch:** Denmark  
**Labels: (Owned)** Globe, Snap, Strike  
Sub, see SAM  
Sunrise, see California  
Super-Sound, see Record Trading  
Svenska Ljud, see Phonogram  
Svenska Missionsforbundets Forlag, PO Box 6302, Tegnergatan 8, S-113 81 Stockholm Tel (08) 15-18-30  
**Labels: (Owned)** Signatur, Sirius Solist  
Sveriges Radio AB (Swedish Broadcasting Corp.), Oxeentiersgatan 20, S-105 10 Stockholm. Tel (08) 63-10-00. Cable BROADCAST STHLM. Dir. Otto Nordenskiöld, Gen. Mgr. Allan B Janzon (Distributed by EMI)  
**Label: (Owned)** SR  
**Int'l reps.:** Denmark (EMI), France (Pathe Marconi EMI), Germany (EMI Electrola), Netherlands (Bovema), Norway (EMI), UK (EMI), USA (Musical Heritage Society).  
Swecont Recs AB, PO Box 347, Gamla Brogatan 32, S-101 24 Stockholm. Tel (08) 21-67-69. Telex 12481. Owner. Wolfgang Jedliczka. (Importer/Exporter as Woolf's Record Shop)  
**Labels: (Owned)** Blitz, **(licensed)** Skydog (France) **(distributed—not licensed)** Brain, Sky (both Germany), **(represented)** Texas Re-Coord (USA).  
Swede, see California

Sweden, see California  
 Swedisc AB, Rasundavägen 106, S-171 37 Solna Tel (08) 83 33-78 Pres Roland Feineborg  
 Swedish Society Discofil, see Electra  
 Sweroco AB, Fack, S-121 06 Johanneshov 6 Tel (08) 39-32-00 Cable SWEGRAMO (Distributor/Importer)  
**Labels: (Represented) America (France), BRL (UK), Bach (UK), Biograph (USA), EXP (UK), Everest group (USA), Festival (France), Jazz Anthology (France), MHM (UK), Melodiya (USSR), Musicisc (France), Oryx (UK), Saga (UK), 3C (UK), Yazoo (USA)**  
 T A X, see Amigo  
 T B S Recs, Luetzengatan 12, S-115 23 Stockholm Tel (08) 62-01-79 Pres CG Lagenskiöld, Mktg Dir Ulf Zwedberg (Importer/Exporter)  
 T bone, see Sound of Scandinavia  
 Tab Recs, PO Box 210, S-732 00 Arboga Tel (0589) 103-50 Gen Mgr Harry Holm  
 Talisman, see EMI  
 Tandan, see BRT  
 Tape-Center AB, PO Box 40279 Malmsskinnadsgatan 17-19, S-103 44 Stockholm Tel (08) 10 83-38  
 Team, see Amigo  
 Telemar, see Electra  
 Tempo, see Svante Widen  
 Tip, see Polydor  
 Toniton, see Sound of Scandinavia  
 Torenco Automafabrik AB, Erstagatan 29, Stockholm Tel (08) 41-66 99/31-42 (Distributor)  
 Tor Grammofon AB, PO Box 40, S-360 71 Noteback Tel (0474) 409 02  
 Tower, see EMI  
 Tyfoon Recs, PO Box 7045 S-161 07 Bromma Tel (08) 87-93-75  
 Vertigo, see Phonogram  
 Verve, see Polydor  
 Viking, see Electra  
 W M P, see California  
 W. Signi Mktg AB, Pontonjaergatan 32, S-112 37 Stockholm Tel (08) 51-39-73 Telex. 13161 Chief Exer C Wndel  
**Labels: (Owned) DJ Special, Phonograph, (licensed) Space, (distributed) cut-outs & overstocks**  
**Int'l rep: USA (JRB)**  
 Waverley, see EMI  
 Svante Widen Agencies, Snoedropsgård 15, S-162 41 Vaellingby Tel (08) 38-18-37 Chief Exec Svante Widen  
**Labels: (Licensed) New World, (distributed—not licensed) Tempo**  
 Woolf's Record Shop, Vasagatan 40, Stockholm Tel (08) 70-22-30 Mgr Benny Bergström (LP Importer/Exporter)  
 Woolf's Record Shop, Gamla Brogatan 34, Stockholm Tel (08) 21-67 94 Mgr Hans Kjell (Singles Importer/Exporter)  
 Y T F Grammofon AB, PO Box 15073, Katarinavaegen 20, S-104 85 Stockholm 15 Tel (08) 743-0075 Cable YTFGRAM Telex 13586 Pres & Mng Dir Sverre O Sundman, A&R Dir Ragnvald Hedemann (Distributed by CBS & Scandinavia Music Distribution)  
**Int'l branches: Denmark, Norway**

music publishers

Acclaim Music Inc., see Sweden Music—Palace  
 Ahlins Musikforlag, see Sweden Music  
 Air Music Scandinavia AB, PO Box 27234, Oxenstiernsgatan 37, S-102 53 Stockholm Tel (08) 63-07-20 Telex 12335 Pres Sture Borgedahl, Gen Mgr Lars Wiggman  
**Int'l firms represented:** ATV (USA), Air (UK), Air & Graces (UK), J. Albert & Son (Australia), Ian Anderson (UK), Andustin (USA), Antisia (USA), Barn (UK), Bay City (UK), Beautiful Sunday (UK), Big Bang (USA), Big Secret (UK), Big Sky (USA), Black Sheep (UK), Blandell (UK), Blendingwell (USA), Blue Beard (UK), Blue Seas/Jac (USA), Brown Sound (USA), Butterfly (UK), Caesar (UK), Callee (USA), Cam-al (UK), Ronald Carter (USA), Chest (USA), Cheap Thrills (USA), Cherry Lane (USA), Chrysalis-Lee (UK), Chrysalis (UK), Claire (UK), Clarendale (USA), Cod (UK), Combine (USA), Comet (UK), Core (Canada), Cram Renraff (USA), Cuckoo (UK), Curtis/Perkins (UK), Danor (USA), Dayn (UK), Dirty Trucks (UK), Dwarf (USA), ERP (UK), Earmark (USA), Eaton (UK), Fast Western (UK), Fennario (USA), Fiction (USA), Fiddler (UK), Firnsig (UK), Fourth Floor (USA), Frank & Nancy (USA), Freshwater (UK), Gale (UK), Ganga (USA), Gannet (UK), Gem (UK), Genesis (UK), Golden Syrup (USA), Grade & Lynton (UK), Grasshopper (USA), Great Honesty (USA), Gull Songs (UK), Harrisonson (USA), Andrew Heath (UK), Heavy (USA), Tony Hiller (UK), Hobbitron (USA), Horse Hairs (USA), Hush (UK), Hyaskyte (UK), Indian Brandee (UK), J&H (USA), Johi (USA), Juniper (UK), Kamakazi (USA), Kidada (USA), Knee Trembler (USA), Knollwood (USA), Ladysmith (UK), Lambert & Potter (USA), Lennon/ATV (UK), John Lennon (USA), Little Dickens (USA), Lornhole (USA), Lucky Three (USA), Lunch (USA), Macaulay (UK), Maciver Hine (UK), Maison Rouge (UK), Mandina (USA), Mary Beth (USA), Barry Mason (UK), Mautoglade (UK), McCartney (UK), Metal Machine (USA), Mirage (USA), Modo-Revolution (USA), Montunes (USA), Music Farm (UK), Musicways (USA), Naked Snake (USA), New Acme (UK), New Hidden Valley (USA), Northern Songs (UK), Notebest (UK), Oakfield Ave (USA), Ohio River Valley Songs (USA), Orzone/Paddlewheel (USA), PRP (UK), Page Full of Hits (UK), Pants Down (USA), Peterman (UK), Plurb On (USA), Poco (USA), Public Domain Foundation (USA), Quarry (UK), Quartet (UK), Quatermass (UK), Ram's Horn (USA), Resaca (USA), Rocket (UK), Rootyarn (UK), Ryerson (USA), Sailor (USA), St. Anne's (UK), Saints (Australia), Salsoul (USA), Shoe Shine (UK), Silver Cloud (UK), Small Faces (UK), Songbirds of Paradise (USA), Sorn (USA), Space Opera (USA), Spaniel (UK), Sparrowpit (UK), Slate (UK), Steeleye Span (UK), Stirling (UK), Stevka (UK), Stirling McQueen (UK).

Strange (UK), Stratsong (UK), Street People Songs (USA), Strong Arm (USA), Sunlight (USA), Sunshine (UK), Synergetic (USA), Tessa (USA), Thursday (USA), Tintagel (USA), Titanic (UK), Tone (UK), Toneshire (UK), Train (UK), Triangle (USA), Tumbleweed (Australia), R.P. Winkelman Tunes (USA), Wobble (UK), Yaronne (USA)  
 American Songs AB, see Intersong-Foerlagen  
 Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6 Tel (08) 34-01-95 Telex 17840 Pres Jan Boquist  
 April Music AB, PO Box 20037, Mariehallsvägen 40, S-161 20 Bromma Tel (08) 98-02-50 Cable COLRECORD, Telex (854) 17736 Publ'g Mgr Rolf Persson  
**Int'l rep.: Worldwide (April)**  
 Arston Music Inc., see EMI—United Artists  
 Asa Music Co., see EMI—United Artists  
 Athens Music, see Sweden Music—Ivan Mogull  
 Aubergine Music, see Mustang  
 Avant Garde Music Publ'g Inc., see EMI—United Artists  
 Barneqat Music Corp., see EMI—United Artists  
 Bayberry Music Inc., see EMI—United Artists  
 Beaujolais Music (NS), see United Artists  
 Belinda (Scandinavia) AB, see Intersong-Foerlagen  
 Belwin-Mills Nordiska AB, see Ehrlingforlagen  
 Bltz Publ'g, PO Box 347, Gamla Brogatan 32, S-101 24 Stockholm Tel (08) 21-67-69 Telex 12481 Mgr Wolfgang Jediczka  
 Blue Horizon Music Inc., see EMI—United Artists  
 Bocephus Music, see Sweden Music—Palace  
 Bohus Music, PO Box 24, S-442 01 Kungälv, Tel (0303) 109-90 Gen Mgr Tommy Hallden, Prof Mgr. Gert Lengstrand  
**Int'l rep.: Worldwide (April)**  
 Brut Music (USA), see Sweden Music—Sugarmusic  
 Buddha Music Inc., see EMI—United Artists  
 Burlington Music Co., see Sweden Music—Palace  
 Hans Busch Musikforlag AB, Stubbsrigen 3, S-181 46 Ludingoe Tel (08) 765-1230  
 J F Busch's Musikverlag (Der Musikus), see Hans Busch  
 CAM Scandinavia AB, Wibomsvaeg 7 B, S-171 60 Solna, Tel 82-44-01 Telex 21411 Mng Dir: Gunnar Gunrup  
**Home office: Italy**  
**Int'l firms represented:** CAM (Australia, Japan, Spain), Campana, Pema  
 Camp Music Corp. AB, Jaernvaegsgatan 70, S-172 35 Sundbygr Tel (08) 98-28-08/55 Exec Lars Samuelson  
**Int'l firm represented: Jump (Italy)**  
 Carleen Music Inc., see EMI—United Artists  
 Carwin Music Inc., see EMI—United Artists  
 Cedarwood (Scandinavia) AB, see Intersong-Foerlagen  
 Champion Music Corp., see Sweden Music—MCA  
 Chappell Nordiska AB, see Intersong-Foerlagen  
 Choral Art Publ'ns, see EMI—United Artists  
 Cntercore Music, see Sweden Music—MCA  
 Clown's Music Ltd., see EMI—United Artists  
 Con Brio Music, see Sweden Music—Palace  
 Concorde Music, see Sweden Music—Palace  
 Cuban Music Corp., see EMI—United Artists  
 Detail Music Inc., see EMI—United Artists  
 Dobo Publ'g Co., see EMI—United Artists  
 Dominion Mudee Music Ltd., see EMI—United Artists  
 Duchess Music Corp., see Sweden Music—MCA  
 E M A / Telstar AB, see Sonet  
 EMI Music Publ'g (Sweden) AB, Ynglingagatan 17, S-113 47 Stockholm Tel (08) 23 66-80. Cable TURNTABLE Telex 12587 Mng Dir Bengt Sundstroem, Prof Mgr. Stefan Egmar  
**Int'l branch: Denmark**  
**Int'l firms represented:** Accord (Germany), Ambleside (UK), Anagon (Netherlands), Ardmore & Beechwood (Belgium, Mexico, South Africa, UK), Arion (Greece), Beechwood (Canada, USA), Belcas (New Zealand), Big Pig (UK), Black Swan (UK), Bowling Green (UK), Britten (UK), Castle (Australia), Central Songs (USA), Chanklin (UK), Coppa (UK), Coronado (UK), Donna (UK), EGO (Spain), EMI (Greece, Switzerland, UK), Elstree (UK), Episode (UK), Ferris (UK), First Floor (UK), Francis Day & Hunter (France, Germany, Scandinavia, UK), Genius (USA), Good Time (USA), Heart's Delight (USA), IATAIPU (Brazil), Initial (UK), KPM group (UK), Kipper Songs (UK), Macmelodies (UK), Manhattens (UK), Marouani (France), Peter Maurice (UK), Minta (USA), Mutual (UK), Nightingale (UK), Ordeon (Argentina), Open Door (USA), Pathe (Far East), Pathe Marconi (France), Pedro (UK), Pepe (UK), Keith Prowse (UK), Reynolds (UK), Saffron (UK), Saturday (USA), Cyril Shane (UK), Shanfield (UK), Shanklin (UK), Sunlight (UK), Supersongs (UK), Telescope (UK), Tip Top Songs (UK), Tomorrrows Tunes (USA), Toshiba-EMI (Japan), Univista (UK), Varda (UK), Voce del Padrone (Italy), W&R (UK), World Wide (UK)  
**Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (IATAIPU), Canada (Beechwood), Far East (Pathe), France (Francis Day & Hunter), Pathe Marconi), Germany (Accord), Francis Day & Hunter), Greece (EMI), Italy (Voce del Padrone), Japan (Toshiba-EMI), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), Spain (EGO), South Africa (Ardmore & Beechwood), Switzerland (EMI), UK (EMI), USA (Beechwood)**  
 Hans Edler Music AB, Parimtaergatan 9, S-112 24 Stockholm Tel (08) 52-31-00 Telex 10625 Pres Hans Edler  
 Ehrlingforlagen AB, PO Box 5268, Linnegatan 9/11, S-102 45 Stockholm Tel (08) 63-07-60 Cable EHRLINGMUSIK Pres Thore Ehrling, Gen Mgr Staffan Ehrling, Professional Mgr Bo-Goran Edling  
 Ehrling & Lovfvenholm AB, see Nordiska  
 Thore Ehrling Music AB, see Ehrlingforlagen  
 Elborno Music, see Sweden Music—Ivan Mogull  
 Ere Music, see Sweden Music—MCA  
 Essex AB (Musikforlaget) (STIM), PO Box 27234, S-102 53 Stockholm Tel (08) 63-07-20 Cable AIRMUSIC Telex 12335 Pres & Gen Mgr Sture Borgedahl  
**Int'l firms represented:** Essex group (UK), TRO (USA)  
**Int'l reps.: UK (Essex), USA (TRO)**  
 Esteem Music Corp., see EMI—United Artists  
 Evita Music, see Sweden Music—MCA

Leo Feist Inc., see EMI—United Artists  
 Felsted Music Corp., see Sweden Music—Palace  
 Filadelfia Forlaget AB (STIM/NCB), Dagenhuset, S-105 36 Stockholm, Tel (08) 13-03-40  
**Int'l branch: Norway**  
**Int'l firms represented:** Manna, Maranatha (both USA)  
 Flames of Albion Music, see Sweden Music—MCA  
 Flamingo Musikforlag AB, see Air  
 Flam Music, see EMI  
 Sam Fox Publ'g Co. Inc., see EMI—United Artists  
 Fontaine Music Corp., see Sweden Music—MCA  
 Four Star Music group, see Sweden Music—Palace  
 Fresco Music Inc., see EMI—United Artists  
 Frituna Produktion AB (STIM), Vaertavaegen 15, S-115 28 Stockholm Tel (08) 63-13-45 Telex 12328 Pres Goeran Waltner, Gen Mgr. Claes af Geijerstam  
 G-Produktion, Passvaegen 7, S-147 00 Tumba, Tel (0753) 349-56  
 Gaetana Music Inc., see EMI—United Artists  
 Gate Music, see EMI—United Artists  
 Gavotte Music, c/o Skandinavisk Musiktjänst, Sandbacksgatan 4, S 116 21 Stockholm Tel (08) 43-88-85  
 Carl Gehrmann, PO Box 505, S-101 26 Stockholm Tel (08) 10-30-04 Cable MUSIKGEHRMAN  
 Getra Music Inc., see Sweden Music—MCA  
 Glasco Music, see EMI—United Artists  
 Glensons AB, Vallvagen 2, S-182 75 Stocksund, Tel (08) 85-68-00  
**Int'l rep.: Worldwide (April)**  
 Goal Music, see Sweden Music—MCA  
 Golden Apple Music Inc., see EMI—United Artists  
 David Gornton, see EMI—United Artists  
 Grege Music, see Sweden Music—MCA  
 Groovesville/Conquistador, see EMI—Screen Gems-EMI  
 Wilhelm Hansen Stockholm (Ed.), see Nordiska  
 Hargrove Music, see Sweden Music—Ivan Mogull  
 Hastings Music Corp., see EMI—United Artists  
 Hawaii Music Inc., see Sweden Music—MCA  
 Hendrix Musikforlag, see Sافر  
 Hip Trip Music Co., see EMI—United Artists  
 Hollywood Songs Inc., see EMI—United Artists  
 Homecoming Music/Summertree Music, see EMI—Screen Gems-EMI  
 House of Cash, see EMI—Screen Gems-EMI  
 Interior Music Corp., see EMI—United Artists  
 Interpress Publ'g (STIM), PO Box 20025 Erikslustvaegen 9, S-200 74 Malmö 20 Tel (040) 98-19-23 Telex 33290 Mng Dir Curt Goerman, Gen Mgr. Lars Hansson  
**Int'l firms represented:** Buk/Honeybee (UK), Coomb (UK), Muscle Shoals (USA), Schwann (Germany)  
 Intersong-Foerlagen AB, PO Box 3094, Dalvangen 4, S-171 03 Solna Tel (08) 83-08-90 Cable SONORA, Telex 12383. Pres. Olle Bergman, Professional Mgr. Sten Petri  
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 Kountry Korral Prod ns, PO Box 8014, S-720 08 Vasteras 8. Tel: (021) 18-86-20/90. Pres.: Lilies Ohlsson.  
 Lappland Music, see Sonet.  
 Leeds Music Corp., see Sweden Music—MCA.  
 Leeds Music Ltd., see Sweden Music—MCA.  
 Legacy Music, see EMI—Screen Gems-EMI.  
 Liberty AB (Ed.), PO Box 1178, Ankdamngsgatan 5, S-171 23 Solna. Tel: (08) 82-04-80. Cable: ELECTRAGRAMMO. Telex 19561. Prof Mgr. Rolf Lonberg.  
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 Int'l rep.: UK (Sunbury).  
 Lion Music Corp., see EMI—United Artists.  
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 Abr. Lundquist Musikforlag AB, Katarina Bangata 17, S-116 25 Stockholm. Tel: (08) 43-67-67. Cable: LUNDROND. Pres: Helge Roundquist, Sales Mgr.: Anders Roundquist  
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 M C A Music Svenska AB, see Sweden Music.  
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 Multitone AB, Storaengsvaegen 27, S-115 34 Stockholm. Tel: (08) 61-13-16. Cable: METROREC. Telex 19022. Pres. Boerje Ekberg, Gen. Mgr. Sven-Olov Bagge.  
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 Branch: S-411 29 Goeteborg, Landalabergen 20. Tel: (031) 16-26-90  
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 Nils-Georgs Musikforlags AB, see Ehrlingforlagen.  
 Nnandy Music Co., see Sweden Music—Ivan Mogull.  
 Nordic Songs AB, PO Box 745, Drottninggatan 37, S-101 30 Stockholm 1. Tel: (08) 24-94-30. Cable MUSICALIA. Telex 11859. Pres. Bengt Edwardsson, Prof Mgr. Tony Lonn  
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 Home office: USA, Peer-Southern Org.  
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 Sugarmusic (Scandinavia) AB, see Sweden Music  
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 United Artists Musikforlag AB, see EMI  
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 Vector Music Corp., see Sweden Music—MCA  
 Warner Bros Music (Scandinavia) AB, PO Box 4082, Hoeglidsvaegen 28, S-180 10 Enebryggen Tel: (08) 768-4844. Telex 12812. Pres. Lennart Desmond, Prof. Mgr.: Hans Desmond.  
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Mustang, see Metronome  
N G D, see Barclay  
Nonesuch, see WEA.  
Odeon, see EMI.  
Odyssey, see CBS  
Oversea Recs, AG, Zuercherstr 35, CH-8154 Oberglatt Tel (01) 850 32 39 Cable OVERSEAREC Pres Michel Liber; Ass't Alice Liber

**Int'l branch:** Germany, Deutsche Oversea  
**Labels:** (Owned) Oversea, (represented) Athenee (Greece), Avenue (UK), Black Tulip (Netherlands), Diskosan (Turkey), Garnet (Germany), Luxembourg Sound (Luxembourg), Maietti (Italy), Melody (Greece), Moon Disc (Netherlands), Palobal (Spain), Said (Italy), Sayton (Spain), Sonor (Italy), Togo (Italy), Zephyr (Italy)

P D U Ed Discografiche & Musical SA (IFPI), Via Generoso 6, CH-6900 Lugano Tel (091) 54 86 81, 54 87 51 Telex 73208 Admin'r Alberto Collemberg

**Int'l branch:** Italy  
**Int'l reps:** Worldwide (EMI), excluding Colombia (CBS)

P S M, see Metronome  
Parlophone, see EMI  
Paroles, see VDE & Barclay  
Pathé, see EMI  
Pavo, see Evasion  
Pelca, see Musikverlag zum Pelikan  
Pffrikus, see Bellaphon  
Philips, see Phonogram

Phonag Schallplatten AG (IFPI), Wartstr. 6, CH-8400 Winterturh Tel (052) 23 62 31 Telex 76281 Gen Mgr Helmut Bischof

**Labels:** (Owned) Habetuhaj, Helvetia, Phonag, (licensed domestic) Halletel, (licensed foreign) Ailenee (Austria), Arcade (Germany), ECM (Germany), Fonit-Cetra (Italy), Gull (UK), Intercord (Germany), PDU (Italy), SteepleChase (Denmark), Vanguard (USA) Vedette (Italy)

Phonogram AG (IFPI), Bahnhofstr 6, CH-8952 Schlieren Tel (01) 730 52 00 Telex 55530 Gen Mgr W Zimmermann, Sales Mgr E Andereg

**Labels:** (Owned) Fass, Fontana, Impact, Mercury, Philips, Polystar, Seon, Spectrum, Star-Club, Vertigo, (distributed) Gnome, Grosseman, Exclusiv, Schnoutz, (represented) All Platinum (USA), Biographie (USA), Bus

Stop (UK), Charisma (UK), Chess (USA), Chrysalis (UK), Cretor (France), Dial (USA), Disque Music Edd (France), Ember (UK), Garima (France), Disques H (France), Hot Foot (Germany), Kalendour (France), Kelenn (France), Love (Italy), MM Recs. (France), Marzelle (France), Monty (France), Mountain (UK), Paramount (USA), Passport (USA), Power Exchange (UK), Sides (USA), Sire (USA), Theleme (France), 20th Century (USA), Zagora (France)

Pick Recs., Brunnwiesenstr. 26, CH-8049 Zurich Tel (01) 56 44 40  
**Labels:** (Owned) Aktuell, Classic Pick, Hot Pick, International Pick, Pick, Swiss Made, (licensed) Sydney Thompson (UK)

Poly, see Polydor  
Polydor AG (IFPI), Bahnhofstr 6, CH-8952 Schlieren Tel (01) 730 52 00 Telex 55530 Gen. Mgr Dr Juerg M Schwarz, Sales Mgr Manfred Wipli, Prod'r Rene Wicky, Victor Pelli

**Labels:** (Owned) Archiv, Brunswick, DG Heliodor, Karussell, Poly, Polydor, Polystar, Powerplay, Swiss Gold, (licensed) Barn (UK), CTS, Capricorn (USA), Coral (USA), EG (UK), Karma (Germany), MCA (USA), MGM (USA), Oyster (USA), Pablo (USA), Pablo Live (USA), Phil Spector Int'l (UK, USA), Polar (Sweden), Polyfar (Brazil), RSO (UK), Ring-O (UK), Schwann Studio (Germany), Track (UK), Verve (USA), WIP (France)

Polystar, see Phonogram & Polydor  
Pony, see Metronome  
Portrait, see CBS  
Powerplay, see Polydor  
Punch, see EMI  
R B Mktg., Waldstr. 8, CH-9008 St. Gallen Tel (071) 24 14 46 (Importer)

Rainbow, see Barclay  
Regal, see EMI  
Regnal Zonophone, see EMI  
Reprise, see WEA  
Riviera, see Barclay  
S-3000, see Musiciand  
Alfred Sacher, Oetlingerstr 39, CH-4000 Basel Tel (061) 33.94.48 (Importer)

**Labels:** (Represented) Music Minus One (USA)  
Friedrich Schait, Via Industria 1, CH-6900 Lugano Tel (091) 3 88 66, 3 47 55 Dir. Friedrich Schait. (Wholesaler/Importer—tape)

Schnoutz, see Phonogram  
Seon, see Phonogram  
Sonographic Rec'g Co AG, Kampstr 16, CH-8952 Schlieren Tel (01) 730.22.99. Pres R Egl, Gen. Mgr W.A. Wettler; Sales Mgr A. Brand

**Label:** (Owned) Sonographic  
Spectrum, see Phonogram  
Stamy, see Barclay

Star Recs., PO Box 25, CH-7270 Davos 2 Tel (083) 3 54 38 (Distributed by Finsterwald & Cantacuzene)  
Star-Club, see Phonogram  
Star Performance, see IRC  
Stereo Tape AG, Kasernenstr 50, CH-3013 Bern Tel (040) 48.10.74, 43.31.17, 24.07.30

**Home office:** Germany  
Swiss, see Electromusic  
Swiss Gold, see Polydor  
Swiss Hit, see Electromusic  
Swiss Jazz, see Musikvertrieb  
Swiss Made, see Pick  
Tacoun SA, Rue St Pierre 26, CH-1700 Fribourg Tel (021) 62.45.55

Teldec Musikvertrieb, Badenerstr. 555, Zurich Tel 54 97 57 Mng Dr Jack Dimenstein, Mktg Mgr Mr. Monorot, Promo Mgr Dimenstein

Tell, see Electromusic  
Terry Music, see RB Mktg  
Toka, see CCT.  
Top-Disc, see Metronome  
Top Disc Gold, see Metronome  
Tourel, see Barclay  
Trianon, see EMI  
Trola, see Musikvertrieb

Turcaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich Tel (01) 87 43 11 (As of 11/20/78—Tel (01) 941 13 11). Telex 52645

**Labels:** (Owned) Artiphon, Elite, Elite Special (licensed to Musikvertrieb), Mandolino, (distributed) Asmaham, Baidaphon, (represented) Ekipo (Spain)  
**Int'l reps:** Argentina (Surco), Australia (Carina), Austria (Amadeo), Belgium (Anvers Radio), Brazil (RCA), Denmark (Moerks), France (Sopholest), Germany (Deutsche Astrophon), Italy (Pilghe), Netherlands (Sound), Spain (Ekipo), UK (Disc Import), Yugoslavia (Jugoton)

V D E (Disques), Rue des Terreaux 14, CH-1003 Lausanne. Tel (021) 22.80.24 Gen. Mgr. Olivier Buttex (Distributed by Barclay)

**Labels:** (Owned) Gallo, Paroles, VDE  
**Int'l reps:** Australia (World Rec. Int'l), Austria (Mixtur), Belgium (Edibon), Germany (Mixtur), Luxembourg (Edibon), Netherlands (Hosat), New Zealand (World Rec Int'l), Sweden (Sterling)

Vega 2000, see Musiciand  
Vertigo, see Phonogram  
Vix Music, see Disques-Office  
Volksplatte, see EMI

W E A Int'l (European artists relations office & audio/video planning div), Chillon 16, CH-1820 Montreux Tel (021) 61.64.31 Cable MONTREUXSOUNDS Telex 25796 Mng Dir Claude Nobis; Coordinating Ass't Jacqueline Ledent-Vlain

**Home office:** USA  
**Labels:** (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Reprise, Warner Bros., (licensed) Bearsville (USA), Big Tree (USA), Curtom (USA), DiscReet (USA), Little David (USA), Manticore (UK), Swan Song (UK)  
Warner Bros., see WEA  
Willissu Live, see America Sound  
Young Electronics, 24-26 Ave de la Gare Des Eaux-Vives, CH 1211 Geneva 6  
**Label:** (Represented) Sheffield Lab (USA)

● music publishers

Aberbach (Alpina) GmbH, see Turcaphon  
Acuff-Rose Verlag AG, see Eido  
Amada Music, see IMPACT  
Fredry J. Angstmann Publ'g (SUISA), PO Box 28, CH-8050 Zurich, Tel (01) 51 21.33/56  
Annabella Musikverlag GmbH, see Turcaphon  
Arena Musikverlag GmbH, see Turcaphon  
Artillery Music, see IMPACT  
Ascona Music, see Wintasco-Music  
Bane Music, see Finsterwald & Cantacuzene  
Bellletulpe SA, see Fanfan  
Belmont SA (Ed. Musicales), see Finsterwald & Cantacuzene  
Bestgen Musikverlage (SUISA), Postfach 25, CH-7270 Davos 2 Tel (083) 3 54 38  
Breeze Music Switzerland, Via Serodine 17, CH-6612 Ascona Tel (93) 35 32 51. Owner: Corina Dierks; Gen Mgr: Tommy Fortman  
**Home office:** Germany  
**Int'l reps:** Austria, Germany (both Meisel groups)

Campana, see Fanfan  
Cantata Music, see IMPACT  
Cecil-Music, see Oversea  
Chicago Music, see IMPACT  
Chrysa SA (Ed.), see Coda  
Coda (Ed.), Brunnwiesenstr. 26, CH-8049 Zurich Tel (01) 45.44.40  
**Int'l firms represented:** B. Feldman (UK), Francis Day (France, UK), Montana (Germany), Sparta Florida (UK), Suvini Zerboni (Italy), UFA/Discoton (Germany), Voggenreiter (Germany)  
**Int'l reps:** Austria (Melodie), France (Hohner), Germany (M. Hohner), Mexico (G. Ricordi), Netherlands (De Erster)

Cron (Ed.), Seidenhofstr. 14, CH-6002 Lucerne Tel (041) 23 43 25 Gen Mgr Dr Paul Cron  
**Int'l firms represented:** A. Boehm (Germany), Styria (Austria)

Dueyees Music, see IMPACT  
EMI Music Publ'g (Switzerland) SA, Badenerstr. 567, CH-8048 Zurich, Tel (01) 54.00.10 Telex 55695 Mng. Dir. Guy Delux

Edifo SA, Badenerstr. 555, CH-8048 Zurich, Tel (01) 54.64.77 Pres Dr Vent Wylzer, Gen. Mgr Sarah Dirmenstein.

Edition Musikproduktionen (ML, SUISA) c/o Metronome Recs AG, Toedstr 68, CH-8810 Horgen 1 Tel (01) 725.36.83 Telex 52941 Pres Juerg Zehnder, Gen. Mgr Bruno Moschin  
**Int'l firms represented:** Abramo Allione (Italy), Associati (Italy), Rolf Budde Musikverlag KG (Germany), Eurovox (Belgium), Farran Music (Spain), Intervox (Belgium), Noble (Germany), Peterman & Co. Ltd. (UK), Real (Italy), Royal (Germany), Swington (Ed.) (Germany), Valentine (Belgium)  
**Int'l rep:** Germany (Royal)

Ere Nouvelle (SUISA/ML), PO Box 131, CH-1211 Geneva 24, Tel (022) 28.03.82. Cable REGORARTISTES. Chief Exec M. Regor

Estella Music, see IMPACT  
Eulenbug GmbH (Ed.), Gruenstr. 28, CH-8134 Adliswil. Tel. (01) 91 36 81

Evasion Ed., Rue Dr. Cesar-Roux 28, CH-1005 Lausanne Tel (021) 22.81.34. Dir.: Pierre-Henri Dumont, Gaston Schaefer, Francois Vautier

Fanfan Music H. & B. Liechti & Cie (SUISA/ML), Rue de Hesse 8-10, CH-1211 Geneva 11 Tel (022) 21 77 66 Telex 28657 Mng Dir. Heinz Liechti, Gen. Mgr. Bertrand Liechti  
**Int'l firms represented:** CAM (Italy), Fermata Group (Brazil), Geng (Germany), Goodman Group (USA), Roland Kluger (Belgium), Mills (USA)

Finsterwald & Cantacuzene Eds. Musicales, Av. des Alpes 70 CH-1820 Montreux Tel (021) 62 45 55 Pres: Jean-Jacques Finsterwald; Gen. Mgr. Ivan Cantacuzene  
**Int'l firms represented:** Belmont (Germany), Durium (Italy), Fumara (Italy), Maas (Italy), Pharaon (France), Saar (Italy), Sonet (Sweden, UK)

Flora Musikverlag GmbH, see Turcaphon  
Forever Music, see Hazylville  
Francis-Day-Prod'n Switzerland, see Coda  
Friedrich's Prod'n, 13 rue Margnac, CH-1206 Geneva T 47 68 10/27 Pres: Jean-Claude Friederich; Prod'r Jacques Marouan

Gismonti Eds. Musicales, see Fanfan  
Gold Recs., Mythenquai 383, CH-8038 Zurich Tel (01) 43 69 30 Owner: Bernard Henrion  
Good Tunes Music, see Fanfan  
Bill Grauer, see IMPACT  
Hazylville (Ed.), Im Koller 17, CH-8706 Feldmeilen, Tel (01) 923.49.18 Cable OSTERWALDMUSIC Telex 75437 Pres. R Hazy Osterwald, Gen Mgr G. Sunny Lang

**Int'l firms represented:** Allround (Austria), Arabella (France), Paul C R. Arends (Germany), Hazylvan (Germany), Eugene McDaniels (USA), Peach (USA), Shirley (Germany), Trumpf (Germany), Yonah (USA)  
**Int'l reps:** Austria (Allround), Belgium (Frankie, Virgo), Canada (Arca), Germany (Paul C. R. Arends), South Africa (Laetrec)

Helbling & Co., Pfaffikerstr. 6, CH-8604 Volketswil, Tel. (01) 945 43 93 Cable HELBLINGMUSIC. Onwer & Gen. Mgr. Albert Brunner

**Int'l firms represented:** Berben (Italy), Chappell (UK), Hans Gehrig (Germany), Hansen (USA), Kassner (UK), Peer-Southern (USA), Hans Sikorski (Germany), Ufaton (Germany), World (Belgium)  
**Int'l reps:** Austria (Harmonia, Helbling), France (O Dheibolt), Germany (M. Hohner), USA (New Arts Press)

Henn Eds., see Fanfan  
I M P A C T (International Music Publ'rs & Composers Trust) SA, Box 10, Via del Tiglio 11, CH-6900 Cassarate/Lugano Tel (091) 51 80 71  
**Int'l firms represented:** Jana, Monggo  
International Melodies Geneve, see Fanfan  
Jazz Standard Music, see IMPACT  
Jury Music, see IMPACT  
L M N, see Fanfan



Lefciv SA, see Fangan.  
 Louvin Music (ML), Rue de la Serre 61, C-2301 La Chaux-de-Fonds. Tel (039) 22 16 19. Telex 35383  
**Int'l firms represented:** Design (France), Durium (Italy), Frankie (Belgium), Tutti (France)  
**Int'l reps:** Belgium (Frankie), France (Chappell-Design PES, Tutti), Italy (Durium), UK (Emerald, Sharcha)  
 Lucy Music, Eden Roc 1, La Clau aux Moines, CH-1073 Savigny. Tel (021) 97 18 94. Dir. Gino Gudis. Promo Raymond Bailly. Int'l Prod'r Albert van Hoogten  
 Meisel-Prod'n der Ed. Coda, see Coda  
 Melodie (Ed.), Brunnenwiesenstr 26, CH-8049 Zurich. Tel (01) 56 44 40. Telex 56636 Gen Mgr. Jane Peterer  
 Mondiamusic Sarl, see Fanfan  
 Music Club Verlag, PO Box 4, Im Baerenmoos 13, CH-8942 Oberrieden. Tel (01) 43 69 30. Owner Bernard Henron  
 Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich. Tel (01) 840 60 40. Telex 56359 Chief Exec. Gian Carlo Astore  
 Music Today SA, Baarerstr 57, CH-6301 Zug. Tel (042) 21 07 45  
 Musikum Musikverlag, see Turicaphon  
 Musikverlag zum Pelikan, Hadlugaubstr 63, CH-8044 Zurich. Tel (01) 60 19 85  
**Int'l firms represented:** G. Henle, Moeck, Moeseler, Sikorski, Stella, Volk (all Germany)  
**Int'l rep.:** Germany (Merseburger)  
 Musikvertrieb AG, Badenerstr 555, CH-8048 Zurich. Tel (01) 54 97 54. Telex 52740 Pres. Dr Jack Dimenstein; Mgr. Sarah Dimenstein  
**Int'l firms represented:** Ackee (USA), Avco (USA), Avemb (USA), Alshire (USA), B&C (UK), Backcourt (UK), Big Bopper (USA), Big Secret (UK), Bowling Green (USA), Brother/Wilojarston (USA), C.G. Cannon group (USA), Carren (USA), Cheap Thrills (USA), Chero (USA), Chinnichap (UK), Colour Me Gone (UK), Compass, Cookaway (UK), Covered Wagon (UK), Creedmore (UK), Diamond (UK), ER (UK), Fenwick (UK), Fleetwood (UK), Four Knights (USA), Charles Fuller Gold Hill (USA), Gopam (USA), Great Honesty (USA), Island (UK), Jamarnie (UK), Jana (USA), Kataloge (USA), Kenbill (UK), La Ciengna (USA), Lady Casey (USA), Levathan (UK), Levine & Brown (USA), Libra (UK), Mandina (USA), Manticore (UK), Marquee Dolan (UK), Melodie der Welt (Germany), Middle Road (UK), Ivan Mogull (USA), Montunes (USA), Mooncrest (UK), Morning (Canada), Mother Goose (UK), Nightwind (USA), Nineteen Eighty-Five (USA), Palace (UK), Playboy (USA), RAK (UK), Red Bus (UK), Rocket (UK), Rocksmith (USA), Cyril Shane (UK), Springpark (UK), Sunlight (UK), Wildflowers (USA), Tree Int'l (UK), Trojan (UK), Utopia (UK), Valentine (UK), Vickie/Balmac, Wicked Fly (UK), R.P. Winkelman Tunes (WSA), Woolfsongs (UK)  
 Nikto (Eds.), Av de la Grenade 6, CH-1207 Geneva. Tel (022) 35 17 62. Cable NIKTOPRESS  
 Nova GmbH (Ed.), see Helbling  
 Nuesch Publ'g Co., Postfach 176, CH-9230 Flawil  
**Int'l branch:** Spain  
 Onyl Music, see Finsterwald & Cantacuzene  
 Onyx Music, see IMPACT  
 Oversea Music, Zurcherstr 35, CH-8154 Oberglatt. Tel (01) 850 32 39. Telex 54679 Pres. Michel Liber  
 P D U Eds. Discografiche & Musicali SA, Via Generoso 6, CH-6900 Lugano. Tel (091) 54 86 81, 54 87 51. Telex 73208 Admin'r Alberto Collemberg  
**Int'l branch:** Italy  
 Pool Music, see Hazylville  
 Prix Music, see IMPACT  
 Rinco Music Co., Spitalgasse 9, CH-8025 Zurich. Tel (01) 47 32 38. Telex 54565 Gen. Mgr. Walter Schelling  
 Satin Music, see Finsterwald & Cantacuzene  
 Sebring Music, see IMPACT  
 Sidem SA, see Fanfan  
 Sparta Florida Switzerland, see Coda  
 Stereo Tape AG/Ed. Famira, Kasernenstr 50, CH-3013 Bern. Pres. Haensuli Baehler, Gen. Mgr. Jan Famira  
 Tell (Ed.), see Coda  
 Turicaphon (Ed.), AG, Brunnenstr 9, CH-8610 Uster. Tel (01) 87 14 34, 87 43 11. (As of 11/20/78—Tel. (01) 941 13 11) Cable ABERMUSIK  
 Violinada Musik Verlag, Postfach 47, CH-8105 Regensdorf. Tel (01) 840 41 59. Pres. & Gen. Mgr. Eugene Tief  
 Wamjud Music, see IMPACT  
 Willin Music, see IMPACT  
 Wintasco Music, PO Box 412, CH-8040 Zurich. Tel (01) 42 90 27. Mgr. Renate Burkhalter  
 Zomba Corp., Alpenstr 14, CH-6300 Zug. Tel. (042) 21 14 66. Cable IURZO. Telex 78867 Dir. Dr Karel Zoller  
**Int'l reps.:** Austria (Robal), Belgium (Nada), Canada (Morning), Germany (Roba), Ireland (Zomba), Netherlands (Nada), South Africa (Musicpiece), UK (Zomba), USA (Athlone).

● **services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Communaute de Travail Pour la Diffusion de la Musique Suisse, Av du Grammont 11 bis, CH-1000 Lausanne 13. Tel (021) 26 63 71  
 European Ass'n of Music Festivals, Villa Moynier, Rue de Lausanne 122, Geneva  
 European Broadcasting Union, PO Box 193, Ancienne Rt 17A, CH-1211 Geneva 20. Tel (022) 98 77 66. Cable: UNIRADIO. Telex: 289193. Sec'y-Gen. Regis de Kalbermaten; Legal Affairs: Marcel Caze; TV Program Dept. Miro Vilcek; Radio Program Dept. Antony M. Dean; Technical Centre: Rudolf Gressman  
 F I M (Federation Int'l des Musiciens), Hofackerstr 7, CH-8032 Zurich. Tel (01) 55 66 11  
 National Committee of the Int'l Music Council, PO Box 2054, CH-4001 Basel. Tel (061) 22 70 84  
 Office du Tourisme de Montreux, Grand-rue 42, CH-1820 Montreux. Tel (021) 61 33 84  
 S M V (Swiss Musicians Union), Elisabethenstr 2, CH-4051 Basel. Tel (061) 23 87 86. Chief Exec. Hans Heusi, Gen. Mgr. Dr Peter Kuster.

Swiss Music Council, PO Box 2054, CH-4001 Basel. Tel (061) 22 70 84. Pres. Klaus Linder  
 Swiss Musicians Ass'n, Av du Grammont 11 bis, CH-1000 Lausanne 13. Tel (021) 26 63 71  
**DESIGN & ARTWORK**  
 Ackeret Design Studios, Schaffhauserstr 15, Zurich. Tel (01) 60 38 72  
 Music Radio Promos, PO Box 1134, CH-804 / Zurich. Dir. Alex Pfund  
 E Schweizer Design AG, Spalenterweg 54, CH-4051 Basel. Tel (061) 22 17 65. Gen. Mgr. Peter Krummenacher  
**Int'l branches:** Germany, USA  
 Sonographic Rec'g Co. AG, Kampstr 16, CH-8952 Schlieren. Tel (01) 730 22 29. Pres. R. Egli, Gen. Mgr. WA Wettler, Sales Mgr. A Brand  
**LICENSING ORGANIZATIONS, MUSIC.**  
 Mechanlizenz (Swiss Society for Mechanical Copyright), Bellariastr 82, CH-8038 Zurich. Tel (01) 45 77 00 (Mechanical rights only)  
 S U I S A (Schweizerische Gesellschaft fuer Urheberrechte an Musik-Aufuehrungen & Sendungen), Bellariastr 82, CH-8038 Zurich. Tel (01) 45 77 00 (Performing rights only)  
 Symphony Tone Prod'n, Rte de Lussy 30, CH-1162 St Prex/Vaud. Tel (021) 76 10 26. Gen. Mgr. Lea Manhart. (Performing rights only)  
**Home office:** Austria  
**PLATING, PROCESSING & PRESSING PLANTS**  
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 Sonographic Rec'g Co. AG, Kampstr 16, CH-8952 Schlieren. Tel (01) 730 22 29. Pres. R. Egli, Gen. Mgr. WA Wettler, Sales Mgr. A Brand  
 Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Redikon/Zurich. Tel (01) 87 43 11. (As of 11/20/78—Tel (01) 941 13 11)  
**RECORD PROMOTION**  
 Music Radio Promos, PO Box 1134, CH-8047 Zurich. Dir. Alex Pfund  
**TAPE CUSTOM DUPLICATORS**  
 Atlantida SA, Chemin Moise-Duboulo 49, CH-1211 Geneva 28. Tel (022) 98 33 22. Cable ASAINTE  
 Intertape Ltd (International Tape Org.), Spinnerestr 21, CH-8753 Mollis. Tel (058) 34 31 34. Telex 75162 Gen. Mgr. Peter Baumgartner, Sales Mgr. Lou Bischof (Audio & Video)  
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**Int'l branch:** Germany  
**Audio:** 8-tr., cassette, open reel  
 Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich. Tel (01) 840 60 40. Telex 56359 Pres & Gen. Mgr. Gian Carlo Astore, Domestic Sales Mgr. Hans Vetterli, Sales Dir. Fredy P. Frei, R&D Dir. Richard Steiner  
**Audio:** 8-tr., 8-tr. quadraphon.c, cassette, open reel  
 Ruba Beerli & Co./Arthook Ch. E. Beerli, PO Box 300, Claragraben 78, CH-4000 Basel. Tel (061) 33 23 94  
 Union Studios E. Heers, Schulstr 56, CH-8105 Regensdorf.  
**● supplies**  
**CARTRIDGE & CASSETTE PARTS**  
 Alchemco AG, Althardstr 224, CH-8105 Regensdorf/Zurich. Tel (01) 840 66 06. Telex 56359 Pres & Gen. Mgr. Gian Carlo Astore, Domestic Sales Mgr. Hans Vetterli, Sales Dir. Fredy P. Frei, R&D Dir. Richard Steiner  
**Audio:** Cassette bodies, hubs, rolls, foils, pads, shields, all cartridge plastic parts, library cases  
 C C T (Compact Cassettes Trading AG), Birmsendorferstr 55, CH-8036 Zurich. Tel (01) 241 47 11. Telex 58975 Chief Exec. Hugo von Blumenthal, Gen. Mgr. Robert Wernli  
 I C M Cassette Mdsrs Ltd., Muehlebachstr 27, CH-8800 Thalwil. Tel (01) 720 29 42. Telex 53759 Pres. Werner Weber. Ass't to Pres. Mario Taravella, Gen. Mgr. Andy Baur, Sales Mgr. Rolf Sager  
 Lake County Recs., Bois-Noir 39, CH-2300 La Chaux-de-Fonds. Tel (039) 26 93 60. Chief Exec. Michel Cattin, Gen. & Sales Mgr. Eliane Cattin  
 Werner Weber Kunststoffwerk AG, Soodstr 52, CH-8134 Adliswil. Tel (01) 710 40 51. Pres. Werner Weber, Ass't to Pres. Mario Taravella  
**Int'l branch:** Germany  
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**Audio:** C.O cassette, cartridges, digital cassettes  
 C C T (Compact Cassettes Trading AG), Birmsendorferstr 55, CH-8036 Zurich. Tel (01) 241 47 11. Telex 58975 Pres. Hugo von Blumenthal, Gen. Mgr. Robert Wernli  
 I C M Cassette Mdsrs Ltd., Muehlebachstr 27, CH-8800 Thalwil. Tel (01) 720 29 42. Telex 53759 Pres. Werner Weber. Ass't to Pres. Mario Taravella, Gen. Mgr. Andy Baur, Sales Mgr. Rolf Sager  
 Lake County Recs., Bois-Noir 39, CH-2300 La Chaux-de-Fonds. Tel (039) 26 93 60. Chief Exec. Michel Cattin, Gen. & Sales Mgr. Eliane Cattin

Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich. Tel (01) 840 60 40. Telex 56359 Pres & Gen. Mgr. Gian Carlo Astore, Domestic Sales Mgr. Hans Vetterli, Sales Dir. Fredy P. Frei, R&D Dir. Richard Steiner  
 Palatchi Int'l SA, PO Box 280, CH-1211 Geneva 6. Tel (022) 35 42 05. Telex 22985 Dir. Victor Fischer, Gen. Mgr. Roland Schaefer  
**Audio:** C.O cassettes  
 Toka Int'l, see CC  
 Werner Weber Kunststoffwerk AG, Soodstr 52, CH-8134 Adliswil. Tel (01) 710 40 51. Pres. Werner Weber, Ass't to Pres. Mario Taravella  
**Int'l branch:** Germany  
**ENVELOPES & MAILERS**  
 Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Redikon/Zurich. Tel (01) 87 43 11. (As of 11/20/78—Tel (01) 941 13 11)  
**JACKETS & SLEEVES LABELS**  
 Sonographic Rec'g Co. AG, Kampstr 16, CH-8952 Schlieren. Tel (01) 730 22 29. Pres. R. Egli, Gen. Mgr. WA Wettler, Sales Mgr. A Brand (Jackets & labels only)  
 Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Redikon/Zurich. Tel (01) 87 43 11. (As of 11/20/78—Tel (01) 941 13 11)  
**POLYETHYLENE BAGS**  
 Sonographic Rec'g Co. AG, Kampstr 16, CH-8952 Schlieren. Tel (01) 730 22 29. Pres. R. Egli, Gen. Mgr. WA Wettler, Sales Mgr. A Brand  
**TAPE, RAW & BLANK LOADED**  
 Agfa-Gevaert AG/SA Stettbachstr 7, CH-8600 Duebendorf. Tel Zurich 821 02 40. Telex 56961 Zurich Mng Dir. R. Klett, Sales Mgr. U. Buehring  
**Audio:** Blank—Compact-cassette, open reel, raw—cassette, broadcast, studio  
**Video:** Cassette, open reel  
**Brand names:** Agfa Carat, Agfa Stereochrom, Agfa Videochrom  
 Alchemco AG, Althardstr 224, CH-8105 Regensdorf/Zurich. Tel (01) 840 66 06. Telex 56359 Pres & Gen. Mgr. Gian Carlo Astore, Domestic Sales Mgr. Hans Vetterli, Sales Dir. Fredy P. Frei, R&D Dir. Richard Steiner  
**Audio:** Raw—8-tr., cassette, open reel, blank—8-tr., cassette  
 Audio Electronic AG, Lohwistr 30, CH-8123 Ebmatingen. Tel (01) 980 14 71. Telex 57149 (Importer) (Blank only)  
**Audio:** Cassette, open reel  
**Brand name:** Fuji  
 Audio Magnetics SA, Geneva. PO Box 54, 2 Rte des Acacias, CH-1211 Geneva 24. Tel (022) 43 51 15. Telex 27152 Contact J.J. Eschenmoser  
**Int'l subsidiaries:** England, France, Germany, Portugal (All Audio Magnetics)  
**Audio:** 8-tr., cassette & open reel  
 B A S F (Switzerland) AG, Soestr 40, CH-8802 Kilchberg. Tel (07) 15 19 21. Telex 52396 Sales Mgr. Ueli Schori  
**Home office:** Germany  
**Audio:** Cassette, open reel  
**Video:** Cassette, open reel  
 I C M Cassette Mdsrs Ltd., Muehlebachstr 27, CH-8800 Thalwil. Tel (01) 720 29 42. Telex 53759 Pres. Werner Weber. Ass't to Pres. Mario Taravella, Gen. Mgr. Andy Baur, Sales Mgr. Rolf Sager  
**Audio:** Blank—8-tr., cassette & open reel, raw—cassette & open reel  
**Brand names:** EMI, ICM  
 Intertape Ltd (International Tape Org.), Spinnerestr 21, CH-8753 Mollis. Tel (058) 34 31 34. Telex 75162 Gen. Mgr. Peter Baumgartner, Sales Mgr. Lou Bischof (Audio & Video)  
 Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich. Tel (01) 840 60 40. Telex 56359 Pres & Gen. Mgr. Gian Carlo Astore, Domestic Sales Mgr. Hans Vetterli, Sales Dir. Fredy P. Frei, R&D Dir. Richard Steiner  
**Audio:** 8-tr., cassette, open reel  
 Palatchi Int'l SA, PO Box 280, CH-1211 Geneva 6. Tel (022) 35 42 05. Telex 22985 Dir. Victor Fischer, Gen. Mgr. Roland Schaefer  
**Audio:** Blank—8-tr. cassette, open reel, raw—duplicator grade cassette, pancakes  
 Pyral (Products) SA, 3 Rue Beau-Site, CH-1211 Geneva. Tel 44 65 50. Telex 23756 (Blank only)  
**Home office:** France  
 Revox-ELA AG, Althardstr 146, CH-8105 Regensdorf. Tel (01) 840 26 71. Pres. Wilh. Studer, Gen. Mgr. Michel Ray (Blank only)  
**Audio:** Open reel  
 Sony Overseas SA, Baarerstr 59, CH-6300 Zug. Tel (042) 23 31 21  
 Werner Weber Kunststoffwerk AG, Soodstr 52, CH-8134 Adliswil. Tel (01) 710 40 51. Pres. Werner Weber, Ass't to Pres. Mario Taravella  
**Int'l branch:** Germany  
**Audio:** Blank—8-tr. cassette & open reel, raw—cassette & open reel  
**TAPE DUPLICATING EQUIPMENT.**  
 Alchemco AG, Althardstr 224, CH-8105 Regensdorf/Zurich. Tel (01) 840 66 06. Telex 56359 Pres & Gen. Mgr. Gian Carlo Astore, Domestic Sales Mgr. Hans Vetterli, Sales Dir. Fredy P. Frei, R&D Dir. Richard Steiner  
**Audio:** Quality control equipment for CC production, cassette winders, audio acoustical equipment  
 Intertechnika (div of Nichibe Technical Consultants Ltd) Case Postale 4/5, 4 Rue Ami-Lullin, CH-1211 Geneva 3  
**Audio:** Design & implementation of facilities

Sony Overseas SA, Baarerstr 59 CH-6300 Zug Tel (042) 23 31 21

## ● accessories manufacturers

Alchemico AG Althardstr 224 CH-8105 Regensdorf/Zürich Tel (01) 840 66 06 Telex 56359 Pres & Gen Mgr Gian Carlo Astore Domestic Sales Mgr Hans Vetterli Sales Dir Fredy P Frei R&D Dir Richard Steiner

**Product** Carrying & storage cases head cleaners demagnetizers leader & splicing tape  
DYNAVOX Electronics, route de Villars 105, CH 1700 Fribourg Tel (037) 24 55 30

**Product** Needles stereo cartridges  
**Brand name** Pickering

I C M Cassette Mfgs Ltd Muehlebachstr 2/ CH-8800 Thalwil Tel (01) 720 29 42 Telex 53759 Pres Werner Weber, Ass't to Pres Mario Faravella Gen Mgr Andy Baur Sales Dir Rolf Sager

**Product** Tape storage cases  
Lake County Recs Bois Noir 39 CH 2300 La Chaux-de-Fonds Tel (039) 26 93 60 Owner Michel Cattin Gen & Sales Mgr Eliane Cattin  
**Product** 45 RPM adaptors needles

M C S (Music & Cassette Supply Ltd) Muehlebachstr 2/ CH-8800 Thalwil Tel (01) 720 85 07 Telex 53469 Pres Werner Weber Ass't to Pres Mario Faravella Sales Mgr Kurt Straumann  
**Int'l branches** Germany  
**Product** Head cleaners

Musciland AG Althardstr 224 CH 8105 Regensdorf/Zürich Tel (01) 840 60 40 Telex 56359 Pres & Gen Mgr Gian Carlo Astore Domestic Sales Mgr Hans Vetterli Sales Dir Fredy P Frei R & D Dir Richard Steiner

**Product** Carrying & storage cases head cleaners & demagnetizers  
REVUX ELA AG Althardstr 146 CH 8105 Regensdorf Tel (01) 840 26 71 Pres Willi Studer Gen Mgr Michel Ray

**Product** Tape carrying & storage cases head cleaners & demagnetizers  
E Schweizer Design AG Spaltenweg 54 CH-4051 Basel Tel (061) 22 17 65 Telex 63403 Gen Mgr Peter Krummenacher

**Int'l branches** Germany USA  
**Product** Carrying & storage cases cleaners cloths & brushes head cleaners  
Ithrens Franz AG Hardstr 41 CH 5430 Wettlingen Tel (05b) 26 28 61

**Product** Needles stereo phono cartridges  
**Brand name** Stanton

● **store fixtures & merchandising aids manufacturers**

## ● store fixtures & merchandising aids manufacturers

Alchemico AG Althardstr 224 CH 8105 Regensdorf/Zürich Tel (01) 840 66 06 Telex 56359 Pres & Gen Mgr Gian Carlo Astore, Domestic Sales Mgr Hans Vetterli Sales Dir Fredy P Frei R&D Dir Richard Steiner

**Product** Tape display racks  
Musciland AG Althardstr 224 CH 8105 Regensdorf/Zürich Tel (01) 840 60 40 Telex 56359 Pres & Gen Mgr Gian Carlo Astore Domestic Sales Mgr Hans Vetterli Sales Dir Fredy P Frei R&D Dir Richard Steiner

**Product** Tape display racks  
E Schweizer Design AG, Spaltenweg 54 CH-4051 Basel Tel (061) 22 17 65 Telex 63403 Gen Mgr Peter Krummenacher

**Int'l branches** Germany USA  
**Product** Browser boxes display racks

## THAILAND

Population: 42 960 000

Rate of exchange: \$1 (US) = 20 41 baht

Per capita income: \$318

Holidays: January 1 February 13 (Makha Buja) April 6 May 5 (Coronation Day) May 10 July 1 August 12 (Queen's Birthday), December 5 (King's Birthday), December 10 (Constitution Day), December 31 & all Buddhist holidays

Records, record blanks & pre-recorded media imported from USA 1977: \$146 329

## ● record & tape manufacturers / distributors / importers

Black & White Co Ltd PO Box 335, Thai Lai Thong Bldg 52/46 Surawongse Rd Bangkok Tel 31 939 33 720 31 241 Local branch: 900 Mahachai Rd

Capitol see EMI

Ching Thai Regd Ord Partnership, Burapa Palace 669 671 Chakrapet Rd Bangkok Tel 221 44 71/4241 Cable CHINAIACOM (Distributor/Importer from UK & USA)

E M I (Thailand) Ltd 522 Prasumain Rd Bangkok Tel 281 7089/7582 Cable EMIIRON Mng Dir N Sarsheld Sales Mgr J Jariya lam Udorn Comm Dir P Boosakorn

Labels: (Owned) Capitol, EMI (Thailand), (licensed) A&M (USA), Arista (USA), Bronze (UK), CBS (USA), Island (UK), MAM (UK), Motown (USA), Philips (Netherlands), Polydor (Germany), Private Stock (USA), RAK (UK), United Artists (USA)

K S see Thai Phonograph

Sri Krung Phonograph Rec Co Ltd 129 Sukumvit 21, Bangkok Tel (3) 920 208 918 380 Cable VASUVAT Owner Manit Vasuvat Gen Mgr Chaichan Vasuvat Sales Mgr Pomphan Vasuvat

Labels: (Owned) MV-Master Voice, SKS-Sri Krung, SPC Sri Krung, Solina Sona Tape  
**Int'l rep** Germany (Asona), USA (RCA Int'l)

S K S see Sri Krung

S P C see Sri Krung

M V Master Voice see Sri Krung

Solina see Sri Krung

Sona Tape see Sri Krung

Thai Phonograph Rec Co Ltd, 857 Mahachai Rd, Bangkok Tel 286 1648 Mng Dir Sukit Pachimsawat Gen Mgr Tian Chunsirpong

Label: (Owned) KS

## ● music publisher

Kainol Sukosol Co Ltd, 857 Mahachai Rd, Bangkok Tel 222 51 31 Mng Dir Sukit Pachimsawat Gen Mgr Tian Chunsirpong

## ● services

### DESIGN & ARTWORK

### PLATING, PROCESSING & PRESSING PLANTS

Sri Krung Phonograph Rec Co Ltd 129 Sukumvit 21, Bangkok Tel 920-208 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat

Thai Phonograph Rec Co Ltd 857 Mahachai Rd, Bangkok Tel 286 1648 Mng Dir Sukit Pachimsawat Gen Mgr Tian Chunsirpong

### PRINTER & LITHOGRAPHER

#### RECORD PROMOTION

Sri Krung Phonograph Rec Co Ltd 129 Sukumvit 21, Bangkok Tel (3) 920-208 Cable VASUVAT Owner Manit Vasuvat Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat

### TAPE CUSTOM DUPLICATORS

#### TAPE DUPLICATOR / MARKETERS

Sri Krung Phonograph Rec Co Ltd 129 Sukumvit 21, Bangkok Tel 920-208 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat  
**Audio Cassette**

Thai Phonograph Rec Co Ltd 857 Mahachai Rd, Bangkok Tel 286 1648 Mng Dir Sukit Pachimsawat Gen Mgr Tian Chunsirpong  
**Audio Cassette, open reel open reel quadrasonic**

## ● supplies

### CARTRIDGE & CASSETTE PARTS

### EMPTY CARTRIDGES, CASSETTES & REELS

### TAPE BLANK LOADED

Sri Krung Phonograph Record Co Ltd 129 Sukumvit 21, Bangkok Tel 920-208, 918-380 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat

**Product:** Cassette parts & blank loaded tape, empty cassettes & reels sleeves & processing equip  
**Brand names:** MV, Solina, Vasuvat

## ● accessories manufacturer

Sri Krung Phonograph Rec Co Ltd 129 Sukumvit 21, Bangkok Tel 920 208 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat

**Product:** Carrying & storage cases, catalog services head cleaners & demagnetizers, leader & splicing tape

## TRINIDAD & TOBAGO

Population: 1 080 000

Rate of exchange: \$1 (US) = 2 38 Trinidad & Tobago dollars

Per capita income: \$1 400

Holidays: January 1, Good Friday, Easter Monday, Whitmonday, Corpus Christi, May 1, June 19, August 7 (Discovery Day), August 31 (Independence Day), Eid Ul Fitr, Diwali, December 25, 26

Records, record blanks & pre-recorded media imported from USA: 1977: \$247,056

### RADIO STATIONS

No of commercial: 1, government 1

**Comment:** The commercial station transmits in both AM & FM The government owned transmits in AM, FM and FM stereo

## TELEVISION

**Comment:** There is one government owned station transmitting two channels in black & white

## ● record & tape manufacturers / distributors / importers

C S S, see Caribbean

Caribbean Rec'g Co Ltd., Maingot & Gordon Sts., Mount Hope, Port-of-Spain, Trinidad, Tel (638) 3354.

Labels: (Owned) CSS, Village, (distributed) Helen Disc, Hewanorra, Mamwa, Miraflores, Simpet, Suriname, Telco, (represented) Camille, Casa Grande (both USA)

**Int'l rep.:** Barbados (WIRL)

Helen Disc, see Caribbean

Hewanorra, see Caribbean

Karmit, see Record Specialists

Kalaloo, see Record Specialists

Kalinda, see Record Specialists

Mamwa, see Caribbean

Miraflores, see Caribbean

Record Specialists (Trinidad) Ltd (IFPI), 16 Milling Ave., Sea Lots, Port-of-Spain, Trinidad Tel (62) 31092, 36435, 37789 Cable HEATSINK Gen Mgrs Arnold Duprey, Kerry Richards, Sales Mgr Mng Dir Duprey

Labels: (Owned) Karmit, Kalaloo, Kalinda  
**Int'l reps.:** Canada (Holborne in Toronto), Colombia (Phonodisco), Europe excluding UK (Bagatelle), Guyana (Ice), Mexico (Phonodisco), USA (Charlie), Venezuela (Phonodisco)

Hilton D. Rhyner, 54 Prince St., Port-of-Spain, Trinidad, Tel (62) 35673 Gen. Mgr. Hilton D. Rhyner, Sales Mgr Cleve Calderon (Importer)

Simpet, see Caribbean

Suriname, see Caribbean

Telco, see Caribbean

Village, see Caribbean

## ● music publishers

Cucumba Music Publ'g Co Ltd (BMI), 90 Frederick St., Port-of-Spain, Trinidad

K H Music, 4 Milling Ave., Sea Lots, Port-of-Spain Tel (62) 36435, 31092, 37789 Cable HEATSINK Gen Mgr Kerry Richards

Witelco Music Co., High St., Siparia, Trinidad Tel (649) 2415

## ● services

### RECORD PROMOTION

K H Recs., 16 Milling Ave., Sea Lots, Port-of-Spain, Trinidad Tel (62) 37789, 31092 Cable HEATSINK

### PLATING, PROCESSING & PRESSING PLANT PRINTER & LITHOGRAPHER

Record Specialists (Trinidad) Ltd, PO Box 783, 16 Milling Ave., Sea Lots, Port-of-Spain, Trinidad Tel (62) 36435, 31092 Cable HEATSINK Gen Mgrs Kerry Richards, Arnold Duprey

## ● accessories importer

Hilton D. Rhyner, 54 Prince St., Port-of-Spain, Trinidad, Tel (62) 35673 Gen. Mgr. Hilton D. Rhyner, Sales Mgr. Cleve Calderon

**Product:** Cleaners, cloths, brushes, 45rpm adaptors, head cleaners & demagnetizers

## TURKEY

Population: 40 160 000

Rate of exchange: \$1 (US) = 25 lira

Per capita income: \$553

Holidays: January 1, April 23 (National Sovereignty Day), May 1 (Spring Day), May 19 (Youth & Sports Day), May 26, 27 (Freedom & Constitution Day), August (Victory Day), October 29, 30 (Republic Day), & important religious holidays

## ● record & tape manufacturers / distributors / importers

Balet, see Grunberg

Gruenberg Ticaret AS (IFPI), PO Box 533, Rizapasa Yokusu, Mitas Han, Istanbul Tel (92) 26-32-60, Cable ODEON Telex 22219 Pres. Leon Gruenberg; Gen. Mgr. Benno Merovich; A&R Mgr. Yesil Giresonlu; Sales Mgr. Baruh Pinto

Labels: (Owned) Balet, (represented) Apple (UK), CBS (USA), Columbia (UK), DG (Germany), Duraco (Netherlands), EMI (UK), Haven (USA), International Shows (France), Odeon (UK), Parlophone (UK), Phonogram (Netherlands), Polydor (Germany), Stateside (UK)

**Int'l reps.:** Germany (Polydor), Netherlands (Phonogram), UK (EMI), USA (CBS)

Kent Voice & Rec. Ind., PO Box 24, IMC Blok 6, No. 6328, Unkapani, Istanbul, Tel (82) 26-34-65 Gen. Mgr. Umit Guner, Sales Mgr. Omer Borazanci

Labels: (Owned) Kent, Senel, (licensed) Aquamanda

(Italy) BMI (Netherlands) Carosello (Italy) Dureco (Netherlands) EMI (Netherlands, Marler (France), Motors (France), Regal/EMI (UK), Trema (France), Zafiro (Spain), (distributed—not licensed domestic) Meteor Metro Oncu

Int'l reps.: Germany (Turkafon)

Melodi Recs (IFPI) 348 Istiklal Caddesi Istanbul Tel (92) 44 26 36 Gen Mgr Kayihan Caglayan Sales Mgr Turgut Caglayan

Labels: (Owned) Melodi (represented) Atlantic (USA) Bronze (UK) Decca (UK) Dureco (Netherlands) Elektra (USA) MCA (USA) Motown (USA) Movieplay (Spain), Negram (Netherlands) RCA (USA) Warner/Bros (USA)

Senel, see Kent Voice

Yanki Ltd Rec Pressing Co (IFPI) IMC Blok 6 No 6437 Unkapani, Istanbul Gen Mgr Atilla Cilanbol Sales Mgr Alihsan Oral Int'l Mgr Kadir A Demirturk Contract Mgr Yasef Alguads

Labels: (Licensed) Cyclon (France), Dalida (France) Durum (Italy), Hansa (Germany) Orlando (France) Pye (UK), Saar (Italy) Show Int'l (France) (distributed—not licensed) Ariola Eurodisc (Germany)  
Int'l reps.: France (Dalida) Cyclon Orlando Show Int'l Germany (Ariola Eurodisc) Hansa Italy (Durum) Saar UK (Pye)

## ● music publishers

Kent Music, PO Box 24 IMC Blok 6 No 6328 Unkapani Istanbul Tel (82) 26-34 65 Gen Mgr Umit Guner Odeon Ticaret TAO PO Box 533 Ruzapasa Yukusu, Mimas Han Istanbul Tel (92) 26 32 60 Chm Leon Gruenberg Gen Mgr Benno Merovich

## ● services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Association of Phonograph Music Producers (Fono Muзик Producers Derneği), Halkali Caddesi 85 Yesilkoy-Istanbul

### PLATING, PROCESSING & PRESSING PLANTS

Melodi Recs 348 Istiklal Caddesi, Istanbul Tel (92) 44-26 36 Gen Mgr Kayihan Caglayan, Sales Mgr Turgut Caglayan

Plaksan Plak Sanayi AS Bagcilar Yolu Marmara Cad No 12 Istanbul Tel 75-03-48 Cable SANPLAK Chm Leon Gruenberg Gen Mgr Engin Tunasar

### RECORD PROMOTION

Kent Voice & Rec Inc PO Box 24, IMC Blok 6 No 6328 Unkapani, Istanbul Tel (82) 26-34-65 Gen Mgr Umit Guner Sales Mgr Omer Borazanci

### 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.*

Kent Voice & Rec Inc, PO Box 24, IMC Blok 6 No 6328 Unkapani, Istanbul Tel (82) 26-34-65 Gen Mgr Umit Guner, Sales Mgr Omer Borazanci (PKG)

Audio: 8-tr  
Melodi Recs 348 Istiklal Caddesi, Istanbul Tel (92) 44-26 36 Gen Mgr Kayihan Caglayan, Sales Mgr Turgut Caglayan

Audio: 8-tr cassette  
Plaksan Plak Sanayi AS, Bagcilar Yolu Marmara Cad No 12, Istanbul Tel 75-03-48 Cable SANPLAK Chm Leon Gruenberg Gen Mgr Engin Tunasar  
Audio: Cassette

## ● supplies

### CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

Edward I Palaci, PO Box 515, 58/407 Cumhuriyet Blvd., Izmir Tel (51) 14 18-26 Telex 52526 Owner & Gen Mgr Edward I Palaci, Attorney Robert Palaci (Distributor/Importer) (Empty only)  
Audio: Cassette

Plaksan Plak Sanayi AS, Bagcilar Yolu, Marmara Cad., No 12, Istanbul Tel 75-03-48 Cable SANPLAK Chm Leon Gruenberg Gen Mgr Engin Tunasar  
Audio: Cassette

### TAPE, RAW & BLANK LOADED

Gantenbein Ticaret Medisi Mebusan Caddesi 147 Tutun Han 4, Istanbul Tel 43-28-00 Telex 23441 Ming Dir H Koch Technical Mgr K Demiriz  
Audio: Blank—compact-cassette open reel, raw—cassette broadcast studio  
Video: Cassette open reel

Brand names: Agfa Carat, Agfa Stereochrom Agfa Videochrom

Edward I Palaci, PO Box 515, 58/407 Cumhuriyet Blvd Izmir Tel (51) 14 18-26 Telex 52526 Owner & Gen Mgr Edward I Palaci, Attorney Robert Palaci (Distributor/Importer)

Audio: Blank—8-tr., cassette, open reel, raw—cassette  
Brand names: Brand Five, CBS, G-Tape, Sonoramic Standard TDK

## ● accessories manufacturer

Melodi Recs 348 Istiklal Caddesi Istanbul Tel (92) 44 26 36 Gen Mgr Kayihan Caglayan Sales Mgr Turgut Caglayan

Product: Carrying & storage cases

# USSR

Population: 257 800 000  
Rate of exchange: \$1 (US) = 706 rubles  
Per capita income: \$2 010

Holidays: January 1, March 8 (Int'l Women's Day), May 1-2 (May Day), May 9 (VE Day), October 7 (Soviet Constitution), November 7-8 (October Revolution)

### RECORDS:

Stereo sales: 40-45% of total pop sales, 100% of classical sales

Record club sales: None

Discounting: Rare, although clearance sales at extremely low prices have been recently effected by some outlets.

Type of distribution: Manufacturer to wholesaler to retailer is the major form of distribution. Wholesaler to customer distribution exists only in the form of mail order service. Nationwide retailing through newsstands has been in effect since 1969. There is no rack jobbing or one stopping in the usual form.

Need for specialized record shops (retail outlets) operated by Melodiya is apparent. Until now, all retail outlets have been operated by Ministry of Trade organizations. Certain quantities of records are retailed by Soyuzpetchat (press distribution agency) through its newsstands.

Type of promotion: The government controls all airways and there are no charts of best selling records. However, Melodiya promotes new recordings through handbills and through a program broadcast weekly by Mayak Radio on long and medium wavelengths. New releases are also advertised in Soviet Culture in the biweekly Musical Life and in some local newspapers and periodicals. Radio and television programs featuring recorded music are also a valuable means of promotion as are sales exhibitions held periodically by East European companies in the major cities.

Muzikalny Kiosk (Musical Newsstand) a weekly 30 minute program on the Central TV, which promotes mainly new classical releases and some pop, jazz, easy listening and folk. There are also various radio & TV programs in Estonia, Latvia and Tbilisi dealing with promotion and record reviewing. Klub national biweekly magazine, runs New Disks column in which most of the new Melodiya releases (classical, pop, jazz, folk literature) are reviewed by music critics and journalists. With some cover-sleeves reproduced.

Jukeboxes: 15,000 20,000

### TAPE:

Market: Pre-recorded tape does not rival records in sales. Melodiya is capable of manufacturing 2 400 000 cassettes a year. There is no 8-tr. production. There is also no industrial manufacturing of pre-recorded open reels with the exception of some study open reels, and local Muzfond studios issue some open reel collections of classical and pop music on orders from schools and some quantities of open reels for retailing through local record shops. Thus there is no centralized manufacturing of pre-recorded open reels by Melodiya or other companies.

Production of blank loaded video cassettes for consumer use has been initiated in small quantities, with the inception of video tape recorders by national companies.

### RADIO STATIONS:

No. of government 227

Comment: All radio stations are government owned. Most cities have access to cable broadcasting. There are over 30 FM stations. Radio Leningrad transmits for about 40 hours each week in FM stereo, programming classical (20 hours), pop and easy listening (12-13 hours) and literature. The news and music format of Mayak Radio is widely listened to.

### TELEVISION STATIONS:

Comment: All television stations are government owned. Moscow has four channels, one of which is Central (nationwide). Most cities have their own stations, and the Central program is received everywhere, thus there is two-channel television in most of the USSR. The Central channel is fully color, other channels are partially color. SECAM type of color system is used. Both classical and easy listening music are utilized by television stations nationally.

### IMPORT/EXPORT REGULATIONS:

All import/export of records is controlled through Mezhdunarodnaya Kniga in Moscow. The quota for records received privately from abroad, excepting East European nations, is one unit. A customs duty of 5 rubles is charged for each additional unit enclosed. The same regulation applies to promotion copies mailed to private persons.

Vadim D Yurchenkov

## ● record & tape manufacturers/ distributors/importers

Melodiya, 24 Tverskoi Blvd, Moscow K 9 Tel 229 9248  
Cable MOSCVA Dir Gen P I Shabanov

Mezhdunarodnaya Kniga (V O) 37/34 Smolenskaya Sennaya Pl, Moscow 121200 Tel 244 1022  
Cable MF IKNIGA Pres Yuri Leonov VP Raisa F Kalanik Labels (Owned) Melodiya (represented) CBS (USA) Hispvox (Spain) Polydor (West Germany)  
Int'l reps: Finland (REEB), France (Chant du Monde), Pathé Marconi, West Germany (Ariola), Polydor Int'l Italy (EMI Italiana), Japan (Toshiba EMI Vector), Mexico (Gamma), Netherlands (CNR), Spain (Hispano), UK (EMI), USA (ARC CBS)

## ● music publishers

Muzychna Ukraina Ul Pushkinskaya 32 Kiev Tel 25 2104

Soviet Composer PUBLIS, Morris Torez Embankment 30 Moscow V 35

Branch Leningrad Pr Gaza 44 Tel 52 34 62  
State PUBLIS Music Neglinnaya 14 Moscow K 45

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Kontora Gramplastinok Ministry of Foreign Trade Smolenskaya Square, Moscow G 200  
Muzfond Ul Gntvalda 10 Moscow A 47

National Committee of the International Music Council, Union of Composers of the USSR Ul Nyezhdanovi 8 Moscow K 9

State Committee of Broadcasting & Television Ul Pyatinskaya 25 Moscow Tel 233 6256 Cable MOSKVARADIO

Union of Composers of the USSR Ul Nyezhdanovi 8 Moscow K 9 Tel 229 5444 4893  
Branch Leningrad Ul Gorkaya 45 Tel 12 16 23

### LICENSING ORGANIZATION, MUSIC

V A A P (All Union Agency of Copyright) Bolshaya Bronnaya 6A 103104 Moscow K 104 Tel 202 4599 Cable AVTOR Telex 7627 Chm Boris D Pankin  
Branch Leningrad 191025 Vlodimsky pr 7 Tel 1215 9237 Dir Nina Krmarova

### PRESSING PLANT

V S G (Vsesoyuznaya Studiya Gramzapisi) Ul Stankovaya 8 Moscow K 9

Branches Leningrad Ul Tsvetchnaya 6, Moscow region Aprelevsky St Aprelevska Riga Ul Kalnizerna 40, Tashkent Ul Dzhuib Nurdov 4

### RECORD PROMOTION

Gosconcert Agency Neglinnaya 15 Moscow Cable MOSKVA GOSCONCERT

## ● supplies

### TAPE, RAW & BLANK LOADED

Melodiya, Tsvase 12 Tallin 16 (Blank only)

Audio: Cassette

Pereslavl Zalosski Chemical Plant, Pereslavl Zalosski Yaroslavl Obl

Audio: Open reel

Shostka Chemical Plant, Shostka, Sumskaya Obl

Audio: Open reel

Vertretung der BASF ul Lunatscharskogo 7 121002 Moscow Tel 241 75 09 Cable BASF Telex 7767

Brand name: BASF

# UNITED KINGDOM

Population: 56 000 000

Rate of exchange: 1 pound = \$1.87

Per capita income: \$3 179

Holidays: January 1 (Good Friday), Easter Monday, Spring Bank Holiday, Late Summer Bank Holiday, December 25 (December 26 (Boxing Day))

No. of homes with record players: 16 000 000

### RECORDS

Records sold domestically LPs 1977: 81 500 000 units  
\$364 000 000 1976: 85 000 000 units  
\$300 000 000 EPs 1977: 2 500 000 units  
\$5 000 000 1976: 2 000 000 units \$3 000 000  
Singles 1977: 59 000 000 units \$69 000 000  
1976: 55 000 000 units \$58 000 000

Records imported from USA (factory value CIF) 1977: 1 500 000 units \$8 000 000 1976: 1 000 000 units \$5 000 000

Records exported to USA (factory value FOB) 1977: 5 000 000 units \$8 000 000 1976: 5 000 000 units \$7 000 000

Records imported from countries other than USA (factory value, CIF) 1977: 4 000 000 units \$9 000 000, 1976: 5 000 000 units \$10 000 000

Records exported to countries other than USA (factory value, FOB) 1977: 18 000 000 units \$34 000 000 1976: 21 000 000 units \$29 000 000

Average retail price per record LPs \$4.47 EPs \$1.87 singles \$1.17

Stereo sales: 95% of total

Record club sales: 8% of total

Discounting: Frequent

Type of distribution: The manufacturer to retailer system predominates with about 62% of the market. Racked outlets account for 15% of sales, one stop have about 8% and mail order and clubs the remaining 15%.

**Type of promotion.** Plugging is important for singles over 75% of purchases are stimulated by radio and TV exposure. About 20% of LP sales are stimulated by TV advertising. There are many consumer music newspapers. Press coverage is very good.

**Jukeboxes:** 65,000

**TAPE:**

**Market:** 8 tr is fading into insignificance. Pre-recorded cassette sales are increasing slowly but they are seriously affected by blank tape use.

**Pre-recorded tape sold domestically including imports (retail value)** 8 tr 1977 1,000,000 units \$6,000,000 1976 2,000,000 units \$12,000,000  
 Cassette 1977 18,000,000 units \$94,000,000  
 1976—16,000,000 units \$70,000,000

**Pre-recorded tape exported to USA (factory value, FOB):** 1977—5,000,000 units \$2,000,000 1976—1,000,000 units \$2,500,000

**Pre-recorded tape imported from countries other than USA (factory value, CIF)** 1977—250,000 units \$1,000,000 1976—1,000,000 units \$2,500,000

**Pre-recorded tape exported to countries other than USA (factory value, FOB):** 1977—2,500,000 units \$5,000,000 1976—3,500,000 units \$7,000,000

**Average retail price per tape:** 8 tr—\$5.32, cassette—\$5.23

**RADIO STATIONS**

No of commercial 22 local. No of government 4 national & 20 local.

**Comment:** All stations transmit both AM and FM. Only two stations are non-music-based. Of the music stations only one plays classical music.

**TELEVISION STATIONS**

No of channels 2 government 1 commercial (55% color)

**IMPORT/EXPORT REGULATIONS**

There are no tariff or quota restrictions. Imports are subject to an 8% VAT.

● record & tape manufacturers / distributors / importers

**A B K** see Discourses  
**A B M** see Discourses  
**A & M Recs Ltd** A&M House, 136 140 New Kings Rd London SW6 4LZ Tel (01) 736 3311 Cable ALPERMOSS Mng Dir Derek Green, Comm'Dir John Deacon Mktg Dir John Cokell, Sales Mgr Bill Groves, Prod Mgr Jim Chambers, Promo Mgr Tony Burfield (Distributed by CBS)

**Home office: USA**

**Abbey Folk** see Abbey  
**Abbey Recs Ltd** Abbey St Eynsham, Oxon OX8 1HR Tel (0865) 880 240 Mng Dir Harry F Mudd Sales Mgr John Walton (Distributed by Selecta)  
**Labels: (Owned)** Abbey, Abbey Folk, Abbey Street Alpha

**Abbey Street**, see Abbey  
**Acanthus**, see Nimbus  
**Acc**, see Which  
**Ace of Clubs**, see Decca  
**Ace of Diamonds**, see Decca  
**Acorn Recs Ltd**, Church Rd, Stonesfield, Oxford OX7 2PS Tel (099 389) 324 Dirs Colin Sanders, R J Pennells (Distributed by Audio Impact & Jazz Servs)  
**Label: (Owned)** Acorn

**Acrobat Recs Ltd** 37 Harley House, Marylebone Rd London W1 Tel (01) 486 6744 Mng Dir Chris Youle  
**Action**, see B&C  
**Acuff-Rose Music Ltd**, 14 St George St, London W1 Tel (01) 629 0392 Gen Mgr Tony Peters

**Home office: USA**

**Labels: (Owned)** Hickory, TRX  
**Ad Rhythm Recs** 13 Denham Way Rickmansworth, Herts Tel Rickmansworth (09237) 72351 Cable JACMU-SIC Dirs John C & Malcolm Jackson, David Burrows  
**Affinity**, see Charly & Pye  
**Agate & Co Ltd**, 77 Charing Cross Rd, London WC2A 0AB (Distributor/Importer/Exporter)

**Aim**, see Arrowtubs  
**Airborne**, see Noel Brown  
**Alaska Recs Ltd** 12 The Quadrangle, Cambridge Square London W2 Tel (01) 402 4550 723 0783 Mng Dir John Schroeder Gen Mgr Ian Stevenson  
**Labels: (Owned)** Alaska, Black Bear

**Int'l reps.:** Benelux (Fleet Benelux), Argentina (Tape-car), Austria (Bellaphon), Brazil (Tape-car), France (Bar clay), Germany (Bellaphon), Switzerland (Bellaphon)

**Albion Recs** 147 Oxford St, London W1 Tel (01) 734 9072 Contacts Dai Davies, Derek Savage (Distributed by United Artists)

**Ali Baba Recs** 503 Smithdown Rd Liverpool L15 5AE  
**Alice Recs** 9 Cavendish Square, London W1M 0DU Tel (01) 995 1191 Prod'r Graham Southbourne

**Alpha** see Abbey  
**Amber Recs** Wyastone Leys Monmouth NP5 3SR Tel (060081) 682 Dirs N Labin M & G Reynolds (Distributed by Nimbus)

**Amberlee Recs Ltd** Amberlee House 387 Harrow Rd London W9 Tel (01) 866 7748 Mng Dir J Peters  
**Press O Lamas**  
**Labels: (Owned)** Amberlee, Eyemark (represented) Doric (USA)  
**Int'l rep.:** (USA) (Doric)

**Amon Ra**, see Saydisc  
**Anchor Recs Ltd** 138 / 140 Wardour St, London W1 Tel (01) 734 8642 Telex 22881 Mng Dir Ian Rallini (Distributed by CBS)

**Labels: (Owned)** Anchor, (licensed foreign) ABC Impulse (both USA)  
**Int'l rep.:** Canada & USA (ABC)

**Anglo Recs** 30 Limekiln Ln Bridlington, North Humber-side YO16 5TH Tel (0262) 76388 Dir & Prod'r Robert Fisher

**Apollo Sound** 32 Ellerdale Rd, London NW3 Tel (01) 435 5255 Pres & Gen Mgr H Herschmann (Distributed by Rare Rec'd Eds, One Stop & Non Stop)  
**Int'l reps.:** Europe (Claves), Germany (Musia) Switzerland (Claves Eulenburg)

**Arcade Recs (UK) Ltd** 36 / 38 Willesden Ln London NW6 7ST Tel (01) 328 1911 Telex 27140 Dirs Michael & Larry Levene, Laurence Myers, Gen Mgr Lee Taylor, Promo Mgr Bert Herman, A&R Co-ord Mrs S Curd  
**Int'l branches:** France, Germany, Netherlands

**Archduke** see Derek Lawson  
**Archiv**, see Polydor  
**Argo**, see Decca

**Aries Recs Ltd** 146 Clapham High St, London SW4 Tel (01) 622-1229 Mng Dir M C Collier

**Ariola America**, see EMI

**Ariola Eurodisc UK Ltd** 48 Maddox St, London W1 Tel (01) 408-1262 Mng Dir Robin Blanchflower Mktg Dir Andrew Pryor Int'l Mgr Sue Crockett (Distributed by Pye)

**Labels: (Owned)** Ariola, (licensed) Ariola-Hansa Int'l reps.:. Austria (Ariola), Belgium (Ariola Eurodisc), France (Arabella), Germany (Ariola Eurodisc), Mexico (Disco Libro), Netherlands (Ariola Eurodisc), Spain (Ariola Eurodisc), Switzerland (Ariola), USA (Ariola America)

**Ariola-Hansa**, see Ariola Eurodisc, Hansa & Pye  
**Arista Recs (IFPI)** 49 Upper Brook St, London W1Y 2BT Tel (01) 491-3870 Telex 28370 Mng Dir Charles Levison, Sales Mgr Peter Battershill, Mktg Dir Denis Knowles Int'l Opns Dir Allan Watson; Bus Affairs Mgr Robert White

**Labels: (Owned)** Arista, Bell, Novus  
**Int'l reps.:** Worldwide (EMI) excluding Ireland UK & USA

**Arrowtubs Ltd**, Humber Rd, London NW2 6EP Tel (01) 450-2411 Telex 923034 Mng Dir M D Mindel, Prod Mgr Martin Moritz, Int'l Mgr Dennis Power  
**Labels: (Owned)** Aim, Dynamic Stereo, International Artists, Stream (SEE ADVERTISEMENT)

**Ash Recs Ltd**, Walker Hall Ampton Rd, Edgbaston Birmingham B15 1UJ Tel (021) 455-0645

**Astron Music** 20 Commercial St, Shipley West Yorks Tel (0274) 584-015 Owner Derek Arnold  
**Labels: (Owned)** Astron, NDS

**Asylum**, see WEA  
**Atlantic Recs.** 17 Bernes St, London W1P 3DD Tel (01) 637-3771 Telex 25522 (Also see WEA)

**Attack** see B&C  
**Audiogetic Ltd** 34-36 Crown St Reading Berks Tel (0734) 595647 Dir Martin Maynard, Eng Mgr Morra Farrell, Sales Mgr Henry Smithson, Eng Steven Hampson

**Audio-Visual Prod'n** (div of Education Projects Int'l Ltd), 15 Temple Sheen Rd, London SW14 7PY Tel (01) 876-0064 Cable DIDACTA Dirs Robin Drewett Elwyn Owen  
**Int'l reps.:** Australia (L&S Educational Equip), Denmark (Buch & Holm), Germany (Paedagogischer), Malaysia (Syarikat Heap Sen Hin), Norway (Buch & Holm), Qatar (Modern Technology), Singapore (Syarikat Heap Sen Hin), South Africa (Spicers)

**Aura Recs Ltd** 1 Liverpool Rd, London W5 5NZ Tel (01) 579-6259 Mng Dir Aaron Sixx (Distributed by CBS)

**Aurora** see Rediffusion & A Schroeder  
**Automatic Rec Co Ltd** 5 Avery Row London W1 Mng Dir Nick Mobbs

**Avenue Recs Ltd** 205 Chingford Mount Rd, London E4 Tel (01) 524-1341

**Avoca Musical Inds Inc.** 11 Sunnyside Crescent, Belfast, Northern Ireland BT7 3DB Tel Belfast 691831 Opns Dir Dr Sean O'Neill

**Award Recs** 100 Westgate Rd, Newcastle-upon-Tyne NE1 4AF Tel (0632) 24449 20971 Telex 537486

**B B C Recs & Tapes**, The Langham, Portland Pl., London W1A 1AA Tel (01) 580 4468 Cable BROADCASTS Telex 265781 BBC Ents Chief Exec Alan Bilyard, A&R Mgr Mike Harding, Sales & Mktg Mgr James Fleming (Distributed by Pye)

**Labels: (Owned)** BBC, Beeb  
**Int'l reps.:** Australia (Phonogram), Germany (Intercord), Italy (Font-Cetra), Japan (Teichiku), Netherlands (Varegram), New Zealand (Phonogram), Singapore (Phonogram), South Africa (EMI-Bragdiers)

**B & C Recs Ltd** 326 Kensal Rd, London W10 5BL Tel (01) 969-6651 Cable MUSICALITY Telex 261500 Mng Dir Marcel Rodd

**Affiliated firm:** Saga Recs Ltd  
**Labels: (Owned)** Action, Attack, B&C, Horse Lowbite, Mooncrest, Trojan

**Int'l reps.:** Scandinavia (Sound of Scandinavia), Austria (Musica), Belgium (International Besteller), Canada (Almada), France (Pathe Marconi EMI), Germany (Teldec), Ireland (Irish Rec Factors), Italy (Ri-Fi), Netherlands (Negram), Nigeria (Decca), South Africa (Gallo)

**B C O**, see JBC  
**B T W Rec'd Music Library** 125 Myddleton Rd, Wood Green, London N11 4NG Tel (01) 888-6655 Dirs John Ross Borthwick, R J T Borthwick

**Baal Recs Ltd (IFPI)** 21 Connaught St, London W2 2AY Tel (01) 486 1486 Cable BAALON LDN W2 Telex 25836 Mng Dir Colin J Brain Gen Mgr Jay Shottman Promo Warren Hoskins (Distributed by Pye)

**Labels: (Owned)** Baal, Best of Everything, Roots

**Bach Collectors**, see Oryx  
**Balaclava**, see Imagination  
**Banners & Bonnets**, see Word  
**Barak**, see President

**Barn Recs Ltd** 51 Upper Montagu St, London W1 Tel (01) 724-0834 Cable BARNEMUS Telex 25929 Chm Charles Chandler, Gen Mgr Mike Hales (Licensed to Polydor)

**Int'l rep.:** Worldwide except Japan & USA (Polydor)

**Bath University Recs** see Crescent  
**Bay City Music** 27 Heddon St, London W1R 7LG Tel (01) 734 3845 Exec Colin Slater

**Bea & Baby**, see Red Lightning

**Bear Family Recs** 39 Defoe Ave, Kew, Surrey TW9 4DS  
**Bedtime**, see Metropolitan Communications  
**Beeb**, see BBC

**Beeswing**, see Broadside  
**Beggars Banquet Ltd** 8 Hogarth Rd., London SW5 Tel (01) 370-6175 Telex 915733 Dirs M C Mills, N Austin, Gen Mgr Steve Webbon

**Int'l reps.:** Germany (Aves), Netherlands (CNR)  
**Bell**, see Arista  
**Belsize**, see Splash

**Beltona**, see Decca  
**Ivan Berg Assocs (Audio Publ'g) Ltd** 35A Broadhurst Gardens, London NW6 3QT Tel (01) 624-7785 Mng Dir Ivan Berg (Distributed by Ivan Berg & Pye)

**Labels: (Owned)** Chron, Ivan Berg  
**Int'l reps.:** Australia (Australian College of Rec'd Education) USA (Communication Institute)

**Beserkley Recs** 97 Kingston Hill, Kingston-on-Thames, Surrey Tel 549-9366 UK Mng Dir Fred Cantrell, Int'l & UK Sales Mgr Steve Wright (Distributed by Selecta.)

**Best of Everything**, see Baal  
**Big Bear Recs** 190 Monument Rd, Birmingham B16 8UU Tel (021) 454-7020 Mng Dir Jim Simpson, Gen Mgr Steve Marks, Sales Mgr Sandra Nicolas, Pub Kate Munn (Licensed to EMI)

**Int'l reps.:** Australia (Wizard), Austria (Amadeo), Belgium (IBC), France (Pathe Marconi EMI), Germany (Intercord), Italy (CGD), Netherlands (Negram), New Zealand (Wizard), Spain (Odeon), Switzerland (Metronome)

**Big Ben**, see Tangent  
**Bilabel** 3 Speedwell Close, Chanderford Ind'l Estate, Eastleigh, Hants Tel (04215) 63434 Gen Mgr & Mktg Dir Malcolm Paton, Sales Mgr Martin Bennett (Distributor)

**Billy Goat Recs** 71 Benhurst Gardens, Selsdon, South Croydon, Surrey CR2 8NY Tel (01) 657-3560 Chief Exec Terry Parker

**Labels: (Owned)** Billy Goat, (distributed—not licensed) Toadstool

**Bird's Nest**, see Spark  
**Birds Nest Recs Ltd**, The Old Smithy, Post Office Ln., Kempsey, Worcs Tel (0905) 820-659 Dir, M Murlin, Gen Mgr C Selwood, Sales Mgr G Murlin, Prod'n Mgr S Selwood (Distributed by Pye)

**Bizzarre Recs** 33 Praed St, London W2 Tel (01) 262-0616 402-1939

**Black Bear**, see Alaska  
**Black Lion Recs Ltd** 81 Harley House, Marylebone Rd, London W1 Tel (01) 487-2660 Mng Dir Alan Bates

**Labels: (Owned)** Black Lion (licensed to Logo), Freedom

**Black Magic Recs Ltd** 162-176 Canal St, Nottingham Tel (0602) 54065 Mng Dir Brian Selby, Sales Dir John Bratton

**Black Mountain Recs** PO Box 207, Mumbles, Swansea, Wales Tel (0792) 61234 Owner M D Evans

**Black Mouse**, see Pinnacle  
**Black Music** 14 Temperley Rd., Balham, London SW12 Tel (01) 657-3489

**Black Music National Dist n** 62 Lucien Rd, Tooting, London SW17 Tel (01) 540-3775 Chm Oscar Carrol (Distributor)

**Blue Acrc**, see Revival  
**Blue Bag**, see Plastic Fantastic  
**Blue Band**, see Scarlet Band

**Blue Horizon Recs Ltd** 28 / 30 New St, Chipping Norton, Oxon Tel (0608) 2059

**Blue Jean**, see Spark  
**Blue Note**, see United Artists

**Boa**, see The Label  
**Bonaparte Recs.** 101 George St., Croydon, Surrey Tel (01) 681-3062 / 1490 Contact Steve Melhurst (Wholesaler)

**Boulevard** see Saga  
**Bradley's Recs Ltd** 24 Bruton St, London W1 Tel (01) 409-2211 Telex 28526 Dir & Gen Mgr Stuart Slater, Dir Len Beadle

**Bradleys Tapemaster** Kempsey, Worcs WR5 3PN Tel (0905) 820-137 352-131 Ed James Bradley  
**Label: (Owned)** Impression

**Breakdown Recs** 66 Medoc Close, Wymans Brook, Cheltenham, Glos.  
**Label: (Represented)** Ridge Runner (USA)

**Brammadee**, see Sea Cruise  
**Broadside Recs** Studley House, Limes Rd, Tettenhall, Wolverhampton WY6 8RB Founder Jon Raven (Distributed by Selecta)

**Labels: (Owned)** Beeswing, Jester's Court  
**Bronze Recs Ltd** 100 Chalk Farm Rd, London NW1 8EH Tel (01) 267-4499 Cable HITMUSIC Telex 261653 Mng Dir David Batteridge Gen Mgr Robert Lemon, Int'l Dir Lilian Bron (Licensed to EMI)

**Int'l reps.:** Argentina (RCA), Australia (Festival), Austria (Ariola Schallplatten), Belgium (Ariola Benelux), Brazil (RCA Electronica), Canada (Warner Bros.), Denmark (Sone-Dansk), Finland (Scandia-Musikk), France (WEA Filipacchi), Germany (Ariola Eurodisc), Greece (Emial), Hong Kong (EMI), India (Gramophone Co of India), Ireland (EMI), Italy (Ricordi), Japan (Toshiba-EMI), Kenya (Phonogram), Malaysia (EMI), Mexico (Disco Libro), Netherlands (Ariola Eurodisc), New Zealand (Phonogram), Nigeria (Phonogram), Norway (Arne Bendiksen), Philippines (EMI), Portugal (Ariola), Singapore (EMI), South Africa (Gallo Africa), Spain (Ariola Eurodisc), Sweden (Sonet), Switzerland (Ariola Eurodisc), Thailand (EMI), Turkey (Melodi), USA (Warner Bros.), Venezuela (Polydor), Yugoslavia (Jugoton), Zambia (Teal)

**Noel Brown Prod'n Ltd (NBP)** 16 Bracklesham Close, Farnborough, Hants GU14 8LR Tel (0252) 511-333 Mng Dir & Gen Mgr Noel Brown, Dir Vic Evans

**Label: (Owned)** Airborne

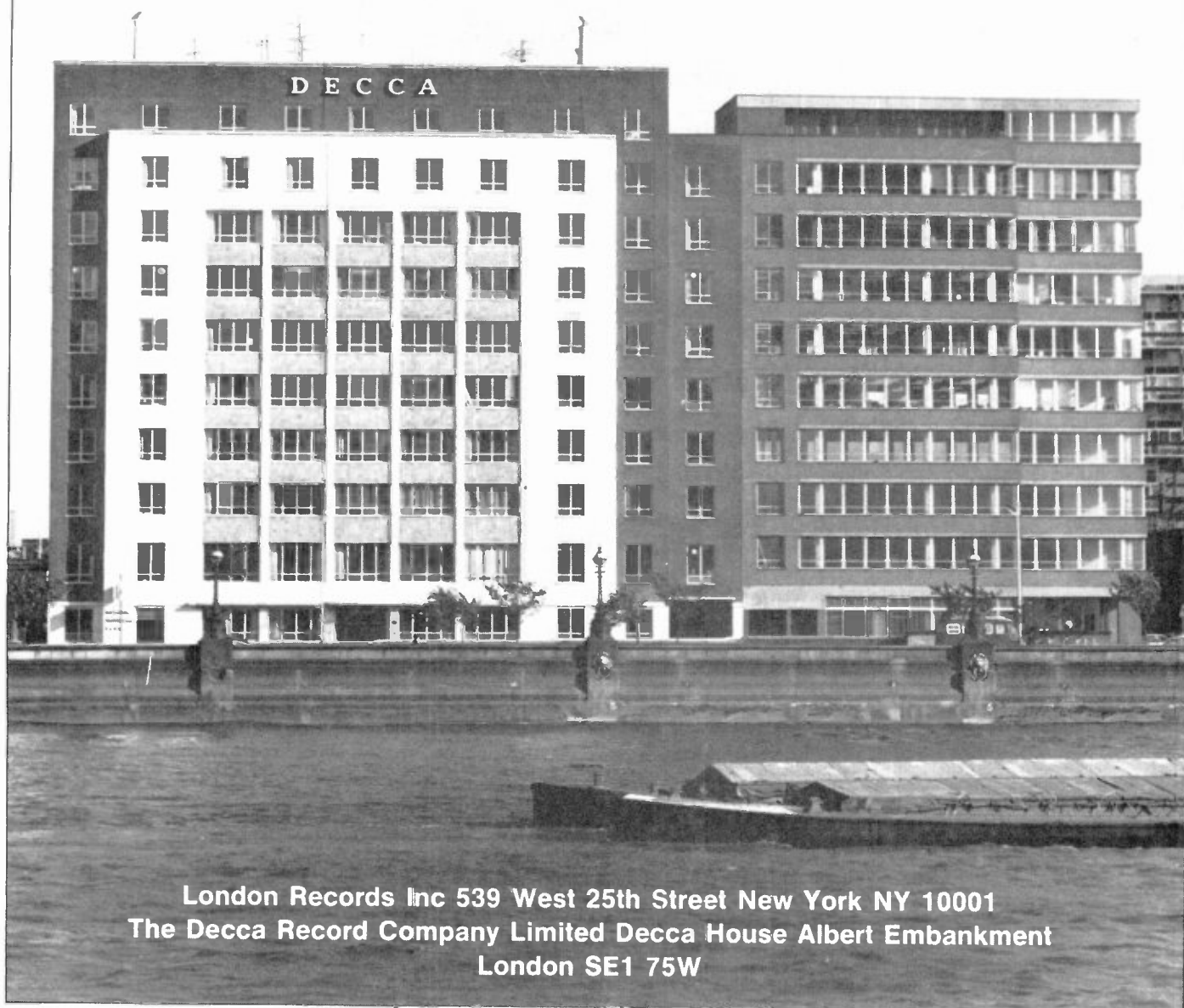
**Bruce's Rec Shop** 45 Shandwick Pl., Edinburgh, Scotland Tel (031) 229-3689 Telex 778583 Chamcon, Falkirk Imports Sales Mgrs Brian Findlay, Mike Smith (Exporter as Brian Findlay Exports)

**Buena Vista**, see Walt Disney  
**Buffalo**, see Dawn Promos & Agency Ltd  
**Buk Recs Ltd** 7 Molyneux St, London W1 Tel (01) 723-5996

**Bulldog**, see President

# **THE DECCA RECORD COMPANY LIMITED of England**

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 Keene, see Sea Cruise  
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 Kelvin, see Music World  
 Keswick, see Edison  
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 Kicking Mule, see Sonet  
 Kiddy Kassettes Ltd., Ashurst Lodge 14, Liverpool Gardens, Worthing, Sussex BN11 1BR Tel (0903) 205053 Mng Dir John Deen, Sales Dir Anthony Card  
**Labels: (Owned) KK Tapes, Kiddy Kassettes, (Licensed) Kiwi (New Zealand), Reed Pacific (Australia)**  
**Int'l reps.:** Australia (Reed Pacific), New Zealand (Kiwi)  
 Kingdom Recs., Arlette House, 143 Wardour St., London W1V 3TB Tel (01) 930-1771 Mng. Dir. Terry King  
**Int'l reps.:** Belgium (Vogue), France (Vogue), Netherlands (Dureco), Switzerland (Vogue)  
 Robert Kingstone Prod's Ltd (IFPI), 34 Windmill St., London W1P 1HH, Tel (01) 636-9242. Chm. Robert Charles Kingstone, Gen Mgr. Michael Walker, Dir & Prod'r Barry Kingstone (Distributed by Pye).  
**Branch:** Wigan, Lancs., 3 Pennington St., Hindley Tel (0942) 58019. Contacts Michael Walker, Judith Searling, Sheila McDermott  
**Labels: (Owned) Casino Classics, RK**  
 Kingsway Music, Lottbridge Drive, Eastbourne, East Sussex Tel (0323) 27454 Chief Exec Geoffrey Ronald Shearn, Sales Mgr Geoff Booker, Prom'l Mgr. Nigel Coltman  
**Labels: (Owned) Dove, Genesis, Key, (Licensed) Maranatha, (distributed-not licensed) Shalom**  
 Klik Recs. Ltd., 245 Portobello Rd., London W11, Tel (01) 221-4943 Mng Dir Joe Sinclair, Finance & Admin Dir Pat Cooper  
**Labels: (Owned) Caribbean, Klik**  
 Konkwest Ltd., 84/86 Tottenham Ln., Hornsey, London N8 7EE Tel (01) 340-7873/4757. Dirs. Ray & Dave Davies  
**Label: (Owned) Konk**  
 L E Recs., Nelson House, Castle Hill Rd., Hindley, Wigan, Lancs WN2 4BH, Tel (0942) 56122, Telex 62594 Mng. Dir W. Leyland; Gen Mgr D Larbey, Sales Mgr O Hughes  
**Labels: (Owned) Castle, LE, PH**  
 The Label, 106 Dawes Rd., Fulham, London SW6 7EG, Tel (01) 385-5660/6012, Mng Dir Caruzo Fuller, Tech Dir Daved Goodman, Financial Dir Ian Howard, Mktg Dir Tony Mathias  
**Labels: (Owned) Boa, The Label**  
**Int'l reps.:** Italy (RCA), Japan (Polydor)  
 Laren for Music Ltd., 841 Harrow Rd., London NW10 5NH Tel (01) 969-5255 Telex 927813 Chm Raymond M. Laren, Mng Dir Norman Mandell; Gen. Mgr Gordon Rozario, Sales Dir Keith Yershon (Distributor—singles)  
 Derek Lawson Recs., 287 Kenton Ln., Harrow, Middx. HA3 8RR Tel (01) 907-8721, (0403) 752-373. Cable DELAREC Telex London 8951688 Mng. Dir Derek Lawson, Gen Mgr John Butcher (Distributor/Importer/Exporter).  
**Labels: (Owned) Archduke**  
 Leader Sound Ltd., 209 Rochdale Rd., Greetland, Halifax, West Yorks HX4 8JE Tel (0422) 76161 Mng. Dir. Bill Leader. (Licensed to Logo)  
**Labels: (Owned) Leader, Trailor**  
 Legend, see Rediffusion  
 Leisure Arts, 18 St. Anne's Crescent, London SW18 2LY Tel (01) 874-0441  
 Liberty, see United Artists  
 Lifesong, see GTO  
 Lightening, see WEA  
 Lightning Recs., 841 Harrow Rd., Harlesden, London NW10 5NH, Tel (01) 969-5255/7155 Telex 927813 Mng Dir Raymond M Laren, A&R Dir Alan Davison, Bus Affairs Mgr Brian Hutch, Label Co-ord Sandra Brooks  
**Labels: (Owned) Express, Old Gold, Spear, (Licensed foreign) Jo Gibbs (Jamaica), (distributed-not licensed) Ron Gespin Prod'ns, Record Mart (USA), Rollin Rock UK (USA)**  
**Int'l rep.:** Worldwide (WEA). (SEE ADVERTISEMENT)  
 Limited Edition, see Edison  
 Line Recs. Ltd., 10/12 Yukon Rd., London SW12 9PU Tel (01) 673-8633 Mng. Dir. J H Creney; Gen. Mgr. K Jones; Admin. Dir. R Bayless, Sales Mgr P. Hewitt  
**Labels: (Owned) Inline, Line**  
 Linguaphone Institute Ltd., 207 Regents St., London W1R 8AU Tel (01) 734-1633 Telex: 266181  
 Lismor Rec'gs., 1072/1080 Argyle St., Glasgow, Scotland G3 8LY Tel (041) 248-4624 Owner Peter Hamilton, Gen Mgr. Robert Stewart; Sales Mgr. Ian McAuliffe  
**Labels: (Owned) Lismor, Lismor Budget, Neptune**  
**Int'l reps.:** Australia (Astor), Canada (Fiesta), USA (Fiesta)  
 Lismor Budget, see Lismor  
 Listen For Pleasure, see Music For Pleasure  
 Little Pilgrim, see Pilgrim  
 Live & Love, see Third World  
 Live Wire Recs. Ltd., 29 Pinewood Park, New Haw, Weybridge, Surrey KT15 3BS Tel (09323) 44917 Mng Dir. Chris Denning, Sec y: A.W. Denning  
 Logo Recs. (IFPI), 86 Marylebone High St., London W1M 4AY Tel (01) 486-4353 Cable XTRA. Telex 25532 Mng Dirs Geoff Hannington, Olav Wypser, Sales Mgr Peter Misson, Mktg Mgr Keith Peacock, Financial Dir Roger Dew (Distributed by RCA)  
**Labels: (Owned) Logo, Transatlantic, (Licensed) Barclay (France), Black Lion, Freedom (USA), Leader, Trailer (distributed-not licensed) Brain (Germany)**  
**Int'l reps.:** South America (Fermata), Australia (EMI), M7, Austria (Metronome), Belgium (IBC), Denmark (Elektra), Finland (Elektra), France (Sonopresse), Germany (Metronome), Italy (Ricordi), Netherlands (Negram), New Zealand (RTG), Norway (Elektra), Spain (CFE), Sweden (Elektra), Switzerland (Metronome)  
 London, see Decca  
 Look Recs. Ltd., 209 Denby Dale Rd., Wakefield, Tel

79589. Mng Dir. David Whiteley, Gen. Mgr. Bob Whiteley  
**Labels: (Owned) Look, September Sound**  
 Loudon, see Emblem  
 Lout, see Relay  
 Love, see Jama  
 Lowbrite, see B&C  
 Lucky Recs., 3 Havenwood, Wembley, Middx HA9 9AR Tel (01) 904-2556 Mng. Dir. Colin Brown, Gen Mgr R. Luckhurst; Sales Mgr. R. West  
**Labels: (Owned) Lucky, Lucky-Sport**  
 Lugton Co Ltd., PO Box 182, Cross Ln., Hornsey, London N8 7SB, Tel (01) 348-9122/8211 Cable MAXITONE. Telex 25618 Mng Dir. Walter Ficker; Recs. Dir.: Walter Collins; Hardware Div Gen Mgr. John Sully. (Distributor)  
**Labels: (Distributed—not licensed) AJP, Action Man, Ad-Rhythm, Affection, Affinity, Alaska, All About Music, Amberlee, Apollo Sound, Aquarius, Atlas, Attack, Audio Impact, Audio Spectrum, Avenue, BBC, Bach, Banners & Bonnets, Beggars Banquet, Bird, Black Bear, Boulevard, Boxa, Bulldog, Burning Sounds, CJMO, CMS, Cadillac, Caedmon, Cat, Cetra, Charly, Checkmate, Contour, Cosmopolitan, Counts Helly, Crystal, Dansan, Dart, Denver, Desmar, Desto, Discourses, Double Gold, Double 12, Doric, Ebonite, Enterprise, Everest, Excelsius, Exploring the World of Music, Fab, Flightstream, Galaxy, Gemini, Gold, Gold Star, Grosvenor, Hallmark, Harmonic, Hawk, Howell & West, Impact, In Line, Invicta, Island, JVC, Jackson, Jamatel, Jay Boy, Joy, Justice, K-Tel Highlight, Kiddiecraft, Kiddy Kassettes, Koala, Lamb & Lion, Les Treteaux, Light, Line, Lismor, Live & Love, Linguaphone, Marble Arch, Melodic, Military Music, Mr Pickwick, Murry Hill, Musac, Muse, Mushroom, Myra, Neptune, Nevis, New World, Observer, Olympic, Orbitone, Oryx, PVK, Paradise, Peerless, Penguin, Pickwick, Pitkin, Prelude, Prince Buster, Prizm, Proms, Psycho, Quality Prod's., RCA Camden, RCA Camden Classics, Ray, Rediffusion, Red Rae, Rhapsody, Rverdale, Rollercoaster, SRT, Sacred, Seasharp, Seajay, Seven Suns, Seville, Sidewalk, Sky, Smack, Sound Stones, Spiral, Sportsdisc, Sticky, Strawberry, Sunshine, Supraphon, Survival, Stavelay Makepiece, Takle, Thames, Third World, Sydney Thompson, Three Centuries of Music, Thunderbird, Torpedo, Tradition, VFM, Velvet, Viking, Virgin, Vivavid Society, WAIFA, WEA (quadrasonic), Word, Zara (SEE ADVERTISEMENT)**  
 Lyntone Rec's Ltd (IFPI), 7 Wedmore St., Archway, London N19 4RU, Tel (01) 263-1378. Mng. Dir. Paul S Lynton, Dir & Gen. Mgr. Lyla Lynton, Sales Mgrs. Irene Adams, Esther Deboucurie  
**Labels: Lyntone, University**  
 Lyrita Rec'd Edition, (IFPI), 99 Green Ln., Burnham, Slough SL1 8EG, Tel (06286) 4208. Owner A R Itter (Distributed by Selecta)  
**Label: (Owned) Lyrita**  
**Int'l reps.:** Australia (World Rec. Club), USA (HNN), M A M Recs. Ltd., 24/25 New Bond St., London W1 Tel (01) 629-9255 Cable MAMARTISTE Telex 27867 Mng. Dir. Geoffrey Everitt (Licensed to EMI)  
**Int'l reps.:** Worldwide (EMI) excluding Canada & USA (CBS)  
 M C, see Motown  
 M C A Recs. Ltd., 1 Great Tuteney St., London W1R 3FW Tel (01) 439-9951 Telex 27782 Mng. Dir Roy Featherstone (Licensed to EMI)  
 M F P, see Music For Pleasure & EMI  
 M G M, see Polydor  
 M M, see Mayhew McCrimmon  
 M R P, see Music Radio Promo.  
 M S E, see Music Sound Inc.  
 M W M, see Mawson Wareham & Transatlantic  
 Magcassettes—The Sounds of Magic, 77 Bolingbroke Rd., London W14 0AA, Tel (01) 602-2795 Mng Dir. Martin Breeze  
 Magnegraph Rec'g Co. Ltd., 8 Hanway St., London W1 PDL Tel (01) 323-0880. Gen. Mgr. Victor L Leslie (Tape only)  
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**Int'l reps.:** South America (Intersong), Belgium (Universal Songs), Canada (Arista), France (Francis Dreyfus), Germany (Budde), Japan (Pacific), Netherlands (Intersong), South Africa (Cepisa), USA (Arista)

Arretta Music Ltd., Electron House, Cray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ Tel (66) 27099. Cable HALLECTRIC Telex 896141. Chm & Mng Dir Terry Scully, Gen Mgr Laurie MacGregor  
**Int'l reps.:** Germany (Intersong), Japan (Toe)

Arsenal Music Ltd., see United Artists

Artasmusic, see Astra

Artief Publ'g Inc., see Leosong

Arthur's Mother Music Ltd., see Valentine

Ascherberg Hopwood & Crew Ltd., see Chappell

Edwin Ashdown Ltd., 275 281 Cricklewood Broadway, London NW2 6QR Tel (01) 450-5237 Mng Dir S E Ashdown Dir & Sec'y J R Sharpe Dir L H Clark  
**Int'l firms represented:** Enoch (France)

Ashley-Fields Music Ltd., 61 Frith St., London W1V 5TA Tel (01) 734-7462 Mng Dir Harold Fields  
**Int'l firms represented:** Cromag group—Arcola, Blue, Carvon, Cromag, Jennifer, Jockey, Juno, New Town, Sharkey (all USA), Roncom group—Dub, Roncom (both USA), Ethnic (USA)

Ashtree Holdings (Eire) Ltd., c/o Margaret Brace, 9 Dean St London W1 Tel (01) 437-3711 Dir Philip R Solomon. (Administered by Margaret Brace)  
**Int'l firms represented:** Impact (South Africa)  
**Int'l rep.:** South Africa (Impact)

As-Shams, see Leosong

Assinbourne Music Co., see Leosong

Associated Board of the Royal Schools of Music, 14 Bedford Square, London WC1B 3JG Tel (01) 636-9085/4478 Cable MUSEXAM

Asterisk Music, 41 Elm Rd., New Malden, Surrey KT3 3AP Tel (01) 942-7235 Cable CHIRPING Chessington Chief Execs John Beecher, Tony Atkins, Gen Mgr Yvonne Tregrove

Astra Int'l Entertainment's Thornley St., Wolverhampton Tel (0902) 26628, 28084 Mng Dir Tony Perry Dirs Alan Clayton, George Maddocks, John Elcock

Astron Music, 20 Commercial St, Shipley Yorks Tel (0274) 584-015 Owner Derek Arnold

Atholl Music, see Ad-Chorel

Atlantis Music, see Shaboodle

Atoka Publ'g, see Leosong

Atwater Music Co., see Leosong

Audley Music, see Noel Gay

Aura Music Ltd., 1 Liverpool Rd., London W5 5NZ Tel (01) 579-6259 Mng Dir Aaron Sixx

Aviva Music Ltd., see Shapiro, Bernstein

Axle Ent's Ltd., 27 Arkwright Rd Hampstead London NW3 6BT Tel (01) 435 9601 Dir Ken Howard

Aza Music Co., 652 Finchley Rd., London NW11 Tel (01) 458-7288 Dir. Morris Aza

B A T Music Ltd., see Chappell

B B Music, see EMI

B D M Music/Chappell Music 100 Westgate Rd Newcastle-upon-Tyne Tel (0632) 24449, 20971 Telex 537486 Mng Dir Barry McKay, Gen Mgrs Ray Jackson, Charles Harcourt  
**Int'l reps.:** Worldwide (Chappell)

B flat Music, see Leosong

B K M Ltd., 27 Curzon St., London W1 Tel (01) 491-7645 Cable KROWNED

B L Music, see April

B S Music Ltd., see Carlin

B T W (Music) Ltd., 125 Myddleton Rd Wood Green, London N22 Tel (01) 888-6655 Co Dirs John Ross Borthwick, R J T Borthwick

B V F Anglo Continental Music Co Ltd see Bron

B W D Music Co Ltd see Margaret Brace

Baal Recs Music, 21 Connaught St., London W2 2AY Tel (01) 486-1486 Cable BAALON LDN W2 Telex 25836 Mng Dir Colin J Brain, Gen Mgr Jay Shotam

Baby Snaker Music c/o Margaret Brace 9 Dean St. 3rd fl London W1A 4QD Tel (01) 439 9901 Mng Dir Terry Waghorne, Dir Steve Johanson  
**Int'l firms represented:** Biarmadee, Keeta, Seagull (all USA)

Backbenchers Music, see Music Farm

Background Music Publ'rs Ltd., see Josef Weinberger

Bacdo Music, see Island

Badfinger Music Co., see Leosong

Bag Music Ltd (MPA), 6 Ludgate Square London EC4 Tel (01) 248-3836 Dir Janet Crawford, Gen Mgr Eric James

P E Baker Music Ltd., see Chappell

Balthasar Publ'g, see Leosong

Bandlin Music Ltd., see Carlin

Bariff Music Publ'g Co., see Leosong

Bankrupt Music, see Leosong

Banks Music Publ'ns, 139 Holgate Rd York Tel (0904) 21818 Owner Ramsay Silver

Banner Music Ltd., see Chappell

Barber Picone Music Co., see Leosong

Bardell-Smith Publ'g, see Acton Green & Leosong

Peter Bardens Songs, see Leosong

Barenreiter London Ltd., 17-18 Bucklersbury, Hitchin, Herts SG5 1BB

Barn Publ'g Ltd., 51 Upper Montagu St., London W1 Tel (01) 724-0834 Cable BARNEMUS Telex 25929 Mng Dir Sam Mortimer  
**Int'l reps.:** Australasia (Chappell), Austria (Rudolf Slezak in Germany), Belgium (Hans Kusters), Brazil (Intersong), Canada (Melville), Eastern Europe (Rudolf Slezak in Germany), France Radio Europe No 1, Radio Luxembourg & SACEM territories (Allo), Germany (Rudolf Slezak), Greece (Intersong Hellas), Hong Kong (Intersong in Singapore), India (Intersong in Singapore), Israel (Litratone), Italy (Senza Fine), Japan (Toshba), Malaysia (Intersong in Singapore), Mexico (Intersong) Netherlands (Dayglow), New Zealand (Chappell in Australia), Pakistan (Intersong in Singapore), Portugal (Armonico in Spain), Scandinavia (Air in Sweden), Singapore (Intersong), South America excluding Brazil (Korn-Intersong in Argentina) South Africa (Breakaway), Spain (Armonico), Switzerland (Rudolf Slezak in Germany) USA (Barn)

Barnrose Music (London) Ltd., 90/94 Shaftesbury Ave, London W1V 7DH Tel (01) 734-2620/4221 Cable MILLAFRICA  
**Int'l firms represented:** Selroy Spirit (both South Africa)

Barstool Music Ltd., see ATV

Bass Goldstein Inc., see Leosong

Batt-Songs Ltd., see April

Bay City Music Ltd., 25/27 Heddon St., London W1 Tel (01) 734-3845 Exec Colin Slater

Beacon Music Ltd., see EMI

Bearsongs (PRS), 190 Monument Rd Birmingham B16 8UU Tel (021) 454-7020 Mng Dir Kate Munn, Gen Mgr Brian Walker

Beautiful Music Ltd., see Kassner

Beautiful Sunday Music Ltd., Flemington House, Gollanfield, By Inverness, Scotland Tel (06676) 2304 Telex 75209 Mng Dir Rod McQueen, Gen Mgr Eva Balfe  
**Int'l reps.:** Australia (Albert & Son), Germany (Hansa), Scandinavia (Air)

Chris Beckwith Music, 41 Pinehurst Court, Colville Gardens, London W11 Tel (01) 229-2648 Chief Exec Chris Beckwith

Bedrock Prod'ns Ltd., 20 Chiddingfold St., London SW6 Tel (01) 736-1719 Mng Dirs Tony Barton, Michael Latimer

Bee Bee Music Ltd., PO Box 472, London SW7 2QB Tel (01) 373-3269 Cable JOLUSTIG Telex 21879 Mng Dir Jo Lustig, Gen. Mgr Dee Lustig

Bees Knees Music Ltd (PRS, MPA), 64 The Drive, Wooddley, Leeds, Yorks LS17 7QQ Tel (0532) 674-039 Gen Mgr Geoff Menzer

Beggars Banquet Ltd., 8 Hogarth Rd., London SW5 Tel (01) 370-6175 Telex 915733 Mng Dir Martin Mills (Also see Andrew Heath)  
**Int'l rep.:** All countries excluding UK (Andrew Heath)

Belfern Music, see Island

Belfry Prod'ns, see April

Bello Music Ltd., see Leosong

Bel Mar Music, see Leosong

Belsize Music Ltd., 38 North Row London W1 Tel (01) 491-3175 Mng Dir Charles Peate, Gen Mgr Iris Giebler  
**Int'l reps.:** Australia (Associated), Canada (Belsize), Scandinavia (Air), USA (Belsize)

Belwin-Mills Music Ltd., 250 Purley Way, Croydon, Surrey CR9 4QD Tel (01) 681-0855 Cable BELMILMUS Mng Dir Cyril Gee  
**Home office: USA**  
**Int'l firms represented:** Mel Bay Franco Colombo, Deshon, Dover, J Fischer Charles Foley, H W Gray, Edwin F Kalmus, Hal Leonard, Edward B Marks, Mills, Multiwood, Southern (all USA), Hans Sikorski (Germany)

Benday, see Carlin

Anton J Benjamin Ltd., see Richard Schauer

Benny Bird Co., see Leosong

Bens Music Ltd., see Kassner

Benwilco Ltd., 23 Gosfield St., London W1P 7HB Tel (01) 580-5707

Irving Berlin (England) Music, see Chappell

Bernetia Music Co., see Leosong

Bernice Music Inc., see Leosong

Berry Music, see Campbell Connelly

Berserkerly, 97 Kingston Hill, Kingston-Upon-Thames, Surrey Tel (01) 549-9366 Telex 8751771 Cable BESERK Mng Dir Fred Cantrell

Besco Music, see Leosong

Bestat Music, see Leosong

Betterton Music Ltd., see Bron Org

Bettytunes Music Co., see Valentine

Bev Bev., see Carlin

Beverly Culver Music, see Leosong

Bewalk Music, see Leosong

Big Ben Music Ltd., The Music Centre, Engineers Way, Wembley, Middx Tel (01) 903-4611 Dir Ben Nisbet (Administered by Margaret Brace)

Big Ear Music, see Satril

Big Five Music Inc., see Leosong

Big Game Music, 42 Manchester St., London W1 Tel (01)

486-6141 Dirs John Craig, Tony Edwards, Andreas Budde  
 Big Jim Music Ltd see Big Ben  
 Big Mike Music, c/o Westholme, Church Ln Lincoln LN2 1QJ Tel (0522) 29160 Chief Exec Dave Godin; Gen Mgr Alf Billingham.  
 Big Pig Music Ltd, see Rocket  
 Big Secret Music Ltd 57 Green St., Flat H, London W1 Tel (01) 409-0968 Cable LOVESONGS Telex 896691 Joint Chm Guy Fletcher, Doug Flett, Bus Affairs Dir. Bob Newby  
**Int'l reps.:** Australia (Phil Matthews), Austria (Melodie der Welt), Belgium (Hans Kusters), Canada (Big Secret), France (Intersong), Germany (Melodie der Welt), Japan (Pacific), Luxembourg (Intersong), Netherlands (Intersong), Scandinavia (Air), South Africa (EMI-Brigadiers), Switzerland (Melodie der Welt), USA (Big Secret)  
 Big Sin City Music, see Logo  
 Big 3 Music Ltd see United Artists  
 Billy Goat Music, 71 Benhurst Gardens, Selsdon, South Croydon CR2 8NY Tel (01) 657-3560. Chief Exec Terry Parker  
 Bird Music see Intersong  
 Birdseye Music see Leosong  
 Birth Music see Olofson & Young Blood  
 Biscuit Music Ltd 17 Ronney Close, Weybridge, Surrey KT13 9SB Tel (98) 42689 Mng. Dir Clive Selwood, Gen Mgr S Selwood.  
 Bishop Music, see EMI  
 Bishop Music, 12 Hill Rd., St Johns Wood, London NW8 Tel (01) 286-4025 Telex 23322 Mng Dir Ann Bishop, Gen Mgr Karen Davies  
 Bitter Wind Music, see Leosong  
 Bizet Music, 10 Gray's Inn Square, London WC1 5JJ Tel (01) 242-5582.  
 Black & White Music Co., see Leosong  
 Black Fiar Publ'g Co., see Leosong  
 Black Sheep Music (MCPS), 5 King Henry's Walk, London N1 Tel (01) 254-1523/9714 Mng. Dir Ben Findon, Gen Mgr. Linda Findon.  
 Black Swan Music (London) Ltd., see EMI.  
 Blair Music, see Leosong  
 Blandell Ltd., see Compass  
 Blank Music, see EMI  
 Blitzongs Music Ltd., see Leosong  
 Bloated Dormouse Music, see Music Farm  
 Bloomsbury Music Publ'g Co Ltd., 12/13 Greek St., London W1V 5LE Tel (01) 437-7064. Mng Dir Iain McCarthy Gen Mgr Barbara Allen  
 Karl Blore Music see Chappell.  
 Blubber Music see Leosong  
 Blue Ace Music see Leosong  
 Bluebell Music see Isa  
 Bluebird Music Co., see EMI  
 Bluebird Music, 59 St Mary's Mansions, St Mary's Terr., London W2 1SX Tel (01) 723-6561.  
 Bluebird Music Ltd see RAK  
 Blue Eyes Music see RAK  
 Blue Gum, see Carlin  
 Blue Mountain Music see Island  
 Blue Rock Music, see Leosong  
 Blues Man Music, see Leosong  
 Bluetunes Music Ltd., see ATV  
 Bocu Music Ltd., 48 Grafton Way, London W1P 5LB Tel (01) 388 7653 Cable MARQUIMUS Telex 2989976 Mng Dir John Spalding, Gen Mgr Carole Broughton  
**Int'l firms represented:** Polar, Sweden, Union (all Sweden), Bill Black, Brushape, Equinox, Lyn-Lou, Willie Nelson, Partner, Song Tailors/I've Got the Music, Tomake, Wimot, Window (all USA).  
 Boldex Ents Inc., see Leosong  
 Bomac Publ'g Inc., see Leosong  
 Ronnie Bond Music, see Andrew Heath  
 Bonney Music Ltd., see Kassner.  
 Boogie Music, see Beautiful Sunday  
 Boon Music see EMI  
 Boosey & Co Ltd., see Boosey & Hawkes  
 Boosey & Hawkes Music Publ'rs Ltd., 295 Regent St., London W1R 8JH. Tel (01) 580-2060 Cable SONOROUS Mng Dir R.A. Fell.  
**Int'l branches:** Australia, Canada, France, Germany, South Africa, Sweden, USA  
**Int'l firms represented:** Barry (South America), Ed. Musica Budapest (Hungary) Carl Fischer (USA), Luvorne (USA), Soviet State Publ'g (USSR), Suvini Zerboni (Italy)  
**Int'l reps.:** Austria (Eirich), Denmark (Wilhelm Hansen), Finland (Musik Fazer), Italy (Carisch), Japan (Academia, Nippon Gakki), Netherlands (Albersen), Norway (Norsk), South America (Barry), Spain (Vidal Limonaa), Sweden (Carl Gehrman)  
 Bootleg Publ'g Co (PRS, MCPS), 500 Chesham House, 150 Regent St., London W1R 5FA Tel (01) 734-3501 Telex 261426. Dir David G Rose; Gen Mgr. Brian Crook  
 Bop Music, see Magnet  
 Bottom Dollar Music, see Million Dollar  
 Bourne Music Ltd., 34/36 Maddox St., London W1R 9PD Tel (01) 493-6412/6583. Gen Mgr Len A. Taylor  
**Home office:** USA  
 Franklin Boyd Music Ltd (PRS), 24 Parkside, Knightsbridge, London SW1. Tel (01) 245-9028. Chief Exec Robert Mellin, Gen. Mgr David Read.  
**Int'l reps.:** Belgium (Music Rights Society), France (Robert Mellin), Germany (Robert Mellin), Italy (Neapolis), Netherlands (Timeless), Scandinavia (Mellin), Spain (Robert Mellin), USA (Robert Mellin)  
 Margaret Brace Copyright Bureau Ltd., 9 Dean St., 3rd fl., London W1A 4QD Tel (01) 437-3711. Mng. Dir., Margaret Brace, Gen. Mgr Sandra Cackett.  
**Int'l firms represented:** Ditty Bag, Gammon & Gurren, Half a Loaf, Lizzie Lou, New Moon, New Planet, Plow Boy, Rocky Top, Sure-Fire, Wild Flowers (all USA)  
**Int'l reps.:** Australia (Castle), Netherlands (Veronica), South Africa (EMI-Brigadiers)  
 Bradbury Wood Ltd., see Chappell  
 Brampton Music Ltd., see Fresh Air  
 Brand New Music, 1 Derby St., London W1. Tel: (01) 493-

9637 Mng. Dir. Mike Vernon. (Also see Handle Music)  
 Brass/Wind Educational Supplies & Co., see Belwin-Mills  
 Breakthru Music Ltd., 333 Gray's Inn Rd., London WC1. Tel (01) 278-8266.  
 Breitkopf & Haertel (London) Ltd., 8 Horse & Dolphin Yard, Macclesfield St., London W1V 7LG Tel (01) 437-3342 Mng Dir Larry Fenton  
**Int'l firms represented:** Berben (Italy), Breitkopf & Haertel (East & West Germany), Alexander Brude (USA), Columbia (USA), Deutscher Verlag fuer Musik (East Germany), Friedrich Hofmeister (East & West Germany), Pro Musica (East Germany)  
**Int'l reps.:** Austria (Breitkopf & Haertel), Canada (Alexander Brude), Germany (Breitkopf & Haertel), Mexico (Alexander Brude), Switzerland (Breitkopf & Haertel), USA (Alexander Brude).  
 Brigitte Music Ltd., see ATV  
 Briggsville-Taylor Town, see Leosong  
 Britch Music Ltd., 5/7 Carnaby St., London W1. Tel (01) 437-7138 Chief Execs Martin Wyatt, Charlie Crane.  
**Int'l firms represented:** Gentoo (USA), Rockhopper (USA).  
**Int'l rep.:** Worldwide excluding UK & Ireland (Warner Bros.).  
 British & Continental Music Agencies, see EMI  
 British Lion Music Ltd., see Purple  
 Cliff Brittle Music Ltd., Longbridge Hayes Ind'l Estate, Newcastle, Stoke-on-Trent Tel (0782) 811-731. Mng Dir Cliff Brittle  
 Broken Soul Music Co., see Leosong  
 Bron Org Ltd., 100 Chalk Farm Rd., London NW1 8EH Tel (01) 267-4499 Cable HITSMUSIC Telex 261653 Dirs Sydney & Gerry Bron; Gen Mgr John Marshall.  
**Int'l firms represented:** Biblo (USA)  
**Int'l reps.:** Australia (J. Albert), Austria (Intro Gebr Meisel), Belgium (Hans Kuster), Brazil (Fermata), Canada (Warner Bros.), Far East (Pathe), Finland (Sonet in Sweden), France (Bagatelle), Germany (Intro Gebr Meisel), Greece (EMI), Iceland (Sonet in Sweden), Italy (Metron), Japan (Shinko), Netherlands (New Dayglow), Portugal (Quiroga), Scandinavia (Sonet in Sweden), South Africa (Plymouth), Spain (Quiroga), Switzerland (Intro Gebr Meisel), USA (Warner Bros.)  
 Sydney Bron Music Co Ltd. see Bron  
 Brons Music Servs., see Hansen.  
 Brookside, see Asterisk.  
 Brouhaha Music, see Leosong  
 Robertson Brown Assocs., 47 British Grove, London W4  
 Bruce Music Ltd., see Chappell  
 C Brull Ltd., 26 West St., London WC2. Tel (01) 836-1724. Chief Exec. K Schick  
**Int'l branch:** France.  
**Int'l firms represented:** Cinemusic (USA), Freesound (France), Ed In (France), Kuckuck (Germany), Musique Pour l'Image (France), REV (France), Selected Sound (Germany), Sonimage (France).  
 The Brunad Music Publ'g Co. Ltd., 5 Denmark St., London Tel (01) 836-0947/0717  
 Bruno Music Ltd., see Kennedy  
 Brunswick Music Publ'g Co. Ltd., see Margaret Brace.  
 Bruton Music Ltd., see ATV  
 Budanco Publ'g, see Leosong.  
 Budd Music, c/o Prager & Fenton, 4 Winsley St., London W1N 9DL Tel (01) 636-5951 Pres. Buddy Kaye. Contact Martin Goldberg  
**Int'l rep.:** USA (Budd)  
 Budgie Music Ltd., see Ronder  
 Buff Music (PRS), see Bright  
 Buffalo Music Ltd., see Intersong  
 Buk Music Ltd., see Leosong  
 Bulldog Music Co., see Valentine.  
 Bumper Songs, see Magnet.  
 Burdock River, see Island  
 Burlington Music Co. Ltd., 9 Albert Embankment, London SE1 7SW Tel (01) 735-8111. Cable BURLMUSIC Dirs W.W. Townsley, P.J. Frankcom, M.L. Stellan, Gen. Mgr. Leslie Lowe  
**Int'l affiliates:** Australasia (Palace in Australia), Austria (Burlington in Germany), Canada (Burlington), Far East (Burlington-Palace in Hong Kong), France (Palace), Germany (Burlington), Italy (Palace), Netherlands (Palace), Portugal (Burlington in Spain), Scandinavia (Palace in Sweden), Spain (Burlington), Switzerland (Palace), USA (Burlington).  
**Int'l firms represented:** Acclaim, Arvee, Bocephus, Camarillo, Cureco, Con Bro, Cranston, Fourmost, Four Star, Glad, Golden West Melodies, Jat, Jondora, Ma-Ree, Mirwood, Open Road, Parker, Rapport, Rawhide, Ridgeway, Singletree, Starrite, Taj, Tuckahoe, Tune-Kel, Woodmont.  
**Int'l reps.:** Argentina (MAI), Belgium (Basart), Brazil (Fermata), Chile (MAI), Czechoslovakia (Supraphon), Greece (Grecophon), South Africa (Music Publ'g Co.), Uruguay (MAI).  
 Burnt Ash Music Co., see Valentine  
 Buzz Music, see April.  
 Bytown Music, see Leosong  
 C C S Music, see Philip P Roberge  
 C C S Publ'g, see RAK  
 C M P Ltd., see Robert Mellin.  
 C T A Music Ltd., see Carlin.  
 Cachand Music Co., see Leosong.  
 Cadillac Music, 180 Shaftesbury Ave., London WC2H 8SJ. Tel (01) 836-3646/6006 Mng Partner John Jack.  
 Cadogan Music Ltd., see Eaton  
 Caesar Music Ltd., 93 Sirdar Rd., London W11 4EQ. Tel (01) 727-7477 Dirs Barry Murray, Harry Simmonds  
**Int'l rep.:** Worldwide (Chrysalis in UK).  
 Calendar Music, 89 Chiswick High Rd., London W4 Tel (01) 995-3682 Cable SUNARTISTE Mng Dir: Don Lawson; Gen Mgr. Cuthah Lawson  
**Int'l reps.:** Australia (Chappell), Austria (Aberbach), Canada (Morning), Germany (Aberbach), Switzerland (Aberbach).  
 Calua Music Co., see Leosong  
 California Music Press, see Leosong.  
 Camad, see Carlin.  
 Campbell Connelly & Co. Ltd (PRS), 10 Denmark St.,

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**Int'l firms represented:** Brougham Hall (USA), CAM (USA), GSF (USA), Garrett (USA), Notable (USA), Planetary-Nom (USA), Push (Jamaica), Shorby (Trinidad), Sterling (USA), John Wagner Prod'n's (USA)

**Int'l reps.:** Australia (Campbell Connelly), Belgium (Connelly Basart), Brazil (ELAM) France (Campbell Connelly), Germany (Connelly), Italy (CAMP) Japan (Nichon), Netherlands (Connelly Basart), Scandinavia (Connelly), South Africa (Burg), Spain (Connelly), USA (Campbell Connelly, Bramsdene)

CanCon Music Co., see Valentine  
Cap Quist Music, see Leosong  
Capricorn Music Co., see Leosong  
Captain Beaky Music—Dir Jonathan Rowlands—see Hush  
Captain Billy's Music Ltd., see Margaret Brace  
Car-Deb Music Co., see Leosong  
Cardinal, see Carlin  
Caribbean Music Co., see Leosong  
Carlin Music Corp., 17 Savile Row, London W1X 1AE Tel (01) 734-3251 Cable CARLSONG Telex 267488  
Pres Frederick S Bientock, Exec VP R Derek Knibb VP & Int'l Mgr Paul Rich Creative Mgr Mike Hawker  
**Int'l branch:** USA, Caribbe Music Inc

Carmel Music Ltd., 4 Cliff Ave., Westcliff-on-Sea, Essex SSO 7AJ Tel (0702) 338593 Mng Dir Peter Eden  
Carnaby Music Ltd., see Chappell  
Carousel Music, see Trafalger  
Carren/Woolfsongs, see Woolfsongs  
Carne Music Ltd., see Bron  
John Carter Music Ltd., see Noon  
Carter-Lewis, see Southern  
L J Cary & Co Ltd., see Chappell  
Casanova Music Ltd., see Dick James  
Casino Music, see Satrl  
Castle Hill Music, 34 Lake Terr., Hunslet, Leeds, Yorks LS10 2JG Tel (0532) 700-010 Mng Dir Ian R Smith, Gen Mgr A M Cain

Cathy Music, September Sound Studios, 38 Knowl Rd Golcar, Huddersfield Tel (0484) 657-054 Chief Exec Mike Storey

Cat's Eye Music, see State  
Cavendish Music Co., see Boosey & Hawkes  
Cedarwood, see Southern  
Cellar Music Ltd., see ATV  
Central Music Co., see EMI  
Cesta Music, see Leosong  
Frank Chacksfield Music Ltd., Allegro, Elm Walk, Farnborough Park, Orpington, Kent BR6 8LX Tel Farnborough 55509 Cable GOLDISCS Mng Dir Frank Chacksfield

Chad Music, see EMI  
Chadwick Nomis, 150 Regent St., Suite 1000, London W1  
Chameleon Publ'g, 19 S Molton St., London W1 Tel (01) 629-9717 Telex 261805 Mng Dir M Loveday Dir R Fearn

Champagne Music, see EMI  
Chandos Music Ltd., 41 Charing Cross Rd., London WC2 Tel (01) 437-1448/5512 Mng Dir Brian Couzens  
Chandos (Rec'gs) Ltd., see Chandos Music  
Channel Music Ltd., see Rock Artistes

Chantelle Music Ltd (PRS, MCPS), 3a Ashfield Parade, Southgate, London N14 Tel (01) 886-6236 Dir & Gen Mgr Riss Chantelle  
Chanter Music Ltd., see Chappell  
David Chapman, 31 Park Crescent Mews W., London W1N 3PG Tel (01) 580-5250

Chappell & Co Ltd., 50 New Bond St., London W1A 2BR Tel (01) 437-7600 Cable SYMPHONY Telex 268403 Exec Vice Chm. S L G Gottlieb, Music Div. Dir & Gen Mgr Tony Roberts VP Chappell Int'l Nick Frith, Retail Div Gen Mgr David Brown, Publ'g Div Gen Mgr Robin Wood, Studio Mgr Tom Stephenson, Financial Controller Jeff King, Pub Mgr Mary Jennings

Chappell & Co Ltd., see Chappell  
Chappell & Co Overseas Holdings Ltd., see Chappell  
Chappell/Aznavour, see Chappell  
Chappell/Bay Music Ltd., see Chappell  
Chappell/Charisma, see Chappell  
Chappell/Homemade, see Chappell  
Chappell/Jacmar Music, 45 5th George Ave., London W14 Tel (01) 603-9824 Dir Martin Saville

Chappell Morris Ltd., see Chappell  
Chappell/One West, see Chappell  
Chappell/Pillow, see Chappell  
Chappell/QTS, see Chappell  
Chappell/R&R, see Chappell  
Chappell/Robinson, see Chappell  
Chappell/Simpson, see Chappell  
Chappell/Sparkle, see Chappell  
Chappell/Ucronia, see Chappell  
Chappell/Wedge, see Chappell  
Chapter One Music & Artists Ltd., see The Les Reed Org

Charisma Music Publ'g Co Ltd., 90 Wardour St., London W1 Tel (01) 434-1351 Dirs Brian CA Gibbon, Tony Stratton-Smith

**Int'l reps.:** Worldwide (Chappell) excluding Canada (GRT), USA (Hudson Bay)

Char Joel Music Co., see Leosong  
Charlotte Music Ltd., 9 Bryanston Mews West, London W1 Tel (01) 723-8416 Chief Exec Terry Sylvester Dir Robin Britten  
Charly Music (PRS), 9 Beadon Rd., London W6 Tel (01) 741-0011 Cable CONFIDAT Telex 934386  
Charnwood Music Publ'g Co., 5 University Rd., Leicester LE1 7RA Tel (0533) 23345  
**Int'l firm represented:** Josef Preissler (Germany)

Chatawa Music, see Leosong  
Cheezburger Music Inc., see Leosong  
Cherry Music, 7 Wordle St., London SW14 Tel (01) 437-7418 Chm David Mindel, Gen Mgr Debra Stone

**Int'l firms represented:** Arne Bendixen (Scandinavia), Famous (North America), Festival (Australia), Intersong (Belgium, France, Germany, Israel, Italy, Japan, Middle East, Netherlands, Spain, Switzerland), Musicpiece (South Africa)

Cherry Red Music, Adelaide House, 21 Wells Rd, Malvern, Worcs Tel (06845) 65319 Dir Richard Jones  
Cherryryongs, 22 Wood Rd., Camberley, Surrey GU15 2RL Tel (0726) 26688 Chief Exec Jeff Cherrington  
J & W Chester/Ed Wilhelm Hansen London Ltd., 7 Eagle Court, London EC1M 5OD Tel (01) 253-6947/6276 Cable GUARNERIUS

**Int'l firms represented:** Wilhelm Hansen group (Denmark, Germany, Norway, Sweden), Silver Burdett (USA)

**Int'l rep.:** USA (Magna)

Chevron Music Publ'g Ltd., Television Centre, Leeds LS3 1JS London W1 Tel (0532) 32823  
**Int'l firms represented:** Akari, Aphrodite, Archimedes, Aurelius, Big Elk (all USA)

Chibell Music Ltd., see Red Bus  
Chinga Music Ltd., see Leosong  
Chinnichap Publ'g Ltd (PRS), 5 Clarges St., London W1Y 7PH Tel (01) 493-1409, 629-9516 Pres Nicky Chinn

Chinglog Music, see Lightning & Asterisk  
Chipping Norton Music Ltd., 4 Kings Head Mews, Chipping Norton, Oxon Tel (0608) 2684 Dir Richard Vernon  
Chiswick Music Ltd., see St Thomas More  
Chocolate Music, see RAK  
Choral Music, Claytles, Threehouseholds, Chalfont St Giles, Bucks Tel (02407) 5114  
Chrystal Music Ltd., see ERM/Robert Kingston  
Chris-a-Lee Music Ltd., see Chrysalis  
Chrysalis Music Ltd., 12 Stratford Place, London W1N 9AF Tel (01) 408-2355 Telex 21753 Joint Chm Chris Wright, Terry Ellis, Gen Mgr Chris Stone

**Domestic firms represented internationally:** Blanedell, Bluebeard, Caesar, Fivestar, Longmanor, Rockbottom, Salamander, Seafood, Spaniel, Steeleyeg Spain

**Int'l firms represented:** Alkatraz Corner, Budd, Artie Wayne (all USA)

**Int'l reps.:** Australia (Festival), Austria (Roba), Belgium (Dutch), Central America (Fermata in Brazil), France (Claude, Pascal), Germany (Roba), Iceland (Air), Italy (Ricordi), Japan (Pacific), Mexico (Fermata in Brazil), Netherlands (Dutchy), New Zealand (Festival), Scandinavia (Art), South Africa (Impact), South America (Fermata in Brazil), Spain (Armonico-Clipper), Switzerland (Roba), USA (Chrysalis, Moth)

Cinephonic, see Campbell Connelly  
Cintercor Music Co., see Leeds  
City Music Ltd., see Kassner  
Clare Music Ltd., 6 Boreham Holt, Ailum Ln., London Mng Dir Jimmy Parsons  
Clarity Music Inc., see Leosong  
Classic Eds., see Eurobeat & Mansem  
Clifford Essex Publ'ns, see Music Sales  
Clifton Music, see St Thomas More  
Clinton Music Co., Kraal, Woodside Hill, Chalfont St Peter, Bucks Tel Gerrards Cross 83351  
Clover Conway Music Co., see Noel Gay  
Clowns Music Ltd.—Contact Ed Welch—see United Artists  
Coaxle Prods. Ltd., see Margaret Brace  
Coconut Airways, c/o Morgan Studios, 169/171 High Rd., London NW10 Tel (01) 459-7244 Dirs Geraint Hughes Jeffrey Calvert  
Cog Music, see Leosong  
Coke-Arama Music, see Leosong  
College Music, see EMI  
Collegiate Music Publ'g Ltd (div of Josef Weinberger group), 10/16 Rathbone St., London W1P 2BJ Tel (01) 580-2827 Cable OPERETTA

**Int'l firm represented:** Curci (Italy)

Barry Collings Music, 15 Claremont Rd., Westcliff-on-Sea, Essex SSO 70X Tel (0702) 43464, 47343 Mng Dir Barry Collings  
Collins Music Co., Townsend House, Flat 2, 22/25 Dean St., London W1V 5AL Tel (01) 437-0189 Gen Mgr Jon Feldman

**Int'l reps.:** Scandinavia (Nordic Songs)

Column Music Co., see Leosong  
Combine Music Ltd., see EMI  
Comet Music Ltd., see ATV  
Commair-Chappell Music Ltd., see Chappell  
Comma Music, see Intersong & Paul Rodriguez  
Commercial Music Co. Ltd., 91 Gatiliff Close, Gatiliff Rd., London SW1 Tel (01) 730-2343  
Compass Music Ltd (PRS), Alembic House, 12th fl., 93 Albert Embankment, London SE1 Tel (01) 735-9291, Cable COMPUMUSIC

**Int'l firm represented:** Northridge (USA)

**Int'l rep.:** Australia (Castle)

Compatible Rec'g & Publ'g Ltd., 87 Third Cross Rd, Twickenham, Middx Tel (01) 898-4095, 986-6904 Mng Dir Derek Bailey, Gen Mgr Evan Parker  
Composer To Player Ed (PRS), 53 Longley Rd., Harrow, Middx. HA1 4TG Tel (01) 427-5267 Owner Raymond Parfrey  
Concord, see Essex  
Consolidated Music, see Music Sales  
Consortway Music Ltd., 42 Priory Ave., London W4 Tel (01) 995-7470 Dir K E Kaye, Gen Mgr Boz Bosley

**Int'l rep.:** Worldwide (United Artists)

Consue Music, see Leosong  
Contempo Music Ltd., 42 Hanway St., London W1 Tel (01) 636-2283  
Contemporary Music Publ'g Ltd., see Jet  
Cookaway Music Ltd., see Dick James  
Cooper Music Ltd., see EMI  
Coppa Music Ltd., see EMI  
Cornelius Ed., 29 Lansdown Pl., Lewes, East Sussex Tel Lewes 3278 Gen Mgr Peter Fox  
Coronado Music Ltd., see EMI  
Coquette Music, see Leosong  
Corner Stone Music Ltd., see Valentine  
Cornish Legend Music, Bawdens Farm, Tremodret, Roche, St Austell, Cornwall PL2 Tel (072689) 507 Exec Prod'r N Strachan, Prod'r G Hargrave-Gill  
Coronet, see Carlin  
Corries (Music) Ltd., West Buccleuch Near Hawick, Roxburghshire, Scotland Tel Etrick Valley 230 Dirs R G Browne, R M B Williamson  
Corus Music, see Louigny

Coslow Kassner Ltd., see Kassner  
Cousins Music Inc., see Leosong  
Edward Cox Music Ltd., see Dick James  
Craighall Music, 68 Craighall Rd., Edinburgh EH6 4RL  
Scotland Tel (031) 552-3685  
J B Cramer & Co Ltd, 99 St Martins Ln., London WC2N 4AZ Tel (01) 240-1612  
Crater Music, see Paul Rodriguez  
Craudian Music, see EMI  
Crazy Cajun Music, see Leosong  
Crazy Music, Tanners Arms, Newbridge St., Newcastle-on-Tyne NE1 2NS Tel (0632) 24052, 24062 Dir Alan Hull, Gen Mgr Barry McKay  
Crazy Viking Music, see Olofson  
Credale Ltd., see Raw  
Creedsman Music, see Trafalger  
Creek Publ'g Ltd., see Rondor  
Crema Music Co., see Leosong  
Creole Music Ltd., Creole House, 4 Bank Bldgs., High St., Harlesden NW10 Tel (01) 965-9227 Cable CREMUS  
Cricklewood Music Ltd., Hyde Ind'l Estate, The Hyde, London NW9 6JU Tel (01) 205-5456 Mng Dir Monty Lewis  
Croma Music Ltd., see Ashley-Fields  
Cromwell, see Essex  
Cross, see Campbell Connelly  
Crossdoor Music Co., see Valentine  
Crotchot Music Ltd., Devonshire Works, Barley Mow Passage, London W1  
Crow Publ'g Ltd., 24 Parkside, Knightsbridge, London SW1 Tel (01) 245-9026

**Int'l firm represented:** Locomotive (USA)

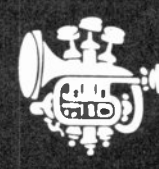
Crown Aztec Music, see Leosong  
Crown Black Music, see Leosong  
Crown Royal Music, see Leosong  
Crunchy Grenola Music, see Leosong  
Crusty Music, see Big Secret  
Crystal Music Publ'g Co Ltd., see Dick James  
Cube Ents Ltd., see Essex  
Cuckoo Music Ltd., see ATV  
Cumberland Music Ltd., see Kassner  
Curb Carlin Music, see Carlin  
J Curwen & Sons Ltd., see Faber & G Schirmer  
Curzerio Music Publ'g, see Leosong  
Cyhoeddadau Sain, Ffordd Llantylfni, Penygroes, Caernarfon, Gwynedd, Wales Mng Dir Huw Jones, Gen Mgr Sian Williams  
Cymande Music Ltd., see Alaska  
D A M Music Ltd., 7 Chiswick High Rd., London W4 Tel (01) 995-8087 Mng Dir Del Taylor, Gen Mgr Karen Goldstein  
D I G I T, see Young Blood  
Dabe Music Ltd., see Carlin & Konkwest  
Dahlia Music, see April  
Miki Dallon Music, see Pilot & Young Blood  
Damil Music, Blythe Rd., Hayes, Middx Tel (01) 573-5122  
Dan-Sar Music Ltd., 18 Ambleside Ave., York YO1 3RX Tel (0904) 34051 Mng Dir Peter Hawkins  
Dante Music, see EMI  
Danver Music Ltd., 12 The Shrubberies, George Ln., South Woodford, London E18 Tel (01) 530-3718  
Darewski Publ'g Co., see EMI  
Dartongs, 3 Grove Wood Hill, Coulsdon, Surrey Tel (01) 660-2311 Admin'r Iain Thomson  
Dash, see Campbell Connelly  
Spencer Davis Music Ltd., see Dick James  
Davray Music Ltd., see Konkwest & Carlin  
Dayn Music Ltd., see Carlin  
Dayray Music Ltd., see Carlin  
Daytime Music Ltd., see Carlin  
Dazzle Songs Ltd., see RAK  
Dean Street Music Ltd., see EMI  
Blossom Dearie Music, see Louigny-Marquee  
Deaver Ents., see Intersong  
Debmar Publ'g Co. Ltd., see Bron  
Debonaire Music Ltd., see Dick James  
December Songs (PRS, MCPS), 42 Park View Rd., Neasden, London NW10 1AL Tel (01) 450-5987 Gen Mgr Todd Lutterodt  
Deep Purple Music, see Purple  
Deep Purple Music (Overseas) Ltd., see Purple  
Deprantz Monique Music, see Leosong  
Deke Music, see Leosong  
Defont Music Ltd., see Chappell  
Delicate Music Ltd (PRS), see Rondor  
Delos Music, 182 Lansbury Dr., Hayes, Middx Tel 573-6299 Dir Pat Lynn, Gen Mgr Richard Benjamin  
Delphi Music Ltd., see Barn  
Demain Music, see Leosong  
Chris Denning Music Ltd (PRS), 29 Pinewood Park, New Haw, Weybridge, Surrey KT15 3BS Tel (09323) 44917 Mng Dir Chris Denning, Sec'y A W Denning  
**Int'l rep.:** Worldwide (Louigny-Marquee in London)  
Deoc Music Ltd., see Carlin  
Deptford Songs, see Rondor  
Design, see Carlin  
Destiny, see Carlin  
Johnny Devlin, see Carlin  
Dew Music Co., see Leosong  
De Wolfe Ltd. (MCPS), 80/88 Wardour St., London W1V 3LF Tel (01) 439-8481 Cable MUSICALL Dir James Sylvester de Wolfe  
Dial Publ'g, 73 Grosvenor St., London W1 Tel (01) 493-8505 Mng Dir Harry Paton Evans, Gen Mgr B G Moss  
Max Diamond, see Campbell Connelly  
Diamond Music Co., see Gabriel  
Diamond Touch Music, see Leosong  
Dickinsons, see Bloomsbury  
Dig It Music, see Olofson  
A Dimartino Music Ltd., see Valentine  
Dino Music (PRS), 44 High St., Sheerness, Kent ME12 1NL Tel (07956) 3655 Chief Exec Nick Risi  
Dirty Deal Music Publ'g Inc., see Leosong  
Discourses Ltd., 32 High St., Tunbridge Wells, Kent Tel (0892) 26397 Mng Dir Robert F Harcourt, Gen Mgr Anthony James  
Walt Disney Prod'n's Ltd., 68 Pall Mall, London SW1Y 5EX

Tel (01)839-8010 Telex 21532 Chief Exec Keith S Bales  
**Home office: USA**  
 Dix Ltd, see EMI  
 Dohany Music, see Leosong  
 Des Dolan Music, see Leosong  
 Dolly Music, see EMI  
 Dolphin Music Co, see Valentine  
 Domaxus Music Inc, see Leosong  
 Domestic Music Co, see Leosong  
 Dominic Music Ltd, see Dick James  
 Dominion Music Co Ltd, see United Artists  
 Donemus, Purley Oaks Studios, 421a Brighton Rd., South Croydon Surrey CR2 6YR Tel (01) 660-7647  
**Int'l reps.:** Canada (Peters in USA), Denmark (Dan Fog), France (Heugell), Germany (Rudolf Erdmann), Italy (Suvini Zerboni), Norway (Harold Lyche), Portugal (Sasseti), Spain (Ritmo) USA (Peters)  
 Donna Music, see EMI  
 Donna Music Ltd, see The Les Reed Org  
 Donovan, see Southern  
 Dormant Music Ltd, see Rondor  
 Dorsey Bros Music Ltd, see Music Sales  
 Double W Music, see Logo  
 Dove Music Ltd, see Barn  
 Downside Music Co 134 Seaforth Ave., New Malden Surrey KT3 6JN Tel (01) 942-1412, 399-6201  
 Partners John S Astor, Peter Mitchell, Gen Mgr John S Astor  
 Dratleaf Music Ltd, see Chappell  
 Drayton Music Ltd, see Pure Cream  
 Dream City Music, see Leosong  
 Dreamway Ltd, see Intersong  
 Dreyfuse Music Ltd, see Fuxe  
 Duart Music 76 Muswell Hill Rd., London N10 Tel (01) 883 7656 Mng Dir Jim McClean (Administered by Margaret Brace)  
 Dukeslodge (FM) Ltd, 36 Holland Park, London W11 Tel (01) 229-2876, Dir John Gilbert  
 Dump Music Ltd, see Andrew Heath  
 Dunmo, see Southern  
 Dunster Music, see Eaton  
 Dupree Music, see EMI  
 Durham, see Essex  
 Dyna Music Ltd, see United 2  
 Dynamic Cat Music Ltd (PRS), 69 New Bond St., London W1Y 9DE Tel (01) 408 1788 Mng. Dir Peter Barnes  
 E F D S Publ'ns Ltd, see Chappell  
 E G Music Ltd, 63A Kings Rd., London SW3 4NT Tel (01) 730 2162 Mng Dir David Enthoven, Dirs Mark Fenwick Sam Alder  
 E M I Film & Theatre Music, see EMI  
 E M I Music Publ'g Ltd, 140 Charing Cross Rd., London WC2H 0LD Tel (01) 836-6699 Cable- EEMIMUS  
 Telex 2619189 Mng Dir Ron White (SEE ADVERTISEMENT)  
 E R M (Elson Rossiter Meadows) Int'l (Music) Ltd (MCPS, PRS), 39a Gloucester Pl., London W1H 3PD Tel (01) 935-3753 Dirs Keith Rossiter, Steve Elson, Sylvia Meadows Gen Mgr Sylvia Meadows (Also see Leosong)  
**Int'l reps.:** Australasia (Castle), Austria (Siegel), Germany (Siegel), Netherlands (Anagon), Scandinavia (Air), Switzerland (Siegel)  
 E W E Music Ltd, see Everblue  
 Early Bird, see Carlin  
 Earthly Music Ltd, see Bron  
 Eaton Music Ltd 8 W Eaton Pl., Belgravia, London SW1 Tel (01) 235-8357 Mng Dir Terry Oat's, Dir Mrs M Oates  
**Int'l firms represented:** Billingsgate (Australia), Canopy, Golden Syrup, White Oak (all USA)  
**Int'l reps.:** Australasia, Benelux, Canada, France, Germany, Japan, Scandinavia, USA (all Eaton)  
 Eden, see Essex  
 Eden Studios Music Publ'g Co., see Valentine  
 John Edward Music Ltd, 38/40 Upper Clapton Rd., London E5 8BQ Tel (01) 806-1121 Dir John Edward  
 Edwards Coletta Music, see EMI  
 Eez-Er-Gorn Music, see Music Farm  
 Kevin Eggers, see Carlin  
 Eiger Music, see Panache  
 Ekapa Music, see Leosong  
 Elbow Music, see EMI  
 Eleonora Music, see Leosong  
 Elephant Five Music, see Leosong  
 Eleventh Avenue Theatricals Inc., see Leosong  
 Ellisclan Ltd (PRS), see Street  
 Elman Music Publ'g Co., 22 Denmark St., London WC2 Tel (01) 836-1783 Chief Exec Ralph Elman  
 Ember Music, see Sparta Florida  
 Emerald Music Ltd (PRS), 120 Coach Rd., Templepatrick, Ballyclare, County Antrim BT39 0HB, Northern Ireland Tel (08494) 32711 Mng Dir Mervyn A Solomon, Gen Mgr L R Paterson (Administered by Margaret Brace)  
**Int'l firms represented:** Aesop's Fables (USA), Bospel (Netherlands), Helping Hand (Canada), Jumping Jack (USA), SPR (USA)  
**Int'l reps.:** Australia (Leeds), Canada (Quility), France (OK Music), Netherlands (Bospel), South Africa (Intersong) USA (Odyssey)  
 Emerson Ed (div of June Emerson-Wind Music) Windmill Farm, High St., Apleforth, Yorks Tel (04393) 324, Chief Exec Geoffrey Emerson  
**Int'l firms represented:** Robert King, Music for Brass, Swift-Dorr, Woodwind World (all USA); Dial (Japan)  
**Int'l reps.:** USA (Robert King)  
 Emison Music, see EMI  
 Empire Consul Music Ltd., see Chappell  
 Engel Songs, see Carlin  
 Ennismore Music Ltd., see Rondor  
 Eppisod Music Ltd., see EMI  
 Equator Music, see EMI  
 Enquiry, see Carlin  
 Era Music Co Ltd., see Chappell  
 Ergena Eds (PRS, MCPS), see Scotus  
 Erie Music Ltd, see Chappell  
 Eros Music Ltd, see Frank Chacksfield

Esoteric Music Ltd, 3/21 Hyde Park Square London W2 2JR Tel (01)299-0329 Mng Dir Steve Rcyal Gen Mgr Don White  
 Esquire Music Co., 76 Bedford Court Mansions, Bedford Ave., London WC1B 3AE, Tel (01) 636 1810 Owner & Gen. Mgr Graha Krahmer  
**Int'l firm represented:** Su-Kay (USA)  
 David Essex Music Ltd 3 Violet Hill London NW8 9EB Tel (01) 328-6561  
 The Essex Music Group, Essex House 19 20 Pcland St. London W1V 3DD Tel (01) 734 8121 Cable SEXMUS Telex 22701 Mng Dir David Plat  
 Copyright Mgr Michael Roberts  
**Int'l reps.:** Argentina (Julian Taut), Australia (Essex), Brazil (Enrique Lebendiger), Canada (Essex), France (Essex), Germany (Essex), Italy (Mario Arromando), Japan (Essex), Mexico (TRO Essex) Netherlands (Wim Landman) South Africa (Essex) Spain (Essex) Sweden (Essex), USA (TRO)  
 Estimated Time of Arrival, see Leosong  
 Estimated Time of Departure, see Leosong  
 Ethnic Music Of the World, see Ashley Fields  
 Etude Music, see Leosong  
 Eudamonic's Publ'g Co., see Leosong  
 Eugene Music Ltd, see Leeds  
 Eurobeat Ltd 36 John Dalton St Manchester M2 6LE Tel (061) 834-7292 Mng Dir Irving Wilson Gen Mgr Johann Levy  
**Int'l firms represented:** Beat, Cromo, Curcio Edizioni '71, Gemelli, Graffa, Nazionale, Picci, Priciana, Prima, Radio Music, Unifunk, West (all Italy)  
**Int'l rep.:** Italy (Beat)  
 European North American Music Ltd, see Leosong  
 Everblue Music Ltd 20 Bolton St., London W1Y 7PA Tel (01) 493-2726 Mng Dir Alex Everitt Gen Mgr Kip Trevor  
 Evergreen, see Campbell Connolly  
 Evita Music Ltd, see Leeds  
 Evolution Music, Evolution House, 9 George St London W1 Tel (01) 486-8361 Telex 24264 Chief Exec Tony Garland, Gen Mgr Joan Michel  
 Exaggeration Music, see Andrew Heath  
 Excellency Music Ltd, see Nems  
 Expansive Sound Prod n, see EMI  
 Express Music (London) Ltd., The Studio, 69 Dukes Ave New Malden, Surrey Tel (01) 942 1347 Cable EXMUSE, Mng Dir Siggy Jackson, Gen Mgr Adrian Jankowski  
 Faber Music Ltd, 3 Queen Square, London WC1N 3AU Tel (01) 278-6881 Cable FABBAF Telex 299633  
**Int'l reps.:** Australia (Boosey & Hawkes) Austria (Baerenreiter), Belgium (Heugel), Canada (Boosey & Hawkes), Denmark (Wilhelm Hansen) Finland (Fazer) France (Heugel), Germany (Baerenreiter), Hong Kong (Excelsior), Italy (Suvini Zerboni), Japan (Nippon Gakki), Netherlands (Albersen), New Zealand (Price Milburn), Norway (Norsk), South Africa (Boosey & Hawkes) Sweden (Reimers), USA (G Schirmer)  
 Fabulous, see Essex  
 Face Music Co, see Leosong  
 Fair World Ltd (PRS), see Rondor  
 Fair World Music, see Crow  
 Faith Music Ltd., see Island  
 Falcon Music, see EMI  
 Falstaff Music, see Leosong  
 Famous Chappell, see Chappell  
 Fanfare Music Co Ltd 27 Forest Dr Keston kent Tel (689) 54491 Cable ATMUS BROMLEY Mng Dir Fred Jackson  
**Int'l firms represented:** Five Continents (USA), Le Bill (USA)  
**Int'l reps.:** Germany (Fanfare)  
 Fantasy Songs Ltd., see Island  
 Farfitz Music, see Leosong  
 Fast Western Ltd., 2 York House, Upper Montagu St London W1 Tel (01) 723-9559 Mng Dir: Ric Lee Gen Mgr Ruthann Lee  
 Leo Feist Music, see EMI  
 B Feldman & Co Ltd., see EMI Music  
 Julie Felix Music Ltd., see RAK  
 Femme Music Inc., see Leosong  
 Fenette Music, see Breitkopf & Haertel  
 Fentone Music, see Breitkopf & Haertel  
 Douglas Ferguson, see Leosong  
 Ferris Music Ltd., see EMI  
 Curtis Fields Music, see Leosong  
 Fernlea Music Ltd., see Chandos  
 Fiddler's Music Ltd., see Barn  
 Fiesta, see Carlin  
 Film Music, see EMI  
 Filmscores Ltd., see Chandos  
 Firesign Music, see Leosong  
 Firesign Music Ltd., see Andrew Heath  
 First Floor Music Co Ltd, see EMI  
 Fisher & Lane Music, 30 Lumeclin Ln Bridlington North Humberside YO16 5TH Tel (0262) 76388 Dir & Gen Mgr Robert Fisher  
 Fish Music Publ'g, see Margaret Brace  
 Five Arts Music, see Leosong  
 Flair Music Ltd., see Crotchet  
 Flam Music Ltd., see Chappell  
 Fle Music, see Leosong  
 Fleetwood Music Ltd., 77 Westbourne Park Rd., London W2 Tel (01) 229-4477 Dirs Clifford & Michelle Adams  
**Int'l reps.:** South America (Leosong), Austria (Melodie der Welt), Belgium (PECF), Canada (Warner Bros.), France (PECF), Germany (Melodie der Welt), Italy (G Ricordi), Japan (Leosong) Netherlands (Basart) Portugal (Hispavox) Scandinavia (Multitone) Spain (Hispavox) USA (Warner Bros)  
 Flecr Music, see Sue Manning  
 Flip Flop, see Asterisk  
 Floating Music Ltd 15 Dawson Pl., London W2 4TH Tel (01) 221-5602 Mng Dir G Lawson  
 Florida Music, see Sparta Florida  
 Fluke, see Carlin  
 Flying D Music Ltd., see Robert Mellin  
 Flying Dutchman Music, see Leosong

Flyright Music 18 Endwell Rd Bexhill-on-Sea East Sussex Tel (0424) 214-390 Gen Mgr Simon A Napier  
 Folktracks & Soundpost Publ'ns, Harborton, Totnes, Devon Tel (0803) 863-616, Dirs Peter & Beryl Kennedy  
 Folkworld Inc., see Leosong  
 Forestful of Music Ltd., see Chappell  
 Forever Music, see Noel Gay  
 Formula Music, see Leosong  
 Forrest Hills Music Ltd., see EMI  
 Forsyth Bros Ltd., 126 Deansgate Manchester M3 2GR Tel (061) 834-3281 Mng Dir D R Loat  
**Int'l reps.:** Austria (P J Tonger), Germany (P J Tonger), Netherlands (Broekmans & Van Poppel), New Zealand (Musical Import), South Africa (SA Music Dists.), Switzerland (P J Tonger)  
 Fortel Music, see Leosong  
 Fourth House Music, see Leosong  
 Four Score Music Co., see EMI  
 Francis Day & Hunter Ltd., see EMI Music  
 Franco-London, see Robert Mellin  
 Frank Music Ltd., see Chappell  
 Freedom Songs Ltd., see Island  
 H Freeman & Co., see EMI  
 Free Reed Music, Old Baptist Chapel, Bridge St Belper Derby Tel (077382) 6264 Mng Dir Neil Wayne Gen Mgr Rita Beard  
 Fresh Air Music Ltd (div of Tony Hall Group of Cos.) 9 Carnaby St., London W1V 1PG Tel (01) 437-1958  
 Cable TASTES Mng Dir Tony Hall  
**Int'l firm represented:** Come Il Vento (Italy)  
 Freshcape Music, see Barnrose  
 Fresh Ground Music, see Hedley  
 Freshwater Music Ltd., see BKM & Island  
 Friarere Music, see GGA  
 Friday Music Ltd, see Chappell  
 Friends Music Ltd, see Carlin  
 Frontier Music Ltd 240A/242A Kilburn High Rd London NW6 Tel (01) 624-8137  
 Fugal, see Carlin  
 Funway Prod ns, see Leosong  
 Fuse Music Ltd (PRS), 4D Oxford & Cambridge Mansions Old Marylebone Rd London NW1 Tel (01) 723 2454 Telex 847777 Mng Dir Nigel Haines Gen Mgr Martin Hall  
**Int'l reps.:** Canada (Warner Bros.), France (Francis Dreyfus), South Africa (Breakaway), USA (Warner Bros.), rest of world (Intersong)  
 Future Legends Music Ltd., see ATV  
 Fyne Music, 2 Chester Ave., Southport, Lancs PR9 7ET Tel (0704) 24666 Dirs Lou & Gwen Fyne  
 Fynest Music, see EMI  
 G & A Music Ltd 132 Gloucester Ave London NW1 Tel (01) 722 4306 Mng Dirs John D Gilbert Neil S Aspinall  
**Int'l rep.:** Worldwide excluding Canada, Mexico & USA (EMI)  
 G G A Music, 10A Cheval Pl., Knightsbridge, London SW7 1ES Tel (01) 584-5622 Dirs Geoff Gill, David Beale  
**Int'l rep.:** Worldwide (Dick James)

# SONET



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 G L H Music Ltd., see Kassner  
 G-Mac Music, see GGA  
 G O Music Publ'g Ltd., see Island  
 Gabby Music Co., see EMI  
 Gaberlunze Music, see Margaret Brace  
 Gabriel Music Co. (PRS), London Pavilion Chambers, Great Windmill St., London W1V 8DR. Tel (01) 734-3424. Cable SHOWBIZ Dir Philip Hindin, Gen Mgr. Eddie Calvert  
**Int'l firm represented:** Brambila (Mexico)  
**Int'l rep.:** Mexico (Brambila)  
 Gaiancy Music, see Leosong  
 Gale Music Ltd., 126 Wigmore St., London W1H 0JJ Tel (01) 486-7677. Dir Michael Blakley  
**Int'l reps.:** Australia (Penjane), Austria (Melodie der Welt), Germany (Melodie der Welt), Portugal (Armonico-Clipper's), Scandinavia (Air), Spain (Armonico-Clipper's), Switzerland (Melodie der Welt)  
 Gale & Gayles Music Ltd., see Kassner  
 Galerne Music Ltd., see Purple  
 Gallagher & Lyle Music, see EMI  
 Gamble-Huff, see Carlin  
 Gamut Publ'ns Ltd., All Saints' Passage, Cambridge CB2 3LT Tel (0223) 51786  
 Garden Studios, see April  
 Garnet Music Ltd., see EMI  
 Gavel Music, see Noel Gay  
 Noel Gay Music Co. Ltd., 24 Denmark St., London WC2H BNJ Tel (01) 836-3941 Telex 21760 Mng Dir Richard Armitage, Gen Mgrs. Ron McCreight, Ralph C. Walker  
**Int'l reps.:** Australia (Rango), France (Claude Pascal), Germany (Rango), Japan (Shinko), Netherlands (Gaba), Scandinavia (Arne Bendiksen), South Africa (Musicpiece), USA (Midsong)  
 Generic Music, see Leosong  
 Genesis Music Ltd., see Carlin  
 Geobell Music Co. Ltd., 987 High Rd., Finchley, London N12 Tel (01) 446-3218 Mng Dir George Bellamy, Dirs. Dave Richardson, P R Johnson  
 Geronimo Music Ltd., see Rondor  
 Gerrard Music, see EMI  
 Getaway, see Carlin  
 Giant Music, see Terry King  
 Robin Gibb Publ'g Ltd. (PRS), see Lupus  
 Ian Gillan Music Ltd., see Purple  
 Glad Music Ltd., see Shapiro, Bernstein  
 Glamlea Ltd., see April  
 Glebe Music, see Noel Gay  
 Glendale, see Campbell Connelly  
 Glocken Verlag Ltd., 10/16 Rathbone St., London W1P 2BJ Tel (01) 580-2827 Dirs. Dr O Blau, F P Lehar, R M Toeman, S Buchman  
 Gloria, see Carlin  
 Gloucester Music, see Sparta Florida  
 Glove Music Ltd., see Purple  
 Go Ahead Music Ltd., see Amphonic  
 Gold Disc, see Carlin  
 Golden Age, 180 High St., Harlesden, London NW10. Tel (01) 961-1083 Dirs. Neville Johnson, Danny Ray  
 Golden Egg Music, see Dick James Music Ltd  
 Goldsmith Music, see Castle Hill  
 Golora Music Co., see Valentine  
 Gonzales, see Woolfsongs  
 Jack Good, see Carlin  
 Good Child Music, see Leosong  
 Good Music Ltd., 10 Gray's Inn Square, London WC1R 5JJ Tel (01) 242-5582 (Also see Cyril Shane)  
 Goodsongs, see April  
 Goombay Music, see Leosong  
 Gorilla Music, see Raw  
 Grade & Lynton Music Ltd., 24 Bruton St., London W1 Tel (01) 499-0673 Telex 28526. Chm. Paul Grade, Mng Dir Paul Lynton  
 Grade One Music Ltd., see Red Bus  
 Graphle Music Ltd., see Chappell  
 Gralto Music Ltd., see Dick James  
 Grant Music Ltd., see Kassner  
 Grape Time Ltd., see Bloomsbury  
 Grater Music Co., see EMI  
 Great Sterling Music Ltd., see Robert Mellin  
 Gredge Music, see Leeds  
 Greene Music Inc., see Leosong  
 Greene-Stone Music, see Leosong  
 Greensleeves Publ'g, 44 Ukbridge Rd., Shepherds Bush.

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 Rimusic, see Lemmel  
 Rio Cartel Music, see April  
 Riva Music, 2 New Kings Rd., London SW6 Tel (01) 731-4131, Telex 28781 Mng Dir. M.B. Gill  
 River Music Ltd., see Robert Kingston  
 Riverdale Music, see Margaret Brace  
 Roar Music Ltd., see EMI  
 Robbins Music Corp. Ltd., see EMI Music  
 Philip P. Roberge Assocs Inc., 16 Dunraven St., Mayfair, London W1Y 3FE Tel (01) 499-0671 Cable TOM-TOM Pres. & Mng. Dir. Philip P. Roberge  
 Robertson Brown, see Island  
 Robertson Publ'ns, The Windmill, Wendover, Aylesbury, Bucks HP22 6JJ Tel (0296) 623107. Co-Owner Kenneth Robertson

**Int'l firms represented:** Lawson-Gould (USA), Leslie (Canada), Paul Price (USA), Waterloo (Canada)  
**Int'l reps.:** Australia (Allans), Canada (Boosey & Hawkes), USA (Theodore Presser).  
 Roberts Music Ltd., see EMI  
 Paul Robinson Music Ltd., 20 Burnthwaite Rd., London SW6 Tel (01) 385-1986, 381-0635  
 Rockabye Music, see April  
 Rock Artistes Music Publ'g Ltd., 11 Kendall Pl., London W1H 3AG Tel (01) 486-7588 Cable RAM, Telex 25584 Dirs. Eddie Seago, Mike Leander  
**Int'l reps.:** Australia (Albert & Son), Austria (Intersong), Belgium (Hans Kusters), Canada (April Blackwood), Europe (April Blackwood), Germany (Intersong), Italy (Ariston), Japan (April Blackwood), Luxembourg (Hans Kusters), Netherlands (New Dayglow), New Zealand (Albert & Son), Switzerland (Intersong), USA (April Blackwood), rest of world (April Blackwood).  
 Rockbottom Music Ltd., Sawmills, Golant, Fowey, Cornwall PL23 1LP Tel (072683) 3337 Dir. Tony Cox  
**Int'l rep.:** Worldwide (Chrystalis)  
 Rocket Publ'g, 4 Audley Square, London W1Y 5DR Tel (01) 499-9714 Telex 265870 Dirs. Elton John, John Reid, Mng. Dir. Kevin Eade, Gen. Mgr. Jim Doyle  
**Int'l firms represented:** British Rocket, Jordell, Newton House, Rocket Songs (all USA)  
**Int'l reps.:** Big Pig—worldwide excluding USA & Canada (EMI), Jordell & Rocket—Far East (Burlington Palace), Australia (Castle), Belgium (Intersong Primavera), France (Intersong-Paris), Germany (Francis Day & Hunter), Israel (Ilanot), Italy (Ariston), Japan (Taiyo), Netherlands (April), South Africa (Chappell), **British Rocket—Spain (EGO); USA (Rocket)**  
 Rockin' Music, 3 Kentish Town Rd., London NW1 Tel (01) 267-5192 Telex 298634 Mng Dirs T A J Churchill, D J P Carroll  
**Int'l firms represented:** Artrec Publ'rs (USA), Florentine/Vernon Wray (USA), Thrush Music (USA)  
**Int'l reps.:** Benelux (Nada), Austria (April), France (Francis Dreyfus), Germany (April), Italy (Franton), Japan (Pacific), Switzerland (April)  
 Rock Music Co. Ltd. (PRS), 69 New Bond St., London W1Y 9DE Tel (01) 408-1788 Mng. Dir. Peter Barnes  
 Rock On Music, see April  
 Rodeo Music, see Leosong  
 Paul Rodriguez Music (MCPS, PRS), 22 Tavistock St., London WC2 Tel (01) 836-1412 Cable MUSICOMP Mng Dir. Paul Rodriguez, Gen. Mgr. John S. Rush  
**Int'l firms represented:** Deaver (USA), Ultra (Jamaica)  
**Int'l reps.:** Alsax Music Ltd. & Virginia Music Ltd.—Australia (Associated), Austria (Siegel), Belgium (Intersong-Paris), France (Intersong-Paris), Germany (Siegel), Switzerland (Siegel), **Comma Music—Belgium, Luxembourg, Netherlands (all Bospel)**  
 Rogers Music Ltd., see United Artists  
 Winthrop Rogers Ed., see Boosey & Hawkes  
 Rojo, 22 York House, Upper Montagu St., London W1 Tel (01) 723-1935 Dirs. Jon Pope, Rob Boughton  
 Rojo Music Ltd., see ATV  
 Roker Music Ltd., see Rondor  
 Rokir Music Corp., see Leosong  
 Rollerjoint Music, see Nems  
 Romney, see Essex  
 Roncom Music Ltd., see Ashley-Fields  
 Rondan Music Ltd., see State  
 Rondercrest, 17 Queensway, Dunstable, Beds LU5 4ET Tel (0582) 62325  
 Rondor Music (London) (PRS), Rondor House, 10a Parsons Green, London SW6 4TW Tel (01) 731-4161 Cable RONDORLON Telex 8951674 Mng Dir. Bob Grace  
**Home office: USA**  
**Int'l firms represented:** Alessi, Almo, Arnas, Back Road, David Batteau, Braintree, Doors, Hollenbeck, India Music Ink, Irving, Jasperilla, Jowcol, Lady Jane, Magic Land, Miles Ahead, Porchester, Shillelagh, Tangerine, Tower of Power  
**Int'l reps.:** Australia (Rondor), Belgium (Universal), Brazil (ITAIPU), Canada (Irving/Almo), Chile (Sochem), Czechoslovakia (Opus), France (Pathe Marconi), Germany (Global), Greece (Blackwood), Hong Kong (Pathe), Italy (RCA), Japan (Pacific), Mexico (Beechwood), Netherlands (Universal), South Africa (Music Publ'g Co.), Spain (EGO), Sweden (Sweden Music), USA (Irving/Almo)  
 Rosehill Music, see Eaton  
 Rosemary Music, Barn Cottage, Lower Church St., Cuddington, Bucks Tel (0844) 291-617 Dir. Bob Graham  
 Rosey Music, Regent Arcade House, 252-260 Regent St., London W1 Tel (01) 434-1881  
 Rosey Music Ltd., see Tincabell  
 Rouge Music Ltd., 84 Wardour St., London W1V 3LF Tel (01) 734-1310  
 Round Music Co. Ltd., Toftrees, Church Rd., Woldingham, Surrey Tel 2386 Mng. Dir. David Mackay, Gen. Mgr. Michael Challis  
 Roundabout Music Ltd., 9 Hillgate St., London W8 7SP Tel (01) 727-2791 Telex 25728 Chief Exec. Pat Fairley  
 Ro West Music Co., see Leosong  
 Roxborough Music Ltd., see Robert Mellin  
 Rush Music Ltd., see Kassner  
 Russe de Musique (Ed.), see Boosey & Hawkes  
 Rutland, see Essex  
 Ryan Music Ltd., see Intersong  
 Rybar Music, see Paarl Rodriguez  
 S F Original Sounds, see Metropolitan  
 S P Music, see Purple  
 Sackerson Music, see Leosong  
 Sad Music Ltd., see Chappell  
 Saffred Music Ltd., Hurworth Cottage, Hurworth, Darlington, Durham Tel (0325) 721-143, 720-792 Mng. Dir. & Gen. Mgr. Elaine Saffer  
 Sagueny Music Ltd., see Crow  
 St. George Music Ltd., see Chappell  
 St. Gregory Publ'g Co., 64 Pineheath Rd., High Kelling, Holt, Norfolk NR25 6RH Tel Holt 2288  
 St. Mary's Press, The Convent, Wantage, Berks OX12 9DJ Tel 3141 Contact Sister Anne Julian (Plainchant music only)  
 St. Thomas More Centre for Pastoral Liturgy, 9/11 Henry

Rd., London N4 2LH Tel (01) 802-1485/9874. Dir. Rev. Harold E. Winstone. Gen. Mgr. Paul Inwood.  
 Sally Music Co. Ltd., see Valentine  
 Salvationist Publ'g & Supplies Ltd., 117-121 Judd St., London WC1 Tel (01) 837-1656  
 Sam Fox Publ'g Co., see EMI  
 Sammy Music Ltd., see EMI  
 Sam Songs, see Carlin  
 Sandlock Music Inc., see Leosong  
 Santa Ponsa Music Ltd., see Dick James  
 Sapphire Music Ltd., see State  
 Sarabee Music—Mng. Dir. Shirley Selwood—see Biscuit  
 Sarm Songs, 9-13 Osborn House, Osborn St., London E1 Tel (01) 247-1311  
 Satellite Music Ltd., see Robert Mellin  
 Satril Music (div. of Henry Hadaway Org.), Satril House, 444 Finchley Rd., London NW2 2HY Tel (01) 435 8063  
 Cable SATRIL Telex 621331 Mng. Dir. Henry Hadaway, Gen. Mgr. John Whitehead  
**Int'l reps.:** Australasia (Leeds), Austria (Discoton), France (Claude Pascal), Germany (Discoton), Japan (NTVM), Netherlands (Nada)  
 Sauna Music, see Cherry Music  
 Sava Music, see RAK  
 Savna Music, see Cherry Music  
 Saydisc Recs., The Barton, Inglesstone Common, Badminton, Glos. GL9 1BX Tel (045424) 266 Chief Execs. Gef & Genny Lucena  
 Schaeffers Kassner Music Ltd., see Kassner  
 Schauer & May, see Richard Schauer  
 Richard Schauer (PRS), Lyra House, 67 Belsize Ln., London NW3 5AX Tel (01) 794-8038 Mng. Dir. Irene Retford  
**Int'l firms represented:** Musicus, E C Schirmer (both USA)  
**Int'l rep.:** USA (Associated Music Publ'rs)  
 G Schirmer Ltd. (MCPS, PRS), 140 Strand, London WC2R 1HH Tel (01) 836-4011 Chief Exec. & Gen. Mgr. Julian Mitchell-Dawson  
**Int'l firms represented:** Associated (USA), Bote & Bock (Germany), G&C—Morton Gould rental only (USA), General (USA), Joshua (USA), Margun (USA), G. Schirmer (USA), Schroeder & Gunther (USA)  
 Schott & Co. Ltd., 48 Great Marlborough St., London W1V 2BN Tel (01) 437-1246 Cable SHOTANCO Telex 298738 Mng. Dir. P.W. Makings  
 Schwartz Music Ltd., see Robert Mellin  
 Scorpio Music, see Hazy  
 Scotus Music Publ'ns Ltd. (PRS, MCPS), 28 Dalrymple Crescent, Edinburgh, Scotland EH9 2NX Tel (031) 667-3633 Cable MUSICA VIVA Mng. Dir. James Douglas Gen. Mgr. Kevin Anderson  
**Int'l reps.:** Canada (Katy Logotheti), Europe (G Schirmer), USA (Katy Logotheti)  
 Scratchwood Music, see EMI  
 Screen Gems Columbia Music, see EMI  
 Scuzzy Chicken Music, see Leosong  
 Seabreeze Music Ltd., 25 Newman St., London W1 Tel (01) 637-2586 Dirs., John Coletta, Andrew Tribe  
 Seaside Publ'g Co., see Leosong  
 Sea-Shanty, see Pendulum  
 See Saw, see Southern  
 Segal Publ'g Co., see Leosong  
 Sidney A. Seidenberg Music, see Carlin  
 Semprini, see Carlin  
 Sentinel Music Ltd., see Frank Chacksfield  
 Sentinel Music, Paul, Penzance, Cornwall Tel (0736) 73246 Tel. 45608 Ref. 111 Chief Exec. & Gen. Mgr. Job Morris; Soc'y. Irene Morris  
 September Music Ltd. (MCPS), 209 Denby Dale Rd., Wakefield, Yorks. Tel (0924) 79589 Mng. Dir. Stuart Atkins; Gen. Mgr. James Fowley  
 Sequence Music, see EMI  
 77 Music, 77 Charing Cross Rd., London WC2H OAB Tel (01) 437-4197 Mgr. D.A. Dobell  
 Seven Winds Prod'ns, see Leosong  
 Sevengal Music, see Leosong  
 Seysongs, see Cherry Music  
 Shaboodle Music, 148 Charing Cross Rd., London WC2H 0LH Tel (01) 836-0108 Mng. Dir. Trisha O'Keefe  
 Shadamm, see Carlin  
 Shadows, see Carlin  
 Shaftesbury Music Co. Ltd., see MAM  
 Shar Music Ltd., see Dick James  
 Shakin Music, see Leosong  
 Cyril Shane Org., 14 New Burlington St., London W1X 2LR Tel (01) 734-3251 Telex 267488 Pres. Cyril Shane  
**Int'l firms represented:** Alben, Boca, Broude/Bregman, Cashew, Fat Zach, Flix Int'l, Hexachord, House of Sham, Hubtones, Jadbber, New Pax, Raton, Ruzamu, Skinky Zach, Spiral, Stevarim, Stonehenge, Thunderclap, Wedge (all USA)  
**Int'l reps.:** Australasia (Chappell), Austria (Melodie der Welt), Far East (Pathe), Germany (Melodie der Welt), Scandinavia (EMI), South Africa (Galfo), Switzerland (Melodie der Welt)  
 Shapiro, Bernstein & Co. Ltd., 37 Great Portland St., London W1N 5DD Tel (01) 637-3289/3280 Cable BERNSTEIN  
 Shop Music Ltd., Abbott House, 1/2 Hanover St., London W1R 9WB Tel (01) 734-4742 Dirs. Helen & Ronnie Shapiro, Tony Barrow, Bess Coleman  
 Shark Music, see Leosong  
 Sharon Music, see Sparta Florida  
 Shattinger Publ'ns Inc., see Leosong  
 Shaw C Music, see Leosong  
 Shawbury Music Ltd., see Eaton  
 Larry Shayne Ent's., see Louvigny  
 Shelley Music Ltd., 3 Regents Dr., Keston, Kent. BR2 6BU Tel (0689) (66 from London) 59976 Chief Exec. Peter Shelley  
 Shere (Surrey), see Campbell Connelly  
 Sherwin Music Co., see Robert Mellin  
 Sherwood Music Co., see Leosong  
 Shetland Music Ltd., see Chappell  
 Shirley Music, see Margaret Brace  
 Shoestring Music Corp., see Leosong  
 Shoot Music, see EMI  
 Show, see Campbell Connelly



Showcase Music of London Ltd., 111 Uxendon Hill, Wembley, Middx HA9 9SH Tel (01) 904-3653  
 Showcase Music Ltd., see Eaton  
 Shownuff Music Pub'g Ltd., 22 Tavistock St., London WC2. Tel (01) 836-7608 Chief Exec. Marsha Abson, Sales Mgr Neville Wills  
 Signal Grade, see Island  
 Sikorski, see Campbell Connelly  
 Silent Music, see Island  
 Silk Purse Music, see Louvigny  
 Silly Billy Music Ltd 36 Baker St., London W1M 1DG Tel (01) 935-5920  
 Silouhette Music Corp., see Hansen & Leosong  
 Silver Cloud Music Ltd., see Barn  
 Silver Dawn Music, see Leosong  
 Silver Stevens Music Inc., see Leosong  
 N Simrock, see Richard Schauer  
 Since Music Pub'g Co., see Leosong  
 Sing & Win Music, see Shaboodle.  
 Singpiration Inc., 28 George IV Bridge, Edinburgh 1. Scotland Tel (031) 225-4816 Partner T C Danson-Smith  
 Singular Music Ltd see Robert Mellin  
 Sirod Music, see Leosong  
 Siska Music (MCPS PRS), 312 Addison House, Grove End Rd., London NW8 Dir Bill Barclay  
 Skerryrock Ltd., see Island  
 Skidmore Music Ltd., see Shapiro, Bernstein  
 Skylark Music, 69 New Bond St., London W1. Tel (01) 408-1606. Mng Dirs A J. Gourvish, P A L.J. Gooding  
 Slamina, see Carlin.  
 Sledge Music Ltd., see Carlin  
 Sleeping Bunny Music Ltd., see Sparta Florida  
 Sleepy Dumping Music Ltd., see Martin-Coulter  
 Slim Chance Music, see Warner Bros  
 Slim Music Ltd., see RAK  
 Sly, see Asterisk  
 Small Wonder Music Ltd., 162 Hoe St., London E17. Tel (01) 520-5036 Chief Execs Pete & Mari Stennett  
 Smash Bros., see Island  
 Smash Music, see Light  
 Ethel Smith Music Corp., see Hansen & Leosong.  
 R Smith & Co Ltd., PO Box 210, Watford, Herts WD2 4YG Tel (92) 34146  
 Smooth, see Carlin  
 Snibo Music Ltd., see DAM  
 Snob Music, see EMI  
 Socks Music Ltd., see Island  
 Snorby Music Inc., see Leosong  
 Soho Music Ltd., see United Artists  
 Sol Doon Music Pub'g Ltd., Astral House, 396 Leabridge Rd., London E10 Tel (01) 539-3232, 556-228 Mng Dir Roger Mealey Gen Mgr Graham James  
 Solid Gold Music, see Intersong.  
 Solid State Music, see Leosong  
 Solstice Music, see Leeds  
 Sonet Prod'ns Ltd., 121 Ledbury Rd., London W11 2AQ Tel (01) 229-7267 Cable SONETMUSIC Telex 25793 Mng Dir Rodney Buckle, Gen Mgr Alan Whaley  
 Int'l firms represented: Eyeball, Flying Fish, Greenwich, John Hartford, Hodolog, Stainless, Stone County, Tortoise, (all USA), Louis III (France), Satin (Switzerland), Sonet (Scandinavia), Tiber (Italy)  
 Int'l reps.: Austria (Satin), France (Louis III), Germany (Satin), Italy (Tiber), Netherlands (Sonet), Scandinavia (Sonet), Spain (Ducal), Switzerland (Satin), USA (Emile, Stainless) (SEE ADVERTISEMENT)  
 The Song Factory, see Bedrock  
 Songs for Alice, see Airs & Graces  
 Soul Music, see Sparta Florida  
 Soulville Music, 62 Lucien Rd Tooting, London SW17 Tel (01) 540-3775  
 Sound of Silk see Leosong  
 Soundpost Inc., see Leosong  
 South Eastern, see Southern  
 Southern Library of Rec'd Music, see Southern  
 Southern Monarch, see Southern.  
 Southern Music Pub'g Co Ltd., 8 Denmark St., London WC2H 8LT Tel (01) 836-4524. Cable SOUTH-MUSIC Dirs T F Ward, Monique & Ralph (I) Paer  
 Home office: USA, Southern Music Pub'g Co Inc  
 Southstrand Music Ltd., 10 Greek St., London W1 Tel (01) 437-1450 Mng Dir Paul K Walden  
 Int'l rep.: Worldwide (Heath-Levy)  
 Space Music Ltd., see Chappell.  
 Space Songs, see Island  
 Spaceward, see Spriguns  
 Spade, see Injun  
 Spame Music, see Leosong  
 Spaniel Music Ltd., Dockens Water, Salisbury Rd., Blashford, Ringwood Hants Tel Ringwood 04254.  
 Spanka Music, see MAM  
 The Sparta Florida Music Group Ltd., Carlton Tower Pl, Suite 4 Sloane St., London SW1X 9PZ Tel (01) 235 0168 Cable HALMUSIC. Telex 896795. Mng Dir Hal Shaper  
 Int'l firms represented: Bareback, Barton, Glen Campbell, Newkeys, Charlie Rich catalogs, Wig-Out, Faron Young (all USA)  
 Int'l reps.: Australia (J Albert), Belgium (Sparta Florida), Germany (Hans Wewerka), Israel (Subar), Netherlands (Sparta Florida), Singapore (Decca), South Africa (Francis Day), South America (Sparta Florida), Spain (RCA), Sweden (Nordic), Switzerland (Sparta Florida)  
 Specs Music Ltd., see ATV  
 Spectrum see Moments  
 Sphemusations 12 Northfield Rd Onehouse, Stowmarket, Suffolk IP14 3HF Tel (04492) 3388  
 Spice Music, see Margaret Brace  
 Spider Music, see Margaret Brace  
 Spin Publ'ns, see Mockbeggar  
 Spindrift Music Ltd see Chappell  
 Split Beans Music, see April  
 Spool Publ'g Co Ltd see United 2  
 Spoon Music Ltd see Leeds  
 Spriguns Music Ltd 44 Triton Walk, Cambridge Tel (02205) 2757 Mng Dir Mandy Morton, Gen Mgr Mike Morton

Springfield Music Ltd., see Chappell  
 Springpark Music Ltd., 5 Marston Close, London NW6 4EV Tel (01) 328-7676  
 Int'l reps.: Austria (Melodie Der Welt), Benelux (Kluger Int'l), Canada (Franklyn Boyd), Germany (Melodie Der Welt), Switzerland (Melodie Der Welt), USA (Franklyn Boyd)  
 Springthyme Music, Balmalcolm House, Balmalcolm, Kingskettle, File KY7 7TJ, Tel (0337) Ladybank 30773 Dir Peter Shephard  
 Spring Time Music, see Leosong  
 Stade Music Co., see Leosong  
 Stage One Music (PRS), 22 Madera Grove, Woodford Green, Essex Tel (01) 505-5221 Chief Exec John Bassett  
 Stagestruck (Music Pub'g) Ltd., 57 Duke St Grosvenor Square, London W1. Tel (01) 408-2111, 629-8608 Cable STAGESTRUCK. Chm & Mng Dir Simon Caplan, Dir & Gen Mgr Dee Smith.  
 Int'l reps.: Australia (Mathews Copyright Bureau), Brazil (Copyright Serv Bureau), USA (Copyright Serv Bureau.)  
 Stallion Music, 10 Haunch of Venison Yard, Brook St., London W1 Tel (01) 499-9491 Mng Dir J Toogood  
 Standard, see Essex  
 Stanhope Music Ltd., see Intersong  
 Stanmore Music, see Margaret Brace  
 Stannes Music Ltd., Kennedy House, 2 Swinbourne Grove, Withington, Manchester M20 2PP Tel (061) 434 3461 Cable HENTESH. Telex 666255. Dirs Danny Retsch, Ric Dixon, Harvey Lisberg  
 Int'l firms represented: Allo (France), Francis Day & Hunter (Germany, Eastern Europe), Intersong (Belgium, Netherlands), Mawken (Canada, USA), Sweden (Denmark, Sweden)  
 Starchild Inc., see Leosong  
 State Music Ltd., Speen House, Porter St., Baker St London W1M 1HY Tel (01) 487-5031 Telex 25740 Mng Dir Wayne Bickerton, Deputy Mng Dir Brian Oliver  
 Int'l firms represented: Elbomo Sheila, Tomeja  
 Status Music Ltd., see Charisma  
 Stave & Nickelodeon Music Ltd., 51 Kilmaine Rd., London SW6 Tel (01) 385-2470 Mng Dir Nichola Martin, Prof Mgr Steve Glen  
 Int'l reps.: Austria, Germany & Switzerland (April), rest of world (Intersong).  
 Miram Rose Stern Agency Inc., 17 Savile Row, London W1X 1AE Tel (01) 734-3251  
 Home office: USA.  
 Note: Corporation representing over one hundred heirs of songwriters, administering reversionary rights emanating from United Kingdom, Canada, Australasia, Ireland, Republic of South Africa  
 Sticks Music Ltd., see United Artists  
 Stinkhorn, see Asterisk  
 Stirling-McQueen Ltd., see Page Full of Hits  
 Stone-Greene Music, see Leosong  
 Storm Music, 133 Park Rd Blackpool FY1 4ET Tel (0253) 23095, 27357 Prof'r & Dir Wayne Paulo, Gen Mgr Lenny Harris  
 Stratiject Songs Ltd., see Rondor  
 Strange Music Ltd., see Andrew Heath & GH  
 Stratford Music Ltd., see Chappell  
 Stratsong, see Carlin  
 Strawberry Music Ltd., 12 Needham Rd London W11 Tel (01) 229-7267.  
 Street Music Ltd (PRS), 8 Roland Gardens, Basement Apt., London SW7 3PE Tel (01) 370-2929/2956 Dirs Clive Calder, Dave Robinson  
 Int'l reps.: Central & South America (RCA), Australia (Mushroom), Austria (Melodie Der Welt), Belgium (Nada), Canada (Morning), France (Intersong) Germany (Melodie Der Welt), Italy (RCA) Mexico (RCA), Netherlands (Nada), New Zealand (Mushroom), Scandinavia (Intersong), South Africa (Musicpiece), Spain (RCA), Switzerland (Melodie Der Welt), USA (Athlone).  
 Studio G (PRS/MCPS), 145 Wardour St., London W1 Tel (01) 734-5784 Mng Dir John Gale, Gen Mgr Peter Dunkley  
 Int'l reps.: Australia (J Albert), Europe (C Brull), USA (Emil Asher)  
 Studio Music Co., 77/79 Dudden Hill Ln., London NW10 1BD Tel (01) 459-6194 Owner Stan Kitchen  
 Stylus Music Ltd., see Janna  
 Subar Music Ltd., see Robert Mellin  
 Subridu Music Ltd., see Chappell  
 Success Music Ltd., see Kassner  
 Suede Music Inc., see Leosong  
 Sugartown Music Pub'g Co Ltd., see Margaret Brace  
 Summerland Songs Ltd., see Arnakata  
 Summit Music Ltd., 38 North Row, London W1 Tel (01) 499-2014 Mng. Dir Charles Peate, Gen Mgr. Clive Scott  
 Int'l reps.: Australia (Associated) Canada (Gong Dimension) Scandinavia (Air), USA (Gong Dimension)  
 Sunburst Recs Ltd., 25 Newman St., London W1 Tel (01) 323-1272 Dirs John Coletta, Andrew Tribe  
 Sundergrade Music Ltd., see Eaton  
 Sunlight Music Prod'ns Ltd., 51 Maida Vale, London W9 Tel (01) 289-3366 Chief Exec Jimmy Durcan, Gen. Mgr. Monique Dahmann  
 Sun Music Pub'g Co Ltd., see EMI  
 Sun-Pacific Music (London) Ltd (MCPS), PO Box 78, London SE19 Tel (01) 653-8457 Cable TREBLIG Mng Dir Gilbert Gibson; Gen Mgr Borek Nemecek  
 Int'l firms represented: Black Stave (USA), Gold Stave (USA), Main Stave (USA), Master Measure (South Africa), Mir Song (USA), Sun Pacific (South Africa)  
 Int'l reps.: Australia (Associated), Benelux (Southern), Europe (Chappell), Germany (Intersong), Italy (Chappell), Scandinavia (Sweden Music), USA (Main Stave)  
 Sunset Music, 30 Baker St London W1M 2DS Tel (01) 445-4957, 486-5353  
 Sunshine Music Ltd., see Sunlight  
 Sunstone Music, see Music Farm  
 Supapower Music, see Island  
 Supersongs Ltd., see Cyril Shane

Superstar Music Ltd., see Chappell.  
 Surprise Music, see Satril  
 Surrey Music Co Ltd., see Valentine.  
 Suwal Music Co Inc., see Leosong  
 Swan & Co. Music Publ'rs Ltd., see Arcadia  
 Swanson, see Carlin  
 Sweet Publ'g Ltd., see Carlin  
 Swingle Ents., see April.  
 Sydo Music, see Leosong  
 Sylvester Music Co Ltd., see De Wolfe  
 Sympathy Music Ltd., see Carlin  
 Syndicore Music Inc., see Leosong.  
 T-Bone Music (PRS), 18 Claridge House, 32 Davies St., London W1V 1LG. Tel (01) 499-2742. Telex 261415 Owner Robert Hirschman  
 Int'l rep.: Worldwide excluding Canada & USA (EMI); Canada & USA (Jet Lag)  
 T H Music Ltd., see Intersong  
 T M, see Carlin.  
 T R O, see Essex.  
 Tabitha Music Ltd., 39 Corderly Rd., St. Thomas, Exeter, Devon EX2 9DJ, Tel (0392) 79914 Mng Dir Graham Sclater (Also see April)  
 Int'l reps.: Belgium (Rockarolla), Netherlands (Matchpoint), Spain (Monserrati)  
 Tad Music Pub'g Co., see Leosong  
 Tairi Music, see Leosong.  
 Tangent Music Ltd., 176a Holland Rd., London W14 8AH Tel (01) 603-0893, 734 8862  
 Tanspan, see Asterisk.  
 Tape Leasing & Music (UK) Ltd, c/o SRT Prod'ns Ltd., 987 High Rd., Finchley, London N12 Tel (01) 446-3218 Dirs George Bellamy Dave Richardson, Keith Herd, Roy Neave.  
 Tapestry, see Essex  
 Tara Music, see Leosong  
 Tarik Music Co see Leosong  
 Tashman Music Ltd., see Leosong  
 Tatham Music, see Margaret Brace  
 Taurus Music Ltd., see Chappell.  
 Taya Music, see Leosong  
 Teleny Music Ltd., see Miramusic  
 Telespin Music Ltd., 16 Mike Oak Rd., Southwick, Brighton, Sussex BN4 4QE Tel (0273) 593603. Mng Dir Arthur J Cook  
 Int'l branch: USA  
 Television Music Co Ltd., see EMI  
 Tellurian Music Inc., see Leosong  
 Tembo Music, 50 Regents Park Rd., London NW1 7SX Tel (01) 586-5591 Telex 299220 Gen Mgrs Roger Whittaker, Irene Collins  
 Tempest (MCPS/PRS), see Studio G  
 Tempest Music Ltd., see Bron  
 Tempest Music, 145 Wardour St., London W1V 3TB Tel (01) 734-5784 Dir. John Gale  
 Terra Firma Music Ltd./Katja Pub'g Inc., 474 Harrow Rd., London W9 3RU. Tel (01) 289-1036. Cable POWREC Telex 299649 Pres Jimmy Bishop  
 Alan Tew (Music) Ltd. (MCPS), Bushy, Tye Green, Cressing, Braintree, Essex. Tel (0376) 23860 Chief Exec Alan Tew  
 Thames Music Ltd., 39/41 New Bond St., London W1Y OJL Tel (01) 499-5961 Dir C.W. Adams, Gen. Mgr Stella Walters (Also see EMI)  
 Thames Pub'g, 14 Barlby Rd., London W10 6AR Tel (01) 969-3579 Publ'g Mgr John Bishop  
 Thank You Music, Lottbridge Drive, Eastbourne, E Sussex Tel (0323) 22454 Mng Dir. Geoffrey Ronald Sherrin  
 That Music UK, 4 Yarcombe, Adelaide Rd., Surbiton, Surrey Tel (01) 399-7043/9491 Chief Execs Al Dickinson, Paul Karas  
 Theofilm Music Corp., see Leosong  
 There Music Co., see Leosong.  
 Third Man Music 7 Highlands Heath, London SW15 3TR Tel (01) 789-9412 Dir. Peter Johnson  
 Third World Music, see Paul Rodriguez  
 Thorup Music, see Philip P Roberge  
 Threshold Music Ltd., see Leeds  
 Throat Music Ltd., see Chappell  
 Thrust Music (MCPS, PRS), 70 Lodge Rd., Coleraine, County Londonderry, Northern Ireland Tel (0265) 3148 Gen. Mgr. John A. Weir.  
 Thud Music, see Philip P Roberge & RAK.  
 Tic-Toc Music (UK) Ltd., 27 Soho Square, London W1V 6AY Tel (01) 437-9985.  
 Tiffany Prod'ns Ltd /Mecca Agency Int'l Ltd., see Robert Mellin  
 Tim Music, see Leosong  
 Tincabell Music Ltd., 17 Barlow Pl., Bruton St., London W1X 7AE Tel (01) 629-8816 Mng Dir Dick Leahy, Gen. Mgr. Colin Hadley, Prof. Mgr. Leslie Turnbull  
 Int'l rep.: Worldwide excluding Japan (Heath Levy in London)  
 Tin Lid Music Ltd., see Rondor  
 Tin Pan Alley Music Co Ltd., see Fanfare  
 Tippy Music Co., see Leosong  
 Tired Iron Publ'g, see Leosong  
 Titanic Ltd., see Carlin  
 Tito Music Ltd., see Intersong  
 Toad Tunes, see Campbell Connelly  
 Tollak, see Carlin  
 Tollie, see Carlin  
 Tomo's Tunes, see Leeds  
 Tomorrow Morning Music, see Leosong  
 Tom Tom Ltd., see Chappell  
 Tonob Music Pub'g, see Leosong  
 Tone Music Ltd., see Carlin  
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 Topographic Music, see Warner Bros  
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 Total Video Music Ltd., see ATV  
 Totem Pole Music Ltd., see Sparta Florida.  
 Touchstone Music Inc., see Leosong  
 Gerard Tournier Inc., see Leosong  
 Tower Bridge Music Ltd., 1 Gledwood Dr., Hayes, Middx. Tel (01) 573-8744. Chief Exec. Stuart Johnson  
 Track Music Ltd., see Compass  
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Trafalger Publ'g, Trafalger House, Hayling Isl. Tel: (0705) 67731. Owner T.F. Moss; Gen. Mgr.: Wendy Nicholls.  
**Int'l firm represented:** Le Mans (France).  
**Int'l rep.:** France (Claude Debret).

Train Publ'g Plan Ltd., see Carlin.  
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Tres Jolie Music, 17 Berkeley St., Mezzanine fl., London W1X 5AE Tel (01) 409-1401 Telex 23288. Dir.: Bruce Grakal.

Eddie Tre-Vett, see Carlin.  
 Tribune Music Ltd., see EMI.  
 Trident Music, see Leosong.  
 Trident Music, see EMI.  
 Trigram Music Mgmt. Ltd., see RAK.  
 Trio, see Carlin.  
 Trippington Music Publ'g Corp., see Leosong.  
 True Blue Music, see Shaboodle.  
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 Two World Leisure Time Corp., see Leosong.  
 Tyler, see Essex.  
 Tyne Publ'g, see EMI.  
 U K Music Ltd., see Chappell.  
 Umble Tunes Ltd., see Bron.  
 Unicorn Ltd., see Leosong.  
 United Artists Music Ltd., Richard House, 30/32 Mortimer St., London W1A 2JL Tel (01) 636-1655. Cable: UNARTISCO. Telex 261818. Mng. Dir.: Ray Walter; Adm. Dir.: John Spalding.  
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**Int'l firms represented:** Bar-Thel, Frandell, Liz-Beat, Primebeat, Rich-Car, Tempo, UA Music Int'l, Unart (all USA).  
**Int'l reps.:** Argentina (United Artists), Australia (United Artists), Austria (United Artists), Brazil (Irmaos Vitale), France (United Artists), Germany (United Artists), Hong Kong (Pathe), Israel (Subar), Italy (United Artists), Japan (United Artists), Mexico (Ed. Musical Latino Americana), Netherlands (United Artists), South Africa (United Artists), Spain (Hispanovox), Sweden (United Artists), Switzerland (United Artists).

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Universal Ed. Ltd., see Alfred A. Kalmus.  
 University of Wales Press, 6 Gwynneth St., Cathays, Cardiff CF2 4YD, Wales. Tel. (0222) 31919.  
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Valgroup Music (London) Co., see Valentine.  
 Valley Music Ltd., see Leeds.  
 Vandisc Sales, 3 Dale End, Birmingham B4 7LN. Tel. (021) 236-9201.  
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**Int'l firm represented:** Evelyn (USA).  
**Int'l rep.:** USA (Evelyn).

Vanilla Music Ltd., see ATV.  
 Vapour Music Ltd., see Leosong.  
 Varda Music Ltd., see EMI.  
 Vasko Music, see December Songs.  
 Velvet Music Ltd., see RAK.  
 Venice Music Ltd., see Sonet.  
 Venus Music, see Metropolitan.  
 Vera Cruz Music, see Leosong.  
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 Veronica Music Ltd., see Shapiro, Bernstein.  
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 Viewcrest Music Inc., see Leosong.  
 Village Thing Music Ltd., see Saydisc.  
 Vinco, see Campbell Connelly.  
 Viola d'Amore Society Ed., 1 Parkside Ave., London SW19 5ES. Tel. (01) 946-9222.  
 Virgin Music (Publ'rs) Ltd., 2/4 Vernon Yard, 119 Portobello Rd., London W11. Tel. (01) 727-8070. Telex 22542. Mng. Dir.: Richard Branson; Dir.: Carol Wilson.  
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 Viva Camaro Music, 49 Duke Rd. Ave., Hove, Sussex.  
 Voyage Songs, 89 Chiswick High Rd., London W4. Tel. (01) 994-8571. Chief Exec.: Suzi Gatt; Gen. Mgr.: Reg McLean.

Waif Music, No. 1 The Elms, Vine Rd., Barnes, London SW13 Tel. (01) 878-4229. Contact: Carolyn Smyth. (Also see ATV).

Walnut Music & Mgmt., 90 Victoria Mansions, S. Lambeth Rd., London SW8. Tel. (01) 735-4596. Mng. Dir.: Eamonn Sherlock; Gen. Mgr.: Philippa J. Brown.

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 Warland, see Carlin.  
 Warlock Music Ltd., see Island.  
 Warne Marsh, see Leosong.  
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**Int'l firms represented:** Stephen Bishop, Broken Arrow, Bushka, Cotillon, Crazy Crow, Gold Hill, Luckyu, Joni Mitchell, Silver Fiddle, Siquomb (all USA), MUZ (Germany), PECF (France).  
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**Home office:** Japan.  
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 Jeff Wayne Music, see April.  
 Joel D. Webster Music, see Leosong.  
 Wednesday Music, see Noel Gay.  
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**Int'l firms represented:** Chappell Rec'd Music Library, Storzando (France), Telemusic (France).  
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 Welstro Music Co., see Leosong.  
 Wembit Music, see Leosong.  
 Wensley Music Ltd., see Leosong.  
 Weston Music, see Leosong.  
 Westside Music Ltd., see EMI.  
 Westwood Music (PRS, MCPS), Montgomery, Powys SY15 6LU, Wales. Tel. (068681) 427. Dir.: Gordon R. Davies.

Wheeljam Music Ltd., see Intersong.  
 White Cloud Music, 55 Bold St., Ground & 1st fl. Suites, Liverpool L1 4EU. Tel. 709-3952. Dirs.: Kevin O'Brien, Tommy Murray, Norman Smeddles.  
 Don White Music, see Leosong.  
 White Dove Music Ltd., see Noon.  
 Edward White (Compositions) Ltd., see Musicus.  
 Edward White Orchestras, see Musicus.  
 White Hart Music Ltd., see Hazy.  
 White Lie Music Ltd., see DAM.  
 White Light Music, see Leosong.  
 Whitehouse Music Ltd., 86 Turnham Green Terr., London W4. Tel. (01) 994-4895. Dir.: Norton York.

Whitewood Music Inc., see Leosong.  
 Whittfield Music Inc., see Leosong.  
 Whittsett Churchill Music (PRS), 30 Baker St., London W1. Tel. Goring 2580. Telex: 27659. Dirs.: Tim Whittsett, Chick Churchill.  
**Int'l firms represented:** Ace, Anderson Bros., Auravisions, Coal Oil Johnny, Dirt Dobber, High Horse, Whitchurch, Whittsett Churchill (all USA).  
**Int'l reps.:** Australia (Rondor), Austria (Global), Benelux (Dutchy), Canada (Whittsett Churchill), Germany (Global), New Zealand (Rondor), Scandinavia (Sweden), Switzerland (Global), USA (Whittsett Churchill).

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 Widomaker Music Ltd., see Carlin.  
 Wigwam Music, see Hedley.  
 Wilco Publ'g Inc., see Leosong.  
 Wildtrack (PRS, MCPS), see Scotus.  
 Wildwood, see Essex.  
 Williamson Music Ltd., see Chappell.  
 Will Need Music, 36 John Dalton St., Manchester M2 6LE. Tel. (061) 836-7293. Cable: IMDISC. Mng. Dir.: Irving Wilson; Gen. Mgr.: John Needham.  
 Wilson Eds., 36 John Dalton St., Manchester M2 6LE. Tel. (061) 834-7293. Cable: IMDISC. Mng. Dir.: Irving Wilson; Gen. Mgr.: Johann Levy.  
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Wim Wam Music, see April.  
 Windmill Music Ltd., see Chappell.  
 Window Music, 125B Sumatra Rd., West Hempstead, London Tel. (01) 435-5128. Contact: Mike Sutcliffe.  
 Maurice Winnick Assocs., London Pavilion Chambers, Great Windmill St., London W1. Tel. (01) 734-3424/9106.  
 Wise/Essex Publ'ns, see Music Sales.  
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 Witzend Music Ltd., see Eaton.  
 Wizard, 111A Westbourne Grove, London W2 4UW. Tel. (01) 229-7235.  
 Wolfdown Music, see April.  
 Wombat Music, see Chappell.

Wonderland Music Co. Inc., see Walt Disney.  
 Woods Music Ltd., see Intersong.  
 Woolfsongs Ltd., 62 Pont St. Mews, London SW1X 0EF. Tel. (01) 584-0654. Chm.: Eric Woolfson; Mng. Dir.: Bob Britton.  
 Woolfsongs Ltd., see LE Music.  
 Word Music (UK) (MCPS, PRS), Park Ln., Hemel Hempstead, Herts. HP2 4TD. Tel. (0442) 50132. Mng. Dir.: William T. Hamilton.  
**Home office:** USA.  
**Int'l firms represented:** Birdwing, Canaanland, Dayspring, Eight Nine, Hubbell, Kingdom of Truth, Latter Rain, Lexicon, Rodeheaver, Sacred Songs, Shaunda, Sparrow (all USA).  
**Int'l reps.:** Benelux (Universal Songs), Scandinavia (Svenska Missions Forbundet).

World Copyrights Ltd., see EMI.  
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 Lawrence Wright Music Co. Ltd., see ATV.  
 Writers Workshop, see Essex.  
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 Wumpa Music Ltd., see Miriamusic.  
 Wye Music Publ'ns, see Emerson.  
 Xaigon Music, see Leosong.  
 Xanadu Music, 19 Stamford Hill, London N16. Tel. (01) 802-7868. Mng. Dir.: Steve Carroll; Gen. Mgr.: Don Morrison.  
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Yahweh Tunes Inc., see Leosong.  
 Yale Music Corp. Ltd., see Bron.  
 Yankee Dog Music, see Leosong.  
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 York Music, see Whitehorse.  
 Norton York Music, see Whitehorse.  
 Young Artists Ltd., see Dick James.  
 Young Blood Music Ltd., 138 New Bond St., London W1Y 9FB. Tel. (01) 493-9681. Cable: YUNGBLOOD. Telex: 268048. Mng. Dir.: Gerry Black.  
 Young Music Ents Ltd., see EMI.  
 Your Music Ltd., 39 Leyton Rd., Harpenden, Herts. Tel. (05827) 5098. Mng. Dir.: David Blaylock; Gen. Mgr.: John Beecher.

Yukon Music Ltd., see Kassner.  
 Zama Music, see State.  
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 Zebra Music Ltd., see ATV.  
 Zebra Publ'g (Songs) Ltd., Triumph House, 189 Regent St., London W1. Tel. (01) 437-1876. Mng. Dir.: Shirley Channack; Gen. Mgr.: Helene Channack.  
 Zeitgeist Music Publ'g, 53 Downside Rd., Glasgow G12 9DW, Scotland. Tel. (041) 339-1092.  
 Zel-la Music Co. (MCPS), Walker Hall, Ampton Rd., Edgbaston, Birmingham B15 2UJ. Tel. (021) 455-0645. Dir.: William Johnny Hayes; Gen. Mgr.: A. J. Haynes.

Zel Music Ltd., 63 Old Compton St., London W1A 4NB. Tel. (01) 734-5156.  
 Zomba/City/Boy/Chappell, see Chappell.  
 Zomba Mgmt. & Publ'rs Ltd., 8 Roland Gardens, Basement Apt., London SW7 3PE. Tel. (01) 370-2929. Telex: 21792 Ref. 710. Dirs.: Clive Calder, Ralph Simon.  
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**Int'l reps.:** Worldwide (Zomba) excluding Austria (Roba), Belgium (Hans Kusters), Canada (Morning), Germany (Roba), Netherlands (Nada), South Africa (Musicpiece), USA (Athlone).

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 A P R S (Association of Professional Rec'g Studios Ltd.), 23 Chestnut Ave., Chorleywood, Herts. WD3 4HA. Tel. (09237) 72907. Sec'y: Edward L. Masek.  
 Amusement Trade Ass'n (ATA), see British Amusement Catering Trades.  
 Arts Council of Great Britain, 105 Piccadilly, London W1V 0AU. Tel. (01) 629-9495.  
 Associated Musical Entertainments, Orchestras & Artists, 39 Wardour St., London W1V 3HA. Tel. (01) 734-4550/6130/0813. Dir.: Hubert Warren; Sec'y: Veronica Macfarlane.  
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 Association of British Orchestras, 11 Little Britain, London EC1Y 7BX. Tel. (01) 606-1507. Sec'y: John May.  
 Association of Exhibition Organisers, 10 Manchester Square, London W1M 5AB. Tel. (01) 486-1951. Dir.: G. A. M. Ritson.  
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 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., Styhus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4PH. Tel: (0727) 60511. Telex: 28675. Mng. Dir.: P.H. Grant; Export Sales Dir.: Brian Blank. (PKG)

**TAPE DUPLICATOR / MARKETERS**

Metropolitan Communications, 8a Frolnag 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.  
 Label: Sound & Picture (Kuwait)  
 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; Gen. Mgr.: Gary Mann; Sales Mgr.: Trevor Eyles.  
 Labels: Ad-Rhynia, Anola, Anola-Hansa, Bradleys, Buddha, Buena Vista, Cactus, Casablanca, Charly, Chantbusters, Chiswick, Conquest, Creole, Cube, Dawn, Daybreak, Dragon, Electric, Ember, Ensayo, Everest, Golden Hour, Gull, Hit & Run, Horse, Immediate, Kama Sutra, Magnet, Marble Arch, Nashville, Nixa, Nonesuch, PBR Int'l, Parachute, Precision Sound Guides, Precision Tapes, Private Stock, Pye, Pye Chantbusters, Pye Classical, Pye 40, Pye Int'l, Pye Special, Redwood, Ronnie Scotts, SRT, Shell-Sound Guides, Small Talk, Spark, Sportsdisc, Stax, Sun, 20th Century, Vanguard, Virtuoso, Visaphone, Vogue, World, Xtra.

**● supplies**

**CARTRIDGE & CASSETTE PARTS**

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.  
 C S B Ltd., 5/7 Carnaby St., London W1V 1PG. Tel: (01) 439-9281. Telex: 896961. Mng. Dir.: Malafida Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline Lacey-Thompson.  
 Contek Magnetics Ltd., 32 Evelyn 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 parts.  
 Cosmocard Ltd., Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 716-666. Cable ACOS WALTHAM CROSS. Telex: 24294. Mng. Dir.: V.J. Siver; Sales & Mktg. Mgr.: G.E. Brewin.  
 Landmark (Precision Mouldings) Ltd., 2 Albion 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.  
 Musicon, 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.  
 Racial-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 1TJ. Tel: (01) 366-1155. Telex: 263201. Mng. Dir.: R.E. Norman; Sales Dir.: J. Ross; Adv. Mgr.: M.L. Doman.  
**Audio:** Cassette mechanisms.  
 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:** Cassette parts.

#### EMPTY CARTRIDGES, CASSETTES & REELS

Ampeg 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 Devices, see Lee.  
 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., 22 Eveline Rd., Mitcham, Surrey. Tel: (01) 648-5156. Telex: 945309. Mng. Dir.: 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 Albion 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.  
 Musicon, 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.  
**Branch: Stourton, Leeds, Skelton Grange Rd. Tel: (0532) 702541. Reg'l Sales Dir.: Tony Nishigaki.**  
**Video:** 1/2" EIAJ open reel, 1/2" EIAJ cartridge.  
**Brand name:** National.  
 Professional Tape Mktg. Assocs. Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton.  
**Audio:** 8-tr., cassette.  
 Racial-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D.S. Worman; Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould.  
**Audio:** 8-tr., cassette.  
 SIS Ltd., 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.  
 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.  
 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.: Bob Hill.  
**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: 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:** 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.  
**Brand name:** Musicon.

#### ENVELOPES & MAILERS

Ballantine Advertising Ltd., 8 Chepstow Pl., London W2. Tel: (01) 229-6071. Mng. Dir.: A.N. Gill; Gen. Mgr.: Max Arnold.  
 CSB Ltd., 5/7 Caraby 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.  
 Clout & Baker Ltd., Chalkin Works, Parkwood Ind'l Estate, Bircholt Rd., Maidstone, Kent. Tel: (0622) 673261. Chm.: D.P. Chalklin; Sales Dir.: John Benoy; Works Dir.: Robin Burr.  
 Sound for Industry Ltd. (div. of MacNeill Press Ltd.), Newhams Row, 175 Bermondsey St., London SE1 3UW. Tel: (01) 403-0044. Cable: SFI. Telex: 883177. Dir.: John E. Moon; Gen. Mgr.: W. Maciejewski.  
 Robert Stace & Co. Ltd., Chalkin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Cable: 95577. Chm. & Mng. Dir.: D.P. Chalklin; Ass't Mng. Dir.: A.G. Long; Sales Dir.: C.H. Garrett.  
 James Upton Ltd., 67 Rosoman St., London EC1. Tel: (01) 278-2916. Cable: TINROBOR. Sales Mgr.: W.G.A. Howe.

#### JACKETS & SLEEVES

A M C (Associated Mktg. Co.), Harlowbury, Old Harlow, Essex CM17 0HZ. Tel: (0279) 416-721. Dirs.: Don Morris, David Durell.  
 Album Graphics (UK) Ltd., 2 Goodwin's Court, 55 St. Martin's Ln., London WC2. Tel: (01) 240-1319. Telex: 21879, 25247. UK Rep.: Linda Halpin.  
**Home office:** USA, Chicago, Ill.  
 John V. Armstrong Ltd., 142 Charing Cross Rd., London WC2. Tel: (01) 836-8121. (Sleeves only)  
 Artist Partners Ltd., 14 Ham Yard, Great Windmill St., London W1. Tel: (01) 734-7991. (Sleeves only)  
 Ballantine Advertising Ltd., 8 Chepstow Pl., London W2. Tel: (01) 229-6071. Mng. Dir.: A.N. Gill; Gen. Mgr.: Max Arnold. (Jackets only)  
 G. Bamford, 18 Gatesden, Cromer St., London WC1. Tel: (01) 837-8660. (Sleeves only)  
 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.  
 Cassette & Rec. Servs., Eastcotts Rd., Bedford. Tel: (0234) 56317. Telex: 825067. Contacts: R. Denges, J. Norbury.  
**Branch: Aylesbury, Bucks., Rabans Ln., Unit II. Tel: (0296) 20961. Contacts: P. Medcalf, M.J. Batchelor.**  
 Clout & Baker Ltd., Chalkin Works, Parkwood Ind'l Estate, Bircholt Rd., Maidstone, Kent. Tel: (0622) 673261. Chm.: D.P. Chalklin; Sales Dir.: John Benoy; Works Dir.: Robin Burr.  
 Ernest J. Day & Co. Ltd., 3 Olaf St., Freston Rd., London W11 4AX. Tel: (01) 229-3499.  
 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; Garrod & Lofthouse Ltd., 6 Langley St., London WC2H 9JA. Tel: (01) 240-3322. Telex: 262554. Chm. & Mng. Dir.: Norman J. Garrod. (Sleeves only)  
 Gothic Press, Hainault St., New Etham SE9 2EQ. Tel: (01) 850-2266. Mng. Dir.: A.H. Harvey; Gen. Mgr.: M.E. Hughes; Sales Mgr.: R. Jeffery. (Sleeves only)  
 House Of Wizzard, 155/7 Oxford St., London W1R 1TB. Tel: (01) 734-6372. Mng. Dir.: David Myers. (Sleeves only)  
 K B P Litho Ltd., 88 Brewery Rd., London N7.  
 M L T Mktg. Assocs., 76 Neal St., London WC2H 9PA. Tel: (01) 240-5326. Creative Dir.: Mike Liddel-Taylor. (Sleeves only)  
 Frank S. Manley (Printers) Ltd., 22 Monson Rd., London NW10. Tel: (01) 965-7326. (Sleeves only)  
 Musicon Ltd., 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank; Sales Mgr.: Stephen H. Blank; Export Dir.: Brian Blank. (Sleeves only)  
 Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester. Tel: (0533) 833-961. Chief Exec.: T.H. Winfield; Gen. Mgr.: Mrs. B.E. Flude. (Sleeves only)  
 The Presto Copying Serv., The Studio, Gatesden Flats, Cromer St., London WC1. Tel: (01) 837-8660. (Sleeves only)  
 Products 2000, 63 High St., Ware, Herts. Tel: (0920) 66242. Dir.: R.C. Bays. (Sleeves only)  
 Purpac Plastics Ltd., Longbank Works, Alva, Clackmannanshire, Scotland. Tel: (0259) 60307. Mng. Dir.: J.M. Fuller; Prod'n Dir.: R.B. Dunbar. (Sleeves only)  
 Real Custom, The Camp, Montgomery, Powys SY15 6LU. Tel: (068681) 427. Mgr.: G.R. Davies. (Sleeves only)  
 S R T Prod'ns Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Dir.: Dave Richardson. (Sleeves only)  
 Senol Printing Ltd., 4 Hardwicks Way, London SW18 4AJ. Tel: (01) 874-5775. Mng. Dir.: M.M. Gunn. (Sleeves only)  
 Shannon Dist'n Ltd., 30 Holloway Rd., London N7. Tel: (01) 607-8544/3838. (Sleeves only)  
 Shorewood Packaging Co. Ltd., College Rd., Aston Clinton, Bucks. HP2 5EZ. Tel: (0296) 630421. Cable: SHORE-PAK ASTON CLINTON. Telex: 83495. Gen. Mgr.: Denis Rex; Sales Mgr.: Lionel G. Rose; Works Mgr.: Reg Ward.  
**Home office:** USA, New York, N.Y.  
 Sound for Industry Ltd. (div. of MacNeill Press Ltd.), Newhams Row, 175 Bermondsey St., London SE1 3UW. Tel: (01) 403-0044. Cable: SFI. Telex: 883177. Dir.: John E. Moon; Gen. Mgr.: W. Maciejewski.  
 Robert Stace & Co. Ltd., Chalkin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Telex: 95577. Chm. & Mng. Dir.: D.P. Chalklin; Ass't Mng. Dir.: A.G. Long; Sales Dir.: C.H. Garrett.  
 Storm Rec'g Studios, 186 North Promenade, Blackpool. Tel: (0253) 23095, 27357. Dirs.: Wayne Paulo, Lenny Harris. (Sleeves only)

Studio G, 195 Wardour St., London W1. Tel: (01) 734-5784. (Sleeves only)  
 James Upton Ltd., 67 Rosoman St., London EC1. Tel: (01) 278-2916. Cable: TINROBOR. Sales Mgr.: W.G.A. Howe.  
 Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Owner: Steve Lane; Gen. Mgr.: K.C. Sear.  
 Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1. Tel: (01) 439-4313. Dir.: M.J. Sutton; Gen. & Sales Mgr.: Christie Gillingham  
 West Bros. Printers Ltd., 212 Durnsford Rd., London SW19 8DR. Tel: (01) 947-2106. Telex: 25694. Mng. Dir.: Peter G. West; Gen. Mgr.: H.E.V. Pinnell; Sales Mgr.: Derek Higgs.

#### LABELS

A M C (Associated Mktg. Co.), Harlowbury, Old Harlow, Essex CM17 0HZ. Tel: (0279) 416-721. Dirs.: Don Morris, David Durell.  
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 Ballantine Advertising Ltd., 8 Chepstow Pl., London W2. Tel: (01) 229-6071. Mng. Dir.: A.N. Gill; Gen. Mgr.: Max Arnold.  
 G. Bamford, 18 Gatesden, Cromer St., London WC1. Tel: (01) 837-8660.  
 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  
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**Branch: Aylesbury, Bucks., Rabans Ln., Unit II. Tel: (0296) 20961. Contacts: P. Medcalf, M.J. Batchelor.**  
 Clout & Baker Ltd., Chalkin Works, Parkwood Ind'l Estate, Bircholt Rd., Maidstone, Kent. Tel: (0622) 673261. Chm.: D.P. Chalklin; Sales Dir.: John Benoy; Works Dir.: Robin Burr.  
 L. A. Cousins & Co., 63 Mare St., Hackney, London E8. Tel: (01) 985-4211.  
 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; Garrod & Lofthouse Ltd., 6 Langley St., London WC2H 9JA. Tel: (01) 240-3322. Telex: 262554. Chm. & Mng. Dir.: Norman J. Garrod; Sales Dir.: James L. Clement.  
 Gothic Press, Hainault St., New Etham SE9 2EQ. Tel: (01) 850-2266. Mng. Dir.: A.H. Harvey; Gen. Mgr.: M.E. Hughes; Sales Mgr.: R. Jeffery.  
 E. Hannibal & Co. Ltd., Pinfold Rd., Thurleston, Leicester LE4 8AP. Tel: (0533) 695413. Telex: 34627. Mng. Dir.: C. Hetherington; Sales Dir.: N.L. Cartwright.  
 Harrison & Sons (London) Ltd., Printing House Ln., Hayes, Middx. UB3 1HQ. Tel: (01) 573-3828. Telex: 23744. Mng. Dir.: R.A. Boxall; Works Dir.: B.L. Hibbitt; Sales Dir.: D.S. Robinson; Sales Rep.: R.B. Coates.  
 House Of Wizzard, 155/7 Oxford St., London W1R 1TB. Tel: (01) 734-6372. Mng. Dir.: David Myers.  
 K B P Litho Ltd., 88 Brewery Rd., London N7  
 K K Mktg., Ashurst Lodge 14, Liverpool Gardens, Worthing, Sussex BN11 1BR. Tel: (0903) 205053. Dir.: John Dean; Sales Dir.: Anthony Card.  
 G. & A. Kirsten Ltd., 41 Sterling Way, Edmonton, London N18. Tel: (01) 803-9673/4140. Cable: KIRLLATE. Mng. Dir.: G. Kirsten; Sales Mgr.: D. Roger.  
 Labeltech, 162B Dalston Ln., London E8. Tel: (01) 254-2483.  
 M L T Mktg. Assocs., 76 Neal St., London WC2H 9PA. Tel: (01) 240-5326. Creative Dir.: Mike Liddel-Taylor.  
 Frank S. Manley (Printers) Ltd., 22 Monson Rd., London NW10. Tel: (01) 965-7326.  
 I. Markovits Ltd., 1/2/3 Cobbold Mews, London W12. Tel: (01) 743-1131. Cable: NAMEPLATE. Mng. Dir.: I. Markovits; Dir.: T.P. Johnstone.  
 The Presto Copying Serv., The Studio, Gatesden Flats, Cromer St., London WC1. Tel: (01) 837-8660.  
 S R T Prod'ns Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Dir.: Dave Richardson.  
 The Shallow Press Ltd., 85b Bradford St., Braintree, Essex CM7 6AU. Tel: Braintree 21125. Mng. Dir.: R. Capon  
 Shannon Dist'n Ltd., 30 Holloway Rd., London N7. Tel: (01) 607-8544/3828.  
 Shorewood Packaging Co. Ltd., College Rd., Aston Clinton, Bucks. HP2 5EZ. Tel: (0296) 630421. Cable: SHORE-PAK ASTON CLINTON. Telex: 83495. Gen. Mgr.: Denis Rex; Sales Mgr.: Lionel G. Rose; Works Mgr.: Reg Ward.  
 Smith Press (Raynes Park) Ltd., 36 W. Brnes Ln., London SW20. Tel: (01) 946-8781.  
 Sound for Industry Ltd. (div. of MacNeill Press Ltd.), Newhams Row, 175 Bermondsey St., London SE1 3UW. Tel: (01) 403-0044. Cable: SFI. Telex: 883177. Dir.: John E. Moon; Gen. Mgr.: W. Maciejewski.  
 Simon Stable Promos., Inglewood, West End, Launton, Oxfordshire. Tel: (08692) 2831. Mng. Dir.: Count S.C. de la Bedyere; Gen. Mgr.: Judy Dyble; Sales Mgr.: Simon Stable.  
 Robert Stace & Co. Ltd., Chalkin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Telex: 95577. Chm. & Mng. Dir.: D.P. Chalklin; Ass't Mng. Dir.: A.G. Long; Sales Dir.: C.H. Garrett.  
 Storm Rec'g Studios, 186 North Promenade, Blackpool. Tel: (0253) 23095, 27357. Dirs.: Wayne Paulo, Lenny Harris.  
 Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Owner: Steve Lane; Gen. Mgr.: K.C. Sear.  
 West Bros. Printers Ltd., 212 Durnsford Rd., London SW19 8DR. Tel: (01) 947-2106. Telex: 25694. Mng. Dir.: Peter G. West; Mng. Dir.: H.E.V. Pinnell; Sales Mgr.: Derek Higgs.

#### POLYETHYLENE BAGS

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 Cummings; Int'l: Caroline Lucy-Thompson.  
 Crosswinds Pkg. Co. Pardia House, Cadmore Ln., Cheshunt, Herts. Tel: Waltham Cross 38141.  
 M & G Packaging (Essex) Ltd., 53 Pavilion Dr., Leigh-on-Sea, Essex. Tel: (0702) 712-381. Mng. Dir.: M.H. Goldring.  
 Musonic Ltd., 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank. Sales Mgr.: Stephen H. Blank; Export Dir.: Brian Blank.  
 Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester. Tel: (0533) 833-691. Chief Exec.: T.H. Winfield. Gen. Mgr.: Mrs. B.E. Flude.  
 Shannon Dist'n Ltd., 30 Holloway Rd., London N7. Tel: (01) 607-8544/3828.  
 Robert Stace & Co., Ltd., Chalkin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Telex: 95577. Chm. & Mng. Dir.: D.P. Chalkin; Ass't Mng. Dir.: A.G. Long; Sales Dir.: C.H. Garrett.

**PROFESSIONAL TAPE SUPPLIES**

**A T (Associated Tape) Ltd.**, 214 Bowes Rd., Southgate, London N11. Tel: (01) 368-2309. (Importer)  
**Audio:** Automatic 8-tr. changer.  
**Brand name:** Telex.  
**Agfa-Gevaert Ltd.**, Unity House, 27 Great West Rd., Brentford, Middx. Tel: (01) 560-2131. Cable: ARTOVEG. Telex: 28154. Mng. Dir.: G. Ahrens; Div. Mgr.: E.J. Drew. Sales Mgr.: E.A. Bowden.  
**Product:** Broadcast & studio tape, magnetic film, video tape & cassette, cassette bulk tape.  
**Brand name:** Agfa Videochrom.  
**Amos of Exeter Ltd.**, Weircliffe Court, Exwick, Exeter EX4 2AG. Tel: (0392) 72-132. Telex: 42786. Mng. Dir.: R.E. Amos.  
**Audio & Video:** Bulk tape erasers.  
**Brand name:** Weircliffe.

**Audiotope**, see Lee.  
**Audia**, see TDK.  
**Chroma 90**, see Memorex.  
**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.  
**Audio:** Standard & long-play professional tape.  
**Edital**, see Scenic Sound Equip.

**A. C. Farnell Ltd.**, Kenyon Ltd., Sheffield S1 4BD. Tel: (0742) 78901.  
**Product:** Bulk erasers.  
**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.  
**Brand name:** Audiotope.

**Memorex 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.  
**Video:** 2" open reel.  
**Brand name:** Chroma 90.

**Racal-Zonal Ltd.**, Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D.S. Worman; Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould.  
**Audio:** 2", 1", 1/2" & 1/4" tape.  
**Brand name:** Triple Three, Triple Six, Triple Eight.  
**S S E**, see Scenic Sound Equip.

**Scenic Sounds Equip.**, 97-99 Dean St., London W1. Tel: (01) 734-2812. Telex: 27939. Mng. Dir.: David Hawkins.  
**Audio:** Splicing & editing equip.  
**Brand name:** Editall, SSE.

**TDK 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 Huthwaite.  
**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 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, 1 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:** Professional rec'g tapes.  
**Video:** Broadcast & helical scan tapes.  
**Brand name:** Scotch.**

Triple Three, see Racal-Zonal.  
 Triple Six, see Racal-Zonal.  
 Triple Eight, see Racal-Zonal.  
 Weircliffe, see Amos of Exeter.

**RECORD PROCESSING MACHINERY**

**Lened**, see Professional Tape.  
**Professional Tape Mktg. Assocs. Ltd.**, Cassette House, 57 Manor Park Crescent, Edgware, Middx. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton; Gen. Mgr.: Roger Morley.  
**Chief product:** Automatic presses.  
**Brand name:** Lened.

**TAPE, BLANK LOADED & BULK RAW**

Acoustic Dynamic, see TDK.

**Adastra 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 reel.  
**Brand name:** Syncassette, Synchrotape.  
**Agfa-Gevaert Ltd.**, Unity House, 27 Great West Rd., Brentford, Middx. Tel: (01) 560-2131. Cable: AROVEG. Telex: 28154. Mng. Dir.: G. Ahrens; Div. Mgr.: E.J. Drew. Sales Mgr.: E.A. Bowden.  
**Home office:** Germany.  
**Audio:** Cassette, open reel.  
**Video:** 1" open reel, 1/2" cassette.  
**Brand names:** Agfa Curat, Agfa Stereochrom.

**Air Check**, see Sound.  
**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:** 8-tr., cassette, open reel.  
**Video:** 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/4" open reel.

**Audiogenic Ltd.**, 34-36 Crown St., Reading, Berks. RG1 2SN. Tel: (0734) 595647. Dir.: Martin Maynard; Gen. Mgr.: Moira Farrell; Sales Mgr.: Henry Smithson. (Blank only)  
**Audio:** Cassette.  
**Audio Magnetics Inc. (UK) Ltd.**, 121 Loverock Rd., Reading, Berks. RG3 1JZ. Tel: (0734) 598036. Telex: 849113. Mng. Dir.: Nigel W. Bryden; Sales Mgr.: Scott Murdoch; Hugh Smith.  
**Audio:** 8-tr., cassette, open reel.  
**Brand name:** Audio Magnetics Plus, Extra Plus, Super XHE.

**Audiosonic**, see Cassette Developments.  
**Audiotope**, see Lee Eng'g.  
**Audia**, see TDK.

**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. (Blank only)  
**B A S F UK Ltd.**, Haddon House, 2/4 Fitzroy St., London W1P 5AD. Tel: (01) 637-8971. Telex: 28649. Div. Mgr.: Henry Charles Pattinson.  
**Audio & video:** Cassette.

**Capitol Magnetics (div. of EMI Tape Ltd.)**, Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-7860. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Naef; 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 TW9 2JZ. Tel: (01) 940-8186. Cable: MICRONETIC. Telex: 8813481. Mng. Dir.: D. Dixon.  
**Audio:** Cassette, open reel.  
**Brand name:** Audiosonic.

**Centron**, see Lalex.  
**D & B Tape Servs.**, 23 Croydon Rd., Reigate, Surrey RH2 0LY. Tel: 49505. Owner: E.G. Dowley. (Blank only)  
**Audio:** 8-tr., cassette, broadcast.  
**Duplitape**, 1/7 Harewood Ave., London NW11. Tel: (01) 724-2497. Telex: 21879. Dir.: B.R. Lambden; Mng. Dir.: R. Jackson Moore. (Blank only)  
**Audio:** Cassette.

**Dynamic**, see TDK.  
**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.  
**Audio:** Cassette, open reel.

**E P S (Educational Publ'g Servs.)**, 75 Holloway Rd., London N7 8JZ. Tel: (01) 607-6059/3755. Telex: 21120. Ref: 2106. Pres.: David Cavalier; Gen. Mgr.: Michael Lyndandrou. (Blank only)  
**Audio:** Cassette, open reel.  
**Brand name:** Leda, Tape 7.

**Extra Plus**, see Audio Magnetics.  
**Fidelipac**, see SIS Rec'g.  
**Fifth Ave. Rec'g Co. (UK) Ltd.**, Avenue House, River Way, Templefields, Harlow, Essex CM20 2DN. Tel: (0279) 39256. Mng. Dir.: Harold Leonard Collins; Gen. Mgr.: Bert Hamilton; Prod'n Mgr.: Mike Stancevic. (Blank only)  
**Audio:** Cassette.

**Fuji Photo**, see Pyser.  
**Golding Audio Ltd.**, Marks Tey, Colchester, Essex. Tel: 210-433. Cable: GOLDAUDIO. Telex: 98550. (Blank only)  
**Audio:** 8-tr., cassette.  
**Gramplan Recs. Ltd.**, Airport Ind'l Estate, Wick-Cairthness, Scotland. Tel: (0955) 2787. Dir.: J. Johnston; Mgr.: John Hunter. (Blank only)  
**Audio:** Cassette.

**Lalex & Co. Ltd.**, Lalex House, 1 Canal St., Manchester M60 4AX. Tel: (061) 236-8186. Cable: ALMIGHTY. Telex: 669431. Dir.: R.J. Mulchand, K.C. Bhavnani. (Blank only)  
**Audio:** Cassette.  
**Brand names:** Centron, Monatone, Wintronics.  
**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.  
**Audio:** NAB.  
**Brand name:** Audiotope.  
**The Master Tape**, see Capitol.  
**Maxell**, see Natural Sounds.  
**Media Sound**, see Metropolitan Communications.

**Memorex (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. **Video:** 2" & 1" open reel, 3/4" cassette, 1/2" EIAJ open reel.  
**Metropolitan Communications**, 8a Frogna Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau. (Blank only)  
**Audio:** Cassette.  
**Brand name:** Media Sound.

**Monatone**, see Lalex.  
**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.  
**Audio:** Cassette.  
**Video:** 1/2" EIAJ Open Reel, 1/2" EIAJ cartridge.

**Brand name:** National, National Panasonic, 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. (Blank only)  
**Audio:** Cassette, open reel.  
**Brand name:** Maxell.

**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.  
**Audio:** 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.  
**Audio:** 8-tr., cassette.

**Philips Electrical Ltd.**, City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169.  
**Audio:** Cassette, open reel.  
**Video:** 1/2" EIAJ open reel, VCR.  
**Professional Tape Mktg. Assocs. Ltd.**, Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton.  
**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; Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould.  
**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: ROSSLECT. Telex: 22747. Mng. Dir.: Ross I.L. Marks; Gen. & Sales Mgr.: A.C. Murphy. (Blank only)  
**Audio:** 8-tr., cassette.

**S I S Ltd.**, 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.  
**S R T Prod'n Ltd.**, 987 High Rd., Finchley, London N12. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Dir.: Dave Richardson.  
**Audio:** Cassette.

**Scotch**, see 3M.  
**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)  
**Sony (UK) Ltd.**, Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: (76) 87644. Telex: 266371 London.  
**Video:** 1/4" U-matic cassette; 1/2" EIAJ open reel.

**Sound**, 1 Ogden Mews, Maidenhead, Berks. Tel: (0628) 33011. Mng. Dir.: S.M. Webb; Sales Mgr.: M. Lloyd; Adv. Mgr.: A. 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 Audio Magnetics.  
**Syncassette**, see Adastra.  
**Synchrotape**, see Adastra.

**T D K Tape Dist. (UK) Ltd.**, 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: 688-7372. Telex: 946727. Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwaite.  
**Audio:** Blank—8-tr., cassette, open reel; raw—cassette.  
**Brand names:** Acoustic Dynamic, Audua, Dynamic, Super Avilyn.

**T R 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, open reel.  
**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.: Bob Hill. (Blank only)  
**Audio:** 8-tr., cassette.

**Tape 7**, see EPS.  
**Technics**, 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.

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: (061) 236-8500.

Audio: 8-tr., cassette, open reel. Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 3/4" cassette.

Brand name: Scotch. Trident Audio Developments Ltd., 112/114 Wardour St., London W1V 3AU. Tel: (01) 734-9901. Telex: 27782. Mng. Dir.: Malcolm Toft; Sales Mgrs.: Mike Rogers, Derek Fox.

Audio: 8-tr., cassette. Triple Three, see Rascal-Zonal. Triple Six, see Rascal-Zonal. Triple Eight, see Rascal-Zonal. Wintronics, see Lalex.

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

Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 0QR. Tel: (0734) 85200. Cable: AMPLEX READING. Telex: 848345. Gen. Mgr.: E.H. Sadeler; Mktg. Servs. Supervisor: C. Murphy-O'Connor; Sales Mgr.: W. Scullion; Adv. Mgr.: P. Vaughan. Audio: Professional tape duplicators.

Auvis-Asona, see Lennard. 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.

Cetec Int'l Ltd., Sapphere House, 16 Uxbridge Rd., Ealing, London W5 2BP. Tel: (01) 579-9145. Telex: 935847. Mng. Dir.: Brian C.A. Willis; 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: 935054. Sales Dir.: Bernard G. Rawson. (Audio only) Brand name: Pentagon (USA), Telex (USA), Wollensak (USA).

Duplitape, 1/7 Harewood Ave., London NW11. 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 7LA. Tel: (91) 51051. Cable: APTRAN BYFLEET. Telex: 262525. Mng. Dir.: R.L. Higgin; Mktg. Mgr.: R.J. Sharpe. Audio: Cassette & open reel duplicators. Brand name: Otari.

Hayden Labs Ltd., Hayden House, Churchfield Rd., Chalfont St. Peter, Bucks. SL9 9EW. Tel: (02813) 88447. Telex: 849469. Mng. Dir.: E.J. Barrett; Adv. Mgr.: E. Simmonds. Branch: London NW1 6SN, 6 Bendall Mews, Bell St. Tel: (01) 723-4441. Mgr.: P. Ferris; Serv. Mgr.: G. Davis. Audio: Cassette duplicators & loaders. Brand name: Telefunken.

Industrial Tape Applications, 1/7 Harewood Ave., London NW11. Tel: (01) 724-2497. Telex: 21879. Dir.: M. Parmiter; Gen. Mgr.: B. Lambden; Sales Mgr.: P. Leader. Audio: Cassette duplicators. 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. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sr. Sales Eng.: R.J. White. Audio: Duplicators, loaders, printers.

Leavers-Rich Equip. Ltd., 319 Trinity Rd., Wandsworth, London SW19 3SL. Tel: (01) 874-9054. Cable: LEEMAG. Telex: 923455. Mng. Dir.: R.C. Bizard; Gen. Mgr.: W.A. Costello; Sales Mgr.: J. Robinson. Audio: Bulk erasers.

Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard. Audio: Cassette loaders. Brand name: Auvis-Asona.

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. Brand name: Trio.

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. Branch: Stourton, Leeds, Skelton Grange Rd. Tel: (0532) 702541. Reg'l Sales Dir.: Tony Nishigaki. Video: High speed 1/2" 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.

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.

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: (061) 236-8500. Audio: Cassette panckakes. Brand name: Scotch.

Trio, see B. H. Morris. Wollensak, 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.

Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard. Product: Cassette labelling machines (Auvis-Asona).

accessories manufacturers

Aadastra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Claremont Rd., London NW2 1TU. Tel: (01) 452-6288. Cable: WESTQUIP LONDON NW2. Telex: 897112. Mng. Dir.: Michael Leaver; Gen. & Sales Mgr.: J. Boyce. Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

Agfa-Gevaert Ltd., Unity House, 27 Great West Rd., Brentford, Middx. Tel: (01) 560-2131. Cable: ARTOVEG. Telex: 28154. Mng. Dir.: G. Ahrens; Div. Mgr.: E.J. Drew; Sales Mgr.: E.A. Bowden. Home office: Germany. Product: Splicing & editing equip.

Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 0QR. Tel: (0734) 85200. Cable: AMPLEX 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.: P. Dawson; 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.

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. Product: Head cleaners & demagnetizers, leader & splicing tape.

Barrester Music Co. Ltd., 10 Dryden Chambers, 119 Oxford St., London W1R 1PA. Tel: (01) 437-3063. Mng. Dir.: J. Barratt; Gen. Mgr.: R.R. Webster. Product: Cleaners, cloths & brushes.

Bib Hi-Fi Accessories Ltd., Kelsey House, Wood Ln. End, Hemel Hempstead, Herts. HP2 4RQ. Tel: (0442) 61291. Telex: 826437. 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 (Audiovision) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Cable: MICRONETIC. Telex: 8813481. Mng. Dir.: D. Dixon. Product: Head cleaners & demagnetizers.

Cintron Group, Grove House, 551 London Rd., Isleworth, Middx. TW7 4DS. Tel: (01) 568-0131. Telex: 935054. Sales Dir.: Bernard G. Rawson. Product: Head cleaners & demagnetizers.

Cleldisc (Mail Order), Ltd., 7 Trinity Court, Grays Inn Rd., London WC1. Tel: (01) 837-9088. Pres.: Erna Smith; Gen. Mgr.: Beatrice Barker. Product: Cleaners & cloths.

Colclene, see Future Film. Condor Electronics Ltd., 100 Coombe Ln., London SW20 0AY. 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.

Cosmocord Ltd., Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 716-6636. Cable: ACOS. Telex: 24294. Mng. Dir.: V.J. Sivyey; Mktg. Mgr.: W.E. Budge. Product: Cleaners, cloths, brushes, 45 rpm adapters, needles.

Crown Arrow Co., 8 Gateledge Close, Round Spinney, Northampton NN3 4RJ. Tel: (0604) 48744. Telex: 311165. Owner: Robert J. Parfitt. Product: Record & tape carrying & storage 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. Product: Head cleaners & demagnetizers.

Discleaner, see Vac-O-Rac. E M I Recs. Ltd., Shopfitting & Supplies Div., 1/2 Uxbridge Rd., Hayes, Middx. 48H OSY. 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 Clairidge. Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape.

Eagle Int'l, Precision Centre, Heather Park Dr., Wembley, Middx. HA0 1SU. Tel: (01) 902-8832. Cable: PRECEN. Telex: 922131. Mng. Dir.: Gerry Adler; Mktg. Servs. Mgr.: Chris Williams; Sales Mgr.: Carol Trelvelick. Product: Head demagnetizers, needles.

Emerald Recs. Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Co. Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn Solomon; Gen. Mgr.: Les R. Paterson; Sales Mgr.: Noel A. Spiller. Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, needles.

Entre, see Lentek. 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 Station Corp. Product: Tape storage cases.

Future Film Development, 36/38 Lexington St., London W1R 3HR. Tel: (01) 437-1892. Cable: ALLTROPHE 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 Assocs., The Maltings, 63 High St., Ware, Herts. Tel: (0920) 66310. Telex: 299929. Mng. Dir.: John Harwood-Bee. Product: Record & tape carrying & storage cases.

Hi-Fi Pro, 224 Buckingham Palace Rd., London SW1. Tel: (01) 834-9382. Telex: 929679. Dir.: Ms. M.H. Ling; Gen. Mgr.: Jeff Hill. Product: 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape.

Highgate Acoustics, 38 Jamestown Rd., London NW1 7EJ. Tel: (01) 267-4936. Product: Needles.

K-tel Int'l (UK) Ltd., 620 Western Ave., London W3. Tel: (01) 992-8000. Cable: KAYTELE. Telex: 934195. Mng. Dir.: Tony Johnson; Sales Mgr.: Colin Ashby. Product: Record & Tape carrying & storage cases.

L G R Prods., 105 Eastern Esplanade, Southend-on-Sea, Essex. Tel: Southend-on-Sea 65695. Owner: L.G. Raven. Product: Carrying & storage cases.

Landmark (Precision Mouldings) Ltd., 2 Albane 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, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard. Product: Tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, splicing tape.

Lentek Audio Ltd., Ind'l Estate, Edison Rd., St. Ives, Huntingdon, Cambs. PE17 4LF. Tel: (0480) 62225. Telex: 32303. Dir.: P.M. Swift. Product: Needles (Entre)

Lightning Recs. Ltd., 839 Harrow Rd., Harlesden, London NW10 5NE. 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 adapters.

Lugton & Co. Ltd., PO Box 182, Cross Ln., Hornsey, London N8 7SB. Tel: (01) 348-8211. Mng. Dir.: Walter Ficker; Gen. & Sales Mgr.: John Sully. Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, needles, leader & splicing tape.

Metrosound Audio Prods. Ltd., Freedex House, 4-10 North Rd., Islington, London N9 9HN. Tel: (01) 607-8141. Cable: METROS. Telex: 264773. Mng. Dir.: David Mason; Sales Mgr.: Ian Levine. Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape.

Multiple Sound Pressings Ltd., Deacon St., Leicester. Tel: (0533) 56608. Telex: 914382. Mng. Dir.: Ian F. Miles; Gen. Mgr.: John S. Coats; Sales Mgr.: J. Colgrove; Chief Eng.: D. Anderson. Product: Record carrying & storage cases, cleaners, cloths, brushes.

Musiscase Ltd., Camberwell Ind'l Estate, Unit 6, Denmark



Rd., London SE5 Tel. (01) 737-0480. Mng. Dir.: John Hardman; Prod'n Mgr.: Martyn Ward.  
**Product:** Record & tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

Musonic, see Ziphurst.  
 Nortronics, see Lee.

Osmabert Ltd., 46 Kenilworth Rd., Edgware, Middx. HA8 8YV. Tel. 958-9314. Mng. Dir.: O. Greenlick.  
**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 cleaning tape, leader & splicing tape.

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.  
**Product:** Carrying & storage cases, cleaners, cloths, brushes, needles, leader & splicing tape.

Products 2000, The Maltings, 63 High St., Ware, Herts. SG12 9AD. Tel. (0920) 66242. Partner: R.C. Bayes; Gen. Mgr.: C.W. Bayes.  
**Product:** Carrying & storage cases.

Professional 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.

Purpax Plastics Ltd., Longbank Works, Alva, 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. Tel. (01) 681-2272. Telex: 946670. Mng. Dir.: H.J. Hutchings; Sales Mgr.: John P. Thurley.  
**Product:** Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.

Pyser Ltd., Fircroft Way, Edenbridge, Kent. (073271) 864111. Telex: 95527. Mng. Dir.: J.P. Tilt; 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.

R I Audio, Kernick Rd., Penryn, Cornwall TR10 9DQ. Tel. (0326) 72753. Mng. Dir.: M.A. Lee.  
**Product:** Groovac antistatic vacuum record cleaners.

Racial Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel. (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D.S. Worman; 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 I.L. Marks; Gen. & Sales Mgr.: A.C. Murphy.  
**Product:** Cleaners, cloths, brushes, head cleaners & demagnetizer.

S & B Trading, Stylus House, 34-38 Verulam Rd., St. Albans, Herts AL3 4DF. Tel. (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Grant; Home Sales Dir.: S.H. Blank; Export Sales Dir.: B. Blank; Dir.: D. Lever.  
**Product:** Carrying & storage cases, catalog servs., cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape.

Sculthorp Plastics Ltd., The Barge Walk, East Molesey, Surrey KT8 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. (07874) 5912. Mng. Dir.: Bruce T. Samson; Dir.: Mary B. Valentine.  
**Product:** Carrying & storage cases.

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.  
**Product:** Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles.

P & J Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP. Tel. (01) 373-9509. Technical Sales: Alan & Paul Sibert.  
**Product:** Record stylus & tape head inspection equip.

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. Buchanan; 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.

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. Regan.

**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, Scotchland, 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.**  
**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 Upton Ltd., 67 Rosoman St., London EC1. Tel. (01) 278-2916. Cable: TINROBOR. Sales Mgr.: W.G.A. Howe.  
**Product:** Catalog servs.

V O R Inds. Int'l, Unit 16F, Randles Rd., Knowsley, Merseyside. Tel. (051) 548-7400. Telex: 627791. Mng. Dir.: Jim Thornton.  
**Home office: USA.**  
**Product:** Record care prods. (Discleaner, Vac-O-Rec) Vac-O-Rec, see VOR.

Cecil E. Watts, Darby House, Sunbury-on-Thames, Middx. Tel. Sunbury 83252. Cable: DUSTBUG. Telex: 27750. Mng. Dir.: Mrs. A.H. Watts; Gen. & Sales Mgr.: D.W. Luford-Watts.  
**Product:** Record maintenance equip.: "Dust Bug," disk preener, manual parastat, hi-fi parastat, stylus cleaner, humid mop.

Wilmax Ltd., Compton House, New Malden, Surrey KT3 4DE. Tel. (01) 949-2545.  
**Product:** Needles.

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.

Zeppa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 6AH. Tel. (01) 399-0966. Cable: ALTRON SURBITON. Telex: 929679. Mng. Dir.: W. Ling; Sales Mgr.: R.S. English.  
**Audio:** Record cleaners, tape head spray demagnetizers, bulk erasers.

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.  
**Product:** Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape (Musonic).

## ● store fixtures & merchandising aids manufacturers

927813. Mng. Dir.: Raymond Laren; Mktg. Dir.: Keith Yershon; Financial & Admin. Dir.: Norman Mandell.  
**Product:** Display racks, browser boxes

Lugton & Co. Ltd., Cross Ln., Hornsey, London N8 7SB. Tel. (01) 348-8211. Mng. Dir.: Walter Ficker; Gen. & Sales Mgr.: John 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.

Metrosound Audio Prods. Ltd., Freedex House, 4-10 North Rd., Islington, London N7 9HN. Tel. (01) 607-8141. Cable: METROS. Telex: 264773. Mng. Dir.: David Mason; Sales Mgr.: Ian Levene.  
**Product:** Display racks.

Musonic, see Ziphurst.  
 Natural Sound Systems, 10 Byron Rd., Wealdstone, Harrow, Middx. Tel. (01) 863-8622. Telex: 922573. Sales Dir.: Malcolm Kays.  
**Product:** Display racks, divider cards.

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.  
**Product:** Browser boxes, display racks, divider cards.

Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester. Tel. (0533) 833691. Chief Exec.: T.H. Winfield; Gen. Mgr.: Mrs. B.E. Flude.  
**Product:** Record divider cards.

Realmeath Ltd., 15/23 Porteus Rd., London W2. Tel. (01) 723-8495. Dir.: Bryan Whitman.  
**Product:** Browser boxes, display racks, divider cards.

Securette Ltd., 25 Bluebridge Ind'l Estate, Halstead, Essex CO9 2EX. (07874) 5912. Mng. Dir.: Bruce T. Samson; Dir.: Mary B. Valentine.  
**Product:** Tape display racks (Serette).

Selecta (London) (div. of Decca Rec. Co. Ltd.), 125/127 Lee High Rd., Lewisham 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 divider cards.

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. Buchanan; 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).

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.  
**Product:** Record browser boxes & display racks (Musonic).

## URUGUAY

**Population:** 3,100,000.  
**Rate of exchange:** \$1 (US) = 5.80 new pesos.  
**Per capita income:** \$1,091.  
**Holidays:** January 1, January 6 (Holy Kings' Day), February (Monday & Tuesday of Carnival), March (Holy or Tourism Week), April 19 (Landing of the 33), May 1 (Workers Day), May 18 (Battle of Las Piedras), June 19 (Birthday of Artigas), July 18 (First Constitution Day), August 25 (Independence Day), October 12 (Columbus Day), November 2 (All Souls Day), December 8 (Blessing of the Waters), December 25.

**RECORDS:**  
**Records sold domestically including imports:** LP's 1977—523,520 units, \$2,042,040; 1976—585,321 units, \$1,822,970. Classical LP's 1977—39,181 units, \$167,473. Singles & EP's 1977—66,270 units, \$84,056; 1976—111,917 units, \$98,810.  
**Average retail price per record:** LP's—\$3.90; Classical LP's—\$4.27; singles—\$1.27.  
**Type of distribution:** Manufacturer-to-retailer, with a 30% mark-up. Large manufacturers own retail shops, which sell product from all companies. Rack jobbing is increasing in importance.  
**Type of promotion:** Manufacturers send free sample records to radio and TV stations and newspapers as well as large Montevideo discoteques. They also advertise in a free monthly magazine ("Hit"), which has commentaries on artists and new releases. TV is gaining importance as a medium for advertising records, followed by radio.

**TAPE:**  
**Pre-recorded tape sold domestically including imports:** Cassette 1977—42,638 units, \$211,918.  
**Market:** The cassette market has been steadily growing with almost all record companies producing cassettes. Since this market is quite different from the LP or singles market, some producers release special material only through cassettes.  
**Average retail price per tape:** Cassette—\$5.00.

**RADIO STATIONS:**  
 No. of commercial 88; no. of government 5; 89 AM, 4 FM.  
**Comment:** International pop music, mainly sung in Spanish, predominates on commercial stations. Some of these, located in Montevideo, promote almost exclusively English-sung songs, in most cases through imported product. The "Tropical Music" had has a few specialized programs on secondary stations.

**TELEVISION STATIONS:**  
 No. of channels 17: 16 commercial, 1 government, no color.

**Comment:** TV stations keep a daily six-hour programming schedule. Almost all programs are foreign-produced films and serials, mainly from Argentina and the US.

**IMPORT / EXPORT REGULATIONS:**

Prohibitive taxes make importing impractical.

Carlos Alberto Martins

● **record & tape manufacturers / distributors / importers**

A P S A (American Prods. SA) (IFPI), Av. Italia 4230, Montevideo. Tel: 59-42-17. Dirs.: Isaac & David Wegbraut; Gen. Mgr.: Norman Arlin; Sales Mgr.: Eduardo Castro. **Labels:** (Owned) Citrus; (licensed) Abkco (USA), Ariola (Spain), Barclay (France), Carmusic (Argentina), Caytronics (USA), Fonofon (Argentina), Groove (USA), Hansa (Germany), Kayvette (USA), Los Linceas (Argentina), Midsong Int'l (USA), Millenium (USA), Polar (Sweden), RCA (worldwide), Jose Raimondi (Argentina), Salsoul (USA), TK (Argentina, USA), Trema (France), Trio Melancolia (Argentina).  
Int'l rep.: Worldwide (RCA Int'l).

Ayui, see Tacuabe.

Citrus, see APSA.

Clave (IEMSA) (IFPI), Maldonado 1049, Montevideo. Tel: 98-58-37. Cable: CLALIM. Mng. Dir.: Leon Jurburg; Gen. Mgr.: Juan Carlos Luaces; A&R Mgr.: Luis A. Lema.

**Labels:** (Owned) Clave; (licensed) Beverly (Brazil), Copacabana (Brazil), Decca (UK), Discomoda (Venezuela), London (UK), Pye (UK), Seeco (USA), Threshold (UK), Trova (Argentina), WEA group.

Daisy, see EDISA.

EDISA (IFPI), Nueva York 1176, Montevideo. Tel: 91-20-61. Mng. Dir.: Juan Carlos Garcia; Gen. & A&R Mgr.: Alberto Gambetta.

**Labels:** (Owned) Daisy; (licensed) Charisma (UK), Chrysalis (UK), DGG (Germany), Fontana, H&L (USA), Island (UK), MCA (USA), MGM, Microfon (Argentina), Philips, Phonogram group, Polydor (worldwide), RSO (UK), 20th Century (USA).

Guacamayo, see Hemisferio.

Hemisferio Srl, Ituzaingo 1324, Escritorio 203, Montevideo. Pres.: Luis Orlando Onel Hidalgo; Gen. Mgr.: Luis Orlando Onel Riviezo; Promo. Mgr.: Werther Brito; Sales Mgr.: Ruben Lema; Musical Dir.: Mario Maldonado.

**Labels:** (Owned) Guacamayo, Macondo; (licensed) Pro Musica (Argentina), Qualiton (Argentina), Rower-Arton (Argentina).

Int'l reps.: Argentina (Fonema, Rower-Arton).

IEMSA, see Clave.

Macondo, see Hemisferio.

Malco Recs. Srl, Carlos Roxlo 1476, Montevideo. Tel: 49-8944. Mng. Dir.: Nelson Gonzalez Delgado, Admin. Dir.: Mario Lopez Azagra; A & R Dir.: Alberto Triunfo

**Labels:** (Owned) Malco; (licensed) Arlon (Argentina), Cabal (Argentina), Chantecler (Brazil), Martin Meyer (Argentina), Tennessee (Argentina), Zafiro-Novola (Spain).

Melody, see Renew Variety.

Orfeo, see Palacio.

Palacio de la Musica Ricardo & Rodolfo Gioscia SA (IFPI), Av. 18 de Julio 1100, Montevideo. Tel: 90-01-13/48-25/84-31, 91-74-40/65-85, 98-61-21. Cable: GIOSPIANO. Pres.: Ricardo Gioscia Zamalvide; Sales Mgr.: Alfredo Aviotti Robido.

**Labels:** (Owned) Orfeo; (licensed) ABC/Dunhill (USA), A&M (USA), Angel (UK), Apple (UK), Arista (USA), Capitol (USA), DJM (UK), EMI group (UK), Hispavox (Spain), Magnet (UK), Odeon (UK), Pampa (Argentina), Private Stock (UK), United Artists (USA).

Palma, see Tacuabe.

Renew Variety Recs. SA, Av. 18 de Julio 1224, 2nd fl., Montevideo. Tel: 98-56-89, 91-21-82. Cable: MONTECARLO TV. Dirs.: Hugo & Daniel Romay Salvo; Gen. Mgr.: Cr. Pedro Mino; Sales Mgr.: Ernesto Averbug; A&R Dir.: Alfredo Leiros.

**Labels:** (Owned) Melody, Renew Variety; (licensed) Ariston (Italy), Baby (Italy), Constant Deloumie (Belgium), Continental (Brazil), Come il Vento (Italy), Music Hall (Argentina), Pull (Italy).

Renvar SA, Avda. 18 de Julio 1224, 2nd fl., Montevideo. Tel: 98-39-87, 98-56-89. Telex: 834. Dir. Gen.: Daniel Romay Salvo; Gen. Mgr.: Cr. Pedro Mino; Artistic Dir.: Alfredo Leiros.

**Label:** (Licensed) Continental (Brazil).

Sondor SA (IFPI), Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SONDORADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.

**Labels:** (Owned) Sondor; (licensed) CBS Int'l (USA), Disc Jockey (Argentina), Epic (USA), Surco (Argentina), Telefunken (Germany).

Int'l rep.: Worldwide (CBS).

Tacuabe (Eds.), Treinta y Tres 1483, Escritorio 15, Montevideo. Tel: 91-10-65, 98-41-40. A&R Dir.: Coriun Aharonian; Sales Mgr.: Myriam de Campos; Musical Advisor: Graciela Paraskevaidis.

**Labels:** (Owned) Ayui, Palma, Tacuabe; (licensed) Le Chant du Monde (France), La Cornamusa (Argentina), Edigsa (Spain), Moshe Naim (France).

Int'l reps.: Argentina (La Cornamusa), France (Le Chant du Monde), Spain (Edigsa).

● **music publishers**

Circle Line Eds. Int'l's, Cooper 2101, Montevideo. Tel: 3-6475. Gen. Dir.: J. Olszewicki Fried; Gen. Mgr.: Mario Grandal.

Int'l firms represented: Paul Beuscher, Bretagne, Claude Carrere, Isabelle, Sforzando, Tremplin (all France); Elypeyrot (Europe).

Int'l rep.: Europe (Elypeyrot).

Tacuabe (Eds.) (AGADU), Treinta y Tres 1483, Escritorio 15, Montevideo. Tel: 91-10-65, 98-41-40. A&R Dir.: Coriun Aharonian.

● **services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Asociacion de Educadores Musicales, Montevideo. Pres.: Nilda Gonzalez Genta.

Asociacion Estudiantes de Musica (AEMUS), Colonia 1065, Montevideo. Pres.: Zulma Harambe; VP: Susana Prunes; Sec'y: Pablo Rilla.

Asociacion Uruguaya de Musicos, Maldonado 983, Montevideo. Tel: 98-73-70. Pres.: Roberto Garcia Devita; Sec'y: Romeo Cernuschi; Treas.: Guillermo Aguirre.

Camara Uruguaya del Disco, Canelones 1974, Montevideo. Tel: 4-30-52. Pres.: Norman Arlin; VP: Ricardo Gioscia Zamalvide; Sec'y: Juan Carlos Garcia; Treas.: Enrique Abal.

Centro Cultural de Musica, Av. 18 de Julio 1006, 6th fl., Montevideo.

Juventudes Musicales del Uruguay, Rio Negro 1228, Montevideo. Tel: 90-55-75. Pres.: Hugo Balzo; Sec'y: Maria Tania Siver.

Sociedad Uruguaya de Interpretes (SUDEI), Canelones 1090, Montevideo. Pres.: Orlando Romanelli; VP: Jose Maria Lorenzo; Sec'y: Miguel Villasbajos; Treas.: Benicio Osano.

Sociedad Uruguaya de Musica Contemporanea, Casilla de Correo 1328, Montevideo. Pres.: Hector A. Tosar; Sec'y: Conun Aharonian.

**DESIGN & ARTWORK**

Artegraf Ltda., Cuareim 1361, Montevideo. Tel: 98-60-38. (Record only)

Estudio 3, Rio Branco 1320, Of. 302, Montevideo. Tel: 98-25-24. Gen. Mgr.: Juan Jose Gatto.

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 91-45-76, 98-56-68. Telex: Arteaga UY737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz.

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

**LICENSING ORGANIZATION, MUSIC**

A G A D U (Asociacion Gen. de Autores del Uruguay) Canelones 1130, Montevideo. Tel: 90-31-88. Pres.: Antonio Italiano; Gen. Mgr.: Rodolfo M. Cosentino; Sec'y: Luis Eduardo Echegoncelay. (Mechanical & performing rights.)

**PLATING, PROCESSING & PRESSING PLANTS**

A P S A (American Prods. SA), Av. Italia 4230, Montevideo. Tel: 59-42-17. Dirs.: Isaac & David Wegbraut; Gen. Mgr.: Norman Arlin; Sales Mgr.: Eduardo Castro.

Clave (IEMSA), Maldonado 1049, Montevideo. Tel: 98-58-37. Cable: CLALIM. Mng. Dir.: Leon Jurburg.

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel: 91-60-74. Pres.: Jose Pedro Lopez Vidaur.

Sondor SA, Nicaragua 1478, Montevideo. Tel: 29-75-30. Cable: SONDORADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.

**PRINTERS & LITHOGRAPHERS**

Artegraf Ltda., Cuareim 1361, Montevideo. Tel: 98-60-38. (Record only)

Pablo Cardellino—Publigrif, Magallanes 1240, Montevideo. Tel: 41-41-13. Pres.: Pablo Cardellino.

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 91-45-76, 98-56-68. Telex: Arteaga UY737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz.

Imprenta Cervantes (Socolovsky SA), Calle Durazno 939, Montevideo. Tel: 98-24-35, 91-72-32. Pres. & Gen. Mgr.: Jaime Socolovsky.

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

Lagomarsino SA, Sarandi 429, Montevideo. Tel: 90-23-45. Pres.: Daniel Lagomarsino; Gen. Mgr.: Alberto Lagomarsino.

**RECORD PROMOTION**

Imprenta AS, PO Box 1600; Rincon 387, Montevideo. Tel: 91-45-76, 98-56-68. Telex: Arteaga UY737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz.

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

**TAPE CUSTOM DUPLICATORS**

A P S A (American Prods. SA), Av. Italia 4230, Montevideo. Tel: 59-42-17. Dirs.: Isaac & David Wegbraut; Gen. Mgr.: Norman Arlin; Sales Mgr.: Eduardo Castro.

Audio: Cassette.

Sondor SA, Nicaragua 1478, Montevideo. Tel: 29-75-30.

Cable: SONDORADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.

Audio: Cassette.

● **supplies**

**TAPE, BLANK LOADED**

A P S A (American Prods. SA), Av. Italia 4230, Montevideo. Tel: 59-42-17. Dirs.: Isaac & David Wegbraut; Gen. Mgr.: Norman Arlin; Sales Mgr.: Eduardo Castro.

Audio: Cassette.

**ENVELOPES & MAILERS**

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

**JACKETS & SLEEVES**

Artegraf Ltda., Cuareim 1361, Montevideo. Tel: 98-60-38. (Jackets only)

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 91-45-76, 98-56-68. Telex: Arteaga UY737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz. (Jackets only)

Imprenta Cervantes (Socolovsky SA), Calle Durazno 939, Montevideo. Tel: 98-24-35, 91-72-32. Pres. & Gen. Mgr.: Jaime Socolovsky. (Jackets only)

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

Lagomarsino SA, Sarandi 429, Montevideo. Tel: 90-23-45. Pres.: Daniel Lagomarsino; Gen. Mgr.: Alberto Lagomarsino.

**LABELS**

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel: 90-51-75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

Lagomarsino SA, Sarandi 429, Montevideo. Tel: 90-23-45. Pres.: Daniel Lagomarsino; Gen. Mgr.: Alberto Lagomarsino.

● **accessories manufacturers**

Clave (IEMSA), Maldonado 1049, Montevideo. Tel: 98-58-37. Cable: CLALIM. Mng. Dir.: Leon Jurburg.

Sondor SA, Nicaragua 1478, Montevideo. Tel: 29-75-30.

Cable: SONDORADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.

Product: 45 rpm adapters.

**VENEZUELA**

Population: 12,360,000.  
Rate of exchange: \$1 (US) = 4.29 bolivars.  
Per capita income: \$2035.

Holidays: January 1, January 6 (Epiphany), Carnival, March 10 (Vargas' Day—port of La Guaira only), March 19 (St. Joseph's Day—port of Puerto Cabello only), Ash Wednesday (half day), Holy Thursday, Good Friday, Holy Saturday, April 19 (Declaration of Independence), May 1 (Labor Day), Ascension, Corpus Christi, June 24 (Battle of Carabobo—all ports closed, businesses open elsewhere), June 29 (St. Peter & Paul), July 5 (Independence Day), July 24 (Simon Bolivar's Birthday), August 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), December 24 (half day), December 25, December 31 (half day).

Records, record blanks & pre-recorded media imported from USA: 1977—\$892,969.

● **record & tape manufacturers / distributors / importers**

Allum's Maracaibo Import CA, Treceera Av., Los Palos Grandes Centro, Comercial El Parque, Caracas 106. Tel: (02) 283-8031/8913/5708. Cable: STEREO. (Importer)

Andino, see San Sebastian de Oro.

Archiv, see Polydor.

Guillermo J. Arnal, Apdo. 62185, Chacao, Caracas. (Importer)

B A S F Venezolana SA (IFPI), Apdo. 70316 & 70317, Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Pres.: Dr. R. Schempf; Gen. Mgr.: Hans Albrecht; Sales Dir.: Peter Lind; Sales Mgr.: Rafael Benedetti.

**Labels:** (Owned) BASF; (licensed) Arrowtabs (UK), CID (Brazil), Coro (Mexico), Disneyland (USA), Durium (Italy), Egrem/Produfon (Cuba), Fonit-Cetra (Italy), MCP (USA), PPX (USA), Trova (Argentina).

Int'l reps.: Argentina (Cabal, Microfon, Prodisa, Trova), Brazil (CID), Italy (Durium, Fonit-Cetra), Mexico (Coro), UK (Arrowtabs), USA (Disneyland, PPX, Project 3).

Billo, see Top Hits.

C B S/Columbia CA, Apdo. 70169, Edif. Los Hermanos, Final Av. Principal, Los Cortijos de Lourdes, Caracas. Tel: (02) 35-87-00. Cable: COLRECORD. Gen. Mgr.: Victor M. Oliver; Sales Mgr.: Richard Behrens.

**Labels:** (Owned) CBS, Epic; (licensed) Astarte (Spain), Sono-Radio (Peru).  
Int'l rep.: USA (Columbia).

C L R, see Los Ruices.

Cachilapo, see San Sebastian de Oro.

Color, see Top Hits.

Cordica (Corp. Latinoamericana del Disco CA) (IFPI), Apdo. 70232, Edificio La Discoteca, 3rd fl., Calle Milan, Urbanizacion Los Ruices Sur, Caracas 107. Tel: (02) 22-64-22. Cable: CORDIS. Comm'l Mgr.: Sussy M. de Von Schwedler; Sales Mgr.: Hector Gonzalez.

**Labels:** (Owned) Cordis; (represented) Ariola (Spain), RCA Victor (USA).

Cordis, see Cordica.

D G, see Polydor.

El Disco de Moda CA, Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: DISCOMODA. Pres. Cesar Roldan; Gen. Mgr.: Carlos Esparragoza Vega; Sales Mgr.: Quiliano Molina; Int'l Div. Mgr.: Alfredo Churion.

Int'l branch: Colombia, Discomoda de Colombia Ltda. **Labels:** (Owned) Discomoda, Orbe; (licensed foreign) ABC group (USA), BBC (UK), Discolando (USA), GRT

group (USA), Gamma (Mexico), Greedy (USA), Music Hall (Argentina), Penny Farthing (UK), Ricordi (Italy), R-Fi (Italy), TK (Argentina).

**Int'l reps.:** Argentina (EMI-Odeon), Bolivia (Discolandia Dueri), Chile (EMI-Odeon), Dominican Republic (Karen), Ecuador (Fediscos), Mexico (Gamma), Nicaragua (Sonido), Panama (Fonodiscos), Peru (IEMPSA), Spain (Marler), USA (Discolando)

Discomoda, see El Disco de Moda

La Discoteca CA, Apdo 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64-22 Cable LADICOTECA Pres. Wilhelm Ricken Mgr Carlos A Vidal C., Sales & Promo Mgr Genaro Fallu

**Labels: (Owned) Lad, Sonus, (represented) A&M** (USA), Ansonia (USA), Bambuco (Colombia), Bonnquen (USA), Cisne-Raff (Mexico), Daro (Colombia), Marvela (USA), Musart (Mexico), Orbe (Colombia), Panart (USA)

**Int'l reps.:** Colombia (Orbe), Costa Rica (Indica), Dominican Republic (La Guarachita), Ecuador (Fediscos), Mexico (Musart), Spain (EMI-Odeon), USA (TH)

Epic, see CBS

Fonodisco, Rio A. Puente Soubllette, Apdo 8316 Caracas Tel 42-73-30/34 Pres. Evelio Alvarez Cortez

**Label: (Represented) House of Falcon** (USA)

Fontana, see Polydor

Gramsa, see El Palacio de la Musica

H B, see El Palacio de la Musica

Heliodor, see Polydor

Karusell, see Polydor

Lad, see La Discoteca

Latino, see Suramericana

Latinoamericana del Disco CA (Corp.), see Cordica

M G M, see Polydor

Mercury, see Polydor

Orbe, see El Disco de Moda

El Palacio de la Musica SA (IFPI), Apdo 3637, Guayabal a Venado 4-1, Caracas 101 Tel (02) 45-10-46 45-48-48, 45-19-39 Cable PAMUSICA Pres. Ernesto Aue, Gen Mgr Miguel Angel Pina, Sales Mgr Herbert Venjakob

**Labels: (Owned) Gramsa, HB, Palacio, Solex, (licensed) Alegre** (USA), Alhambra (Spain), Buddah (USA), Copacabana (Brazil), Cotique (USA), Decca (UK), Fania (USA), Inca (USA), International (USA), London (USA), Mardi Gras (USA), Motown (USA), Peerless (Mexico), Seeco (USA), Tico (USA), United Artists (USA), Vaya (USA)

**Int'l reps.:** Central America (Indica), Colombia (Fuentes), Mexico (Peerless), USA (West Side), rest of world (Polydor)

Philips, see Polydor

Polydor SA, Apdo 5458, Edificio Avo, 2nd fl., Calle Milan, California Sur, Caracas Tel (02) 22-49-45/37-09/68-98 Gen Mgr Harry Alex, A&R Polydor & all licensed labels Helga Moslener; A&R Phonogram, Paul Ehrlich, Nat'l A&R & Latin Prod. Jose Bello

**Labels: (Owned) Archiv, DG, Fontana, Heliodor, Karussell, MGM, Mercury, Philips, Polydor, Tip, Vertigo, Verve, (licensed) Bronze** (UK), Capricorn (USA), Chrysalis (UK), De-Lite (USA), GTO (UK), H&L (USA), Island (UK), MCA (USA), RSO (UK), Ring-O (UK), Shelter (USA), Track (UK), 20th Century (USA), Virgin (UK)

Los Ruices SA (Corp.), Apdo. 70251, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64-22 Cable ODEONSA Pres. Wilhelm Ricken, Mgr Carlos A Vidal C., Sales & Promo Mgr Armando Calderon

**Labels: (Owned) CLR, (licensed) Arista** (USA), Capitol (USA), Codiscos (Colombia), Dicap (Luxembourg), EMI (worldwide), EMI-America (USA), Harvest (UK), MAM (UK), Magnet (UK), Pausa (USA), Private Stock (USA), Purple (UK), Rocket (UK)

**Int'l reps.:** Colombia (Orbe), Costa Rica (Indica), Dominican Republic (La Guarachita), Ecuador (Fediscos), Mexico (Musart), Spain (EMI-Odeon), USA (TH)

San Sebastian de Oro (Fundacion), Calle 5 & Av. Oriental, Urbanizacion Merida-Qta Zunimar, San Cristobal Tel (076) 2-74-55, 3-60-05 (Distributor/Importer)

**Labels: (Distributed—not licensed) Andino, Cachilapo, (represented) Ambuco** (Colombia), Sonolux (Colombia)

Solex, see El Palacio de la Musica

Sonus, see La Discoteca

Suramericana del Disco Srl, Esq. Puente Restaurador, Mezzanina, Caracas Tel (02) 441-4444/4233

**Labels: (Owned) Latino, Venus, Yare, (licensed) Auditorama** (USA), Alshire (USA), Aris (Italy) Barclay (France), Belter (Spain), Costeno (Colombia), Famoso (Ecuador), Santana (Colombia), Victoria (Colombia), Zeida (Colombia)

**Int'l reps.:** Colombia (Codiscos, Victoria), Ecuador (Famoso), Mexico (Melody), Panama (Dideca), Spain (Belter), USA (Audiorama)

Tip, see Polydor

Top Hits CA (Discos), Apdo 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64-22 Cable LADICOTECA Pres. Wilhelm Ricken, Mgr Carlos A Vidal C., Comm'l Mgr Oscar Serfaty, A&R Mgr Victor Mendoza

**Labels: (Owned) Billo, Color, Top Hits**

**Int'l reps.:** Central America (Indica), Argentina (CBS), Chile (EMI-Odeon), Colombia (Orbe), Dominican Republic (La Guarachita), Ecuador (Fediscos), Mexico (Musart), Peru (Iemspa), Spain (EMI-Odeon), USA (TH)

Velvet de Venezuela SA, Apdo. 19134, Edificio Andrea Doria, Of. 1, Rio a Puente Soubllette, Caracas 101 Tel (02) 41-40-62, 42-20-19 Cable VELVESA Pres. Jose Page Barrios, Admin Mgr Antonio Vallenilla Prod'n Mgr Luis Rivero Bruzual, Sales Mgr Luis F. Mendoza, Int'l Affairs Mgr Carlos Raybans

**Int'l branch: USA**

**Labels: (Licensed) Ariola** America (USA), Butterfly (USA), CTI (USA), Carosello (Italy), Casablanca (USA), Coco (USA), Gas (Mexico), Gema (USA), Gull (UK), H&L (USA), Intopesa (Peru), Microfon (Argentina), Versatile (USA), (distributed—not licensed) Alfa (Canada), Can't

Stop Prod'ns (USA), Oasis (Germany), Roadshow (USA).

**Int'l rep.:** USA (Velvet)

Venus, see Suramericana

Vertigo, see Polydor

Verve, see Polydor

Yare, see Suramericana

● **music publishers**

Mundo Musical, Apdo 70169, Caracas Tel (02) 35-37-00 Cable COLRECORD

**Int'l firm represented:** Mundo Musical (Mexico)

Orbe Eds. Musicales, 4 Calle Urbanizacion Ind'l Carapa, No 40, Caracas 101 Tel (02) 49-74-91 Cable ORBEMUSA Pres. Cesar Roldan, Gen Mgr Carlos Esparragoza Vega, Musical Section Ligia de Garcia

**Int'l firms represented:** Discomoda (Colombia), Prodema (Peru), SADRAM (Ecuador)

**Int'l reps.:** Colombia (Discomoda), Ecuador (SADRAM), Mexico (EMLASA), Peru (Prodema), USA (Morro)

San Sebastian de Oro (Fundacion), Calle 5 & Av. Oriental, Urbanizacion Merida-Qta Zunimar, San Cristobal, Tel (076) 2-74-55

Suramericana Musica (Ed.), Puente Restaurador, Mezzanina, Caracas Tel (02) 45-10-24, 45-20-53 Cable SURADISCO

Universal Music Publ'rs CA (Unimusic), Apdo. 70419, Av. Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64-22, Cable UNIMUSICA Pres. Bernhard Brecht, Comm'l Mgr. Ciro Vega Aguilera

● **services**

**DESIGN & ARTWORK**

San Sebastian de Oro (Fundacion), Calle 5 & Av. Oriental, Urbanizacion Merida-Qta Zunimar, San Cristobal, Tel (076) 2-74-55, 3-60-05

**LICENSING ORGANIZATION, MUSIC**

S A C V E N (Sociedad de Autores & Compositores de Venezuela), Edif. VAM, 9th fl., Torre Oeste, Av. Andres Bello, Caracas, Tel. (02) 574-0455/0477/0949. (Mechanical & performing rights)

**PLATING, PROCESSING & PRESSING PLANTS**

Audio Matrices de Venezuela CA, Rio a Puente Soubllette, Edif. Andrea Doria, Of. 3, Caracas Tel. (02) 41-01-23, Chief Exec. Jose Page Barrios, Gen Mgr Humberto Torrealba. (Disk mastering only)

Crodisca (Productora Criolla de Discos CA), Apdo 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64-22 Pres. Wilhelm Ricken

Dark CA (Fabrica de Discos), Avda. Interoomunal de Antimano 60, La Yaguara, Caracas 101 Tel (02) 49-49-09 Pres. Jose Page Barrios, Gen Mgr Julio Gonzalez (Pressing only)

Favedica (Fabrica Venezolana de Discos CA), Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 101 Tel (02) 49-74-91, Pres. Cesar Roldan, Gen Mgr: Carlos Esparragoza Vega, Opns Dir Gonzalo Londono, Sales Mgr Quiliano Molina

Gramsa (Grabaciones de America SA), Piedras A Pte Restaurador 128, Caracas 101 Tel (02) 41-54-23 Cable PAMUSICA Pres. Gladys de Aponte

**PRINTERS & LITHOGRAPHERS**

Crodisca (Productora Criolla de Discos CA), Apdo 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64-22 Pres. Wilhelm Ricken

Favedica (Fabrica Venezolana de Discos CA), Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 101 Tel (02) 49-74-91 Pres. Cesar Roldan; Gen Mgr: Carlos Esparragoza Vega, Opns Dir Gonzalo Londono; Sales Mgr Quiliano Molina

**RECORD PROMOTION**

San Sebastian de Oro (Fundacion), Calle 5 & Av. Oriental, Urbanizacion Merida-Qta Zunimar, San Cristobal Tel (076) 2-74-55, 3-60-05.

**TAPE CUSTOM DUPLICATORS**

Favedica (Fabrica Venezolana de Discos CA), Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 101 Tel (02) 49-74-91 Pres. Cesar Roldan; Gen Mgr Carlos Esparragoza Vega; Opns. Dir.: Gonzalo Londono; Sales Mgr. Quiliano Molina

**Audio: Cassette**

Lider Multicassette CA, Rio a Puente Soubllette, Edif. Andrea Doria, Of. 2, Caracas Tel (02) 42-26-27 Chief Exec Jose Page Barrios, Gen. Mgr Lijia Diaz

**Audio: 8-tr., cassette**

Polydor SA, Edificio Avo, 2nd fl., Calle Milan, California Sur, Caracas Tel (02) 22-49-45/37-09/68-98 Gen. Mgr Harry Alex

Sonus Electronics CA, Apdo. 70380, Edificio La Discoteca, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64-22

**Audio: 8-tr., cassette, open reel**

● **supplies**

**CARTRIDGE & CASSETTE PARTS**

**EMPTY CARTRIDGES, CASSETTES & REELS**

B A S F Venezuela SA, Apdo 70316 & 70317, Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107 Tel (02) 22-72-22 Pres. Dr R Schempf, Gen Mgr Hans Albrecht, Sales Dir Peter Lind, Sales Mgr Rafael Benedetti

**Audio: Cassette**

**TAPE, BLANK LOADED**

B A S F Venezuela SA, Apdo 70316 & 70317, Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107 Tel (02) 22-72-22 Pres. Dr R Schempf, Gen Mgr Hans Albrecht, Sales Dir Peter Lind, Sales Mgr Rafael Benedetti

**Audio: Cassette**

Favedica (Fabrica Venezolana de Discos CA), Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 101 Tel (02) 49-74-91 Pres. Cesar Roldan, Gen Mgr Carlos Esparragoza Vega, Opns Dir Gonzalo Londono Vega; Sales Mgr. Quiliano Molina

**Audio: Cassette**

**VIRGIN ISLANDS (U.S.)**

**Population:** 100,000

● **record & tape manufacturers / distributors / importers**

Conrad (of St. Thomas) Ltd., PO Box 3187, Kronprindsens Gade Sta., St. Thomas 00801 Tel (809) 774-2433 (Distributor)

**Branch: USA**

Musik Butik, PO Box 129, Christiansted, Sion Farm Commercial Center, St. Croix 00820 Tel (809) 773-0757 (Importer)

Westindy Music Co Inc, PO Box 2896, 86 Main St. St. Thomas 00801, NYC Tel (212) 774-4488

**Labels: (Owned) Westindy, (licensed) Atlantic** (USA), Dynamic (Jamaica), Record Specialists (Trinidad), WIRL (Barbados)

● **music publisher**

Westindy Music Co Inc (ASCAP), PO Box 2896, 86 Main St., St. Thomas 00801 NYC Tel (212) 774-4488

**YUGOSLAVIA**

**Population:** 21,560,000

**Rate of exchange:** \$1 (US) = 18.83 new dinars

**Per capita income:** \$1,350

**Holidays:** January 1, 2, May 1, 2, July 4, November 29, 30

**RECORDS:**

**Stereo sales:** 90% of total.

**Discounting:** Rare

**Type of distribution:** Manufacturer-to-retailer through warehouse chainstores are significant sales points

**Type of promotion:** Radio programs, TV programs and commercials, newspaper and magazine advertising and National song festivals are the main sources of promotion

**TAPE:**

**Market:** Cassettes are the major tape configuration. Blank open reel is purchased by the serious music lover

**RADIO STATIONS:**

No. of government: 19, both AM & FM. There are about 200 smaller local independent stations.

**TELEVISION STATIONS:**

No. of channels: 2, 50% in color

**Comment:** There is a national TV network and, in most areas, a second channel with local programs

**IMPORT / EXPORT REGULATIONS:**

Balance-of-payment has temporarily forced a stiff import licensing policy on all trade organizations

● **record & tape manufacturers / distributors / importers**

Alta Muzickar Produkcija, Ave. Borisa Kidrica 2, Zagreb Tel (041) 522-611/456 Dir. Drago Diklic, Sales Mgr. Zeljko Duric

Beograd Disk, Ljubica 15, Belgrade Tel 440-786

Diskoton Produkcija Gramofonskih Ploca & Kazeta, Hasana Brkica 58a, 71000 Sarajevo Tel (071) 33-613, 33-583 Dir. Milosevic Vajo, Gen Mgr. Celjo Suljo, Sales Mgr. Haveric Asim, Musical Mgr. Vujovic Slobodan

**Label: (Owned) Diskoton**

**Int'l reps.:** UK (EMI), USA (Motown)

Heidon Tovarna Gramofonskih Plosc, Vodnikova 42, 61000 Ljubljana Tel (061) 55-179 Gen Mgr. Dusan Droic, Sales Mgr. Joze Kosar, Prod'r Vilko Ovsenik (Distributed by Suzy)

**Labels: (Owned) Heidon, (represented) Decca, Telefunken** (West Germany)

Jugoslovenska Kniga, Obilicev Venac 24, Belgrade Tel 623-799 (Importer/Exporter)

Jugoton, Niska bb, 41040 Zagreb Tel (041) 251-155, 644-729/341/522 Telex 21857 Gen Mgr. Slavko Kopun, Int'l Mgr. Stanko Mrgic, Repertoire Dept Head. Dubravko Majnaric, Label Mgr. Veljko Despot.

A&R Vojno Kundic, Classical Div. Vida Ramuscak, Folk Repertoire. Mirko Gavrilovic, Childrens Editor Ljerka Markovic.

**Labels: (Owned)** Jugoton (licensed) ABC (USA), Arista (USA), Bronze (UK), Capitol (USA), Casablanca (USA), Chrysalis (UK), DJM (UK), Decca (UK), Deutsche (East Germany), EMI (UK), Elite Special (Switzerland), Fantasy (USA), Island (UK), Magnet (UK), Milestone (USA), Prestige (USA), Purple (UK), RAK (UK), RCA (USA), Rocket (UK), Supraphon (Czechoslovakia), Vogue (France), (distributed—not licensed) MCA (USA).

**Int'l reps.:** Czechoslovakia (Supraphon), East Germany (Deutsche), Prosavta, PO Box 555, Terazije 16, 11001 Belgrade Tel 20-566 Telex 11609 Dir. Slavko Kalaba (Importer/Exporter)

R T B, see Record Prod'n.  
R T V Ljubljana Recs & Tapes, Tavcarjeva 17, 61000 Ljubljana Tel (061) 311-922 Telex 31118 Gen. Mgr. Jure Robeznik, Int'l Div. Head. Dusan Velkaverh.

**Labels: (Owned)** R T V Ljubljana, (licensed) BBC (UK), Blue Note (USA), United Artists (USA).  
**Int'l reps.:** Italy (Ricordi), UK (Chrysalis).

**Record Prod'n of Radio-Television Belgrade (IFPI), Makedonska St. 21, 11000 Belgrade Tel 320-277. Cable RTB RECORDS Telex 12030. Gen. Mgr. Stanko Terzic, Comm'l & Mktg. Mgr. Milan Cirkovic. Int'l Relations Miroslava Glisic.**

**Labels: (Owned)** RTB, (licensed) ABC (USA), A&M Int'l (UK, USA), Anola Int'l (Austria, France, Germany, Spain), BASF (West Germany), Bellaphon (West Germany), CNR (Netherlands), Carosello (Italy), Hispavox (Spain), Jupiter (USA), Philips Int'l (Netherlands), Polar (Sweden), Polydor Int'l (West Germany), 20th Century (USA), Virgin (UK).  
**Int'l reps.:** Netherlands (Phonogram), Spain (Aniola), USA (Everest).

**Studio B, Produkcija Gramofonskih Ploca, (Radiodifuzna Org.), PO Box 10, Masarikova 5, 11000 Belgrade Tel (011) 684-798 Dir. Dragan Markovic, Gen. Mgr. Dragan Vidak, Sales Mgr. Zorica Mladenovic, Musical Editor Slobodan Konjovic.**

**Labels: (Owned)** Studio B, (licensed) EMI (UK), Pye (UK).  
**Sumadija—Produkcija Ploca, Batocian kod Kragujevca Tel (034) 81-187.**

**Suzy Recs (div. of Zalozba Obzorja Maribor), PO Box 729, Gruska 10, 41000 Zagreb Tel: (041) 519-955 Cable PGP SUZYZGB.**

**Labels: (Owned)** Suzy, (distributed) Helidon, (licensed) CBS Rolling Stones, WEA Int'l (both USA).  
**Int'l reps.:** USA (CBS, Rolling Stones, WEA Int'l).  
**Int'l firm represented:** CBS (USA).

**Vuk Karadzic, Kraljevica Marka 9, Belgrade. Labels: (Represented)** Disneyland (USA), Vista (USA)

● music publishers

**Alta Music, Ave. Borisa Kidrica 2, 41000 Zagreb Tel (041) 522-611/456 Dir. Drago Diklic.**

**Favorite Music, PO Box 729, Gruska 10, 41000 Zagreb Tel (041) 519-955 Cable PGP SUZYZGB.**

**Interfest, see Favorite.**

**Jugoton Eds. Musicales—JEM, Niska bb, 41040 Zagreb. Tel. (041) 251-155, 644-729/341/522 Telex 21857 Gen. Mgr. Sinisa Skarica.**

**Kinzel Music (Eds. Musicales), Vinogradska 3, 41000 Zagreb Tel. (041) 573-462 Pres. & Gen. Mgr. Mario Kinzel.**

**Int'l firms represented:** Accord (West Germany), Bruzia (Australia), Curci (Italy), Devega (Italy), Mascotte (Italy), Musica & Dischi (Italy), Sonoton (West Germany), Union (Sweden), Weltmusik (Austria).  
**Int'l rep.:** Italy (Musica & Dischi), West Germany (Accord).

**Metronome (SOKOJ), Ruzveltova 19, Belgrade Tel 28-010.**

**R T V Ljubljana, Tavcarjeva 17, 61000 Ljubljana Tel (061) 311-922 Telex 31118 Gen. Mgr. Jure Robeznik.**

**Dragan Schmilzanic, PO Box 543, Marticeva 21-11, 41000 Zagreb.**

**Int'l firm represented:** April Blackwood (USA).

**Zabavne Melodije, Berislavceva 9, 41000 Zagreb Tel (041) 442-084.**

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

**Association of Croatian Composers, Berislavceva 9, 41000 Zagreb Tel (041) 440-025.**

**Association of Jazz & Light Music Musicians, Dusanova St. 96, Belgrade Tel. 333-627.**

**F I D O F (Federation Int'le des Organisateur des Festivals), PO Box 370, 58000 Split, Tel. (058) 514-014. Pres. Les Reed, Sec'y Gen. Armando Moreno.**

**Jugoslovenska Radiotelevizija (Radio & TV), Borisa Kidrica 70/1, Belgrade Tel 433-647, 433-693 Cable JURATE Telex (063) 11469.**

**National Committee of the Int'l Music Council, Misarska 12-14, Belgrade, Tel (011) 334-771.**

**National Section of the Int'l Society for Contemporary Music, Remetnacka 75, Zagreb.**

**Union of Yugoslav Composers, Misarska 12-14, 11000 Belgrade Tel (011) 334-771, Cable SOKOJ Exec. Bd. Pres. Slavko Zlatic, Pres. Vitimir Trifunovic.**

**Union of Yugoslav Performing Artists, Terazije 26, Belgrade Tel (011) 322-732.**

LICENSING ORGANIZATIONS, MUSIC

**S O K O J (Savez Organizacija Kompozitora Jugoslavije), Misarska 12-14, 11000 Belgrade Tel (011) 334-771 Exec. Bd. Pres. Slavko Zlatic, Pres. Vitimir Trifunovic (Mechanical & performing rights).**

**Zavod za zastitu autorskih malih prava (Performing & Mechanical Rights Society), Misarska 12, Belgrade.**

PLATING, PROCESSING & PRESSING PLANTS

**Helidon Tovarna Gramofonskih Ploca, Vodnikova 42, 61000 Ljubljana Tel (061) 55-179 Gen. Mgr. Dusan Dolic, Sales Mgr. Jozse Kosar, Prod'r. Vilko Ovsnenik (Pressing plant only).**

**Jugoton Recs., Niska bb, 41040 Zagreb Tel (041) 251-155, 644-729/341/522 Telex 21857 Gen. Mgr. Slavko Kopun.**

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.*

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**Audio: Cassette**

**R T V Ljubljana Recs. & Tapes, Tavcarjeva 17, 61000 Ljubljana Tel (061) 311-922, Telex 31118 Gen. Mgr. Jure Robeznik, Int'l Div. Head. Dusan Velkaverh (PKG).**  
**Audio: 8-tr., cassette**

● supplies

TAPE, RAW & BLANK LOADED

**Progres Direkcija BASF, PO Box 527, Knez Mihajlova 27, YU-11000, Belgrade Tel. 624-222 Cable JUGOPROGRES Telex 11109, 11325.**  
**Brand name: BASF.**

● accessories manufacturer

**Jugoton Recs., Niska bb, 41040 Zagreb Tel (041) 251-155, 644-729/341/522 Telex 21857 Gen. Mgr. Slavko Kopun.**  
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Continued from page 89

Dootsie Williams Publ'ns (BMI) (formerly Dooto Inc.), 800 W. First St., Los Angeles, Calif. 90012. Tel: (213) 628-7768 Pres. & Prof. Mgr.: Dootsie Williams; Gen. Mgr.: Jo Williams

Jerry Williams Music (BMI), see Mietus.

Williamson Music Inc. (ASCAP), see Chappell.

Yvonne Williams Music (ASCAP), see Mietus.

Willis Music Co. (SESAC), 7380 Industrial Rd., Florence, Ky. 41042. Tel: (606) 283-2050. Pres. Edward R. Crangle; Controller Fred N. Dittrich.

Willong Music (BMI), see Pickwick.

Willow Way Music (BMI), see United Artists.

Willmit Music Prod'ns (BMI), Box 67, Rt. 7, Ridge Rd., Columbus, Miss. 39701

Wiljoarston Music (ASCAP), see Brother.

WilSung Music Publ'ns (BMI), Box 100-N, RFD 3, Stuart, Va. 24171 Tel: (703) 694-6128. Pres. & Gen. Mgr.: John F. Williams; Prof. Mgr. Frank W. Singleton.

Wilson/Kolber Music (ASCAP), see Kolber Publ'g

Marty Wilson Co. (BMI), see Chappell.

Ron Wilson Music Prod'ns (BMI), PO Box 285, Beverly Hills, Calif. 90213. Tel: (213) 295-3790. Pres.: Ron Wilson.

Wil-Too Music, 2405 Pennington Bend Rd., Nashville, Tenn. 37214 Tel: (615) 883-2457. Pres.: Tom Wilkerson.

Wimot Music (BMI), see Copyright Serv. Bureau.

Wind Breeze Music Ltd. (ASCAP), see Sidney A. Seidenberg.

Windchimes Music Inc. (BMI), 1201 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 320-7927. Pres.: Johnny Slate; Gen. Mgr.: Larry Henley. (Administered by House Of Gold).

Windecor Music (BMI), see Bruce Cohn.

Window Music Publ'g Co. Inc. (BMI), 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-3211. Pres.: Pete Drake.

Winds & Dragons Publ'g Co. (BMI), see R.A. Hodge.

Windsor Music Co. (BMI), see Newport.

Windstar Music (ASCAP), see Cherry Lane.

Windy City Music Co., see T.B. Harms—Harry Von Tilzer

Winfield Music Inc. (ASCAP), see Life Music.

Mike Wing Music Publ'g (BMI), PO Box 171, Bellevue, Wash. 98009 Tel: (206) 454-2167 Owner: Mike Wing.

R. P. Winkelman Songs (ASCAP), see Bruce Cohn

Winmor Music Inc. (BMI), see Edwin H. Morris.

Winner Circle Music (BMI)—Pres.: Porter Jordan—see Caseyem.

Winner Music (BMI), c/o International Rec'g Co., 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Leonard March.

Winsor Music (BMI), see Bug.

Winter Blues Music Inc. (BMI), see Organic Mgmt.

Winteroak (ASCAP), 205½ N. Cortez, Suite D, Prescott, Ariz. 86301. Tel: (602) 778-1887. Pres. Hogan Smith; Exec. Dir. Christopher Morgan.

Winthrop Rogers (ASCAP), see Boosey & Hawkes.

Wishbone Music (ASCAP), see Skyhill.

Within Reach Music (ASCAP), see Martin Cohen.

M. Witmark & Sons (ASCAP), see Warner Bros.

Wits End Music (BMI), see Bug.

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Wolfhound Music (ASCAP), 1706 W. Surrey, Phoenix, Ariz. 85029 Tel: (602) 942-3720. Pres. Brent Burns.

Wonderland Music Co. Inc. (BMI), see Walt Disney.

Woodcrest Music Inc. (BMI), see Kalmann.

Curtis Wood Music (ASCAP), 1108 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 255-8076

Wooden Bear Music (ASCAP)—Admin. Asst. Randy Bash—see Big Heart.

Wooden Nickel Music Inc. (ASCAP), 9465 Wilshire Blvd., Suite 820, Beverly Hills, Calif. 90212. Tel: (213) 278-8535. Pres. James Golden, VP: Bill Trout.

Woodglen Publ'ns (BMI), PO Box 35855, Houston, Tex. 77035. Tel: (713) 437-4091. Owner & Gen. Mgr. Dan Mechura Sr.

Woody Publ'ns Co. Inc. (BMI), 1815½ Wickham Ave., Newport News, Va. 23607. Tel: (804) 380-1617. Pres. Clarence Williams.

Woodmont Music (BMI), see Valgroup

Woodrich Publ'g Co. (BMI), Box 38, Lexington, Ala. 35648. Tel: (205) 247-3983. Pres., Gen. & Prof. Mgr.: W.P. Richardson.

Wood Shed Music (BMI), see Faron Young Music.

Woodside Publ'g Co. (BMI), see Earl Miles.

Woodsong's Music (BMI), 19025 Grand River, Detroit, Mich. 48223. Tel: (313) 838-8100. Pres.: Woodrow Wilson.

Woolfsongs Ltd. (BMI), see 20th Century & Rondor (certain copyrights).

Woolnough Music (BMI), see Rondor.

Woomera see Jasper.

Wopper Music (BMI), see Royalty Control Corp.

Word Inc. (ASCAP), 4800 W. Waco Dr., Waco, Tex. 76710. Tel: (817) 772-7650. Pres.: Jarrell F. McCracken; Exec. VP Bruce Howe; VP's Ashley Huey, Kurt Kaiser; Prod'n Supervisor Pat Dunn.

The Word of God Music (div. of Charismatic Renewal Servs. Inc.), PO Box 87, Ann Arbor, Mich. 48107. Tel: (313) 761-8505 Pres.: George Martin; Dir. James J. Cavnar, Mng Ed. Mark P. Mathias.

Words & Music Inc. (ASCAP), 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 246-9675.

Working Mans Music (BMI), 155 Walton-Nicholson Pike, Walton, Ky. 41094. Tel: (606) 356-3928, 371-8169 Pres., Gen. & Prof. Mgr. George W. Napier.

World Arist Music (BMI), 10100 Santa Monica Blvd., Los Angeles, Calif. 90067. Tel: (213) 466-4393. Pres. Colin Slater.

Int'l branches: England, France, Germany, Japan, Monaco.

World Library Publ'ns Inc. (SESAC), 2145 Central Pkwy., Cincinnati, Ohio 45214. Tel: (513) 421-1090.

World Music Inc. (ASCAP), 18 E. 48 St., New York, N.Y. 10017. Tel: (212) 688-6230. Pres.: Sammy Kaye, Prof. Mgr.: Marie Garbanne.

World Song Publ'g Inc. (ASCAP), see Interworld

World War III Music (BMI), see Mighty Three.

World Wide Music Inc., 1300 Division St., Nashville Tenn. 37203. Tel: (615) 256-7543. Pres. & Gen. Mgr. Clyde Brown.

Worldwide Music Publ'rs & Dists., 1966 Broadway, New York, N.Y. 10023. Tel: (212) 724-4212. Pres. Eric Fletcher.

Int'l firm represented: Musica Rara (UK).

Worldwide Music Servs. Inc. (ASCAP), see TRO.

Worthless Music (ASCAP), see Chappell.

Worthy Music Co., 1909 Ave. K, Brooklyn, N.Y. 11230 Tel: (212) 377-4321. Owner Gil Snapper.

Wounded Duck Music (ASCAP), see Bug Music.

Wren Music Co. Inc. (BMI), see Edwin H. Morris

Wright Prod'ns & Promos., 4125 Hollister, Houston, Tex. 77080. Tel: (713) 462-6530. Pres.: Loddie Wnght.

Wnteahit Music (ASCAP), see Needahit.

Wnters Music Publ'g Co. (BMI), see April/Blackwood.

Wytter Music Ltd. (PRS), see Copyright Serv. Bureau.

Wynne Music Corp. (ASCAP), see Copyright Serv. Bureau.

Wynwood Music (BMI), see Dawn Prod'ns.

## X

X-Ray Music (BMI), c/o Raymond L. Kennedy, 2711 Bowman Dr., Beverly Hills, Calif. 90210. Tel: (213) 275-3269.

Xenia Music Co. (BMI), 1906 South St., Apt. 304, Nashville, Tenn. 37212. Tel: (615) 320-1773. Pres. Russell Ginther.

## Y

Yahnita Music (BMI), see Capaquarius.

Yahweh Tunes Inc. (BMI), see Copyright Serv. Bureau

Yankee Dog Music (ASCAP), see Copyright Serv. Bureau

Yankee Hillbilly Music (BMI), see Bug.

Yankee Ingenuity (BMI), see Copyright Serv. Bureau.

Yankee Rose Music (ASCAP), see Martin Cohen.

Yarvar Music Co. (ASCAP), see Four Grand.

Yatahey Music (BMI), PO Box 31819, Dallas, Tex. 75231 Tel: (214) 690-8875 Owner & Prof Mgr Pat McKool

Yatta Songs (BMI), see Ivan Mogull.

Ybarra Music (ASCAP), PO Box 665, Lemon Grove, Calif. 92045. Tel: (714) 462-6538. Owner Richard Braun.

Yeah Inc. (ASCAP), see Rondor.

Year Round Music Co. (BMI), see 20th Century.

Yellow Bee Music (BMI) (div. of Yellow Bee Prod'ns Inc.), 245 Waverly Pl., New York, N.Y. 10014. Tel: (212) 255-3698. Pres.: Nick Perls

Yellow Brick Road Music (ASCAP), see Kidada

Yellow Dog Music Inc. (ASCAP), see Hudson Bay

Yellowtail Music (BMI), see Copyright Serv. Bureau

Ye Local Pub (ASCAP), see Latimus

Ying Yang Music (BMI), see Coco

Yo-Ho Publ'g Co. Inc. (BMI), see Mietus

Yolk Music Inc. (ASCAP), see Interworld.

## Z

Z Y Z X Music Publ'g Co. Inc. (BMI), see Rondor.

Zacko Music Ltd. (BMI)—Pres. Elliot L. Hoffman—see Bel-dock Levine & Hoffman.

Zag (BMI), see Katch Nazar.

Zakiya Music (BMI)—Gen. Mgr.: Ken Baker—see Bakim.

Zan Music Ltd. (BMI), see Copyright Serv. Bureau.

Zany Music (BMI), see Chromakey.

Zapata Music (ASCAP), see Warner Bros.

Frank Zappa Music Inc. (BMI)—Pres. Bennett Giotter—see Open End.

Zap Publ'g Co. (BMI), see Mount Rainier.

Rex Zario Music (BMI), 3010 N. Front St., Philadelphia, Pa. 19133 Tel: (215) 739-7501. Pres. & Gen. Mgr. Rex Zario.

Int'l reps: Australasia (Festival), Benelux (Charles Bens), Germany (Charles Bens), UK (Campbell Connelly, Chappell).

Zarit Music Publ'g Co. (BMI), 2703 W. Juenau St., Tampa, Fla. 33614 Tel: (813) 933-1614.

Zawinul Music (BMI), see Gopam.

Zeller Music Inc., see T.B. Harms—Harry Von Tilzer

Zerlad Music Ents. Ltd. (BMI), see TRO.

Zethus Music (ASCAP), see Chappell.

Zeus Music Co. Inc. (ASCAP), see Adventure.

Zia Music Press (ASCAP), see Carl Fischer.

Zizane Music Inc., see T.B. Harms—Bibo

Z-Musique Ltd., see Sight & Sound.

Znarg Music (BMI), see Chappell.

Zomba Corp. (ASCAP), see Chappell.

Zonal Music (BMI), see ATV Music.

Zora Delta (BMI), 1536 Terpsichore St., New Orleans, La. 70130 Tel: (504) 529-3062. Owner Parker Dinkins; Adv. Dir.: Sharon Dinkins.

Zuckschank Music Inc. (BMI), see Rondor.

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## WHOLESALE

Continued from page 139

tic Chelsea House, Droll Yankee Flying Fish, Folk Legacy, Fretless, Front Hall, Gael-Linn, Green Mountain, Innisfree/Green Linnet, Joanna Cazden, June Appal, KBA, Kaleidoscope, Kicking Mule, Leader, Lemco, Lima Bean Living Folk, Minstrel, Mountain Railroad Mulligan, Olivia Owl, Philo Physical, Pleiades, Rebel Redwood, Shanachie, Submaureen, Swallowtail, Topic, Wise Man, Woody Simmons  
**Labels imported:** BBC (folk prod only), Columbia (Canada), MCA (Canada)

### • WHITE RIVER JUNCTION (Area Code 802)

Electronic Supply Inc., Prospect St Zip 05001 Tel 295-3183 (Rec. D, Tape D & RJ)  
**Rec. labels & tape lines:** All major lines  
**Accessories:** Capitol GRT, Irish, Le-Bo, Recoton

## VIRGINIA

### • ARLINGTON (Area Code 703)

Giant Music Whslrs Inc. 2615 Columbia Pike Zip 22204 Tel 920-5420 Mgr Jeff Williams (Rec. & Tape OS)  
**Home office:** Falls Church, Va

### • FAIRFAX (Area Code 703)

Giant Music Whslrs Inc., 9416 Main St Zip 22030 Tel 591-4528 Mgr Bob Ballard (Rec. & Tape OS)  
**Home office:** Falls Church, Va

### • FALLS CHURCH (Area Code 703)

Giant Music Whslrs Inc., 133 S Washington St Zip 22046 Tel 532-8116 Owner Jack Shaver Mgr & Buyer Mike Head (Rec. & Tape OS)  
**Branches:** Arlington, Fairfax, Va

### • FLOYD (Area Code 703)

Record Depot Dists., PO Box 191 Zip 24091 Tel 745-2001 Owner David Freeman Mgr Chet Rhodes Buyers Albums, Barry Poss Tape, David Freeman (Rec. & Tape D)  
**Rec. labels:** Adelphi, American Heritage, Atterram, Briar/Sierra CMH, County, Flying Fish, Front Hall, Grassound June Appal, Kicking Mule, Mountain, Mountain Railroad Old Dominion Old Homestead, Outlet, Philo, Puritan Rebel, Revonah, Ridge Runner, Rounder, Solid Smoke, Starday/King, Sugar Hill, Takoma, Troubadour, Vetco  
**Tape lines:** CMH, County Grassound, Old Homestead, Outlet, Rebel, Rounder Starday/King, Sugar Hill

### • McLEAN (Area Code 703)

Telemark Dance Recs., PO Box 55, Zip 22101 Tel 356-9113 Owners & Mgrs Dick & Sheila Mason (Rec. & Tape D, I & E)  
**Rec. labels:** Dance Along, Hoctor, Al Pierson, Roper, Telemark  
**Rec. labels imported:** Abeille, Eric Winstone, Franco-Elite, Gold Star (UK), IDR, IDTA, Joys, Manibelle, Phil-

ips, Polydor, Rediffusion (UK), Rencontre, Silver Dollar, Starlite, Sydney Thompson, Telemark (UK)  
**Star line:** Roper  
**Tape lines imported:** Philips (West Germany), Sydney Thompson (UK)

### • NORFOLK (Area Code 804)

Contact Norfolk Inc., 1011 W 25 St Zip 23517 Tel 625-7801  
**Accessories:** Le-Bo  
Scott Dist'g Corp., 3418 Azalea Garden Rd Zip 23513 Tel 855-0188 Mgr Robert Kruglick (Rec. & Tape D—military sales, promotional recs & tapes for civilian dist'n) (SEE ADVERTISEMENT)  
**Home office:** Island Park, N.Y.  
**Accessories:** Blank tape  
Tidewater One Stop, 1910 Granby St Zip 23517 Tel 622-8663 Mgr Floyd Dobson (Rec. & Tape OS)  
**Home office:** Washington, D.C. Schwartz Bros Inc (Rec. & Tape D) (SEE ADVERTISEMENT)

### • RICHMOND (Area Code 804)

Dean's One Stop Ltd., PO Box 26205 Zip 23260 Tel 321-7515 Pres. Dean Hogue, VP Robert Marshall, Mgr Richard Brooks, Buyers Dean Hogue, Robert Marshall, Richard Brooks (Rec. & Tape OS & RJ)  
Mollen's Inc., 2003 Westmoreland Ave. Zip 23230 Tel 353-4477 (Tape D)  
**Tape lines:** Capitol, Liberty, Peters Int'l, Scepter, United Artists  
**Playback equip.:** ARA, JIL, Lear Jet, Motorola, Pioneer

### • ROANOKE (Area Code 703)

Turner Candy Co., 516 Rorer Ave SW Zip 24008 Tel 342-0500 Owner, Mgr. & Buyer A L Turner Jr (Rec. & Tape RJ)

### • ROCKY MOUNT (Area Code 703)

Outlet Rec Dists., Box 594, 118 Main St, Zip 24151 Tel 483-0689 Owner Rod Shively (Rec. & Tape D)  
**Labels:** American Heritage CMH County, Goldtone Heritage, King Bluegrass, Lemco, Mountain, Old Homestead, Outlet, Power Pak, Rebel, Ridge Runner, Rounder, Starday/King, Vetco

## WASHINGTON

### • SEATTLE AREA (Area Code 206)

A & M Pacifica Inc., 8612 Sixth Ave South Seattle 98108 Tel 767-6500 Sales Mgr Bob Scharbert (Rec. & Tape D)  
**Home office:** Hollywood (Los Angeles Metropolitan Area), Calif  
**Labels:** A&M, Horizon  
C B S Recs., 1051 Andover Park E Tukwila 98188 Tel 575-0931 Branch Mgr Al Bergamo (Rec. & Tape D)  
**Rec. labels:** Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Lifesong, Melody/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Playboy, Portrait, T-Neck, Tabu, Virgin  
**Tape lines:** Same as rec labels  
Disc City One Stop (Record Sales & Serv Inc.), PO Box 24701, Zip 98124, 1540 Fourth Ave S Zip 98134 Tel 622-4005 Owner Larry Dolgoff, Buyers Singles, Bill Dolgoff; Albums, Richard Levondovski (Rec. & Tape OS)  
General Rec Serv Inc., 6565 Seventh Ave S Zip 98108 Tel 767-7444 Pres & Gen Mgr Paul H Porteus, Mgr. Fred Johnson, Buyer Singles, Albums & Tape, Russ Porteus (Rec. & Tape RJ)

Handleman Co., 1207 Andover Park W., Tukwila 98188 Tel 575-0400 Mgr Alan Olson, Buyers Singles, LSA Jordan, Albums & Tape, Alan Olson (Rec. & Tape RJ)  
**Home office:** Clawson (Detroit Metropolitan Area), Mich  
Kiner Dist'g Co., PO Box 724, Redmond 98052 Tel 885-0523 Owner & Buyer Larry F. Kiner, Mgr. & Buyer Steven F. Kiner (Rec. I)  
**Labels imported:** Aircheck, Radio Archives, Spokane, Totem  
M C A Dist'g Corp., 2633 Eastlake Ave E., No 301 Zip 98102 Tel 322-3100 Sales Mgr Dan Wedlock; Promo: Jerry Leendertsen (Rec. & Tape D)  
**Rec. labels:** Coral, MCA, Midsong Int'l  
**Tape lines:** Same as rec labels  
Major Dists Inc., 18292 Andover Park W., Tukwila 98188 Tel 575-0081 Owner R G Anderson, Mdse Mgr Gary Clark, Buyers Singles, Inge Wood, Albums & Tape Jim Nickle (Rec. & Tape D & RJ)  
**Branch:** Livermore (San Francisco & Bay Area), Calif  
**Rec. labels:** Alshire, Camden, Disneyland, Pickwick, Stoneway  
**Tape line:** GRT  
**Phonographs:** BSR  
**Playback equip.:** Hitachi, Panasonic  
**Accessories:** Batteries (Duracell), blank tape (Ampex, BASF, Memorex, Scotch), needles (Transcriber), Le-Bo, Vanco prods  
Orwaka Dists Inc., 6011 S Roxbury Zip 98118 Tel 722-1838 WATS (800) 525-8757 Mgr George Bigley (Rec. & Tape D)  
**Home office:** Northglenn (Denver Area), Colo (See for prod distributed) (SEE ADVERTISEMENT)  
P J L Corp., 708 Industry Dr., Tukwila 98188 Tel 575-0675 Mgr Mike Boyle, Buyer Bill Green (Rec. & Tape OS)  
**Home office:** Denver, Colo., Danjny Music Inc  
Pacific Rec Serv., 678 Industry Dr., Tukwila 98188 Tel 575-3110 Pres. Jim Huffine  
Pickwick Int'l Inc., Rack Servs Div., 9860 40 Ave S Zip 98118 Tel 725-2500 Mgr Al Zangrillo, Buyer Fred Stewart, Sales John Rabe (Rec. & Tape OS & RJ)  
**Home office:** Minneapolis, Minn  
Polygram Dist'n Inc., 621 Strander Blvd., Tukwila 98188 Tel 575-3830 Mgr Gerry Kopecky (Rec. & Tape D)  
**Home office:** New York, N.Y.  
**Rec. labels:** Antilles, Archive, Blank, Capricorn, Casablanca, Chocolate City, De-Lite, Deutsche Grammophon, Event, Festivo, First Artists, Island, Kolob, MGM, Mango, Mercury, Millennium, Monument, Oasis, Omni, Pacific Arts, Parachute, Philips, Privilege, Polydor, RSO, Spring, True North, Verve  
**Tape lines:** Same as rec labels (SEE ADVERTISEMENT)  
R C A Rec., PO Box 88239, 576 Industry Dr., Tukwila 98188 Tel 242-5710 Sales Mgr Jim Yount (Rec. & Tape D)  
**Rec. labels:** Bluebird, Flying Dutchman, Gold Seal, Grunt, Pablo, Pablo Live, Phantom, Pure Gold, RCA, Red Seal, Solar, Tabu, Tattoo, Utopia, Victrola, Wind-song  
**Tape lines:** Same as rec labels  
Record Sales & Serv Inc., see Disc City One Stop  
Roundup Music Dists., 18300 Midvale Ave N Zip 98133 Tel 542-7551 Mgrs Lou Laventhal, Stan Jaffe, Buyer Chuck Blacksmith (Rec. & Tape RJ)  
Sound Recs. & Tapes Inc., 725 S Fidalgo St Zip 98108 Tel 767-4580 Mgr, R A Harlan, OS Mgr: Ed Richter; Buyers Singles, Ed Richter, Albums & Tape, Sandy Blake, Michael Campbell, Ed Richter (Rec. & Tape D), (Rec. & Tape OS as Supersound One-Stop)  
**Labels:** AVI, Abattoir, Abkco, Accent, All Platinum, Alexander Street, Alston, Amherst, Argo, Arista, Ashtree, At Home, Audio Fidelity, Bach Guild, Bang, Barnaby, Bethlehem, Big Town, Buddha, Bullet, Butterfly, CMH, CTI, Cadet, Cardinal, Carouse!, Car, Chess, Chiaroscuro, Children's Recs of America, Chrysalis, Churchill, Classic Jazz, Clouds, Con Brio, Concord Jazz, Conduko, Connoisseur, Cream, Creative World, Crescendo, DJM, Dana, Dash, Deram, Direct to Disc, Disneyland, Drive, Earth, Echoes of an Era, Everyman, Fantasy, Fiesta, First American, Flat Irons, Fona Free Spirit, GRT, Galaxy, Glades, Gold Mind, Gordy, Great Northwest, Greco-phon, HDM, H&L, Heart Warming, Hi, IRDA, Impact, Improv, Inner City, Janus, Kayvette, Koko, Kudu, LRC, Label 21, Laune, Living Language, L'Oiseau Lyre, London, MC, MRC, M2WB, Magnum, Malaco, Mark 56, Marlin, Metric, Metronome, Milestone, Monitor, Motown, Muse, Mushroom, Music Is Medicine, Nostalgia Lane, Ovation, PBR, Pacific Arts, Panama, Parrot, Passport, Picadilly, Plantation, Prelude, Prestige, Private Stock, Prodgal, Ranwood, Rare Earth, Republic, Richmond, Ripcord, Riverside, Roots, SRI, SSS Int'l, Sal-soul, Salvation, Savoy, Scorpion, Sesame Street, Shadybrook, Shield, Shock, Soul, Sound Bird, Stang, Starday, Stax, Stereo Treasury, Stiff, Sun, Sunshine, TK, Tamla, Telefunken, Thistle, Threshold, Tom & Jerry, Tomato, Turbo, Turnabout, 20th Century, UK, Vanguard, Versatile, Vibration, Virgo, Visa, Vox, Wanderick, Whid Isle, Wolf, World Jazz, Xanadu  
**Accessories:** Fidelitone, Le-Bo, Maxell, Memorex, Planstiel, Sound Guard  
Supersound One-Stop (Rec. & Tape OS), see Sound Recs & Tapes  
Warner/Elektra/Atlantic Corp., 1156 Industry Dr., Tukwila 98188 Tel 575-0190 Sales Mgr Jack Shue (Rec. & Tape D)  
**Rec. labels:** Asylum, Atco, Atlantic, Bearsville, Big Tree, Cotillion, Countryside, Curtom, Dark Horse, Disc-Reet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nemperor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer  
**Tape lines:** Same as rec labels

### • VANCOUVER (Area Code 206)

Crown Prods., 3406 NE 54 St Zip 98661 Tel 696-0431 Owner, Mgr & Buyer Vernon H Haas (Rec. & Tape D)

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Rec. labels: Avant Garde, Benson, Calvary, Camden, Capitol, Columbia, Dip, Discovery, Edify, Fountain of Life, Heritage, Houssetop, Jim, KCP, Lamb & Lion, Manna, Maranatha, Melodyland, New Life, Petra, Pickwick, RCA, Ranwood, Singcord, Skylite, Sparrow, Tempo, Word  
Tape lines: Same as rec. labels

## WEST VIRGINIA

### ● CHARLESTON (Area Code 304)

Elkins Rec. Shop, 1127 Central Ave. Zip 25302 Tel. 343-7833 Owner & Buyer M.Z. Elkins, Mgr. Douglas Elkins (Rec. OS)

3-D Electronics Inc., 2393 Sissonville Dr. Zip 25312 Tel. 343-9501 Pres. Dave Ferrell, Mgr. Brad Brannon, Buyer Stan Keller (Rec. & Tape D)

Rec. labels: ABC, Big Tree, CMH, Canaan, Capitol, Columbia, GMC, GRT, Heart Warming, Jim, MCA, Phonogram & Polydor group, RCA, Rebel, WEA  
Tape lines: Same as rec. labels

Playback equip.: Bon-Sonic, Emerson, Granada, Gran Prix, Juliette

Phonographs: BSR, Dejay, Juliette  
Accessories: Arista, Le-Bo, Philmore

### ● HUNTINGTON (Area Code 304)

Music Man Inc., 2519 Fourth Ave. Zip 25703 Tel. 522-9011 Pres. William J. Simpson II, Rec. Buyer Thomas M. Sheets, Tape Buyer William J. Simpson (Rec. & Tape OS)

## WISCONSIN

### ● BURLINGTON (Area Code 414)

The Music Mart, 164 E. Washington Zip 53105 Tel. 763-3361 Owner Rollin J. Ruedebusch, Mgr. Lucille Waardenburg, Buyer Anne Ruedebusch (Rec. & Tape OS)

### ● KENOSHA (Area Code 414)

East Kenosha Recs. & Tapes, 5707 Sixth Ave. Zip 53140. Tel. 657-7858 (Rec. & Tape OS)

Phonographs: Electro-Phonic  
Accessories: Planstiehl

### ● MADISON (Area Code 608)

Rapid Sales Co. Inc. (Rec. RJ, Tape D & RJ)—Sales Mgr. Robert Obbink, Albums & Tape Buyer Donald Smith—see TMD Inc.

TMD Inc., 1019 Jonathan Dr. Zip 53713 Tel. 271-2661. Pres. Rolf V. Voegelin, Buyer Lois Lawrence. (Rec. D), (Rec. RJ, Tape D & RJ as Rapid Sales Co. Inc.)

Rec. labels: Accent, Canaan, Dearborn, Disneyland, Fantasy, GNP Crescendo, Golden, Milestone, Prestige, Ranwood, Tell, Thunderbird, Vista, Vox, Word  
Tape lines: All major lines.

### ● MILWAUKEE (Area Code 414)

Audie's One-Stop, 2204 W. North Ave. Zip 53205 Tel. 342-4636, 931-8015 Owner & Mgr. Autacruza Dotson; Buyers Singles, Ronnie L. Keys, Albums & Tape, Larry M. Myles. Local branch: Audie's Recs., 2239 W. Capitol Dr. Zip 53206 Tel. 445-2420 Mgr. & Buyer George Johnson (Rec. & Tape OS)

Good Vibrations Inc. (Rec. OS & RJ)—Tel. 462-8430 Buyers Singles, Pat Sindberg, Albums, Richard Grieb—see John O'Brien Dist'g.

Music Man One Stop Inc., 5510 W. Florist Ave. Zip 53218. Tel. 353-0666 Pres. Alan Dulberger, VP James Bertram, Opns. Head Jim Howard, Buyers Albums, Jim Howard, Tape, Bonnie Beigel (Rec. & Tape OS)

Northwest Territory, 1983 N. Summit, No. 24, Zip 53202. Tel. 271-2805 Pres. Ed Heinzelman, Warehouse: 630 N. Broadway Zip 53202 (Rec. D)

Labels: Castalia, Couth Youth, Rounder, Tool Room  
John O'Brien Dist'g, 5825 N. 96 St. Zip 53225 Tel. 462-5590 Owner & Mgr. Tim Brophy, Buyer Rick Grub (Rec. D), (Rec. OS & RJ as Good Vibrations Inc.)

Labels: Amherst, Audio Fidelity, Audio Int'l, Audio Rarities, Birthright, Black Lion, Blues Spectrum, Briar, Brunswick, Canaan, Chiaroscuro, Crescendo, DJM, Dakar, Dana, ENJA, ESP, First Component, Friends & Co., Gold Plate, Good News, Harlequin, Jewel, Koko, Light, Locust, Mainstream, IX Chains, Old Town, Paula, Plantation, Rann, Sacred, Sam, Savoy, Soul Int'l, Specialty, Stax, Takoma, Thumble, Thistle, Wild, Word, World Jazz

Radio Doctors & Recs. Ltd. 240 W. Wells St. Zip 53203. Tel. 376-6422 Pres. Stuart L. Glassman, Mgr. Michael Mowers, Buyers Singles, John Jankowski, Albums, Kenneth Herrick, Tape, Tom Weber (Rec. & Tape OS)

### ● STEVENS POINT (Area Code 715)

Record Rack Corp., 901 Clark St. Zip 54481 Tel. 341-8445 Mgr. Robert Christopher, Buyers Singles, Holly Breyer, Albums, Robert Christopher, Tape, Scott R. Krueger (Rec. & Tape OS)

Playback equip.: Craig, Clarion, Electro-Phonic, Emerson, Panasonic, Pioneer of America, Sanyo  
Accessories: GC Electronics, Maxell, Pickwick, Recoton, Scotch



# High Blood Pressure is a Joke.

... a *bad* joke. High blood pressure—doctors call it hypertension—is a silent, mysterious disease. It cripples and kills without warning. One in seven adult Americans has it, and half don't know it. There are no special symptoms, but when your blood pressure goes up and stays up, it's no laughing matter. Untreated, it can lead to heart attack, stroke and kidney failure. This year alone, 900,000 will die from these diseases. Your doctor can detect hypertension, and can usually con-

trol it. So get a checkup. And follow your doctor's orders. No one else can do it for you. Right? Meanwhile, the Heart Association is working hard to learn what causes hypertension and how it can be cured... to find people with high blood pressure and get them under treatment. We're doing it through research, education and community programs. Your contribution to the Heart Fund will keep us working. No joke.

For information about High Blood Pressure—ask your Heart Association.

Give Heart Fund



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## ACCESSORIES

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Styl-Ton Development Corp., see Rivertone.  
 Supronics Corp., Helen Neushafer Div., 104 New Era Dr., South Plainfield, N.J. 07080. Tel: (201) 561-6300.  
**Product:** Record carrying & storage cases (Disc-Gor-Case) (MD)  
 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.  
**Product:** Tape carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape. (M) (SEE ADVERTISEMENT)  
 Taberaser, 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  
**Product:** Demagnetizers (Taberaser) (M)  
 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:** 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.  
**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.  
 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; Mktg. Dir.: Bill Madden; Retail Prods. Mgr.: D.E. Rushin; Nat'l Sales Mgr.: Joe L. Leon; Adv. Co-ord.: F.E. Dettloff; Mktg. Communication & Mdsgr. Supervisor: Vicki Hanson; 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—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—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—Cincinnati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—

Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 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.  
**Product:** Tape carrying & storage cases, head cleaners, leader & splicing tape (Scotch). (M) (SEE ADVERTISEMENT)  
 Toyota, see Electronic Homes.  
 Trans Continental Eng'g, 503 N. Central Ave., Kent, Wash. 98031. Tel: (206) 852-4045. Pres.: Jack Ritter; 1st VP & Adv. Mgr.: Cappy Ricks; VP: John Cowen.  
**Branch:** Sumner, Wash., PO Box 127. Zip: 98390.  
**Product:** 8-tr. & cassette repair kits, head cleaners, record care kit, splicing kit, tape deck lubricating & cleaning kit (The Sound Bug). (M)  
 Transcriber Co. Inc., PO Box 478, Attleboro, Mass. 02703. Tel: (617) 222-3525. VP: John Sheasgreen; Nat'l Sales Mgr.: John McDonald.  
**Product:** Cleaners, cloths, brushes, 45 rpm adaptors, head cleaners, demagnetizers, needles, leader & splicing tape.  
 Transworld Dist'g (div. of Audio Labs. Inc.), 24 W. Sheffield Ave., Englewood, N.J. 07631. Tel: (201) 871-3000. Pres.: Alexander Magocsi; Gen. Mgr.: Ted Hopper.  
**Product:** Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape.  
 U T C, see Universal Tape.  
 Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.  
**Product:** Head cleaners, demagnetizers, leader & splicing tape (A/V Paragon, UTC, 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)  
 V O R Inds. Inc., 1440 S. State College Blvd., Unit 5-H, Anaheim, Calif. 92806. Tel: (714) 635-2400. Pres.: Frank Owen; VP & Sales Mgr.: Mike Govorko.  
**Product:** Cleaners, cloths & brushes (Vac-O-Rec); demagnetizers (VOR) (M)  
 Vac-O-Rec, see VOR.  
 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.  
**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 EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241. VP: R. Denison 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.), 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.: Joseph Klein; VP: John A. Pace; Sales Mgr.: Ken George.  
**Branch:** Northfield, Ill., 778 Frontage Rd., Suite 107. Zip: 60093. Tel: (312) 446-6046.  
**Product:** Leader & splicing tape. (M)  
 Wide Range Electronics Corp., 2119 Schuertz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366. Pres.: Otto Rauhut; Mktg. Mgr.: A.S. Russell.  
**Product:** Bulk erasers, magnetic erasing pencil (WRE). Zerostat, see Discwasher.

# Can anyone do what you do any better?

Probably not. All things considered you do what you do pretty doggone well. After all, no one has taken your job. And you're eating regularly. But...

But have you ever considered what doing your job just a little better might mean?

Money. Cold hard coin of the realm.

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Point two. By taking more pride in our work we'll more than likely see America regaining its strength in the competitive world trade arena. When the balance of payments swings our way again we'll all be better off economically.

So you see—the only person who can really do what you do any better is you.

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